

HIGH TEMP HITLIST ♦ TRUE CONFESSIONS ♦ PROMOS GONE SOUTH

# THE NETWORK

TYLEER  
COLLINS

18  
6/29/90





# The SUNDAYS

"here's where the story ends"

the first single and video from their debut album  
**reading, writing and arithmetic**



produced by the sundays and ray schulman © 1990 the david gefken company

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# THE NETWORK

## Inside

ISSUE 18 JUNE 29, 1990 FORTY™



### THE BIZ

As her first single powers into The Network Forty's top ten songs across the USA, Tyler Collins is on a collision course with multi-media stardom. She's starring opposite Gregory Hines on the silver screen in "A Rage In Harlem." She's gathering material for another RCA album. And she's practicing her onstage skills, her sights set on her first American tour. With a schedule so jam packed with opportunity, this girl could use a nite off! Features Editor Diana Atchley reports.

After an unusually quiet few weeks of Top 40 talent in motion, U-Haul futures are looking up again! Dan Kielely resigns his Des Moines PD job for the marketing gig at Chicago's B-96. T.J. Martens gets the programming promotion at KDWZ. David Leach names Andy Szulinski to first chair Pop Promotion at Mercury Records. Meantime, B-94 El Paso selects Bob West as their new PD. And trendsetting Top 40 KNRJ Houston opts for the cutting edge over the dance floor, premiering a new (and exclusively progressive) music focus.

### TOP 40



## THE MUSIC MEETING

### BELL BIV DEVOE

#### "Do Me"

With their debut single Platinum and still at the top of the charts, Bell rings in with their already exploding follow-up.

(MCA)

### FLEETWOOD MAC

#### "Skies The Limit"

The best sky high harmonies from the Mac in years fill this great programming record with no limits.

(WARNER BROS.)

### JANE WIEDLIN

#### "World On Fire"

Watch this Go Go when "World" spins in Hot rotation.

(EMI)

### THE SUNDAYS

#### "Here's Where The Story Ends"

Book space now for this novel page in modern day lyrical history.

(DGC)

### BLACK FLAMES

#### "Watching You"

With Urban radio already on fire, watch this trio's debut melt Top 40 next.

(OBR/COLUMBIA)

### CROSSOVER

How often are you asked

to play a first single release, by a new band, that's already popular enough to be Top 50 retail nationally? Thanks to sixty days at the top of the Alternative charts and simultaneous Buzz Bin support on cable from MTV, The Sundays are already remarkably "familiar" to the leading edge of Top 40's audience. In a month of Sundays, you won't find a more entrancing new single: "Here's Where The Story Ends."



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PRODUCER

# LEWIS A. MARTINEÉ

BY BEVERLY RUBIN

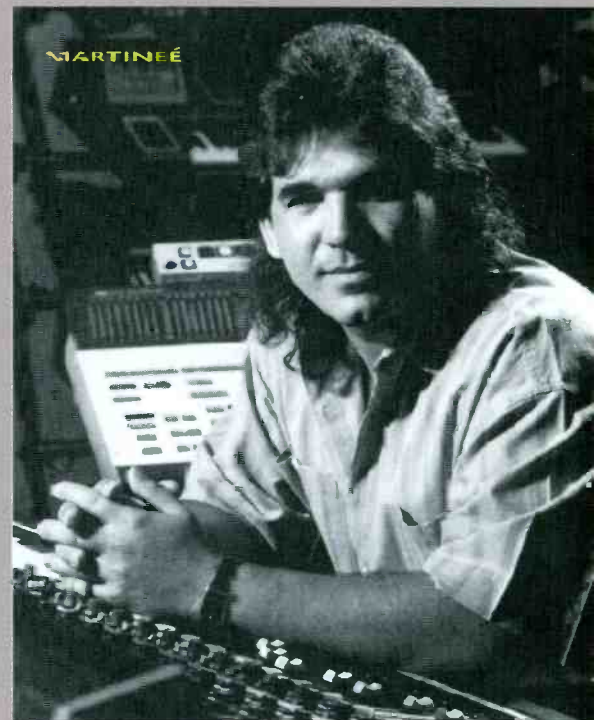
Dance Music has always been popular. From Big Band to the Lambada, getting the chance to boogie down on the dance floor is an integral part of leisure activities, and one of the fundamental reasons for the success of Top 40. Getting the music to the public is another matter. Success is strongly determined by good management, production and finely tuned publicity strategies. We spoke to Lewis A. Martineé, who typifies these qualities. He is responsible for the success of Exposé and the stellar production of hits for artists such as the Pet Shop Boys, Jermaine Jackson and Debbie Gibson. His dedication and drive are one of the fundamental reasons why Pantera Group Enterprises is proving to be a rising star in the music industry.

Ismael Garcia was working at RJR Industries when he was approached by Frank Diaz (who worked for a local record distributor at the time) about starting a recording studio. Garcia was understandably nervous about leaving a promising career with the conglomerate. Although both Garcia's and Diaz' parents shared that nervousness, they lent money to their sons to start up Pantera, which Garcia says is "a lot like playing the Lotto every day, hoping to hit that lucky number." However, they increased the odds by putting talent on their side.

Enter Lewis A. Martineé, who had started his career playing drums and percussion with a local Los Angeles band. He came to Miami and developed a strong reputation as a club DJ and remixer. The combined brilliance of Martineé's production talents and Garcia's aptitude for business enabled them to hit the big one. Artists such as Debbie Gibson, Vanessa Williams, Jermaine Jackson and The Cover Girls have all used Pantera's production capabilities. Exposé was developed by Martineé, as were newer acts such as Paris By Air. Pantera's roster also includes the development of a new rock act called Tryxx, and the versatility of newcomers such as Billy Hufsey of the NBC Soap "Days Of Our Lives," who will be making his musical debut this fall.

According to Martineé, preparing an artist for record company consideration usually takes about six months. He says, "I haven't run into a situation where the record label wants to sign the band sight unseen. You've got to follow up and send them a few more songs, then we either fly the artist to the label or the reps will fly to Miami to see one of our showcases."

The strategies involved are fairly straightforward, regardless of what kind of act is being marketed. "Whether it's rock, pop or dance, the people you meet with are the only variable. We sit down and pick what we think is the strongest material. Then we go to the labels with product, pictures and bios."







Martineé feels there is an advantage in promoting a rock act. "You have them perform [at clubs] and try to get a following. In rock, the label feels a band's following is the strongest factor and looks to that as a selling point. In developing a following for Tryxx, we've had them perform in local clubs.

When there is sufficient interest on the street, we'll invite the record companies to a showcase where they can see the crowd reaction." Martineé adds, "Rock reps look for a grassroots following. Pop management concentrates more on finding hit songs. A rock act such as Yes has an enormous following, yet has only had one Top 40 hit. But they sell millions of records."

The image of an act these days is almost as important as the music. Sometimes more important. "At Pantera," Martineé says "We work in a management type situation and help the artist figure out what kind of image is right for their musical style. Sometimes, if I have an image in mind, I find an artist to fit the image, look or sound. When I was putting together Exposé, I was looking for three talented ladies of different origin who could convey my songs to the public and develop a strong following."

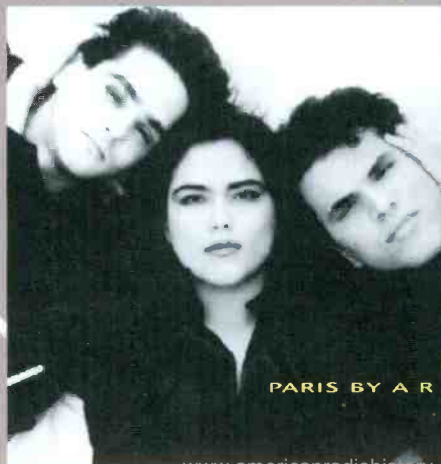
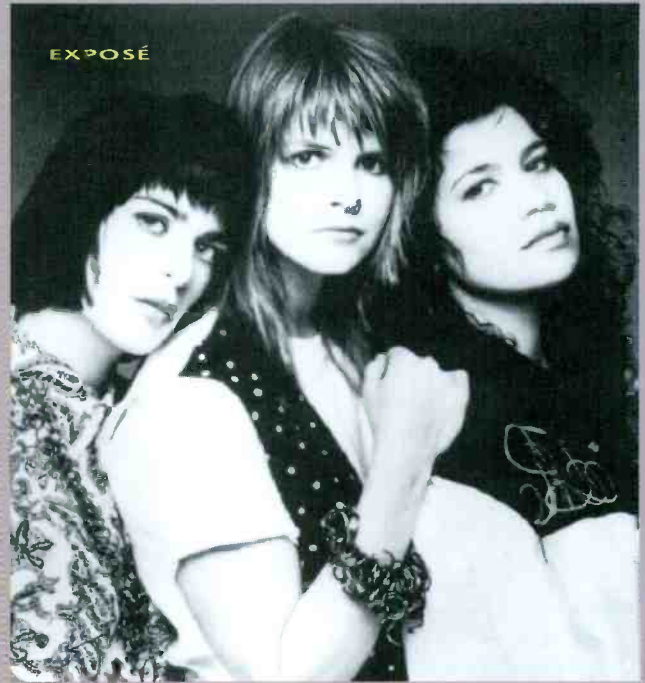
"Getting started is just the beginning. Becoming successful is another story. You may be able to land a deal with a label, but that doesn't ensure success. Once you've done the groundwork and secured a record deal, you have to work closely with the label to break the artist on Top 40. Breaking Top 40 means record sales, which eventually leads to hit records. Breaking it down for management, I'd say the first consideration is patience. The second is being able to spot talent. For the artist, ability comes first, then patience." Martineé cites a third consideration for both management and artist success: luck.

Martineé feels his staff has been a real asset to the success of Pantera. "We've been blessed. Everyone here has worked for the company for three or four years. Nobody's left behind. I think the employees' dedication has been real helpful to our continued success.

Martineé's career began during the 70s as a songwriter. By today's standards, production techniques were comparatively primitive. "When I started doing my demos," says Martineé, "there were no drum machines or sequencers. I would start by playing drums, then hire a keyboardist, bass player and singer. I also produced my own demos. I never made a conscious decision to become a producer, but I learned how to produce before there was sophisticated technology of today. That's why I feel I have more of an edge."

Martineé continues, "I'm not really a software engineer. I simply take what I have and try to create a more innovative sound. In the first few albums, I used very raw equipment. Now that I have a state of the art studio, there are no boundaries to limit my creative abilities. I don't let the equipment tell me what to do. I get it to do what I want it to do."

He feels today's radio programmers are more open to new material than they used to be. "Programmers now are good. They tend to listen to all material presented to them, and sometimes go out on the edge a bit more to put on something new. Communicating with each



After four  
gold hit singles

# Janet's back

with the ballad

# “Come Back To Me”

“Come Back To Me” produced by Jimmy Jam  
and Terry Lewis for Flyte Tyme Productions, Inc.

Co-Producer: Janet Jackson

Executive Producer: John McClain

From the multi-platinum smash album

**Janet Jackson's Rhythm Nation**

17502-13290-1/2-4)

**1814**

Also available on home video and laser disc.

**+ MOST ADDED**

*150 Top 40 Stations  
In Its First Week!*



RECORDS



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PRODUCER

# LEWIS A. MARTINEÉ

other across the country and discussing songs they feel may have a strong influence on their listeners has made it better for the music industry. In the past, rock or dance clubs had to have a big hit in order to generate interest from the programmer. These days, if a PD likes a song, he or she will jump right on it. This makes it easier for producers and gives them more of a break. The industry now is a lot better for the artist."

Martineé says he doesn't use a specific formula in his work, preferring to keep his production techniques fresh. "With each act, I work differently. I'm open to trying new things. I keep doing things a little differently with each artist to avoid developing a specific formula."

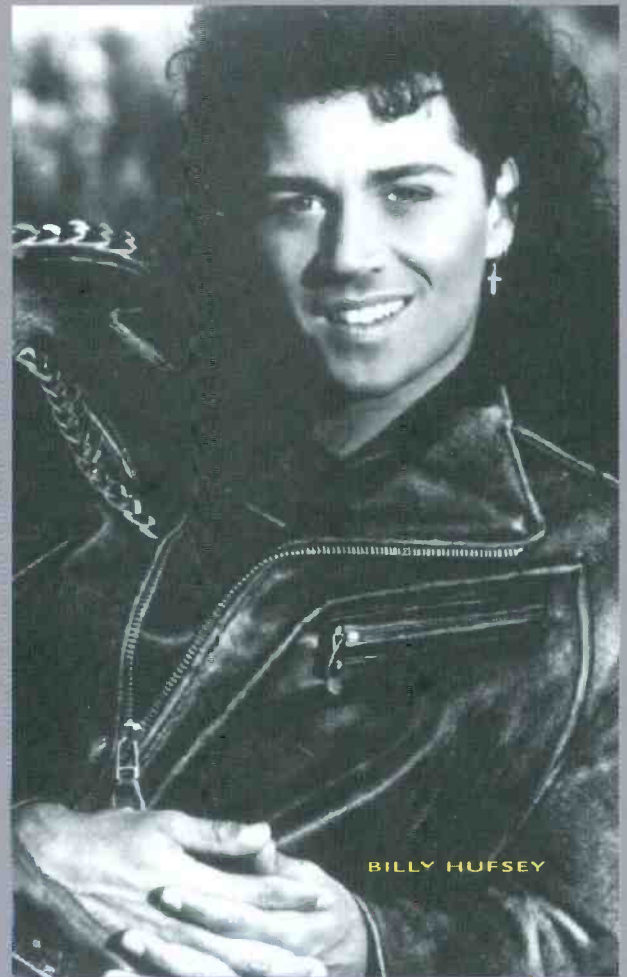
Martineé has extended his talents to include motion pictures. He produced "Step, Listen, Look & Think" by Exposé for the "Lambada" soundtrack, and says that producing a song for a movie is somewhat similar to producing commercials. The producer must bear in mind that the song may not be heard just on state of the art audio equipment. "You can't mix it 'big.' You have to be conscious of what it would sound like coming out of small, low resolution speakers."

In the future, Martineé would like to score an entire movie. He told The Network Forty "I'd like to develop story ideas I have into a movie. I'm a writer as well as a producer. I specifically enjoy action/adventure plots, and have several ideas on paper. I hope one day to follow up on these stories when I have the opportunity to connect with individuals in the movie industry and present my ideas."

Although Martineé has built a strong reputation in dance and pop music, he has a strong appreciation for rock. He is currently involved in projects with Ray Kennedy, formerly of UFO and The Babys, and Robert Nix, who was with the Atlanta Rhythm Section. His background influences are varied, including rock as well as dance music. "My background covers a very wide spectrum. I played in several garage bands that never really got any further. We used to play a lot of Doors and Led Zeppelin. Bands who have inspired me are Yes, Earth Wind & Fire, and, of course, Led Zeppelin. The Beatles are right at the top of my list. I love 60s and 70s music and listen to it a lot. I don't let styles burden me. If I like a song or sound, I don't care where it comes from. I try to develop that sound when I'm working with bands using my own style."

Martineé's typical workday lasts from 12 to 18 hours. He begins his workday making calls, then determines which project he wants to work on. He says, "I prefer to get personally involved with the band and their music so as a producer I can capture the best of their abilities and accent their styles."

Obviously, an appreciation for all types of music, along with a variety of interests, has been a significant factor in Lewis A. Martineé's success. His willingness to explore different facets of the entertainment media proves he's a well-rounded individual, which translates into professional, as well as personal success. And that's one formula from which we can all learn.



BILLY HUFSEY

# HINDSIGHT'S 20/20

## Contest Bloopers and Favorite Promotion Follies

OUCH! Don't you just hate it when things don't turn out like they're planned? That promotion was supposed to be flawless and make the station seem bigger than life. Unfortunately, life is full of curves! And at one time or another, almost everyone in radio can remember cringing at the impending doom, embarrassment, or just plain frustration of a failed station promotion.

Radio contests are designed to market the station in order to gain and keep listeners. Most well thought-out, organized promotions go off without a hitch. But sometimes, no matter how much you think you've covered everything, "Mr. Unexpected Conflict" comes to the party too!

At the time, a promotion that blows up is no laughing matter. But it can be a learning experience that's hopefully not too damaging. The Network Forty talked with three Promotion Directors, Michelle Stalnacker WRQN/93Q Toledo, Darryl Rogers KUBE Seattle and Vivienne Vaughan WRQX/Q-107 Washington D.C. They share their own promotionally embarrassing experiences, and it certainly makes colorful, informative and entertaining reading!

### THE BLOOPERS

"Don't ever do this promotion!" Michelle Stal-

---

*"First, you need to go to one of those out of the way locations to pick up your list of the countdown, then you have to listen all weekend to the entire countdown and fill in all of the blanks, then send in your completed list to the station and listen to see if we draw your name to win a motorcycle. If you win you need to bring a trailer to pick up the bike if you don't have a license to drive a motorcycle. And if you don't, you have to take a test to be able to drive your prize and get the bike registered. Now smile for the promotion camera and enjoy!"*

(WIN A HASSLE)

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nacker WRQN/93Q Toledo says with a chuckle as she begins to tell this humorous tale. "At the time, it really wasn't too funny. Last year at local election time in Toledo, we did a Political Sign

Drive. With the goal of cleaning up Toledo (the day after elections) and recycling the paper and wood, we offered listeners \$1 for each sign they brought us. \$1,000 was set aside for the event, which we thought would be more than enough."

"The drive took place at shopping mall parking lot at 7am. When I arrived at 6:30, I couldn't believe it. There were easily over 200 people there, each with not one, but a stack of signs! The jock who was broadcasting live was just as shocked. To make things worse, the jock running the board at the station left our mike on after a break. His candid statement, 'God, there are so many f\*\*king signs here,' along with other expletives, was heard by the entire listening audience. We didn't even realize it until a listener drove up and repeated his words to us."

Michelle continues, "The worst part was that the first five people in line took all the money. As you can imagine, this didn't make the other 200 people too happy. The cops heard that it was a potential riot, so three police cars came out to the mall, quickly calming the angry crowd. Obviously we didn't expect that many people to get so into this promotion. We tried to explain and smooth it over with movie passes, T-shirts and cassettes. We



WRQN's Steve Mason becomes a human nacho.



*"To this day I still can't stand the smell of nacho cheese."*  
Michelle Stalnacker



***“Just think... after this is over you'll be able to look back on it and laugh!”***

***Desiree Stich Schuon***

also put them all in a drawing for tickets to a big sold-out concert, but it wasn't easy. We really didn't anticipate such a problem or even think we'd have to limit the number of signs per person.”

Michelle adds, “To top it all off, my intern and I had to separate the paper from the wire and wood of these thousands of signs for recycling. And if that's not bad enough, it was cold and raining and we had to do it all outside. It was a Promotion Director's nightmare! But some good did come out of it. We received a lot of media coverage and the Mayor gave us an Honorable Mention at the City Council meeting for our efforts.”

Another humorous story offered by Michelle Stalnacker couldn't be left out. “93Q wanted to do a nacho cheese dunk with our morning man, Steve Mason. Everything was set. The cheese was ordered and all we had to do was put it into the tank. I expected to have all of that creamy nacho cheese already prepared, waiting to be dumped into the vat. However, the nacho cheese was not nacho cheese...yet. It was bags and bags of dry powder, complete with freeze-dried jalapenos, that had to be mixed by hand. (‘Add two parts

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***“But you said you'd give away lots of money, good tapes and CDs, good seats to the show... your station is bogus, dude!”***

---

**(THE PROBLEM WINNER)**

water and one part flour to the mix’). I had a 500 gallon tank to fill! Today! So, once again, my intern and I did the dirty work and mixed it all by hand. Fortunately, it ended up raining and they postponed the dunk a few hours, giving us time to make the nacho cheese. By the time the cheese dunk came around, we were already covered in the stuff. It was disgusting. And then, making us even sicker, the nacho cheese company handed out samples to the spectators while our morning guy became a human nacho cheese tortilla chip. To this day, I still can't stand the smell of nacho cheese.”

Vivienne Vaughan, WRQX Q-107 describes one of their unexpected problem promotions: “One of our faux pas happened about four years ago at an annual beach party in a county park. An average of 6,000-10,000 people attend this event every year, and this was the first year we

had a problem. We were all set up and ready to go when an unexpected attendee arrived: the health inspector. There were about eight restaurants with booths set up at the event, and the inspector wanted to shut us down before we'd even begun because we 'didn't have the correct tenting' for the food. After a couple hours of heated conversation with this nasty little man, we didn't have to shut down. But we did have to rearrange everything. The hospitality tent we'd set up for VIPs had to be used for food booths. It was really more of a hassle for the restaurants with the booths than for us, because they had to move everything and get situated all over again. Luckily, everything turned out fine after that.”

Vivienne adds, “Even though you plan and do the same promotion year after year, things change. Our problem was that we had done this for so long, we just did it like we always had, which had probably been wrong for years and no one knew. You've got to learn from your experiences and check everything out, especially when planning a big event.”

KUBE Promotion Director Darryl Rogers' problem happened with a radio promotion that stations commonly do: The Dash for Cash.



***Michelle Stalnacker,  
WRQN's Promotion  
Director.***

***The overwhelming  
results of WRQN's  
Political Sign Drive.***



"As she walked through the door, I knew this was not going to be an average case..."

THIS SUMMER GUESS WHO'S GOING

U  
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E  
R

"Undercover," the new smash single and video from the force that brought you "Turtle Power"

Partners In Kryme, watch for their forthcoming debut album on SBK.

# PARTNERS IN KRYME

PRODUCED BY PARTNERS IN KRYME AND SHANE "THE DR." FABER

MANAGEMENT: SECOND AVENUE MANAGEMENT AND SHEILA EDWARDS





# HINDSIGHT'S 20/20

"We had \$93,000 in a bank vault that was mostly \$1 bills, so we didn't anticipate a problem with our budget of \$5,000," Darryl explains. "After qualifying by being the ninth caller, winning \$93 and a pair of running shoes, our Dash for Cash winner shocked us all! In the 93 seconds allotted for the Dash, he scooped a huge pile of money into a corner, and in the last ten seconds picked it all up and ran to the bin to dump it. This guy was really strong, because the bank said his pile weighed at least 85 lbs. and totalled out to \$25,000, five times the amount budgeted! That was our Spring promotion and it totally blew the rest of our Spring, Summer and Fall budget. It was awful, but it was out of my control so I didn't get blamed for it."

Another blooper happened at one of KUBE's birthday concerts. "It's a big blowout we have every year. Track acts performed, about 1,200 people were at the event and KUBE was giving away a trip to London to see Michael Jackson. It was supposed to be easy. All of the tickets had numbers on them; we got up on stage and drew a number, and the person with the matching number on the ticket stub would win. We called out the first number. No one came up, yelled or anything. So after a bit, we drew another num-

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*Inside sources at The Network Forty were told of a big shocker. "We did a multi-week promotion to give away some cars. When these cool sports cars were delivered (complete)... they came without radios!!*

(SUICIDAL PROMO DIRECTOR)

---

ber and immediately the winner came up. But right after it was over and the band started up, the girl with the first number called came up to me (after she had seen that someone else had already won) and said she had the winning number. Well, rather than trying to reason with her there, I gave her my card and told her to call me on Monday." Rogers continues, "Rather than calling, she came to the station and put up a big stink. After a while, we realized that she just wasn't going to let up. It's our policy to appease the listener however we can, so we sent her to London, too. The clincher of the whole story was that this pseudowinner was friends with a lady I used to work with, to whom I had personally given comp tickets for her and her friends."

## KEEPING YOUR LISTENERS

"You can never have too much stuff to give out," says Vivienne Vaughan. "If you run out, take names and send them the prizes. But sometimes you run into those people who'll threaten to sue you over a T-shirt; the 'greedy populous.' And you want to avoid that one!"

"Tell them to get lost, what else?" Darryl Rogers says wryly, but amends it by saying, "No, I practice the 'Disney Philosophy.' Do what it takes to make the listeners happy. Whether you have to duplicate the prize they didn't receive or give them something else, never let them walk away mad. It's 'the customer is always right' approach here in the KUBE Promotion Department. Sure, you'll always run into a few that will be jerks. But just try harder. It's not worth someone being angry and talking bad about your station."

Michelle Stalnacker stresses the importance of personal attention, "Just make them happy. You never want listeners to walk away upset with the station. If they are, I find out why and take care of it. If you personally pay attention to them and they know you care about how they feel, they usually come around. Listen to what the listeners have to say and learn from them. They are who we're trying to please."




**Darryl Rogers, Promotion Director for KUBE.**



**How inviting...  
KUBE's Dash  
For Cash.**

# TYLER



TYLER COLLINS, a little lady from Detroit via Harlem, had a dream. As a child, she always knew she wanted to be a star with a capital "S."

She's well on her way. Her current single, "Girls Nite Out" is making a quick trip up the charts and she's currently working on a film, "A Rage In Harlem," with Gregory Hines. In between takes, she's getting material together for her *next* album!

Tyler's inspiration came at a very young age. "I used to watch all the old movies from the 40s and 50s, I especially liked the musicals. I guess I was about seven or eight when I decided I wanted to take dancing lessons, I just knew I could do what those people did on film! So my mom enrolled me in some dance classes, thinking it would be a good activity for me. But I had this ambition to be a star. I guess mom thought it was just something little girls did on Saturday afternoons, but I was thinking something entirely different, even then!"

Typically, kids that young aren't really sure where they want their hobbies to take them. But Tyler was not your typical youngster. "I was thinking about Broadway back then. I just figured it made sense, I could both sing and dance there, and I wouldn't have to choose between my two loves."

When Tyler was 11, the family headed out to L.A. where she performed in the Drama and Shakespeare Festivals as well as local and school productions. The turning point came when, at 17, Tyler's talents were enlisted by The Boys Next Door as lead vocalist. After two years, Tyler parted from the group and continued to pursue her career. She met up with songwriter Melissa Ritter, who had Tyler sing the



# COLLINS

*Diana Atchley*

demos for some of her songs. RCA Records Label President, Bob Buziak heard the demos and ultimately signed Tyler to the label.

This is not where the story ends. With her recording career in full swing, Collins is by no means ready to give up her dreams of acting. "I always planned on getting on with acting, but it came sooner than expected. I'm working on my first movie now (with Gregory Hines), and I'm very excited about it. I've also met some people who are interested in me as an actress, and there are a lot of projects coming out that I'm interested in."

Has Tyler made a choice between acting and singing? "No. I plan to do both. They're very similar in a way. I really love it all, and now I see that I can incorporate all of my

talents. Recording and acting are both very hard work, but I really enjoy both to the same degree."

Tyler, a very intelligent and poised young lady, is not without at least one major influence within her life. Two songs from her album ("Two In Love" and "You And Me") were written and produced by



Tyler with "The Big Guys" (l-r) RCA's Skip Miller, VP/Black Music; KKBT-LA PD, Mike Stradford; RCA Regional Promotion Manager, Gary O'Neal.



Tyler Collins... a lady with plenty to smile about!

one of the music industry's most well respected and talented artists, Stevie Wonder. Her father has been employed by Stevie for as far back as Tyler can remember, so she more or less grew up with him. When Wonder found out about Tyler's recording deal, he committed to the company right away and started working with her. "I was in New York finalizing the deal," Tyler reflects, "and since he was there..well let's just say within days of signing, I was recording with him! I was

so nervous! I thought 'My God, he is a musical genius!' He has a perfect ear, I thought, 'Well, now I'll find out if I really have any talent.' He's just a wonderful person. He has

let both my father and me know that he'll always be there for me whenever I need him."

Other major influences include a list of stars from Marilyn Monroe to Chaka Khan. But Tyler is her own woman. At a very mature 22, she knows where she wants to go and has it all mapped out in a manner far more detailed than others her own age. "I don't plan to tour until after my second album comes out. I don't want to rush out with my first bit of success. I take touring as seriously as making an album. I'd like to put the same amount of time, energy and creativity into touring and I can't do that right now. I don't want to leave anything to chance."

What about downtime for this ambitious young lady? "I'm on this crusade right



Tyler with BET's "Video Soul" host, Donnie Simpson.

now to get myself together completely; my voice, my dancing abilities, being in shape physically. I'll be studying voice and I'm really making a point of getting dance lessons with a private instructor. I need to get back into a regimen that I kind of let go..because I decided that regardless of what happens in this business, I don't want anything to not work because I wasn't prepared."

After all is said and done, there's still a tiny bit of kid in Tyler. "I still get this urge to go out and dance in the clubs. I get into little moods every now and then when I just want to go out and dance with my friends, even though I don't really like the club scene." But her real passion when she's not working tells it all, "When I have free time I love to sleep."



Tyler working on some new tunes at The Network Forty.

# WE STILL PROJECT THE WINNERS

DAN QUAYLE COUNTDOWN:  
929 days to go



**MÖTLEY CRÜE**  
"Don't Go Away Mad  
(Just Go Away)"  
the new single and video  
from the TRIPLE PLATINUM  
album *DR. FEELGOOD*

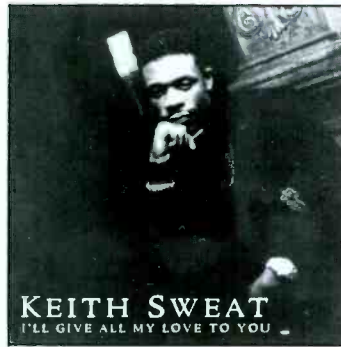
**It's Driving Listeners MAD!**

Pirate 6-4\* B-94 16-12\*  
WZPL 23-18\* WKBQ 11-9\*  
KMYZ 8-1\*

**It Won't Go Away!**

WKSE Buffalo WEGX Philly  
B-97 New Orleans Y-95 Dallas

**The Network Forty**  
28-24-20\*



**KEITH SWEAT**  
"Make You Sweat"  
the first single and video  
from the new album  
*I'LL GIVE ALL  
MY LOVE TO YOU*

**Sweating Up A Storm!**

KROY 11-6\* KWOD 7-3\*  
B-94 19-16\* KJMZ 10-9\*  
WKSE 28-20\* Power Pig 19-16\*

**Hot New Adds!**

Q-105 Tampa KUBE Seattle  
Hot 97.7 San Jose WNTQ Syracuse  
WRVQ Richmond KKRD Wichita  
And 6 More!



**ANITA BAKER**  
"Talk To Me"  
the first single and video  
from the new album  
*COMPOSITIONS*

**Talkin' Great Moves!**

WPGC 30-27\* WNCI 19-17\*  
Y-100 23-20\* X-100 28-25\*

**New Believers!**

KUBE Seattle  
WLUM Milwaukee  
WAEB Allentown  
WKZL Winston/Salem  
And 9 More!



**FASTER PUSSYCAT**  
"Poison Ivy"  
the single and video  
from the gold album  
*WAKE ME WHEN IT'S OVER*

**Cat On A Hot Tin Roof!**

KRZR 21-19\*  
WRQK 30-28\*  
WWRB 29-27\*  
WKSF D-37\*

# YOU USED TO SCREEN THE HITS HERE

## RIDDLES OF THE RUBAIYAT

1. Who is Roberta Anderson?
2. What Elektra artist wrote the rock 'n' roll standard "Burnin' Love?"
3. Which member of what Elektra duo punched Elvis Costello for making a racial slur concerning Ray Charles?

The first person to phone (212) 484-7273 or fax (212) 765-6155, ask for the Rabbi of the Rubaiyat and give him all three correct answers will find herself or himself showered with wisdom and riches beyond all imagination. Either that or you'll get to see your name in print and a couple of free records. The choice is yours.

Despite the dire nature of last week's message, we are happy to announce our first **WINNER**. He is **TIM BROUGH OF WAFL**. Besides being gifted in the way of Elektra trivia, Tim demonstrated the kind of devotion and reverence for Elektra that makes our collective heart go all aflutter. **WE LOVE TIM** and he loves us and that's all that matters. If you want to find out what cool stuff he won give him a call.

The answers to last week's riddles: 1. Warren Zevon 2. Television 3. Love



**drive-in** \ndri-vin\ n (1937) **1:** an establishment (as a theatre or restaurant) so laid out that patrons can be accommodated while remaining in their automobiles—**drive-in** *adj.* **2:** what record company people do with their cars in the morning, allowing them to listen to radio stations programmed by driven program directors, eg.: "We're going to *drive-in* to work together from now on," said Rico to Brad. **3:** Another striking example of an institution in everyday use in 1950 which is now largely obsolete.

The reel hits are... on Elektra  
Cassettes, Compact Discs  
and Records



Elektra

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



# Programmer's TEXTBOOK

## CALLOUT RESEARCH 303 (PART III)

**(PREREQUISITE: CALLOUT  
RESEARCH 101 AND 202  
ISSUES #16 AND #17)**

*In last week's Programmer's Textbook, we examined how important a reliable callout staff is for gathering the most accurate data available, discussed the prescreening of respondents from random sampling and showed you examples of potential scripts. This week, we'll look at maintaining the database, producing the hook tape, coding your respondents reactions and interpreting the data results for on-air play.*

### MAINTAINING THE DATABASE

The respondent card file can be divided into basic demographic categories (teens, 18-24 male and female, etc.) One hundred respondents in each cell is ideal for initial music testing. After four to six weeks of prescreening, your quotas should be close. Once music testing begins, on-going prescreening will be necessary for maintaining the database with fresh respondents and continuous market ratings tabulation. If you have access to a computer, a program such as Lotus 1-2-3 can be used for tabulating ratings. You can also tally by hand. It will take more time, but will do the job.

### PRODUCING THE "HOOK" TAPE

This is one of the most critical links in music testing. Doing it wrong can result in inaccurate data. Picking the hook is different for every song. It could be the chorus, the title or in an instrumental, the melody line. As Program Director, you must monitor this

carefully. In general the hook is about seven seconds with a one second pause between hooks. Total length can last from five to twelve seconds, depending on familiarity. While producing the tape, fade into and out of the hook to avoid abrupt changes. Otherwise, the respondent may be distracted.

Deciding how many songs are acceptable to test is a debate programmers have had since callout's inception.

The main concern is "participation burnout." The total length from start to finish should not exceed six to seven minutes, or between twenty five to forty songs. Placing the songs in order on the tape should be as close to actual on-air context as possible. That means not placing two ballads, two metal songs or any two songs you would not hear back to back on the air together.



### CODING YOUR RESPONDENTS

The need for designing a script for coding is much the same as the design for prescreening. What is it you want to find out about the song? Is the song unfamiliar? Do you love the song? Hate it? Below is a sample script for the respondents to gather their opinions during music testing.

"Hello, may I speak to \_\_\_\_\_? Hi, this is \_\_\_\_\_ from Macaroni & Cheese Research. We'd like to get some musical opinions from you now. Would you grab a pencil and something to write on? I'm going to give you a rating key. Please write these down and I'll explain each one afterwards."

- |                     |                  |                   |
|---------------------|------------------|-------------------|
| <b>0</b> Unfamiliar | <b>1</b> Dislike | <b>2</b> Burnout  |
| <b>3</b> Neutral    | <b>4</b> Like    | <b>5</b> Favorite |

"Now, start from the top and read them back to me one at a time. As you do, I'll explain each one."

- 0 Unfamiliar** - that means you have never heard the song before
- 1 Dislike** - that means you hate the song
- 2 Burnout** - that means they play the song too much
- 3 Neutral** - that means you don't care one way or the other about the song
- 4 Like** - that means you like the song
- 5 Favorite** - that means you love the song (you can have several favorites)

"Now we're going to play short portions of songs with a 1 second pause between them. During the pause, please give me your response using a number from the rating key that best describes your feelings for the song."

# DOC BOX & B. FRESH

## "SLOW LOVE"

Executive Offices  
1750 Howe Avenue  
Suite 500  
Sacramento, CA 95825  
(916) 920-1025  
(916) 929-5341 FAX

June 15, 1990

Michael Williams,  
National Director of Pop Promotions  
Motown Records  
6255 Sunset Boulevard, 17th Floor  
Los Angeles, California 90028

Dear Michael,

Motown definitely has a slammin' slow jam on their hands. "Slow Love" by Doc Box & B. Fresh has the potential to be large. I believe this record will perform strongly at urban as well as CHR crossover radio stations. As soon as it hit the air, the response was so massive, it became our #1 requested song and immediately took the #1 slot in our "Top 9 at 9". The buzz has hit local record stores hard with overwhelming quantities out the door. Not often does a record create such instantaneous reaction across the board.

You know if I'm writing you a letter, this record has got to be 100% dope. So Michael, let's bring this one all the way home. A stone cold summer smash!!!!!!!!!!!!!!!!!!!!

Sincerely,

  
ANDREA PENTRACK,  
Music Director  
KSFM

AP:JLN

P.S. CHECK OUT THE VIDEO !!! IT SIZZLES !!!!

  
Genesis Broadcasting, Incorporated

### FM 102- *the first believer!*

### KMEL - another convert!

"Instant reaction from the first play, major requests from retail around the Bay Area. Tower Records called Monday morning asking, 'What is this record Slow Love?' No question, SLAM POTENTIAL! Watch this one spread like wildfire!"

HOSH GURELI, KMEL, San Francisco



PRODUCED BY MARQUIS "HAMI" DAIR  
FOR DEF BOY X AND DIVA I PRODUCTIONS

EXECUTIVE PRODUCERS:  
JOYCE IRBY AND JHERYL BUSBY





# N40 Programmer's TEXTBOOK

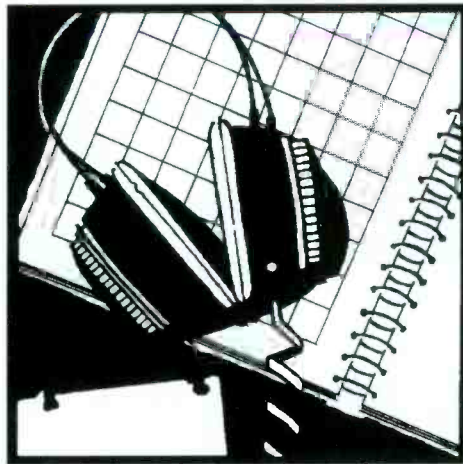
To minimize your margin of error, a minimum of 100 respondents is needed for each test. We recommend 120 total, equally divided among cells. After using each respondent, put them in a holding area, not to be tested again for at least a month to ensure a completely different group of respondents for each test.

## INTERPRETING THE DATA

There are computer programs on the market designed especially for number crunching callout research including Selector and Radioware, or can be tabulated by hand. Whatever the process, totaling the various responses will give a benchmark on how each song is working with your respondents. Following weekly or bi-weekly trends will give you rolling averages of which songs are testing well, burnout, etc. Below are examples of two individual songs.

There you have it...the basics of a Callout Research Department. Keep in mind these are only examples and the configurations are endless. Making small adjustments here and there to fit your particular needs will allow this department meet your individual station needs.

If you have any questions or suggestions, please feel free to call us at The Network Forty. We can help you with consultation for your Callout Research Department as well as callout processing. Remember, in today's competitive environment, callout research can be the tool that gives your station a decisive advantage in the radio wars!



## A POWER ROTATION RECORD!

	<u>UNF</u>	<u>DIS</u>	<u>B/O</u>	<u>NEU</u>	<u>LIK</u>	<u>FAV</u>	<u>TOT</u>	
18-24 M	0.0	0.0	1.0	10.0	40.0	30.0	80.0	18-24 M
18-24 F	0.0	0.0	13.3	20.0	46.7	13.3	68.0	18-24 F
25-34 M	0.0	0.0	10.0	20.0	40.0	20.0	75.6	25-34 M
25-34 F	13.3	6.7	6.7	13.3	13.3	13.3	67.5	25-34 F
<b>TOTAL</b>	<b>3.3</b>	<b>1.7</b>	<b>10.0</b>	<b>15.8</b>	<b>35.0</b>	<b>19.2</b>	<b>72.8</b>	<b>TOTAL</b>

## A STIFF... GET OFF IT!

	<u>UNF</u>	<u>DIS</u>	<u>B/O</u>	<u>NEU</u>	<u>LIK</u>	<u>FAV</u>	<u>TOT</u>	
18-24 M	30.0	20.0	0.0	10.0	30.0	10.0	57.1	18-24 M
18-24 F	6.7	6.7	6.7	0.0	20.0	26.7	33.3	18-24 F
25-34 M	0.0	0.0	10.0	10.0	20.0	0.0	50.0	25-34 M
25-34 F	6.7	13.3	13.3	6.7	6.7	0.0	29.1	25-34 F
<b>TOTAL</b>	<b>10.8</b>	<b>10.0</b>	<b>7.5</b>	<b>6.7</b>	<b>19.2</b>	<b>9.2</b>	<b>49.5</b>	<b>TOTAL</b>

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**SUMMER  
VACATION  
ADDS!**

KMEL  
Power Pig  
Q-106  
KROY  
Y-107  
Hot 97.7  
WCKZ  
KKMG  
K106  
KZOZ  
KCAQ  
WOHT

**THESE ARE  
PARTY TOWNS!**

San Francisco  
Nashville  
Sacramento  
Tampa  
San Diego  
Charlotte  
San Jose  
Colorado Springs

**“SUMMER VACATION”**

**ON YOUR DESK NOW!**

**PRODUCED BY RICKY “THE ROCKET” ROSS/WRITTEN BY MIKE ROSS AND MATT DIKE**

©1990 HOLLYWOOD RECORDS



# N40 Programmer's CONFERENCE CALL

## Summer Programming

by Tom Jeffries

*Top 40 radio's best time to promote itself is during the summer months. What is the personality of your station this summer? Are you doing all you can to promote the fun element of your station? How can you fight through all the clutter and get noticed by the listeners? Promotions, music, and more are on the agenda this week. It's hot fun in the summertime.*

On The Network Forty Conference Call This Week:

**John Peake**, KRQQ Tucson  
**Harry Nelson**, WROR Boston  
**Lee St. Michaels**, WWCK Flint

### QUESTION #1

**The Network Forty:** *In what ways do you change the musical content on the station for the summer months?*

**JOHN:** We'll play some of the notorious summer songs. We don't change a lot, but we'll play stuff like Bananarama's "Cruel Summer". We'll try to keep the tempo a little more up.

**HARRY:** We make the radio station more up tempo...less ballads in the summer, especially on sunny days and weekends. We'll react in an instant to an 85 degree Friday afternoon when everybody is headed out of town for a fun weekend. Play the music that fits the listener's mood.

**LEE:** I think you have to change. You've got to use the music that flows with the time of the year. I'll put in some of the old Don Henley songs and the summer "feel" type records

that work for this market. We play a special summer type song about four times a day.

### QUESTION #2

**The Network Forty:** *What kinds of outdoor promotions do you create? Van / Jock appearances...where do you concentrate your promotional efforts?*

**JOHN:** We tie in with a popular water park in town. We do live remote broadcasts from the park every Wednesday during middays. The water park is one of the most frequented areas of town during the summer. The temperatures average around 100 degrees in the summer. Everyone goes there to try to cool off. We do van appearances too especially heavy on the weekends.

**HARRY:** We have a beach van that hits all the beaches around New England on the weekends. The jocks use the van for appearances...it's our all purpose promotional vehicle. In fact, I used the van Saturday night! It's an all purpose promotional vehicle!

**LEE:** We're doing park appearances. We also do live remotes from some of the parks on sunny days. We had Brat Pack in for a grand opening of a new pool and bar a couple of weeks ago. You've got to get out and create excitement and be visible during the summer months.

### QUESTION #3

**The Network Forty:** *What summer promotions in particular have worked best at your station?*

**JOHN:** The one we're doing right now! We're giving away a trip everyday to San Diego. It's so hot here that the average person wants relief somewhere. The number one place that our audience likes to go is San Diego. At 7:20 in the morning we tell the listeners when to



**JOHN PEAKE,**  
**KRQQ, TUSCON**

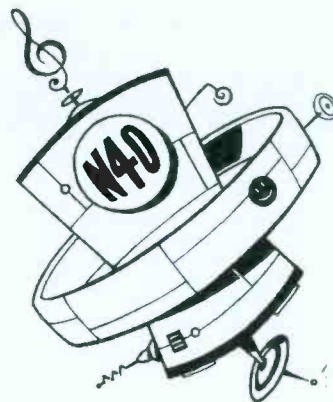
*"Summer is the perfect time for Top 40 radio..."*

listen for the "Diego a day song". If they're the correct caller when they hear the song...they win the trip. We produce the songs in-house. The songs are all about the cool waters and fun beaches that

you'll be seeing. It sounds great on the air to use your own songs. I'm fortunate to have a production director who not only is great with production, but also is a capable musician.

**HARRY:** We're doing a contest right now that I originally called "Cash Code" back in the early 80s. We call out our hot zip codes twice in each daypart through the day. If you're the correct caller from the right zip code you win the cash. Cash prizes range from \$98.00 to \$10,000.

**LEE:** Bumper sticker promotions have always worked well for us. We cruise the van in search of station stickers and award prizes on the air. I think anything you do outdoors and make fun for the audience is a positive. We're giving away lots of beach towels and sun glasses with the station's logo on them at all of our appearances. We also bury prizes in the



# SOUL SOUL

## A DREAM'S A DREAM

### No Sleepy Moves Here!

Hot 97.7 16-14\* Power 106 D-35\* Kiss 108 D-34\*  
X-100 D-29\* Z-90 32-29\*

### Waking Up New Listeners!

KRBE Houston KXXR Kansas City KZHT Salt Lake City  
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Q-106 San Diego KKFR Pheonix KROY Sacramento  
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**▶ TOUR BEGINS JULY 19TH!**

**VH1 4 WEEKS STRONG!**



# KID FROST

## LA RAZA



### Need Relief From The Heat?

**You Need FROST!**

FM 102 27-18\* KMEL D-21\* KKFR 18-14\* Hot 97.7 22-16\*  
Q-106 25-21\* KGGI D-12\* Power 106 31-26\* Z-90 20-15\*  
KTFM D-28\* KDON 30-25\*

**☎ MOST REQUESTED!**

Power 106 Los Angeles #1 Z-90 San Diego #1  
FM 102 Sacramento #1

Virgin™



# Programmer's N40 CONFERENCE CALL

sand at various beaches during the summer. We give out clues on the air as to the prize location. It generates excitement and is fun to do on the air.

## QUESTION #4

*The Network Forty:* How would you describe the sound of your station during the summer compared to any other time of the year?

**JOHN:** Very bright, more uptempo than usual. Lots of outdoor promotions that get the listeners involved with events that are happening around town.

**HARRY:** Intensity. The format is consistent all year round, but in the summer, a smart programmer will want to program a bit brighter and uptempo in the summer. I think it's wise to be very street conscious to whatever is going on in the community. Take advantage of the summer to be as visible as you can be.

**LEE:** We're uptempo with about 85% of the music all year. In the summer we go up from that just a bit. The pace of summer is a faster lifestyle for the audience and we try to reflect that. If we play a ballad it has to be a killer or we won't play it.

## QUESTION #5

*The Network Forty:* What are your strategies for the summer to carry into the fall book?

**JOHN:** To promote the fun element of the station. I think everyone is trying to build cume during the summer. Our "Diego a day" promotion was devised for just that purpose. Summer is the perfect time for Top 40 radio to show it's wares. Take the available cume right into the fall book.



**HARRY NELSON,  
WROR, BOSTON**

*"Take advantage of  
the summer..."*

**HARRY:** The more excitement you can generate...the more visibility you can gain in the summer should mean tremendous momentum going into the fall book. I think it's very advantageous for Top 40s and Hot

A/Cs in the summer. It's natural for you to come higher than any of the other formats during the summer. Use that advantage to showcase your radio station and let the masses know what you're all about.

**LEE:** We do anything we can to get noticed. We do anything we can do to increase awareness and the fun elements of the station. All of the jocks here are personalities. We don't have any liner card readers. We make the noise on and off the air. The market knows what each jock is like, and they recognize each of their names. The spotlight is on during the summer and it's best to do all you can to get your name out there.

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

*Market Size:  
Are The Problems  
The Same Everywhere?*

## SUMMER SONGS FROM SUMMERS PAST!

**VACATION**  
THE GO GO'S

**BOYS OF SUMMER**  
DON HENLEY

**SUMMER OF '69**  
BRYAN ADAMS

**HOT IN THE CITY**  
BILLY IDOL

**CRUEL SUMMER**  
BANANARAMA

**HOLIDAY**  
MADONNA

**SAUSALITO SUMMERNIGHT**  
DIESEL

**SUMMER IN THE CITY**  
LOVIN' SPOONFUL

**IN THE SUMMERTIME**  
MUNGO JERRY

**SUMMER (THE FIRST TIME)**  
BOBBY GOLDSBORO

**SUMMER RAIN**  
JOHNNY RIVERS

**SUMMER BREEZE**  
SEALS & CROFTS

**SUMMER NIGHTS**  
OLIVIA NEWTON-JOHN & JOHN TRAVOLTA

**SUMMER**  
WAR

**SUMMERTIME BLUES**  
BLUE CHEER

**SUMMER SONG**  
CHAD & JEREMY

**SUMMER SAND**  
DAWN

# HEART

"I Didn't Want To Need You"



**Three Monster Weeks In A Row: Over 150 Top 40 Stations!**

MEGL Dallas 11-10\* KKRZ Portland 29-24\*  
E-97 New Orleans 25-21\* WKBQ St Louis 21-17\*  
KCPX Salt Lake City 22-16\* Q-102 Cincinnati 31-28\*

**THE NETWORK** Debu: 35\*

↑ 3.5 Average Moves!

⇒ **Nearing 2,000,000 Albums Sold!**

# POISON

"Unskinny Bop"



**+ Most Added With Over 100 Top 40 Stations!**

Z-100 New York Z-95 Chicago  
Pirate Los Angeles WEGX Philadelphia  
KPLZ Seattle B-104 Baltimore  
KBEQ Kansas City WHYT Detroit  
WKBQ St. Louis Q-102 Cincinnati  
WPHR Cleveland WZPL Indianapolis  
MEGL Dallas KXYQ Portland  
KUBE Seattle WDFX Detroit

♣ Most Added Rock Radio

Debuts #25 Album Network

**THE SUMMER ROCK AND ROLL RECORD!**

# M.C. HAMMER

"Have You Seen Her"

**How Do You Follow A #1 Album That's Sold 3,500,000?**

**How Do You Follow A #1 Gold Single? WITH ANOTHER SMASH...**

**THAT'S HOW!**

**+ Most Added For Two Weeks With Over 125 Top 40 Stations!**

KHTK St. Louis Q-102 Cincinnati  
KXXR Kansas City Power 99 Atlanta  
Y-95 Dallas KKRZ Portland  
KUBE Seattle KWOD Sacramento  
KCPX Salt Lake City KC-101 New Haven  
And 36 More!

**Making Moves And Debuts!**

KS-104 Denver 12-8\* KROY Sacramento 22-17\*  
Power 106 Los Angeles 26-23\* Q-105 Tampa 29-25\*  
TIC-FM Hartford 34-25\* KTFM San Antonio 25-20\*  
Z-90 San Diego 27-23\* Power Pig Tampa 25-21\*



# MELLOW MAN ACE

"Mentiroso"

**This Is A HIT Record For Everyone That Plays It! Why Aren't You?**

KIIS Los Angeles 2-1\*  
KKFR Phoenix 1-1\*  
Q-106 San Diego 2-1\*  
KPWR Los Angeles 2-1\*  
FM 102 Sacramento 4-2\*  
KOY Phoenix 3-3\*  
KMEL San Francisco 4-4\*  
KS-104 Denver 3-3\*  
WPOW Miami 3-3\*  
KTFM San Antonio 3-2\*  
B-96 Chicago 12-9\*

**THE NETWORK** 40-38\*

#21\* Billboard



On Capitol CD's, Records and Cassettes!



# TRUE CONFESSIONS

When the KROQ/Los Angeles morning team of Kevin Ryder and Gene "Bean" Baxter (better known as Kevin & Bean) initiated a new skit on their program a few weeks ago, entitled "Confess Your Crimes," they received a lot more than they bargained for. After a few small confessions, from shoplifters and bowling ball thieves, a caller who refused to give even his first name, confessed to the most serious of all crimes: murder.

Although it is easy to imagine a call like this being a prank, especially in a city like Los Angeles, the call has been taken very seriously by both the media and law enforcement officials. Described as "chilling" by those who heard the caller's voice, and "disturbed, but not mentally ill," by KROQ Program Director Andy Schuon, possibilities of the caller being a prankster were immediately dismissed and all efforts have since been made to learn more about him and his crime.

A complete transcript of the call has been sent to every law enforcement agency in the country, in hopes that some detail will be recognized that might lead to the solving of the crime. To date, no light has been shed upon the identity of either the mystery caller or his alleged victim.

Portions of the official police transcript of the call read as follows:

**DJ:** Uhm, you want to conf—you want to confess a crime today?

**CALLER:** Yeah. I, I heard you guys talking, and uhm—I just kinda you know, I don't know, I just—I just kinda felt like I should. I really need to tell somebody about this.

**DJ:** Well that's kinda what we're doing here. We like, uhm, to give people an opportunity to get something off their chest if they've done

## KROQ Morning Show Receives Chilling Confession



something, you know. I mean, have you shoplifted, or arson or what?

**CALLER:** Oh, it's a—it's a little more bigger than that.

**DJ:** Had—did you ever get caught for whatever crime this is?

**CALLER:** No.

**DJ:** All right. What happens, set it up for us.

**CALLER:** Uhm—uhm. Well, I had—had this, you know, girlfriend for, you know, like about six years. And we were right on the verge of getting married and all of this stuff. And uhm—I came home and I caught her with somebody.

**DJ:** You caught your girlfriend? With another man?

**CALLER:** Yeah. And uhm—a good friend of mine, as a matter of fact.

**DJ:** So what did you do? Right. You beat the crap out of this guy.

**CALLER:** Uhm, well, not—not him.

**DJ:** Her? You didn't beat up your girlfriend?

**CALLER:** No, well I didn't—I didn't beat her up, no. Uhm, it went a little further than that, actually.

**DJ:** Did you hurt her seriously?

**CALLER:** Well, I don't know if she's—I don't—I don't even know if she's still, uhm, if she—if she made it through, actually.

**DJ:** Is there a chance, seriously, is there a chance that—that you killed her?

**CALLER:** Yeah. I know I did.

At this point, Kevin & Bean urged the caller to get professional help, but he hung up without revealing anything more about the alleged crime. After the call, KROQ fielded a number of complaints from listeners upset about the confession, and in response Kevin & Bean apologized for what had happened and gave out some helpline phone numbers in case the caller was still listening.

Since its airing, nothing has been heard from the caller, and no further details about the crime have been uncovered. The television show "Unsolved Mysteries" has expressed an interest in airing a segment on the call if nothing more is learned by late July.

—Dave Sparks

# N40 EAR TO THE STR

Compiled by Diana Atchley



## RECORD AND RADIO GEEKS UNITE

These three bozos...er...fine examples of industry success, pulchritude and humanitarianism were feted at this year's T.J. Martell Radio Roast. Shown left to right are past award recipients WXKS superstar, Sunny Joe White; Columbia Records VP, Kid Leo and this year's wiener...um, winner L.A.'s Power 106 PD, Jeff Wyatt.



## MOONLIGHTING TMNT...

In case you were wondering what Teenage Mutant Ninja Turtles do in their off-time, we've got the scoop. They're shown here escorting the star of their recent hit movie, Mike Turney, who was having a bit of trouble finding his way out of a NYC Sam Goody store. The TMNT act as bodyguards for Turney and other Hollywood stars to subsidize their incomes, and have been known to act as mascots for various World Basketball League teams.



## SIGHTS AND SOUNDS....

The Network Forty's Dave McKie had the opportunity to see RCA's Bruce Hornsby & The Range at the filming of his showcase at Paramount Studios June 14. Says Dave, "The best way to experience Bruce Hornsby & The Range is Live!" The taped show can soon be seen on premium cable channels and home video.

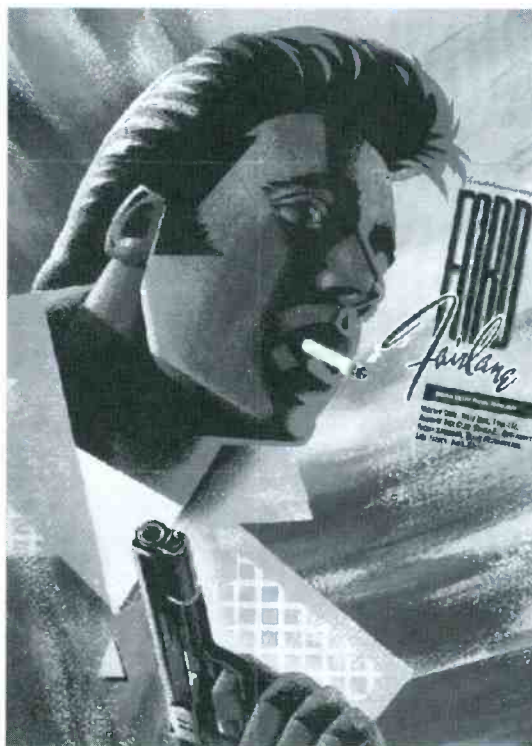


# MEET

## SPEAKING OF FILMS...

The premier of "Ford Fairlane" was attended by Charlton Atchley and Marty Yost, who are still talking about it. "The Diceman not only ranks on everyone he normally ranks on, but in this film he includes himself as a rankee..this is a funny movie! Did you know he sings?"

Yeah, and not bad either. The soundtrack is available on Elektra, and includes songs by Dion, Motley Crue, Richie Sambora, Tone Loc and Billy Idol.



## FROM BLUES TO RAP...

Making the transition from "Blues Brother" to MC, Dan Ackroyd proves that he is truly a "Homeboy." Here's Dan with Digital Underground's Chopmaster-J (R),

Shock-G and group manager, Atran Gregory, discussing an upcoming film project that Ackroyd will direct. The as yet untitled comedy will star Chevy Chase, John Candy, Demi Moore, Ackroyd and the Digital Underground posse.



## OPEN UP AND SAY..AH!

It's another dose of Poison..new and improved, from what we've heard of their latest effort on Capitol/Enigma, "Flesh & Blood." This photo was taken at a private listening party to celebrate the occasion. The big brass came out of the woodwork to lend an

ear, (L-R) Jim Fifield, President/CEO, EMI Music Worldwide; Poison's Bobby Dall & C.C. DeVille; Capitol Records President Hale Milgrim; Rikki Rockett, Poison; John Cannelli, VP Music & Talent, MTV; John Braca, Poison's attorney; Abbey Konowitch, Senior VP Music & Talent, MTV; and Poison frontman, Bret Michaels. Just one question, what *is* the "Unskinny Bop"?

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

The Spring Book is over, which can only mean one thing: It's time to reserve that U-Haul...just in case!

KNRJ HOUSTON has dropped its dance-leaning Top 40 for Alternative. For all the exciting details, see THE NETWORK FORTY's Biz section!

Congratulations to KDWZ DES MOINES Program Director DAN KIELEY who has resigned to become Marketing Director at B-96 CHICAGO. APD/MD T.J. MARTENS will fill KIELEY's size 11 Double E's!

BOB WEST returns to the "WEST TEXAS TOWN OF EL PASO" for PD duties at KEZB. BOB was most recently PD at WQUE NEW ORLEANS.

While at the BOBBY POE CONVENTION last week, MASON DIXON refused to discuss possible negotiations with SunGroup's WKXX BIRMINGHAM, saying only "We've talked a little." Something is brewing and it could be more than meets the ear!

The new morning show at WLOL MINNEAPOLIS has taken shape. It includes JOHN HINES, ELEANOR MONDALE (former VP Fritz's Daughter and WCKG CHICAGO alumni) and MIKE MILLER (a recent transplant from STAR 101 ORLANDO).

Congratulations to HOLLYWOOD JOE who has been named MD at WANS GREENVILLE.

TED BRANDI has been named MD at WLAN LANCASTER.

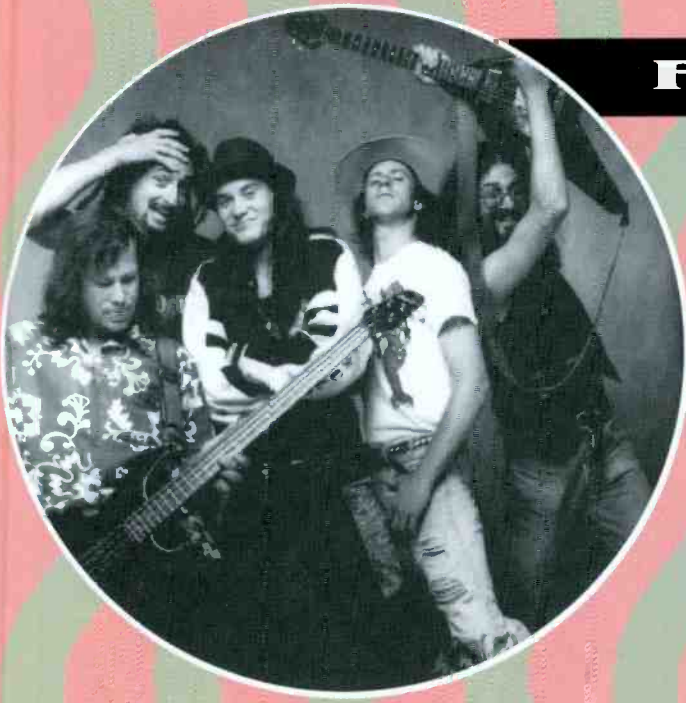
ALEX SANTA MARIA resigns his Promotion Director position at KZZP PHOENIX for promotions at KKFR replacing BOB NEWQUIST.

Are PHOENIX radio listeners being danced to death? The latest Arbitrends indicate a decline in TSL as KOY drops 5.9 to 4.9 (they had a 6.3 in the winter book), and KKFR goes 5.2 to 4.5. KZZP's mainstream approach is on the rebound from a 2.9 to 3.4!

THE NETWORK FORTY is proud to be sponsoring the TOP 40 FORMAT BREAKFAST at this year's UPPER MIDWEST COMMUNICATIONS CONCLAVE slated for Saturday, July 14th. If you haven't registered, call TOM KAY today for details at (612) 927-4487.



# FAITH NO MORE



# Epic

**STRENGTH IN EPIC PROPORTIONS!**



**TOP 40 RADIO!**

- WHYT Detroit 7-5\*
- WDFX Detroit 13-10\*
- Pirate L.A. 21-18\*
- KPLZ Seattle 23-19\*
- KEGL Dallas D-18\*
- KSAQ San Antonio 31-22\*
- KRZR Fresno 13-8\*
- WRVQ Richmond 25-19\*
- WKXX Birmingham 14-10\*
- WAPI Birmingham 18-13\*
- K106 Beaumont 20-11\*



**LISTENER REACTION!  
MOST REQUESTED!**

- Pirate Los Angeles #1
- Y-95 Dallas #7
- KUBE Seattle #5
- KKRD Wichita #7
- WZZG Charlotte #7
- KZZU Spokane #6
- Marc Ratner's Walkman #1



**16 Weeks Strong!**



**TOP 10 SALES IN  
NEARLY 20  
MARKETS!**

*Including:*  
Houston, Nashville,  
Phoenix, Portland  
Albany, Norfolk



**63-59\* Album Network!**

**PUT FAITH IN YOUR EARS!**

## THE TIME

# Jerk Out



**MOST ADDED**

**TWO STRAIGHT WEEKS  
WITH OVER 160  
TOP 40 STATIONS!**

*Including*

WAVA Washington, WIDQ Philadelphia,  
B-104 Baltimore, B-94 Pittsburgh,  
WPLJ New York, PRO-FM Providence,  
Power 106 Los Angeles, WKSE Buffalo,  
KBEQ Kansas City, WPHR Cleveland,  
WLUM Milwaukee, B-97 New Orleans,  
KTFM San Antonio, Hot 97.7 San Jose,  
KIIS Los Angeles, FM 102 Sacramento  
and Z-90 San Diego



**MOST REQUESTED!**

- WKSE Buffalo #8
- KJMZ Dallas #8
- KDWB Minneapolis #5
- WLUM Milwaukee #6
- Z-90 San Diego #6
- KKRD Wichita #8
- KKSS Albuquerque #6
- KDON Monterey #7
- WGY Schenectady #9



**39-25\* Urban Network!**



**ISN'T IT ABOUT TIME FOR "THE TIME" ON YOUR STATION?**





## KIELEY MOVES TO B-96

MARTENS NEW KDWZ PD

KDWZ Des Moines Program Director Dan Kieley has resigned to become Marketing Director at B-96 Chicago.

Kieley, whose experience includes three years as National Program Director of The Vaughn Group prior to his one year tenure at the Des Moines Rock 40, talks with The Network Forty about his new position, "I'm really excited about joining what's quickly becoming the dominant Top 40 station in Chicago. It's a city with great radio heritage. Dave Shakes and Tom Matheson are building on that tradition with B-96."

"The Killer Bee, B-96 has shown steady growth with listeners in the past two years," says Tom Matheson, B-96 Vice President/General Manager. "The Marketing Director is a newly created position to



DAN KIELEY

develop the most powerful marketing muscle to promote our station."

A 14 year radio veteran, Kieley holds a BS in Sociology from Hamline University in St. Paul, Minnesota. He will begin his new assignment on July 9.

Replacing Dan Kieley as Program Director is KDWZ APD/MD T.J. Martens.

Martens, a six year radio veteran, comments on his promotion, "Kipper McGee (KDWZ GM) and Midwest Communications have shown

a lot of confidence in me by foregoing a programming search. They didn't hesitate to offer me the position, which is very flattering."

Martens tells The Network Forty about the future direction of KDWZ and the strength of the Rock 40 format, "The format is very healthy in Des Moines. The station is on track in both the attitude and music. With the new decade comes an era of niche marketing. Rock 40 is the niche for Des Moines. You can't really compare KDWZ to other Rock 40s. We're a different animal when you consider our competitors and the mentality in which we program and market the station."

Prior to KDWZ, Martens was Program Director at KKCK in Marshall, Minnesota and WRPX Hudson, Wisconsin.



### ENERGY 96.5 FINDS A MUSIC ALTERNATIVE

Sporting the slogan "No Kids, No Rap, No Crap," KNRJ, Houston has dropped its dance leaning Top 40 format in favor of an Alternative music approach under the moniker, "96.5 - Houston's Music."

The change, which occurred June 25, began with the airing of Houston's "Top 100 Alternative Of All Time" featuring core artists such as New Order, The Cure and Depeche Mode.

KNRJ Program Director Guy Zapolean explains the change, "Essentially, we've evolved the format. We're simply moving further into the direction the station began several months ago when it started adding more alternative type music to the playlist. The dance and rap music is out, but the alternative music that's in is very pop, hit oriented. My philosophy is to play songs that most Top 40s wouldn't be afraid to play. It's about a 50/50 current to gold mix."

When asked whether the industry speculation of a smoke screen to hide Nationwide's real format intentions was a possibility, Zapolean responds, "It might be...but it might not!" Zapolean adds this footnote, "The response has been fantastic. Not just from college students, but from upscale listeners at work in places like Compaq Computers and white collar professionals."

## WEST TO PROGRAM KEZB

PROGRAMMING VETERAN BOB WEST joins Heritage Broadcasting's KEZB El Paso as PD. West was most recently Program Director at WQUE New Orleans.

Commenting on his move to El Paso, West says, "I'm not a stranger to the market. From 1982 to 1985, I programmed KAMZ. We had a great run then with eight consecutive up books, starting at a 1.2 (12+) and leaving with a 15.7 (12+). As far as plans on the drawing board for B-94, we have positioned the station as 'El Paso's

New Choice For #1 Hits.' Our goal is to play the best songs for the market. Whether that means being labeled as urban or dance, we're still Top 40 for this environment."

In recent Birch trends, KEZB was shown with a 4.8 (12+). Top 40 competitor KAMZ (Z-93) was listed at a 5.1 (12+).

Prior to his 18 month programming stint at WQUE, West was an associate for Jerry Clifton's consultancy. West also programmed KROY, Sacramento from 1985 to 1987.

We have  
plenty  
to crow  
about!



## SWEET SENSATION

**If Wishes  
Came True**

*On Over 200 Top 40 Stations!*

**↑ Major Moves!**

Power 99 Atlanta 11-4\* KMEL San Francisco 30-16\*  
WIOQ Philadelphia 23-17\* Power Pig Tompa 22-17\*  
Q-106 San Diego 13-11\* KKRZ Portland 24-17\*  
Hot 97.7 San Jose 20-15\* KWOD Sacramento 24-19\*  
Y-107 Nashville 30-24\*

**ALBUM NETWORK** 36-30-23\*

**☎ Most Requested!**

KUBE Seattle #7 KKSS Albuquerque #2  
KKRZ Portland #4 KC-101 New Haven #8  
WGY Schenectady #2 KDON Monterey #4  
Hot 97.7 San Jose #5 PRO-FM Providence #5  
WPLJ New York #6



## ELECTRIC BOYS

**All Lips  
N' Hips**

*13 New Top 40 Stations This Week!*

Pirate KRZR  
KZZU KSND  
WAEB WNYP  
WWFX KBFM  
KFTZ WOMP  
KNIN KPAT  
WDBR

**↑ Hip Moves!**

WAAF 11-6\* KDWZ 12-8\*  
WPXR 27-21\* WTBX 26-18\*  
WVKZ 24-16\*

**And Lip Service!**

**☎ #6 Most Requested At Rock Radio!**



## BAD COMPANY

**Holy  
Water**

**☒ Former #1 Rock Radio!**

**☎ #1 Most Requested Rock Radio!**

*Making Waves At Top 40 Radio!*

KDWZ 15-12\* KRZR 20-17\*  
WZZU 16-13\* WAAF 16-10\*  
WVKZ 30-22\* WRQK 29-25\*  
WIQB 37-29\* WOKI 23-21\*

**💰 Major Retail, Too!**

**ALBUM NETWORK 70-40\***

*Jump In With Both Feet!*





## JEFF GOLD JOINS WARNER BROTHERS AS SENIOR VP/CREATIVE SERVICES

Jeff Gold has been appointed Senior VP/Creative Services at Warner Bros. Records in an announcement made by the label's Chairman of the Board Mo Ostin. In this new position, Gold will oversee all activities of the label's Creative Services and Product Management departments.

Gold was with A&M Records for the past nine years, and most recently held the position of Vice President/Marketing & Creative Services at that label. He got his start in the industry at Rhino Records, and produced the label's first single, "Go To Rhino Records" by Wildman Fisher. Gold comments, "As a record collector and executive, there's no label I've held in higher esteem than Warner Bros. Warner's commitment to great music and innovative presentation is legendary; I'm tremendously excited about the opportunity to work with their unparalleled artists and staff."

Mo Ostin comments on his label's latest acquisition, "We feel very fortunate to have Jeff come aboard. We're confident that his tenure here will be marked by a distinguished track record on behalf of our entire Creative Services operation. All of us welcome Jeff to Burbank; the wonder of it is that it's taken so long to get him here."

## SZULINSKI UPPED TO NATIONAL DIRECTOR AT MERCURY

PolyGram Records Senior Vice President/Promotion David Leach announces that Andy Szulinski is now National Director/Pop Promotion at Mercury Records. Szulinski joined the PolyGram family over five years ago as a local promotion manager in the Washington/Baltimore area, before being promoted in 1988 to the position of National Manager/Promotion, Secondaries.

Szulinski makes the jump to National Director from the Director post he attained in January of this year, in which he was responsible for working closely with local promotion people to develop their skills in radio relations, and with the national promotion staff on new promotional ideas. In his new position, Szulinski



will be responsible for the entire local staff and airplay at Top 40 Radio, and will report directly to Leach.

Upon making the announcement, Leach comments, "Andy is certainly very deserving of this promotion. He has established himself as one of the finest young promotion executives in the industry. His excellent rapport with the staff and radio should serve him well in his new position."

Szulinski, who spent eleven years at WFBR/Baltimore before joining PolyGram, comments, "I look forward to working with David as part of the phenomenal Mercury team, which I am confident will experience a great deal of success in the months ahead."

## RCA FORMS BAHIA ENTERTAINMENT GREG PECK TO HEAD UPSTART COMPANY

RCA RECORDS and industry veteran Greg Peck have entered into a joint venture together and created Bahia Entertainment, a new Black music label. The announcement of the new company comes from RCA Records President Bob Buziak, and product release is slated for late 1990 or early 1991.

Initial plans call for Bahia to include a publishing arm, with acquisitions of songwriters and producers forecast. The name Bahia denotes the region in Brazil where the highest concentration of Brazilians of African descent live. "Bahia reflects the divergent cultural and musical forms that are indigenous to Black music and rhythm pat-

terns," explains CEO Peck. "We want Bahia Entertainment to capture the international vibrancy and urgency of contemporary Black music, and to appeal to inventive and visionary artists who won't feel restricted or limited by current musical trends. Hopefully, Bahia will create, not duplicate."

Greg Peck is a 14 year industry veteran who brings with him experience in promotion, marketing and A&R, including stints at Atlantic, CBS, Elektra, Island and PolyGram Records. Most recently, Peck served as VP/A&R at PolyGram after joining that label from Island where he successfully developed the Black music department and helped launch the

careers of artists such as Tone Loc and Mica Paris.

Commenting on the new label, Bob Buziak states, "Over the years, I've observed Greg's growth into a strong marketing executive, and then to a successful A&R man. The combination of his talents, instinct and vision gives me confidence that he will build a uniquely creative environment that will establish many great artists in the future."

Peck adds, "We feel very fortunate to be a part of the RCA Records family. Bob Buziak has given us a tremendous opportunity to share our vision and has made a strong commitment, assuring us that Bahia will have a great future at RCA."

# Top 40 MUSIC MEETING

## **BELL BIV DEVOE**

**"Do Me" (MCA)**

Their debut Top 5 single "Poison" remains one of the hottest records in the country, having been certified Platinum as it continues to move up on more than 100 playlists, the majority of which have it entrenched in Power rotation. The LP remains one of the Top 5 hottest in the country, as explained in this week's Retail crossover column. So with this much momentum, it's hardly a surprise that dozens of stations have already jumped on the follow-up single "Do Me." More of the great dance and hip-hop sound they trademarked with their first single, this trio is already being imitated as their second single hits the street!

## **FLEETWOOD MAC**

**"Skies The Limit" (Warner Bros.)**

The one element that made early Fleetwood Mac LPs great was the group effort that came across in their heartfelt lyrics and peerless harmonies. For a few years, certain dissension among band members ended in battles that literally left members of the group entering the studio at different hours to record bits and pieces of music, with only the producer to tie it all together. With their latest LP "Behind The Mask," the tension that has always made the Mac leagues above most pop acts remains, but the dissent is gone. It's on songs like "Skies The Limit," the album's opening track, that you can once again hear a group effort. Christine McVie's lead vocals blend stunningly with Stevie Nicks' backups here, and make this a great programming choice when you're looking for a great uptempo and mass appeal record. Featured on Network Forty's CD TuneUp #26.

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

## **JANE WIEDLIN**

**"World On Fire" (EMI)**

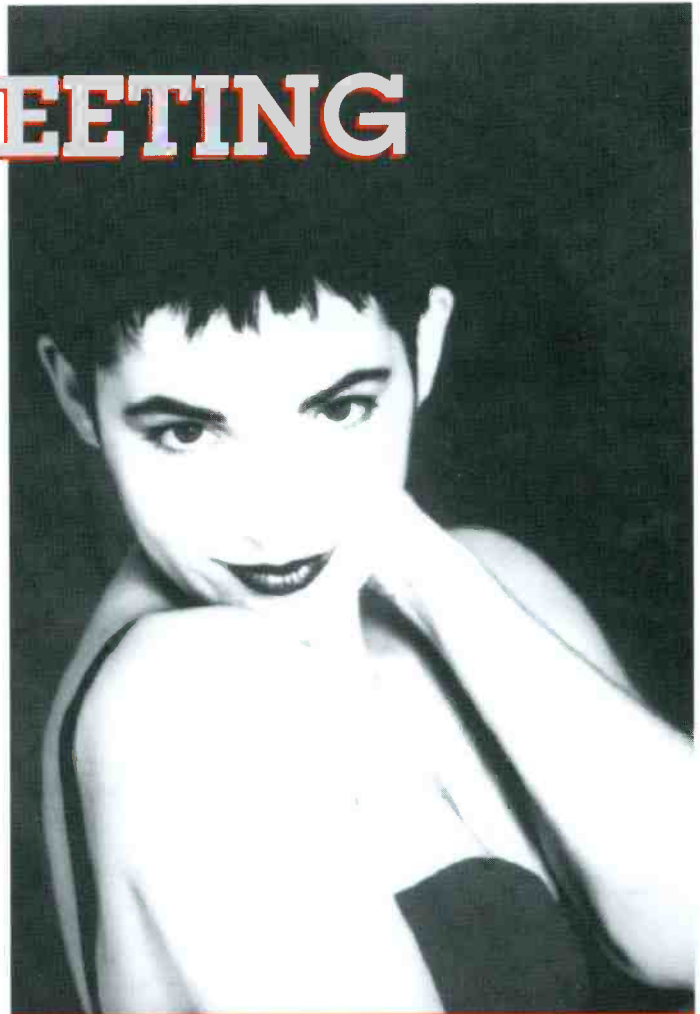
As the lead writer for the girl group of the 80s, Jane Wiedlin retains something of a royal aura in the music industry. The current LP, assembled before the recent Go-Go's reunion tour, has Jane at her assertive best. Both gutsy and aggressive, yet intent on staying within Top 40 radio boundaries, this 32 year-old singer/writer/guitarist's latest LP has her bent on creating her own identity.

"World On Fire" sounds like the kind of song someone from Oconomowoc, Wisconsin (her hometown) would write after more than a decade of driving the Los Angeles freeway system. A fast moving and dizzying song punctuated by a relentless driving beat that's sliced right through the middle by razor sharp horns.

## **THE SUNDAYS**

**"Here's Where The Story Ends" (DGC)**

It's as if someone took "War And Peace" and slipped a "Babar The Elephant" book jacket over it. Harriet Wheeler's enveloping voice and heady material has the same surprise effect. Somewhere between Ann Wilson and Suzanne Vega, her voice draws you in with its childlike simplicity, yet leaves you mesmerized by its underlying complexity. Already #1 at Alternative radio, this should also bring in Top 40 and A/C radio. A true word of mouth



*Jane Wiedlin*

project, The Sundays are creating quite a story at record stores around the country, as this week's Retail crossover column explains.

## **BLACK FLAMES**

**"Watching You" (OBR/Columbia)**

If this debut Top 40 release from this new trio sounds hauntingly familiar, it's probably because the funk group Slave took this up the Urban radio charts almost 10 years ago. Using the now familiar style of blending hip-hop with soul, this first release from their self-titled debut album is Top 20 at Urban radio, while the video (directed by The Cosby Show's Theo Huxtable) is in Medium rotation on BET. With Bell Biv DeVoe and Michel'le creating a major appetite for this refreshing new offshoot of Urban music, this is a summertime record to keep your eyes on. And a quick review of the LP points to several dimensions under the flames.



## **NAYOBE**

***"I Love The Way You Love Me"***  
(WTG/Epic)

A Cuban-American from the Bronx in New York, Nayobe has been singing professionally since she was 15. Her very first single, "Please Don't Go" went Top 10 on the National Dance charts back in 1985, followed by other hits from the "Twins" and "Krush Groove" soundtracks, and her own solo album on Fever Records. Her latest LP "Promise Me," features three great production teams, including Teddy Riley of Guy (Bobby Brown, Winans, Heavy D.) who produced this first single. A midtempo dance song with a cool and classy feel, this should catch your female audience at first listen, and spread from there. Several remixes available can make this track as jazzy or dancey as you like.

## **JAMES INGRAM**

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

He's had hit after hit by performing duets with Quincy Jones, Patti Austin, Michael McDonald, Kenny Rogers and Linda Ronstadt. Now his ability to take a simple song and coddle it with a well tempered voice and sweeping production should provide enough momentum to give him his first solo hit. Like "Somewhere Out There," his duet with Ronstadt from the film "American Tail," this latest single has been out for several weeks building such an impressive story at A/C radio that the callout research, request and sales potential is simply too strong to ignore. Now Top 10 on that format, this is the perfect secret weapon to get on the air and establish as your own before your competition knows what hit them.

## **CALLOWAY**

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

When "Midnight Star" formed on the campus of Kentucky State University in the early 80s, there were two standout members from that nine member ensemble; the brothers Reggie and Vincent Calloway. Combining the electro-funk elements of Zapp with the smooth urban-pop sound of Kool and The Gang, they were about half a decade ahead of their time, netting only one hit in the national Top 40 charts, "Operator." Yet other songs such as "Freak-A-Zoid" went #1 in major urban mar-



**CALLOWAY**

kets, and would likely go Top 10 nationally if released today. As Reggie Calloway produced all of the Star's early releases, the modern Calloway retains most of the early dancefloor appeal, while leaning a bit heavier on the pop side, as "I Wanna Be Rich" was evidence to when it shot all the way to #2 on the Network Forty. "All The Way" moves a bit closer to Calloway's dance roots, with enough mainstream appeal to make this their second chart topper in a row.

## **MARCALEX**

***"Quick, Quick"***  
(ATCO)

As radio programmers feel their listeners tune in to escape the problems of the world, more and more of them are steering away from controversy when it comes to selecting their music. Right or wrong, it can often lead to a weary prejudice when it comes to reviewing a new band, from say South Africa. What most forget, however, is that South Africans turn to the radio to escape their daily troubles as much as anyone on the planet. Enter

Marcalex—short for two Black South African brothers who have crossed the racial and political boundaries of their own country with simple, infectious and nonpolitical dance music. Their debut album spawned four Top 10 hits (including two #1s) in their homeland, where they were voted the best new group of the year in their polls. "Quick, Quick" has the a capella harmonies of Wham!'s early releases and should have listeners dancing on every continent.

## **TONY LE MANS**

***"Higher Than High"***  
(Reprise/Paisley Park)

When Le Mans utters the first word from "Higher Than High," there's no doubt this is a Paisley Park release.

Sounding very Princely himself, the purple master's method of filling every inch of space with sound is spared in lieu of clean and stripped down dance-pop. Dedicated to Sly Stone, "Higher Than High" was produced by David Gamson of Scritti Politti fame, who gave a high as helium impact to the sound. Featuring Siedah Garrett doing background vocals, this track was made for today's Urban 40s.

# Top 40 MOST REQUESTED



KKRZ Portland, Bill Kezley

1. Bell Biv Devoe, Poison
2. Madonna, Hanky Panky
3. Johnny Gill, Rub You The
4. Sweet Sensation, If Wishes
5. Seduction, Could This Be
6. Glenn Medeiros, She Ain't
7. George LaMond, Bad Of The
8. Maxi Priest, Close To You
9. Alannah Myles, Love Is
10. Babyface, My Kinda Girl



WRQX Wash. DC, Danny Wright

1. Motley Crue, Don't Go Away
2. Madonna, Hanky Panky
3. Giant, I'll See You In My
4. New Kids, Step By Step
5. Heart, I Didn't Want To
6. Tyler Collins, Girls Nite
7. Billy Idol, Cradle Of Love
8. M.C. Hammer, U Can't Touch
9. Depeche Mode, Enjoy The
10. Snap, The Power



WZZG Charlotte, Boom Boom

1. New Kids, Tonight
2. Poison, Unskinny Bop
3. Stevie B., Love & Emotion
4. Kyper, Tic-Tac-Toe
5. Mellow Man Ace, Mentirosa
6. Bad English, Possession
7. Faith No More, Epic
8. New Kids, Valentine Girl
9. Calloway, All The Way



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



WPRO FM Providence, Big John Bina

1. New Kids, Step By Step
2. Louie Louie, Sittin' In The
3. M.C. Hammer, U Can't Touch
4. Bell Biv Devoe, Poison
5. Partners In Kryme, Turtle
6. Snap, The Power
7. En Vogue, Hold On
8. Gloria Estefan, Cuts Both
9. Billy Idol, Cradle Of Love
10. Keith Sweat, Make You Sweat



KZZP FM Phoenix, Chet Buchanon

1. Wilson Phillips, Hold On
2. Mellow Man Ace, Mentirosa
3. New Kids, Step By Step
4. Young And Restless, B Girls

5. En Vogue, Hold On
6. Poison, Unskinny Bop
7. Kyper, Tic-Tac-Toe
8. Bell Biv Devoe, Poison



KIIS FM L.A., Hollywood Hamilton

1. Mellow Man Ace, Mentirosa
2. New Kids, Step By Step
3. Wilson Phillips, Hold On
4. Bell Biv Devoe, Poison
5. Digital Underground, The
6. M.C. Hammer, U Can't Touch
7. New Kids, Valentine Girl
8. Young And Restless, B Girls



WBSB Balt., Downtown Billy Brown

1. New Kids, Step By Step
2. Young And Restless, B Girls
3. New Kids, Tonight
4. Digital Underground, The
5. Wilson Phillips, Hold On
6. M.C. Hammer, U Can't Touch
7. Madonna, Hanky Panky
8. Snap, The Power



WDJX Louisville, Chris Randolph

1. New Kids, Step By Step
2. Glenn Medeiros, She Ain't
3. Roxette, It Must Have Been
4. Sweet Sensation, If Wishes
5. M.C. Hammer, U Can't Touch
6. Digital Underground, The
7. Go West, King Of Wishful
8. After 7, Ready Or Not
9. Bell Biv Devoe, Poison



WFLY Albany, Shadow Michaels

1. Digital Underground, The
2. New Kids, Step By Step
3. Go West, King Of Wishful
4. Seiko/D. Wahlberg, The Right
5. Babyface, My Kinda Girl
6. Glenn Medeiros, She Ain't
7. Phil Collins, Do You
8. Alisha, Bounce Back
9. Taylor Dayne, I'll Be Your

**BREAKOUT!**

**SWEET SENSATION  
IF WISHES CAME TRUE**

KUBE, Seattle  
WDJX, Louisville  
HOT 97.7, San Jose  
KKRZ, Portland  
WGY, Schenectady  
KKSS, Albuquerque





**KEEP  
YOUR  
EYE  
ON  
THE  
FLAME**

**THE BLACK FLAMES  
WATCHING YOU**

**The Black Flames are spreading fast.  
Their first single, Watching You is climbing the charts—  
driven by full-bodied R&B vocals and a monstrous hip hop groove!**

381-73276

**"The Black Flames" ignited! On OBR/Columbia.**

44030

**Produced by Daddy-O and Bobby Simmons for Brownville Productions.**

**Additional Production by Newkirk.**



Columbia



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

# Top 40 MOST REQUESTED



KHYI Dallas, Shadow Haze

1. New Kids, Tonight
2. Digital Underground, The
3. Wilson Phillips, Hold On
4. M.C. Hammer, U Can't Touch
5. Madonna, Vogue
6. New Kids, Step By Step
7. Faith No More, Epic
8. Linear, Sending All My Love
9. Madonna, Hanky Panky



WRBQ Tampa, Johnny D.

1. Young And Restless, B Girls
2. New Kids, Step By Step
3. Tyler Collins, Girls Nite
4. M.C. Hammer, U Can't Touch
5. Digital Underground, The



KPWR Los Angeles, Frank Lozano

1. Kid Frost, La Raza
2. Digital Underground, The
3. New Kids, Step By Step
4. Depeche Mode, Enjoy The
5. Bell Biv Devoe, Poison
6. Glenn Medeiros, She Ain't



WLUM Milwaukee, Chris Kerr

1. Seiko/D.Wahlberg, The Right
2. Digital Underground, The
3. M.C. Hammer, U Can't Touch
4. Madonna, Hanky Panky
5. New Kids, Tonight
6. Janet Jackson, Come Back To



**MARK ALLEN**

**KSFM SACRAMENTO**

1. DOC BOX & B. FRESH, SLOW LOVE
2. KID FROST, LA RAZA
3. BELL BIV DEVOE, DO ME
4. M.C. HAMMER, PRAY
5. BELL BIV DEVOE, WHEN WILL I



KQLZ Los Angeles, Cadillac Jack

1. Poison, Unskinny Bop
2. Faith No More, Epic
3. L.A. Guns, The Ballad Of
4. Killer Dwarfs, Doesn't
5. Motley Crue, Don't Go Away



WFLZ Tampa, Tim & Tom

1. Power Pigs, Johnny Pee
2. Bell Biv Devoe, Do Me
3. Kyper, Tic-Tac-Toe
4. Mellow Man Ace, Mentiroso
5. George LaMond, Bad Of The
6. Tyler Collins, Girls Nite
7. M.C. Hammer, Have You Seen



WHTZ New York, Kid Kelly

1. New Kids, Step By Step
2. New Kids, Tonight
3. Madonna, Hanky Panky
4. M.C. Hammer, U Can't Touch
5. Mellow Man Ace, Mentiroso



WBBM FM Chicago, George McFly

1. New Kids, Step By Step
2. New Kids, Tonight
3. Kyper, Tic-Tac-Toe
4. Young And Restless, B Girls
5. New Kids, Valentine Girl



KHQT San Jose, Dwaine Luna

1. Glenn Medeiros, She Ain't
2. Janet Jackson, Come Back To
3. Bell Biv Devoe, Poison
4. New Kids, Step By Step
5. Sweet Sensation, If Wishes



KJMZ Dallas, M.C. Jammer

1. M.C. Hammer, U Can't Touch
2. Johnny Gill, Rub You The
3. Bell Biv Devoe, Do Me
4. Digital Underground, The
5. Keith Sweat, Make You Sweat
6. En Vogue, Hold On
7. Tony! Toni! Tone!, The Blues
8. Vanilla Ice, Ice, Ice, Baby
9. New Kids, Step By Step



KUBE Seattle, Jerry Hart

1. Bell Biv Devoe, Poison
2. Jude Cole, Baby It's Tonight
3. Billy Idol, Cradle Of Love
4. M.C. Hammer, U Can't Touch
5. Go West, King Of Wishful
6. Motley Crue, Don't Go Away
7. Sweet Sensation, If Wishes
8. Johnny Gill, Rub You The
9. Heart, I Didn't Want To
10. Tyler Collins, Girls Nite



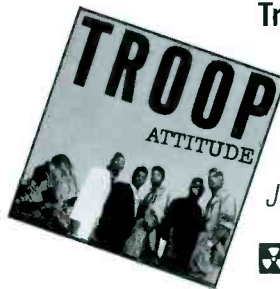
WBZZ Pittsburgh, Zak Szabo

1. Motley Crue, Don't Go Away
2. New Kids, Step By Step
3. Billy Idol, Cradle Of Love
4. Seiko/D.Wahlberg, The Right
5. M.C. Hammer, U Can't Touch



# TROOP

"ALL I DO IS THINK OF YOU"



### Troop Movements!

KMEL 17-6\* WPGC 5-4\*  
 KJMZ 19-16\* KS-104 20-13\*  
 FM 102 18-16\* KKFR D-31\*

Just Added At KLUC!

☒ Former #1 Urban Network



Over 65 Top 40 Stations  
 In Two Weeks!



Most Added With  
 35 New Stations!

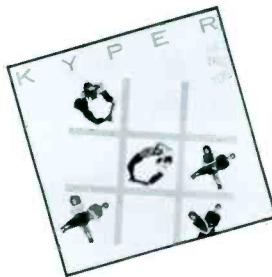
WKBQ 28-24\*  
 Q-102 35-31\*  
 KISN D-38\*

# ST. PAUL

"STRANGER TO LOVE"

# KYPER

"TIC TAC TOE"



### Adds!

WPLJ WIOQ  
 KMEL KWOD  
 Hot 97.7 X100  
 KKFR KRQ  
 KROY



### Massive Phones!

B96 #3 WHYT #4  
 Power Pig #3 Z-90 #4  
 KKFR #3 KOY #4  
 KRQ #5 WZZG #4



### 20 New Top 40 Adds!

Hot 97 New York  
 KRBE Houston  
 KKBQ Houston  
 Hot 97.7 San Jose



Power Pig Tampa  
 Q-106 San Diego  
 KROY Sacramento  
 KLUC Las Vegas  
 KZHT Salt Lake City  
 TIC-FM Hartford  
 WKSS Hartford

# LINEAR

"DON'T COME CRYIN'"

When you play it, say it!

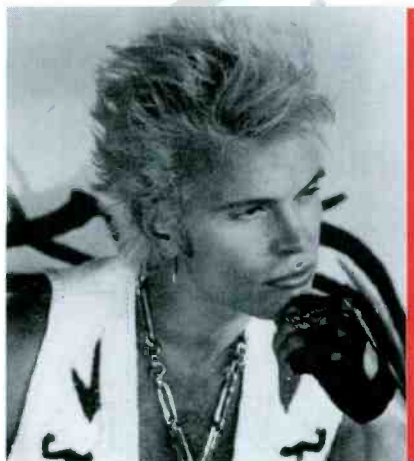


On Atlantic

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# N40 HIT SINGLES

(For The Research Week Ended 6/26/90)



Billy Idol



Madonna



Sweet Sensation

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



# The Lightning Seeds

## Success...Pure and Simple Everytime

Lightning has struck with the hit single

### "PURE"

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

### CLOUDCUCKOOLAND

The Debut Album

Written, performed and produced by Ian Broudie.

Management:  
Paul Brown Worlds End  
Management — London



**THE NETWORK** D-40\*  
FORTY

**Lightning HITS On Over  
125 Top 40 Stations!**

Pirate Los Angeles  
WPLJ New York  
Kiss 108 Boston  
Power Pig Tampa  
WIOQ Philadelphia  
PRO-FM Providence  
KKRZ Portland  
WZOU Boston  
WHYT Detroit  
Y-100 Miami  
WKBQ St. Louis  
WPHR Cleveland  
KZHT Salt Lake City  
KNRJ Houston  
WMJQ Buffalo  
KRBE Houston  
Y-107 Nashville  
KROY Sacramento  
B-97 New Orleans  
KOY Phoenix  
WPXY Rochester  
**And Over 100 More!**

# Pure

# Top 40 THE NEXT 40™

## THE TIME

### "Jerk Out" (Reprise)

Missing a debut on this week's Network Forty chart by a hair, the major action accrued in just two weeks on the Time should jerk this into the Top 10 in no time. It may have been five years since they released a record together, but these seven hot producers/musicians are already on 161 stations with the third most added song this week.



REQUEST ACTION: 14, including WPLJ, WKSE, WMJQ, WLUM, KDWB, WHYT, KJMZ, XHTZ, KKRD, WYHY, WZZG

MAJOR MOVES: 14, including WKSS(26-21), WEGX(D-18), KRBE(30-26), XHTZ(D-19), KROY(27-23), WDCG(35-28)

MOST ADDED: 60, including WPLJ, WPRO, WKSE, WAVA, WBSB, WLUM, KBEQ, WPHR, WBZZ, WEZB, KTFM, KGGI

MTV SUPPORT: Debuts in Active rotation

CROSSOVER: Moves 39-25\* at Urban radio

CLUBS: Breaking in the clubs

## WILSON PHILLIPS

### "Release Me" (SBK)

Combining the great harmonies of *The Mamas And The Papas* and *The Beach Boys* with modern day style and production, the follow up to this trio's Top 5 debut is more of the same great radio material. The fourth most added song of the week. 145 stations.



REQUEST ACTION: KUBE, WRCK

MAJOR MOVES: 8, including WKQX(26-23), WAPW(25-19), WSTR(19-15), WNCI(18-14), WZPL(30-25), KQIZ(36-29)

MOST ADDED: 54, including WBLL, WPLJ, WXKS, WZOU, WRQX, WKTI, KBEQ, WKBQ, WHYI, KKBQ, KRXY, KIIS

MTV SUPPORT: 4 weeks, in Active rotation

SALES BREAKOUT: LP is Top 10 in 65 markets, including NY, Philly, Baltimore, Minneapolis, Cincinnati, Miami, Nashville, St. Louis, Salt Lake, Tucson, LA, Sacramento, Portland and Seattle

CROSSOVER: Top 25 at A/C radio

TOURING: Currently in California

## LEGEND

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

## M.C. HAMMER

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

Now entrenched as America's favorite rapper, only the Hammer can attract all demos through his great dancing and poetic style. Certain to be one of the retail success stories of the year, if not the decade. On 125 stations and chart bound in just two weeks.



REQUEST ACTION: 16, including WFLZ, WPHR, WEZB, KITV, KRBE, KTFM, XHTZ, KSFM, WNVZ, KKRD, KJYO, KKYK

MAJOR MOVES: 25, including WTIC(34-25), WFLZ(25-21), KTFM(25-20), KQKS(12-8), XHTZ(27-23), KROY(22-17)

MOST ADDED: 47, including WKCI, KHTK, KXXR, WAPW, WKRQ, KHYI, KWOD, KKRZ, KUBE, WFLY, WSPK, WRCK

MTV SUPPORT: On Yo! MTV Raps

SALES BREAKOUT: LP is Triple Platinum and Top 10 in 132 markets, including NY, Boston, Philly, Baltimore, Chicago, St. Louis, Indy, Atlanta, Tampa, Salt Lake, Phoenix, LA and Seattle

CROSSOVER: Most added at Urban radio

TOURING: Currently in Tennessee, Ohio and Wisconsin

## POISON

### "Unskinny Bop" (Capitol)

Their debut LP sold 2.5 million and their second LP 5 million. When Poison releases "Flesh And Blood" next week, will their sales double again? There's smashing two-format radio support out-of-the-box to "Bop." Second most added.



REQUEST ACTION: 13, including KDWB, KBEQ, WPHR, WBZZ, WDFX, WHYT, KQLZ, KKRD, WZZG, KZZP, WGY, KTXV

MOST ADDED: 104, including WHTZ, WEGX, WBSB, WYTZ, KBEQ, WKBQ, WPHR, WKRQ, WZPL, WDFX, WHYT, KEGL

MTV SUPPORT: 3 weeks, in Exclusive rotation

CROSSOVER: Debut 29\* at Rock radio with #11 requests

TOURING: Tour begins this summer in Europe

NETWORK FORTY CD: Featured on CD TuneUp #26

## BROTHER BEYOND

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

This British quartet with a worldwide track record has another great week on the way to their American conquest. 133 stations.



REQUEST ACTION: WFLY, KZZU

MAJOR MOVES: 30, including KHTK(27-24), WIXX(34-27), WZEE(29-24), WZOK(26-17), KRNO(17-15), KZBS(31-25)

MOST ADDED: 17, including WXKS, KRXV, KXXX, KUBE, WPST, WOKI, WDCG, WYYS, WJET, WRQN, KBFM, WKPE

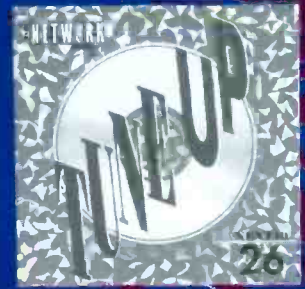
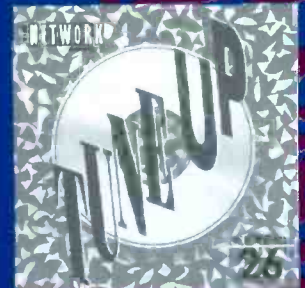
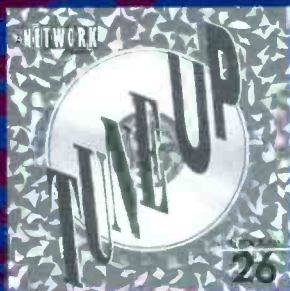
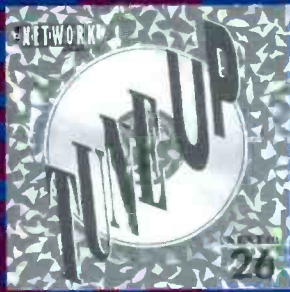
INTERNATIONAL: LP is a former #1 in the Far East and has sold more than 500,000 copies outside North America



# TOMORROW'S TOP 40 HITS

Mark Driscoll, Q-102

*"My Bronco doesn't leave  
the driveway without a  
CD Tune Up... Cranked up!"*



Poison  
Tricia Leigh Fischer  
Fleetwood Mac  
The Party  
Johnny Gill  
Jude Cole  
Gregory Gray  
Concrete Blonde  
Aftershock  
Mission U.K.  
Marcalex  
Kool Skool  
Paul Young  
Beau Nasty  
Marti Jones

Unskinny Bop (Capitol)  
My Heart Holds On (Atco)  
Skies The Limit (Warner Brothers)  
Summer Vacation (Hollywood)  
My, My, My (Motown)  
Time For Letting Go (Feprise)  
Don't Walk Away From Love (Atco)  
Joey (IRS)  
Always Thinking (Virgin)  
Butterfly On A Wheel (Mercury)  
Quick Quick (Atco)  
My Girl (Capitol)  
Oh Girl (Columbia)  
Paradise In The Sand (W/G/Epic)  
Any Kind Of Lie (RCA)

**"NEXT 40" #26**

# ARE ON YOUR DESK TODAY!



# N 40 *Top 40* THE NEXT 40™

## **DANGER DANGER**

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

This sharp, well produced track from five career rockers has now earned the added benefit of positive callout research at several of our reporting stations. Nine new adds include WHOT, KMYZ and KQCR. 106 stations.



TOP TEN: WXGT, KQLZ, WVKZ, WPXR, KRZR, WGY



REQUEST ACTION: WKRZ, WGY



MAJOR MOVES: 34, including WVKZ(9-4), WKRZ(19-16), WYCR(23-18), WPXR(19-9), WKDD(25-19), WAEB(15-13)



MTV SUPPORT: 5 weeks, in Medium rotation



RESEARCH: Positive Males 18-30

## **STEVIE B.**

### **"Love & Emotion" (RCA)**

A hands-on artist, this Miami born musician started his own record label in 1986, and still boxes his records and runs them to his distributor today. The second week in a row as one of the ten most added singles. 93 stations.



REQUEST ACTION: 7, including WPRO, WMJQ, WEZB, KKFR, WYHY, WZZG, KDON



MAJOR MOVES: 15, including WPLJ(32-25), WQHT(28-23), WFLZ(37-28), KWOD(36-27), WCKZ(27-16), KPRR(26-18)



MOST ADDED: 33, including WKSS, WPGC, KHTK, WKBQ, KRBE, KGGI, KFSM, KKRZ, WFLY, WRCK, WHXT, WGH

## **ANITA BAKER**

### **"Talk To Me" (Elektra)**

A hit the world over, Baker has sold more than 8 million albums, and has performed before kings and presidents. As the first track from her "Compositions" album becomes an Urban smash, new Top 40 action includes KUBE, WRCK and WDAY. 99 stations.



MAJOR MOVES: 10, including WPGC(30-27), WHYI(23-20), WNCI(19-17), KXXX(28-25), WCKZ(29-25), KZBS(32-26)



CROSSOVER: Moves 31-16\* at Urban radio and Top 20 at A/C



TOURING: Currently in Wisconsin, Illinois, Quebec and Virginia

## **SEIKO/DONNIE WAHLBERG**

### **"The Right Combination" (Columbia)**

Hoping that her new "Western" style album will expand her #1 album streak in her native Japan around the globe, Seiko's new LP just debuted Top 5 on the Japanese charts and is Top 10 stateside at WWCK. 12 new adds include KKFR, WKXX and WTBX. 91 stations.



REQUEST ACTION: 13, including WKCI, WTIC, WLUM, WYTZ, KDWB, WBZZ, WEZB, KXXX, KPLZ, WFLY, WRCK, KCPX



MAJOR MOVES: 21, including WKCI(23-17), KHTK(15-11), WBZZ(27-24), KEGL(15-13), WSPK(32-28), KZOU(31-25)



CROSSOVER: Breaking at A/C radio



INTERNATIONAL: In Japan, she has had 14 #1 LPs and 25 consecutive #1 singles

## **FAITH NO MORE**

### **"Epic" (Reprise)**

Stations who had faith in their early instincts are beginning to reap the rewards, as this trendsetting release goes Top 10 at several Top 40s, motivating instantaneous retail and request action. MTV's on a mission to break this act, too. 10 new adds include WZYP, WGH and WGTZ. 74 stations.



TOP TEN: WDFX, WHYI, WKXX, KRZR



REQUEST ACTION: 9, including KBEQ, WPHR, WDFX, KHYI, KQLZ, KPLZ, KKRZ, WZZG, KZZU



MAJOR MOVES: 28, including WHYI(7-5), KEGL(A-18), WVKZ(23-12), WAPI(18-13), WKXX(14-10), WKZL(24-18)



MTV SUPPORT: 16 weeks, in Stress rotation



CROSSOVER: Moves to 59\* at Rock radio

## **GLORIA ESTEFAN**

### **"Cuts Both Ways" (Epic)**

Cover featured by People Magazine and miraculously recovered from her recent tour bus accident, Estefan says she can't wait to perform live again. Her A/C radio smash pulls in another major add week at Top 40, too. 69 stations on this uncommon mid-tempo ballad.



REQUEST ACTION: WPRO, WKQI



MAJOR MOVES: WZOU(28-25), WHYI(13-7), KXYQ(D-19), WOMX(25-19), KCPX(21-15), KIXY(24-19), KBOZ(29-23)



MOST ADDED: 23, including WBSB, WKQX, KBEQ, KGGI, KWOD, WKXX, WINK, WQUT, WANS, WDJX, KHFI, KSAQ



SALES BREAKOUT: LP is Platinum, Top 10 in Miami



CROSSOVER: Top 5 at A/C radio



INTERNATIONAL: LP is Top 20 in UK





# maxi priest

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

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

**RECENT CONVERTS!**

X-100 San Francisco  
KMEL San Francisco  
KKFR Phoenix  
KZZP Phoenix  
TIC-FM Hartford  
KBOS Fresno  
KIKI Honolulu  
*And 10 More!*

**HEAVENLY MOVES  
AND DEBUTS!**

Q-106 D-29\*  
KROY D-30\*  
WPHR 29-27\*  
FM 102 D-30\*  
WKSS 30-26\*  
Power Pig D-34\*  
KITV 26-24\*

**VH1 5-Star Rotation!**

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

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charisma

# N40 *Top 40* THE NEXT 40™

## ST. PAUL

### "Stranger To Love" (Atlantic)

Like his Minneapolis mentor Prince, St. Paul loves to fuse rock riffs with an urban beat and attitude. Moving at WKBQ(28-24) and WKRQ(35-31), it's one of the ten most added songs two weeks in a row. 66 stations.



MOST ADDED: 35, including WPST, WYCR, WKHI, WZOK, KQKQ, KXKT, WAPI, WOHT, WQUT, WYHY, WANS, WDCG

## SINEAD O'CONNOR

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

Without the bowl-you-over simplicity of her debut ballad release, "Emperor" nonetheless has an infectious appeal, as the Top 10 action at trendsetting KITS and KROQ attest. New adds include WFLZ, KQKQ and KATM. 77 stations.



REQUEST ACTION: WYTZ, KROQ, KFMW



MAJOR MOVES: 22, including WXKS(28-21), KKBQ(28-23), WDCG(29-25), WRQK(D-14), KZHT(22-18), WWGT(33-23)



MTV SUPPORT: 3 weeks, in Exclusive rotation



SALES BREAKOUT: LP is near Triple Platinum and Top 10 in 80 markets, including NY, Boston, Philly, DC, Chicago, Minneapolis, Atlanta, Miami, Denver, Phoenix, LA, San Diego, San Fran, Portland and Seattle



CROSSOVER: Former Top 10 Alternative, moves to 53\* at Rock radio



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

## MAXI PRIEST

### "Close To You" (Charisma)

One spin on the air and this modern, soulful track takes on a whole new life. Moving at WKSS(30-26) and KKMG(31-21), with Top 10 phones at KKRZ. 66 stations.



MOST ADDED: 17, including WTIC, KKFR, KMEL, KXXX, WOHT, WYYS, KZZP, KIKI, KBOS, KDON, WXXX, WGY



INTERNATIONAL: Top 15 in U.K.

## U-KREW

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

Blending dance, funk, hip-hop and R & B with large doses of lyrical humor, the Untouchable Krew's latest release picks up KSMB and KZBB. 73 stations.



MAJOR MOVES: 16, including KHTK(13-10), WYHY(28-23), KZFM(14-10), KBOS(22-18), KFBQ(9-6)



CLUBS: Breaking in the clubs

## DON HENLEY

### "How Bad Do You Want It?" (Geffen)

This may be the fifth Rock radio release from Henley's Double Platinum "End Of The Innocence" LP, but as the 20 point chart jump illustrates, the format has had its eye on this uptempo track. Moving at WKBQ(33-25) as it checks in the fifth most added song at Top40.



MOST ADDED: 53, including WXGT, KPLZ, KXYQ, WFLY, WVKZ, WNTQ, WKRZ, WYCR, WKHI, WMEE, KZIO, KDWZ



SALES BREAKOUT: LP is Double Platinum and Top 10 in Atlanta, Denver, Phoenix, LA and San Fran



CROSSOVER: Moves 42-22\* at Rock radio

## NELSON

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

These two near identical twins with matching yard-long blond hair are virtually inseparable. As their debut single has its second most added week, this pop rock blend is already moving at WKBQ(29-21) with major phone action. 52 stations.



MOST ADDED: 26, including WKCI, KQLZ, KXYQ, WVKZ, WKRZ, WKHI, WXLK, WCGQ, WVSR, WAEB, WWRB, KHOP



MTV SUPPORT: 3 weeks, in Active rotation



CROSSOVER: Moves 80-73\* at Rock radio

## A'ME LORAIN

### "Follow My Heartbeat" (RCA)

Putting her trademark urban beat on hold for her first ballad, this 22 year-old Californian picks up new action this week at KGGI and KKSS. 74 stations.



MAJOR MOVES: 18, including KXXX(29-24), WHXT(20-17), WYHY(15-12), KZBS(33-27), KHFI(24-21), KKMG(21-19)

## BRAT PACK

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

This debut album of house music features Patrick J. Donovan, who grew up with a breadth of influences from classical to street, thanks to a very musical family. Included among his relatives is the inimitable fruit basket topping Carmen Miranda! With Top phones at KKRD, 11 new adds include KXXR, KZBS and WDBR. 54 stations.



MAJOR MOVES: WPXR(25-20), WZEE(32-29), KRNQ(20-17), WOHT(26-23), KZFM(39-34), KKMG(35-29), KLYV(38-35)



MOST ADDED: 11, including WTIC, KHTK, KXXR, WAPE, WQUT, KZBS, KCAQ, WDBR, KKHT, KIXY, KKSS

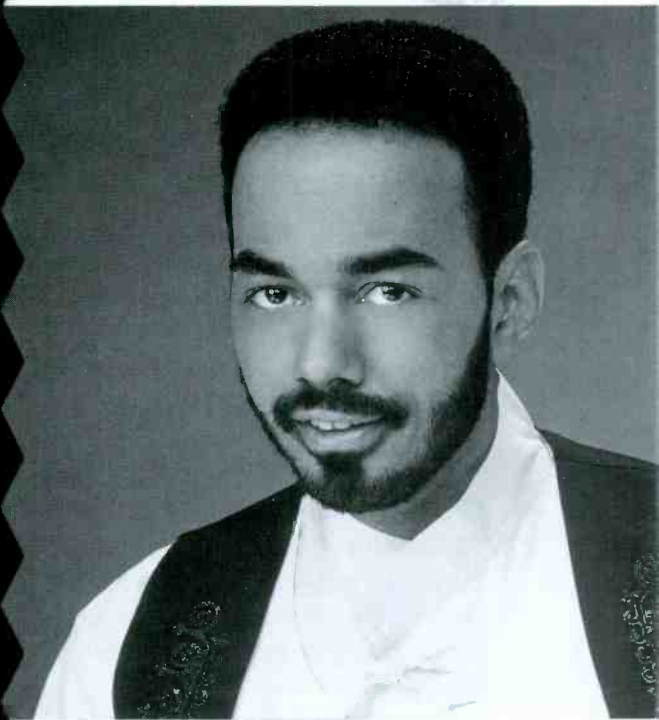


# JAMES INGRAM



“  
I  
D O N ' T  
H A V E  
T H E  
H E A R T  
”

THE NEW SINGLE



Produced by THOM BELL  
(for Bellboy Productions)  
and JAMES INGRAM  
(for James Gang Productions)  
From The Album IT'S REAL



© 1990 Warner Bros. Records Inc.

# N40 *Top 40* THE NEXT 40™

## JIMMY RYSER

### "Same Old Look" (Arista)

As virtually every record store in Indianapolis debuts Jimmy's LP Top 10 this week, it's no mystery what town lays claim to this roots-minded artist! Early moves include WKBQ(40-35) and WZPL(29-26), while the Midwest leads the way again this week for adds. 44 stations.



**MOST ADDED:** 16, including WKZW, WZOK, WJET, KHOP, KIOK, WWFX, WGY, WJMX, WOMP, KZBB, KCHX, KTRS



**SALES BREAKOUT:** LP debuts #1 in Indianapolis



**CROSSOVER:** Moves 92-77\* at Rock radio

## BELL BIV DEVOE

### "Do Me" (MCA)

The second week of early action continues on BBD's follow up to the Top 5, Platinum debut "Poison." As the CD pro finally arrives this week at Top 40, expect the add dam to break. 35 stations already.



**MAJOR MOVES:** 21, including XHTZ(24-18), KQKS(17-11), KMEL(14-12), WHYT(D-17), KLUC(23-15), KJMZ(16-14)



**MOST ADDED:** 16, including WIOQ, WDFX, KHFI, KGGI, WPLJ, KHTK, KPRR, KHQT, WNVZ, KKFR, KKMZ, WQXA



**SALES BREAKOUT:** LP is Platinum and Top 10 in 69 markets, including NY, Boston, Baltimore, Philly, Cleveland, Detroit, Tampa, Nashville, St. Louis, Indy, Chicago, Denver, Phoenix, LA, Fresno, Portland and Seattle



**CROSSOVER:** Moves 24-18\* at Urban radio

## SOUL II SOUL

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

Incorporating soul, hip hop, reggae, jazz and African rhythms, this stunning record is anything but a sleeper! As this dream wakes up airwaves worldwide, new stations include KRBE, KXXR, and KZHT. 34 stations.



**MAJOR MOVES:** WQHT(16-14), WFLY(40-37), CKOI(40-37), KBOS(30-27), WQXA(20-17), XHTZ(32-29)



**SALES BREAKOUT:** LP is Platinum and Top 10 in 31 markets, including NY, Boston, Baltimore, Norfolk, Omaha, Atlanta, Denver, Phoenix, LA, Honolulu, San Diego, San Fran and Seattle.



Top 5 National 12-inch sales



**CROSSOVER:** Moves 37-26\* at Urban radio



**TOURING:** Tour begins next month in California



**CLUBS:** Top 5 National Club action



**INTERNATIONAL:** LP is Top 5 in Europe and a former #1 in UK

**NETWORK FORTY CD:** Featured on CD TuneUp #25

## KYPER

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

This rap version of "Owner Of A Lonely Heart" went over most programmers' heads the first time around, but the audience picked up on it immediately. 15 new adds include KMEL, WPLJ and KROY. 37 stations, with Top 10 request reports at nearly 50%.



**REQUEST ACTION:** 17, including WKSE, WMJQ, WBBM, WFLZ, WDFX, WHYT, KJMZ, KKFR, KOY, XHTZ, WYHY, WTIC



**MAJOR MOVES:** 10, including WDFX(25-15), WHYT(18-8), KQKS(D-20), KKLQ(22-15), WHXT(18-13), WZZG(26-20)



**TOURING:** Begins in late June in Georgia

## PAUL YOUNG

### "Oh Girl" (Columbia)

With a passion for blues and soul music, this English born artist brings back this familiar #1 record from 1972. 18 years later, Paul Young's "girl" is most added first week out. 32 stations.



**MOST ADDED:** 31, including WXKS, KWOD, WKHI, WXLK, WKZW, KZIO, WCGQ, WJET, WWRB, KIOC, KSAQ, KZFM



**CROSSOVER:** Breaking at A/C radio



**INTERNATIONAL:** LP is Top 20 across Europe



**NETWORK FORTY CD:** Featured on CD TuneUp #26

## ELECTRIC BOYS

### "All Lips N' Hips" (Atco)

A Swedish quartet with a flair for steady rock, throbbing funk and flavorings of sitar, these galvanic guys' sexy tune is already getting new action at stations including KQLZ, KSND and WNYP. 23 stations.



**MAJOR MOVES:** 8, including WAAF(11-6), WVKZ(24-16), KDWZ(12-8), WPXR(27-21), KRZR(D-13), WTBX(26-18)



**MTV SUPPORT:** 6 weeks, in Active rotation



**CROSSOVER:** Top 20 at Rock radio



**NETWORK FORTY CD:** Featured on CD TuneUp #25





# 49 **ER'S**

*"Don't You Love Me"*

*"Love" Is All Around!*  
**Kiss 108 Boston 35-28\***  
**KPWR Los Angeles 20-17\***  
**Hot 97 New York 31-28\***  
**B-96 Chicago 27-25\***  
**KMEL San Francisco 20-18\***  
**KITY San Antonio 25-23\***  
**Billboard Dance Chart 10-4-2\***



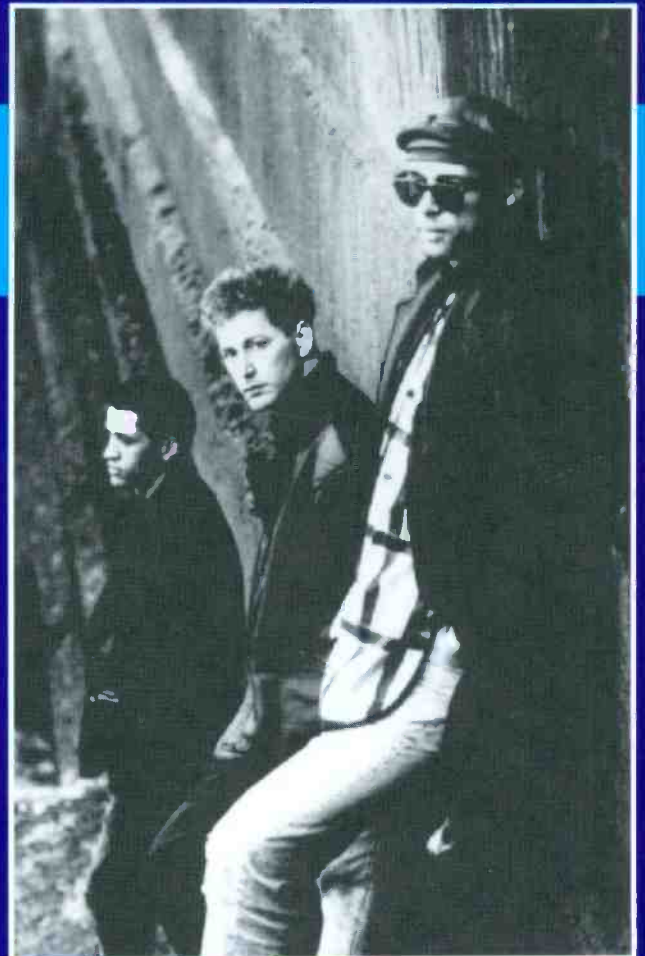
4TH & B'WAY™ AN ISLAND RECORDS, INC. COMPANY

**THE**

# **CHRISTIANS**

*"I Found Out"*

**IN 1987, THE CHRISTIANS' FIRST ALBUM CONTAINED 5 HIT SINGLES IN THE U.K. IT WAS ISLAND RECORDS' BEST SELLING DEBUT ALBUM, EVER... SURPASSING EVEN U-2! FIND OUT WHAT ALL THE TALK IS ABOUT!**



# N 40 *Top 40* THE NEXT 40™

## LINEAR

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

When pronouncing Linear, this pop-rock group likes to stress the second syllable, "ear", to emphasize the listening part. Without any tears, radio is quick to hear a second Linear hit on the horizon. 20 stations.



**MOST ADDED:** 20, including WQHT, WTIC, WRCK, WPXR, WFLZ, KITY, KKBQ, KRBE, WQEN, KKLQ, KLUC, KZHT

## MODERN ENGLISH

### "I Melt With You" (TVT)

From their fourth LP, "Pillow Lips", this new recording of the classic alternative hit is perfect for the steamy summertime weather. Bubbling on 24 stations, new believers this week include WOKI and KSAQ.



**TOP TEN:** WAPW, WDLX, KBTS



**MAJOR MOVES:** 8, including WXGT(19-16), KJYO(22-19), KMYZ(22-16), KFXD(34-31), KMOK(39-36), KPXR(20-16)



**MTV SUPPORT:** 4 weeks, in Active rotation



**TOURING:** Currently in Illinois, Michigan and Ohio

## PAULA ABDUL

### "Knocked Out" (Virgin)

Knocking herself out not only by singing, dancing and winning awards, Abdul is currently choreographing a skating spectacular for Olympians Katarina Witt and Brian Boitano. This new remix is punching up *The Next 40*, with new action this week including WNVZ and KWTX. 16 stations.



**TOP TEN:** WKSE, WRQX, WLOL, WTHZ, WIKZ



**REQUEST ACTION:** WKBQ, WHYI, WLAN



**MAJOR MOVES:** WKSE(10-7), WRQX(6-4), WTHZ(13-10)



**MTV SUPPORT:** 1990 re-mix video debuts in Exclusive rotation



**SALES BREAKOUT:** Original LP is at 6 million. New remix LP is Gold and Top 10 in 23 markets, including Hartford, Pittsburgh, Minneapolis, Miami, Nashville, Amarillo, Salt Lake, Denver, Honolulu, Sacramento and Portland

## STACYE AND KIMIKO

### "Wait For Me" (MCA)

With impressive moves on KPWR(33-30), KKFR(16-13) and KTFM(15-13), this duo waits for no one as they make their ascent at *Top 40 Radio*. Already a *Top 30 Urban* hit, new *Top 40* adds include WKQT, KCAQ and KDON. 14 stations.



**MAJOR MOVES:** KTFM(15-13), KKFR(16-13), KPWR(33-30), KIKI(27-20), WQEN(31-26)



**CROSSOVER:** Moves to 27\* at Urban radio

## CROSBY, STILLS & NASH

### "Live It Up" (Atlantic)

While producing Joni Mitchell's first album, David Crosby found his other two counterparts, Stills and Nash. Together for 21 years now, it's time for this trio to "live it up"! On 23 stations, with new action at WIQB.



**MAJOR MOVES:** WOKI(26-23), WVKZ(32-28), WZZU(14-12), WRQK(19-12), WXXL(32-29), WTBX(35-29)



**MTV SUPPORT:** 4 weeks, in Medium rotation.



**SALES BREAKOUT:** LP is Top 10 in Omaha and Salt Lake City



**CROSSOVER:** Moves to 5\* at Rock radio with #12 requests



**TOURING:** Currently in Iowa and Pennsylvania

## WEST COAST RAP ALL-STARS

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

Looking to do more than top the charts, this collaboration of well-known rappers (including Digital Underground, Ice T and Oaktown 3.5.7) take aim at gang violence. New members include WPGC and KYRK. 17 stations.



**TOP TEN:** KKFR, KOY, KHQT



**REQUEST ACTION:** KITY, KKFR, KSFM, KHFI, KYRK



**MAJOR MOVES:** 8, including KJMZ(30-26), KQKS(19-16), KKFR(13-8), KHQT(10-8), KMEL(29-22), KROY(28-25)



**MTV SUPPORT:** 3 weeks, in Breakout rotation



**SALES BREAKOUT:** Top 40 National 12-inch sales



**CROSSOVER:** Top 10 National Rap record. Debuts 44\* at Urban

## THE PARTY

### "Summer Vacation" (Hollywood)

As the debut release for Disney's Hollywood Records, the five member coed teen group kicks off summer with a party! 12 new stations in the festive mood include KMEL, KHQT and WYHY.



**NETWORK FORTY CD:** Featured on CD TuneUp #26



STEVIE NICK



### LOVE AND EMOTION

**Over 95 Top 40 Stations  
In Two Weeks!**

- WPGC Washington
- WKBQ St. Louis
- KRBE Houston
- KKRZ Portland
- FM 102 Sacramento
- WKSS Hartford
- WGH Norfolk
- And 28 More!

### Going Places...FAST!

- WPLJ New York 32-25\*
- Hot 97 New York 28-23\*
- TIC-FM Hartford 36-31\*
- Power Pig Tampa 37-28\*
- KWOD Sacramento 36-27\*
- WKSE Buffalo 30-26\*
- WCKZ Charlotte 26-18\*

BRUCE HORNSBY  
AND THE RANGE



### ACROSS THE RIVER

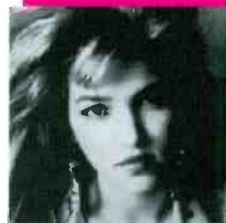
**An Across The Board  
Multi-Format Smash!**

- #1 ALBUM NETWORK
- A/C RADIO 17-13\*
- HEAVY ROTATION

**Over 170 Top 40 Stations!**

- WKBQ St. Louis 35-27\*
- Q-102 Cincinnati 23-19\*
- KXYQ Portland 23-18\*
- WSTR Atlanta 20-16\*
- WPLJ New York 33-30\*
- Q-107 Washington 31-28\*
- KISN Salt Lake City 31-21\*

**THE NETWORK** 36-31\*



### FOLLOW MY HEARTBEAT

**On Over 75  
Top 40 Stations!**

- X-100 San Francisco 29-24\*
- Kiss 108 Boston 29-25\*
- KKBQ Houston 29-25\*
- KISN Salt Lake City 32-28\*
- Y-107 Nashville 15-12\*

**Fresh Off  
Her Top 15 Hit**

**WHOLE WIDE WORLD**

AME LORAIN



### HUNGRY

17\* ALBUM NETWORK

5 WEEKS IN  
ACTIVE ROTATION

**Now Ready  
For Top 40 Radio!**

LITA FORD



# N 40 *Top 40* THE NEXT 40™

## KID FROST

### "La Raza" (Virgin)

This young East LA native is among the first artists to mix Chicano cultural and social themes with rap music. Exposed to inner city temptations at an early age, he turned to music as a form of expression. Top request action includes his "hometown" KPWR, with new action at KPRR. 16 stations.



REQUEST ACTION: KITY, KTFM, KKFR, KPWR, XHTZ, KHQT  
MAJOR MOVES: KKFR(18-14), KGGI(D-12), KKLQ(25-21), XHTZ(20-15), KHQT(22-16), KSFM(27-18), KDON(30-25)

## BAD COMPANY

### "Holy Water" (Atco)

With familiar Bad Company style, "Holy Water" has already rushed to the top of the Rock charts and is ready to spill over into the Top 40 mainstream. Company arrives this week at WDLX and WKDD, with a Top 10 report at WAAF. 16 stations.



MAJOR MOVES: WAAF(16-10), WVKZ(30-22), KDWZ(15-12), WZZU(16-13), WRQK(29-25), KRZR(20-17), WIQB(37-29)  
MTV SUPPORT: 2 weeks, in Medium rotation  
SALES BREAKOUT: LP is Top 10 in Boston, Dayton, Atlanta and Nashville  
CROSSOVER: Former #1 at Rock radio with #1 requests  
TOURING: Tour begins next week in Vermont

## TIMMY T

### "What Will I Do" (Quality)

Rebounding with a second single after the phenomenal Urban 40 success of "Time After Time," this Northern California teenager delivers early request action at KTFM and new adds at WKSS and WHXT. 11 stations.



MAJOR MOVES: KHQT(35-28), KPRR(22-14), KBOS(28-20)

## TROOP

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

Rapidly becoming local heroes in the Pasadena region's teenage community, TROOP guarantees its audience a dynamic show. With harmonies greatly enhanced by the fivesome's dancing ability, this infectious dance tune sees new action at KLUC. 12 stations.



MAJOR MOVES: WPGC(5-4), KJMZ(19-16), KQKS(20-13), KMEL(17-6), KSFM(18-16), WCKZ(34-29)  
SALES BREAKOUT: LP is Top 10 in Buffalo, Tallahassee and Portland  
CROSSOVER: Former #1 at Urban radio with #1 requests

## MISSION U.K.

### "Butterfly On A Wheel" (Mercury)

One of Britain's leading cutting-edge bands, this quartet rocks with a social conscience. Writing songs in celebration of the working class, England's gift to us makes a profound impression on KROQ(18-12), as new adds include WKHI. 12 stations.



CROSSOVER: Former Top 10 at Alternative radio  
INTERNATIONAL: LP is a former Top 10 in UK and Top 20 across Europe  
NETWORK FORTY CD: Featured on CD TuneUp #26

## INDIA

### "The Lover Who Rocks" (Reprise)

Growing up in the Bronx, this singer-dancer's skills are complemented by Jellybean's production and Kyze's famous rap style. The mellow rap tune is a hot request at WQHT and added at KBOS. 11 stations.



MAJOR MOVES: WQHT(3-2), KPWR(34-31), KPRR(28-23)  
SALES BREAKOUT: Top 15 National 12-inch sales  
CLUBS: Top 10 National Club action

## TIANA

### "First True Love" (Micmac)

Breaking out of the pack of Urban 40 trendsetters, the ten point chart moves and Top 10 action (including WPOW and KPRR) is creating a story all by itself. New at KITY and KBOS. 10 stations.



REQUEST ACTION: WQHT, KTFM  
MAJOR MOVES: WQHT(21-16), WIOQ(29-19), KTFM(20-16), KPRR(12-9)  
SALES BREAKOUT: Top 40 National 12-inch sales

Touring Data Courtesy Of  
**PERFORMANCE**





# THE MISSION UK

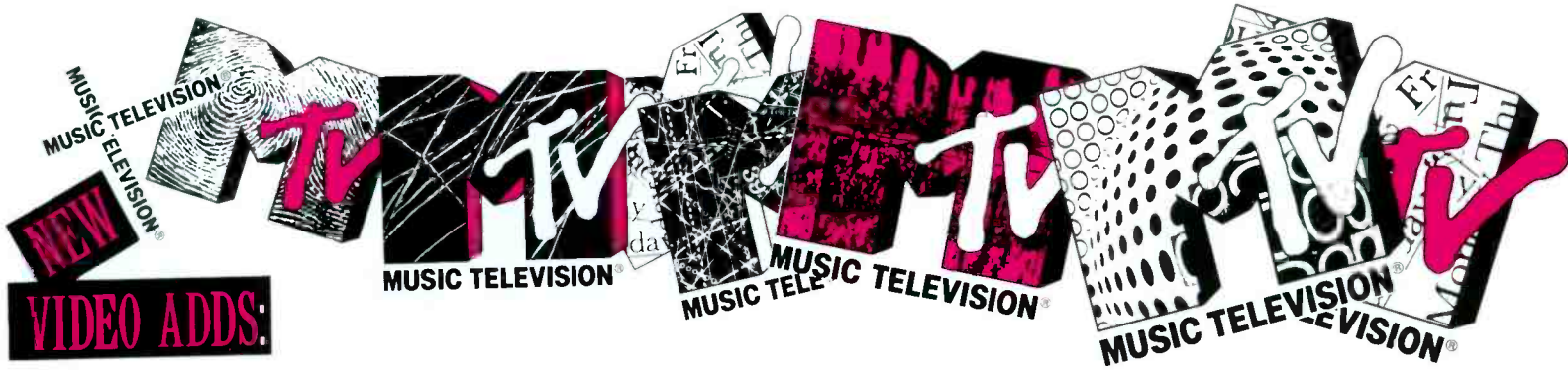
## Butterfly on a wheel

876 490-4

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

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





## VIDEO ADDS:

Paula Abdul "Knocked Out" Alias "Haunted Heart"  
Cheap Trick "Can't Stop Falling In Love" Damn Yankees "Come Again"  
David Baerwald "All For You" Gary Moore "Oh Pretty Woman"  
Jon Bon Jovi "Blaze Of Glory" Red House "I Said A Prayer"  
The Time "Jerk Out" Winger "Can't Get Enuff"  
World Party "Put The Message In The Box"

## ROTATIONS:

### Exclusive Videos

Paula Abdul "Knocked Out"  
Aerosmith "The Other Side"  
Jon Bon Jovi "Blaze Of Glory"  
Sinead O'Connor "The Emperor's  
 Poison" "Unskinny Bop"  
Winger "Can't Get Enuff"  
World Party "Put The Message"

### Heavy Rotation

Depeche Mode "Enjoy The Silence"  
Johnny Gill "Rub You The Right Way"  
Bruce Hornsby "Across The River"  
Billy Idol "Cradle Of Love"  
Janet Jackson "Come Back To Me"  
Jeff Lynne "Every Little Thing"  
Glenn Medeiros "She Ain't Worth It"  
Midnight Oil "Forgotten Years"  
Motley Crue "Don't Go Away Mad"

### Active Rotation

Boom Crash Opera "Onion Skin"  
Mariah Carey "Vison Of Love"

## HOT NEW VIDEOS:

### Hot New Videos

Paula Abdul "Knocked Out"  
Jon Bon Jovi "Blaze Of Glory"  
Poison "Unskinny Bop"  
World Party "Put The Message"

## NEW ON:

### 120 Minutes

Gene Loves Jezebel "Jealous"  
Jesus Jones "Never Enough"  
Railway Children "Every Beat Of"  
Steve Wynn "Carolyn"  
World Party "Message In The Box"

### Active Rotation (Continued)

Cheap Trick "Can't Stop Falling"  
Jane Child "Welcome To The Real"  
Electric Boys "All Lips N' Hips"  
En Vogue "Hold On"  
Lita Ford "Hungry"  
Go West "King Of Wishful Thinking"  
Jeff Healey Band "I Think I Love"  
Lightning Seeds "Pure"  
Modern English "I Melt With You"  
Nelson "Love And Affection"  
New Kids On The Block "Step By Step"  
Snap "The Power"  
The Time "Jerk Out"  
Steve Val "The Audience Is Listening"  
Wilson Phillips "Release Me"

### Medium Rotation

Allas "Haunted Heart"  
Bad Company "Holy Water"  
Concrete Blonde "Joey"  
Crosby, Stills & Nash "Live It Up"  
Damn Yankees "Come Again"  
Danger Danger "Bang Bang"  
Hothouse Flowers "Give It Up"  
Human Radlo "Me & Elvis"  
The Smlthereens "Yesterday Grl"  
Social Distortlon "Ball And Chain"  
That Petrol Emotion "Sensitize"  
Y&T "Don't Be Afraid Of The Dark"

### Stress

Faith No More "Epic"  
Gene Loves Jezebel "Jealous"  
Jane Wiedlin "World On Fire"

### YO! MTV Raps

Oaktown's 3.5.7. "We Like It"  
Father MC "Treat Them Like They"  
MC Trouble "I Wanna Make You"  
Master Ace "Me And Blz"  
King Tee "Ruff Rhyme"

### Breakout Rotation

David Baerwald "All For You"  
The Church "You're Still Beautiful"  
Bruce Dickinson "Tattooed Millionaire"  
John Hlatt "Child Of The Wild"  
Hunters & Collectors "River"  
Manitoba's Wild Kingdom "Party"  
Mellow Man Ace "Mentiroso"  
Gary Moore "Oh Pretty Woman"  
Red House "I Said A Prayer"  
West Coast Rap All-Stars "Gang"

### Buzz Bin

Adrian Belew "Pretty Pink Rose"  
The Sundays "Here's Where"

### Headbangers Ball

Aerosmith "The Other Side"  
Poison "Unskinny Bop"  
The Almighty "Destroyed"  
Trouble "End Of My Daze"  
Warrior Soul "The Users"



The  
Fifteenth Annual  
Upper Midwest  
Communications

# Conclave '90

## GOING FOR THE GOLD!

**Radisson South Hotel**  
**Minneapolis, Minnesota**  
**July 12-15, 1990**

**Registration Fee: Still \$99 (Educator/Student \$65)!**

### KEYNOTE

Emmy Award-Winning Sportscaster, Radio and Television  
Personality, Bob Costas!

### HOTEL

Make your reservations now at the Radisson South. Room  
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### BUSINESS OPPORTUNITIES

Take advantage of special Conclave opportunities to market  
your products or services. Call the Conclave office  
for details!

### THURSDAY JULY 12TH

Aircheck Clinics/All formats  
Welcome Reception  
Stationality: Positioning Your Station for Success  
The Environmental Workshop: Protecting the Earth/Arts  
Increasing the Bottom Line  
So You Want the Bigtime?  
They Only Come Out at Night: Nighttime Personalities

### FRIDAY JULY 13TH

Format Breakfasts I: Adult, AOR, Country  
Bob Costas Keynote Address  
How Radio Sells  
Inside The Industry I: Music/ Promotion Workshop  
Inside The Industry II: Radio Programmers Workshop  
The Programmers Guide to Strategy & Tactics  
The Annual W-E-A/Conclave Bowling Party  
Hospitality Suites

### SATURDAY JULY 14TH

Format Breakfasts II: Top 40, Gold,  
News/Full Service, Jazz/NAC  
Breaking the Mold: The Creative Solution  
The Rockwell Award/Scholarship Luncheon  
59 Minutes to Better Marketing  
Making the Music Radio Plays  
Hospitality Suites

### SUNDAY JULY 15TH

The Getaway Brunch

### FACULTY

Bob Costas/NBC Personality, Craig Wiese/Craig Wiese  
& Co., Jeff Rowe/NBC, David Z./Producer, Zip  
Wallace, Jeff Green/Filmhouse, Peter McLane/KGGO,  
Brian Philips/KDWB, Steve Brill/KRFX, Dene Hallam/  
KCMO, Don London/WZPL, Greg Strassell/WLOL,  
Mark Vos/KRNA, Lee Rogers/K102, Rob Moore/The  
Breeze, Tom Land/KLSI, and more.

### THE 1990 UPPER MIDWEST COMMUNICATIONS CONCLAVE REGISTRATION FORM

JULY 12-15 THE RADISSON HOTEL SOUTH

NAME \_\_\_\_\_ REGISTRATION FEE: \$99 (Non-transferable)  
(as it will be printed on ID badge) EDUCATOR/STUDENT: \$65

COMPANY \_\_\_\_\_ AMOUNT ENCLOSED: \$ \_\_\_\_\_

ADDRESS \_\_\_\_\_

LODGING: Will you be staying at- (please check one):  
 THE RADISSON SOUTH  
(Please make your own reservations)

PHONE \_\_\_\_\_  
 OTHER: \_\_\_\_\_

List other attendees from your company below:

MAIL THIS FORM WITH YOUR REMITTANCE BEFORE JULY 9TH TO: THE UPPER MIDWEST COMMUNICATIONS  
CONCLAVE, 4517 MINNETONKA BLVD., SUITE 104, MINNEAPOLIS, MN 55416

### ABOUT THE CONCLAVE

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governed by a chartered Board of Directors. A portion of its fees, sponsorships, etc. may be considered tax  
deductible. Ask about the Conclave Refund Policy. The Conclave is coordinated by Main Street Marketing &  
Promotion, Inc. Contact Executive Director Tom Kay or Lisa Nordmark and Jane Dyson at 612-927-4487  
(Fax: 927-6427) for more information.

# N40 *Crossover* RETAIL SALES

## **BELL BIV DEVOE** **"Poison" (MCA)**

Amid the heavy competition in the Top 10 on the Retail chart, Bell Biv Devoe continue to make their presence known with an unwavering sales pattern. The radio and video exposure are so powerful that sales have nowhere to go but up! Out of 150 total reports, 124 are Top 20 or better. Take a look at the chain reports alone, 445 store Trans World Music Chain #7, The Wiz NYC #8, National Record Mart Pittsburgh #6, Strawberries Boston #6, Musicland Minneapolis #9, Wherehouse Entertainment #7 and Tower Chainwide Sacramento #10.

## **THE SUNDAYS** **"Reading, Writing And Arithmetic" (DGC)**

"Reading, Writing And Arithmetic" is a record just waiting to happen on a massive scale. Chart debuts are logged each week, steadily bringing the total number of reports closer to the 100 mark. Most major chains are already reporting Top 40 sales, and the ones that have yet to show a debut tell us The Sundays are right there! The Sundays are a Top 10 seller at the Kemp Mill Chain Baltimore, nears Top 40 at National Record Mart Pittsburgh, debuts at the Turtles Chain Atlanta at #40, debuts #41 at Tower chainwide and is #37 at Wherehouse Entertainment. MTV play is the key impetus as airplay on "Here's Where The Story Ends" continues to spread from Alternative to Top 40 radio.

## **KEITH SWEAT** **"I'll Give All My Love To You" (Elektra)**

Keith Sweat's first LP, "Make It Last Forever," was a Multiplatinum sensation and one of Elektra Records' biggest R&B debuts. The amazing thing about "Make It Last" is that it continued to sell at a fast pace right

up to the release of Keith's highly anticipated follow-up. "I'll Give All My Love To You" went out of the box with more than 600,000 shipped and first week re-orders for another 80,000! In one week, Top 10 sales can be found at Record Bar Warehouse Durham, Strawberries Boston, Trans World Albany, Turtles Atlanta, Musicland Minneapolis, The Hastings Chain Amarillo and Wherehouse Entertainment L.A.



**BELL BIV DEVOE**

## **MARIAH CAREY** **"Mariah Carey" (Columbia)**

Retailers have been well aware of Mariah Carey for quite some time. At the last NARM convention, Mariah's performance was truly the highlight, so she already had some fans before the release. Columbia's commitment was more than obvious and the stores were well covered for the initial sales burst. The label also planted stories and small items about Mariah Carey in advance of the release in key publications, making the set-up even stronger. The major chains report strong first week sales with a definite chart debut anticipated for next week, while Top 30 sales can be found at Tower Records Uptown (NYC), Streetside Records St. Louis, Rainbow Records Warehouse San Francisco, Tower Records Atlanta and Title Wave Minneapolis.

## **SNAP** **"World Power" (Arista)**

Snap is one of the hottest groups in a new genre that fuses club, dance, rap, pop and soul together into one powerful new sound. They already have a #1 Platinum smash in the U.K. with the current single, "The Power," and are making a name for themselves stateside in the form of big sales. As the album, "World Power," nears a Top 40 debut on the Retail chart, markets like New York, Philadelphia/New Jersey (The Wall To Wall Chain shows a 47-34 increase), Miami, Los Angeles and Boston report strong Top 40 sales.

— Yvette Ziraldo

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



# KEITH SWEAT

I'll Give All My Love To You



## HEATING IT UP NATIONWIDE

### TONS OF TOP TENS!

- Tower Seattle 1\*
- Sea Port OS Portland 3\*
- Tower Chainwide 6\*
- Valley Distributors Sacramento 7\*
- Wherehouse Los Angeles 4\*
- City OS Los Angeles 4\*
- Show/Music Plus Los Angeles 4\*
- Sam Goody West Burbank 3\*
- Zip's Tucson 1\*
- Associated Distributors Phoenix 1\*
- Odyssey Las Vegas 1\*
- Western Merchandisers Denver 3\*
- B&T Audio Denver 1\*
- Southwest Wholesale Houston 1\*
- Sound Warehouse Dallas 1\*
- Record Bar Chainwide 2\*
- Poplar Tunes Memphis 1\*
- Music City OS Nashville 3\*
- Specs Music Miami 5\*
- Turtles Atlanta 1\*
- Michigan Warehouse 3\*
- Centra Columbus 1\*
- Homer's Omaha 1\*
- Streetside St. Louis 2\*
- Musicland Chainwide 3\*
- Radio Doctors Milwaukee 2\*
- Mainstream Milwaukee 5\*
- Kemp Mill Baltimore 1\*
- Trans World Chainwide 5\*
- The Wiz New York 3\*
- Sam Goody Metro 5\*

ALBUM NETWORK Retail 29-10\*  
#1 Retail "Bin Burner"!

*Anita Baker*

Compositions

IN STORES JULY 3



Okay, we'll admit it. We're excited...  
on Elektra cassettes, compact discs  
and records.

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# N40 RETAIL SALES

(As Reported By The Album Network)

2W	LW	TW	Artist/Song	Label/Catalog
2	2	1	M.C. HAMMER. Please Hammer	Capitol/92857
1	1	2	NEW KIDS ON THE BLOCK. Step By Step	Columbia/45129
3	3	3	MADONNA. I'm Breathless	WB/26209
4	4	4	BELL BIV DEVOE. Poison	MCA/6387
8	6	5	WILSON PHILLIPS. Wilson Phillips	SBK/93745
5	5	6	PRETTY WOMAN. Pretty Woman OST	EMI/93492
7	7	7	JOHNNY GILL. Johnny Gill	Motown/6283
6	8	8	SINEAD O'CONNOR. I Do Not Want What I	Chrysalis/Ensign/21759
13	9	9	DEPECHE MODE. Violator	Sire/Reprise/21328
D 29	10	10	KEITH SWEAT. I'll Give All My Love	Elektra/60861
17	11	11	ICE CUBE. Amerikkka's Most Wanted	Priority/57120
10	10	12	STEVE VAI. Passion And Warfare	Relativity/1037
11	12	13	BILLY IDOL. Charmed Life	Chrysalis/21735
12	14	14	DIGITAL. Sex Packets	Tommy Boy/1026
16	15	15	EN VOGUE. Born To Sing	Atlantic/82084
19	19	16	MICHAEL BOLTON. Soul Provider	Columbia/45012
22	17	17	SOUL II SOUL. Vol. II 1990	Virgin/91367
18	18	18	PHIL COLLINS. ...But Seriously	Atlantic/82050
9	13	19	PAULA ABDUL. Shut Up And Dance	Virgin/91362
14	16	20	HEART. Brigade	Capitol/91820
15	20	21	SLAUGHTER. Stick It To Ya	Chrysalis/21702
20	21	22	PUBLIC ENEMY. Fear Of A Black Planet	Columbia/45413
D 31	23	23	2 LIVE CREW. As Nasty As They Wanna Be	Luke's Records/XR 107
33	28	24	JEFF HEALEY. Hell To Pay	Arista/8632
25	25	25	BONNIE RAITT. Nick Of Time	Capitol/91268
27	27	26	AEROSMITH. Pump	Geffen/GHS 24254
23	23	27	JANET JACKSON. Rhythm Nation	A&M/SP 3920
26	26	28	TONY! TONI! TONE!. The Revival	Wing/Polydor/841902
21	22	29	LISA STANSFIELD. Affection	Arista/8554
D 34	30	30	FAITH NO MORE. The Real Thing	Slash/Reprise/25878
29	33	31	DON HENLEY. End Of The Innocence	Geffen/GHS 24217
34	32	32	TAYLOR DAYNE. Can't Fight Fate	Arista/8581
40	35	33	LA GUNS. Cocked And Loaded	Polydor/838592
39	36	34	MOTLEY CRUE. Dr. Feelgood	Elektra/60829
▶ DEBUT!	35	35	ERIC B/RAKIM. Let The Rhythm Hit 'Em	MCA/6416
38	38	36	AFTER 7. After 7	Virgin/91061
▶ DEBUT!	37	37	MARIAH CAREY. Mariah Carey	Columbia/45202
24	24	38	GEORGE STRAIT. Livin' It Up	MCA/6415
30	30	39	MIDNIGHT OIL. Blue Sky Mining	Columbia/45398
▶ DEBUT!	40	40	BAD COMPANY. Holy Water	ATCO/91371

# N40 Crossover URBAN JAMS

## **M.C. HAMMER**

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

From having his last single "U Can't Touch This" adopted by basketball's champion Detroit Pistons as their theme song, to his participation in The West Coast Rap All-Stars' anti-gang anthem "We're All In The Same Gang," M.C. Hammer has been seriously gettin' busy! He even reactivated his old Bustin' Records company with distribution through Capitol! In need of something slow and mellow in his life, he's chosen a remake of The Chi-Lites chart topping 1971 hit "Have You Seen Her" as the fourth single from his "Please Hammer Don't Hurt 'Em" album. Close to 20 stations have already jumped on it, including KMEL near his Oakland stomping grounds in San Francisco. He is also on the road performing including several major city stops with the travelling Budweiser Superfest Tour. It's definitely Hammer Time!

## **ANGELA WINBUSH**

**"Lay Your Troubles Down" (Mercury/PolyGram)**

This is a steamy duet between the outstanding singer/songwriter/producer and her real life love interest Ronald Isley, former lead singer of the legendary Isley Brothers. Many stations were playing this as a nighttime Quiet Storm record, and more than 80 are currently playing it as a single, such as WCHB Detroit and KKKFX Seattle, both of which already have it in their Top 10. Winbush Productions, Inc. is in full swing now that Angela's U.S. tour with Ronald is over. In the past, she has produced the likes of Sheena Easton and Stephanie Mills. She's now working with new talent, including little Brandon Adams who played "Baby Bad Michael" in Michael Jackson's "Bad" video!

## **BABYFACE**

**"My Kinda Girl"**

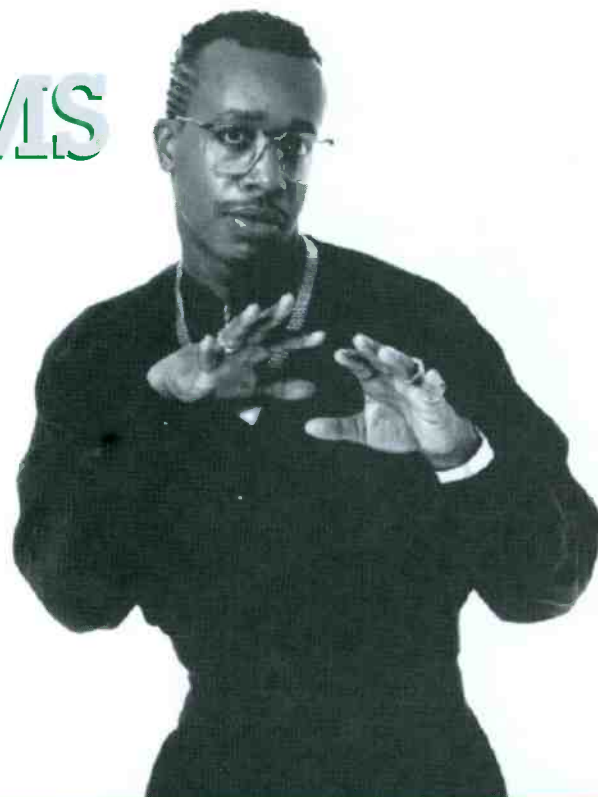
**(Solar/Epic)**

Kenny "Babyface" Edmonds is on a roll following the runaway success of his "Tender Lover" album's first three singles. "My Kinda Girl" is following suit at more than 90 stations, with Top 5 requests reported from WGCI Chicago and KSOL San Francisco. A compilation of his videos "It's No Crime," "Tender Lover" and "Whip Appeal" has just been released for rabid fans, but the official word from the LaFace Inc. offices is there are still no plans for him to tour behind this Platinum selling album. Guess putting the finishing touches on songs for Whitney Houston's and Pebbles' upcoming albums, plus developing new acts for LaFace Records, is occupying all of his time!

## **BARBARA WEATHERS**

**"The Master Key" (Reprise)**

Barbara was the singer who graciously came in to replace Atlantic Starr's original lead singer, Sharon Bryant. After four years with them, highlighted by the chart topping single "Always," the beautiful North Carolina native has gone solo. "The Master Key" is the first single from her self-titled LP produced by Surface's David "Pic" Conley. It's on nearly 80 Urban outlets and is slowly but surely becoming a hit to be reckoned with. Elsewhere on the album are productions by Earth, Wind & Fire's Maurice White (including a remake of The Supremes "Where Did Our Love Go") and Atlantic Starr's Wayne Lewis. Keep your eye on this lady. Her time is just around the corner!



**M.C. HAMMER**

## **GLENN JONES**

**"Stay" (Jive/RCA)**

This Jacksonville, Florida native has been making music since the age of 14 when he started his own group, The Modulations. His latest solo album, "All For You" features the Soul II Soul-esque first single "Stay" which has been doing just that on the charts for two months now! Well over 90 stations have been spinning this danceable mid-tempo groove, currently with close to 30 Top 10 mentions! His well-rounded artistry has taken him to the realms of television (with Dionne Warwick for the theme from "Finders Of Lost Loves"), Broadway (co-starring with Jennifer Holiday in "Sing Mahalia Sing") and the movies (singing the theme from the action movie "Youngblood"). "Stay" should be the single to break him wide open with his first love...music!

—A. Scott Galloway

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



# N40

# URBAN JAMS

(As Reported By The Urban Network)



*The Time*



*Kool Skool*



*Janet Jackson*

2W	LW	TW	Artist/Song	Label
8	3	❶	JOHNNY GILL. My, My, My	Motown
4	1	❷	LISA STANSFIELD. You Can't Deny It	Arista
12	5	❸	KEITH SWEAT. I Can Make You Sweat	Vinter./Elektra
7	4	❹	FAMILY STAND. Ghetto Heaven	Atlantic
15	9	❺	REGINA BELLE. This Is Love	Columbia
9	7	❻	MIKI HOWARD. Until You Come Back To Me	Atlantic
11	8	❼	MICHEL'LE. Nicety	Ruthless/ATCO
21	14	❽	AFTER 7. Can't Stop	Virgin
13	10	❾	GLENN JONES. Stay	Jive/RCA
23	16	❿	CAMEO. I Want It Now	Atlanta Artists
17	17	⓫	MIDNIGHT STAR. Do It	Solar/Epic
22	18	⓬	SNAP. The Power	Arista
31	21	⓭	MARIAH CAREY. Vision Of Love	Columbia
1	2	⓮	TROOP. All I Do Is	Atlantic
24	19	⓯	BLACK FLAMES. Watching You	OBR/Columbia
D	31	⓰	ANITA BAKER. Talk To Me	Elektra
38	27	⓱	BABYFACE. My Kinda Girl	Epic/Solar
37	24	⓲	BELL BIV DEVOE. Do Me	MCA
27	20	⓳	RANDY CRAWFORD. I Don't Feel	Warner Bros.
16	15	⓴	SOMETHING SPECIAL. I Wonder Who	Epic/CBS
33	29	⓵	JEFF REDD. Love High	Uptown/MCA
14	12	⓶	EARTH, WIND & FIRE. For The Love Of You	Columbia
35	30	⓷	ANGELA WINBUSH. Lay Your Troubles	Mercury/Polygram
25	23	⓸	THE GAP BAND. We Can Make It	Capitol
D	39	⓹	THE TIME. Jerk Out	Reprise
39	37	⓺	SOUL II SOUL. A Dream's A Dream	Virgin
30	28	⓻	STAYCE & KIMIKO. Wait For Me	MCA
D	38	⓼	KOOL SKOOL. My Girl	Capitol
40	36	⓽	BARBARA WEATHERS. The Master Key	Reprise
34	26	⓾	STARPOINT. Midnight Love	Elektra
36	34	⓿	POINTER SISTERS. Friend's Advice	Motown
▶ DEBUT!	32	⓿	ROBBIE MYCHALS. One Mile From Paradise	Alpha Int'l
▶ DEBUT!	33	⓿	GEOFF MCBRIDE. Gotta Good Thing	Arista
2	11	34	KLYMAXX. Good Love	MCA
▶ DEBUT!	35	⓿	JANET JACKSON. Come Back To Me	A&M
5	6	36	M.C. HAMMER. U Can't Touch This	Capitol
28	25	37	DIANNE REEVES. Come In	EMI
D	40	38	GLENN MEDEIROS. She Ain't Worth It	MCA
▶ DEBUT!	39	⓿	TERRY STEELE. If I Told You	SBK
▶ DEBUT!	40	⓿	TONY TONI TONE. Feels Good	Wing/Polygram

# N40 Crossover ROCK TRACKS

## **ALIAS**

### **"Haunted Heart" (EMI)**

When a brand new band flies out of the box as forcefully as Alias, you've got to stop and take notice. Well, they're not exactly brand new. Alias features one of the strongest throats in rock 'n roll today, Freddy Curci, former lead singer of the Canadian rock band Sheriff. Steve DeMarchi, also from Sheriff, adds his guitar talents to the project. Three former members of Heart are also part of Alias: Roger Fisher, Michael Derosier, and Steve Fossen. In its first three weeks at Rock radio, "Haunted Heart" is already Top 40. But what's really impressive is that of the more than 90 stations that have added "Haunted Heart," close to 30 are major markets, including Denver, Seattle, Miami, Atlanta, San Diego, Cincinnati, Dallas, and Baltimore. You already know the story on "When I'm With You"; when KLUC in Las Vegas and KZZP in Phoenix pulled the song out of the vaults and made it a hit. Don't wait to be scooped by your competition on "Haunted Heart."

## **DON HENLEY**

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

(Geffen)

This week marks a very special anniversary for Don Henley—it's been one year since "The End Of The Innocence" was released. This project has literally been a dream come true for Geffen. Two million units have already sold in the U.S. alone, Don won a Grammy, and so far five tracks have surfaced on Rock radio's charts, two of them certified Top 40 smashes. "How Bad Do You Want It?" is the first truly uptempo song for Top 40, and it's already flying at Rock radio. Don Henley is the essence of contemporary Rock radio. If you've been lucky enough to catch one of his concerts, you've seen SRO audiences become ecstatic over the man and his

band. With a rumored Eagles reunion just around the corner, you'll have to create a separate "H" rotation on your playlist for Mr. Henley.

## **CONCRETE BLONDE**

### **"Joey" (IRS)**

*"The smash hit of the summer." "Sticks like glue." "Will take them into the mainstream." "It's got such a hook that it reminds me of the first time I heard Alannah Myles." "Joey' has female appeal written all over it." "Much more depth musically and lyrically than the average rock song." "An all-daypart record."* These are just some of the raves we've been picking up from Rock radio correspondents across the country on the new single from Concrete Blonde, "Joey." Major markets such as Detroit, Boston, San Diego and Toronto are having great success with the ballad, while KUPD in Phoenix reports Top 5 phones for the fourth consecutive week, and the LP is showing strong retail movement in the market. Other areas of retail activity include D.C., Philly, Indianapolis, Albany and the Virginias.

## **FAITH NO MORE**

### **"Epic" (Slash/Reprise)**

Credit MTV for getting radio off their collective butts and forcing them to pay attention to one of the most phone/retail-active bands in recent memory, Faith No More. The video channel has the "Epic" clip in Stress rotation, ensuring a minimum of six plays per day! Meanwhile, the album is breaking out at the stores, blasting into the Top 40 on the national Retail chart. One fact is becoming very apparent: Where "Epic" gets played, "Epic" gets requested. WKLS Atlanta, WSHE Miami, KISW Seattle and WHTQ Orlando are all logging mega Top 5 phones on Faith No More. Meanwhile, Rock radio airplay



**ALIAS**

action continues to heat up in Los Angeles, San Francisco, Baltimore, Boston and Milwaukee. After taking a 20 point jump on Rock radio's airplay chart last week, Faith No More is clearly breaking out. If you're looking for active phones and sales of "Epic" proportions, you should, at the very least, be testing Faith No More this week.

## **THE SMITHEREENS**

### **"Yesterday Girl" (Enigma/Capitol)**

"Yesterday Girl" is a pop masterpiece—a study in harmony, melody, songwriting smarts and brilliant hook execution. Vocalist Pat DiNizio makes no apologies for his Beatles-inspired inflections, and like any great pop tune, the more you listen, the more you want to listen. More than 100 Rock radio affiliates report upward chart momentum on "Yesterday Girl," with Top 10 mentions coming out of Houston, Cleveland and Memphis, to mention a few. Hartford's WHCN has been picking up Top 5 phones on the song for weeks. Already Top 20 on Rock radio's song chart, "Yesterday Girl" is a prime candidate for future crossover success.

—Art Phillips

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



# The Allman Brothers Band

Allman Brothers



Don Henley



Poison

## N40 ROCK TRACKS

(As Reported By The Album Network)

2W	LW	TW	Artist/Song	Label
4	2	<b>1</b>	BRUCE HORNSBY. Across The River	RCA
2	1	<b>2</b>	BAD COMPANY. Holy Water	ATCO
6	3	<b>3</b>	JEFF HEALEY. I Think I Love You Too Much	Arista
15	8	<b>4</b>	AEROSMITH. The Other Side	Geffen
7	6	<b>5</b>	CROSBY STILLS & NASH. Live It Up	Atlantic
10	9	<b>6</b>	JEFF LYNNE. Every Little Thing	Reprise
18	10	<b>7</b>	DAMN YANKEES. Come Again	WB
		<b>DEBUT! 8</b>	ALLMAN BROTHERS. Good Clean Fun	Epic
1	4	<b>9</b>	BILLY IDOL. Cradle Of Love	Chrysalis
20	14	<b>10</b>	ROBERT PLANT. Your Ma Said	Atlantic
13	11	<b>11</b>	LITTLE CAESAR. Chain Of Fools	DGC
14	12	<b>12</b>	MOTLEY CRUE. Don't Go Away	Elektra
17	15	<b>13</b>	DAVID BAERWALD. All For You	A&M
3	7	<b>14</b>	ZZ TOP. Doubleback	WB
5	5	<b>15</b>	PRETENDERS. Never Do That	Sire
22	18	<b>16</b>	GARY MOORE. Oh Pretty Woman	Charisma
19	17	<b>17</b>	LITA FORD. Hungry	Dreamland/RCA
16	16	<b>18</b>	ELECTRIC BOYS. All Lips	ATCO
D	23	<b>19</b>	HEART. I Didn't Want To Need You	Capitol
23	20	<b>20</b>	SMITHEREENS. Yesterday Girl	Enigma/Capitol
24	22	<b>21</b>	WORLD PARTY. Way Down Now	Chrysalis/Ensign
		<b>DEBUT! 22</b>	DON HENLEY. How Bad Do You Want It	Geffen
D	36	<b>23</b>	COLIN JAMES. Just Came Back	Virgin
33	25	<b>24</b>	JOHN HIATT. Child Of Wild	A&M
D	29	<b>25</b>	BLACK CROWES. Twice As Hard	Def American
32	30	<b>26</b>	LITTLE FEAT. Woman In Love	WB
31	28	<b>27</b>	ERNIE ISLEY. Back To Square One	Elektra
36	33	<b>28</b>	RIVERDOGS. Toy Soldier	Epic
		<b>DEBUT! 29</b>	POISON. Unskinny Bop	Enigma/Capitol
9	21	<b>30</b>	HEART. Wild Child	Capitol
30	26	<b>31</b>	JOE COCKER. What Are You Doing	Capitol
11	13	<b>32</b>	ERIC CLAPTON. Accuse Me	Reprise/Duck
39	35	<b>33</b>	CONCRETE BLONDE. Joey	IRS
8	19	<b>34</b>	FLEETWOOD MAC. Love/Dangerous	WB
D	37	<b>35</b>	ALIAS. Haunted Heart	EMI
26	24	<b>36</b>	KINGS OF THE SUN. Drop The Gun	RCA
		<b>DEBUT! 37</b>	HOTHOUSE FLOWERS. Give It Up	London/Polydor
		<b>DEBUT! 38</b>	SONS OF ANGELS. Cowgirl	Atlantic
27	27	<b>39</b>	Y & T. Don't Be	Geffen
12	32	<b>40</b>	MIDNIGHT OIL. Forgotten Years	Columbia

# N40 *Crossover* ALTERNATIVE

## **THE SUNDAYS**

*"Here's Where The Story Ends"*

(DGC)

The lasting power of The Sundays at Alternative radio is strong, strong, strong! The LP, "Reading, Writing And Arithmetic," has spent the last two months in the Alternative charts' Top 5, and now it's selling in great volumes, too. All this in support of the pristine lead track, "Here's Where The Story Ends," which is now on its way to you at Top 40. Vocalist Harriet Wheeler has a kinder, gentler way of ending a relationship, and her whisper soft approach is as ear-catching as the song's intriguing melody. Once again, one of England's hottest acts finds a niche on American radio with great ease. You'll enjoy this change of pace, well-wearing song as much as your audience.

## **HOTHOUSE FLOWERS**

*"Give It Up" (Polydor)*

One of 1988's most pleasant success stories now becomes one of 1990's fastest rising hits. Hothouse Flowers' sophomore album, "Home," nabs most added honors and is taking large leaps up the Alternative charts. This group of very personable Irish musicians gives new meaning to the word "inspirational" with their lead track, "Give It Up," which has beefy horns and a boisterous hook. This song is easily on its way to becoming a multiformat smash; irresistible to anyone who likes confident, hooky music.

## **THE STRANGLERS**

*"Sweet Smell Of Success" (Epic)*

The Stranglers have been Alternative radio mainstays for the last dozen years, burgeoning up from the depths of the European music scene to attract a large, devoted group of followers. This LP, "10," is produced by Roy Thomas Baker, and has a decidedly



*Hothouse Flowers*

uptown feel to it. The characteristic sound of Hugh Cornwell's guitar now finds itself surrounded by congas and a slick but grooving drumline in "Sweet Smell Of Success." The song debuted in the Top 25 of the Alternative charts, and since this is the first new music from them in three years, we expect to spend the rest of the summer solidly in the hands of The Stranglers.

## **GENE LOVES JEZEBEL**

*"Jealous" (Geffen)*

The saucy vocals of Jay Aston hit you right between the ears on Gene Loves Jezebel's newest, "Jealous." This hook-laden, well-produced track is bound for glory as the record shoots up the Alternative charts, supported by a few dozen stations and a host of new adds for the album, "Kiss Of Life." Formerly comprised of Jay and his brother Michael, Gene Loves Jezebel is now considered a "band," as Michael has left the group and the quartet comes into its own as one unit. You'll be seeing this track in Stress

rotation on MTV, as well as plenty of action at the Rock radio level.

## **MIDNIGHT OIL**

*"Forgotten Years" (Columbia)*

The time is right for heading Down Under with the next single from Midnight Oil's latest album. "Forgotten Years" is more of the riveting, magnetic stuff from Peter Garrett and company. This track has kept the band on the charts in the Top 15 since the album's release. The band has hit the road in support of "Blue Sky Mining," and having recently played Los Angeles, we can assure you that their live performance is as captivating and emotional and powerful as the statements and music they consistently make. Don't miss it. Featured on Network Forty's CD TuneUp #25.

—Diane Tameecha

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





Hothouse Flowers



Wire



David Baerwald

# N40 ALTERNATIVE

(As Reported By The Album Network)

2W	LW	TW	Artist/Song	Label
2	1	❶	ADRIAN BELEW. Young Lions	Atlantic
7	3	❷	CONCRETE BLONDE. Bloodletting	IRS
1	2	❸	WORLD PARTY. Goodbye Jumbo	Chrysalis/Ensign
3	4	❹	THE SUNDAYS. Reading, Writing & Arithmetic	DGC
4	5	❺	PRETENDERS. Packed	Sire
5	6	❻	DEPECHE MODE. Violator	Sire/Reprise
6	7	❼	HUNTERS & COLLECTORS. Ghost Nation	Atlantic
13	8	❽	STEVE WYNN. Kerosene Man	Rhino
25	14	❾	HOTHOUSE FLOWERS. Home	London/Polydor
D	17	❿	SONIC YOUTH. Goo	DGC
15	11	⓫	LLOYD COLE. Lloyd Cole	Capitol
12	12	⓫	MIDNIGHT OIL. Blue Sky Mining	Columbia
14	13	⓫	SIDEWINDERS. Auntie Ramos' Pool Hall	Mammoth/RCA
30	16	⓫	BOOM CRASH OPERA. These Here Are...	Giant/WB
11	15	⓫	LIGHTNING SEEDS. Cloudcuckooland	MCA
8	9	16	SINEAD O'CONNOR. I Do Not Want	Chrysalis/Ensign
D	31	⓫	BREEDERS. Pod	4AD/Rough Trade
29	20	⓫	REVENGE. One True Passion	Capitol
22	19	⓫	THE ORIGIN. The Origin	Virgin
26	23	20	JOHN DOE. Meet John Doe	DGC
D	25	21	JESUS JONES. Liquidizer	SBK
D	24	22	STRANGLERS. 10	Epic
D	38	23	GENE LOVES JEZEBEL. "Jealous"	Geffen
32	28	24	SOMETHING HAPPENS. Stuck Together	Charisma
40	39	25	KATYDIDS. Katydids	Reprise
D	32	26	MAZZY STAR. She Hangs Brightly	Rough Trade
▶ DEBUT!	27	27	ULTRA VIVID. Joy: 1967-1990	4AD/Columbia
10	10	28	MORRISSEY. "November Spawned"	Reprise
27	27	29	PETER MURPHY. Deep	Beggars/RCA
33	30	30	STRAWBERRY ZOTS. Cars, Flowers, Telephones	Acid Test
16	18	31	THE CHURCH. Gold Afternoon Fix	Arista
19	22	32	JERRY HARRISON. Walk On Water	Sire
▶ DEBUT!	33	33	WIRE. Manscape	Enigma/Mute
9	26	34	REED/CALE. Songs For Drella	Sire/WB
18	29	35	SOCIAL DISTORTION. Social Distortion	Epic
39	36	36	HUMMINGBIRDS. Love Buzz	Roo Art/Mercury
▶ DEBUT!	37	37	JOHN HIATT. Stolen Moments	A&M
23	34	38	BILLY IDOL. Charmed Life	Chrysalis
▶ DEBUT!	39	39	HAPPY MONDAYS. "Hallelujah"	Elektra
▶ DEBUT!	40	40	DAVID BAERWALD. Bedtime Stories	A&M

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

### Top 40

1. Janet Jackson, Come Back To Me
2. Poison, Unskinny Bop
3. The Time, Jerk Out
4. Wilson Phillips, Release Me
5. Don Henley, How Bad Do You Want It?
6. M.C. Hammer, Have You Seen Her?
7. St. Paul, Stranger To Love
8. Stevie B., Love & Emotion
9. Paul Young, Oh Girl
10. Nelson, Love & Affection
11. Gloria Estefan, Cuts Both Ways
12. Linear, Don't You Come Crying
13. Brother Beyond, The Girl I Used To
13. Maxi Priest, Close To You
14. Bell Biv DeVoe, Do Me
14. Jimmy Ryser, Same Old Look
15. Kyper, Tic-Tac-Toe
15. Madonna, Hanky Panky
15. Snap, The Power
15. Sweet Sensation, If Wishes Came True

### Urban

1. Janet Jackson, Come Back To Me
2. En Vogue, Lies
3. Public Enemy, Brothers Gonna
4. M.C. Hammer, Have You Seen Her?
4. Najee, I'll Be Good To You
4. Tony! Toni! Tone!, Feels Good
5. The Winans, A Friend
6. Barry White, When Will I See
7. Lakeside, Money
8. Body, Touch Me Up
8. Maze, Songs Of Love
8. Melba Moore, Do You Really
9. Z'Looke, Girl Danz With Me
10. Basic Black, She's Mine
10. Geoff McBride, Gotta Good Thing
10. Pendergrass/Fis, Glad To Be Alive
10. The Time, Jerk Out
11. Calloway, All The Way
11. The Chimes, Heaven
12. Ruby Turner, It's A Crying Shame

### Rock

1. Allman Bros, Good Clean Fun
2. Poison, Unskinny Bop
3. Don Henley, How Bad Do You Want It
4. Colin James, Just Came Back
4. Ford Fairlane, Last Time In
5. Steve Earle, The Other Kind
6. Gene Loves Jezebel, Jealous
7. Heart, I Didn't Want To Need You
8. Black Crowes, Twice As Hard
8. David J, Chauffeur
9. Little Feat, Woman In Love
9. Midnight Oil, King Mountain
10. Nelson, Love & Affection
11. Aztec Camera, Crying Scene
11. Jude Cole, Time For Letting Go
12. Eric Johnson, Cliffs Of Dover
12. Giant, It Takes Two
12. Hurricane, Next To You
12. M Tucker Band, Stay In Country
13. The Red House, Said A Prayer

## ↑↑↑↑↑ MAJOR MOVES ↑↑↑↑↑

### Top 40

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

### Urban

1. The Time, Jerk Out
2. Johnny Gill, My, My, My
3. Anita Baker, Talk To Me
3. Keith Sweat, I Can Make You Sweat
3. Mariah Carey, Vision Of Love
4. Babyface, My Kinda Girl
4. Cameo, I Want It Now
5. After 7, Can't Stop
5. Miki Howard, Until You Come Back To
6. Regina Belle, This Is Love
7. Angela Winbush, Lay Your Troubles
8. Glenn Jones, Stay
8. Lisa Stansfield, You Can't Deny It
9. Barbara Weather, The Master Key
10. Bell Biv DeVoe, Do Me
11. Geoff McBride, Gotta Good Thing
11. Midnight Star, Do It
11. Snap, The Power
11. Soul II Soul, A Dream's A Dream
12. Randy Crawford, I Don't Feel

### Rock

1. Aerosmith, Pump
2. Bruce Hornsby, A Night On The Town
3. Damn Yankees, Damn Yankees
4. Bad Company, Holy Water
4. Jeff Lynne, Armchair Theatre
5. Colin James, Sudden Stop
6. Crosby Stills & Nash, Live It Up
7. Jeff Healey, Hell To Pay
8. Gary Moore, Still Got The Blues
9. Robert Plant, Manic Nirvana
10. Don Henley, End Of The Innocence
11. Black Crowes, Shake Your Money
12. Heart, Brigade
13. Little Caesar, Little Caesar
14. Motley Crue, Dr. Feelgood
15. Smitherens, 11
16. David Baerwald, Bedtime Stories
16. Lita Ford, Stiletto
17. Riverdogs, Riverdogs
18. John Hiatt, Stolen Moments



## 📞📞📞📞📞 **MOST REQUESTED** 📞📞📞📞📞

### Top 40

1. New Kids On The Block, Step By Step
2. M.C. Hammer, U Can't Touch This
3. Bell Biv DeVoe, Poison
4. Digital Underground, Humpty Dance
5. Madonna, Hanky Panky
6. Mellow Man Ace, Mentirosa
7. New Kids On The Block, Tonight
8. Wilson Phillips, Hold On
9. Glenn Medeiros, She Ain't Worth It
10. Motley Crue, Don't Go Away Mad
10. Sweet Sensation, If Wishes Came True
11. Snap, The Power
12. Johnny Gill, Rub You The Right Way
13. Seiko/D.Wahlberg, Right Stuff
14. Tyler Collins, Girls Nite Out
14. Young And Restless, B Girls
15. Kyper, Tic-Tac-Toe
16. The Time, Jerk Out
17. M.C. Hammer, Have You Seen Her?
18. Bell Biv DeVoe, Do Me

### Urban

1. Johnny Gill, My, My, My
2. Troop, All I Do Is Think Of You
3. Lisa Stansfield, You Can't Deny It
4. Family Stand, Ghetto Heaven
5. Keith Sweat, I Can Make You Sweat
6. Michelle, Nicety
7. Miki Howard, Until You Come Back To
8. M.C. Hammer, U Can't Touch This
9. Snap, The Power
10. Klymaxx, Good Love
11. Regina Belle, This Is Love
12. Something Special, I Wonder Who
13. En Vogue, Hold On
13. Glenn Jones, Stay
13. Mariah Carey, Vision Of Love
14. After 7, Can't Stop
15. New Kids On The Block, Step By Step
16. Bell Biv DeVoe, Do Me
17. Anita Baker, Talk To Me
17. Bell Biv DeVoe, Poison

### Rock

1. Bad Company, Holy Water
2. Jeff Healey, I Think I Love You
3. Bruce Hornsby, Across The River
4. Aerosmith, The Other Side
5. Damn Yankees, Come Again
6. Electric Boys, All Lips
7. Motley Crue, Don't Go Away Mad
8. Concrete Blonde, Joey
9. Billy Idol, Cradle Of Love
10. Robert Plant, Your Ma Said
11. Allman Bros, Good Clean Fun
11. Poison, Unskinny Bop
12. Crosby Stills & Nash, Live It Up
12. Gary Moore, Oh Pretty Woman
12. ZZ Top, Doubleback
13. Black Crowes, Twice As Hard
13. Faith No More, Epic
13. Little Caesar, Chain Of Fools
13. World Party, Way Down Now
14. Black Crowes, Jealous Again

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

### Bin Burners

1. Keith Sweat, I'll Give All My Love
2. Eric B/Rakim, Let The Rhythm Hit
3. 2 Live Crew, As Nasty As They Wanna
4. Bruce Hornsby, A Night On The Town
5. Mariah Carey, Mariah Carey
6. Bad Company, Holy Water
7. Faith No More, The Real Thing
8. David Bowie, Ziggy Stardust
9. W/C Rap All-Stars, We're All In Same
10. Aerosmith, Pump
11. Jeff Healey, Hell To Pay
12. John Hiatt, Stolen Moments
13. Jeff Lynne, Armchair Theatre
14. Ice Cube, Amerikkka's Most Wanted
15. Garth Brooks, Garth Brooks
16. Snap, World Power
17. Michael Franks, Blue Pacific
18. Motley Crue, Dr. Feelgood
19. Tyler Collins, Girls Nite Out
20. Taylor Dayne, Can't Fight Fate

### Hot Futures

1. Crosby Stills & Nash, Live It Up
2. Danzig, Danzig II - Lucifuge
3. Anita Baker, Compositions
4. Steve Earle, The Hard Way
5. Sonic Youth, Goo
6. Poison, "Unskinny Bop"
7. Cameo, Real Men Wear Black
8. Gene Loves Jezebel, "Jealous"
9. Eric B/Rakim, Let The Rhythm Hit
10. John Hiatt, Stolen Moments
11. Allman Bros, "Good Clean Fun"
12. Bruce Hornsby, A Night On The Town
13. Hothouse Flowers, Home
14. Mariah Carey, Mariah Carey
15. Days Of Thunder, Days Of Thunder
16. W/C Rap All Stars, We're All In The
17. Dick Tracy, Dick Tracy OST
18. Bad Company, Holy Water
19. Etta James, Sticking To My Guns
20. Ford Fairlane, Ford Fairlane OST

### In-Store Play

1. World Party, Goodbye Jumbo
2. Jeff Healey, Hell To Pay
3. Steve Wynn, Kerosene Man
4. Concrete Blonde, Bloodletting
5. John Hiatt, Stolen Moments
6. Steve Vai, Passion And Warfare
7. John Doe, Meet John Doe
8. Soul II Soul, Vol. II 1990
9. The Sundays, Reading, Writing &
10. Adrian Belew, Young Lions
11. Bruce Hornsby, A Night On The Town
12. Madonna, I'm Breathless
13. Bad Company, Holy Water
14. Faith No More, The Real Thing
15. Gary Moore, Still Got The Blues
16. Breeders, Pod
17. Hunters & Collectors, Ghost Nation
18. Revenge, One True Passion
19. Wilson Phillips, Wilson Phillips
20. Etta James, Sticking To My Guns

# Photo Finish



***“Hey dude, get a life.  
There’s only one Bart Simpson!”***

*Captured on camera in Houston with 93 Q’s night jock “The Jammer”, this popular 90’s version of “Dennis the Menace” already has people everywhere wanting to be and trying to look just like him. Nice try “Jammer.” The hair’s great and the pose is even better. But to be honest, you look more like a light weight wrestler than Bart Simpson!*



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# Fleetwood Mac



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