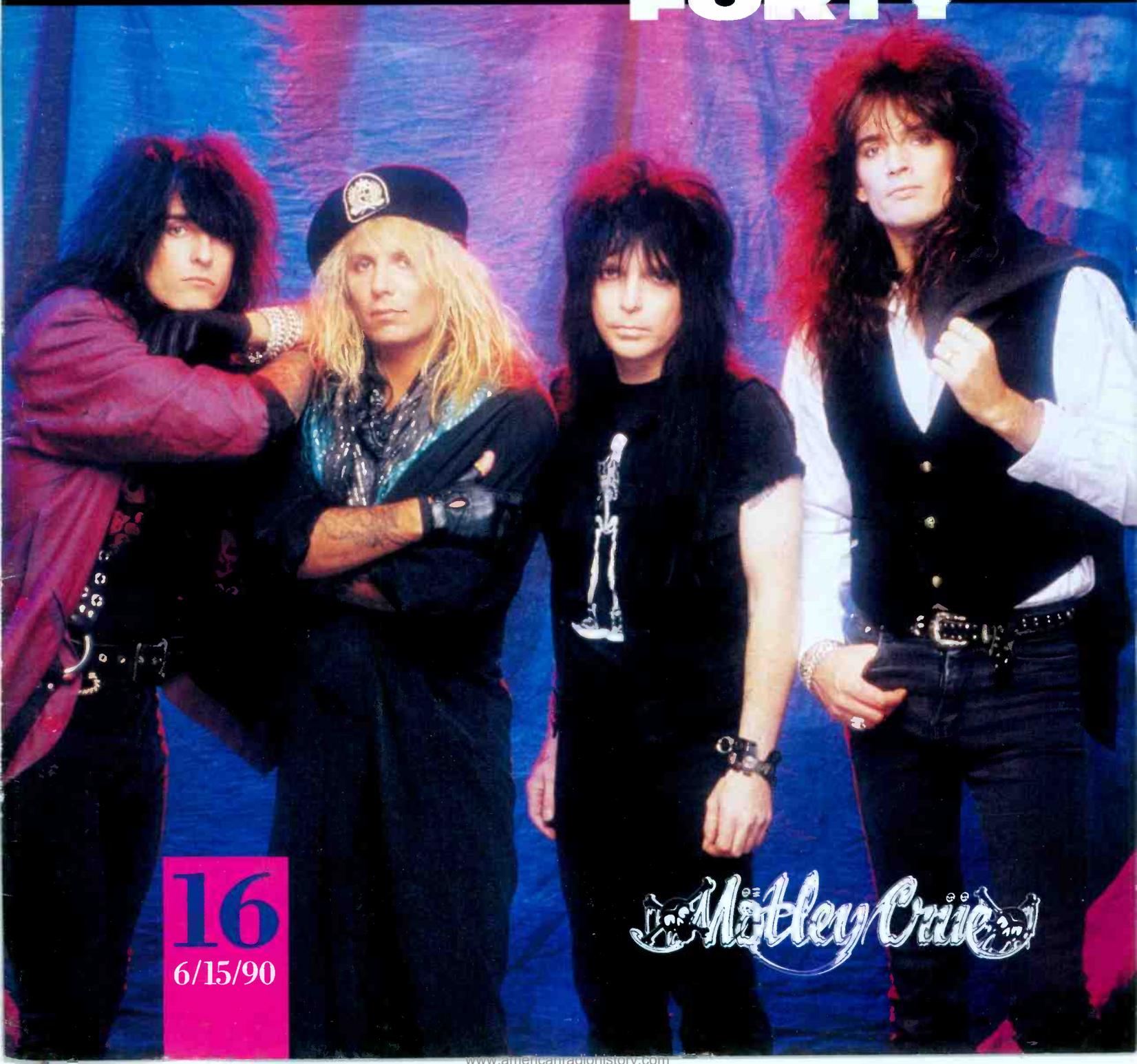


MANAGING YOUR GM ♦ HYBRID FOR THE 90'S ♦ CEASE & DESIST

THE

NETWORK

FORTY



16

6/15/90

Motley Crue



NELSON

The Year's Most Striking Debut.



"Love and Affection"



The First Single, Track and Video From The Forthcoming Album after the rain

Produced by Marc Tanner and David Thoener Management: Larry Mazer

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THE NETWORK

Inside

ISSUE 16 JUNE 15, 1990

FORTY™

THE BIZ

"The Rhythm Of The 90s." "Always Fresh, Always First." The positioning statements of two of the nation's most innovative Top 40s (Salt Lake's KZHT and Houston's KNRJ) demand that their music programmers make a living

on the cutting edge of popular music. The Network Forty's Gene Sandbloom takes us on a guided tour of the not-quite-underground network that connects Top 40 radio's most progressive thinkers.



CROSSOVER

Her fourth album, "Compositions," isn't due in the stores until the week after Independence Day. But the first single release from Anita Baker's newest studio session is already setting off fireworks at Urban radio, where programmers vote her #1 Most Added, #1 Most Likely To Enchant & Amaze! Fifty Top 40 types, including a dozen majors, want in on Anita's action, too, out of the box!



TOP 40

The keys to successful listener sampling can be distilled to a few essential ingredients. But the ambitious task of creating an in-house research department can become either expensive or productive, efficient or wasteful, educational or distracting. The Network Forty's Dave McKie has a great book of recipes for the would-be research gourmet...even those on a macaroni and cheese budget!

THE MUSIC MEETING

THE TIME

"Jerk Out"

Time flies back onto radio after clocking a five year break. (REPRISE)

ST. PAUL

"Stranger To Love"

With Time left over, this Family man takes Prince's rock roots and plants them on the radio. (ATLANTIC)

M.C. HAMMER

"Have You Seen Her"

Hammer nails another hit by tooling around with a Top 5 Chi-Lites cover. (CAPITOL)

MISSION U.K.

"Butterfly On A Wheel"

Mission: Possible. Breaking out of the Alternative cocoon. (MERCURY)

WILSON PHILLIPS

"Release Me"

The second single from Wilson Phillips is so good, it says "Release Me"...and the label did! (SBK)

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

ENERGY 96.5 FM

Houston, Texas

SAMPLE HOUR AFTERNOON DRIVE

Program Director: Guy Zapoleon
Music Director: Michael Newman

M.C. HAMMER

"U Can't Touch This"

JANE CHILD

"Welcome To The Real World"

DEPECHE MODE

"Policy Of Truth"

OMD

"If You Leave"

SINEAD O'CONNOR

"Emperor's New Clothes"

BELL BIV DE VOE

"Poison"

NEW ORDER

"World In Motion"

A'ME LORAIN

"Whole Wide World"

UB40

*"The Way You Do
The Things You Do"*

PARIS BY AIR

"Voices In Your Head"

CANDY FLIP

"Strawberry Fields Forever"

LINEAR

"Don't You Come Crying"

TEARS FOR FEARS

"Change"

STACEY & KIMIKO

"Wait For Me"

Alternative

A HYBRID FOR THE 90S?

Gene Sandbloom

THERE ARE TWO WAYS YOU CAN fight a war: with a slingshot or an atom bomb. While the slingshot will obviously take a bit longer, the atom bomb will probably cause your fellow countrymen to call you a madman.

Such is the case in Top 40 radio wars of the 1990's. Programmers entered markets such as Seattle, St. Louis, Cleveland, Chicago and Denver in the 80's with two Top 40s already doing battle. Three quickly became a crowd, and the new man didn't live long enough to collect his veteran's benefits.

With A/C and Top 40 radio neck in neck as the format of choice (close to 40% total nationwide for the two formats), research companies started looking for the smallest of niches. And of these new formats within a format, there is one small hybrid that still believes in the atom bomb.

"We're alternative/dance," says KZHT Salt Lake City's Lou Simon. "Our lean is more on the dance side than alternative, because we play Paula Abdul, but not PiL. But alternative is one of the places we find quality dance music. Our positioning

statement is 'Rhythm of the 90's,' mixing the best of modern, the most playable urban and the most acceptable (not overly saccharine)

pop music. All intense on the dance beat." Simon adds, "We do play some ballads, but not many," explaining that it depends on the strength of the artist, and pointing to Janet Jackson as one of the occasional exceptions.

"We don't look at any charts at all. We're a music station, not a hit station. You tune in to us for a song, a feel and an attitude. You don't come over here to hear your favorite tune every two and a half hours," remarks Simon. "Our fastest rotation is so slow, it would shock you."

Simon is usually trying to fend off the image as a new music junkie and progressive programmer. But he says when he arrived in Salt Lake City's KCPX in 1987, the hole in the market pointed to a need for

a Top 40 hybrid that could tap the enthusiasm in this huge college town.

"I've done mainstream and A/C radio and been very successful. I have the confidence to work with consultants, put together a 12 song playlist, or do whatever needs to be done to succeed, whether it's gold or talk radio or country. I like

good radio, winning radio. And I like a challenge."

"There was a new music following here before I arrived, thanks to

**"YOU DON'T COME
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EVERY TWO AND
A HALF HOURS...
OUR FASTEST
ROTATION IS SO
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The Top 40s

KCEL and Super 107," Simon remarks, "both successful with limited signals, and they did new music as far back as 1984. It was an avenue explored by some aggressive programmers and found to be marginally profitable for some owners. It took the insight of our current ownership to see there was room for a melding of the Top 40 basics with alternative and popular club based music, to create a new format for the market and the nation."

"We also had to do something we would enjoy. My guys love this station. They can't get here early enough, they can't leave late enough. It's fun, and that's why we got into this business."

A Top 40 programmer must deal with at least two dozen brand new titles in a given week, plus the stack of previously released product he didn't have room for or was unsure about. To properly digest all this music takes hours of listening and relistening. Running a music and trend intensive format like KZHT's can be an even greater drain on your time. Simon explains, "Listeners bring us records. Our Music Director hits the clubs every week and talks to the club jocks. And he talks to every retail outlet and monitors all the 12-inch sales. Beyond that we network with other

stations around the country that are heavy into white dance. We listen to every record we get our hands on; album cuts, B-sides,

remixes and imports. I listen at home, in the car, when I'm on the phone, when I'm on the computer. When I'm on the air, my Music Director takes over."

In a format with seemingly no boundaries for trend setting, networking plays an important part. While Lou

Simon wouldn't divulge his secret weapons around the country, KNRJ Houston Music Director Michael Newman was more than happy to oblige: "Kevin McCabe WQHT, Dennis Reese WHQT, 'Big Dog' Rich Hayes KTFM, Stephanie Gramm KITY, Rikko Ollervidez KSAQ, Dena Yasner KOY, Darcey Sanders KZZP, Steve Smith KKFR, Hosh Guerli KMEL, Michelle Santosuosso KKLQ, Al Tavera KPWR, John Christian KHQT Dana Lundon WLUM and Carolyn Robbins at KJMZ! They all know what's happening on the street. The nice thing is if I don't catch something, they will. And if I don't have a song, they'll have it."

Calling his Top 40 hybrid "Hot Radio," everything the station does revolves around keeping things on the cutting edge. "'Always fresh, always first' is one of our positioning statements," Newman says. "If you asked anyone on the street who

**"IT'S BEIRUT
OUT THERE.
ONE STATION
FLANKS EVERY
MOVE WE MAKE,
THEN THE
THIRD STATION
FLANKS THEM.**



Salt Lake City, Utah

SAMPLE HOUR **AFTERNOON DRIVE**

Program Director: Lou Simon
Music Director: John Griffin

NICK KAMEN

"I Promised Myself"

OINGO BOINGO

"Out Of Control"

EXOTIC BIRDS

"Day After Day"

STEVIE B.

"In My Eyes"

MILLI VANILLI

"Can't You Feel My Love"

DEPECHE MODE

"Enjoy The Silence"

LINEAR

"Sending All My Love"

CULTURE BEAT

"Cherry Lips"

JON ASTLEY

"Jane's Getting Serious"

MIDNIGHT OIL

"Forgotten Years"

BROTHER BEYOND

"The Girl I Used To Know"

SINEAD O'CONNOR - DOUBLE SLAM

"Emperor's New Clothes"

"Nothing Compares 2 U"

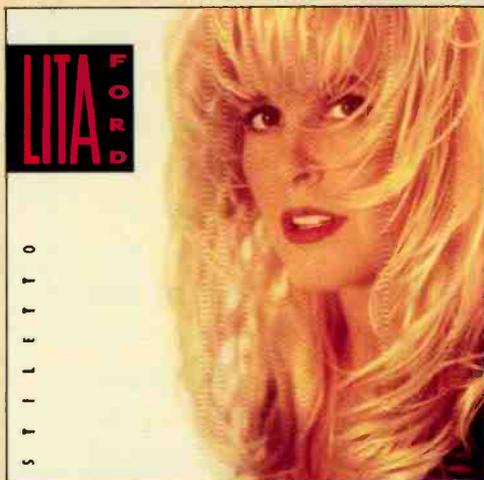
JANET JACKSON

"Escapade"

LITA F LITA A O LITA A R LITA A D

THIS IS YOUR WAKE UP CALL

- BREAKING AT AOR
-  ACTIVE ROTATION
- OVER 400,000 UNITS OUT OF THE BOX
- BILLBOARD: DEBUT #73
- MAJOR PRESS BLITZ
- NATIONAL TOUR BEGINS IN AUGUST



"HUNGRY"
THE FIRST SINGLE FROM HER NEW
ALBUM "STILETTO." ONLY LITA
CAN ROCK LIKE THIS.

On RCA Records cassettes, compact discs and albums.
Producer: Mike Chapman
Management: Sharon Osbourne

  
© 1990 BMG Music



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Alternative Top 40s

played new music first, they would probably say KNRJ."

Being trend conscious doesn't begin and end with music. This is a lifestyle that the station's listeners adhere to in every respect. "We have the #1 club in town, and do a live broadcast from there three days a week. You can even see trends happening in the mall. When the Simpsons first came out, we knew it was going to be big. So we had a Simpsons weekend months before it became huge. We watch people. It's very important with three stations in Houston sounding similar, to play the best stuff the market wants. When we came in, there was a lot of unfamiliar music happening in the clubs. We developed what we thought was a sound of Houston. Soon the clubs started reacting to us. It was something people weren't used to, but they reacted great. The whole market has drastically changed in a year," Newman says.

While a station may come on the air and position themselves as new and fresh, after a few months they often pull back on the reins and play off the image. "The music is just as fresh (now), if not fresher," Newman says.

"At first, the other stations wanted to see what we would create. We

watched one of the stations hire a club DJ to do the music to compete with us. It's Beirut out there. One station flanks every move we make, then the third station flanks them."

You might get the impression KNRJ and KZHT have no limits. On the other hand, they program within the "sound" boundaries of their formats. Consequently, they are more inclined to find the future career artists like Paula Abdul and Depeche Mode instead of adding every instant reaction Rap record that comes along. "We were late on 'Humpty Dance,'" Simon says. "Salt Lake City is a very special place because of its religious base. It is very difficult to play any record containing sexual innuendo."

KNRJ's Newman is cautious of the same records, but for a very different reason. "You don't want to sound like an all Rap station, no matter how familiar it is. I'm worried because record companies are all trying to find their own 'Humpty Dance' and 'U Can't Touch This,' and we're getting such a rush of all the same sounding product. It's getting repetitious. And when you have so many stations in the market playing these kinds of songs, you're going to go nuts. We were even late on the 'Humpty Dance.' We let the other

stations beat us on that one."

There is room for research at these fast moving Top 40s, but Newman admits your ears play the biggest part. "When a record is brand new, you have to really monitor the phones. If it's dancey enough, you can take it to a club and test it out that way. You can't put a record in callout until it's been on the air for three or four weeks. You go with your gut."

While as research intensive as any programmer, Simon doesn't believe in standard research methods for his format, either. "I know what kind of music to play. If I didn't know, I shouldn't be working here. Paying someone to be a programmer or a Music Director who has to ask someone else what songs to play never computed to me. If I manage a shoe store, I better know what's going to sell this season and not have to take a group of potential shoe buyers to a room in a hotel and ask them what kind of shoes they're going to be wearing. We play what we know is right."

Among the most loyal listeners on the planet, taking the new music route consistently delivers in the Time Spent Listening side of the diary. As these listeners will attest, they can tell you everything you wanted to know about the Lightning Seeds or Billy Idol. But they probably won't own ten artists on the Top 40 chart.

**"YOU CAN'T
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IN CALLOUT
UNTIL IT'S BEEN
ON THE AIR
FOR THREE OR
FOUR WEEKS.
YOU GO WITH
YOUR GUT."**

**CEASE
AND
DESIST!**

ORR... Z, Robinowitz & Robinowitz
Attorneys at Law

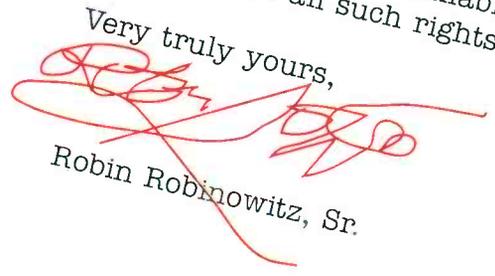
Gentlemen/Gentlewomen,

Doomsday, 199...

It has come to our attention that your station may have illicitly obtained a copy of the forthcoming album by _____ entitled "_____." This is to advise you that _____ has the exclusive right to the recordings contained on this album and that this album has not yet been released by _____. Accordingly, any broadcast of any of the selections contained on this album at this time is a violation of our rights.

Demand is hereby made that you refrain, cease and desist from any broadcasting of said recordings.

Nothing contained herein should be construed as a waiver of any rights or remedies available to _____ and _____. Please be advised that all such rights will be aggressively pursued.

Very truly yours,


Robin Robinowitz, Sr.

some people just don't get it!

Desiree Stich Schuon

MOST PDS AND MDS HAVE BEEN THERE, have faced the temptation and felt the adrenaline rush from taking the risk. No, I'm not referring to the young ladies alone at the end of the bar during a convention. This is business.

You're the first station in town to have the new, long awaited and as yet unreleased single from a major artist. If you get it directly from the record company, you can play it in your office all you like. But you must vow not to put it on the air...yet. It's the one and only time you hear a record rep ask you to not play a record. But ironically, it's also the time you really, really want to! Depending on the competitive situation in the market, the artist, and the relationship between you and the rep, you may or may not comply with waiting for that okay-to-play green flag.

On the other hand, if you get the exclusive from a source other than the label, sealed in a brown paper package with no return address, and the record is so hot your jocks will have to wear oven mitts to play it, the risks and repercussions might not seem so great.

The reasons behind playing one of those unauthorized records are clear and, as most programmers will agree, often worth the the angry call or messenger with the certified document from the record company. However, the label does have strong justification for such regulation. The Network Forty explores this well-known conflict of interest, the "Cease And Desist," with both sides of the issue represented.

SIDE ONE: the radio programmer

Due to the potentially incriminating subject matter, the programmers have requested to remain anonymous. With some of the statements and stories you're about to read, you'll see why!

According to Programmer "X", the main reasons a PD plays unauthorized music are, "(a) it benefits our listeners by exposing them to new music that they can't get anywhere else and (b) to piss off the competition! My competitor constantly whines about everything I do; my records, promotions, anything. This guy's a crybaby and I like to irritate him." PD "X" continues, "When we do play

an exclusive, we're sure to exploit the fact that it's 'another song that you won't hear on W***.' This is part of our image and happens almost on a weekly basis. Someday, I'm going to wallpaper a room with all of the Cease And Desist letters I've received!"

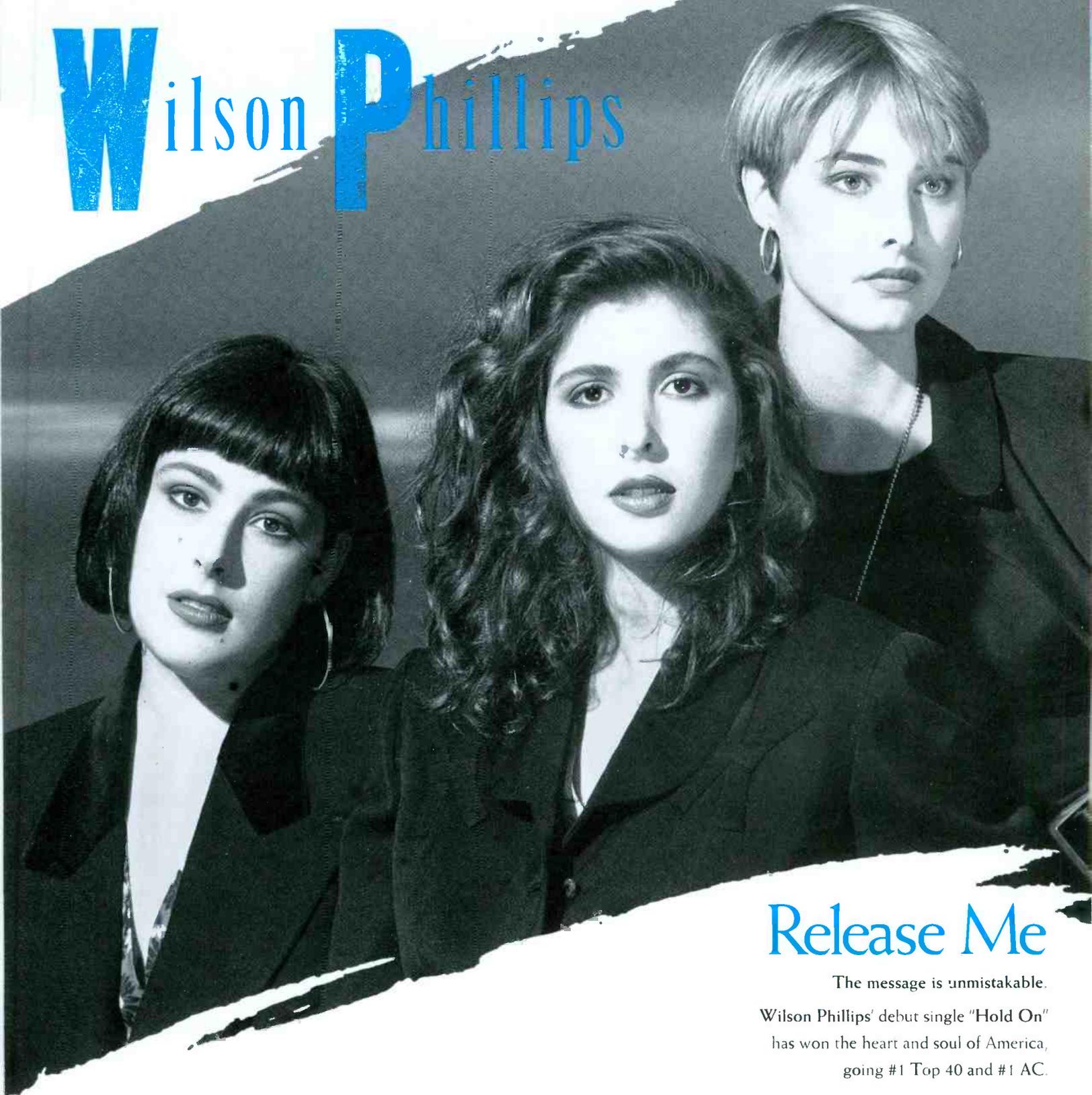
Regarding the possibility of hurting record sales when playing unreleased music, Programmer "X" comments, "I'd like to think it helps by heightening the awareness of the upcoming release and generating an increased demand for it when it does come out. In most cases, the record label wants me to play it early anyway, although they probably would never admit it. I also think they like to hear my competitor whine and complain about it!"

Programmer "Y" says, "If it's a great record and a hot artist, I'll play it. And I like to stick it up the competition's ass. Whenever we play an exclusive, we make a promotion out of it. One time we went on the air with an unreleased record, got a Cease And Desist, and we said we'd continue to play it until someone physically came down and took it away from us. Eventually, after receiving several irate calls, the GM did come down on me and instructed me to 'pull it off the air' or 'he'd have to pull me from the station.'" PD "Y" adds, "It's gotten to the point now that when there's a new record coming out, they send us a Cease And Desist whether we have it or not. We've gotten them for records we didn't even know existed! Record companies always cry when we don't play their records, and then cry when we play them early. What's the deal with these guys?"

SIDE TWO: the record company

Al Coury, General Manager of Geffen Records, remarks on the problems created by playing unreleased music: "When it concerns an established act, particularly one of superstar status, a leak which results in a radio station playing the record weeks in advance does us absolutely no good. First, it confuses the marketplace and gets the record company in trouble with everyone involved. Listeners get confused because they hear it on the radio, but can't find it in a record store. The retailer is crazed because he's flooded with calls from people wanting to buy a new record that he hasn't even ordered yet! Then who hears about it from the retailer? The record company!"

Wilson Phillips



Release Me

The message is unmistakable.

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

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

Written By: Wilson Phillips

Produced By: Glen Ballard

Executive Producer: Charles Koppelman

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

—And The Multi-Media Publicity Blitz Continues!

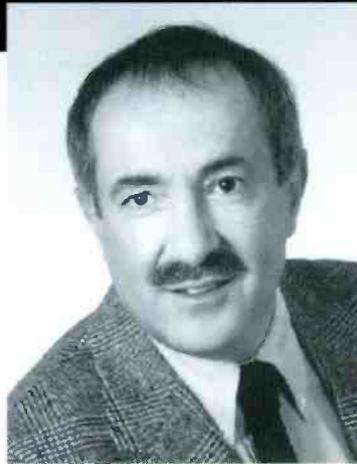
Watch for the MTV World Premiere on June 14th

Management: Amia Andon/Peter Lopez SBK Management
© 1990 SBK Records, Inc.



CEASE AND DESIST!

Al Cury



Cury explains that airing an unreleased record doesn't just impact that particular station's competition, either. The problem can be very extensive for the label, "It's certain to causes a conflict between the record company and nearly all of the music radio stations in town. In cases such as Don Henley, who is a multiformat artist, it not only gets us in trouble with, say, the other Rock station(s) in town, but with the Top 40s, A/Cs and every format in between! Not to mention the great deal of expense incurred by the record company." Cury adds, "When you send a PD a Cease And Desist, you usually go through your legal department or a law firm, which is obviously very costly. The expense of dealing with a leak, in dollars and cents and in time and energy, is tremendous. And unnecessary. So it's not to the records company's benefit to have anything to do with a premature release to one station."

Cury also points out the issue of the quality of the recording. "Those exclusive tapes a programmer gets are likely to be fourth, fifth or even eighth generation copies. He'll immediately make 15 to 20 copies to send to his friends around the country. This means that the quality of the record; performance, voice and song, is no longer very good. But as long as there's a meek resemblance of what the artist sounds like, they'll still play it. However, they're doing a great injustice to the artist, producer and writer of the songs."

A label has to stand behind a Cease And Desist. Cury tells The Network Forty, "Sure, we've taken a radio station to court. And we got a major settlement out of them. But we are not in the business of suing radio stations! The only reason we went to court that time was because we had two separate instances within just months of each other, with the same station. The first time, they swore, in legal form, that they would never do it again. It was the second time they did it that we showed no mercy."

TALES: from some daring guys

This story comes from a former programmer who also asked to remain anonymous. "The competitive situation in my market was intense, and when I got the exclusive, unreleased version of 'Jumpin' Jack Flash' by Guns N' Roses, I put it on without a second thought. Knowing that I would be summoned within a day, I promoted and played that record every hour, reinforcing us as 'the station that brings it to you first,' totally shunning the competition. When the Cease And Desist landed on my desk, I already had a promotion set to go that buried the competition even deeper. We made a big production out of having to

take the exclusive off the air, blaming the station across town that didn't have the song for having tattled on us. We told our listeners that it was the other station's fault we couldn't play Guns N' Roses' 'Jumpin' Jack Flash' for them anymore. The

response was phenomenal! It made us look like we had an inside track on discovering new music while tarnishing their image by negatively positioning them as poor sports. And nobody likes a sore loser. I love this business!"

Another "get away with it" story goes as follows: The same PD was played a new song by a major artist over cocktails. This PD persuaded the rep to leave the song with him, promising not to play it until authorized. And he didn't. Not really. Instead, his Production Director produced a new music promo that highlighted previous exclusives on the station, "From the station that brought you The Best News Music First From..." playing the hooks of different hit records. He then promoted the world premiere of Paul McCartney's new song, playing just a few seconds of the hook in the unreleased tune. Thus, this daring PD justified his walk along the thin line by holding true to his word: "I didn't actually play the unauthorized record, but created anticipation of its arrival, thus creating awareness that it was on its way."

While this story didn't result in any heat from the label, it was a great indication of why stations get and play exclusives. Programmer "Y" tells The Network Forty, "The Rolling Stones' 'Steel Wheels' album was coming out in just a couple of weeks, and the label threw a listening party for radio and other media in town. They gave us a program with a listing of the label's upcoming releases that also included the lyrics to some of the new Stones songs. The next morning, with the intent of riling up the competition, our morning show promoted the exclusive premier from the new Rolling Stones to air at 8:30am. Unbeknownst to the competition, we didn't have the record. But we still had the song, even though it was in the form of lyrics! Of course they panicked and called the label right away, falling prey to our humorous and harmless practical joke. At precisely 8:30, the jocks went on with the exclusive, playfully reading the lyrics, without a clue as to what the song even sounded like. It was a great bit. It made us look good, the listeners loved it and it was another way of hassling the competition. That's the main reason you do an exclusive, isn't it?"

"LOVE IS" ALANNAH MYLES

Getting Great Mileage

Pirate 25-22*

KXXR 19-13*

WKBQ 9-7*

KXYQ 14-11*

KKRZ 24-19*

WMJQ 14-12*

NETWORK 22*

"LIVE IT UP" CROSBY STILLS NASH

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"ALL I DO IS THINK OF YOU" TROOP

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N40 Programmer's TEXTBOOK

CALLOUT RESEARCH 101

AN INTRODUCTORY COURSE IN PASSIVE MUSIC TESTING

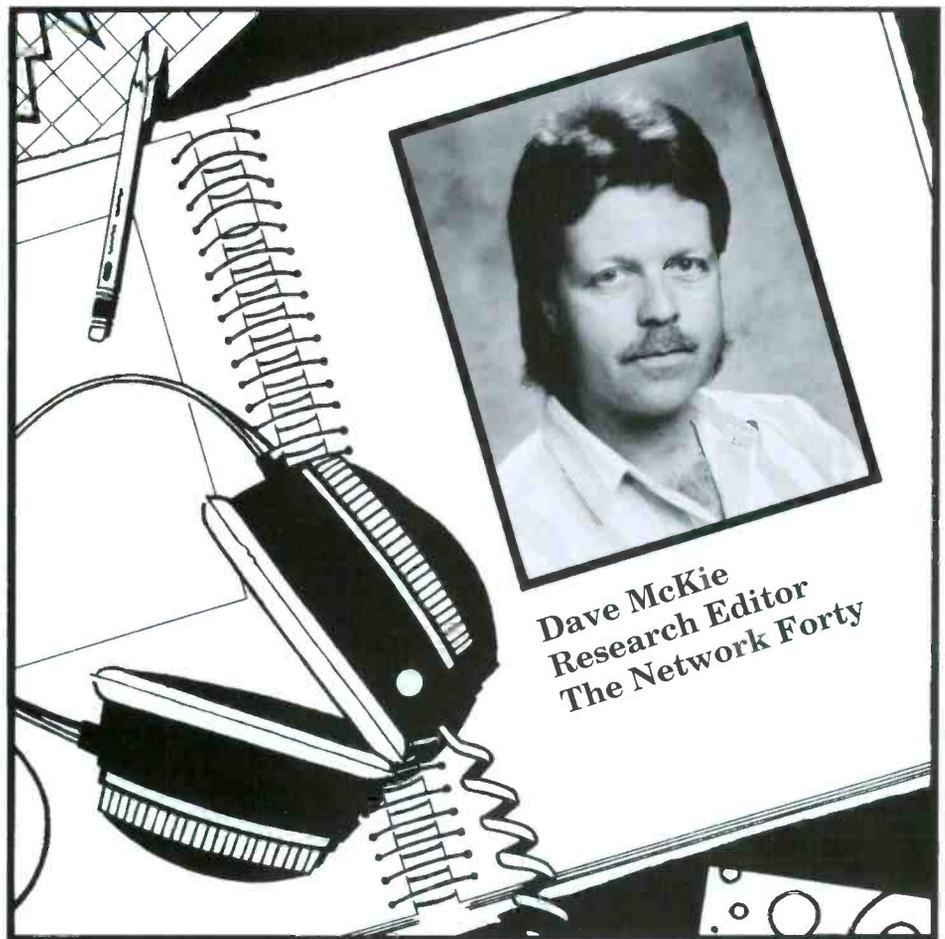
Creating an entirely new department is an ambitious and usually expensive undertaking, regardless of what business you're in. Of course, there are always options. You can poll the staff to see if you already have someone who might know how to get it started. You can hire consultants to tell you what to do...at a "reasonable" fee, of course. Or you can do a little research on your own, pick up tips of the trade from peers who've already done it and done it well.

Over the next few weeks, The Network Forty will show you how you can build your own Callout Research Department...on a macaroni and cheese budget! If you already enjoy the benefits of music research, you might pick up some pointers. If not, we hope this series of articles will help you convince your management that music testing is necessary to achieve programming and sales goals efficiently and inexpensively.

WHAT IS IT YOU WANT TO ACCOMPLISH?

As with any project, from building a model airplane to constructing a house, there must be a game plan from start to finish. Assessing your needs is the first step in designing the "blueprints" for a viable callout music research department. Each station in every market is unique and each game plan will differ slightly.

The obvious reason for callout music testing is to improve your title selection. The wrong decisions can turn this powerful tool into a heat seeking missile aimed straight at your station. Whether you're already #1 and concentrating on maintaining your ratings or "on the hunt" to steal audience from your



competitors, knowing your target demographic and/or psychographic is the first step toward your goal.

For example, the 18-34 demo can be broken down in a number of ways. Consider listeners' primary and secondary station habits, ethnic groups, narrow demographic cells (such as females 25-34) and so on. You may want to include teens in your testing.

To assist you in deciding who you want to reach, check the information in the first few pages of your Arbitron or Birch ratings report. There's a breakdown of all market demographics by cell from age 12 to death, the total population size and ethnic percentages. You can also find psychographic information such as employment statistics, average incomes and lifestyle details. You can qualify your potential respondents using some or all these parameters. Keep in mind

that the more qualifications you require, the more time and expense it will entail to retrieve the respondent.

If this sounds confusing, don't be intimidated. Once you get the jargon down, it's really pretty simple. Remember your goal: getting the most current feedback from listeners on which songs they want to hear. That's it. And callout music research will help guide you in the right direction.

WHAT SIZE BUDGET IS NECESSARY?

Along with the rest of your programming budget, a new entry will have to be created: "The Research Department." Several areas need to be considered in your budget proposal. First, the interviewers who make your calls. The number of calls they complete each hour is basically what will determine

The Lightning Seeds

Success...Pure and Simple Everytime

Lightning has struck with the hit single

"PURE"

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

CLOUDCUCKOOLAND

The Debut Album

A creation of Liverpool-born Ian Broudie, best known for his work as producer for Echo and The Bunnymen, The Three O'Clock and Icicle Works.

Written, performed and produced by Ian Broudie.

Management: Paul Brown/Worlds End Management - London

WPLJ, Add!
WXKS, 31-21*
Y-107, Add!
KSAQ, 18-12*
KNRJ, 15-11*
KKBQ, 17-14*

Pure



"Playing since February and it refuses to die! Teens and upper end females love the feel! Silky Summer Pop...Play it!!!!"

Lou Simon **HOT 94.9**

"Pop records develop slower as a rule, but this one happened fast as lightning. Immediate sales and requests and it's still growing like a seed."

Leo Vela **KSAQ**

"'Pure' is a highly infectious pop record that has caught Boston by storm. Strong retail and phone action..."

Jerry McKenna **WXKS**

"'Pure' is pure Top 40. Perfect for all CHR's no matter what direction they lean. Top 10 phones and building!"

Mark Hansen **KFMW**

"For over 3 months, one of our best testing records, still no signs of burn!"

Adam Cook **KRBE**

"We've been playing the record since January off an import, and it's tested consistently in call-out week to week."

Mike Snow **93Q**

N40 Programmer's TEXTBOOK

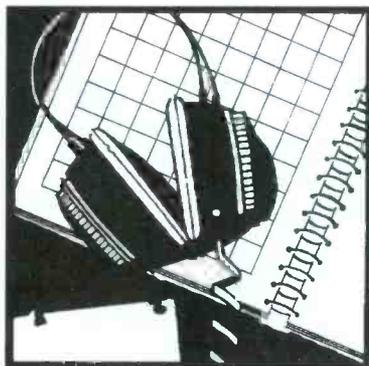
your people budget. (Keep in mind each market is different. It's easier to get willing respondents in Lansing than Las Vegas, which is a more transient market.) You'll need cassette decks wired into the phone system for your "hook tape" of music to be tested. People and equipment will cost money, but it's really not much considering the on-going results which can be applied to improving your TSL through better music selection.

If you have a budget for once a year, farmed-out auditorium testing, it's usually enough to cover the cost for the new department's annual salary. Because of the fast-paced trends of Top 40, library tests become dated very quickly. But with weekly or bi-weekly callout, you can test currents, recurrences and library gold in your mix. The mix will also be presented closer to the actual context of an average hour or two of your station mix.

An efficient Research Department can effectively operate with a few dependable college interns lending a helping hand. Delegate someone from the airstaff or your Production Director to produce the hook tape with the songs you want tested. This task requires only about two hours per week. Ideally, calls are made from 5:00-9:00pm, using three or four of the existing telephone lines normally quiet at that time. If most of your calls are made within the metro, there shouldn't be any noticeable difference in the long distance billing. The station engineer can wire three cassette machines to the telephone handset in about an hour. Throw in tape, stationary supplies and a few extra rolls of toilet paper, and you have all the necessary budget items which should add up to about \$12,000 annually.

HOW MUCH EXTRA TIME WILL THE DEPARTMENT REQUIRE OF YOU?

The more time you invest overseeing the Research Department, the more efficiently it will operate to ensure that the information



you gather is of the highest caliber. You'll put in approximately an extra two hours per day, but the weekly music results will mean bigger numbers and ultimately more billing opportunity for the Sales Department, and maybe a career opportunity for you. Armed with this

information, you'll know which songs to play and in what rotation to program them.

As radio programming becomes more and more sophisticated, research is a critical tool. In any competitive situation where ratings mean income, callout research will pay for itself. This is especially true if you ask perceptual questions in conjunction with interviews about your audience's buying habits. And that's a tool the Sales Department can use on the street!

Next week, we'll talk more in-depth about how to prescreen listeners, set up music testing, and suggest what kinds of questions you should ask to ensure you'll find the best possible respondents. We'll also tell you how to set up music hook tapes, as well as how to code responses you solicit ("love it", "hate it", "burnout"). Until then, if you're convinced that the positive attributes of passive music testing are financially practical at your station, begin preparing the presentation you'll make to the "powers" inside your station. Incidentally, we're happy to answer any questions you might have in lobbying for music research at your station.

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49'ERS

"DON'T YOU LOVE ME?"

"LOVE" HAS ALL THE MOVES!

WLOL Minneapolis 31-26*

Power Pig Tampa 39-36*

Power 106 Los Angeles 26-22*

KMEL San Francisco 26-23*

KITY San Antonio Debut 27*

B-96 Chicago Debut 30*

"LOVE" IS IN THE AIR EVERYWHERE!

Q-102 Philadelphia

Kiss 108 Boston

KKFR Phoenix

KROY Sacramento

KZHT Salt Lake City

Just Added at Hot 97 New York!

BILLBOARD DANCE CHART 22-14-10*



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

N40 Programmer's CONFERENCE CALL

"How To Manage Your G.M."

by Tom Jeffries



How does a programmer get the General Manager to understand Programming vs Sales? Most General Managers worked their way up the ladder via the sales route. Do they understand programming? What makes any General Manager good or bad in the eyes of a programmer? Can you have a buddy-buddy relationship and still make things work?

On The Network Forty Conference Call This Week:

Brian Bridgeman, KKYK Little Rock

Jefferson Ward, WKSS Hartford

Selby Edwards, KHFI Austin

QUESTION #1

The Network Forty: How do you get the GM to understand the programming side of things, rather than just the sales side?

BRIAN: We know what the goals are for the station. I think it's obvious that any GM has to look at both sides. He understands that if the product isn't right on the air, the ratings won't be there. He knows that if you don't have the ratings, it's tough to get the revenue. I really haven't had any problems to speak of. He's been very supportive.

JEFFERSON: Many General Managers don't understand the complexities of programming. A programmer should give clear, concise explanations to any questions the GM may have. You have to take the time to explain in detail why you do the things you do.

SELBY: Actually, my GM's had some programming experience. Most of the time I get a fair hearing. She understands clutter and over saturation of promotions on the air.

QUESTION #2

The Network Forty: What are the usual battles you incur when addressing sales promotions with the GM?

BRIAN: This is my first programming gig. I'm learning as I go that, due to the market size, you have to deal with sales promotions in order to get the monies needed to run the radio station. At the larger stations, most of the sales promotions are kept off the air. You've got to know which sales promotions will work on your station and which won't. If the promotion doesn't benefit the station... stay away from it. Sales promotions should help the client, as well as the station. I've had a few problems, but I've been able to change the original promotional idea from the client into something that works for both of us. I think you'll find that most clients will work with you to structure a promotion that benefits both parties. You just have to work at it.

JEFFERSON: I'm in an interesting situation here. The station, prior to my arrival, was loaded with sales promotions. I've taken great measures to clean up the sound of the

station. The key is to have an understanding with the GM of what the needs of the station are. If a promotion means a lot of money to the station, try to make it work. Creative thinking can sometimes make even the worst sounding promotion work for the station. Be creative. Make the promotion fit the image of the station.

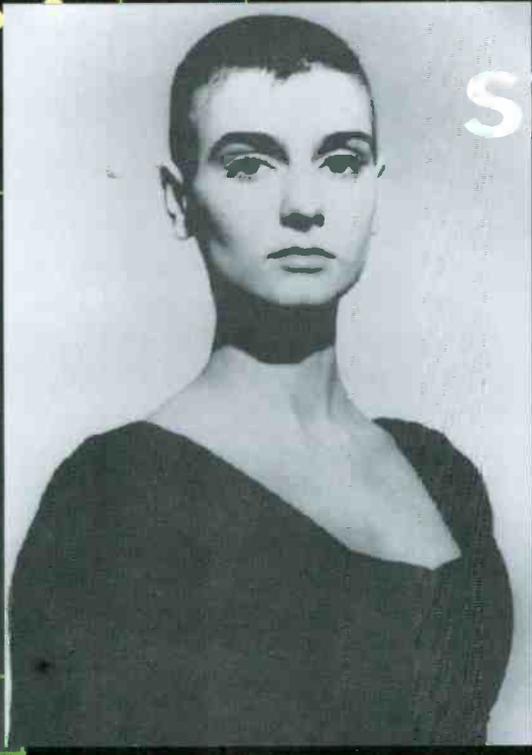
SELBY: We limit certain types of promotions. Nightclubs are tricky. The club owners all want promotions. We try to keep any one nightclub's promotions to one per 90 days. You can't let the clients run your station. There are problems occurring all over the country with national accounts. Some national advertisers won't buy time without a promotion. If your station wants the money, you do the promotion. It's tough to say no. My GM usually wins on those. I remember when I was programming an Urban station, my GM demanded we do a promotion for a rodeo! I almost lost my job over the fight. I gave in. We ran the promotion, giving away tickets and stuff to a rodeo on an Urban station. That made a lot of sense, eh? Some General Managers just don't have a clue. (Editor's Note: Urban Cowboys, perhaps?)

QUESTION #3

The Network Forty: Is it important that your GM be your friend as well as your boss?

BRIAN: I think you'd like to be able to go have a beer with anyone you work with. Friendship is important in this kind of relationship. But the most important thing is that he lets you do your job.

JEFFERSON: If friendship happens, fine. It's more important that the GM be your ally, a person you can go to when you have problems. Someone who is on your side when you



Sinéad O'Connor

"The Emperor's New Clothes"

CHECK THE FACTS

Over 2,500,000 Albums Sold... Top 5 For Over 14 Weeks!

Sam Goody New York #2	Tower Washington D.C. #2
Penny Lane Kansas City #3	Music Disc Denver #1
Tower San Diego #2	Valley Sacramento #2
Budget Portland #1	Tower Seattle #1

The Emperor Summons 49 Adds

Kiss 108 Boston	KC-101 New Haven
B-104 Baltimore	Z-95 Chicago
KKBQ Houston	KNRJ Houston
KRBE Houston	KKRZ Portland
And 41 More!	

Watch For The World Premiere Video,

Exclusive This Week On **MV**

From The Multi-Platinum Album

"I Do Not Want What I Haven't Got"

Chrysalis.

endless

Billy Idol

"Cradle Of Love"

Massive Retail Action

Tower Philadelphia #5
National Record Mart Pittsburgh #10
Sound Waves Baltimore #9
Rolling Stone Chicago #6
Tower Los Angeles #8
Western Merchandisers Denver #5
Sea Port Portland #7

17 More Join The Team!

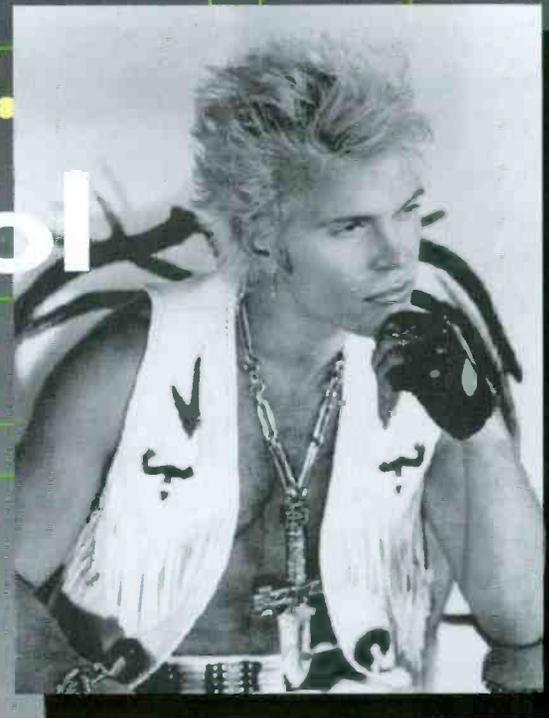
PRO-FM Providence	KBEQ Kansas City
WDFX Detroit	Y-95 Dallas
KRBE Houston	KCPX Salt Lake City

Scoring Summary!

Kiss 108 Boston	34-20*
KEGL Dallas	6-3*
WNCI Columbus	13-9*
Z-95 Chicago	25-19*
WZPL Indianapolis	12-9*
Power 99 Atlanta	15-11*
KKRZ Portland	29-23*
Pirate Los Angeles	12-7*

Ringin' Phones Too!

KUBE Seattle	#2
WKBQ St. Louis	#6
KXXR Kansas City	#5
WFLY Albany	#2
KHFI Austin	#9
#107.7 WASH DC	26-21*



Chrysalis.

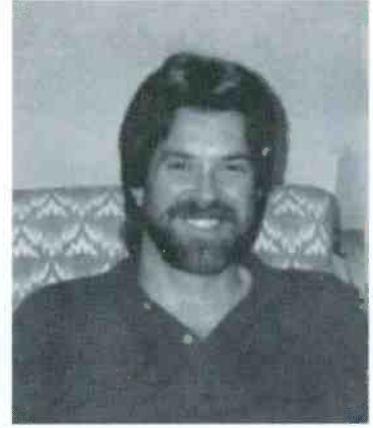
N40 Programmer's CONFERENCE CALL



Brian Bridgeman, KKYK Little Rock
"Any GM has to look at both sides."



Jefferson Ward, WKSS Hartford
"Make the promotion fit your image."



Selby Edwards, KHFI Austin
"My GM demanded a rodeo promotion!"

take a stance on a sales promotion or a policy you want to implement.

SELBY: Friend isn't the right word. Sympathetic, yes. A friend, no. I have a well-defined sense of work and play. A friend implies a relationship that goes outside of the station. I want someone I can sit down with, to help me with my problems. I don't want a GM to go hang out with. I think that being friends inhibits him or her in doing the job. I prefer the relationship to be business.

QUESTION #4

The Network Forty: Describe the perfect General Manager.

BRIAN: A person who has been a programmer or a jock at one time. That GM would know what you're up against; what the war games are all about. It would be beneficial to be able to bounce programming questions off your GM. Most General Managers come from sales and have no knowledge of programming at all. Recently, however, more programmers have become General Man-

agers. I think that trend will continue.

JEFFERSON: One who understands the marketing of a station and how important it is. One who understands programming. A GM who lets a programmer do his thing. A good one would be well versed in many facets of a radio station, and be able to guide his department heads to be more effective in their jobs.

SELBY: Someone who has realistic goals for programming, and is accessible to the programmer. A person who can put my questions into perspective for me if I have a problem.

QUESTION #5

The Network Forty: Who are the best General Managers you've worked with, and what made them so good?

BRIAN: Different people for different reasons. When I was at WAVA, Alan Goodman was a good motivator. He knew how to fire up a staff, sometimes in the most unorthodox manner. He made the station a fun place to work. At KIIS, Lynn Anderson was great

at visiting every department on a daily basis. There had to be at least 90 people working there! But she made it a point to communicate one-on-one with everybody. KIIS has the most professional group of people I've ever come across. It's a first class organization all the way. Jim Grant, my present GM, is a very talented guy, too.

JEFFERSON: Jim Shea, who is now at Z-104. He loves winning and hates to lose. He attacks everything with that passion. I appreciate that in him. Tim Montgomery here at WKSS is great. He's put a tremendous amount of faith in me. He understands what it takes to win, and we'll do it together.

SELBY: Not to stroke her ego, but Beverly Ray, my GM here. She's an excellent manager. She's very logical and has a good sense of programming in her own right. She allows me to do my job. Mark Kiester was also a good GM to work with.

IN THE NEXT PROGRAMMER'S NETWORK CONFERENCE CALL:

Theme Weekends

N40 EAR TO THE STR

Compiled by Diana Atchley

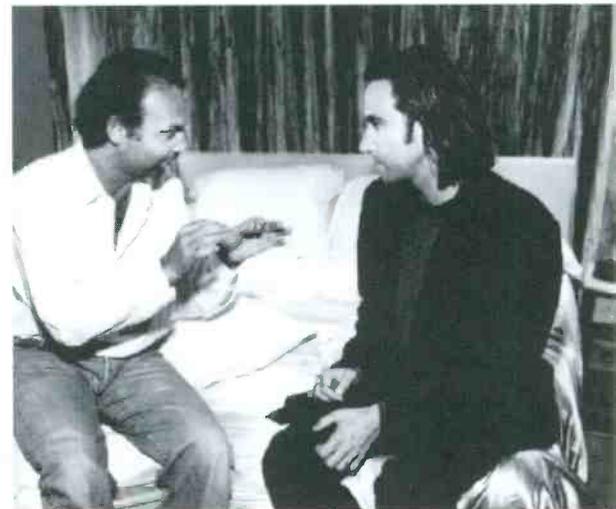


COUSTEAU AND BRIDGES...

93Q's Chris 'Cousteau' Kelley (L) and Jammer 'Bridges' (R) shown here exploring the mysteries of the sea at the grand opening of Houston's Waterworld. Kelley broadcast his afternoon show from the depths in a pre-opening day blow-out where listeners enjoyed a free run of the park after which the duo sailed off into the sun aboard the Calypso...just in time for The Jammers evening show.

JUST A PINCH BETWEEN YOUR CHEEK & GUM...

So that's what makes Brent Bourgeois sound so good! What's really happening here is a little directorial tutoring from video director Erick Ifergan, pictured here with Bourgeois on the set for the video, "Dare To Fall In Love." The scene in question here focuses on Bourgeois in a surrealistic, dream-like state, surrounded by a bevy of exotic beauties, a mood lifted from the first line of the song, "One kiss is a dangerous drug..." From the looks of the finished video, Brent caught on real quick.



A LOVING CUP OF COFFEE...

Just desserts for Skid Row from MTV. Skid Row's Dave "The Snake" Sabo, shown here accepting this year's MTV Video Madness award with presenter Adam Curry, seems mighty pleased that viewers voted "I Remember You" as their favorite video clip out of a field of 32. Or maybe that's a great cup of java.



EET



JON GOES SOLO...

Bon Jovi may be on hiatus, but frontman Jon is spending his time writing, producing and recording a nine track album inspired by the upcoming 20th Century Fox film, "Young Guns II". It seems Jon's pal (and star of the film) Emilio Estevez, mentioned to Jon that they were considering using an acoustic version of the Bon Jovi hit, "Wanted Dead Or Alive" in the film. While Jon was out in New Mexico visiting Estevez on the set, writer Jon Fusco mentioned that the film was actually inspired by the song, so Jon offered to do the music for the movie. Since his own band is on hiatus, Jon got together a musical all-star lineup to perform on the recording that includes Jeff Beck on lead guitar; Elton John and Little Richard on keyboards; Journey's Randy Jackson on bass; and Aldo Nova on guitar. With that kind of talent in the studio, you can bet this soundtrack will be a hit. Smart move, Jon.



PATRIDGE-TRIBE

Enigma Record's David Cassidy (nee: Partridge Family) joins Island Record's Boo-Yaa Tribe for a couple of frames at the local bowl-o-rama. David let the guys win every set. The Tribe let him get in this photo.

HERE TODAY... WHERE TOMORROW...?

YOU HEARD IT HERE FIRST...

Friday, June 15th is the day Rock 40 dies in **Kansas City**. Look for **KXXR** to become Dance Top 40 as "**X-106**" with current PD **Gary Franklin** said to be OUT in favor of MD **Steve Douglas**. Look for AM Driver **John Langan** to also get the pink slip with **Douglas** moving from afternoons to do wake-up duties.

Congratulations to **KWOD Sacramento** Research Director **Pamela Grund** who has been promoted to Music Director!

KSKG Salina PD **Steve Davis** has resigned to join a yet-to-be-named station in **Wichita**, fueling further speculation that **106.5** will drop oldies for Top 40. Stay tuned!

NETWORK FORTY FEEDBACK:

Thanks to everyone who responded to **The Network Forty's** perceptual questionnaire. Here are some of the comments you made about the magazine.

"Good, fast information on issues. It helps me separate reality from hype."

"Loved the article on the evolution of **Rock Radio**."

"**The Conference Call** feature is very informative. I like the different PD/MD perspectives."

"**The Network Forty** covers more in-depth stories on various radio departments. Variety... that's the key!"

"Are you going to start hitting us up for a subscription now?"

(Editors Note...Yes, but at \$250.00 a year—**ONLY** \$5.00 a week, it's the most cost efficient tool in the industry!)

Sweet Sensation

"IF WISHES CAME TRUE"



Most Added With 48 New

Top 40 Stations!

WKSE Buffalo
Y-103 Denver
FM102 Sacramento
X-100 San Francisco
KUBE Seattle
KCPX Salt Lake City
Plus 42 More!



Sweet Moves!

KWOD Sacramento 38-30*
KITY San Antonio 25-19*
Power 99 Atlanta 28-21*
Q-106 San Diego 18-16*
Hot 97 New York 30-26*
B-96 Chicago D-25*
Power Pig Tampa D-26*
FM102 Sacramento D-19*
Hot 97.7 San Jose D-23*



Sweet Phones!

Hot 97.7 San Jose #1
Power 99 Atlanta #2
Hot 97 New York #5
B-97 New Orleans #6
KTFM San Antonio #6
WGY Schenectady #8
KITY San Antonio #9
KC-101 New Haven #9
KDON Salinas/Monterey #4



Debut 36*

BAD COMPANY

"HOLY WATER" Is Already Making A BIG SPLASH!

KDWZ Des Moines 29-21*
WZZU Raleigh 27-21*
WOKI Knoxville 30-26*

 Album Network 4-2*
 #1 Most Requested At Rock Radio

**NOW READY
FOR
TOP 40 ADDS!**

"ALL LIPS N' HIPS"

 Album Network 16*
 #5 Most Requested At Rock Radio

**NOW SHIPPING FOR
TOP 40 ADDS NEXT WEEK!**

ELECTRIC BOYS



**GERBER
TO ENIGMA...
MCCARTHY IN
AT RESTLESS**

Restless Records VP/GM David Gerber has exited his post and headed cross-building to join the Enigma A&R staff, while Jim McCarthy, a 15 year industry veteran who most recently founded and managed his own label, Absolute Records, has been named to replace him.

Gerber joined Enigma Entertainment in 1988 as General Manager of Restless after a career in artist management where he worked with Modern English, Roseanne Cash and The Icicle Works. Gerber also co-founded Side One Marketing, an independent promotion and marketing firm. Enigma Chairman William Hein comments on Gerber's move, "David ran Restless for over two years and took that label from an operating loss to significant profit. I am proud to have David join the A&R team, his creative and well-rounded perspective of music and artist development will serve us well."

McCarthy's announcement is made by Enigma President James Martone who comments, "I am proud to welcome Jim McCarthy as the new Restless GM. With his extensive expertise in the music industry and enthusiasm for managing the capable Restless team, I am confident that Restless will continue to flourish under his leadership."

**MOTTOLA NAMES GRIFFITHS PRESIDENT
EPIC/ASSOCIATED RECORDS**

RICHARD GRIFFITHS, who joined CBS Records as the label's Senior VP/West Coast in April of this year, has been appointed President of Epic/Associated Records by CBS Records Division President Tommy Mottola. In this newly created position, Griffiths will report directly to Epic Records President Dave Glew and will work closely with Epic/Associated Senior VP/GM Tony Martell.



Epic/Associated Records into the 90's new musical powerhouse."

Griffiths says he is "very excited by this move. In particular, I look forward to working closely with Dave Glew and Tony Martell. I've been fortunate to be involved with a number of the Epic/Associated acts in the past, and it will be great to work

with them and to develop the wonderful roster that Tony has already built up."

Commenting on the announcement, Mottola says, "The combined acumen and experience of these two outstanding executives working with Dave Glew promises a great future for an expanded and diversified Associated roster with Ana, Riverdogs and Danger Danger. This further strengthens our team commitment to artist development."

Glew adds, "I am very happy to have Richard as a part of my team. I have every confidence that together, Tony and Richard will build

Griffiths brings a wealth of experience to this position, in both the publishing and A&R arenas. From 1981-1990, he was with Virgin Music and was responsible for the signing of bands such as The Pet Shop Boys, Tears For Fears and Warrant. He also worked closely with Epic/Associated superstar Ozzy Osbourne. Prior to joining CBS in April, Griffiths was President of Virgin Music, Inc., a US publishing company which, according to American Songwriter, was the #1 Publisher Of The Year in 1989.

**RCA PROMOTES CARLTON
NATIONAL DIRECTOR/FIELD**

RCA RECORDS has expanded the duties of Cincinnati based Promotion and Marketing rep, Ray Carlton, to National Director/Field Promotion. In addition to his present duties, Carlton will take on additional responsibilities which include increased communication with radio stations throughout the country and working more closely with RCA's national staff in project

planning and direction.

Carlton will continue to work out of the label's Cincinnati offices, and will report to label Vice President/Promotion Butch Waugh. Waugh comments, "Since joining the company, Ray's performance has been spectacular. His innovative and creative ideas have been a tremendous help in breaking new artists at RCA. RCA's talents lie in many

areas and this promotion will allow us to utilize Ray's abilities to their fullest extent."

Carlton, whose resume includes a stint with ABC Records, has been at RCA only six months, after spending ten years at Elektra; five in local promotion in Miami, two in regional promotion in Denver, and three as National Director and Senior National Director/Top 40 Promotion.

Top 40 MUSIC MEETING

THE TIME

"Jerk Out" (Reprise)

Pop "Purple Rain" into your VCR and check out just who's doing "Jungle Love" and "The Bird" on stage at Prince's club. Formed in 1981 by the Purple Master himself, these seven artists have gone on like graduates from an Ivy League college to help shape modern music. Morris Day has had two solo albums, each with #1 dance and urban hits. And ever since Jimmy Jam and Terry Lewis produced that first Platinum LP for Janet Jackson, the only time they can get out of the studio is to pick up their Grammys. Jesse Johnson had three solo albums with #1 urban and dance hits and produced records for the likes of Paula Abdul and Janet Jackson, as well. Keyboardist Monte Moir has also become a hot producer, while Jellybean Johnson and Jerome Benton formed the critically acclaimed Family and still perform as drummer/percussionists on other superstar releases. A bit risqué for some Top 40s back in 1981, modern radio has more than caught up with the Time. This single fits so perfectly on today's radio, it's scary. The near seven minute album version of "Jerk Out" has Morris up to his old tricks, and it will undoubtedly become a nighttime favorite.

ST. PAUL

"Stranger To Love" (Atlantic)

We've never had so much Time on our hands! While programmers race to add the original Time's reunion release, we didn't want you to miss out on this great new record from one of the other forces that helped make the Time such a unique group. As most of the group parted in 1984 to perfect their own dance funk sound, St. Paul, Jerome and Jellybean left to

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



THE TIME

embark on a more experimental rock venture that drew a bit more from Prince's avant garde roots. The Family recorded the original version of "Nothing Compares 2 U" back in 1985, and an LP full of highly lauded material that was simply too far ahead of its time. St. Paul's latest solo effort is again bringing him to the frontiers of rock and urban music. The solidly hook laden "Stranger To Love" is just the first rung on this ladder with different pop-rock and club-rock versions.

MC HAMMER

"Have You Seen Her" (Capitol)

Just when you think you've got the Hammer figured out, along comes a new song to throw a wrench in your calculations. Not just sampling the Chi-Lites Top 5 hit, but covering it with rap layered over an angelic choir. He's created a stir with every independently released 12-inch in California's Bay Area since his first release. And he's perfectly at home rapping, singing, dancing and producing. Throwing curves like this at the audience

made MC's last album a Platinum success without a single note being heard at Top 40 radio. His latest LP is already approaching Triple Platinum after just one single, and he's just signed an agreement with Capitol to run his own label!

MISSION U.K.

"Butterfly On A Wheel" (Mercury)

Dark yet beautiful, the first Top 40 release from the Mission U.K.'s latest LP "Carved In Sand" is the epitome of the modern day teen love song. Like the Top 5 hits "So In Love" from OMD and "With Or Without You" from U2, "Butterfly" is the kind of song that can take a group with a large cult following and turn them over to the mainstream. There is consistently heavy Alternative and Rock airplay on virtually every Mission release that creates sell-out ticket frenzies whenever this quartet hits the road. This group is ready to break big at any moment. This just may be the catalyst to do the job.

WILSON PHILLIPS

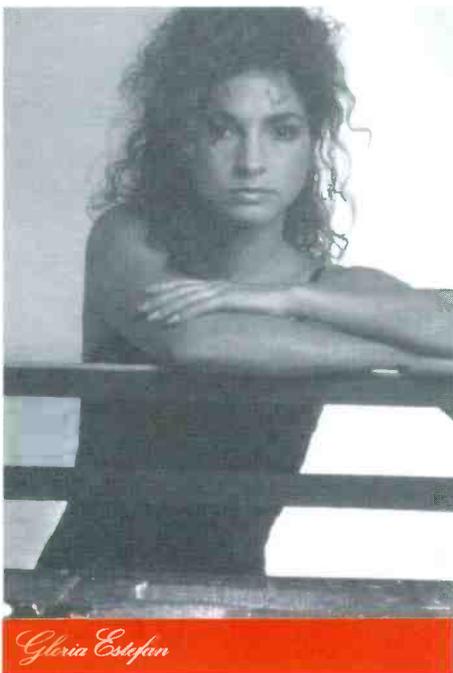
"Release Me" (SBK)

Who was it who said pure Top 40 records don't stand a chance because they have no crossover play to get them started? Odds are those early disbelievers still have this trio's first single in Power rotation, with no sign of burnout on the horizon. The daughters of Brian Wilson and John and Michelle Phillips are again ready to take their classic harmonies for another perfect ride up the charts. The great lyrics and smooth-as-silk production will turn those early doubters into true believers.

BAD COMPANY

"Holy Water" (ATCO)

Back in 1974, this foursome released their first single, "Can't Get Enough Of Your Love," which promptly went Top 5 on the charts. Overnight, the band became one of the most influential groups of the British Revolution. With half the original lineup still intact, guitarist Mick Ralphs and drummer Simon Kirke join up with vocalist Brian Howe to



form this trio. Still revered by fans of 70s rock 'n roll as one of the great electric guitar groups, their new single quickly shot into the Top 5 at Rock radio and became the #1 most requested single and album. If your station likes rock 'n roll and wants adult listeners, then "Holy Water" is a blessing.

LITA FORD

"Hungry" (RCA)

Just as hungry now as when she unleashed her debut LP, Lita Ford can never be accused of complacency. Her duet with Ozzy Osbourne, "Close My Eyes Forever," took the usual love ballad both to Rock radio audiences and up the Top 40 charts. Her latest single is Top 20 and climbing at Rock, as Top 40s with a rock slant are already spinning her new single and lighting up request lines. And as Lita puts her heart into her vocals and mixes them with well produced raw energy and a cool sax solo, this has a good summertime shot at mainstream Top 40s, as well.

GLORIA ESTEFAN

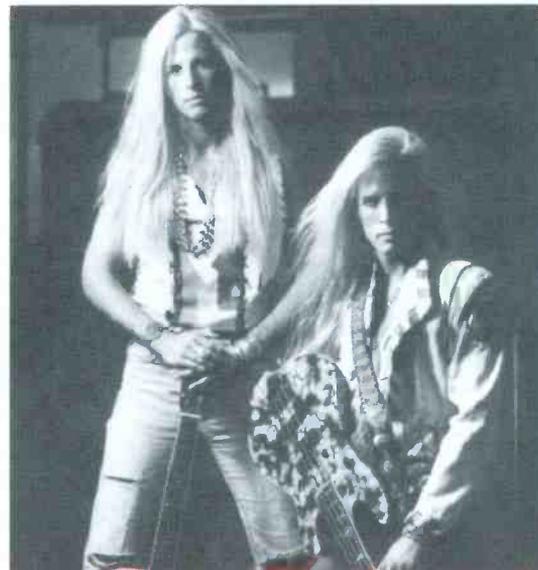
"Cuts Both Ways" (Epic)

It's difficult for an artist who produces an album full of various styles of music, to have everyone immediately gravitate to the ballads. Such is the case for Gloria Estefan. "Cuts Both Ways" is the third hit ballad from the album of the same name, and with A/C radio already taking this Top 15, there is not even a whisper of burnout in sight. Shifting gears from power ballad to folk to Latin, this single has a deeper message, both musically and lyrically, than you might expect.

JIMMY RYSER

"Same Old Look" (Arista)

Living in Indiana all your life can place you in something of a musical time warp, and this 23 year-old is the living proof. While Ryser's



NELSON

music may remind you of some of the 70s classic artists such as Steve Winwood, Dan Fogelberg and Fleetwood Mac, this natural sound is slowly evolving back into the mainstream. So like all cycles, everybody gets back to basics. This easy sing-along from first listen record takes you back to a simpler time without losing its place in the new decade.

NELSON

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

The literal flip side of Wilson Phillips, the twin sons of pop superstar Ricky Nelson have put together an LP of straight ahead pop music with a Bon Jovi style rock edge. Unlike your average teen stars, this debut effort is the same solid Top 40 style material these guys grew up with on the radio. "Love And Affection" doesn't rewrite music history, it redefines what works.

HUMAN RADIO

"Me And Elvis" (Columbia)

This "by popular demand" remarkable single is finding early acceptance across the country, as the lyrics recount an old friendship with Elvis. This story in musical form is fondly told by one of Human Radio's members who reportedly spent time with Elvis, on and off the stage. It's quickly developing at stations from Los Angeles to Montreal, with big adult request action.

Top 40 MOST REQUESTED



WHTZ New York, Kid Kelly

1. New Kids, Step By Step
2. New Kids, Tonight
3. Mellow Man Ace, Mentirosa
4. Motley Crue, Don't Go Away
5. Young And Restless, B Girls



KIIS FM L.A., Hollywood Hamilton

1. New Kids, Step By Step
2. Mellow Man Ace, Mentirosa
3. En Vogue, Hold On
4. M.C. Hammer, U Can't Touch
5. Bell Biv Devoe, Poison
6. Wilson Phillips, Hold On
7. Digital Underground, The
8. Madonna, Vogue



WKSE Buffalo, Smokin' Willie B.

1. New Kids, Step By Step
2. Giant, I'll See You In My
3. Linear, Sending All My Love
4. Snap, The Power
5. New Kids, Tonight
6. Digital Underground, The
7. Johnny Gill, Rub You The
8. Bell Biv Devoe, Poison
9. Paula Abdul, Knocked Out
10. Timmy T, Time After Time



KUBE Seattle, Jerry Hart

1. M.C. Hammer, U Can't Touch
2. Billy Idol, Cradle Of Love
3. Bell Biv Devoe, Poison
4. Motley Crue, Don't Go Away
5. Glenn Medeiros, She Ain't



1. NEW KIDS, STEP BY STEP
2. M.C. HAMMER, U CAN'T TOUCH THIS
3. BELL BIV DEVOE, POISON
4. DIGITAL UNDERGROUND, THE HUMPTY DANCE
5. MELLOW MAN ACE, MENTIROSA
6. WILSON PHILLIPS, HOLD ON
7. MOTLEY CRUE, DON'T GO AWAY MAD
8. TYLER COLLINS, GIRLS NITE OUT
9. MADONNA, VOGUE
10. YOUNG AND RESTLESS, B GIRLS

6. Linear, Sending All My Love
7. Jude Cole, Baby It's Tonight
8. Digital Underground, The
9. Babyface, My Kinda Girl
10. Heart, All I Wanna Do Is



KJMZ Dallas, M.C. Jammer

1. M.C. Hammer, U Can't Touch
2. Bell Biv Devoe, Poison
3. En Vogue, Hold On
4. Perfect Gentlemen, Ooh La La
5. Digital Underground, The
6. Madonna, Vogue
7. Soul II Soul, A Dream's A
8. Snap, The Power



WIOQ Philadelphia, Joe Mamah

1. M.C. Hammer, U Can't Touch
2. Mellow Man Ace, Mentirosa
3. New Kids, Step By Step
4. Bell Biv Devoe, Poison
5. Technotronic, This Beat Is



WPLJ New York, Domino

1. New Kids, Tonight
2. Mellow Man Ace, Mentirosa
3. Bell Biv Devoe, Poison
4. New Kids, Step By Step
5. Madonna, Hanky Panky
6. Tyler Collins, Girls Nite



KKRZ Portland, Bill Kezley

1. Roxette, It Must Have Been
2. Morning Zoo, Rip City
3. Babyface, My Kinda Girl
4. Jane Child, Welcome To The
5. M.C. Hammer, U Can't Touch
6. Sweet Sensation, If Wishes
7. Seduction, Could This Be
8. Glenn Medeiros, She Ain't
9. George LaMond, Bad Of The
10. Johnny Gill, Rub You The



WAPW Atlanta, The Janitor

1. Bell Biv Devoe, Poison
2. Sweet Sensation, If Wishes
3. K.C. & The Sunshine, Game
4. Roxette, It Must Have Been
5. New Kids, Tonight



WYZZ Chicago, Steven Craig

1. M.C. Hammer, U Can't Touch
2. Digital Underground, The
3. Wilson Phillips, Hold On
4. New Kids, Step By Step
5. Madonna, Vogue
6. Depeche Mode, Enjoy The
7. New Kids, Tonight
8. Glenn Medeiros, She Ain't

BREAKOUT!

SNAP

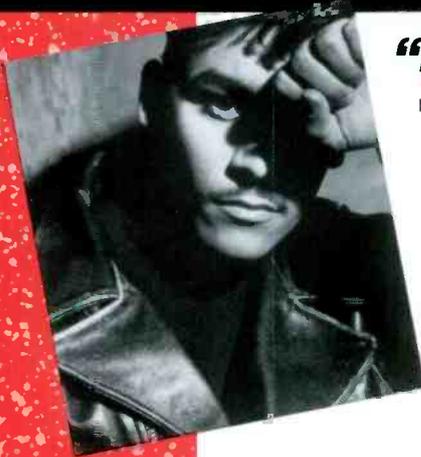
THE POWER

Q-107, Washington D.C.
WTIC, Hartford
KJMZ, Dallas
WZZG, Charlotte
WKSE, Buffalo
KKSS, Albuquerque

GEORGE LAMOND

"BAD OF THE HEART"

Produced by Mark Liggett & Chris Barbosa



NETWORK Debut 39*

Over 125 Top 40 Stations Including...

PRO-FM Add	WIOQ 24-21*	B-96 #4 (Hot)
Hot 97 4-1* (Hot)	Power Pig 17-13*(Hot)	WL0L 22-16*
WXKS 30-27*	Q-105 23-19*	Hot 102 20-16*
WZOU 30-27*	Power 96 6-5* (Hot)	KKBQ 14-10*

Dave Shakes B-96 (#4 Hot):

"Bad Of The Heart has crossed from Dance to Pop...This is a HIT record!"

SEIKO AND DONNIE WAHLBERG

"THE RIGHT COMBINATION"

Produced by Maurice Starr
Taken from the Columbia Release: Seiko 46046

On Over 100 Top 40 Stations Including...

KDWB	B-94	WIOQ	WPLJ
KCPX	KEGL	Z-95	WBLI
Q-106	KISN	Power 96	KPLZ



MIDNIGHT OIL

"FORGOTTEN YEARS"

Produced by Warne Livesey and Midnight Oil Management: Gary Morris
Taken from the Columbia release: Blue Sky Mining 45398



Over 30 Top 40 Stations Including...

Pirate	WPST	HOT 94.9	KXYQ
KTUX	KXXR	KSAQ	KRZR

Retail Action:

Kemp Mill #19	Plastic Fantastic #7
Galgano One Stop #14	Record World #15
Peaches Seattle #18	Flipside #9

COLUMBIA RECORDS

Top 40 MOST REQUESTED

HOT 97.7

KHQT San Jose, Dwaine Luna

1. Sweet Sensation, If Wishes
2. Bell Biv Devoe, Do Me
3. New Kids, Valentine Girl
4. The Good Girls, Your
5. Stacey And Kimiko, Wait For

Y93

KOY FM Phoenix, Monsoon Eddie

1. New Kids, Step By Step
2. Young And Restless, B Girls
3. M.C. Hammer, U Can't Touch
4. Mellow Man Ace, Mentirosa
5. Young And Restl, Gimme Dem

POWER 108 FM

WPHR Cleveland, Cat Thomas

1. Digital Underground, The
2. New Kids, Step By Step
3. Wilson Phillips, Hold On
4. Bell Biv Devoe, Poison
5. Motley Crue, Without You
6. Madonna, Vogue
7. Faith No More, Epic
8. Depeche Mode, Enjoy The

Power 106 FM

KPWR Los Angeles, Frank Lozano

1. Mellow Man Ace, Mentirosa
2. Keith Frost, La Raza
3. Bell Biv Devoe, Poison
4. New Kids, Step By Step
5. Bell Biv Devoe, Do Me
6. Digital Underground, The



SUPER SNAKE

KXXX SAN FRANCISCO

1. YOUNG AND RESTLESS, B GIRLS
2. SEIKO/WAHLBERG, THE RIGHT COMBINATION
3. M.C. HAMMER, U CAN'T TOUCH THIS
4. DIGITAL UNDERGROUND, THE HUMPTY DANCE
5. WILSON PHILLIPS, HOLD ON

Q105

WRBQ Tampa, Johnny D.

1. M.C. Hammer, U Can't Touch
2. New Kids, Step By Step
3. Young And Restless, B Girls
4. Bell Biv Devoe, Poison
5. Salt-N-Pepa, Expression

KISS 97.3 FM

KKSS Sante Fe, Hollywood Haze

1. Mellow Man Ace, Mentirosa
2. Johnny Gill, Rub You The
3. New Kids, Step By Step
4. Tyler Collins, Girls Nite
5. Bell Biv Devoe, Poison

6. The 49'ers, Don't You Love
7. Snap, The Power
8. M.C. Hammer, U Can't Touch
9. Keith Sweat, Make You Sweat

KDWB 101.3

KDWB Minneapolis, Bobby Wilde

1. New Kids, Step By Step
2. M.C. Hammer, U Can't Touch
3. Aerosmith, What It Takes
4. Digital Underground, The
5. Janet Jackson, Black Cat
6. Bell Biv Devoe, Poison
7. New Kids, Valentine Girl
8. Johnny Gill, Rub You The

25.1 FM
GORILLA RADIO

WZZG Charlotte, Boom Boom

1. New Kids, Valentine Girl
2. Kyper, Tic-Tac-Toe
3. Mellow Man Ace, Mentirosa
4. Snap, The Power
5. En Vogue, Hold On
6. Keith Sweat, Make You Sweat
7. L.A. Guns, The Ballad Of
8. Bad English, Possession
9. New Kids, Step By Step

PIRATE RADIO
100.3 FM

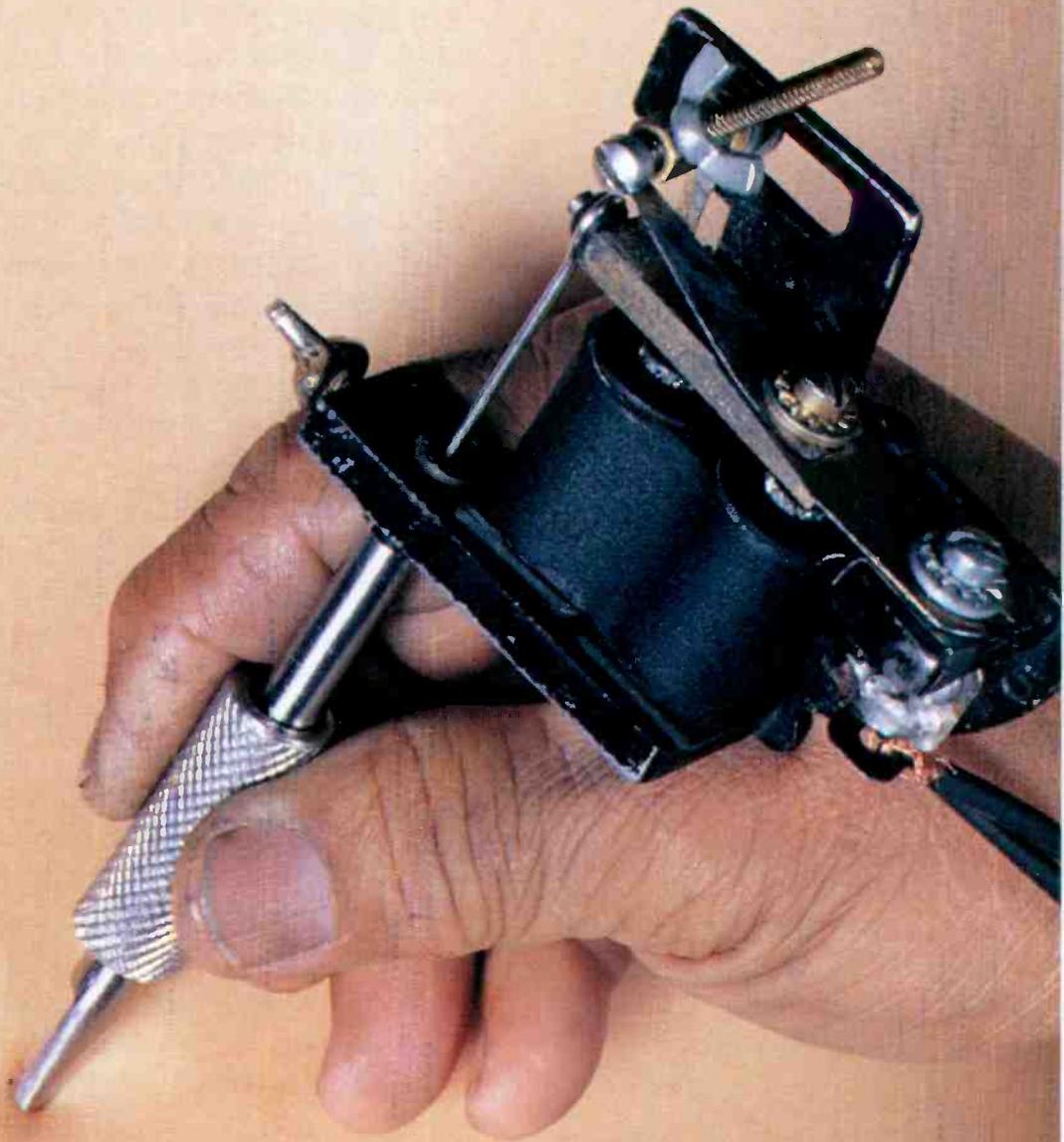
KQLZ Los Angeles, Cadillac Jack

1. L.A. Guns, The Ballad Of
2. Faith No More, Epic
3. Wilson Phillips, Hold On
4. Slaughter, Up All Night
5. Killer Dwarfs, Doesn't

92PRO FM
WPRO FM

WPRO FM Prov., Big John Bina

1. New Kids, Step By Step
2. M.C. Hammer, U Can't Touch
3. New Kids, Funny Feeling
4. Wilson Phillips, Hold On
5. Louie Louie, Sittin' In The
6. Roxette, It Must Have Been
7. Brent Bourgeois, Dare To
8. Alisha, Bounce Back
9. Glenn Medeiros, She Ain't
10. Motley Crue, Don't Go Away



AN INDELIBLE MARK IS ABOUT TO BE LEFT ON ROCK 'N' ROLL.



Bell Biv DeVoe



Mariah Carey



Billy Idol

N40 HIT SINGLES

(For The Research Week Ended 6/12/90)

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

ELTON JOHN



Club At The End Of The Street

THE NETWORK
FORTY 29-27*

The Club The Adults Go To!

WSTR 4-3*	Y-100 19-16*	WXKS 22-19*
Z-95 D-26*	Q-95 4-2*	PRO-FM D-35*
WBLI 18-15*	KUBE 16-14*	Q-101 4-3*
WOMX 12-9*		

9 More Top 40 Adds Including...

B-94 WGRD I-95 WTHT WKZW

ADAM ANT



Rough Stuff

THE NEXT ADAM SMASHER!

13 First Week Adds Including...

PRO-FM WLOL I-95 KSAQ
KZHT WQEN G-98

*Make "Room At The Top"
for the "Rough Stuff"!*

ALISHA



Bounce Back

*Bounce This Song Off Your Audience
And It Will Come Back A HIT!*

New This Week!

B-96 KGGI Y-108 KIKI WFME

Major Moves!

Z-100 6-5*	WXKS 15-10*	WPLJ 17-15*
KITY 19-14*	WLUM 34-30*	Q-102 25-23*
Power Pig 36-32*	KHTK 29-25*	Y-107 24-21*
KWOD 29-26*		

Also Breaking at...

KIIS WHYT KKFR WPGC
KTFM KC-101 KTFM KKRZ

MCA RECORDS
The Spotlight Is On

N 40 *Top 40* THE NEXT 40™

BABYFACE

"My Kinda Girl" (Solar/Epic)

Kenny Edmonds (a.k.a. Babyface) has given the top notch "kinda" production treatment that he usually reserves for his clients (like Bobby Brown and Paula Abdul) to his own latest dance groove. Reacting after just one week, it's next in line for the *The Network* Forty chart. 105 stations.



REQUEST ACTION: WLUM, KKRZ, KUBE

MAJOR MOVES: 14, including KRBE(28-21), KKFR(25-19), KMEL(15-12), KSFM(30-16), WFMF(30-26), KEZB(D-19)

MOST ADDED: 41, including WXKS, WIOQ, KHTK, KRXY, KROY, KWOD, KUBE, WNNK, WNVZ, WRVQ, KKRD, KQKQ

SALES BREAKOUT: LP is Platinum and Top 10 in Richmond, Tallahassee and Las Vegas

CROSSOVER: Debuts 38* at Urban radio

KEITH SWEAT

"Make You Sweat" (Elektra)

Writing most of his songs on the road during last year's massive arena tour, Sweat also produced this sophomore effort. 95 stations, with 12 new adds, including WAVA, KZHT and KSKG.



REQUEST ACTION: KJMZ, WZZG, KAYI, WGY, KKSS

MAJOR MOVES: 37, including WFLZ(28-21), KRBE(24-20), KRXY(26-16), KKFR(16-13), KGGI(15-12), KKLQ(22-17)

SALES BREAKOUT: Top 40 National 12-inch sales

CROSSOVER: Moves 20-12* at Urban radio

SNAP

"The Power" (Arista)

This power charged rap-dance single started out slow, but has grown to become the "Next 40" icon champ for the past two weeks. 14 new adds include WMJQ, KHYI and KNRJ. 87 stations, with enough momentum to make it chart bound.



TOP TEN: 12, including WHTZ, WPLJ, WQHT, WXKS, WIOQ, WPGC, WPOW, KMEL, KSFM, WHXT, WCKZ, KBOS

REQUEST ACTION: 13, including WQHT, WKSE, WMJQ, WKCI, WTIC, WIOQ, WRQX, WLUM, KJMZ, KITY, WZZG

MAJOR MOVES: 37, including WPLJ(13-9), WZOU(18-13), WKSS(23-19), WEGX(17-14), WIOQ(6-3), WPGC(10-6)

MTV SUPPORT: 2 weeks, in Active rotation

SALES BREAKOUT: Top 5 National 12-inch sales

CROSSOVER: Moves 29-22* at Urban. Top 5 National Rap record

CLUBS: Former #1 National Club action

INTERNATIONAL: Former #1 in UK and across Europe

THE LIGHTNING SEEDS

"Pure" (MCA)

Ian Broudie, who wrote, produced and performed almost all the material on his debut LP, is such a wiz in the studio, he claims the entire album was recorded in about two weeks. Another week among the most added singles, the 14 new adds on this alternative-pop single include WPLJ, WPXY and KFXD. 98 stations.



MAJOR MOVES: 35, including WXKS(31-21), KNRJ(15-11), KHFI(29-23), KSAQ(18-12), KISN(24-20), KZHT(3-2)

MTV SUPPORT: 7 weeks, in Active rotation

CROSSOVER: Former Top 10 at Alternative radio

BRUCE HORNSBY & THE RANGE

"Across The River" (RCA)

"Across The River" bridges all the gaps and walks away as the second most added record in a superstar release week! Clearly the sound adults have been missing on the radio.



MOST ADDED: 99, including WPLJ, WKCI, WKTI, WKBQ, KXXR, WXGT, WZPL, WKQI, KPLZ, KUBE, KXYQ, WFLY

MTV SUPPORT: Debuts in Heavy rotation

CROSSOVER: Moves 10-4* at Rock radio with Top 10 requests

TOURING: Begins in August in Colorado

BROTHER BEYOND

"The Girl I Used To Know" (EMI)

This British soul-pop quartet has had #1 records in the UK and Top 40 releases across Europe for the last few years. Their first North American single, one of the most added releases two weeks in a row, has them dancing on 94 stations.



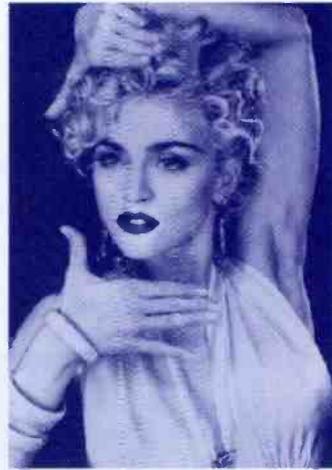
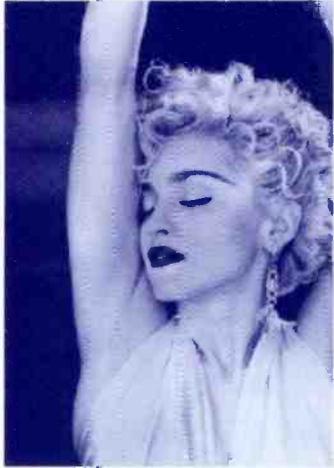
MAJOR MOVES: WLOL(30-20), WNTQ(39-33), WZOK(33-26), KRNQ(24-19)

MOST ADDED: 43, including WKSS, WTIC, WAVA, KKFR, KROY, KWSS, KXYQ, WFLY, WKRZ, WNVZ, KQKQ, WCGQ

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

LEGEND

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



MADONNA

"Hanky Panky"

➕ 124 TOP 40 STATIONS! BRAND SPANKING NEW!

Z-100	WPLJ	WPHR	KMEL
B-104	B-94	Y-95	KPLZ
Power Pig	TIC-FM	KKLQ	KKRZ
Y-100	WDFX	KKRZ	FM102
Q-107	WHYT	KPWR	KUBE
	WL0L	WAPE	

 DEBUT 40*

FROM THE SUMMER MOVIE SMASH, DICK TRACY!

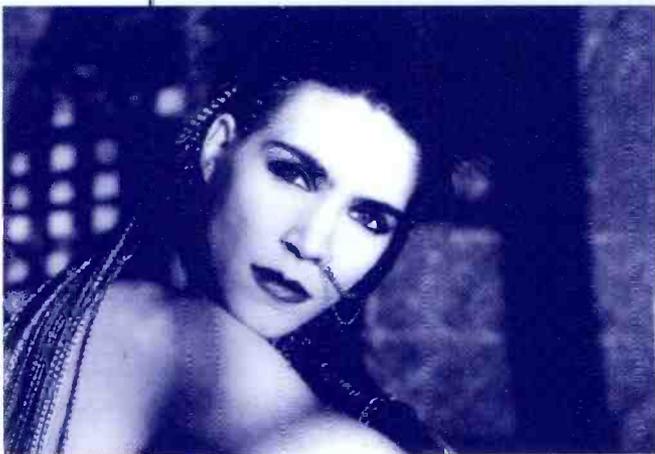
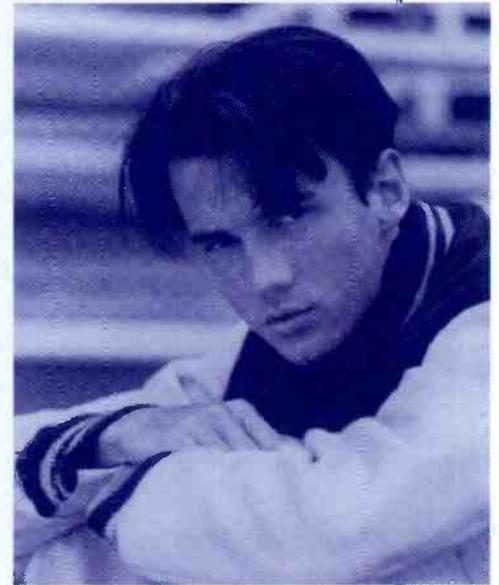
TOMMY PAGE

"When I Dream Of You"

PAGES AND PAGES OF UPWARD MOVES!

WHYT 12-11*	KROY 22-18*	B-96 30-28*	WMJQ 17-15*
WLUM 15-12*	KUBE 17-16*	KKBQ 29-27*	HOT 97.7 32-30*
B-97 11-10*	KRBE 22-19*	Q-105 22-20*	FM102 25-23*
KNRJ 19-16*	WPLJ 20-18*	KPLZ 22-19*	TIC-FM 33-31*

 33-30*



JANE CHILD

"Welcome To The Real World"

SO WORLDLY!

Q-107 30-26*	Kiss 108 D-32*	TIC-FM 37-35*
WKBQ 22-16*	Power Pig 30-28*	KKRZ 30-26*
KNRJ 32-27*	Hot 97.7 D-35*	KWOD 40-36*
KRBE 25-22*		KWSS 26-24*

SO WELCOMED!

KKFR Phoenix, Y-108 Denver,
KBOS Fresno, KKRD Wichita

 DEBUT 40*



N40 *Top 40* THE NEXT 40™

AEROSMITH

"The Other Side" (Geffen)

What could be the biggest album of their career, "Pump" has already netted three Top 10 singles, with initial programmer reaction on the new single pointing to equally high results. Check out the great club mix!

-  MOST ADDED: 90, including WXKS, WXGT, WBZZ, KEGL, KQLZ, KPLZ, KXYQ, WERZ, WVKZ, WNTQ, WKRZ
-  MTV SUPPORT: Debuts in Exclusive rotation
-  SALES BREAKOUT: LP is Triple Platinum
-  CROSSOVER: Moves 46-15* at Rock radio
-  TOURING: Currently in Pennsylvania, New York, Maine and Connecticut

HEART

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

Their first album in three years has already netted Heart one Top 5 single, with their latest the fourth most added out-of-the-box. Moving at KEGL(17-14) and WIQB(D-19), with 87 stations.

-  MOST ADDED: 84, including KXXR, WKRQ, WXGT, WBZZ, WEZB, KQLZ, KWSS, KKRZ, KPLZ, KUBE, WVKZ, WNTQ
-  SALES BREAKOUT: LP is Platinum and Top 10 in 45 markets, including Buffalo, Baltimore, Chicago, Minneapolis, Wichita, Cincinnati, Savannah, Miami, Nashville, Denver, Salt Lake, Phoenix, LA, Sacramento and Seattle
-  CROSSOVER: Debuts 42* at Rock radio
-  TOURING: Currently in Pennsylvania, Missouri and Illinois

MELLOW MAN ACE

"Mentirosa" (Capitol)

Moving from Cuba to Miami to New Jersey to Los Angeles, it's no wonder the Mellow Man has picked up a unique musical blend. If stations aren't convinced this is a Top 10 record, they're a "mentirosa". New action includes KXXX, WHXT and WAEB. 60 stations.

-  TOP TEN: 24, including WPOW, KTFM, KQKS, KKFR, KOY, KGGI, KIIS, KKLQ, KPWR, KMEL, KSFM, KWOD
-  REQUEST ACTION: 20, including WHYZ, WPLJ, WQHT, WIOQ, WBBM, WLUM, WPOW, WFLZ, KJMJ, KITV, KNRJ, KRBE
-  MAJOR MOVES: 37, including WBBM(29-17), WFLZ(25-19), KKBQ(19-16), KNRJ(27-22), KQKS(9-4), KKFR(4-2)
-  MTV SUPPORT: Debuts in Breakout rotation
-  SALES BREAKOUT: Top 20 National 12-inch sales
-  CLUBS: Former Top 10 National Club action

DANGER DANGER

"Bang Bang" (Imagine/Epic)

Formed in New York back in 1987, this five member group's knack for combining blues, pop and rock made them the first band signed to CBS Records new Imagine label. 84 stations.



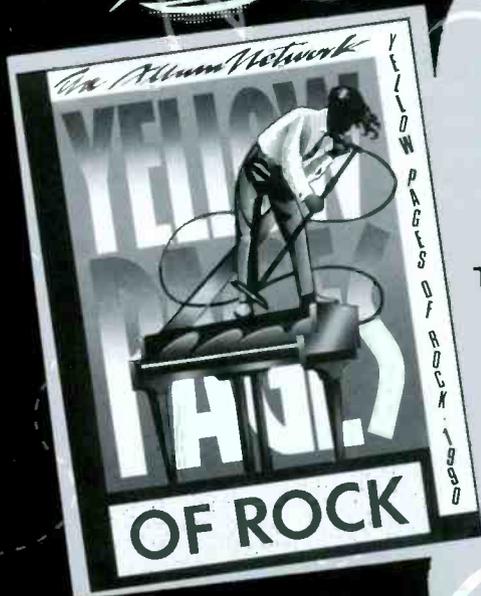
-  REQUEST ACTION: KXXR, WKRZ
-  MAJOR MOVES: 23, including WXGT(19-15), KWSS(21-17), WKRZ(29-24), WPXR(24-19), WWRB(8-7), KTUX(27-21)
-  MOST ADDED: 23, including KEGL, KUBE, WFLY, WERZ, WNVZ, WZOK, WHHY, WSRZ, WJET, WIQB, WVIC, WKPE
-  MTV SUPPORT: 3 weeks, in Medium rotation
-  CROSSOVER: Moves to 46* at Rock radio

SLAUGHTER

"Up All Night" (Chrysalis)

Named after vocalist Mark Slaughter, this group (famous for writing lyrics on late-night pizza boxes) found each other in a music magazine want ad. A certain Top 10 wherever it's played, new action includes WIKZ, WGTZ and WKBQ. 84 stations.

-  TOP TEN: 14, including KXXR, WBZZ, WDFX, KEGL, KQLZ, WVKZ, WLRS, WOKI, WJET, WWRB, KMYZ, KATM
-  REQUEST ACTION: 6, including KBEQ, WBZZ, KQLZ, CHED, KTXV, KXXR
-  MAJOR MOVES: 34, including KBEQ(22-18), KEGL(7-6), KQLZ(5-4), WYCR(17-13), WRVQ(21-14), WSKZ(25-19)
-  MTV SUPPORT: Heavy rotation
-  SALES BREAKOUT: LP is Gold and Top 10 in 15 markets, including Baltimore, Pittsburgh, Milwaukee, Cincinnati, Grand Rapids, Nashville and Salt Lake
-  CROSSOVER: Former Top 15 at Rock radio with Top 5 requests
-  TOURING: Currently in Pennsylvania, Rhode Island and NY



#1 PHONES! TEN YEARS IN A ROW!

The Album Network publishes the music and media industry's best selling (and best loved) sourcebooks, The Yellow Pages Of Rock and Jr!

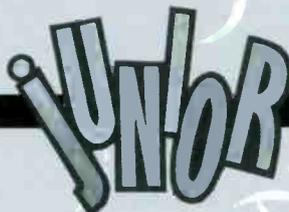
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N 40 *Top 40* THE NEXT 40™

U-KREW

"Let Me Be Your Lover" (Enigma)

Moving even faster than their Top 40 debut single, the Krew's second release picks up new action at six stations, including KZZP, KISR and WPFM. 67 stations.



MAJOR MOVES: 19, including KHTK(20-15), KKRD(32-25), KZFM(35-20), KKMJ(34-26), KITY(26-23), WFLZ(35-27)

TONY! TONI! TONE!

"The Blues" (Wing/Polydor)

This Oakland, California trio got its first big break in 1985 as the backup band for Sheila E's tour. Now with a near Platinum debut LP, and their second album following that lead, they'll never sing the blues again. Top requests at WYHY. And 10 new adds include KGGI, WFLY and KQKQ. 60 stations.



MAJOR MOVES: 19, including WPGC(6-4), WRQX(32-28), KITY(22-18), KQKS(24-21), KROY(26-20), KZBS(29-24)



SALES BREAKOUT: Top 20 National 12-inch sales. LP is Top 10 in 11 markets, including Omaha, Columbus, Indy, Tallahassee, Phoenix, Vegas, Tucson, Oakland and Tacoma



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

BLACK CROWES

"Jealous Again" (Def American/Geffen)

Rock fans keep "raven" about this group's debut effort, and as they hit the road next week with Aerosmith on tour, you can bet still more airplay and retail boundaries will crumble. New adds at WNTQ, KIOK and KTTY. 55 stations.



TOP TEN: KATM, KRZR, WQEN



MAJOR MOVES: 22, including KXXR(18-14), WDLX(19-16), WWRB(14-12), KTUX(23-18), KATM(11-9), WWGT(36-26)



MTV SUPPORT: 15 weeks, in Medium rotation



SALES BREAKOUT: Top 10 in Minneapolis and Seattle



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

ANITA BAKER

"Talk To Me" (Elektra)

The six time Grammy winner and three time winner of the American Music Awards has sold close to 10 million discs in her career. The most added single at Urban radio this week earns an equally hearty welcome at Top 40.



MOST ADDED: 49, including WXKS, WPGC, WHYI, WFLZ, KITY, KKFR, KHQT, KMEL, KROY, KXXX, KKRZ, WFLY,



CROSSOVER: Debuts 42* at Urban radio



TOURING: Currently in England

SEIKO/DONNIE WAHLBERG

"The Right Combination" (Columbia)

While Seiko has broken Japanese norms by becoming a working mother, she has also gone on to star in five films, release 14 #1 albums, and 25 consecutive #1 singles. So much for norms! A second most added week with 62 total stations and lots of busy request lines.



REQUEST ACTION: 11, including WBLI, WMJQ, WKCI, WTIC, WYTZ, WBZZ, KHYI, KXXX, WFLY, KZZP, WGY



MAJOR MOVES: 9, including WTIC(35-28), KHTK(23-18), KEGL(D-19), WWCK(21-13), KIXY(29-22), KEZB(19-12)



MOST ADDED: 17, including WKSE, KKLQ, KXXX, WSPK, WPXY, WRCK, WNNK, WKHI, WZOK, KQKQ, WABB, WCGQ



INTERNATIONAL: Seiko has sold the equivalent of \$500 million worth of LPs in her native Japan

SINEAD O'CONNOR

"The Emperor's New Clothes" (Chrysalis)

Touring across the country, Sinead's concert has more energy than a New Kids on The Block show! From an album filled with potential singles, nothing compares to her first follow-up, which wears fifth most added status this week. 53 stations.



MOST ADDED: 48, including WXKS, WKCI, WBSB, WYTZ, KXXR, KKBQ, KNRJ, KRBE, KKRZ, WERZ, WNTQ, WPST



MTV SUPPORT: Debuts in Exclusive rotation



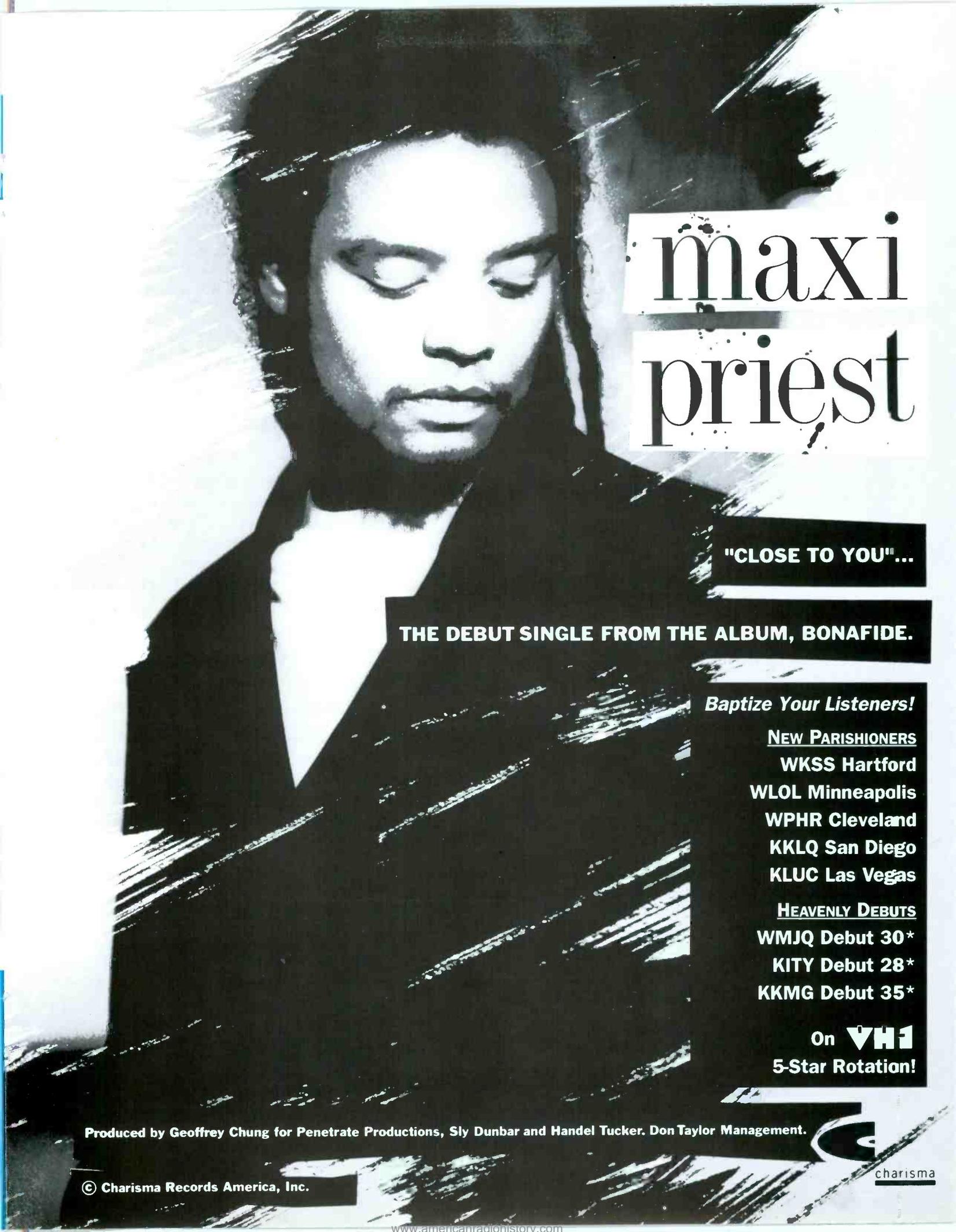
SALES BREAKOUT: LP is near Triple Platinum and Top 10 in 125 markets, including NY, Boston, Philly, Baltimore, DC, Chicago, Minneapolis, KC, Cincinnati, Atlanta, Miami, Nashville, Denver, Dallas, Phoenix, LA, San Fran and Seattle



CROSSOVER: Top 10 at Alternative radio, 56* at Rock radio



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



maxi priest

"CLOSE TO YOU"...

THE DEBUT SINGLE FROM THE ALBUM, BONAFIDE.

Baptize Your Listeners!

NEW PARISHIONERS

WKSS Hartford
WLOL Minneapolis
WPHR Cleveland
KKLQ San Diego
KLUC Las Vegas

HEAVENLY DEBUTS

WMJQ Debut 30*
KITY Debut 28*
KKMG Debut 35*

On **VH1**

5-Star Rotation!

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

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charisma

N40 *Top 40* THE NEXT 40™

FAITH NO MORE

"Epic" (Reprise)

This innovative new single and sound are about to explode nationwide. Metal and Rap may not make it middays, but don't miss out on the effect this single has on teens and young adults in the evening hours. 49 stations.



REQUEST ACTION: WPHR, WDFX, WHYT, KQLZ, KZZU

MAJOR MOVES: 8, including WHYT(D-19), WAPI(29-24), WKXX(28-19), KIOC(39-29), KRZR(17-15), WQEN(32-25)

MOST ADDED: 18, including WPHR, WDFX, KHYY, WPST, KQKQ, WOKI, WYHY, WZZG, WRQK, KZZB, KSND, CHED

MTV SUPPORT: 14 weeks, in Stress rotation

SALES BREAKOUT: LP is Top 10 in Buffalo, Indy, Omaha, Kalamazoo, Savannah, Ft. Lauderdale and LA

CROSSOVER: Moves 98-82* at Rock radio

TOURING: Currently in Nebraska and Missouri

ALISHA

"Bounce Back" (MCA)

Produced by Michael Jay (who introduced the world to Martika last year), Alisha is receiving a warm welcome in metros around the country. New action includes, WBBM, KRXY and KIKI. 56 stations.



TOP TEN: WHTZ, WQHT, WXKS

REQUEST ACTION: WHTZ, WPRO, KKSS

MAJOR MOVES: 16, including WHTZ(6-5), WXKS(15-10), KITY(19-14), WHXT(17-15), WOHT(20-17), WYHY(24-21)

SALES BREAKOUT: Top 30 National 12-inch sales

CLUBS: Top 20 National Club action

A'ME LORAIN

"Follow My Heartbeat" (RCA)

Now dubbed A'me Lorain and The Family Affair, the 22 year-old California native got her start as a child in the church choir. This great mid-tempo ballad picks up 14 new adds, including KKBQ, KXXX and WGH. 63 stations.



MAJOR MOVES: 8, including WFLZ(38-35), KNRJ(33-29), WYHY(31-22), WBBQ(37-32), WWCK(37-32), KTUX(40-33)

MAXI PRIEST

"Close To You" (Charisma)

This British singer with a blend of soul, pop, reggae and "roots" music, has earned him a string of number one hits in the UK and a devoted following in Jamaica. 13 new adds the second week out include WKSS, WLOL and KLUC. 30 stations.

LITTLE CAESAR

"Chain Of Fools" (DGC)

New York born lead singer Ron Young and the rest of this quintet joined forces in Los Angeles back in 1987 to non-stop critical praise. As their first single nears the Rock radio Top 10, new Top 40 radio action includes WAEB and KNOE. 51 stations.



MAJOR MOVES: 16, including KXYQ(25-22), WZZU(30-26), WRQK(23-19), KTUX(29-24), KATM(26-23), KRZR(19-17)

MTV SUPPORT: 7 weeks, in Active rotation

CROSSOVER: Moves 15-13* at Rock radio

TOURING: Currently in Pennsylvania, Rhode Island and NY

THE 49'ERS

"Don't You Love Me" (Island)

Lead singer Dawn Mitchell can adapt her singing style to pop, R&B, rock and jazz. But as "Don't You Love Me" proves, she's most at home on the dance floor. Top 10 phones at KKSS, with new adds at WQHT, KZBS and KIOC. 28 stations.



MAJOR MOVES: WLLO(31-26), KPWR(26-22), KMEL(26-23), KWOD(31-28), WFLZ(39-36), WOHT(34-30)

MOST ADDED: WQHT, KZBS, KIOC

SALES BREAKOUT: Top 40 National 12-inch sales

CLUBS: Top 10 National Club action

INTERNATIONAL: Former Top 15 in UK

BRAT PACK

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

This duo, assembled in New York two years ago, features former club musicians Patrick J. Donovan and Ray-Ray Frazier. Their second Top 40 release is among the most added the first week out.



MAJOR MOVES: KRNQ(28-23), WWCK(40-33)

MOST ADDED: 21, including WBBM, WLLO, WFLZ, KROY, KWOD, KPLZ, WNNK, WZEE, KKRD, WOHT, WFSZ, WCKZ

LONDON QUIREBOYS

"7 O'Clock" (Capitol)

Set to perform at Britain's "Monsters Of Rock" concert this August, the Quireboys are one of the hottest new ensembles in the UK. As "7 O'Clock" goes Top 10 at WLRS and KRZR, new airplay includes CKOI, WKHI and WWRB. 38 stations.



MAJOR MOVES: 7, including KXXR(31-26), KDWZ(20-18), KTUX(31-25), KRZR(8-7), KYYY(39-35), KNIN(37-33)

CROSSOVER: Former Top 10 at Rock radio

INTERNATIONAL: LP is a former Top 5 in UK

Top 40 THE NEXT 40™

KISS

"Rise To It" (Mercury)

"Rise To It" picks up new action at WJET as the band's "Hot In The Shade" tour hits the Northeast. "Shade" is the 21st Kiss album certified Gold! 51 stations.



TOP TEN: WAAF, WRQK



MAJOR MOVES: 12, including WNCI(19-17), WHHY(28-25), WRQK(17-10), KXXR(24-19), WWRB(35-25), KRZR(18-16)



CROSSOVER: Moves 42-38* at Rock radio



TOURING: Currently in Pennsylvania, Rhode Island and NY

HOUSE OF LOVE

"I Don't Know Why I Love You" (Mercury)

Recorded in the venerable Abbey Road studios, this loving song finds a new home this week at KMOK and gets moves at KZHT(19-17), KNIN(38-35) and KFBQ(37-33). On 18 stations.



MTV SUPPORT: 3 weeks, in Breakout rotation



CROSSOVER: Former Top 5 at Alternative radio



TOURING: Currently in California, Arizona and Texas

MIDNIGHT OIL

"Forgotten Years" (Columbia)

Playing on a flatbed truck in front of Exxon's Manhattan world headquarters two weeks ago to the glare of the executives inside, this group has never minced words. Their latest single moves at WZZU(22-19) and CKOI(43-38), with seven new adds, including WPST, KSAQ and KRZR. 13 stations.



MTV SUPPORT: 7 weeks, in Buzz Bin rotation



SALES BREAKOUT: LP is Gold and Top 10 in 15 markets, including NY, New Haven, Pittsburgh, LA and San Diego



CROSSOVER: Moves to 12* at Rock radio



TOURING: Currently in California



INTERNATIONAL: LP is former Top 10 in Europe and former #1 in Australia

CROSBY, STILLS & NASH

"Live It Up" (Atlantic)

This threesome's tour that began earlier this month in Austin, Texas will take them to more than 60 cities in the US and Canada over the next four months. With a #1 at Rock radio in sight, Top 40 moves include WZZU(25-18) and WRQK(28-23), with new adds including WVKZ, KQHT and KOKZ. 26 stations.



MTV SUPPORT: 2 weeks, in Medium rotation



CROSSOVER: Moves 9-7* at Rock radio



TOURING: Currently in Virginia, N. Carolina and Georgia

MODERN ENGLISH

"I Melt With You" (TVT)

Originally a five member band when they first recorded this classic song back in 1982, the now scaled down trio has released its fourth LP, "Pillow Lips." Beginning a 52 city tour in early July, new radio action includes WXGT, KNRJ and KIKX. 23 stations.



MAJOR MOVES: 7, including WAPW(9-7), WXGT(D-20), WDLX(17-13), WWCK(34-31), WJMX(33-21), KPXR(25-22)



MTV SUPPORT: 2 weeks, in Active rotation



TOURING: Tour begins in early July in Illinois, Michigan and Ohio

SOUL II SOUL

"A Dream's A Dream" (Virgin)

Competing with gusto amidst a flood of superstar product, Soul II Soul's second album was released to major coast to coast retail action last week. Top 10 phones at KJMZ, with 13 new adds in its first "official" release week that include KUBE, KKLQ and WXKS. 20 stations.



SALES BREAKOUT: LP is Platinum and Top 10 in 60 markets, including NY, Boston, Philly, DC, Chicago, KC, Indy, Detroit, Atlanta, Memphis, Houston, Denver, LA, Honolulu, San Fran, Portland and Seattle. Top 40 National 12-inch sales



CROSSOVER: Moves 46-39* at Urban radio



TOURING: Tour begins in July in California



CLUBS: Top 20 National Club action



INTERNATIONAL: LP is Top 10 in Europe and #1 in UK

ADAM ANT

"Rough Stuff" (MCA)

With his new 90s "suit and tie" image in place, Stuart Goddard, a.k.a. Adam Ant, shows some of his own "rough stuff" that draws new action this week at WPRO, WLOL and WAPI. On 13 stations.

"ACROSS THE RIVER"

+ *Most Added With 99 Top 40 Stations!*

WPLJ New York

KC-101 New Haven

WKQB St. Louis

Q-95 Detroit

WTKI Milwaukee

92X Columbus

KXXR Kansas City

WZPL Indianapolis

KSAQ San Antonio

KXYQ Portland

KUBE Seattle

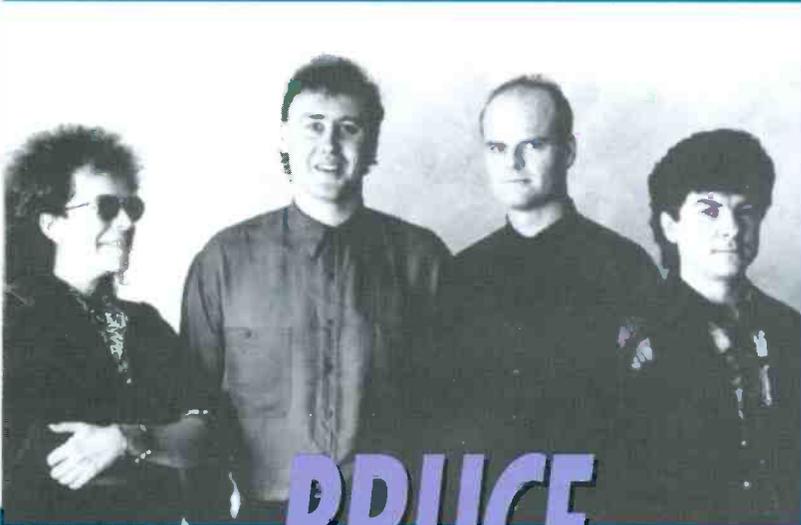
KPLZ Seattle

+ *Album Network 10-4**

☎ *Top 10 Requests At Rock Radio*

📺 *Heavy Rotation*

From The Album "A NIGHT ON THE TOWN"



BRUCE HORNSBY AND THE RANGE

"FOLLOW MY HEARTBEAT"

More Stations Find The Heartbeat This Week!

X-100 San Francisco

KRBE Houston

KUBE Seattle

KKBQ Houston

KRQ Tucson

WGH Norfolk

And 8 More!

Follow The Action!

KNRJ 33-29*

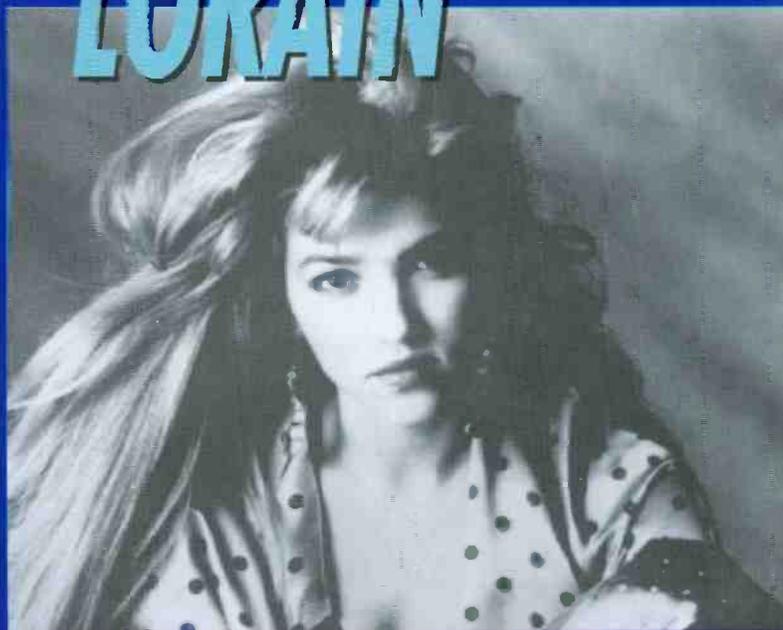
Power Pig 38-35*

Y-108 D-28*

KISN 39-35*

Y-107 31-22*

A'ME LORAIN



BMG

On RCA Records, compact discs and albums

N40 *Top 40* THE NEXT 40™

M.C. HAMMER

"Have You Seen Her?" (Capitol)

Before becoming the "Best Rap Artist" of the year, M.C. first aspired to be a pro baseball player! Hammer steps up to the plate (a week on the early side), with new action at KROY, KLUC and WQEN and moves at KQKS(23-17) and KEZB(20-16). On 11 stations.



SALES BREAKOUT: LP is Double Platinum and Top 10 in 135 markets, including NY, Boston, Philly, DC, Chicago, Minneapolis, Detroit, Indy, Atlanta, Miami, Dallas, Denver, Salt Lake, Phoenix, LA, San Francisco and Seattle

TOURING: Currently in Kentucky

WEST COAST RAP ALL-STARS

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

Bringing together the talents of 14 of today's hottest Rap artists including Young M.C., Michelle and Tone Loc, this hard hitting tune is new at KITY, KQKS, KPRR and KMEL. On 13 stations.



REQUEST ACTION: Power Pig, KHFI

MAJOR MOVES: KKFR(21-17), KOY(16-11), KHQT(28-16)

MTV SUPPORT: Debuts in Breakout rotation

CROSSOVER: Breaking at Urban radio

REBEL MC

"Street Tuff" (Mercury)

While only MCing at dances in the beginning, this "rebel" has emerged as a most successful UK rapper. "Tuffening" up this week at KZZB, with top requests at WFLZ. This rap is on 18 stations.



MAJOR MOVES: KNRJ(34-30), KHQT(22-19), KSFM(22-20), KWOD(37-34), WFLZ(27-20), WYHY(23-20)

CLUBS: Former Top 5 National Club action

INTERNATIONAL: LP is a former Top 20 in UK

SMITHEREENS

"Yesterday Girl" (Capitol/Enigma)

Known at the label as prolific songwriters and energetic showmen, this four member band's "Yesterday Girl" picks up new action at WZZU and KHTY with moves at KDWZ(14-12), KRZR(20-18), KFMW(37-28). On 14 stations.



MTV SUPPORT: Debuts in Medium rotation

SALES BREAKOUT: LP is Gold

CROSSOVER: Moves to 23* at Rock radio

FASTER PUSSYCAT

"Poison Ivy" (Elektra)

With a touring resume including Davie Lee Roth, Alice Cooper and Guns & Roses, this band can surely handle some "Poison Ivy"! The cut gets new action at KZZU, WVKZ and WRQK, and moves KRZR(25-22). On 16 stations.



MTV SUPPORT: 3 weeks, in Breakout rotation

SALES BREAKOUT: LP is Gold

TOURING: Recommences early July in New York

KYPER

"Tic-Tac-Toe" (Atlantic)

Using sampling from the familiar Yes tune "Owner of a Lonely Heart," this song plays the rap version of the childhood game. New action at WBBM, WHYT and WZZG. On 11 stations.



REQUEST ACTION: WTIC, WHYT, WZZG

TOURING: Tour begins in late June in Georgia

BAD COMPANY

"Holy Water" (ATCO)

Producing some of the best rock of the last two decades, this veteran band is now sprinkling "Holy Water" on the 90s. New stations keeping company are WJET and KATM. Major moves at KDWZ(29-21), WOKI(30-26) and WZZU(27-21). On 12 stations.



CROSSOVER: Moves 4-2* at Rock radio with #1 requests

TOURING: Tour begins in July in Vermont

LITA FORD

"Hungry" (RCA)

The first woman in 20 years to be inducted into the "Circus" mag Rock 'n Roll Hall of Fame, Lita's "Hungry" feeds Top 40's craving for action. New action at WPXR with moves at WRQK(20-13) and KDWZ(33-29). On 10 early reporters, before next week's "official" debut as a single.



MTV SUPPORT: 3 weeks, in Active rotation

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

CROSSOVER: Moves to 19* at Rock radio with Top 10 requests

TOURING: Tour begins in late July in Midwest

Touring Data Courtesy Of
PERFORMANCE



Aerosmith "The Other Side" **The Church** "You're Still Beautiful"
Concrete Blonde "Joey" **Bruce Dickinson** "Tattooed Millionaire"
En Vogue "Hold On" **Johnny Gill** "Rub You The Right Way"
Hothouse Flowers "Give It Up" **Mellow Man Ace** "Mentiroso"
Nelson "Love And Affection" **Sinead O'Connor** "The Emperor's New Clothes"
Poison "Unskinny Bop" **The Smithereens** "Yesterday Girl"
Social Distortion "Ball And Chain" **Steve Val** "The Audience Is Listening"
The West Coast Rap All-Stars "We're All In The Same Gang"

ROTATIONS:

Exclusive Videos

Aerosmith "The Other Side"
Jeff Lynne "Every Little Thing"
MC Hammer "U Can't Touch This"
Sinead O'Connor "The Emperor's"
Poison "Unskinny Bop"

Heavy Rotation

Phil Collins "Do You Remember?"
Depeche Mode "Enjoy The Silence"
Johnny Gill "Rub You The Right Way"
Bruce Hornsby "Across The River"
Billy Idol "Cradle Of Love"
Janet Jackson "Come Back To Me"
L.A. Guns "The Ballad Of Jayne"
Glenn Medeiros "She Ain't Worth It"
Motley Crue "Don't Go Away Mad"
Roxette "It Must Have Been Love"

Active Rotation

Boom Crash Opera "Onion Skin"
del Amitri "Kiss This Thing"
Electric Boys "All Lips N' Hips"

Active Rotation (Continued)

Lita Ford "Hungry"
Elton John "Club At The End"
Lightning Seeds "Pure"
Little Caesar "Chain Of Fools"
Modern English "I Melt With You"
Alannah Myles "Love Is"
Nelson "Love And Affection"
New Kids On The Block "Step By Step"
Snap "The Power"
Wilson Phillips "Release Me"
Peter Wolf "When Women Are Lonely"
Y&T "Don't Be Afraid Of The Dark"
Steve Val "The Audience Is Listening"

Medium Rotation

Crosby, Stills & Nash "Live It Up"
Danger Danger "Bang Bang"
Taylor Dayne "I'll Be Your"
Jeff Healey "I Think I Love"
Hothouse Flowers "Give It Up"
Human Radio "Me & Elvis"
Kings Of The Sun "Drop The Gun"
Lord Tracy "Foolish Love"
The Pretenders "Never Do That"
That Petrol Emotion "Sensitize"
The Smithereens "Yesterday Girl"
Social Distortion "Ball And Chain"

Breakout Rotation

Brent Bourgeois "Dare To Fall"
Bruce Dickinson "Tattooed"
Concrete Blonde "Joey"
En Vogue "Hold On"
Faster Pussycat "Poison Ivy"
House Of Love "I Don't Know"
Hunters & Collectors "River"
Manitoba's Wild Kingdom "Party"
Mellow Man Ace "Mentiroso"
The Church "You're Still Beautiful"
West Coast Rap All-Stars "Gang"

HOT NEW VIDEOS:

Hot New Videos

Aerosmith "The Other Side"
Faith No More "Epic"
Poison "Unskinny Bop"
World Party "Way Down Now"

Stress

Jane Child "Welcome To The"
Faith No More "Epic"
World Party "Way Down Now"

Buzz Bin

Adrian Belew "Pretty Pink Rose"
Midnight Oil "Forgotten Years"
The Sundays "Here's Where"

NEW ON:

120 Minutes

Adrian Belew "Pretty Pink"
Agfipop "Forget Me Not"
Chicksaw Mudd Puppies "McIntosh"
Hothouse Flowers "Give It Up"
Sonic Youth "Kool Thing"

YO! MTV Raps

Chill Rob G "The Power"
Fright & Colonel Mite "Life"
Above The Law "Untouchable"
Boo Ya T.R.I.B.E. "Psyko Funk"
West Coast Rap All-Stars "Gang"

Headbangers Ball

Babylon A.D. "The Kid Goes Wild"
Death Angel "Seemingly Endless"
Lita Ford "Hungry"
Scatterbrain "Don't Call Me Dude"
The Almighty "Destroyed"
Warrior Soul "The Users"

NEW Crossover RETAIL SALES

DEPECHE MODE

Violator (Sire/Reprise)

Depeche Mode managed to sell-out 55,000 seat Dodger Stadium in 55 minutes. That's 1,000 seats a minute with fans begging for a second show! While L.A. is certainly a unique market for this band, many cities are not far behind in Depeche hysteria. Airplay on the "Enjoy The Silence" single and video have kept the sales momentum strong amidst releases from Madonna and Paula. Out of 165 total mentions, 129 of those are Top 20 or better, including Target Minneapolis #8, Turtles Atlanta #11, Warehouse Entertainment L.A. #10, Sound Warehouse Dallas #9, Tower Chainwide Sacramento #8 and Rose Records Chicago #4.

PRETENDERS

Packed (Sire)

As cliché as it may sound it's true. It doesn't matter how much time passes between each Pretenders record, there's always an army of fans at the stores release day (See Retail Sales chart). Terry Currier, Music Millennium Portland, says, "The fans came in first week and took sales to #1!" You can always count on support at Rock and Alternative radio, where the Pretenders are lodged in the Top 5. With Chrissie Hynde leading a whole new

line-up, retailers have mentioned that a large portion of their sales came from fans that didn't think there would be another record. When they found out there was, they rushed to the stores!

FAITH NO MORE

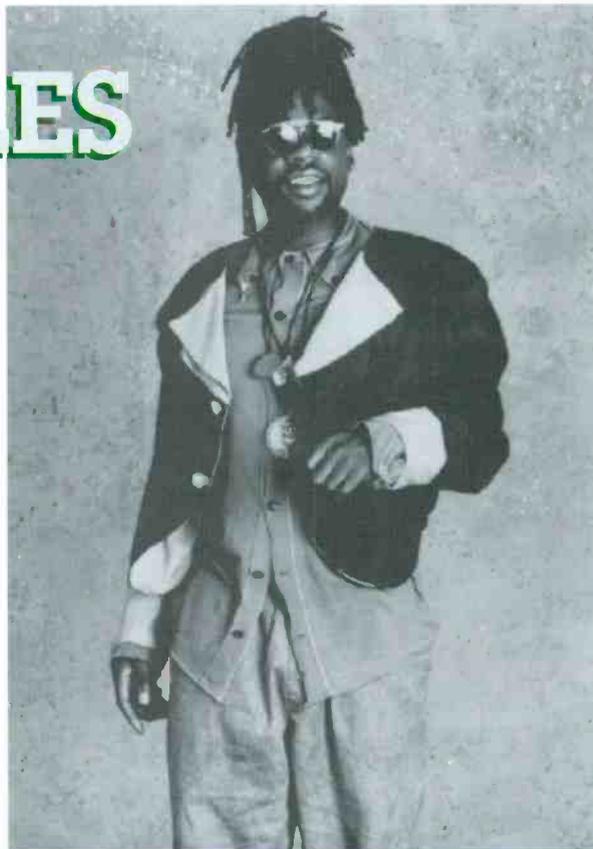
The Real Thing (Slash/Reprise)

For the past 13 weeks, MTV has supported Faith No More's "Epic (What Is It)" video, which is now in the channel's heaviest rotation, Stress. Having dropped it at one time, MTV re-added the video due to an impressive sales upswing at chains like Turtles Atlanta, Strawberries Boston, Musicland Minneapolis, Spec's Miami, Record Bar Durham, Camelot Canton, Streetside St. Louis, Mainstream Milwaukee and a host of others. Kevin Hawkins, buyer for the 180 store Record Bar Durham Chain, "With hardly any radio play, 'The Real Thing' is Top 40 chainwide. If radio would throw their support behind this band, we could easily have a Top 20 and beyond record on our hands."

LITA FORD

Stiletto (Dreamland/RCA)

Retailers had no problem ordering a new Lita Ford record since "Lita" passed Platinum and prerelease calls and requests for "Stiletto" ran high. MTV's support of the video for "Hungry" is strong, as is Rock radio's commitment (Top 20 play with Top 10 requests). In its first week, "Stiletto" racks up major debuts at retail, while another 21 buyers project future sales. Top 30 sales can be found at National Record Mart Pittsburgh, Record World New York,



JAZZY B of SOUL II SOUL

B & T's Audio Denver and Musicland Minneapolis.

SOUL II SOUL

Volume II 1990 (Virgin)

With their debut LP, "Keep On Movin'," Virgin Records led Soul II Soul to Double Platinum status and two Grammys through a series of released singles and videos that always kept the group current. And with "Volume II 1990," the first single, "Get A Life," was already Top 10 at Urban radio as the second single, "A Dream's A Dream," began its ascent. Naturally, all that action breeds big sales: Virgin shipped over 750,000 units! Have a glance at The Retail Chart while pondering Top 10 sales in cities like Boston, New York City, Philadelphia, Minneapolis, Detroit, Atlanta, L.A. and San Francisco.

— Yvette Zivaldo

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



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

REMEMBER:

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



New Adds!

WAVA Q-107 PRO-FM

Big Moves!

Power Pig 28-21* FM102 20-12*
 KWOD 24-17* Hot 97 32-28*

MÖTLEY CRÜE

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



Power 99 D-28* Q-107 31-27*
 WKBQ 29-23* KXXR 30-23*
 Pirate 13-8*



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

N40 RETAIL SALES

(As Reported By The Album Network)

2W	LW	TW	Artist/Song	Label/Catalog
▶ DEBUT! ① NEW KIDS ON THE BLOCK. Step By Step Columbia/45129				
1	1	2	M.C. HAMMER. Please Hammer	Capitol/92857
5	2	3	MADONNA. I'm Breathless	WB/26209
3	3	4	BELL BIV DEVOE. Poison	MCA/6387
4	4	5	PRETTY WOMAN. Pretty Woman OST	EMI/93492
2	5	6	SINEAD O'CONNOR. I Do Not Want	Chrysalis/Ensign/21759
7	7	⑦	JOHNNY GILL. Johnny Gill	Motown/6283
8	8	⑧	WILSON PHILLIPS. Wilson Phillips	SBK/93745
9	9	⑨	PAULA ABDUL. Shut Up And Dance	Virgin/91362
25	10	⑩	STEVE VAI. Passion And Warfare	Relativity/1037
11	11	⑪	BILLY IDOL. Charmed Life	Chrysalis/21735
12	12	⑫	DIGITAL. Sex Packets	Tommy Boy/1026
13	13	⑬	DEPECHE MODE. Violator	Sire/Reprise/21328
6	6	14	HEART. Brigade	Capitol/91820
15	15	⑮	SLAUGHTER. Stick It To Ya	Chrysalis/21702
19	18	⑯	EN VOGUE. Born To Sing	Atlantic/82084
D	28	⑰	ICE CUBE. Amerikkka's Most Wanted	Priority/57120
23	21	⑱	PHIL COLLINS. ...But Seriously	Atlantic/82050
17	19	⑲	MICHAEL BOLTON. Soul Provider	Columbia/45012
10	14	20	PUBLIC ENEMY. Fear Of A Black Planet	Columbia/45413
14	17	21	LISA STANSFIELD. Affection	Arista/8554
D	39	⑳	SOUL II SOUL. Vol. II 1990	Virgin/91367
20	23	㉑	JANET JACKSON. Rhythm Nation	A&M/SP 3920
40	26	㉒	GEORGE STRAIT. Livin' It Up	MCA/6415
18	20	25	BONNIE RAITT. Nick Of Time	Capitol/91268
35	31	㉔	TONY! TONI! TONE!. The Revival	Wing/Polydor/841902
22	22	27	AEROSMITH. Pump	Geffen/GHS 24254
16	16	28	DAMN YANKEES. Damn Yankees	WB/26159
27	29	㉖	DON HENLEY. End Of The Innocence	Geffen/GHS 24217
34	32	㉗	MIDNIGHT OIL. Blue Sky Mining	Columbia/45398
21	24	31	TEENAGE MUTANT. Teenage Mutant OST	SBK/82066
29	30	32	BABYFACE. Tender Love	Solar/EPIC/45288
▶ DEBUT! ㉓ JEFF HEALEY. Hell To Pay Arista/8632				
37	35	㉔	TAYLOR DAYNE. Can't Fight Fate	Arista/8581
24	25	35	FLEETWOOD MAC. Behind The Mask	WB/26111
26	27	36	PAULA ABDUL. Forever Your Girl	Virgin/90943
D	37	㉕	PRETENDERS. Packed	Sire/26219
▶ DEBUT! ㉖ AFTER 7. After 7 Virgin/91061				
▶ DEBUT! ㉗ MOTLEY CRUE. Dr. Feelgood Elektra/60829				
▶ DEBUT! ㉘ LA GUNS. Cocked And Loaded Polydor/838592				

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NEW Crossover 40 URBAN JAMS

ANITA BAKER

"Talk To Me" (Elektra)

Anita Baker is back on the airwaves and weaving magic with her seductively slurred Jazz phrasing, via this first single from her fourth solo album, "Compositions" (due July 10th). It's another of the lady's near-patented arrangements and performances, complete with tumbling opening chords that break their fall with a rush into verses about getting a lover to open up and communicate. Fourteen tastemaking stations added the record right out of the UPS mailer, including WKYS in Washington D.C. (where BET's "Video Soul" host Donnie Simpson is the PD), and long-standing Los Angeles outlet KGFJ. By the time you read this, every other Urban station in the country will be on it!

THE WEST COAST RAP ALL-STARS

"We're All In The Same Gang"

(Grand Jury/Warner Bros.)

L.A. and "Oaktown" have put the West Coast on the "Rap Map" after long, hard struggles to gain a foothold from the once dominant East Coast performers. The cream of the Cali' superstars have united to record a strong as steel message about the senselessness and destructiveness of street gangs on this intriguing single. The All-Stars include M.C. Hammer, Tone Loc, Ice-T, Michel'le, Digital Underground, Oaktown 3.5.7., Young M.C., J.J. Fad, N.W.A., Eazy-E and four other acts. This all christens former L.A. gang member Michael Concepcion's new endeavor for Grand Jury Records, distributed by WEA. It's a much needed message performed by some of the most popular acts in the field. Nearly 30 Urban stations are already on it, including KPRS Kansas City and WGPR Detroit.

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

REGINA BELLE

"This Is Love"

(Columbia)

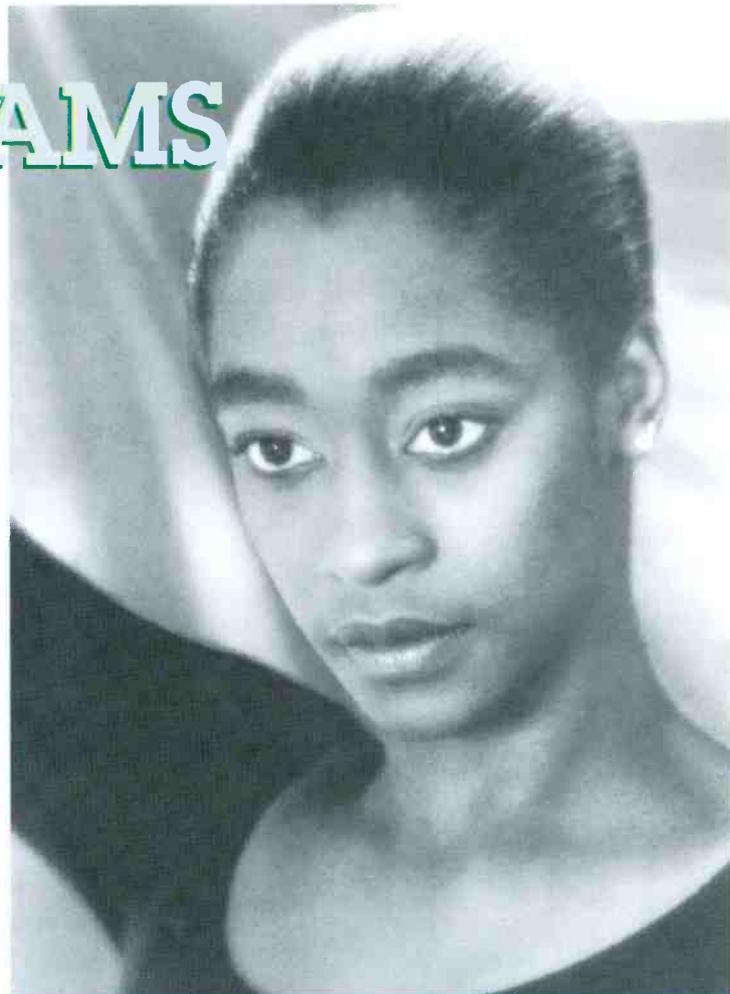
Four singles deep into her album and touring to SRO shows across the country, the gracious and gifted Regina Belle remains in the midst of a hot love affair with the people! This ballad was chosen to satisfy the demand created by the crossover interest in her past singles, "Make It Like It Was" and the James Taylor duet "All I Want Is Forever." A

natural for A/C airplay, "This Is Love" is currently Top 20 at Urban radio. Nearly 90 stations are playing it now with Top 10 reports coming in from WHRK Memphis and WHQT Miami. The Princess of the Quiet Storm is making beautiful music and taking it to a wider audience.

THE FAMILY STAND

"Ghetto Heaven" (Atlantic)

The eclectic trio of Peter Lord, V. Jeffrey Smith and Sandra St. Victor has scored a Top 10 Urban hit with their controversial song, "Ghetto Heaven." In a recent Los Angeles Times interview, Sandra explained their song tells about how many people use sex, love or religion merely as a means of escape from life's harsh realities. Expertly conveying this touchy topic over the remix grooves of the Soul II Soul posse has resulted in more than 80 stations playing the record, with 14 also reporting Top 5 requests, including



REGINA BELLE

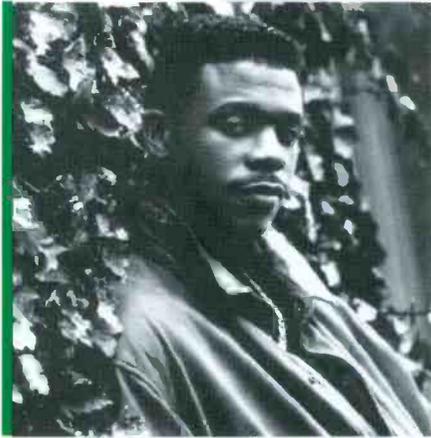
WNJR Newark and KDKO Denver. Could this be the Family Stone of the 90's?

STACYE & KIMIKO

"Wait For Me" (MCA)

Los Angeles natives Stacye and Kimiko, bosom buddies since the third grade and former members of the all-girl vocal trio The Sugar Babes, are an R&B/Pop duo with a perky, crossover-bound single called "Wait For Me." Under the guidance of up-and-coming producer Bryan Loren, the girls turn in an energetic performance on this Dance track that has enough funk for the Urban audience and enough hook appeal for Top 40! More than 60 Urban stations are already giving this a shot, with many more stragglers giving in to this sunny song week after week. WENN Birmingham is getting Top 5 phones, while competitor WATV already has it in their Top 20 (along with WUSL Philadelphia and KDKS Shreveport).

-A. Scott Galloway



Keith Sweat



Regina Belle



After 7

N40

URBAN JAMS

(As Reported By The Urban Network)

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

N40 Crossover ROCK TRACKS

AEROSMITH

"The Other Side" (Geffen)

A week before Geffen announced the official single release of "The Other Side," close to 70 Rock radio stations already had the record on the air! Anticipation for "The Other Side" has been running high at the format, and there's no denying the song's universal crossover appeal. On the sales front, "Pump" (almost Quadruple Platinum) continues to be one of retail's biggest sellers, with nearly 50,000 pieces a week flying out the doors—phenomenal, considering the album was released last September. Now Messrs. Tyler, Perry, Whitford, Hamilton, and Kramer are set to embark on the summer leg of their "Pump" tour with label mates The Black Crowes opening. This should make one of the steamiest shows of the year even hotter!

BRUCE HORNSBY

"Across The River" (RCA)

It didn't take long for Rock radio to recognize that "Across The River" is not only one of Bruce Hornsby's career highlights, it's also one of the strongest new songs of 1990. The new single smokes into the Top 10 in its first week at Rock radio, destined for the #1 slot on the chart. "Across The River" features Grateful Dead lead guitarist Jerry Garcia and is produced by John Cougar Mellencamp control room wizard Don Gehman, who adds a live-in-the-studio feel to Hornsby's soul-soaked vocals. If you aspire to upper demos and female listeners, "Across The River" is an across the board smash. Retail is anxious to get this one in the racks. Strong initial sales orders are coming in from Seattle to Atlanta.

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

BAD COMPANY

"Holy Water"

(ATCO)

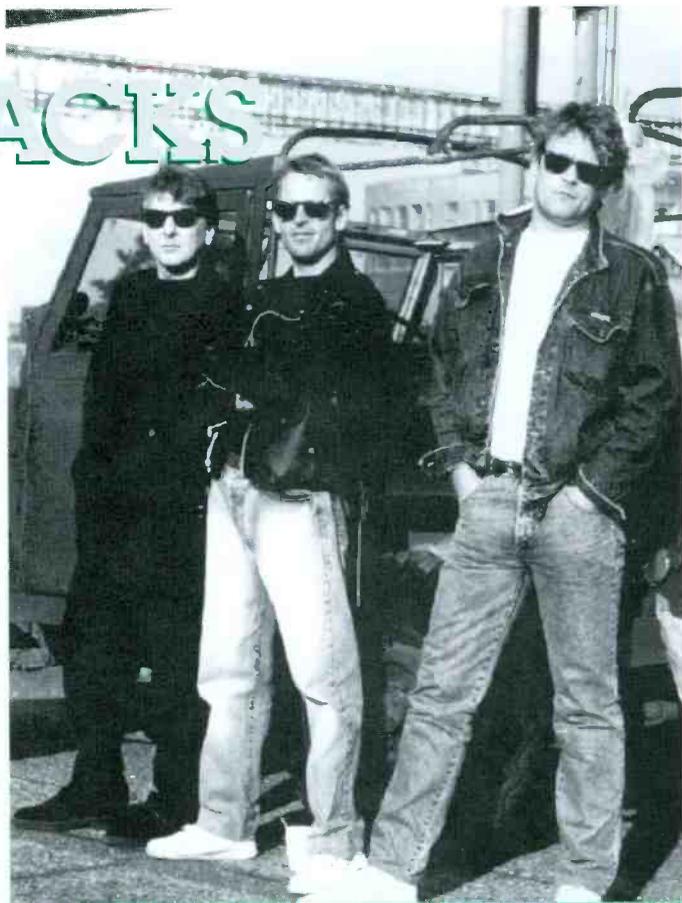
Bad Company is one of Rock radio's most enduring bands, and it can now be emphatically stated that lead singer Brian Howe has not only filled the shoes of Paul Rodgers, but has actually helped the band move in a fresh new direction. The band's title track and first single, "Holy Water," is Top 5 on the Rock charts and already #1 most requested nationwide. Here's a

song that's custom made for future crossover application, satisfying a wide range of demographics; from the established upper demos who grew up with the Bad Company sound in the 70's, to the kids who are just getting hip to the band. Bad Company will be hitting the concert circuit in July for 16 months, and with Damn Yankees opening the first leg of the tour, this will be another one of the summer's hottest tickets.

BATON ROUGE

"Walks Like A Woman" (Atlantic)

These Louisiana natives have a keen knack for writing and performing melodic metal that will appeal to a wide spectrum of rock's contemporary listeners, and so far, "Walks Like A Woman" has been marching up the charts. Now Top 25 at Rock radio, this song has been increasing its add-to-date total weekly, picking up major markets like Nashville, San Francisco and Providence in recent weeks. Wherever Baton Rouge gets into a decent rotation, requests follow, as evi-



BAD COMPANY

denced by the Top 5 phone action in markets including Milwaukee, Miami, Pittsburgh, Louisville and many more.

WORLD PARTY

"Way Down Now" (Chrysalis)

"All songs written, produced, and recorded by Karl Wallinger". That tells the tale of World Party. Karl's band utilizes layer upon layer of rhythm, exceptional vocal work, a nice mix of guitars and keyboard, and an infectious hook to make "Way Down Now" one of the most potent new entries of the year. Already Top 30 on the Rock charts, Top 5 requests are coming in from New York City (WNEW-FM), San Diego (91X), and many more markets, while sales are blossoming all across the country. If you only see one show this summer, makes sure it's World Party. Karl establishes an enchanting bond with his audience that will stick with you for weeks and weeks after the lights come up.

-Art Phillips

N40 ROCK TRACKS

(As Reported By The Album Network)



Aerosmith



Damn Yankees



Robert Plant

2W	LW	TW	Artist/Song	Label
2	2	1	BILLY IDOL. Cradle Of Love	Chrysalis
10	4	2	BAD COMPANY. Holy Water	ATCO
1	1	3	ZZ TOP. Doubleback	WB
D	10	4	BRUCE HORNSBY. Across The River	RCA
5	5	5	PRETENDERS. Never Do That	Sire
9	7	6	JEFF HEALEY. I Think I Love You Too Much	Arista
20	9	7	CROSBY, STILLS & NASH. Live It Up	Atlantic
6	6	8	FLEETWOOD MAC. Love Is Dangerous	WB
3	3	9	HEART. Wild Child	Capitol
22	16	10	JEFF LYNNE. Every Little Thing	Reprise
8	8	11	ERIC CLAPTON. Accuse Me	Reprise/Duck
13	12	12	MIDNIGHT OIL. Forgotten Years	Columbia
18	15	13	LITTLE CAESAR. Chain Of Fools	DGC
16	14	14	MOTLEY CRUE. Don't Go Away Mad	Elektra
		DEBUT! 15	AEROSMITH. The Other Side	Geffen
19	17	16	ELECTRIC BOYS. All Lips	ATCO
25	19	17	DAVID BAERWALD. All For You	A&M
D	28	18	DAMN YANKEES. Come Again	WB
24	20	19	LITA FORD. Hungry	Dreamland/RCA
36	29	20	ROBERT PLANT. Your Ma Said	Atlantic
4	11	21	JUDE COLE. Baby Tonight	Reprise
35	31	22	GARY MOORE. Oh Pretty Woman	Charisma
31	24	23	SMITHEREENS. Yesterday Girl	Enigma/Capitol
30	27	24	WORLD PARTY. Way Down Now	Chrysalis/Ensign
27	25	25	BATON ROUGE. Walks Like A Woman	Atlantic
28	26	26	KINGS OF THE SUN. Drop The Gun	RCA
34	30	27	Y & T. Don't Be Afraid Of The Dark	Geffen
7	18	28	GIANT. I'll See You In My Dreams	A&M
11	13	29	TOM PETTY. Yer So Bad	MCA
33	32	30	JOE COCKER. What Are You Doing	Capitol
D	36	31	ERNIE ISLEY. Back To Square One	Elektra
		DEBUT! 32	LITTLE FEAT. Woman In Love	WB
		DEBUT! 33	JOHN HIATT. Child Of Wild	A&M
21	21	34	ADRIAN BELEW. Pretty Pink	Atlantic
23	34	35	ROBERT PLANT. Tie Dye	Atlantic
		DEBUT! 36	RIVERDOGS. Toy Soldier	EPIC
14	33	37	DEL AMITRI. Kiss This Thing Goodbye	A&M
		DEBUT! 38	KISS. Rise To It	Mercury
		DEBUT! 39	CONCRETE BLONDE. Joey	IRS
12	35	40	LITTLE FEAT. Texas Twister	WB

N40 Crossover ALTERNATIVE



REVENGE

REVENGE

Pineapple Face (Capitol)

Revenge is a new band begat by New Order bassist Peter Hook and two fellow Mancunian musicians, Dave Hicks on guitar and Chris Jones on keyboards. (No, New Order hasn't broken up.) Hook lays out the vocals here, too, and this track, their first domestic single, has begun the climb up the charts following an open-armed response from Alternative radio. (No, this song is not about Manuel Noriega.) Hook is at his best on stage, and Revenge will tour this summer, much to the delight of all who've heard the band's new LP. And get a load of that cover art! Ahh, Revenge can be so sweet!

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

PETER MURPHY

Strange Kind Of Love (Beggars Banquet/RCA)

Our friend Peter Murphy is back with the second track from "Deep," a recently re-recorded "Strange Kind Of Love," one of the most well-received songs from his tour earlier this year. Once again, we find this master of vocal control painting an aural picture that wraps itself around your ears languorously, dotted by a new, exotic guitar touch. Lucky for you, if you weren't able to catch Peter on the aforementioned tour, he'll begin the "Strange Kind Of Love" tour mid July, in larger venues, too!

HOUSE OF LOVE

I Don't Know Why I Love You (Fontana/Mercury)

The House Of Love has just begun its solo club trek through the US, and then joins Peter Murphy on his tour later in the summer. It'll be a great chance for you to see this band's three-guitar attack in person. Until then, acquaint yourself with this number, a tried and true Alternative radio smash, having lodged itself comfortably in the Top 5 for quite a spell earlier this year. Subtle but effective, "I Don't Know Why I Love You" is absolutely mesmerizing in the mix.



House Of Love

JOHN DOE

Let's Be Mad (DGC)

As the frontman for X, John Doe made himself a few zillion fans in the Alternative music world; the band's seven albums a testament to American ingenuity and art. You, however, may be more familiar with him from his acting forays in the films "Great Balls Of Fire," "Roadhouse," and the upcoming "A Matter of Degrees." Now John's solo career kicks off with this debut, "Meet John Doe," and this ball-bustin' rave-up called "Let's Be Mad," which has earned its place on more than two dozen Alternative stations nationwide. This ain't no watered down version. It's the real thing!

SUZANNE VEGA

Book Of Dreams (A&M)

Suzanne Vega's third LP, "Days Of Open Hand," remains a sparkling standout on the airwaves; cool and dry and refreshing. Charging up from the folk underground scene a few years ago, Vega's work has maintained the quality of her previous projects with her innate sense of melody and style. "Book Of Dreams" became an instant favorite at the Alternative stations with large adult audiences and spent several weeks in the Top 10. The song's appeal on the radio is radiantly subtle and beguiling.

-Diane Tameecha



Lightning Seeds



Peter Murphy



Boom Crash Opera

N40 ALTERNATIVE

(As Reported By The Album Network)

2W	LW	TW	Artist/Song	Label
1	1	①	WORLD PARTY. Goodbye Jumbo	Chrysalis/Ensign
4	2	②	ADRIAN BELEW. Young Lions	Atlantic
3	4	③	THE SUNDAYS. Reading, Writing	DGC
11	5	④	PRETENDERS. Packed	Sire
2	3	⑤	DEPECHE MODE. Violator	Sire/Reprise
9	6	⑥	HUNTERS & COLLECTORS. Ghost Nation	Atlantic
18	9	⑦	CONCRETE BLONDE. Bloodletting	IRS
7	7	8	SINEAD O'CONNOR. I Do Not Want	Chrysalis/Ensign
6	8	9	REED/CALE. Songs For Drella	Sire/WB
10	10	⑩	MORRISSEY. "November Spawned"	Reprise
15	14	⑪	LIGHTNING SEEDS. Clouducuckooland	MCA
8	11	12	MIDNIGHT OIL. Blue Sky Mining	Columbia
21	16	⑬	STEVE WYNN. Kerosene Man	Rhino
20	15	⑭	SIDEWINDERS. Auntie Ramos' Pool Hall	Mammoth/RCA
5	13	15	LLOYD COLE. Lloyd Cole	Capitol
17	17	⑯	THE CHURCH. Gold Afternoon Fix	Arista
12	12	17	THAT PETROL EMOTION. Chemicrazy	Virgin
16	21	⑰	SOCIAL DISTORTION. Social Distortion	Epic
22	20	⑱	JERRY HARRISON. Walk On Water	Sire
19	19	20	BIG DIPPER. Slam	Epic
26	24	⑳	JULEE CRUISE. Floating Into The Night	WB
36	29	㉑	THE ORIGIN. The Origin	Virgin
14	22	23	BILLY IDOL. Charmed Life	Chrysalis
23	23	24	PUBLIC ENEMY. Fear Of A Black Planet	Columbia
32	26	㉕	HOTHOUSE. "Give It Up"	London/Polydor
39	27	㉖	JOHN DOE. Meet John Doe	DGC
38	33	㉗	PETER MURPHY. Deep	Beggars/RCA
13	18	28	SUZANNE VEGA. Open Hand	A&M
37	32	㉙	REVENGE. "Pineapple Face"	Capitol
▶	DEBUT!	③0	BOOM CRASH OPERA. There Here Are...	Giant/WB
25	25	31	SCHNELL FENSTER. The Sound Of Trees	Atlantic
D	40	③2	SOMETHING. Stuck Together	Charisma
▶	DEBUT!	③3	STRAWBERRY ZOTS. Cars, Flowers, Telephones	Acid Test
D	34	③4	O POSITIVE. Toyboat Toyboat Toyboat	Epic
D	30	35	CONSOLIDATED. The Myth Of Rock	Nettwerk/IRS
D	36	③6	DIED PRETTY. Every Brilliant Eye	Beggars/RCA
40	38	③7	PURSUIT. One Sided Story	Chrysalis
D	39	③8	FUGAZI. Repeater	Dischord
▶	DEBUT!	③9	HUMMINGBIRDS. Love Buzz	Roo Art/Mercury
▶	DEBUT!	④0	KATYDIDS. Katydids	Reprise

N40 Vital STATS

+++++ MOST ADDED +++++

Top 40

1. Madonna, Hanky Panky
2. Bruce Hornsby, Across The River
3. Aerosmith, The Other Side
4. Heart, I Didn't Want To Need You
5. Anita Baker, Talk To Me
6. Sinéad O'Connor, The Emperor's New
6. Sweet Sensation, If Wishes Came True
7. Brother Beyond, The Girl I Used To
8. Babyface, My Kinda Girl
9. Seduction, Could This Be Love
10. Bad English, Possession
11. Danger Danger, Bang Bang
12. Brat Pack, I'm Never Gonna Give You
13. En Vogue, Hold On
13. Faith No More, Epic
14. Billy Idol, Cradle Of Love
14. Seiko/D.Wahlberg, The Right
15. Lisa Stansfield, You Can't Deny It
16. A'me Lorain, Follow My Heartbeat
16. Jane Child, Welcome To The Real World

Urban

1. Anita Baker, Talk To Me
2. Geoff McBride, Gotta Good Thin
3. Babyface, My Kinda Girl
4. Tashan, Save The Family
5. Eric B & Rakim, Let The Rhythm
6. Seduction, Could This Be
7. Maze, Songs Of Love
8. Poor Righteous, Rock Dis Funky
9. Eric Gable, In A Sexy Mood
10. Barbara Weather, The Master Key
10. Carl Anderson, How Deep Does
11. Bell Biv DeVoe, Do Me
12. Answered Questions, What You Deserve
12. Basic Black, She's Mine
12. Kool Skool, My Girl
12. WC Rap All-Stars, We're All In The
12. Stayce & Kimiko, Wait For Me
13. After 7, Can't Stop
13. Tony!Toni!Tone!, Feels Good
14. Terry Steele, If I Told You

Rock

1. Aerosmith, The Other Side
2. Black Crowes, Twice As Hard
3. Alias, Haunted Heart
4. Heart, I Didn't Want To Need You
5. Hothouse Flowers, Give It Up
6. Damn Yankees, Come Again
6. John Hiatt, Child Of Wild
7. Riverdogs, Toy Soldier
8. Bruce Hornsby, Across The River
9. Robert Plant, Your Ma Said
10. Little Feat, Woman In Love
11. Energy Orchard, Belfast
12. Sonic Youth, Kool Thing
13. Gary Moore, Oh Pretty Woman
13. Sons Of Angels, Cowgirl
14. Jeff Lynne, Every Little
15. Crosby Stills & Nash, Live It Up
16. Gene Loves Jezebel, Jealous
17. Bruce Dickinson, Tattooed
17. Human Radio, Me & Elvis

↑↑↑↑↑ MAJOR MOVES ↑↑↑↑↑

Top 40

1. Glenn Medeiros, She Ain't Worth It
2. New Kids On The Block, Step By Step
3. Taylor Dayne, I'll Be Your Shelter
4. Michael Bolton, When I'm Back On My
5. Mariah Carey, Vision Of Love
6. Tyler Collins, Girls Nite Out
7. Depeche Mode, Enjoy The Silence
8. After 7, Ready Or Not
9. Phil Collins, Do You Remember
10. Louie Louie, Sittin' In The Lap Of
11. Richard Marx, Children Of The Night
12. Johnny Gill, Rub You The Right Way
13. Go West, King Of Wishful Thinking
14. Billy Idol, Cradle Of Love
15. Roxette, It Must Have Been Love
16. Nikki, Notice Me
17. Alannah Myles, Love Is
18. Motley Crue, Don't Go Away Mad
19. Bell Biv DeVoe, Poison
20. Del Amitri, Kiss This Thing Goodbye

Urban

1. Lisa Stansfield, You Can't Deny It
2. Keith Sweat, I Can Make You Sweat
3. Cameo, I Want It Now
4. Johnny Gill, My, My, My
4. Miki Howard, Until You Come Back To
5. Regina Belle, This Is Love
5. Troop, All I Do Is Think Of You
6. Klymaxx, Good Love
7. Glenn Jones, Stay
8. After 7, Can't Stop
9. Mariah Carey, Vision Of Love
10. Midnight Star, Do It
11. Earth, Wind & Fire, For The Love Of
12. Family Stand, Ghetto Heaven
12. Randy Crawford, I Don't Feel
12. Starpoint, Midnight Love
13. Snap, The Power
14. Angela Winbush, Lay Your Troubles
14. Michel'le, Nicety
15. Pointer Sisters, Friend's Advice

Rock

1. Bad Company, Holy Water
2. Jeff Healey, Hell To Pay
3. Jeff Lynne, Armchair Theatre
4. Aerosmith, Pump
5. Pretenders, Packed
6. Little Caesar, Little Caesar
7. Damn Yankees, Damn Yankees
7. Motley Crue, Dr. Feelgood
8. Lita Ford, Stiletto
9. Billy Idol, Charmed Life
10. Fleetwood Mac, Behind The Mask
10. Smithereens, 11
11. Gary Moore, Still Got The Blues
12. David Baerwald, Bedtime Stories
13. Eric Clapton, Journeyman
13. Robert Plant, Manic Nirvana
14. Electric Boys, Funk-O-Metal Carpet
15. World Party, Goodbye Jumbo
16. Black Crowes, Shake Your Money
17. Midnight Oil, Blue Sky Mining

N40 Vital STATS

🔔🔔🔔🔔🔔 **MOST REQUESTED** 🔔🔔🔔🔔🔔

Top 40

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

Urban

1. M.C. Hammer, U Can't Touch This
2. Today, Why You Get
3. Klymaxx, Good Love
3. Troop, All I Do Is Think Of You
4. Jane Child, Don't Wanna Fall In Love
5. Family Stand, Ghetto Heaven
5. Jamaica Boys, Shake It Up
6. En Vogue, Hold On
7. Johnny Gill, My, My, My
7. Lisa Stansfield, You Can't Deny It
8. Quincy Jones, Tomorrow
9. Michelle, Nicety
10. Tony! Toni! Tone!, The Blues
11. Bell Biv DeVoe, Poison
12. New Kids On The Block, Step By Step
12. Snap, The Power
13. Keith Sweat, I Can Make You Sweat
14. Milira, Mercy Mercy Me
14. The Winans, It's Time
15. Melba Moore, Lift Every Voice

Rock

1. Bad Company, Holy Water
2. Billy Idol, Cradle Of Love
3. Jeff Healey, I Think I Love You Too
4. ZZ Top, Doubleback
5. Electric Boys, All Lips
6. Motley Crue, Don't Go Away
7. Little Caesar, Chain Of Fools
8. Giant, I'll See You In My Dreams
9. Damn Yankees, Come Again
10. Bruce Hornsby, Across The River
10. Lita Ford, Hungry
11. Heart, Wild Child
12. Pretenders, Never Do That
13. Baton Rouge, Walks Like
13. Jeff Lynne, Every Little
13. Robert Plant, Your Ma Said
14. Concrete Blonde, Joey
14. Crosby Stills & Nash, Live It Up
15. World Party, Way Down Now
16. del Amitri, Kiss This Thing Goodbye

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

Bin Burners

1. New Kids On The Block, Step By Step
2. Soul II Soul, Vol. II 1990
3. Jeff Healey, Hell To Pay
4. Faith No More, The Real Thing
5. M.C. Hammer, Please Hammer
6. Ice Cube, Amerikkka's Most Wanted
7. Pretty Woman, Pretty Woman OST
8. Lita Ford, Stiletto
9. Bell Biv Devoe, Poison
10. LA Guns, Cocked And Loaded
11. Milli Vanilli, Remixes
12. Alabama, Pass It On Down
13. Tony! Toni!Tone!, The Revival
14. Phil Collins, ...But Seriously
15. The Sundays, Reading, Writing
16. Wilson Phillips, Wilson Phillips
17. Midnight Oil, Blue Sky Mining
18. Motley Crue, Dr. Feelgood
19. Johnny Gill, Johnny Gill
20. Depeche Mode, Violator

Hot Futures

1. Keith Sweat, I'll Give All My Love
2. Jeff Lynne, Armchair Theatre
3. Bruce Hornsby, "Across The River"
4. Bad Company, Holy Water
5. Mariah Carey, Mariah Carey
6. Crosby Stills & Nash, "Live It Up"
7. Dick Tracy, Dick Tracy OST
8. Eric B/Rakim, Let The Rhythm Hit
9. Pat Metheny, Question And Answer
10. Revenge, "Pineapple Face"
11. Snap, World Power
12. Gary Moore, Still Got The Blues
13. John Hiatt, "Child/Wild Blue"
14. Ramones, All The Stuff (And More)
15. The Sundays, Reading, Writing
16. Wire, Manscape
17. Faith No More, The Real Thing
18. Lightning Seeds, Cloudeckooland
19. John Doe, Meet John Doe
20. Hothouse Flowers, "Give It Up"

In-Store Play

1. World Party, Goodbye Jumbo
2. Steve Wynn, Kerosene Man
3. Jeff Healey, Hell To Pay
4. Steve Vai, Passion And Warfare
5. Soul II Soul, Vol. II 1990
6. Adrian Belew, Young Lions
7. Madonna, I'm Breathless
8. The Sundays, Reading, Writing
9. Lightning Seeds, Cloudeckooland
10. John Doe, Meet John Doe
11. Sinéad O'Connor, I Do Not Want
12. Ernie Isley, High Wire
13. Black Crowes, Shake Your Money
14. Pretenders, Packed
15. Wilson Phillips, Wilson Phillips
16. M.C. Hammer, Please Hammer
17. Jerry Harrison, Walk On Water
18. Joan Armatrading, Hearts And Flowers
19. Johnny Clegg & Savuka, Cruel, Crazy
20. Little Caesar, Little Caesar

Photo Finish



Don't Ya Just Love A Man In Uniform?

No, this isn't a dictator of a small country or the captain of a cruise ship! It's the Admiral of New Kids, the Duke of Tunes, Maurice Starr! Pictured here with CEO of Pyramid Broadcasting, Rich Balsbaugh at KISS 108's 11th Anniversary Concert, Starr was awarded yet another star for his breast as KISS saluted him for his contribution to the Boston music community. It's been rumored that Boston will be his next acquisition. At ease soldier!



THE MISSION U.K.

Butterfly on a wheel

876 490-4

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

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



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The Return Of The Magnificent Seven



THE TIME

The New Single

Jeck-out

Produced, Arranged and Written by The Time. From The Forthcoming Album Pandemonium

Management: Ronald E. Sweeney Esq. and Clarence Avant
Avant Garde Management, Los Angeles

 Paisley Park

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