

FELIZ NAVIDAD ♦ SOUTHERN HOSPITALITY ♦ DWIGHT DOUGLAS

**THE**

# **NETWORK**

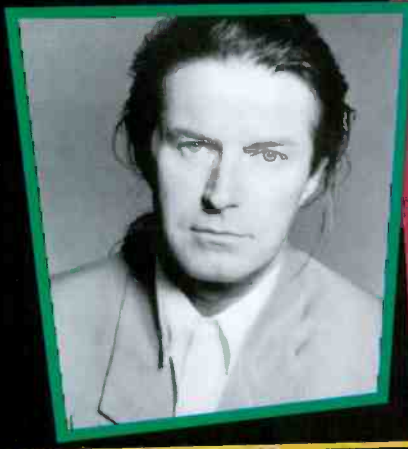
**FORTY**



**S T E V I E  
B**

**38**

11/16/90



# Don Henley

## "New York Minute"

**Exploding On Over 100 Top 40 Stations!**

Y-100 Miami 24-15* (Hot)	WKFR Kalamazoo 35-19* (Hot)
KAKS Amarillo 27-19* (Hot)	WVKS Toledo 28-17* (Hot)
KHOP Modesto 27-23*	WNCI Columbus 29-26*
WOMX Orlando D-27*	Y-107 Nashville 33-29*
WKHI Ocean City 39-5**	KSN Salt Lake City D-35*



MOVES 20-12\* ON THE R & R A/C CHART!



FROM THE MULTI-PLATINUM AND GRAMMY AWARD WINNING ALBUM,

**THE END OF THE INNOCENCE!**

From The  
Original Motion Picture  
Soundtrack **MERMAIDS**  
OPENING DECEMBER 14TH!

KISN Salt Lake City  
KLUC Las Vegas

KXYQ Portland  
WVKS Toledo

Q-95 Detroit  
KOKO Omaha

**Just Added!**  
FLY92 Albany  
KMYD Boise  
PLUS 6 MORE!

**Already Making Moves And Debuts!**

Y-100 Miami 30-25*	Q-95 Detroit D-25*
WRQX Washington, DC 30-27*	Kiss 103 Boston D-30*
	Y-107 Nashville D-33*



WORLD PREMIERE NOVEMBER 16TH!



R & R A/C BREAKER - DEBUT #25\*



# Cher

## "The Shoop Shoop Song (It's In His Kiss)"

**ON OVER 80 TOP 40 STATIONS!**

**Just Added!**

FLY92 Albany  
KMYD Boise  
PLUS 6 MORE!

**Already Making Moves And Debuts!**

Y-100 Miami 30-25*	Q-95 Detroit D-25*
WRQX Washington, DC 30-27*	Kiss 103 Boston D-30*
	Y-107 Nashville D-33*



WORLD PREMIERE NOVEMBER 16TH!



R & R A/C BREAKER - DEBUT #25\*



# Black Crowes

## "Hard To Handle"

**ON OVER 80 TOP 40 STATIONS!**

**Just Added!**

KDWB Minneapolis!	WKZL Winston-Salem
WRQN Toledo	WJET Erie

**A Hit In Every City...Large Or Small!**

WQUT Johnson City 8-6* (Hot)	KNIN Wichita Falls 15-11*
Pirate Los Angeles 19-13* (Hot)	WAYS Macon 18-14*
KATM Colorado Springs 22-15* (Hot)	WCIL Carbondale 32-23*
Power 99 Atlanta 30-27*	



HEAVY ROTATION #1 Most Requested Track! #1 Track For 2 Weeks!



ON TOUR WITH ROBERT PLANT!

**UNSTOPPABLE SALES!**  
5 Day Sales 117,136 (No Deal!)  
Total Sales 903,479!  
Retail Sales 28-23\*

# P.C. Quest

## "After The Summer's Gone"

"It is now solidly charted in the Top 5 at KGGI and consistently draws Top 10 phones with adults and teens and tests great with adult demos!"  
*Harley Davidson, KGGI Rivers'ide 8-4\* (Hot)*

"Took off like a rocket. Instant Top 5 Phones. This record is a huge hit!"  
*Mark Shands WKZ Charlotte 25-18\**

**Already On Fire At These Stations!**

KKFR Phoenix	WNVZ Norfolk	KJ-103 Oklahoma City
KZHT Salt Lake City		KKXX Bakersfield

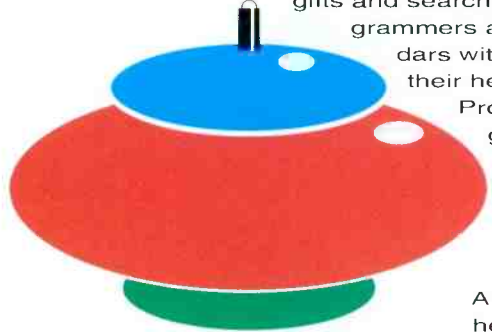


# THE INSIDE NETWORK

ISSUE 38  
NOVEMBER 16, 1990

FORTY™

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



## THE BIZ

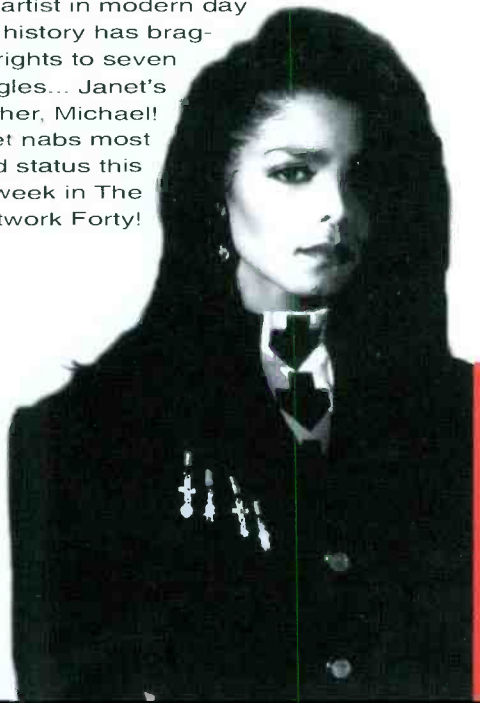
"Chestnuts roasting on an open fire, Jack Frost nipping at your toes!" Yes, 'tis the season. And while most people are busy choosing gifts and searching for the perfect tree, Top 40 programmers are decorating their promotion calendars with visions of share points dancing in their heads! This week, The Network Forty's Promotion Editor Desiree Stich Schuon gets into the holiday promotional spirit with Seasonal Programming and Promotions. Feliz Navidad!



Thanksgiving may be upon us, but when it comes to solid Rock Crossover tunes for Top 40 radio, there isn't a turkey in the bunch. Robert Palmer's "You're Amazing" is headed into the Top 10 at Rock radio and crossing quickly; DGC's new band, **Notorious**, is flexing their muscle with a solid debut release, "The Swalk" and Cinderella is headed for #1 with "Shelter Me," due to hit Top 40 radio on November 26th. For all the details, check out the Rock Crossover section this week in The Network Forty.

## CROSSOVER

A "Black Cat" may have crossed her path, but **Janet Jackson** has rolled her lucky seventh single, "Love Will Never Do (Without You)," to Top 40 radio this week. As a matter of fact, only one other artist in modern day music history has bragging rights to seven hit singles... Janet's brother, Michael! Janet nabs most added status this week in The Network Forty!



## THE MUSIC MEETING

**PEBBLES FEATURING BABYFACE**  
"Love Makes Things Happen"

Three producers and two voices make things happen.  
(MCA)

**PAUL SIMON**  
"The Obvious Child"

An obvious hit to any music fan.  
(WARNER BROS)

**AC/DC**  
"Moneytalks"

A rich moment from Angus.  
(ATCO)

**CHRIS ISAAK**  
"Wicked Game"

Dire rewards for those who play the "Game."  
(REPRISE)

**TEVIN CAMPBELL**  
"Round And Round"

Tevin crosses the "Bridge" from Michael to Prince.  
(PAISLEY PARK/WB)

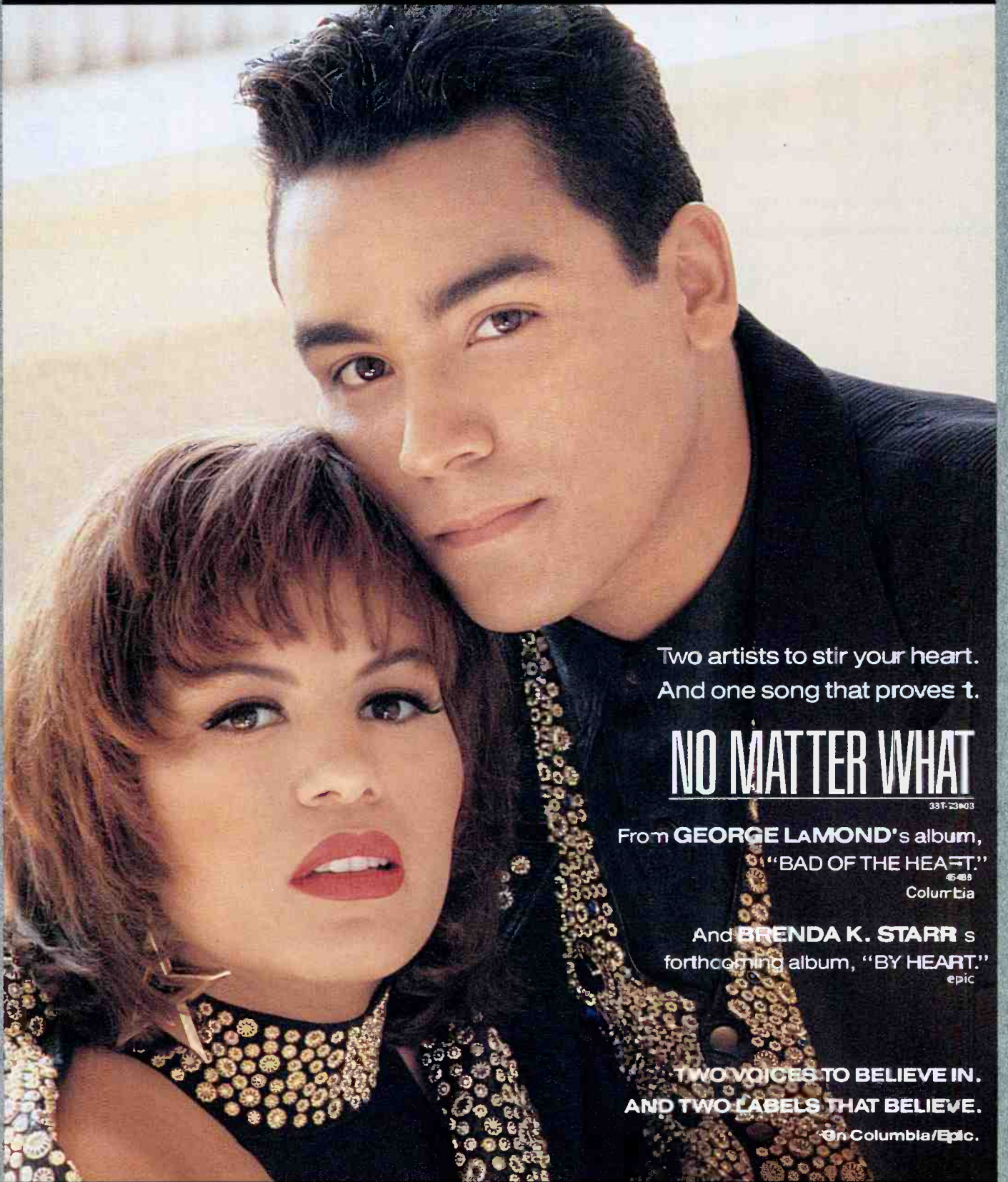
**GEORGE LAMOND & BRENDA K STARR**  
"No Matter What"

Two labels team up for this young Starr duet.  
(COLUMBIA/EPIC)

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Gene Sandbloom's column, "The Music Meeting," page 28

# GEORGE LAMOND



Two artists to stir your heart.  
And one song that proves it.

## NO MATTER WHAT

38T-29403

From **GEORGE LAMOND**'s album,  
"BAD OF THE HEART"  
Columbia

And **BRENDA K. STARR**'s  
forthcoming album, "BY HEART"  
epic

TWO VOICES TO BELIEVE IN.  
AND TWO LABELS THAT BELIEVE.

On Columbia/Epic.

# D U E T W I T H B R E N D A K . S T A R R

Hear what your friends are  
saying about George LaMond  
and Brenda K. Starr...

**NO MATTER WHAT.**

"No Matter What has smash hit written all over it."  
—*Billboard*

"No Matter What is the quintessential ballad  
for Hot 97. Two core artists make up one  
incredible song."  
Kevin McCabe, Hot 97/New York

"George LaMond is a core artist for the Killer 'B',  
B96. This duet will be a huge hit in Chicago."  
Todd Cavanah, B96/Chicago

"George LaMond is already a superstar in Miami.  
No Matter What is Top 10 phones. Huge 18 plus  
female call-out. Strong CD and Cassette sales."  
John Rogers, Power 96/Miami

"There is definitely not a shortage of ballads today.  
But, one will not be left out... No Matter What. This  
is George's strongest record to date with a much  
broader appeal."  
Hosh Gureli, KMEL/San Francisco

"First time through the CD. I knew this track was  
Top 10! Listeners love George and Brenda's voice  
is very familiar."  
Dana Lundon, Hot 102/Milwaukee

"First Listen Smash."  
Jay Taylor, KLUC/Las Vegas

"This song will break George LaMond nationally.  
Another ballad. Another hit."  
Kevin Weatherly, Q106/San Diego

Produced and Mixed by Mark Liggett & Chris Barbosa for Ligosa Productions  
Executive Producers: David Jurman and Brad LaBeau for the DIRECTION Entertainment Corp.  
Management for George LaMond, Ligosa Management  
Exclusive Management and Direction for Brenda K. Starr by Dick Scott Entertainment,  
"Columbia" and "Epic" Reg. U.S. Pat. & Tm. Off. by CBS Records Inc. © 1990 CBS Records Inc.



FAMOUS  
FURN & APPOINTMENT INC.

Dick Scott Entertainment  
★★★★★

## AN OPEN LETTER TO TOP 40 RADIO:

Less than two weeks ago, a leading industry trade journal announced that it would discontinue recognizing several influential radio stations. According to a spot check of Program Directors at these major radio stations, the explanation given was that they "failed to meet minimum requirements of current music" to meet the publication's reporting policy. In other words, a purely subjective interpretation of what Top 40 radio should be was enforced on the industry by a small committee of "industry leaders."

Most broadcasters agree that there is a direct correlation between the popularity of certain types of music and the state of mind of our society at any given time. Because Top 40 radio by nature is a reflection of current musical attitudes, the Top 40 format has always had the flexibility to alter its approach. For instance, the carefree sexual attitudes of America in the late 1970s were reflected by disco music and the fun loving message it portrayed. Months later as our country faced massive layoffs and double-digit inflation, the population longed for "the good old days" when times weren't so tough. Suddenly, Crystal Gayle and Eddie Rabbitt more adequately portrayed the psyche of the era. As the decade progressed and America began feeling better about itself, the prominence of new music re-emerged.

Thousands of careers depend on the income generated from the proceeds of new music, the benchmark of a time and attitude in our lives. The Network Forty adamantly reinforces Top 40 radio's exposure of new music.

However, it is the professional responsibility of print and broadcast journalists to report events, not to stage or create them. As music and programming journalists, so too should we strive to reflect the reality of today's marketplace, not attempt to dictate or control it. To mandate that our vision of Top 40 radio alone is the "correct" one would be selfish and arrogant.

Our continued goal at The Network Forty will be to mirror the reality of today's diverse and complex marketplace, not to create a self-fulfilling prophecy in which to revel in our own virtues.

*Brian Burns  
VP/Managing Editor  
The Network Forty*



by  
Desiree  
Stich  
Schuon

*Happy Holidays...*  
**AND TO ALL A GOOD BOOK!**

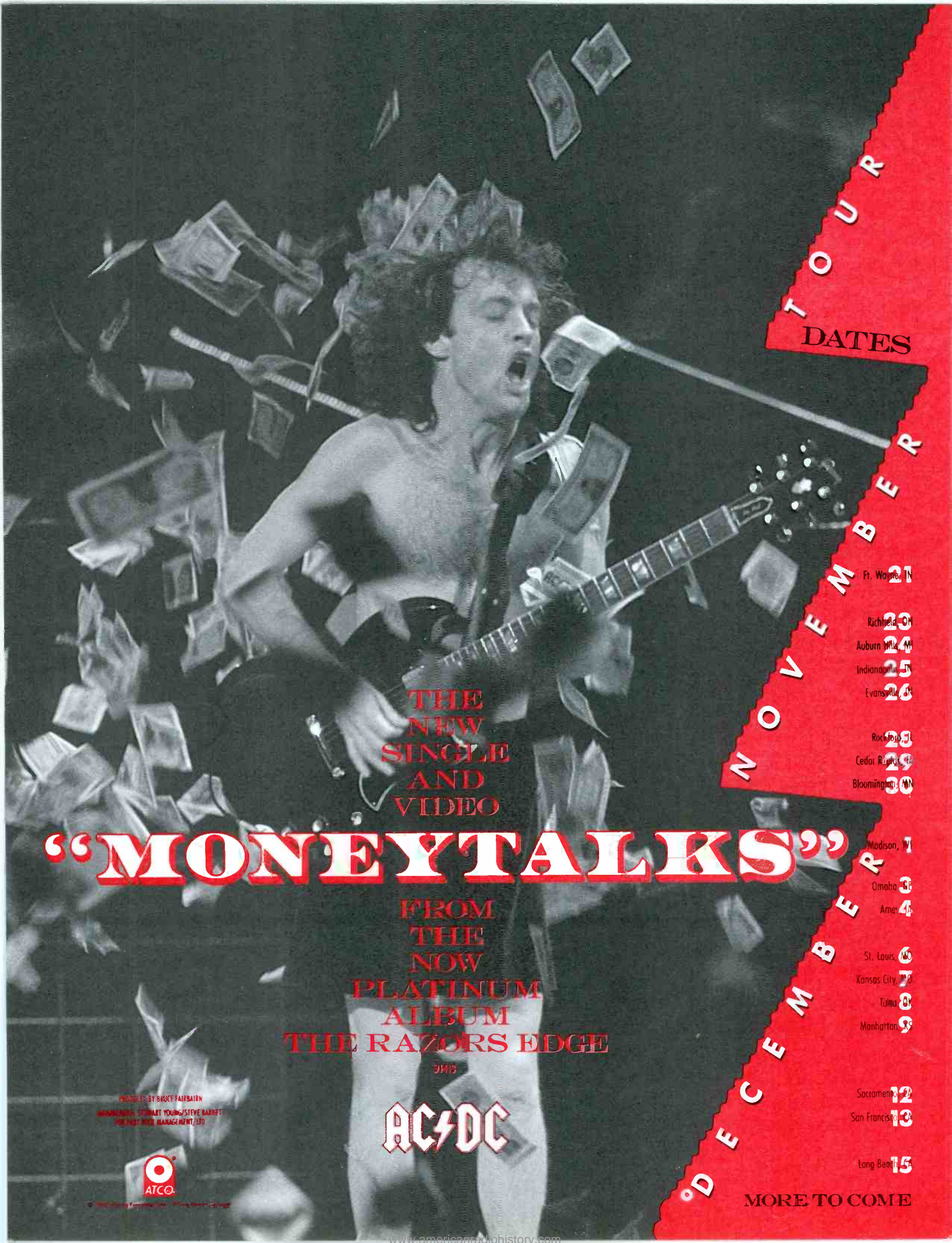


*Seasonal  
Programming  
and  
Promotions*

'Tis

THE SEASON ALREADY? Most of us are looking at the calendar in awe at the "November 1990" staring us in the face. Soon we'll be exchanging exclamations like, "I just got used to writing 1990" and the ever popular, "Gosh, has this year flown by or what!" And like the first ten, these last two months will be a memory before we even get used to the drunk Santa ringing the bell on the corner. To make this holiday season one to remember for you, your listeners, your clients and your company, novel and polished programming features and promotional events aren't just a priority, they're mandatory.

Now's the time when everyone is down-shifting and easing into the holiday mode. And though this slowing is contagious, radio must remain immune. With most people caught up in the scene of traveling, shopping, family and the general bustle that comes with the season, it's logical to assume that listening will be up while Arbitron response potential is likely to be down. To meet this challenge, your station needs to shine as brilliantly as the North Star so your listeners will want to complete their diaries as urgently as they send out their Christmas cards.



TOUR  
DATES

NOVEMBER

DECEMBER

THE  
NEW  
SINGLE  
AND  
VIDEO

# “MONEY TALKS”

FROM  
THE  
NOW  
PLATINUM  
ALBUM  
THE RAZORS EDGE

1993

## AC/DC

- Fr. Wayne, IN 22
- Richland, OH 23
- Auburn Mills, AL 24
- Indianapolis, IN 25
- Evansville, IN 26
- Rochester, NY 28
- Cedar Rapids, IA 29
- Bloomington, IN 30
- Madison, WI 31
- Omaha, NE 32
- American Fork, UT 33
- St. Louis, MO 34
- Kansas City, MO 35
- Tulsa, OK 36
- Manhattan, KS 37
- Sacramento, CA 12
- San Francisco, CA 13
- Long Beach, CA 15

PRODUCED BY BRUCE FAIRBAIN  
MANAGEMENT: STEWART YOUNG/STEVE BARST  
PROMOTED BY: RIVER MANAGEMENT LTD



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MORE TO COME

To aid in your development of special holiday programming and promotions, *The Network Forty* talked with various programmers and has compiled some ideas, success stories and experiences with the *Ghost of Christmas Past*.

#### **CHRISTMAS CASH**

KRXY Operations Manager Mark Bolke offers this simple, clean and very effective promotion that's practically a tradition at Y-108: "Our big Christmas promotion is 'Christmas Cash.' For two weeks prior to Christmas, we give away \$108 every hour. Everybody needs a little extra money around Christmas time and we try to deliver it that way. The day after Thanksgiving we normally kick off the whole season by broadcasting live from a mall and setting up the 'Christmas Cash' promotion."

#### **STOCKING STUFFER**

Bolke explains another successful promotion Y-108 has done in the past. "We hung a giant, 14 foot, Christmas stocking from the ceiling in a mall and stuffed it till it was overflowing with boxes containing prizes. We had secured a series of



*Everybody  
needs a  
little extra  
money around  
Christmas  
time*

gifts and prizes from the mall merchants, and registration boxes to win those prizes were located in the stores next to a Y-108 tagged display of the prize. People could register to win all the gifts in the stocking at each of the stores in the mall. The drawing for the prizes was done a couple of days before Christmas on the air. However, the real emphasis for us promotionally is the time prior to Christmas, rather than Christmas itself."

#### **CHRISTMAS WRAPPING PARTIES**

Some promotions are filled with the potential to develop into extraordinary community events. Organize a Christmas wrapping party for toys to be given to all of the children's hospitals in town. Hold the event at a hotel ballroom (trade for mentions) and invite your listeners and their families to come out and bring a toy

to wrap and donate for the cause. Work with a toy store to provide lots of new toys, on behalf of themselves and/or the radio station, to add to those the listeners bring. Broadcast live from the event, and have a Santa Claus present, a large Christmas tree to put the wrapped gifts under, decorations and, of course, your station's music filling the room with Christmas cheer. After all of the presents are collected, wrapped and labeled with a "B" or "G" (for a boy or a girl), Santa, the disc jockeys and other Santa's helpers make the rounds to the children's hospitals, delivering brand new wonderful toys to the unfortunate kids who have to spend Christmas in the hospital. You'll be amazed at how many people show up at this event, including local personalities and celebrities like the mayor, congressmen or maybe even the governor! (Check with the labels, too. One of their acts might be interested in appearing.) If this promotion is done properly and press releases are sent to the right people, the publicity and positive station imaging are phenomenal.



# AToZi



## calling Out YOUR NAME

THE FIRST SINGLE FROM THEIR SELF TITLED DEBUT ALBUM

Produced by: Stephen Broughton Lunt    Executive Producers: Chris Evans and Tim Mandelbaum    Management: The Archangel Group



### LOVE IS A KILLER



### GOING STRONG ON...

"If you're not already on this one, you're missing out on some very hot action. It's a KILLER!"

E. Curtiss Johnson/KRZR

ROBERT

# PALMER

ALREADY ON THESE HOT TOP 40 STATIONS:

Most Added For The Second Straight Week!

KKRZ Portland	KPLZ Seattle
KWSS San Jose	KX-100 San Francisco
WNTQ Syracuse	WPXY Rochester
KISN Salt Lake City	Plus 23 More!

On Over 25 Top 40 Stations!

#2 Most added at Rock and Top 40 radio!

"You're Amazing' is the best record of the year so far!"

Jon Bryant/WHTT

"An out-of-the-box SMASH! I'm still counting the hooks."

Kevin Chase/KMOK

"Palmer is back with a classic!" Steve Heller/ZFUND



YOU'RE

# AMAZING

FROM



## THERE'S NO PLACE LIKE HOME

"Home For The Holidays' promotions are great during the last quarter," says Debi Alpi, Director of Advertising/Marketing for WPLJ. "So many people are away from loved ones, and this promotion pulls at the heart-strings. Listeners send in postcards stating who they're separated from and why they can't be with them. The station draws cards and gets the winners together with their families. At a time when everyone is in the holiday spirit, this promotion is perfect. It sounds good on the air, and the station looks great too."

## "12 DAYS OF CHRISTMAS"

Here's a promotion that provides many prizes for the listeners while generating a significant amount of revenue for the station in the last two months of the year. During the station's "12 Days of Christmas," give away as many prizes as the day signifies; award one prize on the first day, two on the second and so on, up to 12 for the twelfth day. Since a total of 78 prizes will be given away, the level of seriousness and humor is wide open for you to tailor to your image. Prizes can range in price and vary in form,

from a station key chain or T-shirt to ski passes to gift certificates or food, cash or a car. Money is made on this promotion by selling sponsor packages to clients for each day. The sales package should include an advertising schedule, promotional mentions and contest display materials, telling patrons to listen to the station to win the prize from the store where it's displayed. Chances are that prizes can be obtained in exchange for just promotional mentions. On each of the "12 Days of Christmas," listeners call in at a specified time or when they hear a distinct sound effect to win. This kind of promotion maintains the year round excitement of Top 40 radio as it rewards listeners for their support and increases revenue during a typically slow time of year.

## ORNAMENTS

A great station merchandising item for the holidays is Christmas ornaments. They can be embossed with

just the station logo or with each air personality's picture or character sketch. Jocks can give them away during their shifts and at personal appearances. If you have some extra money in the budget for these great ornaments, they're hot items and fun to have. However, if your budget is wearing thin by year's end, try to work with a charity or a fund and sell the ornaments, directing half the proceeds to charity and half to cover the cost of the ornaments.

## CHARITY CHEER

Mark Bolke comments on radio's increased focus on being charitable. "Y-108 ties into a lot of food drives and toy drives. But instead of being linked to one particular charity, we try to wrap everything under one umbrella called 'Y-108; A Time To Share'. We include everything underneath it, like 'You can help the homeless this winter by doing this...' or 'You can help the needy by dropping off toys here...' or 'There's a charity bake sale here...' and so on."

Every hour Y-108 does this type

*On each of the  
"12 Days of Christmas,"  
listeners call in at a  
specified time or when  
they hear a distinct sound  
effect to win.*

# TRIXTER

Featuring "Give It To Me Good"

AOR Breaker

Top 20 In R&R And Climbing

Top 5 On Dial MTV

Active Rotation On MTV

Album Sales Doubling At Musicland, Strawberries/Waxie Maxie,  
National Record Mart And More

Over 200,000 Units Sold

On Tour With Don Dokken



It's Getting Bigger.

of PSA, encompassing everything going on in Denver that relates to the "Time To Share" theme. By using the umbrella technique, it appears that Y-108 is involved and helping out many different charitable events by simply providing promotional air time.

WPLJ's Debi Alpi remarks, "The best promotions, which I love to do, are those which say 'you may know someone in need for the holidays.' Maybe a single mother with two children, for example, who has bills to pay and no money left over for a Christmas tree or presents. The station goes to that person and helps her out by bringing a tree, gifts, and paying the electric bill. Or the station can tie-in with a toy company and send jocks out with presents for the children's burn unit to cheer up the kids who have to be there. A radio station has a responsibility to put back into the community what it has received. During the holiday season, it's good to direct that to people in need. This kind of thing should be done all the time, but especially this time of year."



*A radio station  
has a responsibility  
to put back into the  
community what  
it has received.*

#### **DRIVES**

Drives are very common, but whether you involve the station with a drive for food, toys or warm coats, it's important to remember that no matter how well-known these promotions are, they're necessary, work well, and are always rewarding.

#### **MAKE A CHRISTMAS WISH**

This promotion has been done many times, in many different ways. But it's always a guaranteed winner. The station goes on air asking listeners if they know of anyone really having a hard time who's in need of some cheer this holiday season. If so, they're to call or send in the story of this person to the station, explaining their connection and the person's problems, unfortunate circumstances and why they deserve to have a Christmas wish granted. The programming and promotion staff reviews all entries and chooses the most deserving (which are often the most depressing)

stories to go with on air and grant their Christmas Wishes. The person entering the story is the initial contact and then the station gets in touch with the "Christmas Wish" recipient. The conversation is prerecorded and made into a promo that explains the story and says something like, "on behalf of the friend and the station, we want to make your Christmas a little better..." Give away some money along with different gift certificates and goods from various merchants; grocery stores, toy stores, furniture stores and such. It's likely most of the stories will concern some sort of catastrophe like a fire, a death or lay off. Trading out these things shouldn't be much of a problem as the business will get its name tied into such an outstanding community service promotion. Obviously, this depicts the radio station as very community oriented, which is a definite plus. The "Make a Christmas Wish" promotion is a tear-jerker, very emotional. And people will be amazed by what you're doing. They will absolutely *love* your station for granting Christmas wishes to those who really deserve to see them come true.

# "Does She Love That Man?"

[75021-1535-4]

## NEW BREATHERS!

KC-101 New Haven  
X-100 San Francisco  
KKMG Colorado Springs  
WZZG Charlotte  
WTFX Madison  
WHOT Youngstown  
WCGQ Columbus  
WLAN Lancaster  
WNOK Columbia  
WQXA York

PLUS 17 MORE!

## THE BALLAD THAT WORKS!

CK-105 Flint 21-19\*  
WPXY Rochester 29-26\*  
KWSS San Jose 29-27\*  
WKSE Buffalo 30-28\*  
WABB Mobile 33-28\*  
WKBQ St Louis 38-30\*  
Kiss 108 Boston D-31\*  
KISN Salt Lake City 33-31\*  
G-98 Portland D-31\*  
KTUX Shreveport 37-32\*  
KZFM Corpus Christi 40-34\*  
TIC-FM Hartford D-40\*

Check Out The Lyrics...  
This Is The Perfect  
Christmas Holiday Hit!



T H E N E W S I N G L E B Y

# B R E A T H E

featuring *David Glasper*

the ballad you've been waiting for, in the tradition of the smashes

"How Can I Fall?" and "Hands To Heaven."

FROM THE NEW ALBUM

PEACE OF MIND

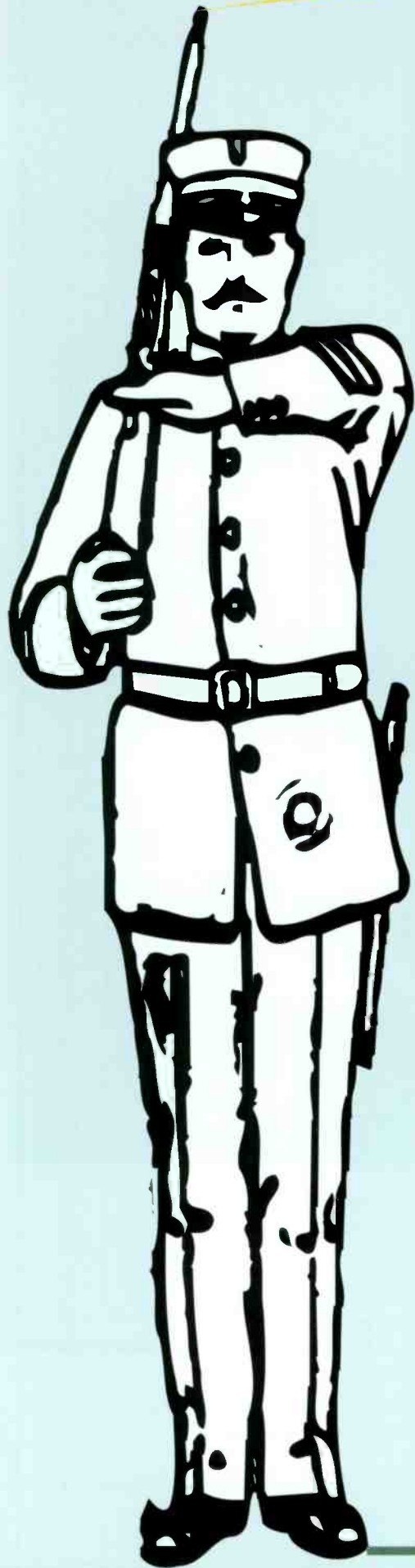
produced by bob sargeant and breathe ~ mixed by julian mendelsohn ~ management: jonny too bad and paul king

[7502-15320-1/2/4]



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# Charleston



*The history of South Carolina reads like an adventure novel. It is a tale of valiant battles; Revolutionary conflicts were fought, and daring pirates preyed upon the coastlines. Confederate soldiers bombed Charleston harbor, thus starting the Civil War. Today peace has descended upon the once hostile land and waterways. But not for long! South Carolina is once again preparing itself for battle. Instead of a war raging on land or sea, a battle is brewing on the airwaves. And the commander in chief, Walter Speck, is marching WSSX to victory!*

## THE SECRET WEAPON

Walter Speck loves radio. A driven man, he has created a listening dynasty by establishing WSSX as a leader in the community. Possessing a radio and television degree from Northwestern University, Speck moved up the radio ranks through sheer determination, genuine knowledge and frequent use of his intellect. "My radio apprenticeship began at the college level and progressed to WEEK-FM in Easton, Pennsylvania," says Speck, "I would watch and absorb Program Director Dave Dillion's every move. I paid attention and learned. Eventually, an opportunity to work at 95 XXX in Burlington, Vermont, came about and I had the chance to utilize my education and experience."

Assuming production duties at the new 95 XXX, Speck formatted Top 40 music in a very sleepy market. Wasting no time, he attacked the competition and just blew the market apart. "A year later they made me PD, and after numerous ownership changes we hooked up with some real heads-up owners. Working together we moved from #3 in the marketplace to the #1 spot. It was a successful team effort."

## TAKING COMMAND

Not long after this victory, 95 XXX was sold. After deciding not to deal with the ownership shuffle again, Speck came to WSSX in April of this year. "Af-

ter living in Pennsylvania, Chicago and Vermont, I was more than enthusiastic about moving to the Sunbelt. Charleston is a wonderful town," Speck adds, "With its sunshine skies and oceanside community, the general charm of this Southern state is so inviting. This move was a definite challenge for me. Not only is it a larger size market, but I've got competition in the format. In Burlington, we were so dominant from the beginning, no one really came after us. But here we have competition in the format with Q-107. A major rivalry exists."

Proving to be adept at programming, Speck has been a major force in securing impressive ratings during his short duration. "Our spring Arbitron numbers were really good," says Speck cheerfully. "We had an 8.3 share with the 12+ population which was #2 in the market. We're second to a Country format that has a 13.5 share. Now that will be a tough format to overcome," he stresses. "Q-107 had a 6.6 share and scored fourth in the market. Over the summer I watched the Birch monthlies and it's quite evident the trend has continued. On the summer Birch quarterly we scored soft which was unusual for us. I got off our track a little bit and that softened the numbers. I started experimenting with music, attempting to discover what the market is all about."

Not able to fully use the focus groups or research tools that he wanted to, Speck experimented with the format. "It's such a turnaround situation here, I wanted to see what would fly and what wouldn't," Speck confesses. "A hit is a hit whether it's dance, rock or whatever. Our ethnic make-up here is about 30% Black. I've discovered that the Urban stations in town, especially 94-JAMZ, are doing quite well. I'm not sure how much cross listening there is between us



# Under Siege!

and the Urbans, though. I believe a Top 40 listener is a Top 40 listener; they don't switch over to the Urbans that much. It's changing and that's one of the reasons I want an answer. I want to have a firm idea what it can do for us."

## AMMUNITION

Programming to his usual high standards, Speck rankled the community with a fresh and energetic approach to marketing. He marveled at the underdog image WSSX started out with, and has feverishly worked to maintain it. "Having this image has been advantageous to our marketing and promotion campaigns. We take some of the less offensive Power Pig ideas and customize them for our events," reveals Speck. "Instead of going with a new station van, our station vehicle is a bright orange 1965 Cadillac hearse. We receive more reaction from that than anything a slick van could elicit. Just last week at the popular coastal event The Carolina Fair we had our hearse positioned in front for maximum exposure. The response was fantastic!"

Speck continues, "Our Blue Light Specials, a promotion where we give away just nothing (inconsequential) prizes, has the listeners begging for more. People just love this. We use the slogan 'We Can't Give Away Big Money, But We Will Give You This.' And it works."

Verbally charging the Charleston community, WSSX makes numerous on air references toward the local college crowds and the military population. The promotions and marketing tie-ins are as abundant with these groups as they are the core listener. "There's a huge Navy and Air Force base here in Charleston," says Speck. "We were one of the first stations to send tapes of the morning show overseas when the Persian Gulf crisis hit. We invited people to call in and send their messages to the troops. We innovated the Hussein Hotline and distributed yellow and blue ribbons for their safe return."

With a genuine love for the community and its residents, it's not surprising that WSSX's high profile image

has been met with accolades and respect.

Coming into an already stressful environment, WSSX contributed hope to the devastated families of our military. Radio seldom has the opportunity to delve deep into emotions at such a vulnerable time, but WSSX provided the much needed humor and support that proves just how powerful this medium can be.

## THE SQUADRON

Making new friends every day, WSSX's air staff has built a solid reputation with their humorous interjections and creative approach to marketing. With a proficient staff of seasoned professionals, a minimal amount of change was necessary. "Our morning team of Michael D. and Kathy Scott is quite popular," says Speck. "Both have been in the market for several years. Michael originally worked for our competitor. We brought him over because we wanted him on our side. What's great about Michael is the image he has in the market. He's rude and obnoxious, but in a pleasant way. He raises the necessary funds for charity and always gets results. In fact, last September when hurricane Hugo wiped out the area, Michael was the only one on the radio. He was the link to the listeners' survival as they waited in the dark. He saved a lot of lives that night."

"Mitch Zatto, our morning news and afternoon guy, really clicks with the listeners and provides the right amount of energy for the afternoon," continues Speck. "Jeff Williams, better known as the 'Hoser,' and Dominica round out the airstaff with their wild antics and a sense of professionalism that the listeners respect. I'm lucky I can count on Dan 'The Man' Beckman, who assists the Programming Department with basically everything. A good all-around person, Dan always comes through."

## BASKING IN THE GLORY

By all accounts Walter Speck should be a satisfied man. This twentysomething radio dynamo has spoiled

Charleston with an energetic mixture of potent radio. He has propelled WSSX to the forefront with his big hearted radio station. He's devoted to playing continuous hit music and works hard as a respected leader in supporting the community. "My immediate goal is to own the format and be the #1 Top 40 station in the market. It will be a rough fight but I have faith in my staff. We have a great sounding radio station and we'll beat the competition with our commitment to quality radio," he seriously states. "I'm looking forward to a brilliant radio victory!"

ANN BARRON

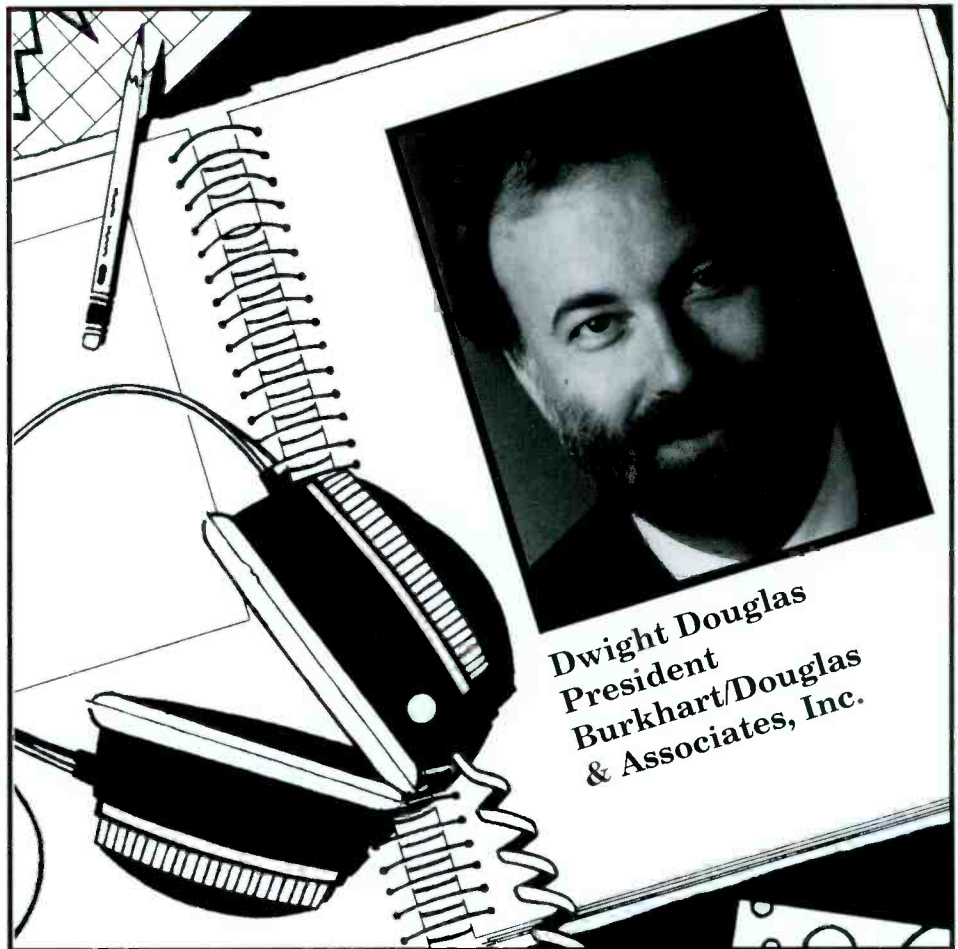
## RATINGS: AN INTERNATIONAL DIFFERENCE

*Dwight Douglas is the President of Burkhart/Douglas & Associates Inc., a highly respected radio consulting firm. Although known as being outspoken and often controversial, Douglas has dedicated his professional life to the health and well-being of the music business as a whole, and the radio industry in particular. In this open letter to the industry, he offers what he feels could be some helpful pointers in determining the true Time Spent Listening, and cites the methods presently in use in the International marketplace.*

In my 23 years in radio, and 13 years as a consultant, I have never felt stronger about an issue in radio as the one in this letter that I've sent to every industry leader.

Simply put: *Better Diary Accuracy*. I've had many people say to me that, "There's a lot more usage of radio than a diary can retrieve." As you know, our welfare is determined by how many bodies we can prove we have in the global media jungle. After studying audience measurement systems of other countries, I've come to some conclusions. These thoughts can help radio. In most countries, the ratings companies are consortiums which are co-owned by the advertising and radio industries. Because of this, they act as ambassadors of radio; doing everything they can to make radio as valuable as possible. The Arbitron diary is an excellent research instrument, but it can be made better and more accurate. We are asking your support on three simple points which will increase radio usage; which will in turn increase radio revenues.

1.) Arbitron should move the start day of the diary week to Monday. This will end the "two days, then put away the diary for the weekend" syndrome which lowers total usage. Interestingly, Arbitron's own data shows lower notation on the weekends, and this could be



the reason for low tune-in on Monday and Tuesday. In Canada, the B.B.M. survey begins on a Monday (the most listening for many stations occurs on Monday), and Arbitron's biggest tune-in is Thursday. Radio needs a better week; Arbitron needs to cater to the natural work week.

2.) Quarter hours tuned in France's MediaMetric survey are greater than US Radio. This is a country that has only had commercial radio for six years. The clear reason for this is aided recall. Birch does it, if necessary. Why shouldn't Arbitron print/include in each diary an FM/AM dial with all the stations in the home market listed in tear-out form so that each diary keeper could more accurately determine which station they were actually listening to. This would give no advantage to any one station, but would probably increase the number of stations

tuned per week, therefore increasing radio's reach, therefore increasing radio revenues.

3.) As subscribers, we should require that the Arbitron survey be sample balanced...in other words, they should deliver the same percentage of sample as the demographic percentages of population of the specific market. It is hypothetical that randomness is defeated by filling each cell by adding more diaries to more accurately reflect the audience's tune-in. The audacity of Arbitron asking for more money in order to make their product better when they are making large profits is astonishing. This is clearly an indication of near monopolistic activities which are affecting not only the American Public but an entire industry.

For once, we must act. For once, we must say we demand better diary accuracy and thus a better industry for all of us.



If one song can  
make the difference,  
then this is it.



TRACIE SPENCER

"THIS HOUSE"

The new single  
from the Capitol Records  
cassette, compact disc and album  
**Make The Difference.**

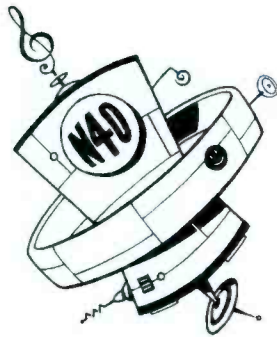
Come over to our house for the holidays

WHEN YOU PLAY IT  
SAY IT

Produced by Matt Sherrod and Paul Sherrod  
Co-Produced by Sir Science  
Additional production by Justin Strauss  
Management: Stan Plesser Productions

Capitol

©1990 Capitol Records, Inc.



## IT'S BEGINNING TO LOOK A LOT LIKE CHRISTMAS

by Tom Jeffries

*With Christmas just around the corner, we're wondering when programmers first start playing Christmas music on their stations. Some like to wait until a week before Christmas before playing any Christmas songs, others play Christmas music as soon as Thanksgiving is over. Christmas promotions are a great way for a station to get involved in the community, and serve to highlight the warm, human element of the station. Christmas music/Christmas promotions are covered this week in The Network Forty.*

On *The Network Forty Conference Call* This Week:

Rick Woodell, WAYS Macon

Joe Dawson, WBXX Battle Creek

Karen Barber, KBEQ Kansas City

### QUESTION #1

*The Network Forty: When do you begin to program Christmas music on the station?*

**RICK:** We'll start playing some songs around December 10. There will be two songs per airshift at first, then about a week before Christmas, we'll play one per hour. Christmas week it increases to two songs per hour until Christmas day. All Christmas music will end at noon on Christmas day.

**JOE:** We start the day after Thanksgiving playing one per shift. It's the biggest shopping day of the year and we reflect what's happening in the community. Even Santa Claus starts the day after Thanksgiving!

**KAREN:** We start about a month away from



**KAREN BARBER**  
KBEQ KANSAS CITY  
*"Christmas week we'll play one every hour"*

the big day. I start out with one per morning show the first days after Thanksgiving. I'll spread it out after that to all dayparts. One song per daypart until the week of Christ-

mas. Christmas week we play one every hour, depending upon how many titles we can find to use throughout the day.

### QUESTION #2

*The Network Forty: How many songs will you program in a regular rotation?*

**RICK:** About 15 to 20. The songs don't change that much from year to year.

**JOE:** We rotate only nine to ten titles. We use comedy Christmas songs in the morning show,

but rotate only a select few for the rest of the day.

**KAREN:** In the past, I've used as many as 20 to 25. This year I may not use as many titles.

### QUESTION #3

*The Network Forty: Name the five biggest songs you use for airplay.*

**RICK:**

1. Elmo & Patsy...Grandma Got Run Over By A Reindeer
2. The Eagles...Please Come Home For Christmas
3. Band Aid...Do They Know It's Christmas?
4. Wham!...Last Christmas
5. Bruce Springsteen...Santa Claus Is Coming To Town

**JOE:**

1. New Kids...This One's For The Children
2. Paul McCartney...Wonderful Christmas
3. Elmo & Patsy...Grandma Got Run Over By A Reindeer
4. Hall And Oates...Jingle Bell Rock
5. Band Aid...Do They Know It's Christmas?

**KAREN:**

1. The Eagles...Please Come Home For Christmas
2. Bruce Springsteen...Santa Claus Is Coming To Town
3. Local Artist (Unknown)...Kansas City Christmas
4. Wham!...Last Christmas
5. Elmo & Patsy...Grandma Got Run Over By A Reindeer

### QUESTION #4

*The Network Forty: Are you doing any Christmas promotions this year and, if so, how do they work?*

**RICK:** Our Fall book promotion will be the

# LICENSE TO THRILL!

(YOUR LISTENERS)

**"IF YOU NEEDED SOMEBODY"**

# BAD•CO

**NOV**

**LISTEN-TO-ME STATE**

**90**

## **BAD COMPANY**

*On Over 60 Top 40 Stations And Growing!*  
**Bolting On Playlists In Every State!**

**WMJQ  
KQKQ  
KBFM  
WERZ  
KCHX**

**Q-102  
KPXR  
WAAL  
WYKS  
KAKS**

**KISN  
KHTY  
WSNX  
WQID**

**Bumper To Bumper Moves And Debuts!**

**KMYZ #2  
WAAF D-20\*  
WQUT 27-21\*  
WHHY 27-23\*  
WOKI 30-27\***

**KRZR 19-16\*  
WVKZ 26-20\*  
KTUX 29-22\*  
WNTQ 26-24\*  
CK-105 31-28\*  
Q-102 D-34\***

**WRQK 21-18\*  
WPXR 25-21\*  
Yes 97 25-22\*  
KNIN 31-26\*  
KATM D-29\***



# CONFERENCE CALL

only promotion running through Christmas. We're giving away a new home with all of the furnishings, including a new Honda in the garage! We're giving away keys to lucky winners. One key will open the front door of the home. The listener whose key opens the front door wins everything for Christmas.



**JOE DAWSON**  
WBXX BATTLE CREEK  
*"This is the time of the year  
to get the listeners involved"*

**JOE:** We'll be doing "Your Christmas Wish." We invite listeners to send in letters explaining why families or family members should get the chance to spend the holidays together. Then, every day for the

five days prior to Christmas eve, we'll give away round trip airfares to anywhere in the continental US to deserving winners. It's an easy promotion to pull off and sounds great on the air. Christmas is one of the only times of the year that your audience loves to get involved in helping others receive prizes. They're not that concerned with calling in to win a hundred bucks for themselves. This is the time of the year to do promotions that get the listeners involved with the radio station.

**KAREN:** Our promotion is "The Twelve Days Of Christmas." The first day, we'll register callers to listen for their name the next morning to win the first day's prize. The second day, the same thing, only this time they'll win both prizes, from the first and second day. It goes on from there, all the way to the twelfth day, when a listener will win all twelve prizes. It's a simple con-

test, but it's always a lot of fun for the listeners. The first five to ten prizes don't have to be that big in value. The prize for the last day should be at least in the thousand dollar range.

*Promotions like these really do get your listeners into the Christmas spirit, especially when they can turn on your station and hear songs for the season. Whether you program ten or twenty Christmas tunes into rotation, here are some Christmas classics you might consider for possible airplay this year.*

1. Elton John...Step Into Christmas
2. Bobby Helms...Jingle Bell Rock
3. Ronettes...Frosty The Snowman
4. Bob And Doug McKenzie...Twelve Days Of Christmas
5. Brenda Lee...Rockin' Round The Christmas Tree
6. Bryan Adams...Christmas Time
7. Bon Jovi...Back Door Santa
8. Elvis Presley...Blue Christmas
9. Chuck Berry...Run Rudolph Run
10. Bing Crosby/David Bowie...Little Drummer Boy
11. Stevie Nicks...Silent Night
12. Dan Fogelberg...Same Old Lang Syne
13. Bob Rivers...Twisted Christmas/Album
14. Beach Boys...Little St. Nick
15. Madonna...Santa Baby
16. Whitney Houston...Do You Hear What I Hear
17. John Cougar Mellencamp...I Saw Mommy Kissing' Santa Claus
18. The Waitresses...Christmas Wrapping
19. U2...Christmas (Baby Please Come Home)
20. Greg Lake...I Believe In Father Christmas

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

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Rarely does a song test Top 5 in every demo,  
get Top 5 phones and Top 5 sales  
at every station on which it is played.

# "I'LL GIVE ALL MY LOVE TO YOU"

by

# KEITH SWEAT

is such a song.

**+** *Most Added Top 40 Radio!*

**+** *Most Added Urban Jams!*

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Power 106 Tampa

KERZ Portland

KXER Kansas City

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KKSS Albuquerque

WAEB Allentown

TIC-FM Hartford

KKFR Phoenix

KEGL Dallas

KKGI Riverside

Y-107 Nashville

KSAQ San Antonio

WCKZ Charlotte

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Q-105 San Diego 7-6\*

K3OS Fresno 17-12\*

KMG Colorado Springs 21-13\*

WZOU Boston D-30\*

FM 102 Sacramento 5-2\*

Hot 97.7 San Jose 14-10\*

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Q-105 Tampa 24-20\*

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# STEVIE

**R**eading Stevie B's discography leaves one constantly checking the name at the top of the page. It's difficult to explain how an artist whose first two albums have sold more than a million copies still remains unknown to most of America. His latest album, *Love And Emotion*, is already near Gold, primarily based on a loyal following. Hailing from South Florida, Stevie B has been working relentlessly hard to break down a strange kind of prejudice. It seems that many people in the industry hesitate to give him credit because he somehow carries the stigma of being a one-dimensional dance artist.

Nothing could be further from the truth. In an interview with *The Network Forty*, Stevie B revealed himself to be a man of many facets.

For recording artists today, if you don't get on the radio, you have to tour for the exposure. Still, some musicians pretty much consider it charity work; they end up getting much needed press, but they come home just as broke as when they left. Stevie B, however, has tapped into a side of the tour business that just about everyone else seems to have overlooked. "We've had much greater success in smaller areas because it's not as competitive with a hard ticket," he explains. "We did a show out of Imperial, California, which is basically out in the desert, and drew six or seven thousand people out to a stock car fairground with a little grandstand. This is truly out of the ordinary."

"I never stop working," Stevie says. "I took a week or so off to do some production, but we've been touring since 1987. The show is pretty exciting, with a lot of action and hip-thrusting movement on stage. I have a number of exotic looking performers from Hawaii; three dancers I have now are called *The Boys In Paradise*, which is a group I'll be producing next year. We're not the typical everyday band."

Since he has a business sense as good as most CPAs, when you speak to Stevie you begin to wonder if he's the artist or the manager. "I am managing five or

six acts right now, and I am an artist," he says. "Actually, to be an artist you have to be able to manage somewhat, or have someone in your corner, otherwise you'll get hurt out here on the road. It's very complicated, and people can be pretty tricky. If you don't know what you're doing, you can wind up losing all of your money."

"Every tour has its problems and expenses," Stevie remarks, "I own a lot of the buses and trucks we use to carry the lights and sound equipment. It's very difficult to be on the road because of the expense: the fuel, the overhead and insurance...it's tough. And we have to deal with promoters. I can't sit here and lie, saying that this tour is 100% successful. It's not."

Stevie is pretty candid about his early days, his somewhat scattered academic career and his introduction into the world of the entrepreneur. "I would have been a business major if I had stayed in college," Stevie says, "I spent several years just dickering around,

trying to figure out what I wanted to do. I was a tennis player and I wanted to go pro. I was an average student. Business was one of my majors, but I never got a lot of the organizational skills. I was sort of frustrated. Scholarship money just paid for schooling, so I was

broke all the time. Then this girl in a mall showed me how to do custom lettering on T-shirts. Because I was on a college campus, I could sell custom shirts to some of the fraternities. I carried 25 to 30 T-shirts on my back and started missing school to keep up with the demand, making \$150 a day and more. I started taking orders from all the clubs on campus, and that soon took off to the colleges around town."

But T-shirts were not his only venture during his college days. "I actually owned a club while I was in college. It was huge...just two blocks from the campus and it did very well." Ever resourceful and determined not to go through life broke, Stevie at one time also developed a landscaping business, a car stereo shop and more, all of which helped to hone his business sense. Still, he

**"ACTUALLY, TO BE AN ARTIST  
YOU HAVE TO BE ABLE TO  
MANAGE SOMEWHAT, OR HAVE  
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OTHERWISE YOU'LL GET HURT  
OUT HERE ON THE ROAD."**

# STEVIE B

GENE  
SANDBLOOM

points out, "I think the hard knocks of this (music) business have taught me, more than anything else I've done, about what to expect in business overall."

Amid successful micro-careers in clothing, landscaping and stereos, Stevie B managed to find time for one of his original loves; music. "I was in a band most of my junior and senior high school life," he remembers. "At one point, I was in a band with Howard Johnson, who is now on A&M. I sort of drifted in and out of the music business and got back in 1987. That's when I produced a group called BVSMP, which stands for Baby Virgo and the Simple Mind Persuaders, with a song called 'I Need You' which did very well in Germany. The record sold over a million copies. I wrote it and produced it, and they were my group. And I never got paid for it."

He did, however, learn from those early experiences. Stevie quickly developed a more responsible passion for producing. The one thing that didn't change was his love for Florida. "My production company is in Ft. Lauderdale," he explains. "It's like Miami Vice in some respects, with the drugs and all. But you have that in any city. It's beautiful with the climate and for what it offers in the music industry. Some great artists have come from Miami, Ft. Lauderdale and the whole of South Florida: Expose, Miami Sound Machine, The 2 Live Crew, Vanilla Ice, Linear. R&B is very, very strong down here. Latinos and Blacks are very close in their listening choices. I think in the next year you're going to see a crossover in the music industry, and that's already happening in Florida. The Latin hip-hop might have its problems, but people will still embrace it and there will still be a need. South Florida is a melting pot of music."



Seeing all this burgeoning talent in his home state, Stevie realized the time was right to help produce other artists even before he had a hit of his own. "I (started producing) out of frustration," he says looking back. "I could sing a little bit, but I wasn't connected. And in any business, if you're not connected or don't have top quality product, you don't make it. I started in a little warehouse studio way down south in Homestead, Florida. I had the lawn service at the time, and saved most of my money. When I got enough,

I bought equipment. The first song I did was 'Sending Out For Love' which I produced with Amos Larkin. I didn't like it when it was finished, but I pressed up a few hundred copies because I had (and still have) my own independent label, Midtown. I met Jaya through her boyfriend, who is my drummer. I listened to some tapes of her singing and she was great. But it was a year and a half before anything came of it. I took her to LMR, but they were unsure because they wanted someone else at the time. I convinced them to try her and she turned out to be a jewel. Now they trust my instincts."

After locking up his studio technique, Stevie B went on to tackle songwriting. "It came to me from doing my (producing) stuff," Stevie says. "and being in tune to the music being played on the radio. I have a great writing and production team. Putting them together and signing new artists are what I think I love doing most when I'm not on the road."

Considering Stevie's perceived reputation as strictly a dance artist, it surprises most people to find out dance songs aren't even his strongest point. "I grew up on all kinds of music, stuff you wouldn't believe I'd like; Mamas And The Papas, Franki Valli, Bon Jovi and Expose. And I

# STEVIE B

think the balladeers were always the greatest singers.”

“I prefer ballads,” he says. “because they’re more long lasting and convincing to the mass audience. You’re going to get people who dance and like to party, but you also have people who like to just listen and relax. Because I did dance music for so long, people didn’t believe that I could do ballads. In actuality, my fast songs are fast ballads. If you check the callout research on ‘Because I Love You,’ you’ll see this song is getting requests from guys to their girlfriends. I understand demos because I started in that end of the business. I understand tons of things now that I’ve been through it all. Pretty much one of the best teachers is experience itself.”

On Stevie B’s last album, the ballad “Spring Love” went to #1 on a solid contingent of stations around the country. “Because I Love You” off his current album is already Top 10 on The Network Forty. Yet despite proving that he is a multidimensional artist, the critical music press has been a considerably less than ardent supporter. “Writers with a rock background, or rock preference, are going to overlook a Stevie B,” he says acrimoniously. “There are hundreds of artists who sold millions of records that these critics don’t want to acknowledge, because they don’t want the music to exist. I can’t believe some of the bands in those magazines! I can outsell and outdraw them in concerts, and for the most part I’m a bigger artist than those who get exposure on MTV. It’s disturbing, but I’m not going to beat anybody on the head over it.”

“I’ve had eight or nine hit records, but I’m still not a household name like some of the bands on MTV. Even with my dancers and what they can do, it’s the critics’ perspective (which defines) what’s good and bad. If you’ve ever seen a Janet Jackson or M.C. Hammer show, you’re exhausted when you leave, it’s so exciting. Shows in the 90s have to be totally different; exciting, exhausting and *accurate*, different from what people were used to three, five or ten years back. Even the Bon Jovies are doing martial arts on stage, using exotic clothing and lights and explosions. All these things

make a great show, but a lot of bands don’t really use them right. Hopefully my day will come, and if I have the sustaining power, one day they’ll acknowledge me, and maybe I can compete with some of the best in the business. I may be laughing all the way to the bank, but the money becomes secondary. You want to be acknowledged by the industry that you’re doing a good job. My fans say to me, ‘Why isn’t everybody else on to you yet?’ How many hit records can I write?”

Perhaps even worse than not being acknowledged as a success, is being dubbed an overnight success. “I’m sure it’s happened to many groups that have been around for years,” Stevie says. “I’ve been busting these streets for quite a long time, trying to prove that the music we do is very likable to people around the world. If someone is going to call me an overnight success, they’re misinterpreting the reality. Hopefully, this album will prove my talent and my ability to sell millions of records.”

Being on the road for three years straight can take its toll, especially if you have to go it alone. “Touring is really burning me out, because I haven’t gotten the big, big tour,”

he says. “They sort of overlook me on many tours because of the caliber of my show. We sort of challenge a lot of bands on stage. We’re not an opening band, we’re a headliner. And when you have a headliner band, no major act wants to bring you out because you threaten them on stage. The Stevie B show alone was drawing 3,000 people. Some major acts

out there can’t draw that many people.”

With a seemingly eight day work week, we wondered if Stevie B has found himself with personal liabilities. “All of us have,” he says. “When you have 23 people on tour, that’s a liability. I have a girlfriend, and it’s a strained relationship because of the road. You try to make this a normal life, but it’s not. You’re living from hotel to hotel. You’re living on a bus. There’s practically no privacy. Someone is always challenging you for your time. But I haven’t said no to anyone yet. I’d like to be able to relax and get my bearings. It’s very, very stressful. Five years from now, I hope to have normalized my life...and have

“I’VE BEEN BUSTING THESE  
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NIGHT SUCCESS, THEY’RE  
MISINTERPRETING THE REALITY.”





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*you gotta love someone*

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WGTZ DAYTON 25-20*	I-95 BIRMINGHAM 23-20*
WKZL WINSTON-SALEM 25-21*	KWSS SAN JOSE 26-23*
KGOT ANCHORAGE 28-23*	KZZU SPOKANE 30-24*
KZHT SALT LAKE CITY 29-25*	FLY92 ALBANY 35-25*
B-94 PITTSBURGH 29-26*	WKBQ ST. LOUIS 31-29*
Y-100 MIAMI D-29*	WPLJ NEW YORK D-34*

28-24\* JUST ADDED!

MOVES 17-12\* ON ROCK TRACKS!

FROM THE MCA DEBUT ALBUM DIAMOND DAYS

MCA RECORDS

## GEARY TANNER CLIMBS AT RCA VP/NATIONAL PROMOTION

RCA Records VP/National Promotion Butch Waugh has announced the promotion of Geary Tanner to the position of Vice President/National Promotion. Tanner has been with RCA for over four years, most recently as Senior Director/Pop Promotion.

Tanner began his career at RCA in the label's Atlanta office as Regional Promotion Director, Southeast and Southwest regions. Butch Waugh comments, "Since coming to New York, Geary has done a wonderful job and has eagerly sought out additional responsibilities within the promotion department. He has assumed all of his new responsibilities while maintaining his effectiveness with his initial duties.



Geary's great love of music and people are just two traits that make him so valuable to RCA and our promotion staff. I know that with Geary's talent and efforts, RCA can look forward to many more years of success."

Tanner adds, "My family agreed to move to New York almost two years ago because we believed it was the right

time, the right company and the right opportunity for me. Butch and I are a great team, and we've accomplished a lot along with our fantastic local and national staff. Now that Joe Galante is here, I believe that everything is possible and that RCA will thrive in the 90s."

## MCA PACTS WITH BMG

FOR INTERNATIONAL DISTRIBUTION

The MCA Music Entertainment Group has announced that it has signed an international agreement with Bertelsmann Music Group (BMG) for the distribution and licensing of MCA, Geffen and GRP Records worldwide. The announcement is made by MCA Music Entertainment Group Chairman Al Teller, BMG Chairman/CEO Michael Dornemann and BMG International President/CEO Rudi Gassner.

The agreement will cover all countries outside of North America, except the United Kingdom, Japan and Germany. MCA

presently has its own company in the United Kingdom and recently announced plans to form a new record company in Japan. The label also expects to announce shortly plans for a new German-based company.

Al Teller comments, "BMG's desire to work with us to develop new artists overseas, and to take established artists to the next level of international success, was a significant factor in our decision to make this arrangement."

MCA's overseas distribution exceeds \$100 million a year, and was previously handled by Time Warner Inc.

## HERE TODAY... WHERE TOMORROW?

### ANOTHER ONE BITES THE DUST!

**KROY SACRAMENTO** has literally become a thing of the past. On Monday, the **GREAT AMERICAN** Top 40 station switched to Classic Rock under the new call letters **KSEG...SACRAMENTO'S EAGLE**. The entire staff remains in place at **K-SEGUE** (doing just that), but offers will be accepted!

### KICKED UPSTAIRS!

Congratulations to **WPXY ROCHESTER** OM/PD **KEVIN KENNEY** on being named General Manager at **WXLK ROANOKE**. **KEVIN'S** programming background includes **KBEQ KANSAS CITY** and **WRKA LOUISVILLE**. He will begin his new assignment on December 3rd!

### JUST PLAIN KICKED!

**KIIS LOS ANGELES** President/GM **LYNN ANDERSON** has left the station over what **GANNETT** officials announced as "philosophical and creative differences." **GANNETT** Group President **JAY COOK** will become General Manager on an interim basis. With **PIRATE RADIO** in search of a GM, there's already speculation that **ANDERSON** may make the short move down Sunset Boulevard.

### BY THE TIME I GET TO PHOENIX!

When **KZZP** Program Director **BOB CASE** resigned to return to **KUBE SEATTLE** three weeks ago, **THE NETWORK FORTY** endorsed **KC-101 NEW HAVEN** PD **STEF RYBAK** for the position. Our ear to the street hears that **RYBAK** has emerged as the most likely candidate to land this coveted position!

### THIS JUST IN...

**KJMZ DALLAS** Program Director **ELROY SMITH** has resigned his position at the Top 40 Crossover station. General Manager **JIM STANTON** has begun interviewing for Elroy's replacement.

# ROMEO



## “Gentle”

### **More Major Market Adds!**

WKQB St. Louis      WLOL Minneapolis  
WNCI Columbus      KISN Salt Lake City  
KIKI Honolulu      Plus 6 More!

### **Big Moves And Debuts!**

Hot 97.7 San Jose 10-8\*      WCKZ Charlotte 10-9\*  
Z-90 San Diego 14-11\*      KKXX Bakersfield 15-13\*  
FM102 Sacramento 24-19\*      KTFM San Antonio 23-19\*  
KPRR El Paso 27-21\*      WHYT Detroit D-22\*  
Hot 97 New York 28-24\*      Q-102 Philadelphia D-28\*  
KC-101 New Haven D-30\*

### **CD Featured On CD TuneUp #31!**

*The Follow-Up Hit To The Top 10 Smash “Romeo”*



# MUSIC MEETING

## PEBBLES FEATURING BABYFACE

*"Love Makes Things Happen"*  
(MCA)

Quietly going all the way to #2 on The Network Forty with "Giving You The Benefit," this beautiful Urban tinged voice returns with this mesmerizingly produced ballad. Becoming quite a producer herself, she is joined in the studio by her husband L.A. Reid and partner Babyface on this duet that features some of the slickest hand-offs ever attempted. Even with the heavy ballad season programmers are currently trying to contend with, several trendsetters have already discovered this track off her *Always* LP, and moved it to the front of the line. This can't miss 18+ at Top 40, A/C and Urban radio, where it's already Top 30. Featured on Network Forty's CD TuneUp #31.

## PAUL SIMON

*"The Obvious Child"*  
(Warner Bros)

It took months for Paul Simon's *Graceland* LP to sink in at Top 40 radio back in 1986-87. It wasn't until he took the Grammy for Record Of The Year that doubting programmers gave the single "You Can Call Me Al" a shot, and found the odd mix of Paul Simon harmonies and South African music captivated their listeners. All this after watching the album sit Top 10 on the National Album charts for months on end, without Top 40's support. When programmers did acquiesce and put the single on the air, many adults who had long since left the format returned, finding their own style of reaction record. Simon's latest achievement is no less intriguing. With Brazilian music the current rage in eclectic circles, the choice to head for that country's small towns

in search of its musical pulse is a natural. Armed with tape machines, he had musicians (mostly drummers and other percussionists) set up their instruments in local town squares. Taking these recordings back to a New York studio, he layered contemporary

sounds over these beats, literally writing the songs as he went along. The lead single, "The Obvious Child" is probably the most musically enlightening to hit Top 40 radio this year, and for that reason alone should be made available to listeners. Debuting Top 20 on the National Retail chart and surging into the Top 5, this record will certainly be around come Grammy time. Featured on Network Forty's CD TuneUp #30.

## AC/DC *"Moneytalks"* (Atco)

If groups such as Poison, Guns N' Roses and Motley Crue can go mainstream, and others like Aerosmith, Cheap Trick and REO Speedwagon can have major comebacks, then why not consider AC/DC's Top 40 potential? Around the world, crossing every conceivable demographic, AC/DC remains one of the greatest hard rock bands of all time. Even with schoolboy/madman Angus Young taking over lead shrieking duties, AC/DC hasn't skipped a beat as *The Razors Edge* LP remains in the Top 10 at retail after debuting there two months ago. Consider that the ballad "Moneytalks" is pretty tame by AC/DC standards, too,



AC/DC

making it that much more in line with Top 40's playlist. Nighttime fun from the masters, featured on Network Forty's CD TuneUp #31.

## CHRIS ISAAK *"Wicked Game"* (Reprise)

For fans of Dire Straits' lusciously haunting guitar and Roy Orbison's studied note by note style, Chris Isaak is like finding buried treasure. "Wicked Game" is a consummate love song that points toward country music and then goes off in another direction. Isaak was born in rural Northern California, and the Steinbeck quality of his music will have listeners on the freeway feel like they're daydreaming under an oak tree. A quick check of most Top 40 playlists will more than likely show as many as a dozen teen reaction records at any given time; here's one for the adults. But please remember, adults don't dash to the phones the way the teens do! So don't expect Isaak to beat out Vanilla Ice after one play. There's plenty of all demo appeal in this love song, so start it off mid-days and evenings and let it work its magic. Featured on Network Forty's CD TuneUp #31.

# BLACK BOX



**"I DON'T KNOW ANYBODY ELSE"**

THE FOLLOW-UP HIT TO THE TOP 10 SMASH

**"EVERYBODY EVERYBODY"**

**ON YOUR DESK NOW  
AND READY FOR ADDS!**

PRODUCED BY GROOVE GROOVE MELODY





TRACIE SPENCER

## TEVIN CAMPBELL

### "Round And Round"

(Paisley Park/Reprise)

There are several interesting moments on Prince's *Graffiti Bridge* soundtrack where the master takes a back seat and lends his magic to producing other artists. This is one of them. Similar to Quincy Jones' enthusiasm for this young voice on his own *Back On The Block* album, Prince takes young Tevin's Michael Jackson style and funkifies it. Already Top 5 at Urban radio, this single goes to Top 40 this week by popular demand and looks to be the sleeper hit from the LP.

## GEORGE LAMOND & BRENDA K STARR

### "No Matter What" (Columbia/Epic)

This joint effort between LaMond's Columbia and Starr's Epic labels, previously reviewed in Network Forty Issue #35, arrives at Top 40 this week. These two young voices from

the New York club scene show off their diversity in this ballad with plenty of young adult appeal.

## ATOOZI

### "Callin' Out Your Name"

(Orpheus/EMI)

If this hip hop/dance hit seems to stand out a bit from the pack of computer calculated club records, you can credit Atooz's use of acoustic instruments and live horns. This first single even features a bridge with a muted trumpet that adds a 20s jazz feel to the pure 90s rhythm track. This young duo features John Sharpe, who hails from the gospel tinged banks of the Mississippi, and Jeffrey Burrell, who started singing at age five back in tiny Franklin, Pennsylvania. This all purpose party record moves from rap to harmonies. But its real roots are in your basic Top 40.

## NATASHA'S BROTHER FEATURING RACHELE CAPPELLI

### "I'll Always Come Back To You" (Atlantic)

Just as Linda Ronstadt and James Ingram's "Somewhere Out There" became the theme of the winter of 1986-87, Atlantic hopes this dreamy ballad will receive the same treatment this holiday season. From the animated adventure *Tail, "The Nutcracker Prince,"* this duet between Robert Matarazzo (a.k.a. Natasha's Brother) and Rachele Cappelli goes for the heart. Co-produced by Atlantic Records CEO Ahmet Ertegun, the style is deep and rich yet makes sure listeners of all ages will hear and fall in love with every word in this tear-jerk story.

## CONCRETE BLONDE

### "Caroline" (IRS)

Concrete Blonde's "Joey" is neck and neck with UB40 for the slowest record to happen in 1990. Nevertheless, that non-produced anomaly on the current beat 'n ballad driven Top 40 remains a solid hit on more than 100 stations, even after the national profile dissolved. So for the many adult intensive Top 40s who reaped "Joey"'s benefits, or for those now realizing they missed the boat, "Caroline" arrives with the same low key fanfare. Similar in its non-electric and all-natural style, "Caroline" goes a bit further to demonstrate vocalist Johnette Napolitano's diversity. The effect in this second mid-tempo song goes from dry interpretation in the verse, to a heated unleashing of the chorus. For Alternative, Rock and A/C intensive Top 40s, and featured on Network Forty's CD TuneUp #31.

## STYX

### "Show Me The Way" (A&M)

With guitarist/vocalist Glen Burtnick joining Styx for their 1990 reunion, fans of the original 70s supergroup had to adjust their hearing a bit to hear the old Styx in their new sound. Now returning to their ballad side for this second single, Styx's original balladeer Dennis De Young reassumes lead vocal duties. The resulting tune should have no problem taking the core fans back to the group's heyday when they sold 30 million records and took ballads like "Lady," "Come Sail Away," "Babe" and "Don't Let It End" Top 10. With a mild guitar bridge and a crescendo building to mid-tempo, this song goes straight for the 18+ listeners at the Rock, A/C and Top 40 formats.

# JON Bon Jovi

*miracle*

**NEW MIRACLE WORKERS!**

B-104 Baltimore  
Kiss 108 Boston  
X-100 San Francisco  
*Plus 2 More!*

**MIRACLE MOVES!**

Z-100 New York 8-6\*  
Pirate Radio Los Angeles 7-6\*  
WDFX Detroit 10-7\*  
PRO-FM Providence 12-8\*  
WPLJ New York 11-8\*  
WEGX Philadelphia 10\*  
WHYT Detroit 12-11\*  
WZPL Indianapolis 16-13\*  
KXYQ Portland 16-14\*  
WKBQ St. Louis 19-17\*  
WRQX Washington, DC 19-17\*  
KDWB Minneapolis 18-17\*  
WPHR Cleveland 18-17\*  
KEGL Dallas 22-18\*  
KKRZ Portland 20-18\*  
KKBQ Houston 24-20\*  
KUBE Seattle 23-20\*  
KWSS San Jose 23-20\*  
KBEQ Kansas City 27-24\*

 18-16\*

 Heavy Rotation!

 Former Top 20 Rock Tracks!

 LP is Gold!

 From "Young Guns II"

 CD Featured On CD TuneUp #31!

# Tony! Toni! TONE!

*feels good*

**CLOSE-OUT ADDS!**

B-93 Austin  
KIKX Colorado Springs  
KSND Eugene  
*Plus 4 More*


**GOING ALL THE WAY!**


WLUM Milwaukee 1\*  
Z-90 San Diego 2-1\*  
Q-106 San Diego (Former #1)  
TIC-FM Hartford 7-2\*  
Y-108 Denver 3-2\*  
Power 106 Los Angeles 2\*  
Q-102 Philadelphia 2\*  
KHTK St. Louis 7-3\*  
Power 96 Tampa 6-3\*  
KOY Phoenix 5-3\*  
Hot 97.7 San Jose 4-3\*  
KKFR Phoenix 3\*  
KIIS Los Angeles 4\*  
KWOD Sacramento 4\*  
Q-105 Tampa 6-4\*  
WZOU Boston 9-5\*  
WHYT Detroit 5\*  
Kiss 108 Boston 6\*  
WEGX Philadelphia 4-8\*  
Z-100 New York 12-8\*  
WPLJ New York 13-10\*  
WMJQ Buffalo 12-10\*  
WKSE Buffalo 15-13\*

 20-18\*

 Active Rotation!

 CD Featured On CD TuneUp #27!

 LP is Gold!

 Former Top 5 On Urban Jams!



# THE Soup Dragons

*i'm free*

**ORDERING SOUP THIS WEEK!**

KMYZ Tulsa  
WILN Panama City  
WAYS Macon

**IT'S SOUP AT THESE STATIONS!**

KITS San Francisco (Former #1)  
KZHT Salt Lake City 22-19\*  
Power 99 Atlanta 23-21\*  
Yes 97 Columbia 24-21\*  
KFTZ Idaho Falls 23-22\*  
KAKS Amarillo 28-24\*  
KIOC Beaumont 32-26\*  
KRBE Houston 32-28\*  
WKBQ St. Louis 35-31\*  
Kiss 108 Boston 34-32\*  
KKBQ Houston 34-32\*

**ON OVER 40  
TOP 40 STATIONS!**

 Medium Rotation!

 Former Top 10 Alternative!

 CD Featured On CD TuneUp #29!



## TRACIE SPENCER

*"This House"*  
(Capitol)

This remarkable young artist both looks and sounds about 10 years older than her actual age of just barely 16. As you've probably already guessed, her latest is a house hit, again distancing herself from the image of a balladeer she picked up from her first album and its cover of John Lennon's "Imagine." This lead track from her second LP *Make The Difference* finds the crystal clear brilliance of this soul voice shining through the light beat. But the real surprise comes in the lyrics of the record which, in eloquently understated terms, come to grips with the homeless situation. Seasonally topical and featured on Network Forty's CD TuneUp #31.

## BLACK BOX

*"I Don't Know Anybody Else"*  
(deConstruction/ RCA)

While it is hardly a surprise to the Urban intensive Top 40 outlets that the *Italo* house hit "Everybody Everybody" was a crossover smash, many mainstream programmers are still trying to figure out what hit them. It may have only made it midway up the charts, but virtually all of the 160 stations that played the song at its peak were giving it huge chart jumps fueled by Top 10 requests and club action that has lasted a chart shattering five months so far. The follow-up has every bit the house power, but this time lead vocalist Katrin



DAVE STEWART AND THE SPIRITUAL COWBOYS

Quinol kicks off with an Annie Lennox intro that leaves you almost exhausted after four minutes.

## AFTER 7

*"Heat Of The Moment"* (Virgin)

Coming off two Top 10 hits that programmers actually had to be persuaded to play, After 7 has become the silent beneficiary of the slow chart action, with an album estimated to go Platinum this week, 14 months after its initial release. Still convinced their first single, "Heat Of The Moment," was more than just a Top 5 Urban radio hit, the pop department at Virgin gives it a second spin this week. Between the classic L.A. and Babyface production (After 7's three members are all relatives of the famous team) and this single's previous radio and club circulation, the song takes on a glaring familiarity. A nationwide tour with The Whispers just started last week and continues through the holidays.

## JAM SOCIETY

*"Reflections"* (Profile)

There have been quite a few Motown classics given the "once more around" by today's girl groups, but this latest cover has the added benefits of coming off the Euro-explosion and featuring a vocalist that does Diana Ross justice. If you haven't noticed, almost all of the recent #1 club records have hailed from Europe, with Italy's Black Box, Germany's Snap and Belgium's Technotronic leading the sales assault. Also from Belgium, Jam Society features Netherlands born Danella, who does her own Supreme style on this hit originally taken to #2 on the charts back in 1967. Featured on Network Forty's CD TuneUp #31.

## DAVE STEWART AND THE SPIRITUAL COWBOYS

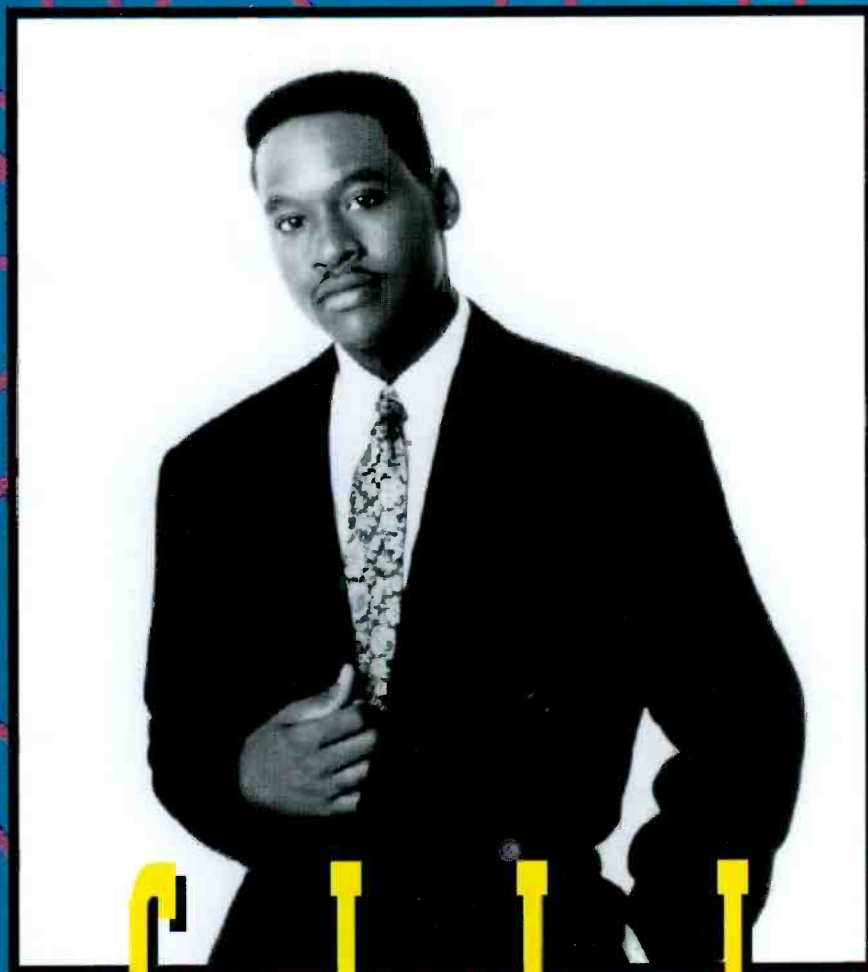
*"Love Shines"* (Arista)

One thing is evident, Dave Stewart is the last artist you would imagine as the voice behind this spiritual ballad. What is sure to bring back memories of John Lennon in his Plastic Ono period, is also sure to have people going back to check out this eclectic album that's been unjustly lost between formats for the last few months. As the less vocal sound weaver of the Eurythmics, Stewart has been lending his production talents and record company connections to a host of other bands for the last few years. Now this first Top 40 single from The Spiritual Cowboys project may have just found the perfect moment to drop off its heady sentiment as the holidays get underway.

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



J O H N N Y



G I L L I

“Fairweather Friend”

NEW FRIENDS!

WAVA Washington, DC    WKBQ St. Louis    Plus 5 More!

FRIENDLY MOVES!

WPGC Washington, DC 4-1*	FM102 Sacramento 6-3*	KMEL San Francisco 7*
KIIS Los Angeles 14-10*	Power Pig Tampa 17-13*	Y-108 Denver 16-13*
KOY Phoenix 16-13*	Z-90 San Diego 15-13*	Hot 97.7 San Jose 19-17*
Hot 97 New York 20-17*	Q-102 Philadelphia 25-18*	TIC-FM Hartford 21-18*
KTFM San Antonio 20-18*	Power 99 Atlanta 25-21*	Power 106 Los Angeles 25-21*

OVER 100 TOP 40 STATIONS!

“KSND consistently receives upper demo phones from working women on ‘Fairweather Friend’! Eugene’s ladies love Johnny!”

-Chris Ruh, KSND Eugene 27-24\*

NETWORK 40-37\*

\$ Album Is Nearing Triple Platinum!    ♣ Former #1 On Urban Jams!

Produced By L.A. & Babyface For LA Face, Inc.



# MOST REQUESTED



KIIS FM L.A., Hollywood Hamilton

1. Vanilla Ice, Ice Ice Baby
2. Madonna, Justify My Love
3. Candyman, Knockin' Boots
4. New Kids, Baby I Believe
5. Mariah Carey, Love Takes
6. Stevie B, Because I Love You
7. Janet Jackson, Love Will
8. Surface, The First Time



WKBQ St Louis, Jimmy Page

1. Poison, Something To
2. Vanilla Ice, Ice Ice Baby
3. Nelson, After The Rain
4. Stevie B, Because I Love You
5. Slaughter, Fly To The Angels
6. Madonna, Rescue Me
7. Damn Yankees, High Enough



WDFX Detroit, Domino

1. Stevie B, Because I Love You
2. Vanilla Ice, Ice Ice Baby
3. AC/DC, Thunderstruck
4. Madonna, Justify My Love
5. Winger, Miles Away
6. Janet Jackson, Love Will
7. Damn Yankees, High Enough
8. Daryl D, My Ding-A-Ling
9. Poison, Something To



WBLLI Long Island, Mark Lobel

1. New Kids, Let's Try It Again
2. Alias, More Than Words Can
3. Damn Yankees, High Enough
4. Madonna, Justify My Love
5. Stevie B, Because I Love You



1. VANILLA ICE, ICE ICE BABY
2. MADONNA, JUSTIFY MY LOVE
3. STEVIE B, BECAUSE I LOVE YOU
4. DEEE-LITE, GROOVE IS IN THE HEART
5. POISON, SOMETHING TO BELIEVE IN
6. CANDYMAN, KNOCKIN' BOOTS
7. 2 IN A ROOM, WIGGLE IT
8. M.C. HAMMER, PRAY
9. DNA w/SUZANNE VEGA, TOM'S DINER
10. SOHO, HIPPYCHICK



WRQN Toledo, Kidd Cunningham

1. Vanilla Ice, Ice Ice Baby
2. Poison, Something To
3. Madonna, Justify My Love
4. Stevie B, Because I Love You
5. Deee-Lite, Groove Is In The
6. Warrant, I Saw Red
7. Soho, Hippyckick
8. Winger, Miles Away
9. 2 In A Room, Wiggle It



WZOK Rockford, Rod Zilla

1. Vanilla Ice, Ice Ice Baby
2. Stevie B, Because I Love You
3. Winger, Miles Away
4. George Michael, Freedom 90

5. Poison, Something To
6. DNA w/Suzanne Vega, Tom's
7. Nelson, After The Rain
8. Surface, The First Time
9. Glenn Medeiros, Me-You=Blue
10. The Outfield, For You



KHYI Dallas, Mason Dixon

1. Vanilla Ice, Ice Ice Baby
2. Poison, Something To
3. Candyman, Knockin' Boots
4. Warrant, Cherry Pie
5. Stevie B, Because I Love You
6. Nelson, Love And Affection
7. M.C. Hammer, Pray
8. Deee-Lite, Groove Is In The
9. Concrete Blonde, Joey



WKSE Buffalo, Smokin' Willie B.

1. Stevie B, Because I Love You
2. Deee-Lite, Groove Is In The
3. Nelson, After The Rain
4. Candyman, Knockin' Boots
5. Poison, Something To
6. 2 In A Room, Wiggle It
7. Soho, Hippyckick
8. C & C Music Factory, Sweat
9. Surface, The First Time



KXXR Kansas City, Kelly Ulrich

1. Candyman, Knockin' Boots
2. Madonna, Justify My Love
3. Technotronic, Rockin' Over
4. The Party, I Found Love
5. Vanilla Ice, Ice Ice Baby
6. Bell Biv DeVoe, B.B.D. (I Thought
7. C & C Music Factory, Sweat
8. M.C. Hammer, Pray



WHTZ New York, Kid Kelly

1. Poison, Something To
2. Vanilla Ice, Ice Ice Baby
3. Debbie Gibson, Anything Is
4. Damn Yankees, High Enough
5. Madonna, Rescue Me



KQLZ Los Angeles, Batman Gomez

1. AC/DC, Thunderstruck
2. Warrant, Cherry Pie
3. Trixter, Give It To Me Good
4. Anthrax, Got The Time
5. Faster Pussycat, You're So

# EARLY *Holiday Hits*

FROM COLUMBIA RECORDS

**WARRANT**  
*"I Saw Red"*

Exclusive/Heavy Rotation!  
 Top 40 Most Added!  
 Adds Include  
 Pirate WPHR    KXYQ    WKSE  
                   WDFX    KSAQ

**C&C MUSIC FACTORY**  
*"Gonna Make You Sweat"*

Top 40 Most Added!  
 WAVA Add    KIIS D-28\*  
 KMEL 20-14\*    Hot 97 19-12\*  
 Tower/Stonestown #1 12-inch!  
                   Tower/DC #9 Single!

**L.L. COOL J**  
*"Around The Way Girl"*

Adds Include:  
 WPGC    WLOL    KKFR    FM102  
 KDWB    KMEL    HOT 94.9    WCKZ  
 TIC-FM    KGGI    KOY    KTFM

**BILLY JOEL**  
*"And So It Goes"*

On Over 180 Top 40 Stations!  
 Adds Include  
 WNVZ    KKRZ  
 Y-100 7-6\*  
 Z-100 20-17\*  
 Development Rotation!  
 Kemp Mill #23 Single!

**SURFACE**  
*"The First Time"*

Top 40 Most Added!  
 Z-100 A-30\*    Power Pig 33-25\*  
 Specs #7 Single!  
                   Tower/Broadway #11 Single!  
                   Wherehouse/L.A #16 Single!  
                   Tower/Stockton #1 Single!

**ON YOUR DESK NOW!**

**GEORGE LAMOND featuring BRENDA K. STARR**

*"No Matter What"*

Columbia



# MOST REQUESTED

## 98.5 KLUC FM

KLUC Las Vegas, Cat Thomas

1. Vanilla Ice, Ice Ice Baby
2. Timmy T, One More Try
3. Candyman, Knockin' Boots
4. Keith Sweat, I'll Give All
5. Cynthia & Johnny O, Dream
6. Deee-Lite, Groove Is In The
7. Madonna, Justify My Love
8. DNA w/Suzanne Vega, Tom's

## Q104

KBEQ Kansas City, Steve E.B.

1. Madonna, Justify My Love
2. Stevie B, Because I Love You
3. M.C. Hammer, Pray
4. Winger, Miles Away
5. Warrant, Cherry Pie
6. Vanilla Ice, Ice Ice Baby
7. Poison, Something To
8. Soho, Hippychick
9. Mariah Carey, Love Takes

## KZZP 104.7 FM

KZZP FM Mesa/Phoenix, Jack Hammer

1. Vanilla Ice, Ice Ice Baby
2. Poison, Something To
3. Madonna, Justify My Love
4. Iggy Pop, Candy
5. DNA w/Suzanne Vega, Tom's
6. Damn Yankees, High Enough
7. Deee-Lite, Groove Is In The
8. Jon Bon Jovi, Miracle

## B96

WBBM FM Chicago, George McFly

1. Vanilla Ice, Ice Ice Baby
2. The Party, I Found Love
3. TKA, Crash (Have Some Fun)
4. Cynthia & Johnny O, Dream
5. Stevie B, Because I Love You



## A. J.

WPLJ NEW YORK

1. VANILLA ICE, ICE ICE BABY
2. WINGER, MILES AWAY
3. 2 IN A ROOM, WIGGLE IT
4. MADONNA, JUSTIFY MY LOVE
5. DAMN YANKEES, HIGH ENOUGH

## KDWB 701.3

KDWB Minneapolis, Bobby Wilde

1. Stevie B, Because I Love You
2. Vanilla Ice, Ice Ice Baby
3. Poison, Something To
4. M.C. Hammer, Pray
5. DNA w/Suzanne Vega, Tom's
6. Candyman, Knockin' Boots
7. Madonna, Justify My Love
8. Slaughter, Fly To The Angels

## HOT 97 FM

WQHT New York, Freddie Colon

1. Vanilla Ice, Ice Ice Baby
2. Cynthia & Johnny O, Dream
3. Stevie B, Because I Love You
4. G. LaMond/B. Starr No Matter
5. Madonna, Justify My Love

## HOT 97.7 FM

KHQT San Jose, Dwaine Luna

1. Keith Sweat, I'll Give All
2. Deee-Lite, Groove Is In The
3. Bell Biv DeVoe, B.B.D. (I Thought)
4. Candyman, Melt In Your Mouth
5. Jaya, One Kiss Per Minute

## KG101 Connection

WKCI New Haven, Kelly Nash

1. Stevie B, Because I Love You
2. Madonna, Justify My Love
3. Deee-Lite, Groove Is In The
4. Debbie Gibson, Anything Is
5. Vanilla Ice, Ice Ice Baby
6. Dino, Gentle
7. Nelson, After The Rain

8. Tony! Toni! Tone!, Feels
9. Soho, Hippychick
10. Warrant, Cherry Pie

## KPLZ

KPLZ Seattle, Mark Allan

1. Stevie B, Because I Love You
2. M.C. Hammer, Pray
3. Madonna, Justify My Love
4. Alias, More Than Words Can
5. AC/DC, Thunderstruck
6. Soho, Hippychick
7. Mariah Carey, Love Takes
8. Janet Jackson, Love Will
9. Winger, Miles Away
10. Vanilla Ice, Ice Ice Baby

## MAJIC 102

WMJQ Buffalo, Mike Steele

1. The Simpsons, Do The Bartman
2. Vanilla Ice, Ice Ice Baby
3. Stevie B, Because I Love You
4. Candyman, Knockin' Boots
5. Bell Biv DeVoe, B.B.D. (I Thought)
6. Madonna, Justify My Love
7. Tony! Toni! Tone!, Feels
8. C & C Music Factory, Sweat
9. Soho, Hippychick

## WAVA 105

WAVA Washington DC, Cadillac Jack

1. Vanilla Ice, Ice Ice Baby
2. New Kids, Let's Try It Again
3. Candyman, Knockin' Boots
4. DNA w/Suzanne Vega, Tom's
5. Alias, More Than Words Can
6. Daryl D, My Ding-A-Ling
7. Madonna, Justify My Love
8. Righteous Bros., Unchained
9. Deee-Lite, Groove Is In The

# Debbie Gibson

**"Anything Is Possible"**

**+ Most Added Top 40 For The Second Straight Week!**

***These Stations Do Debbie!***

WEGX Philadelphia	B-104 Baltimore
B-96 Chicago	WLOL Minneapolis
KHTK St. Louis	Power 99 Atlanta
Power Pig Tampa	KKRZ Portland
WDJX Louisville	KLUC Las Vegas

*Plus 40 More!*

***Now On Over 130 Top 40 Stations!***



# INXS

**"Disappear"**

**+ Most Added Top 40 With 68 Out Of The Box Believers!**

WPHR Cleveland	Pirate Los Angeles
KXYQ Portland	KZHT Salt Lake City
KSAQ San Antonio	Y-107 Nashville
KKRD Wichita	KZZU Spokane
KQKQ Omaha	WBBQ Augusta

*Plus 58 More!*

**TV Exclusive Rotation!**

## "Eddy Steady Go"

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

***Already On These Winning Stations!***

KS-104 Denver
Q-106 San Diego
KTFM San Antonio
Kiss 108 Boston
KIKI Honolulu
KPRR El Paso

***Ready For Adds!***

# Rozlyne Clarke

**Natasha's Brother And Rachele Cappelli**  
**"Always Come Back To You"**  
**Now Ready For Adds!**



# MOST REQUESTED

## Z95

FM

WY TZ Chicago, Danny Wright

1. Vanilla Ice, Ice Ice Baby
2. Madonna, Justify My Love
3. Poison, Something To
4. Bell Biv DeVoe, B.B.D. (I Thought
5. Stevie B, Because I Love You
6. Cynthia & Johnny O, Dream
7. Winger, Miles Away
8. 2 In A Room, Wiggle It

## EAGLE 106

WEGX

WEGX Philadelphia, Jay Beau Jones

1. Vanilla Ice, Ice Ice Baby
2. Bell Biv DeVoe, Do Me
3. DNA w/Suzanne Vega, Tom's
4. Stevie B, Because I Love You
5. 2 In A Room, Wiggle It

## POWER 93

THE POWER TIG

WFLZ Tampa, Tim & Tom

1. Stevie B, Because I Love You
2. Vanilla Ice, Ice Ice Baby
3. Candyman, Melt In Your Mouth
4. C & C Music Factory, Sweat
5. DNA w/Suzanne Vega, Tom's
6. Madonna, Justify My Love
7. Whitney Houston, I'm Your

## Power 106 FM

KPWR Los Angeles, Frank Lozano

1. Madonna, Justify My Love
2. Ralph Tresvant, Sensitivity
3. Culture Beat, I Like It
4. Vanilla Ice, Ice Ice Baby
5. Candyman, Knockin' Boots
6. Stevie B, Because I Love You



## BREAKOUT! DAMN YANKEES "HIGH ENOUGH"

- KSND EUGENE #1
- WBLI LONG ISLAND #3
- Z-100 NEW YORK #4
- WPLJ NEW YORK #5
- KZZP PHOENIX #6
- WKDQ ST. LOUIS #7

## HOT 102 fm

WLUM Milwaukee, Chris Kerr

1. Madonna, Justify My Love
2. Surface, The First Time
3. Vanilla Ice, Ice Ice Baby
4. Atooz, Callin' Out Your
5. Ralph Tresvant, Sensitivity
6. UB40, The Way You Do The

## JAMMIN Z90

XHTZ San Diego, Kid Corona

1. Stevie B, Because I Love You
2. C & C Music Factory, Sweat
3. Vanilla Ice, Ice Ice Baby
4. Madonna, Justify My Love
5. DNA w/Suzanne Vega, Tom's
6. Ralph Tresvant, Sensitivity
7. Father MC, I'll Do For You

## all hit 97.1 KEGL

The Eagle

KEGL Dallas, Michael Blake

1. Vanilla Ice, Ice Ice Baby
2. Warrant, Cherry Pie
3. Alias, More Than Words Can
4. Deee-Lite, Groove Is In The
5. Stevie B, Because I Love You
6. Candyman, Knockin' Boots
7. Surface, The First Time
8. Poison, Something To
9. Madonna, Justify My Love

## KHTK HOT 97 FM

KHTK St. Louis, Mike Shannon

1. New Kids, Let's Try It Again
2. DNA w/Suzanne Vega, Tom's
3. Madonna, Justify My Love
4. Vanilla Ice, Ice Ice Baby

5. Alias, More Than Words Can
6. 2 In A Room, Wiggle It
7. C & C Music Factory, Sweat
8. The Party, I Found Love
9. Surface, The First Time

## 99.5 WLOL

WLOL Minneapolis, Alan Kabol

1. Vanilla Ice, Ice Ice Baby
2. Candyman, Knockin' Boots
3. Stevie B, Because I Love You
4. Deee-Lite, Groove Is In The
5. The Time, Shake
6. Tony! Toni! Tone!, Feels
7. Cathy Dennis, Just Another
8. Tevin Campbell, Round And
9. Candi & The Backbeat, World

## kzzu 200

KZZU FM Spokane, Chuck Matheson

1. Vanilla Ice, Ice Ice Baby
2. Madonna, Justify My Love
3. Warrant, Cherry Pie
4. M.C. Hammer, Pray
5. Damn Yankees, High Enough
6. Cinderella, Shelter Me
7. Deee-Lite, Groove Is In The
8. Stevie B, Because I Love You

## Z100 FM

KKRZ Portland, Mike Chase

1. Stevie B, Because I Love You
2. Vanilla Ice, Ice Ice Baby
3. Whitney Houston, I'm Your
4. M.C. Hammer, Pray
5. Janet Jackson, Love Will
6. Information Society, Think
7. Donny Osmond, My Love Is A
8. Bette Midler, From A
9. Madonna, Justify My Love
10. Deee-Lite, Groove Is In The

Win A Personal Laptop Word Processor!

**THE NETWORK**  
FORTY

**CROSSOVER PUZZLE**

Complete The Entire Crossover Puzzle And Find The Mystery Hit Single!

1		L		2				3	B			4				5		6		7
			8																	L
9		E					10					11				E	12			
					13					14							15			
16	D	17					18	F				19								
									20						21					
22	T	23			24				25	E		26			27			28	29	
															T				30	
31			32	H		33	34		A			35					36		C	
			N		37															
38	V																			R

**ACROSS**

- 1. Conjunctive first person
- 3. Attractive
- 6. Mainstream
- 8. Offer
- 9. Nice & \_\_\_\_\_ melody
- 10. Total
- 11. Requests
- 13. Positive \_\_\_\_\_ out
- 14. Possessive pronoun
- 15. Elektra big guy
- 16. Most \_\_\_\_\_ record
- 18. Trend
- 19. Passionate affection
- 21. Preposition meaning toward
- 22. Same name as LP
- 25. Positive ladies
- 28. Not me, \_\_\_\_\_
- 30. Operations Manager
- 31. First name of hot Elektra artist
- 33. Perspire
- 35. Test
- 38. Labels

**DOWN**

- 1. \_\_\_\_\_ phones
- 2. Smash record
- 3. Slow, romantic song
- 4. \_\_\_\_\_ 5 in every demo
- 5. Statistics don't \_\_\_\_\_
- 6. Program Director
- 7. LP is not Gold, it's \_\_\_\_\_
- 8. Brings good things to life
- 10. T.V. animal geek
- 12. \_\_\_\_\_-in to be a hit
- 17. Digital Audio Tape
- 20. The unit of musical rhythm
- 23. Cold as \_\_\_\_\_
- 24. Compact Disc
- 26. Put it on the \_\_\_\_\_
- 27. \_\_\_\_\_ the show
- 29. \_\_\_\_\_ Baby, it's so good
- 32. Explosive
- 34. Warner Elektra Atlantic Corporation
- 36. Out of the bag
- 37. Play it \_\_\_\_\_ else!

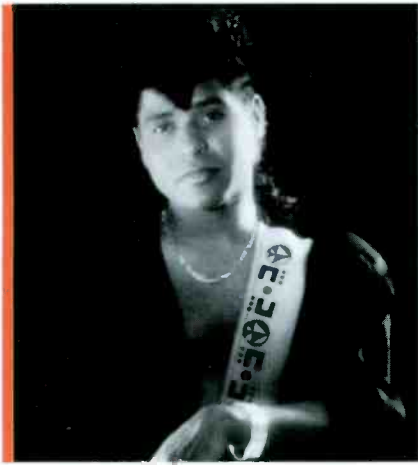
**NETWORK FORTY CROSSOVER PUZZLE RULES**

- 1. One entry per individual.
- 2. Entry may be from original, photo or fax copy.
- 3. Winner will be randomly drawn from all correct entries.
- 4. All entries must be received by The Network Forty via mail or fax by Monday, November 19th at 5:00pm PST.
- 5. Decision of the judges is final.

**BOX OR MAIL YOUR ENTRY TO:**

THE NETWORK FORTY - 120 NORTH VICTORY BLVD - BURBANK, CA. 91502 - FAX (818) 846-9870

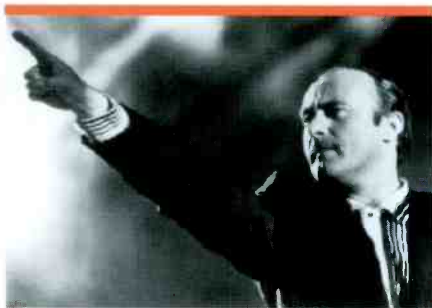
Watch For The Winner In Issue 39 On November 23rd. Good Luck!



Stevie B



Madonna



Phil Collins

# N40

# HIT SINGLES

(For The Research Week Ended 11/13/90)

2W	LW	TW	Artist/Song	Label
1	1	①	MARIAH CAREY. Love Takes Time	Columbia
7	4	②	WHITNEY HOUSTON. I'm Your Baby Tonight	Arista
8	6	③	POISON. Something To Believe In	Enigma/Capitol
14	11	④	STEVIE B. Because I Love You	LMR/RCA
3	2	5	ALIAS. More Than Words Can Say	EMI
13	9	⑥	WILSON PHILLIPS. Impulsive	SBK
9	7	⑦	DARYL HALL & JOHN OATES. So Close	Arista
10	8	⑧	HEART. Stranded	Capitol
11	10	⑨	BETTE MIDLER. From A Distance	Atlantic
16	12	⑩	DEEE-LITE. Groove Is In The Heart	Elektra
17	14	⑪	DAMN YANKEES. High Enough	WB
25	16	⑫	GEORGE MICHAEL. Freedom 90	Columbia
2	3	13	VANILLA ICE. Ice Ice Baby	Ultrax/SBK
5	5	14	M.C. HAMMER. Pray	Capitol
20	17	⑮	UB40. The Way You Do The Things You Do	Virgin
24	18	⑯	JON BON JOVI. Miracle	Mercury
26	21	⑰	DONNY OSMOND. My Love Is A Fire	Capitol
23	20	⑱	TONY! TONI! TONE!. Feels Good	Wing/Polydor
30	24	⑲	STEVE WINWOOD. One And Only Man	Virgin
4	13	20	JAMES INGRAM. I Don't Have The Heart	WB
31	25	⑳	WINGER. Miles Away	Atlantic
22	19	22	SOHO. Hippychick	Savage/Atco
D	36	㉓	MADONNA. Justify My Love	Sire/WB
35	28	㉔	THE OUTFIELD. For You	MCA
39	30	㉕	NELSON. After The Rain	DGC
36	29	㉖	INFORMATION SOCIETY. Think	Tommy Boy/Reprise
6	15	27	PEBBLES. Giving You The Benefit	MCA
38	32	㉘	2 IN A ROOM. Wiggle It	Cutting/Charisma
D	39	㉙	PHIL COLLINS. Hang In Long Enough	Atlantic
37	34	⑳	BILLY JOEL. And So It Goes	Columbia
D	38	㉑	DNA FEATURING SUZANNE VEGA. Tom's Diner	A&M
12	22	32	JANET JACKSON. Black Cat	A&M
21	23	33	DAVID CASSIDY. Lyin' To Myself	Enigma
40	37	㉓	CHEAP TRICK. Wherever Would I Be	Epic
15	26	35	AFTER 7. Can't Stop	Virgin
▶ DEBUT!	36	36	SURFACE. The First Time	Columbia
D	40	37	JOHNNY GILL. Fairweather Friend	Motown
▶ DEBUT!	38	38	ELISA FIORILLO. On The Way Up	Chrysalis
▶ DEBUT!	39	39	JANET JACKSON. Love Will Never Do (Without You)	A&M
▶ DEBUT!	40	40	CATHY DENNIS. Just Another Dream	Polydor





## WHY DENY THE OBVIOUS?

"The Rhythm Of The Saints is the all-time, one-week best seller at Tower Records, Columbus and Bay. There is a very simple reason for this: it is the most stunning recording released in the last ten years."

- Robert Olsen, Manager  
*Tower Records, San Francisco*

" ' The Obvious Child' tested 80 per cent positive – out of 63 calls, 51 LOVED it. That is the most positive test result we've ever had on a record – and we test a lot of records."

-Michael O' Brien  
*KLCY, Salt Lake City*

"...THE RHYTHM OF THE SAINTS [is] a triumph on the order of GRACELAND."

- *USA Today*

- Thursday, Nov. 15, 12:30 p.m.  
Press conference featuring live performance and tour announcement to be broadcast nationally on radio and TV
- Saturday, Nov. 17:  
Live appearance on "Saturday Night Live"
- Monday, Nov. 19:  
Video news conference targeted at TV stations in tour markets

# PAUL SIMON

## THE OBVIOUS CHILD

The First Single From The Groundbreaking Album

*The Rhythm Of The Saints*

ON YOUR DESK THIS WEEK

Produced by Paul Simon • Engineered by Roy Halee

**Video on MTV and VH-1 !**



©1990 Warner Bros. Records Inc.

# THE NEXT 40

## DEBBIE GIBSON

**"Anything Is Possible" (Atlantic)**

Next in line for *The Network Forty* chart with 136 stations, Gibson's latest is third most added for the week.



REQUEST ACTION: WHTZ, WKCI, KKRZ, KPLZ, WNTQ, KKRD, KIKX, KSLY

MAJOR MOVES: WHTZ(26-22), WQHT(33-30), WWCK(35-27), KBTS(40-35), KYRK(D-16), WPFM(35-29), KQIZ(31-25)

MOST ADDED: 49, including WEGX, WBSB, WBBM, WLWL, KHTK, WAPW, WFLZ, KRBE, KKRZ, WFLY, WERZ, WYCR

MTV SUPPORT: 2 weeks, in Medium rotation

## WILL TO POWER

**"I'm Not In Love" (Epic)**

This newly revamped Florida duo picks up instant reaction with their 10cc cover and enough stations to make it #7 most added and chartbound.



REQUEST ACTION: WLUM, KKRD, KKSS

MAJOR MOVES: 28, including WPOW(16-13), WFLZ(37-29), KKLQ(22-18), KMEL(29-24), WSPK(37-30), WHXT(17-13)

MOST ADDED: 34, including WTIC, WPGC, KDWB, WHYI, KEGF, KKRZ, KPLZ, WRCK, WKHI, KZIO, WABB, WAPE

## ROBERT PALMER

**"You're Amazing" (EMI)**

Top 10 at Rock radio in two weeks, Palmer shows he's still "Amazing" after 14 years of cutting edge hits. Ninth most added; 119 stations.



REQUEST ACTION: KKRD, WOKI

MAJOR MOVES: KQLZ(D-20), KATM(26-17), KIOK(40-30), WAAL(37-24), WHTO(38-31), KQCR(34-30), KFMW(37-31)

MOST ADDED: 30, including KWSS, KXXX, KKRZ, KPLZ, WNTQ, WPXY, WRCK, WYCR, KXKT, WHHY, WANS, WHOT

CROSSOVER: Moves 18-10\* at Rock radio

## BREATHE

**"Does She Love That Man?" (A&M)**

This romantic English trio has phones ringing at KPLZ and building chart moves that make it chartbound with 103 stations.



MAJOR MOVES: 17, including WKBQ(38-30), WABB(33-28), WWCK(21-19), WHTO(34-28), KGLI(37-30), WPFM(31-26)

MOST ADDED: 27, including WKCI, KXXX, CKOI, WLAN, WQXA, WTFX, WCGQ, WNOK, WZZG, WHOT, KKMG, WAAL

CROSSOVER: Top 30 at A/C radio

NETWORK FORTY TUNEUP: Featured on CD #30

## BELL BIV DEVOE

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

Continued retail and request line response has this third BBD single jumping on WSPK, WNVZ and KAMZ, with moves at most of 91 stations.



TOP TEN: WXKS, WPGC, WFLZ, KRXY, KKFR, KPWR, XHTZ, KKMG, KBOS

REQUEST ACTION: 12, including WPRO, WKSE, WMJQ, WLUM, WYTZ, WKBQ, KXXR, WPHR, KTFM, KHQT, KSFM

MAJOR MOVES: 39, including WZOU(13-11), WPGC(13-6), WYTZ(22-15), WKBQ(22-16), WFLZ(11-9), KTFM(17-14)

MTV SUPPORT: On YO! MTV Raps!

SALES BREAKOUT: LP is Double Platinum

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

## DON HENLEY

**"New York Minute" (Geffen)**

Henley's Big Apple time capsule counts a Top 10 at WSTR and phones at WHYI as 11 new adds include WNNK, WMEE and KZIO. 94 stations.



MAJOR MOVES: 26, including WRQX(23-20), WHYI(24-15), KHMZ(21-19), WVKZ(31-22), WAYS(31-27), WVKS(28-17)

SALES BREAKOUT: LP is Double Platinum

CROSSOVER: Top 20 at A/C and moves 26-22\* at Rock radio

## DINO

**"Gentle" (Island)**

This former Las Vegas DJ and Music Director cues up 11 new adds for his romantic duet, including WLOL, WKBQ and KIKI. 74 stations.



TOP TEN: WPGC, KGGI, KHQT, WCKZ

REQUEST ACTION: WKCI, KTFM, XHTZ

MAJOR MOVES: 15, including XHTZ(14-11), KHQT(10-8), KSFM(24-19), WCKZ(10-9), KPRR(27-21), KKXX(15-13)

CROSSOVER: Debuts 47\* at Urban radio

NETWORK FORTY TUNEUP: Featured on CD #31

## LEGEND

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

# DEPECHE MODE

## "WORLD IN MY EYES"



**NEW ADDS A LA MODE!**

KIIS Los Angeles Q-106 San Diego KPLZ Seattle KSAQ San Antonio  
KZHT Salt Lake City KLUC Las Vegas KZZU Spokane KHFI Austin  
And 10 More!

**WORLDLY MOVES!**

KRBE Houston 21-18\* WHYT Detroit D-23\* Power 106 Los Angeles D-31\*

**\$** From The MULTI-PLATINUM Album "Violator"

# JUDE COLE

## "HOUSE FULL OF REASONS"



**A HOUSE FULL OF ADDS!**

WKZL Winston-Salem KIKX Colorado Springs KRNQ Des Moines  
WSKZ Chattanooga KTMT Medford Yes 97 Columbia  
KFMW Waterloo And 7 More!

**ADULT MOVES!**

KHMX Houston 23-21\* KXYQ Portland 28-25\* WNCI Columbus 32-29\*  
Power 99 Atlanta D-31\* WABB Mobile D-32\*

**\$** Album Approaching GOLD! **CD** Featured On CD TuneUp #30!

# INFORMATION SOCIETY

## "THINK"

On Over 140 Top 40 Stations!  
New This Week At WMJQ Buffalo!



**THIS INFORMATION SHOULD MOVE YOU!**

Hot 97 New York 5-3\* KKMG Colorado Springs 11-8\*  
KKFR Phoenix 12-9\* KJ-103 Oklahoma City 13-9\*  
B-96 Chicago 12-11\* Q-105 Tampa 13-11\*  
TIC-FM Hartford 18-16\* KRBE Houston 23-17\*  
KXXR Kansas City 21-17\* WOKI Knoxville 21-18\*  
KKRZ Portland 21-19\* WHYT Detroit 21-19\*  
Y-108 Denver 24-20\* KWNZ Reno 26-20\*

**NETWORK** 29-26\*  
PORTV

**M** Breakout Rotation! **T** Top 10 Most Requested At KKRZ Portland

# THE NEXT 40

## INXS

### "Disappear" (Atlantic)







INXS' second X release takes second most added honors out of the box with phone action already visible at KKRK.

-  MOST ADDED: 68, including WPHR, KSAQ, KQLZ, KXYQ, WAAF, WVKZ, WRCK, WNNK, WPST, WKHI, WIXX, KZIO
-  MTV SUPPORT: 2 weeks, in Exclusive rotation
-  SALES BREAKOUT: LP is Top 10 in 32 markets, including NY, Boston, Philly, Baltimore, Chicago, Cincinnati, Nashville, Phoenix, LA, San Fran and Seattle
-  CROSSOVER: Moves 24-14\* at Rock and former Top 5 at Alternative radio
-  INTERNATIONAL: LP is Top 5 in Canada and Australia and Top 10 across Europe and Top 30 in UK
-  NETWORK FORTY TUNEUP: Featured on CD #31

## RALPH TRESVANT

### "Sensitivity" (MCA)







This sexy Urban ballad from the last New Edition moonlighter explodes on 71 stations.

-  TOP TEN: WPGC, KRXY, KKLQ, KMEL, KSFM, KIKI
-  REQUEST ACTION: WAVA, WLUM, WFLZ, KJMZ, KTFM, KKFR, KPWR, XHTZ, KSFM, KKMG, KDON, KKSS
-  MAJOR MOVES: 29, including WXKS(27-19), WPGC(12-7), KRXY(14-6), KGGI(19-14), KHIS(27-21), KKLQ(16-10), XHTZ(26-16)
-  MOST ADDED: 16, including WPLJ, WKSE, WKCI, WAVA, WBBM, WLUM, KXXR, WEZB, KRBE, WSPK, WAPE, WBBQ
-  SALES BREAKOUT: Top 20 National 12-inch sales
-  CROSSOVER: Moves 9-4\* at Urban radio with Top 10 requests

## C&C MUSIC FACTORY

### "Gonna Make You Sweat (Everybody Dance Now)" (Columbia)






What could be the first US made house hit with #1 potential to come along in months has everybody already dancing. 66 stations.

-  REQUEST ACTION: 13, including WPLJ, WQHT, WKSE, WMJQ, KHTK, KXXR, WFLZ, KTFM, XHTZ, KSFM, WZZG
-  MAJOR MOVES: 12, including WQHT(19-12), WTIC(39-30), KKLQ(19-16), XHTZ(21-14), KMEL(20-14), KIKI(27-20)
-  MOST ADDED: 23, including WPLJ, WPRO, WMJQ, WAVA, WLOL, WPOW, WFLZ, WHYT, KOY, WHXT, WQXA, WBBQ
-  SALES BREAKOUT: Top 40 National 12-inch sales
-  CROSSOVER: Debuts 49\* at Urban radio
-  CLUBS: Top 10 National Club action

## BLACK CROWES

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



Brothers Rich and Chris Robinson parlay their #1 Rock action into new Top 40 adds at WKZL, WJET and WRQN. 64 stations.

-  TOP TEN: WAAF, WQUT, WSKZ, WYYS, WIQB, KRZR, WQEN
-  MAJOR MOVES: 25, including KQLZ(19-13), WAAF(11-8), WVKZ(14-11), WBBQ(26-18), KATM(22-15), KRZR(5-3)
-  MTV SUPPORT: 10 weeks, in Active rotation
-  SALES BREAKOUT: LP is Gold and Top 10 in 14 markets, including Trenton, Syracuse, Milwaukee, Indy, Cincinnati, Atlanta, Nashville and Corpus Christi
-  CROSSOVER: Former #1 at Rock radio with #1 requests

## VIXEN

### "Love Is A Killer" (EMI)






Vixen's raw and emotional ballad finds new lovers this week in WJET, KFXD and KCHX. 70 stations.

-  MAJOR MOVES: 13, including WNCI(20-18), WOKI(23-20), WQUT(23-20), WRQK(20-16), KRZR(10-8), KLYV(18-15)
-  CROSSOVER: Moves 53-46\* at Rock radio

## BAD COMPANY

### "If You Needed Somebody" (Atco)






With the original Bad Company breaking up just five years after they first became a band, the furor over their reunion continues. Already Top 10 at KMYZ and phones at WNTQ. 63 stations.

-  MAJOR MOVES: 15, including WVKZ(26-20), WPXR(25-21), WQUT(27-21), WRQK(21-18), KTUX(29-22), KRZR(19-16)
-  MOST ADDED: 14, including WMJQ, WKRQ, WERZ, KQKQ, KBFM, KISN, WAAL, WYKS, WQID, WSNX, KAKS, KCHX
-  CROSSOVER: Moves 9-7\* at Rock radio
-  TOURING: Tour resumes next week in the Carolinas
-  NETWORK FORTY TUNEUP: Featured on CD #30

## CHER

### "The Shoop Shoop Song (It's In His Kiss)" (Geffen)

This month's Vanity Fair cover girl prepares for the release of "Mermaids" with a second week of most added Top 40 action. 65 stations.

-  MAJOR MOVES: WRQX(30-27), WHYI(30-25), WHTO(37-30)
-  MOST ADDED: 14, including WKQI, KXYQ, WFLY, WKHI, KQKQ, WVKZ, KISN, KLUC, KFXD, KMCK, KQIZ, KISR
-  MTV SUPPORT: Debuts in Medium rotation
-  CROSSOVER: Top 30 at A/C radio
-  NETWORK FORTY TUNEUP: Featured On CD #31

# BILLY IDOL

## “PRODIGAL BLUES”



**THE PRODIGAL SON BRINGS HOME THE ADDS!**

**KZHT SALT LAKE CITY  
KATM COLORADO SPRINGS  
YES 97 COLUMBIA  
KZZU SPOKANE  
WKSF ASHVILLE  
95XXX BURLINGTON**

**KSAQ SAN ANTONIO  
OK95 TRI CITIES  
KRZR FRESNO  
KYYY BISMARCK  
KNIN WICHITA FALLS  
PLUS 6 MORE!**

 **ACTIVE ROTATION!**

 **DEBUTS-36\* ON ROCK TRACKS!**

 **FROM THE PLATINUM ALBUM “CHARMED LIFE” !**

  
Chrysalis.

# THE NEXT 40

## ELTON JOHN

### "You Gotta Love Someone" (MCA)

Elton enters his fourth decade in music with a greatest hits package that tells the whole story, and yields this previously unreleased hit. Phones at WKQI and WOKI; 63 stations.



MAJOR MOVES: WKQI(25-21), KXYQ(29-26), WZOK(35-30)  
 MOST ADDED: 17, including WRQX, WHYI, WNCI, WLAN, WKZW, KKRZ, WHHY, WANS, WGRD, WXXX, WQGN, WCIR  
 VH1 SUPPORT: 2 weeks, in Development rotation  
 CROSSOVER: Top 5 at A/C radio  
 INTERNATIONAL: Former Top 40 in UK. LP is former Top 10 in UK  
 NETWORK FORTY TUNEUP: Featured On CD #31

## KEITH SWEAT

### "I'll Give All My Love To You" (Vintertainment/Elektra)

The title track from Sweat's LP shifts into full gear this week, taking eighth most added honors. 50 stations.



TOP TEN: KKLQ, KHQT, KMEL, KSFM, KIKI, KDON  
 REQUEST ACTION: KHQT, KLUC, KDON  
 MAJOR MOVES: 10, including WRBQ(24-20), KHQT(14-10), KSFM(5-2), KKMZ(21-13), KLUC(16-12), KBOS(17-12)  
 MOST ADDED: 33, including WPLJ, WZOU, WTIC, KHTK, KXXR, WFLZ, KEGL, KSAQ, KKFR, KGGI, KKRZ, WERZ  
 SALES BREAKOUT: LP is Platinum and Top 10 in Richmond, Norfolk, Savannah, Tallahassee, Memphis, Jackson and Vegas  
 RESEARCH: Positive females 18+  
 CROSSOVER: #1 most added and debuts 44\* at Urban radio

## SOUP DRAGONS

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

The longest running current rotation record at MTV gains Top 10 action at KITS and phones at WDJX. New on WAYS, KMYZ and WILN; 43 stations.



MAJOR MOVES: WKBQ(35-31), KRBE(32-28), WYYS(24-21), KIOC(32-26), KZHT(22-19), KAKS(28-24)  
 MTV SUPPORT: 13 weeks, in Medium rotation  
 SALES BREAKOUT: LP is Top 10 in Chicago, Columbus and Houston  
 CROSSOVER: Former Top 5 at Alternative radio  
 CLUBS: Former Top 30 National Club action  
 INTERNATIONAL: Former Top 5 in UK  
 NETWORK FORTY TUNEUP: Featured on CD #29

## GLENN MEDEIROS

### "Me-You=Blue" (Amherst/MCA)

New adds at KPWR and KYRK + new A/C radio action = Back in black for Medeiros' third single. 58 stations.



REQUEST ACTION: KKRZ, WZOK  
 MAJOR MOVES: 14, including WZPL(20-18), WFLY(32-26), WKHI(22-19), KYRK(D-20), KFRX(22-18), KAMZ(12-9)  
 CROSSOVER: Top 30 at A/C radio  
 NETWORK FORTY TUNEUP: Featured on CD #30

## JUDE COLE

### "House Full Of Reasons" (Reprise)

During his stint with Moon Martin and The Ravens, Jude toured with The Police, Blondie and Joe Jackson. Moving at WNCI(32-29) and KXYQ(28-25); 38 stations.



MOST ADDED: 14, including WPXR, KRNQ, WSKZ, WKZL, WYYS, KIKX, WCIR, KFMW, WIFC, WTBX, KTXV, KSKG  
 CROSSOVER: Moves 83-58\* at Rock radio  
 NETWORK FORTY TUNEUP: Featured on CD #30

## WARRANT

### "I Saw Red" (Columbia)

With a Japanese following that's so big they had to cancel their first show from overcrowding, Warrant's latest US release takes sixth most added honors.



REQUEST ACTION: KEGL, WRQN, KFTZ  
 MOST ADDED: 36, including WPHR, WDFX, KQLZ, KXYQ, WFLY, WVKZ, WPST, WPXR, WAPI, WHHY, WYYS, WWSR  
 MTV SUPPORT: 2 weeks, in Exclusive rotation  
 SALES BREAKOUT: LP is Gold and Top 10 in 11 markets, including Trenton, Philly, Baltimore, Minneapolis, Denver and San Fran  
 CROSSOVER: Moves 100-55\* at Rock radio  
 TOURING: Currently in Rhode Island, New Jersey, Pennsylvania and NY

## NOTORIOUS

### "The Swalk" (DGC)

Adapting their production to the mood of each track, this duo's debut single rocks at KRZR(D-20). 37 stations.



MOST ADDED: 14, including WXKS, WKHI, WAYS, WSKZ, KIOC, KATM, WAAL, WDBR, KGLI, KIXY, KISR, KHTY  
 MTV SUPPORT: 2 weeks in Medium rotation  
 CROSSOVER: Moves 90-64\* at Rock radio

# RALPH TRESVANT

*Sensitivity*

## *The Majors Come To Their Senses!* *New Adds!*

WPLJ New York    B-96 Chicago    KRBE Houston    WAVA Washington, DC  
B-97 New Orleans    WLUM Milwaukee    WKSE Buffalo    KXXR Kansas City  
WAPE Jacksonville    KC-101 New Haven    And 6 More!

## *The Moves That Make A Hit!*

FM102 Sacramento 8-5\*    Y-108 Denver 14-6\*    KMEL San Francisco 8-6\*  
WPGC Washington, DC 12-7\*    Q-106 San Diego 16-10\*    KOY Phoenix 18-15\*  
Power Pig Tampa 21-17\*    Kiss 108 Boston 27-19\*    KIIS Los Angeles 27-21\*  
WHYT Detroit D-25\*    WLOL Minneapolis 29-25\*

📻 Moves 9-4\* On Urban Jams!

💰 Top 20 National 12-Inch Sales!

# GLENN MEDEIROS

*Me-You=Blue*



## *On Over 65 Top 40 Stations!*

### *New Believers!*

Power 106 Los Angeles    KYRK Las Vegas

### *Blue Believers!*

WZPL Indianapolis 20-18\*    WZOK Rockford 20-18\*  
WMJQ Buffalo 24-22\*    FLY92 Albany 32-26\*  
WZZG Charlotte 30-27\*    KXXR Kansas City D-34\*  
WKZL Winston-Salem D-34\*

📀 Featured On CD TuneUp #30!

# GUY

*I Wanna  
Get With U*

## *Get With It Adds!*

WPGC Washington, DC    Q-106 San Diego  
WBXX Battle Creek    KOKZ Waterloo  
WQXA York

### *Early Success Stories!*

FM102 Sacramento 23-17\*    KMEL San Francisco 21-18\*  
Z-90 San Diego 32-24\*    KKFR Phoenix 29-25\*  
Q-106 San Diego D-28\*    KKMG Colorado Springs 31-29\*

💰 Top 30 National 12-Inch Sales!

📻 Moves 10-8\* On Urban Jams!

MCA RECORDS

# THE NEXT 40

## IGGY POP

### "Candy" (Virgin)

This Pop single boasts 10 new adds, including KDWB, WRBQ and WPFR, a #1 rank at KROQ and Top requests at KZZP. 36 stations.



MAJOR MOVES: 11, including KKLQ(26-23), KQLZ(20-18), WYYS(20-16), KROQ(1-1), KRZR(D-18), KFMW(29-22)

MTV SUPPORT: 12 weeks, in Active rotation

SALES BREAKOUT: LP is Top 10 in LA

CROSSOVER: Former Top 5 at Alternative radio

TOURING: Currently in Massachusetts and Connecticut

## CARLY SIMON

### "Better Not Tell Her" (Arista)

When it comes to Carly Simon, it's tough to keep her sounds a secret! New action at KCAQ, KZZU and KBOZ. 39 stations.



MAJOR MOVES: WXKS(30-26), WNCI(33-30), WVKS(29-26)

VH1 SUPPORT: 5 weeks, in Development rotation

SALES BREAKOUT: LP is Top in Boston and Hartford

CROSSOVER: Top 5 at A/C radio

## MAXI PRIEST

### "Just A Little Bit Longer" (Charisma)

Making moves at WNCI(31-28), this distinct reggae/pop/soul style tune gets nine adds, including WXKS, KISN and WERZ. 31 stations.



SALES BREAKOUT: LP is Top 10 in NY and Chicago

## TRIXTER

### "Give It To Me Good" (Mechanic/MCA)

Why would you want it any other way? This guitar-oriented quartet grabs eight new adds, including WKHI, KQKQ and KTUX. 23 stations.



REQUEST ACTION: KQLZ, KFTZ

MAJOR MOVES: KQLZ(15-12), WAAF(14-9), WVKZ(15-13), WYYS(39-30), KRZR(12-5)

MTV SUPPORT: 5 weeks, in Active rotation

SALES BREAKOUT: LP is Top 10 in Charlotte

CROSSOVER: Moves to 25\* at Rock radio

TOURING: Currently in Minnesota, Wisconsin, Illinois and Ohio

## JOEY B. ELLIS & TYNETTA HARE

### "Go for It (Heart And Fire)" (Bust It/Capitol)

On M.C. Hammer's own Bust It record label, this intense rap song takes its first punch this week with 24 stations.



MOST ADDED: 24, including WXKS, KXXR, WFLZ, KSAQ, KTFM, KKFR, KKRD, WZAT, WKEE, WWCK, KZFM, KZZB

FILM: From "Rocky V"

## DEPECHE MODE

### "World In My Eyes" (Sire/Reprise)

The opening number on their Violator concert tour, this enchanting tune is already revolving at KRBE(21-18). 23 stations.



REQUEST ACTION: KRBE, KPLZ, KLUC

MOST ADDED: 18, including KSAQ, KIIS, KKLQ, KPLZ, WPST, WYYS, WWSR, KHFI, KZZB, KZHT, KLUC, KCAQ

SALES BREAKOUT: LP is Double Platinum and remains Top 10 in Dallas, LA and San Fran

CROSSOVER: Former Top 5 at Alternative radio

INTERNATIONAL: Top 20 across Europe and Former Top 20 in UK

## CELINE DION

### "Where Does My Heart Beat Now" (Epic)

This heart is beating on 11 new stations, including KSAQ, WHHY and KZZB and holds the #1 slot at CKOI in her native Canada. 27 stations.



CROSSOVER: Top 20 at A/C radio

## GUY

### "I Wanna Get With U" (MCA)

A long-time Urban sensation, these guys pull five new Top 40 adds this week, including WPGC, WQXA and KKLQ. 19 stations.



REQUEST ACTION: KJMZ, XHTZ, KKMG

MAJOR MOVES: KKFR(29-25), KPWR(33-30), XHTZ(32-24), KMEL(21-18), KSFM(23-17), KBOS(34-30)

SALES BREAKOUT: Top 20 National 12-inch sales

CROSSOVER: Moves 10-8\* at Urban radio

## BILLY IDOL

### "Prodigal Blues" (Chrysalis)

One of punk music's early revolutionaries, he shocked formula radio. Prodigious moves at WAAF(17-15) and WVKZ(39-32); 20 stations.



MOST ADDED: 17, including KSAQ, WYYS, KATM, KZHT, KRZR, KIOK, KZZU, WXXX, WHTO, KYYY, WJMX, WKSF

MTV SUPPORT: 2 weeks, in Active rotation

SALES BREAKOUT: LP is Gold

CROSSOVER: Moves 39-36\* at Rock and former Top 30 at Alternative radio

NETWORK FORTY TUNEUP: Featured on CD #31

Touring Data Courtesy Of  
**PERFORMANCE**






# Hit Me Again!

## POISON "Something To Believe In"

*No Bluffing... This One Is Headed For #1!*

**NETWORK** 6-3\*




-  Former Top 5 Rock Track!
-  Heavy Rotation!
-  Already Double Platinum!



## HEART "Stranded"

*Down And Dirty!*

**NETWORK** #8\*


-  Former Top 25 Rock Track!
-  Medium Rotation!
-  Double Platinum!

## DONNY OSMOND "My Love Is A Fire"

*You Bet It's A Hit!*

WBLI 14-7\* WNCI 13-9\*  
WZPL 11-9\* EKRZ 19-13\*  
KRBE 20-14\* B-94 19-14\*  
KISN 22-16\* X-100 29-20\*

**NETWORK** 21-17\*

-  Just Added In Medium Rotation!

## ROCKY V Featuring Joey B. Ellis And Tynetta Hare "Go For It! (Heart And Fire)"

*Two Dozen Opening Bids!*  
Kiss 108 Power Pig KXXR  
KKFR KTFM KSAQ  
KDON KKR  
Plus 16 More!

 Rocky V Is Now Showing In  
Over 2500 Theatres Nationwide!





**NEW VIDEO ADDS:**

AC/DC "Moneytalks" Cher "The Shoop Shoop Song (It's In His Kiss)"  
The Cure "Close To Me" Jane's Addiction "Been Caught Stealing"  
Living Colour "Elvis Is Dead" Donny Osmond "My Love Is A Fire"  
The Outfield "For You" The Posies "Golden Blunders"  
Queensryche "Best I Can" Redd Kross "Annie's Gone"

**ROTATIONS:**

Exclusive Videos

Cinderella "Shelter Me"  
INXS "Disappear"  
George Michael "Freedom '90"  
Traveling Wilburys "She's My Baby"  
Warrant "I Saw Red"  
Led Zeppelin "Travelling Riverside"

Heavy Rotation

Jon Bon Jovi "Miracle"  
Phil Collins "Hang In Long"  
Janet Jackson "Love Will Never Do"  
Poison "Something To Believe In"  
Paul Simon "The Obvious Child"  
Vanilla Ice "Ice Ice Baby"  
Winger "Miles Away"  
Steve Winwood "One And Only Man"

Active Rotation

AC/DC "Moneytalks"  
Allas "More Than Words Can Say"  
The Black Crowes "Hard To Handle"  
Candyman "Knockin' Boots"

**HOT NEW VIDEOS:**

Hot New Videos

Cher "The Shoop Shoop Song"  
Neneh Cherry "I've Got You"  
The Cure "Close To Me"  
Jane's Addiction "Been Caught"  
Led Zeppelin "Travelling Riverside"

**NEW ON:**

120 Minutes

Buffalo Tom "Birdbrain"  
Cocteau Twins "Heaven Or"  
Jane's Addiction "Been Caught"  
Pylon "Look Alive"  
The Buck Pets "Pearl"

Active Rotation (Continued)

Damn Yankees "High Enough"  
Billy Idol "Prodigal Blues"  
Living Colour "Elvis Is Dead"  
Nelson "After The Rain"  
Iggy Pop "Candy"  
Scorpions "Tease Me, Please Me"  
Tesla "Signs"  
Tony! Toni! Tone! "Feels Good"  
Trixter "Give It To Me Good"  
UB40 "The Way You Do The Things"  
Wilson Phillips "Impulsive"

Medium Rotation

Charlatans U.K. "The Only"  
Cher "The Shoop Shoop Song"  
Hall & Oates "So Close"  
Debbie Gibson "Anything Is"  
Whitney Houston "I'm Your Baby"  
Colln James "Keep On Loving"  
Judas Priest "A Touch Of Evil"  
King's X "It's Love"  
Maggie's Dream "Love & Tears"  
Paul McCartney "Birthday"  
Notorious "The Swalk"  
Donny Osmond "My Love Is A Fire"  
Queensryche "Empire"  
Rembrandts "That's Just The Way"  
Soup Dragons "I'm Free"  
The Outfield "For You"  
Urban Dance Squad "Deeper Shade"

Stress

Jellyfish "The King Is Half"  
Urban Dance Squad "Deeper"

YO! MTV Raps

King Sun "Be Black"  
LL Cool J "Round The Way Girl"  
Master Ace "Music Man"  
Young Black Teenagers "Nobody"  
Young MC "Pick Up The Pace"

Breakout Rotation

An Emotional Fish "Celebrate"  
Indigo Girls "Hammer And A Nail"  
Information Society "Think"  
Lynch Mob "Wicked Sensation"  
The Posies "Golden Blunders"  
Red Kross "Annie's Gone"  
Social Distortion "Story Of My"  
Soho "Hippychick"  
Soul Asylum "Easy Street"

Breakthrough Video

Edie Brickell "Mama Help Me"

Buzz Bin

Neneh Cherry "I've Got You"  
DNA "Tom's Diner"  
Jane's Addiction "Been Caught"  
The Cure "Close To Me"

Headbangers Ball

AC/DC "Moneytalks"  
Anthrax "In The World"  
Living Colour "Elvis Is Dead"  
Queensryche "Best I Can"  
Slayer "War Ensemble"

*Back In June, we introduced you to* **JOEY**

It was the beginning of a  
beautiful friendship  
that resulted in:

# *Concrete Blonde*

*A* #1 single at more than

*30* stations

*A* top 10 single at more than

*100* stations

*Top 20* in Billboard, *top 15* in Gavin,

*top 25* in R&R

*22* weeks Active Rotation on MTV,

*top 10* on the MTV countdown

*over 400,000*

*CD's and Cassettes sold*



Now meet

# *Caroline*

It's the beginning of another beautiful  
friendship.

Cassingle (4JM-13811) & CD 5 (X25G-13811)



## TRAVELING WILBURYS

*Vol. 3 (Wilbury/Warner Bros)*

Legends Spike, Muddy, Boo and Clayton serve up another dish of that great Rock 'N Roll that made the first album a multi-Platinum seller. The key here is that *Vol. 3* is fun to listen to and a great addition to any music lover's collection. Sales come from all directions; fans of the individual performers, the success of the first record and strong support at Rock radio and MTV. Last week's #12 debut on the Retail chart proves these guys don't mess around! Over 130 buyers report big sales on *Vol. 3*, including Sam Goody Rockefeller Center NYC (#3), Musicland Minneapolis (#6), Music + LA (#5) and Trans World Albany (#6).



THE WILBURYS

## THE CURE

*Mixed Up (Elektra)*

The Cure's fans have always been of the rabid variety, and a package such as *Mixed Up* is a must for their collection. Although the 11 tracks here represent some of their biggest hits, this is more than just a "greatest hits" collection, with songs having been extensively remixed or re-recorded. The new track, "Never Enough," is big at Alternative radio and the video is in Breakout rotation on MTV. Out of a total of 125 accounts reporting sales, over 90 are Top 10 or better, including Michigan Where House Lansing (#1), Sam Goody Philadelphia (#2), Wherehouse Ent. LA (#3) and Mainstream Records Milwaukee (#5).

## PET SHOP BOYS

*Behavior (EMI)*

The Pet Shop Boys have sold millions of albums all over the world, including several

million Stateside. Although they've had Top 5 and Top 10 hit singles, the most consistent support has come from the dance clubs. With plenty of press in the dance trades and a recent appearance on the Arsenio Hall Show, the word is out that *Behavior* has finally hit the bins and response is immediate. Close to 70 buyers report Top 50 chart debuts, including Music + LA (#15), Tower Records Uptown NYC (#6), Spec's Music Miami (#13), Record Rack Houston (#4) and Strawberries Boston (#23).

## THE BLACK CROWES

*Shake Your Money Maker (Def American/Geffen)*

Forty weeks ago, The Black Crowes' first track, "Jealous Again," debuted on the Rock radio charts. Now on the third track (which

hit #1 at the format) and with a Gold record to their credit, this band will no doubt be winning best new artist of the year awards. Nonstop touring helps, and all that hard work opening for giants like Aerosmith and Robert Plant has paid off...they're now headlining their own national tour. Fourteen additional Top 50 debuts are just part of the resurging sales story, with upward moves including Wherehouse Entertainment LA (49-34), Peaches Seattle (43-24), the Sound Warehouse Chain Dallas (44-28), the Karma Records Chain Indianapolis (30-22), Wall To Wall New Jersey (25-18) and Musicland Minneapolis (22-20).

## PEBBLES

*Always (MCA)*

With a Top 10 single at Top 40 radio, video exposure, plenty of club play and scores of fans, the sales picture on *Always* proves that she's a solid artist who's going into the heaviest time of the year at retail with increasing momentum. Debuts include the Sound Warehouse Chain Dallas, Record Theatre Buffalo and Record Shop Minneapolis, while significant upward moves can be found at The Wiz New York (17-12), Penny Lane Kansas City (33-20), Centra Columbus (20-16), Tower Records Westwood (23-18) and Everybody's Portland (32-15). Just certified Gold, with Urban and Top 40 radio on the second single (a duet with Babyface), we're giving her the benefit.

—Yvette Zivaldo

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

GROOVE  
IS JUST  
THE START

DEEE-  
LITE  
World  
Clique

THE ALBUM

GROOVE  
IN THE  
HEART!!!

THE FIRST  
SINGLE

BILLBOARD'S #1  
SELLING SINGLE!

#3 Single At  
Musicland!



WE BELIEVE IN THE POWER OF DEEE-LITE... ON ELEKTRA CASSETTES, COMPACT DISCS AND RECORDS. © 1990 Elektra Entertainment, A Division of Warner Communications Inc. • A Time Warner Company

N40

# RETAIL SALES

(As Reported By The Album Network)

2W	LW	TW	Artist/Song	Label/Catalog
1	1	①	VANILLA ICE. To The Extreme	Ultrax/SBK/95325
4	2	②	PAUL SIMON. Rhythm Of The Saints	WB/26098
2	3	③	M.C. HAMMER. Please Hammer	Capitol/92857
8	5	④	MARIAH CAREY. Mariah Carey	Columbia/45202
3	4	⑤	AC/DC. The Razors Edge	Atco/91413
10	6	⑥	ZZ TOP. Recycler	WB/26265
D	12	⑦	TRAVELING WILBURYS. Vol. 3	Wilbury/WB/26324
5	7	⑧	VAUGHAN BROTHERS. Family Style	Epic/46225
7	9	⑨	WILSON PHILLIPS. Wilson Phillips	SBK/93745
▶	DEBUT!	⑩	WHITNEY HOUSTON. I'm Your Baby Tonight	Arista/8616
6	8	⑪	INXS. X	Atlantic/82140
23	16	⑫	BETTE MIDLER. Some People's Lives	Atlantic/82129
24	13	⑬	AL B. SURE!. Private Times...And The Whole 9!	WB/26005
D	25	⑭	THE CURE. Mixed Up	Elektra/60978
20	17	⑮	DEEE-LITE. World Clique	Elektra/60957
9	10	⑯	GEORGE MICHAEL. Listen Without Prejudice	Columbia/46898
11	11	⑰	GARTH BROOKS. No Fences	Capitol/93866
19	18	⑱	POISON. Flesh And Blood	Enigma/Capitol/91813
13	14	⑲	WARRANT. Cherry Pie	Columbia/45487
12	15	⑳	BELL BIV DEVOE. Poison	MCA/6387
14	20	㉑	TOO SHORT. Short Dogs In The House	Jive/RCA/1348
35	23	㉒	LED ZEPPELIN. Led Zeppelin	Atlantic/82144
36	28	㉓	BLACK CROWES. Shake Your Money Maker	Def American/Geffen/24278
30	24	㉔	PRETTY WOMAN. Pretty Woman OST	EMI/93492
16	19	㉕	QUEENSRYCHE. Empire	EMI/92806
15	22	㉖	IRON MAIDEN. No Prayer For The Dying	Epic/46905
17	21	㉗	L.L. COOL J. Mama Said Knock You Out	Def Jam/Columbia/46888
21	26	㉘	GHOST OST. Ghost OST	Varese/MCA/5276
26	27	㉙	TWIN PEAKS. Twin Peaks OST	WB/26316
▶	DEBUT!	㉚	PAUL MCCARTNEY. Tripping The Live Fantastic	Capitol/94778
22	29	㉛	JUDAS PRIEST. Painkiller	Columbia/46891
▶	DEBUT!	㉜	PET SHOP BOYS. Behavior	EMI/94310
▶	DEBUT!	㉝	EDIE BRICKELL. Ghost Of A Dog	Geffen/24304
28	31	㉞	RIGHTEOUS BROTHERS. Greatest Hits	Verve/Polydor/823119
34	34	㉟	MICHAEL BOLTON. Soul Provider	Columbia/45012
18	30	㊱	MEGADETH. Rust In Peace	Capitol/91935
29	35	㊲	JON BON JOVI. Young Guns II	Mercury/846473
▶	DEBUT!	㊳	SCORPIONS. Crazy World	Mercury/846908
▶	DEBUT!	㊴	PHIL COLLINS. Serious Hits...Live!	Atlantic/82157
D	40	㊵	LYNCH MOB. Wicked Sensation	Elektra/60954

# URBAN JAMS

## MARVIN GAYE

### "My Last Chance" (Motown)

The goal for this single, as far as Motown Records sees it, is to be "the last" #1 single at Urban radio in 1990. Based on the quality of the song and the sentiments that come with it, that shouldn't be impossible to reach. "My Last Chance" was written by Gaye and originally recorded in the early 70s for inclusion in what turned out to be the singer's monumental masterpiece, *What's Going On*. When the direction of that album swung toward the sociopolitical, the song was set aside and left neglected, until now. Gaye's vocals were lifted from his original demo and matched to contemporary music and backing vocal tracks, which were produced by Motown's Zack Vaz and Steve Lindsey. The result is pure heaven for anyone who ever loved Marvin, from "Stubborn Kind Of Fellow" to "Sanctified Lady."



Marvin Gaye

## JANET JACKSON

### "Love Will Never Do (Without You)" (A&M)

Here's one instance where radio may be slightly cheated when it comes to the new single versus the new video. The video, which for the first time shows Janet really exercising her freedom to be a sexually alluring being, is gonna have more folks talking than anything they hear out of a speaker! Nevertheless, this seventh single from her *Rhythm Nation 1814* album was added at 34 Urban stations its first week out, including KKBT Los Angeles, WGCI Chicago and WILD Boston. About to battle a slew of new releases in its second Christmas rush, this is the perfect single to reignite album sales; it is clearly an Urban-Top 40-A/C triple threat.

## C&C MUSIC FACTORY

### "Gonna Make You Sweat (Everybody Dance Now)" (Columbia)

What's the first song a DJ should be cueing up for the nocturnal dance mix program? This one! "Gonna Make You Sweat" is an electrifying debut from Robert Clivilles & David Cole, the production team that brought you *Seduction*. With singer Freedom Williams up front demanding, "Everybody Dance Now," the song is simply the best party starter to come along in months. It doesn't hurt that it's right in line sound-wise with past chart top hits like Black Box's "Everybody Everybody" and Snap's "The Power," either. Just give it a shot on your test or countdown show, and see how fast your listeners melt-down the phone lines with inquiries about this attention grabbing future smash. Over 30 Urban stations have already beat you to the punch!

## EN VOGUE

### "You Don't Have To Worry" (Atlantic)

These four fine ladies are one of three new acts in the running for Top 10 1990 Urban album sellers, and it's songs like this one that are the reason why. "You Don't Have To Worry" is the third single from the vocal quartet's debut album *Born To Sing*. In its third week at Urban radio, it's on over 60 stations and climbing fast at outlets like KSOL San Francisco, WNJR Newark, WKWM Grand Rapids and WATV Birmingham. Boasting a state of the art video featuring special effects by the Innovation Probe Lens System to boot, this single will more than aid En Vogue in doubling their already Platinum selling album success.

## BLACK BOX

### "I Don't Know Anybody Else" (RCA)

This group continues to dominate the imaginations of dancers the world over with aural excitement on wax. This follow-up to their smash "Everybody Everybody" picked up 26 adds in its first week at Urban radio at stations which include WBLS New York, KPRS Kansas City and WJIZ Albany. Lead singer Katrin's instinctive feel for what people want to hear from a song in a club can be attributed to her previous gig as a talent coordinator for some of Italy's and France's hippest nightspots. With the inroads Black Box has helped make for club records at Urban radio, they have become dance music pioneers.

—A. Scott Galloway

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

# URBAN JAMS

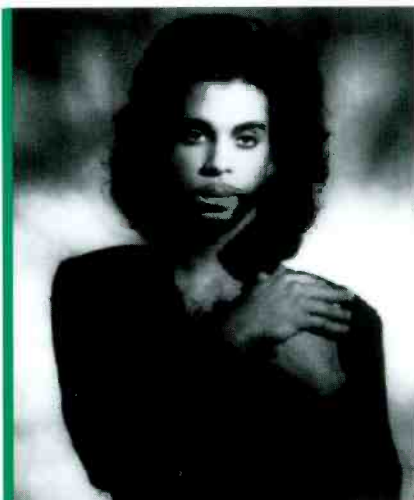
(As Reported By The Urban Network)



*Pebbles*



*Special Generation*



*Prince*

2W	LW	TW	Artist/Song	Label
4	1	1	AL B. SURE!. Missunderstanding	WB
7	5	2	WHITNEY HOUSTON. I'm Your Baby Tonight	Arista
3	3	3	GERALD ALSTON. Slow Motion	Motown
12	9	4	RALPH TRESVANT. Sensitivity	MCA
9	6	5	TEVIN CAMPBELL. Round And Round	Paisley Park/WB
10	7	6	THE WHISPERS. My Heart Your Heart	Capitol
2	2	7	BELL BIV DEVOE. BBD (I Thought It Was Me)?	MCA
13	10	8	GUY. I Wanna Get With U	MCA
18	14	9	TONY! TONI! TONE!. It Never Rains In...	Wing/Polydor
16	12	10	LEVERT. Rope A Dope Style	Atlantic
21	17	11	FREDDIE JACKSON. Love Me Down	Capitol
17	15	12	HI-FIVE. Just Can't Handle It	Jive/BMG
24	19	13	SURFACE. The First Time	Columbia
1	4	14	MARIAH CAREY. Love Takes Time	Columbia
8	8	15	ANITA BAKER. Soul Inspiration	Elektra
22	20	16	JASMINE GUY. Try Me	WB
19	18	17	TODAY. I Got The Feeling	Motown
33	22	18	JEFFREY OSBORNE. Only Human	Arista
27	23	19	GEOFF MCBRIDE. No Sweeter Love	Arista
D	31	20	PEBBLES. Love Makes Things Happen	MCA
23	21	21	CANDYMAN. Knockin' Boots	Epic
30	27	22	SPECIAL GENERATION. Love Me Just For Me	Capitol
32	28	23	TAKE 6. I L-O-V-E U	Reprise
34	29	24	STEVIE WONDER. Keep Our Love Alive	Motown
29	25	25	BASIC BLACK. Nothing But A Party	Motown
37	34	26	PRINCE. New Power	Paisley Park/WB
36	30	27	THE BOYS. Thing Called Love	Motown
28	24	28	EU. I Confess	Virgin
35	33	29	GRADY HARRELL. Don't Turn Your Back On Me	RCA/BMG
6	11	30	MC HAMMER. Pray	Capitol
38	35	31	TOO SHORT. The Ghetto	Jive/BMG
D	38	32	LOOSE ENDS. Don't Be A Fool	MCA
▶	DEBUT!	33	EN VOGUE. You Don't Have To Worry	Atlantic
D	39	34	TEENA MARIE. If I Were A Bell	Epic
▶	DEBUT!	35	THE WINANS. When You Cry	Qwest/WB
5	13	36	CARON WHEELER. Livin' In The Light	EMI
▶	DEBUT!	37	JANET JACKSON. Love Will Never Do	A&M
▶	DEBUT!	38	OLETA ADAMS. Get Here	Fontana/PolyGram
▶	DEBUT!	39	THE WOOTEN BROS. Friendz	A&M
▶	DEBUT!	40	NAJEE. Cruise Control	EMI

## ROBERT PALMER

*"You're Amazing" (EMI)*

He looks as if he stepped off the pages of GQ, but he can rock with the best of them. Robert Palmer is cool, sophisticated, challenging and unique. His new album is entitled *Don't Explain* and the first single it has generated, "You're Amazing," debuted in the Top 20 to across-the-board rave reviews at Rock radio, grabbing initial support at more than 140 stations. The song is laced with the scorching guitar of ex-Billy Idol sidekick Steve Stevens and the rich, soulfully fiery voice of Mr. Palmer. Hailing from the tiny town of Batley, England, this artist has evolved with the times, never following the dictates of anyone. His versatility, talent and provocative voice are at the center of his latest offering.

## NOTORIOUS

*"The Swalk" (DGC)*

Even before they *were* Notorious, they were notorious! Robin George and Sean Harris have both made waves with previous projects, and now they're locked into a partnership that has bred a new approach to their music. Their debut single "The Swalk" is a driving, guitar-slashing jangle of a tune that finds its way into your mind with powerful riffs and a melody that lingers. Initial impressions at the Rock radio panel are very positive and supportive as the tune moves right onto the Rock chart. Two dozen stations add "The Swalk" out of the box, with most charting the tune. Given the Fall traffic of Rock radio music staples, the early performance by this new entity is impressive.

## CINDERELLA

*"Shelter Me" (Mercury)*

Since their introduction in 1986, Cinderella has been a Rock 'N Roll force to be reckoned with. Their second LP *Long Cold Winter* sold a cool three million pieces, and they are perfectly prepared to meet or exceed the success

of that album. "Shelter Me" is the first single from Cinderella's new project *Heartbreak Station*. The tune is taking Rock radio by storm as demonstrated by its Top 20 debut on the chart and immediate acceptance by over 140 stations nationwide. The tune is a complex melange of horns, strings and piano that set a brilliant backdrop for Tom Kiefer's gutsy, impassioned voice. Its melodic quality and accessible hook make "Shelter Me"'s cross demographic appeal undeniable.

## U2

*"Night And Day" (Chrysalis)*

U2 doing Cole Porter...what a concept! The band keeps the original style of the song consistent, yet Bono's vocals make it distinctly U2. Taken from Chrysalis' *Red Hot + Blue* project, a benefit for AIDS research and relief, this track has earned airplay at nearly 100 stations coast-to-coast and has quickly bolted into the Top 50. The LP contains tunes from Sinead O'Connor, Thompson Twins, Neneh Cherry, Fine Young Cannibals and a host of others providing 1990's renderings of Cole Porter classics. Considering the magnitude of the AIDS problem, airplay support for this project is not just good programming, it's a humanitarian act as well.



Cinderella

## INDIGO GIRLS

*"Hammer And A Nail" (Epic)*

Amy Ray and Emily Saliers first met as sixth-graders in Decatur, Georgia, and began singing together during high school. This duo later began calling themselves Indigo Girls during their undergraduate days at Emory University in Atlanta. Since then they have produced a highly successful debut album and won a Grammy Award as "Best Contemporary Folk Group" of 1989. Indigo Girls have just released their third LP, *Nomads • Indians • Saints*, and their initial single, "Hammer And A Nail," has found its way to the playlists of nearly 30 stations thus far and has become a real gem for adult rock audiences nationwide. The track possesses a super-positive message, engaging harmonies and sound musicianship; a combination that will spell further hit potential.

-Roger Mayer

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



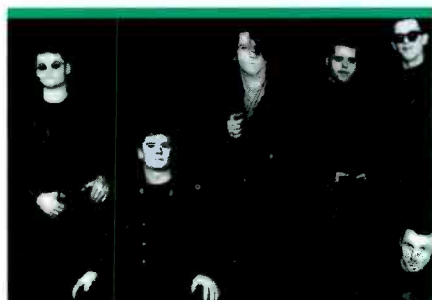
# N40

# ROCK TRACKS

(As Reported By The Album Network)



*The Outfield*



*INXS*



*AC/DC*

2W	LW	TW	Artist/Song	Label
3	2	<b>1</b>	STEVE WINWOOD. One And Only Man	Virgin
1	1	<b>2</b>	BLACK CROWES. Hard To Handle	Def American/Geffen
2	3	<b>3</b>	TRAVELING WILBURYS. She's My Baby	Wilbury/WB
18	6	<b>4</b>	ZZ TOP. My Head's In Mississippi	WB
6	4	<b>5</b>	DEEP PURPLE. King Of Dreams	RCA
8	5	<b>6</b>	POISON. Something To Believe In	Enigma/Capitol
15	9	<b>7</b>	BAD COMPANY. If You Needed Somebody	Atco
10	8	<b>8</b>	GARY MOORE. Still Got The Blues	Charisma
12	10	<b>9</b>	SCORPIONS. Tease Me, Please Me	Mercury
D	18	<b>10</b>	ROBERT PALMER. You're Amazing	EMI
22	13	<b>11</b>	THE ALARM. The Road	IRS
20	17	<b>12</b>	THE OUTFIELD. For You	MCA
19	14	<b>13</b>	THE BYRDS. Love That Never Dies	Columbia
33	24	<b>14</b>	INXS. Disappear	Atlantic
16	15	<b>15</b>	WINGER. Miles Away	Atlantic
31	21	<b>16</b>	VAUGHAN BROTHERS. Telephone Song	Epic
D	20	<b>17</b>	CINDERELLA. Shelter Me	Mercury
D	31	<b>18</b>	AC/DC. Moneytalks	Atco
5	12	<b>19</b>	DAMN YANKEES. High Enough	WB
24	22	<b>20</b>	COLIN JAMES. Keep On Loving Me Baby	Virgin
7	7	<b>21</b>	LED ZEPPELIN. Travelling Riverside Blues	Atlantic
30	26	<b>22</b>	DON HENLEY. New York Minute	Geffen
34	28	<b>23</b>	EDIE BRICKELL. Mama Help Me	Geffen
37	33	<b>24</b>	KING'S X. It's Love	Megaforce/Atlantic
27	25	<b>25</b>	TRIXTER. Give It To Me Good	Mechanic/MCA
40	32	<b>26</b>	REMBRANDTS. Just The Way It Is, Baby	Atco
9	11	<b>27</b>	HOUSE OF LORDS. Can't Find My Way Home	Simmons/RCA
D	35	<b>28</b>	JEFF HEALEY BAND. Full Circle	Arista
23	23	<b>29</b>	HEART. Stranded	Capitol
D	36	<b>30</b>	LYNCH MOB. Wicked Sensation	Elektra
▶ DEBUT!		<b>31</b>	TESLA. Signs	Geffen
4	16	<b>32</b>	ZZ TOP. Concrete And Steel	WB
14	30	<b>33</b>	ERIC JOHNSON. Cliffs Of Dover	Capitol
21	27	<b>34</b>	PAUL SIMON. The Obvious Child	WB
D	40	<b>35</b>	EVERY MOTHER'S NIGHTMARE. Love Can...	Arista
D	39	<b>36</b>	BILLY IDOL. Prodigal Blues	Chrysalis
13	19	<b>37</b>	JON BON JOVI. Miracle	Mercury
▶ DEBUT!		<b>38</b>	JUDAS PRIEST. Touch Of Evil	Columbia
▶ DEBUT!		<b>39</b>	NELSON. After The Rain	DGC
▶ DEBUT!		<b>40</b>	JANE'S ADDICTION. Been Caught Stealing	WB

## DEPECHE MODE

*"World In My Eyes" (Sire/Reprise)*

Depeche Mode's *Violator* continues to shine at Alternative radio a full eight months after its initial release. The latest single, "World In My Eyes," has garnered heavy action at eight stations thus far, and is further propelled by a CD-5 that contains two other tracks not included on the original album. The popularity quotient of Martin Gore and crew is enormous, and following a truly successful summer tour, the buzz on Depeche Mode couldn't be hotter. We expect "World In My Eyes" to take Depeche back up the Alternative chart in no time, where it's already spent more than 12 weeks in the Top 10.

## EDIE BRICKELL & NEW BOHEMIANS

*"Mama Help Me" (Geffen)*

Making a huge splash in 1988 with their debut, Edie Brickell & New Bohemians went on to sell over two and a half million copies of their album, *Shooting Rubberbands At The Moon*. Now the band has kicked off their sophomore effort with the track "Mama Help Me." Quickly finding its way onto the playlists of over 25 Alternative stations, the song gains heavy rotation at 10 of them in its third week out. Can they match or best the two and a half million discs they sold previously? *Ghost Of A Dog* is off to a terrific start, and debuts on the Alternative retail chart in the Top 15.

## SISTERS OF MERCY

*"More" (Elektra)*

The gothic theatrics of Sisters Of Mercy have been on leave the last few years, but we're happy to report that with "More," the first single from their forthcoming *Vision Thing* LP, that trademark sound is back. The band



**Edie Brickell & New Bohemians**

has survived personnel changes, most notably the departure of Patricia Morrison and the added help of producer Jim Steinman. Andrew Eldritch is still steering the Sisters, and this song is passionate in a way only this band knows. First week out, the track fared very well, earning top honors in the most added category. Its chart debut is solid and climbing toward the top, with MTV "120 Minutes" play adding to the push.

## WHERE THE PYRAMID MEETS THE EYE

*A Tribute To Roky Erickson (Sire/Warner Bros)*

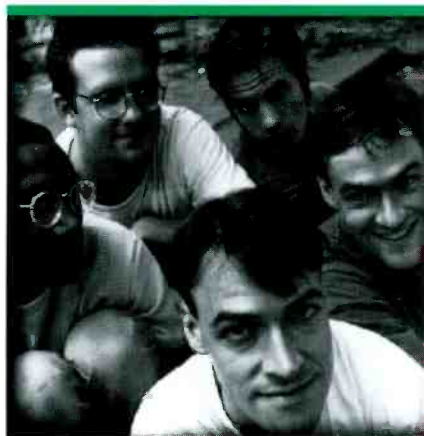
*Where The Pyramid Meets The Eye* is indeed a fine tribute to Roky Erickson, a legend to a select group of fans, and quite

possibly after the release of this record, a hero to whole lot more. Erickson was a founding member of what can only be described as a seminal mid-60s psychedelic band, The 13th Floor Elevator. His music brought a whole new meaning to the budding style back then. One spin through this disc, and you'll realize his music brings out the best in everybody. Included here are such favorites as John Wesley Harding doing "If You Have Ghosts" and R.E.M. covering "I Walked With A Zombie." Off to a great start chart-wise, this collection is also making waves at the retail level.

-Diane Tameecha

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

(As Reported By The Album Network)



*The Connells*



*Trash Can Sinatras*



*Pop Will Eat Itself*

2W	LW	TW	Artist/Song	Label
2	1	1	CHARLATANS UK. Some Friendly	Beggars Banquet/RCA
1	2	2	REPLACEMENTS. All Shook Down	Sire/Reprise
5	3	3	RUBAIYAT. Rubaiyat	Elektra
7	4	4	THE CURE. Mixed Up	Elektra
3	5	5	COCTEAU TWINS. Heaven Or Las Vegas	4AD/Capitol
D	17	6	RED HOT & BLUE. Red Hot & Blue	Chrysalis
9	7	7	DARLING BUDDS. Crowdaddy	Columbia
4	6	8	JANE'S ADDICTION. Ritual De Lo Habitual	WB
11	9	9	ENO/CALE. Wrong Way Up	Opal/WB
20	16	10	THE CONNELLS. One Simple Word	TVT
29	19	11	TRASH CAN SINATRAS. Cake	Polydor
13	13	12	PUBLIC IMAGE LIMITED. Greatest Hits So Far	Virgin
16	14	13	REDD KROSS. Third Eye	Atlantic
8	8	14	SOUL ASYLUM. And The Horse...	Twin/Tone/A&M
6	10	15	LIVING COLOUR. Time's Up	Epic
10	11	16	WATERBOYS. Room To Roam	Chrysalis/Ensign
15	15	17	THE POSIES. Dear 23	DGC
23	18	18	AN EMOTIONAL FISH. An Emotional Fish	Atlantic
D	34	19	SISTERS OF MERCY. "More"	Elektra
12	12	20	INDIGO GIRLS. Nomads - Indians - Saints	Epic
27	21	21	INSPIRAL CARPETS. Life	Elektra/Mute
25	20	22	HINDU LOVE GODS. Hindu Love Gods	Giant/Reprise
31	27	23	EDIE BRICKELL. Ghost Of A Dog	Geffen
18	23	24	INXS. X	Atlantic
22	22	25	PAUL SIMON. Rhythm Of The Saints	WB
▶ DEBUT!		26	MORRISSEY. Bona Drag	Sire/Reprise
36	31	27	THE ALARM. Standards	IRS
30	28	28	PRIMAL SCREAM. Come Together	Sire/WB
14	26	29	SOUP DRAGONS. Lovegod	Big Life/Mercury
17	24	30	IGGY POP. Brick By Brick	Virgin
19	25	31	THE PIXIES. Bossanova	4AD/Elektra
35	32	32	GALAXIE 500. This Is Our Music	Rough Trade
D	36	33	BUCK PETS. Mercurotones	Island
D	38	34	ATRIBUTE TO ROKY ERICKSON. Where The Pyramid...	WB/Sire
D	35	35	RIDE. Smile	Sire/Reprise
▶ DEBUT!		36	THE POGUES. Hell's Ditch	Island
▶ DEBUT!		37	SKINNY PUPPY. Too Dark Park	Capitol
28	29	38	HEART THROBS. Cleopatra Grip	Elektra
▶ DEBUT!		39	NAKED RAYGUN. Raygun...Naked Raygun	Caroline
▶ DEBUT!		40	POP WILL EAT ITSELF. "Dance Of The Mad"	RCA

# N40 VITAL STATS

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

### Top 40

1. Janet Jackson, Love Will Never Do
2. INXS, Disappear
3. Debbie Gibson, Anything Is Possible
4. Madonna, Justify My Love
5. DNA Featuring Suzanne Vega, Tom's
6. Warrant, I Saw Red
7. Will To Power, I'm Not In Love
8. Keith Sweat, I'll Give All My Love To
9. Robert Palmer, You're Amazing
10. Surface, The First Time

### Urban

1. Keith Sweat, I'll Give All My Love To
2. Janet Jackson, Love Will Never Do
3. Marvin Gaye, My Last Chance
4. Tony Terry, Head Over Heels
5. Kiara, Every Little Thing
6. C & C Music Factory, Gonna Make You
7. Black Box, I Don't Know Anybody Else
8. En Vogue, You Don't Have To Worry
8. Soul II Soul, Missing You
8. Teena Marie, If I Were A Bell

### Rock

1. Tesla, Signs
2. Slaughter, Spend My Life
3. AC/DC, Moneytalks
3. Robert Palmer, You're Amazing
4. Robert Cray, Consequences
5. Eric Johnson, Righteous
6. Cinderella, Shelter Me
7. INXS, Disappear
8. Vaughan Brothers, Telephone Song
8. Warrant, I Saw Red

## ↑↑↑↑↑ MAJOR MOVES ↑↑↑↑↑

### Top 40

1. Whitney Houston, I'm Your Baby
2. Wilson Phillips, Impulsive
3. Stevie B, Because I Love You
4. George Michael, Freedom 90
5. Donny Osmond, My Love Is A Fire
6. Steve Winwood, One And Only Man
7. Bette Midler, From A Distance
8. UB40, The Way You Do The Things You
9. Madonna, Justify My Love
10. Deee-Lite, Groove Is In The Heart

### Urban

1. Whitney Houston, I'm Your Baby
2. Ralph Tresvant, Sensitivity
3. Freddie Jackson, Love Me Down
3. Jeffrey Osborne, Only Human
3. Surface, The First Time
4. Tony Toni Tone, It Never Rains In...
5. Guy, I Wanna Get With U
6. Al B. Sure!, Missunderstanding
7. Tevin Campbell, Round And Round
8. Stevie Wonder, Keep Our Love Alive

### Rock

1. Robert Palmer, You're Amazing
2. The Alarm, The Road
2. Scorpions, Tease Me, Please Me
3. Steve Winwood, One And Only Man
4. Bad Company, If You Needed Somebody
5. The Outfield, For You
6. INXS, Disappear
7. Traveling Wilburys, She's My Baby
7. Vaughan Brothers, Telephone Song
8. The Byrds, Love That Never Dies

## 📞📞📞📞📞 MOST REQUESTED 📞📞📞📞📞

### Top 40

1. Vanilla Ice, Ice Ice Baby
2. Madonna, Justify My Love
3. Stevie B, Because I Love You
4. Deee-Lite, Groove Is In The Heart
5. Poison, Something To Believe In
6. Candyman, Knockin' Boots
7. 2 In A Room, Wiggle It
8. M.C. Hammer, Pray
9. DNA Featuring Suzanne Vega, Tom's
10. Soho, Hippychick

### Urban

1. Al B. Sure!, Missunderstanding
2. Bell Biv DeVoe, BBD (I Thought It
3. Gerald Alston, Slow Motion
4. Whitney Houston, I'm Your Baby
5. Mariah Carey, Love Takes Time
6. Ralph Tresvant, Sensitivity
7. Tevin Campbell, Round And Round
8. Vanilla Ice, Ice Ice Baby
9. Anita Baker, Soul Inspiration
10. Hi-Five, Just Can't Handle It

### Rock

1. Black Crowes, Hard To Handle
2. Gary Moore, Still Got The Blues
3. Scorpions, Tease Me, Please Me
4. Winger, Miles Away
5. ZZ Top, My Head's In Mississippi
6. Cinderella, Shelter Me
7. Eric Johnson, Cliffs Of Dover
8. Poison, Something To Believe In
9. Traveling Wilburys, She's My Baby
10. AC/DC, Moneytalks

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

### Bin Burners

1. Whitney Houston, I'm Your Baby
2. Traveling Wilburys, Vol. 3
3. The Cure, Mixed Up
4. Paul McCartney, Tripping The Live
5. Phil Collins, Serious Hits...Live!
6. Scorpions, Crazy World
7. Clint Black, Put Yourself In My Shoes
8. Edie Brickell & New Bohemians, Ghost
9. Pet Shop Boys, Behavior
10. Big Daddy Kane, Taste Of Chocolate

### Hot Futures

1. Madonna, The Immaculate Collection
2. Guy, Guy...The Future
3. Cinderella, Heartbreak Station
4. Robert Palmer, Don't Explain
5. Sisters Of Mercy, Vision Thing
6. Tesla, Five Man Acoustical Jam
7. Echo And The Bunnymen, Reverberation
8. Debbie Gibson, Anything Is Possible
9. Phil Collins, Serious Hits...Live!
10. Ralph Tresvant, Ralph Tresvant

### In-Store Play

1. Traveling Wilburys, Vol. 3
2. Paul Simon, Rhythm Of The Saints
3. The Cure, Mixed Up
4. Deee-Lite, World Clique
5. Charlatans UK, Some Friendly
6. Morrissey, Bona Drag
7. Red Hot & Blue, Red Hot & Blue
8. Trixter, Trixter
9. Steve Winwood, Refugees Of The Heart
10. Edie Brickell & New Bohemians, Ghost

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**CINDERELLA**

Shelter Me (Mercury)

**AC/DC**

Money Talks (Atco)

**INXS**

Disappear (Atlantic)

**?????**

????? (Arista)

**CHRIS ISAAK**

Wicked Game (Reprise)

**PEBBLES FEATURING BABYFACE**

Love Makes Things Happen (MCA)

**TRACIE SPENCER**

This House (Capitol)

**STEVIE WONDER**

Keep Our Love Alive (Motown)

**JAM SOCIETY**

Reflections (Profile)

**ZZ TOP**

Give It Up (WB)

**BILLY IDOL**

Prodigal Blues (Chrysalis)

**LIGHTNING SEEDS**

Joy (MCA)

**CONCRETE BLONDE**

Caroline (IRS)

**TRAVELING WILBURYS**

She's My Baby (Wilbury/WB)

**JELLYFISH**

That Is Why (Charisma)

**CHER**

The Shoop Shoop Song (Geffen)

**RIVER CITY PEOPLE**

(What's Wrong With) Dreaming (Capitol)

**J.J. FAD**

We In The House (Ruthless/Atco)

**MARVIN GAYE**

My Last Chance (Motown)

**JON BON JOVI**

Miracle (Mercury)

**ELTON JOHN**

You Gotta Love Someone (MCA)

**SARA HICKMAN**

I Couldn't Help Myself (Elektra)

**AN EMOTIONAL FISH**

Celebrate (Atlantic)

**OLETA ADAMS**

Get Here (Fontana/Mercury)

**NENEH CHERRY**

I've Got You Under My Skin (Chrysalis)

**DINO**

Gentle (Island)

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