

NOW HIRING ♦ SYNDICATING THE HITS ♦ CYNDE SLATER

# THE NETWORK

## FORTY



25

8/17/90

TRICIA LEIGH FISHER

THESE ARE THE DAYS OF THE OPEN HAND  
THEY WILL NOT BE THE LAST  
LOOK AROUND NOW  
THESE ARE THE DAYS OF THE BEGGARS AND THE CHOOSERS

THIS IS THE YEAR OF THE HUNGRY MAN  
WHOSE PLACE IS IN THE PAST  
HAND IN HAND WITH IGNORANCE  
AND LEGITIMATE EXCUSES

THE RICH DECLARE THEMSELVES POOR  
AND MOST OF US ARE NOT SURE  
IF WE HAVE TOO MUCH  
BUT WE'LL TAKE OUR CHANCES  
'CAUSE GOD'S STOPPED KEEPING SCORE  
I GUESS SOMEWHERE ALONG THE WAY  
HE MUST HAVE LET US ALL OUT TO PLAY  
TURNED HIS BACK AND ALL GOD'S CHILDREN  
CREPT OUT THE BACK DOOR

AND IT'S HARD TO LOVE, THERE'S SO MUCH TO HATE  
HANGING ON TO HOPE  
WHEN THERE IS NO HOPE TO SPEAK OF  
AND THE WOUNDED SKIES ABOVE SAY IT'S MUCH TOO MUCH TOO LATE  
WELL MAYBE WE SHOULD ALL BE PRAYING FOR TIME

THESE ARE THE DAYS OF THE EMPTY HAND  
OH YOU HOLD ON TO WHAT YOU CAN  
AND CHARITY IS A COAT YOU WEAR TWICE A YEAR

THIS IS THE YEAR OF THE GUILTY MAN  
YOUR TELEVISION TAKES A STAND  
AND YOU FIND THAT WHAT WAS OVER THERE IS OVER HERE

SO YOU SCREAM FROM BEHIND YOUR DOOR  
SAY WHAT'S MINE IS MINE AND NOT YOURS  
I MAY HAVE TOO MUCH BUT I'LL TAKE MY CHANCES  
'CAUSE GOD'S STOPPED KEEPING SCORE  
AND YOU CLING TO THE THINGS THEY SOLD YOU  
DID YOU COVER YOUR EYES WHEN THEY TOLD YOU  
THAT HE CAN'T COME BACK  
'CAUSE HE HAS NO CHILDREN TO COME BACK FOR

IT'S HARD TO LOVE THERE'S SO MUCH TO HATE  
HANGING ON TO HOPE WHEN THERE IS NO HOPE TO SPEAK OF  
AND THE WOUNDED SKIES ABOVE SAY IT'S MUCH TOO LATE  
SO MAYBE WE SHOULD ALL BE PRAYING FOR TIME

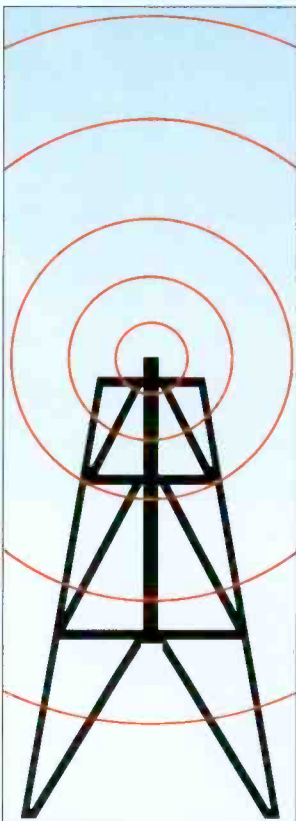
**GEORGE MICHAEL PRAYING FOR TIME**

38T-73512

# THE *Inside* NETWORK

ISSUE 25 AUGUST 17, 1990

**FORTY**™



## THE BIZ

The front page headline in the Lansing State Journal read, "Mysterious Airwave Intruder Hassles Radio Station WVIC." Station personnel claimed a disgruntled job applicant was evidently breaking into the station's microwave transmission several times a day making strange comments. Only after a thorough investigation, which included FCC officials, was it learned that WVIC Program Director Kevin Robinson had masterminded a publicity stunt of epic proportions. The Network Forty has all the details in this week's Biz section.



## TOP 40

In a scramble for the coveted upper demographics in Top 40 radio, programmers are scurrying for adult pop records. Among this week's most added artists are Michael Bolton, **Breathe** (above), Lisa Stansfield and James Ingram. Does this mark the beginning of a new format trend or simply reflect the availability of current hit product? The Network Forty offers a complete profile on each of these "most added" songs in The Next 40!

They cross from Rock, Urban, Alternative and Retail, but two of the most talked about records of the week are crossing from different areas. It isn't the first time a TV show's theme has produced a major mass appeal hit, but Top 40 has begun to "steal the show" while preparing for the fall ratings season with "Falling" from **Julee Cruise** (right) and the hit TV series "Twin Peaks." On the big screen, this summer's major box office surprise is "Ghost." Who'd have thought The Righteous Brothers' Top 5 hit "Unchained Melody" would return exactly 25 years later? The Network Forty helps you find tomorrow's hits, today!

## CROSSOVER



## THE MUSIC MEETING

### GEORGE MICHAEL "Praying For Time"

After climbing Everest, Michael goes for even loftier endeavors.

(COLUMBIA)

### JANET JACKSON "Black Cat"

She's crossed our path five times with *Rhythm Nation*. Here's a purrfect sixth.

(A&M)

### PROPAGANDA "Heaven Give Me The Words"

A/C radio found this slice of "Heaven," and now Top 40 finds the right "Words."

(CHARISMA)

### THE RAILWAY CHILDREN "Every Beat Of My Heart"

You can hear this train coming a mile away.

(VIRGIN)

### POINTER SISTERS "After You"

Three formats get ready to take a few Pointers.

(MOTOWN)

### DEEE-LITE "Groove Is In The Heart"

The #1 U.S. club record lites up Top 40.

(ELEKTRA)

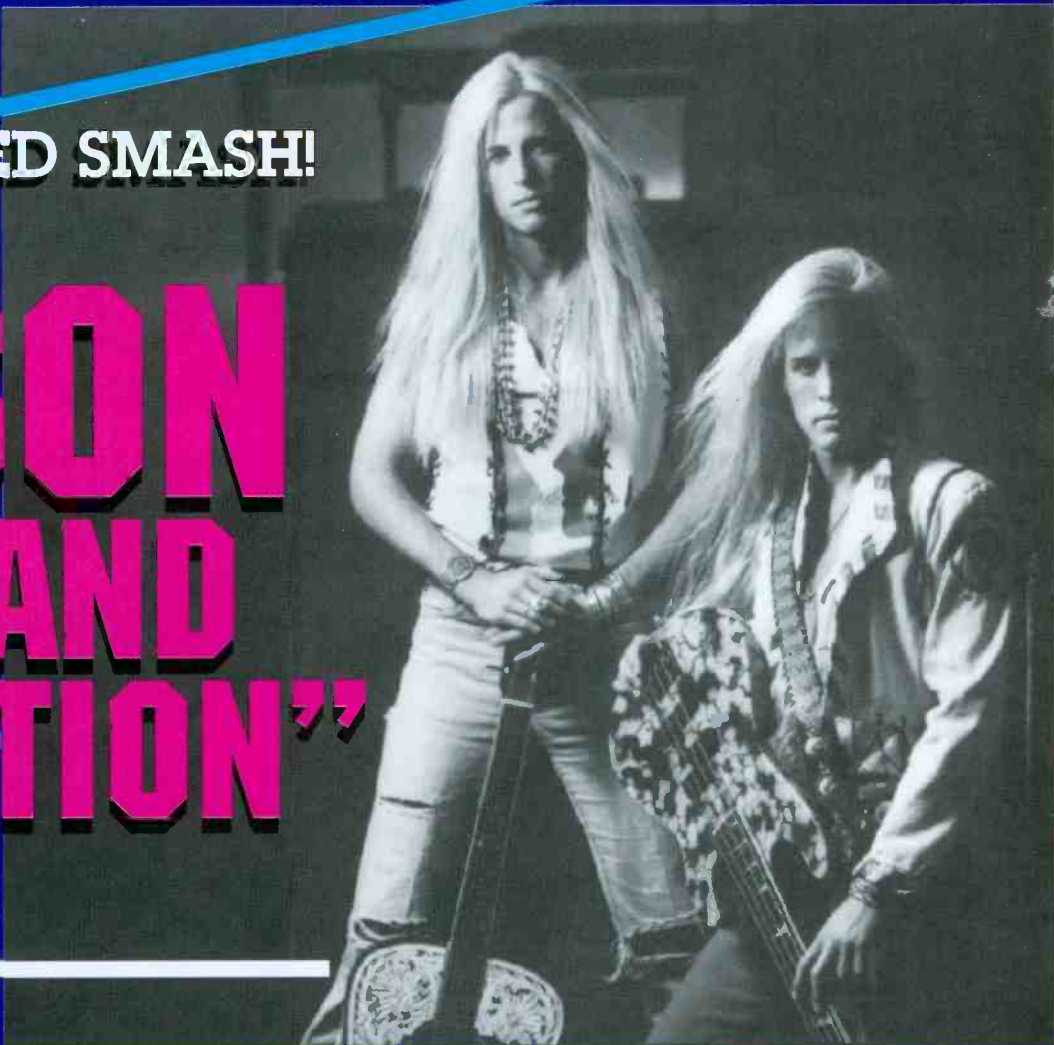
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**AN UNDISPUTED SMASH!**

# **NELSON**

## **“LOVE AND AFFECTION”**



### **⑩ TOP 10 ACTION!**

WKBQ St. Louis 1-1\*  
Q-102 Cincinnati 3-2\*  
KWSS San Jose 8-5\*  
Pirate Los Angeles 7-6\*  
WPHR Cleveland 7-6\*  
WDFX Detroit 13-8\*  
KXYQ Portland 12-8\*

### **↑ MAJOR MOVES!**

KISN Salt Lake City 20-11\*  
KC-101 New Haven 13-11\*  
B-94 Pittsburgh 17-13\*  
KUBE Seattle 20-15\*  
KHMV Houston 25-20\*  
KZZP Phoenix 29-23\*  
WPLJ New York 28-23\*

**NETWORK 26-17\***

**\$ Retail Sales 25-22\***

**⚡ Rock Tracks 22-20\***

**📺 Heavy Rotation!**

**☎ Consistent Phone Buzz!**

**+ Just Added!**

**B-97! Power 99! WPXY!**

**Now Ready To  
Close Nationally!**



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**HELP  
WANTED**

**FINDING AND  
JUSTIFYING  
A GOOD  
PROMOTION  
DIRECTOR**

## **Desiree Stich Schuon**

PROMOTION AND MARKETING...the last link in the development and success of a radio station. No matter how great the product sounds, if a station doesn't make some noise out on the street its potential will never be fully realized. Creating consistent awareness and excitement is crucial to success in the market. And just as important as the promotion and marketing plan itself, is the person placed in charge to pull it off.

Whether the position stands alone or is combined with another job, a high priority should always be placed on promotion. After all, in addition to the music and personalities, promotional activity is what defines your image and puts the station out in front of the audience. It makes radio tangible. Often, it's up to programming to convince management of the advantages of having a Promotion Department. And the first step is to emphasize and justify your station's need for the position.

The Network Forty spoke with Jim Marchyshyn, Director of Promotion and Marketing

at KKBQ/93-Q Houston. During his career, Marchyshyn has been involved with two of the greatest promotionally dominant stations of the 80s, WMMS Cleveland and KSHE St. Louis. Jim shares his experience and gives us a firsthand analysis of the promotion and marketing of a radio station.

### **JUSTIFICATION**

"Running a radio station 365 days a year requires so much time and energy that a separate department for promotion and marketing is needed to make sure everything is carried out in the best and most efficient manner," explains Marchyshyn. "Programming and Sales personnel have their own jobs and responsibilities, and they don't realistically have an adequate amount of time to devote to such an important part of the station. A full-time director or department can capitalize on the work of both the Programming and Sales Departments. With all the potential buys and business out there, a Promotion Director can make

sure that the station creates and delivers the best and most efficient marketing plan to maximize the revenue of the radio station."

Marchyshyn continues, "The Promotion Director is the person who brings the Programming and Sales Department goals together, ensuring that (1) the promotions come off to the satisfaction of the advertiser and that all commitments and agreements have been fulfilled, and (2) that the integrity and the sound of the radio station are maintained so that the promotion doesn't jeopardize what you're putting out over the air. A Promotion Director walks that thin line between business and art, acting as an important intermediary between Sales and Programming. Besides the GM, this is the ultimate political position at a station, because Promotion has to balance on a tightrope between so many different factions, and make sure everybody's happy. I believe, at times, it is one of the hardest jobs within the radio station because you have to please so many different people. But with someone in there to ensure follow-up and that all promotions are running smoothly, a greater sense of order to the interworkings of a radio station is established. Moreover, this addition gives the other departments more time and opportunities to maximize the amount of advertising and promotion done and, consequently, increase station revenue and (listener) awareness."

### **REQUIREMENTS**

What are the prerequisites for Promotion Directors? Creativity, organization, ambition and flexibility. Dedication, experience, dependability and good BS are helpful, too. And the willingness to work long, long hours to see a project through from start to finish.

Marchyshyn explains, "Obviously, implementation of promotions and marketing schemes is a large portion of the job. Hence, a good Promotion Director should be creative, pay attention to detail, and have discipline and dedication. This job is also very time consuming. One must display various

interpersonal skills, such as the ability to listen to other people, mediate, keep a calm head when, perhaps, others around you are losing theirs, and to simply be able to get along well with all kinds of people. Other basic skills, which may have been forgotten through the years with the advent of computers, are things like the ability to type! And to know how to write intelligent and brief, concise press releases and proposals. These skills are imperative, as this job entails a lot of administrative work."

"Besides being an integral part of revenue generation and working closely with sales, a major part of the Promotion Director's job is to help the Program Director implement his vision for the radio station; give him the tools, the manpower and all the help he needs to put that long-term plan that he sees in his mind into action." notes Marchyshyn. "A station's image is conveyed through promotion and marketing, and that image is usually defined by the PD and other managers. It's then the Promotion Director's responsibility to implement these promotions."

"This job is part creative, part diplomatic, part administrative." Jim explains, "In the old days, creativity and the ability to come up with wild and exciting promotional ideas was probably the main attribute and requirement of a Promotion Director. These are still very important factors, but I see the role of the Promotion and Marketing Director as a manager, a day-to-day person to oversee the plan and make certain that all of the details are coming together. I cannot overemphasize the importance of making sure everything comes off right. Like almost every other position in radio, if you falter, there's always somebody else trying to step in and take your place."

### WHAT MAKES A PROMOTION DEPARTMENT GOOD?

"Having a good Promotion Department requires you to be at the top of your game. The director should be well-read and have knowledge of

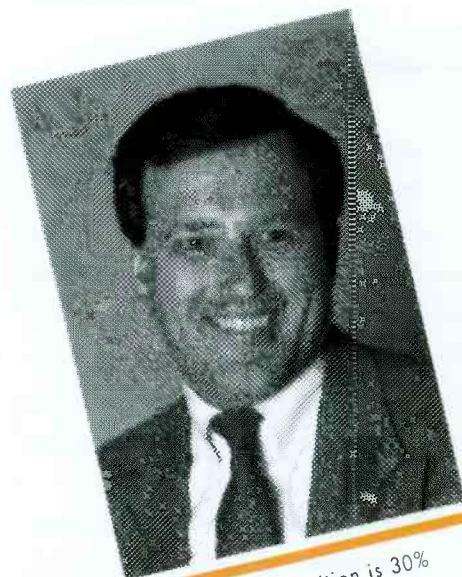
what's going on around the world and locally, i.e. news, fashion trends, the arts and so on. These things will affect what you're doing down the line. Radio reflects the lifestyle of the listener and must be able to key in on that mood. Flexibility is a must. You can't be tied into one procedure and refuse to change it. A good department has the ability to react quickly and is not locked into existing roles." Jim continues, "The promotion position is 30% process and 70% execution. Our job is to present and implement the very best ideas that we can for our clients or our station. The bottom line is to generate revenue and increase ratings for the radio station. If you can make yourself invaluable in that way and, as a Promotion Director, make yourself an important part of the team, then you will continue to be a vital part of the station."

### DEVELOPING A PROMOTION DEPARTMENT

Hiring someone to do this type of work sometimes calls for a search. Marchyshyn offers this point, "A lot of it has to do with networking. Yet it's difficult to find someone with much experience. We don't have the training ground that perhaps PDs might have before programming. It's an entry level position. But with interns and assistants, these days we're teaching people as they come up through the ranks about radio promotion and marketing. They're learning now what's expected and what they need to be able to do. The Promotion Directors of the future are coming straight out of school or from non-radio areas like ad agencies and retail, as the job grows into being more and more responsible for the day-to-day marketing of a radio station."

Marchyshyn concludes, "Unfortunately, having a full-time Promotion Director is still a new occurrence for many stations. But as radio continues to get more and more competitive, that situation will change. Stations will need to have one. I'm amazed that there are still some top 30 stations without a Promotion Department. I remember go-

ing into St. Louis in 1985, when very few radio stations there had full-time Promotion Directors. At our station (KSHE), we had a full-time Promotion Department, which enabled us to go out and do so much more that the other stations followed suit. The situation is, quite simply, if you don't have a Promotion Director or separate department, you're eventually going to get left behind. Because of the amount of work and how competitive it is with advertisers, you just can't get the job done effectively when you have people who are doing promotions along with their other jobs at the station. It's just not physically possible to get the results that are ultimately attainable without the manpower. And results, combined with the perceived value of being affiliated with a promotionally active radio station, is what advertisers use to evaluate the worth of a station."



"The promotion position is 30% process and 70% execution. Our job is to present and implement the very best ideas that we can for our clients or our station."  
-Jim Marchyshyn

# SUMMER PARTY FACTOR '90

## TRICIA LEIGH FISHER

### **“Empty Beach”**

No stranger to talent, this bright new star delivers a fresh new pop/dance track that drives in the point, and the excitement.

## MS. ADVENTURES

### **“Undeniable”**

There's no questioning the strength of this captivating and electric dance track from three sisters who are amazingly in sync, and totally in the groove.

## SOHO

### **“Hippychick”**

These identical twins stand apart with a hypnotic beat, clever lyrics and lush soulful vocals in a funky dance track that's like nobody else.

SPF  
90

**ON ATCO** 

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# HITLINE

## *Dynamic Dana Miller*



**Dana Miller's personal determination and willingness to take risks reflect a dynamic individual. His ability to discern a winning situation during his career path reflects an astute individual within our industry.**

A class of 77 USC graduate, Dana got his first gig at KTMS Santa Barbara. He then became concert producer at the Santa Barbara County Bowl for acts such as Hall & Oates, America, Linda Rondstadt and, as fate would have it, The Beach Boys. It was Mike Love who offered him a job at Brother Records, where he worked from 1978-1981. This association marked the genesis of his career as syndicator, producer, manager and company owner.

During his employment at Brother Records, the concept of a Washington Monument concert was envisioned. "The Beach Boys 20th Anniversary Special," Dana says, "was a rock history landmark. Mike spearheaded the idea. He's incredibly inventive." The permit for the first show was secured from a then little-known politician, George Bush. The following year, the original concept was expanded. It became the first nationally simulcast radio and television show, a major achievement in the early 80s. Marty Pasetta was brought in as director. The show aired July 4th from the Washington Monument and another show was broadcast July 5th from the Queen Mary in Long Beach, California.

When Beach Boy Al Jardine wanted to add a fresh new talent to the concert, Dana called the production offices of General Hospital and spoke to Rick Springfield's agent. Miller later became Springfield's manager, guiding Rick as he generated 14 Top 40 singles, including "Jessie's Girl." This association earned Miller an Ace Award for the concert video "Beat Of A Live Drum." Dana discovered and brought aboard director David Fincher, a young unknown at the time who has since directed videos for Madonna, Paula Abdul and Aerosmith, and is this year's most nominated director for the MTV Music Awards.

Hitline was conceived when Dana identified a need for a national Top 40 interview show, comparable to Rock radio's acclaimed Rockline. Dana calls this period "one of the biggest challenges of my life. I came up with the concept five years ago. Some radio people said it would never work." The concept that "wouldn't work" is now airing in 204 markets. Hosted in Los Angeles by Brenda Ross of Power 106 and Elvis Duran of Z-100 in New York, it proves Top 40 lis-

teners are interested in the personalities of their favorite artists as well as their music.

The next step in Dana's career arrived after meeting James Paul Brown. Dana recounts, "I met Jim one afternoon in Malibu through mutual friends and told him about my concept. Jim said, 'Take the red-eye and be at the corner of Madison and 68th tomorrow morning at 7:30.' The next thing I knew, I was standing on this New York street corner thinking, what if he's still asleep in Malibu?" To Miller's relief, Jim pulled up in a limo and the two went over to the offices of Pepsi. James Paul Brown has an impressive background, including the position of producer of the legendary Earth News. "The same person who bought the sponsorship for Earth News was purchasing sponsorships for Pepsi when we were selling Hitline," recalls Dana. "We walked in at 8:30 am, and at 8:45 the show was sold. I hardly knew this guy and now Jim and I have been partners for five years."

Barry Freeman is Talent Coordinator at James Paul Brown Entertainment. "I met Barry when he was at Westwood One. When James and I looked for someone to do talent acquisition, Barry's name came up. He was the first person hired, a great guy. Talent acquisition can be thankless. When we coordinate Hitline interviews, I'm yelling, 'Who's next?' and the label is yelling, 'Not now!' Barry's tenacity has landed us artists such as Phil Collins, Jon Bon Jovi and Janet Jackson."

"Hitline's production logistics can be difficult," says Miller. "It's live every week, with no room for error. The Dirty Dancing tribute was broadcast two years ago from Cleveland, Detroit, Los Angeles and New York simultaneously; five satellite locations in one hour! IDB is so good, they don't make mistakes. I still get nervous, but with fiber optics and the current technology, it sounds great. The show probably wouldn't have sounded as good ten years ago. It was amazing to hear Stevie Wonder in Australia talking via satellite to a kid calling from Ohio, sounding like they were both in the next room!"

To determine schedules for artist interviews, Dana says, "I talk to many programmers. Steve Kingston from Z-100 in New York and Jeff Wyatt from Power 106 are among those who keep me informed about what's hot. Also, Barry and I discuss charts. The Most Requested USA column in The Network Forty is a huge help, usually about four to five weeks ahead of the charts."

James Paul Brown Entertainment owns 12 nationally syndicated shows in addition to Hitline, including Magic Matt On The Line, a weekly Top 20 radio countdown tallied by listener requests on an 800 number and hosted by KIIS



# USA

Beverly Rubin

FM's hot afternoon drive jock Matt Alan; Hangin' With Hollywood, starring KIIS FM's Hollywood Hamilton; and The Buzz, a twice-daily gossip feature hosted by Adam Curry featuring up-to-the-minute music reviews.

"Successful syndication," says Dana, "is a matter of determining need and filling it in a creative and professional manner. For example, there was a need for a Top 40 interview show and Hitline was created. I asked David Horowitz why he wasn't doing Fight Back on the radio. He liked the idea and we sold it to American Express. Our corporate sponsors include Northwest Airlines, Sharp Electronics, Lexus and Fruit Of The Loom. James handles the sales and I handle the production. Each corporate sponsor buys a show for 52 weeks, which is different from other syndicators."

Dana and Jim are developing a late night TV show with Adam Curry as the host. "We'll take a different approach to late night entertainment. The format will be an irreverent approach to entertainment news, a hip Entertainment Tonight. We plan to broadcast semi-live from an abandoned Hollywood warehouse and have guests."

"I enjoy TV. It's like programming a radio station with pictures. TV and radio have obvious similarities," said Miller. "Some producers are experimenting with exciting, innovative programming, such as Living Color and The Simpsons on Fox, and Twin Peaks on ABC. This approach is similar to what radio's philosophy has always been, which is to keep your finger on the pulse of what's happening now."

"Our biggest challenge," Dana says, "is to consistently come up with innovative programming. In the 90s, the key is to stay current and know your audience or you'll fall behind. If we want to sell a show, we must convince the PD that he or she can't do it, or that we can do it better. At one time, you could clear 300 markets with a marginal show. Not anymore. When we began Hitline, there were five or six key programmers everyone looked to for direction. Now there are



Dana with Lou Diamond Phillips

many bright, innovative programmers in secondary markets who are highly informed about their communities. They want to know what syndication will do for them in their market. They don't buy a show just because major markets do. Each format requires a specialized sales approach and strategy."

Dana also works for Westwood One as producer of Pirate Radio USA, hosted by Shadow Steel, and Rockin' America, hosted by Pirate Radio KQLZ's Scott Shannon.

During his days as Rick Springfield's manager, Miller worked on promotions with Shannon when he was at Z-100. "I developed a relationship with Shannon when I was a manager trying to get records on the air." Remarks Dana, "To me, he is the most influential programmer in the past decade, an amazing person to work with." Miller and Shannon co-produce a nationally syndicated video countdown TV show called Smash Hits, now in its second year.

His own company, Endless Summer Entertainment, is a management firm handling Corey Hart and actor William Katt. "I met Corey when he opened for Rick Springfield in 85. He's a hard worker, very charismatic and talented. When he asked me to manage him, I couldn't pass it up. I've managed him for one and a half years. I've worked with William Katt for 11 years. I learned a lot about management when I was at Brother Records from my mentor, Tom Hulett. He manages Warrant, The Beach Boys, and the Moody Blues. Whether it's actors or musicians, managing requires good interaction with the performers. With actors, you deal with TV and motion picture producers, with musicians, it's record companies. It's just a different Rolodex."

Miller's amicable relationships with others is a key factor in his many successes. "Solid interpersonal skills are crucial no matter who you work with. The people you ran into ten years ago, you run into today. And you'll deal with them again in another ten years. Even if they move from state to state, chances are if you worked with them once, you will again."

Dana has a seven day work week. "I love what I do. Each time we create a new show and someone else gets enthusiastic about it, it's exciting. It's important that we have fun at this. I don't want to be rich and miserable. Jim and I run the syndication company on weekdays. On Saturday mornings, I produce Smash Hits, then Pirate Radio USA on Saturday night and Hitline on Sunday night." When The Network Forty asked Dana how he winds down, he said, "I'm an avid surfer. If I can get in the ocean once a day, I'm happy." Dana still hasn't done everything. "I'd like to have a weekend off. It's one thing I've never pulled off."

Dana Miller is a human dynamo. He's also a nice guy. And that's a winning combination. By the way, if you need to know what "winner" means, look it up in the dictionary. You just might see Dana Miller's name there!



Dana with Cher

*Danger*

# DANGER



**W**ITH OVER 300,000 ALBUMS SOLD AND THEIR HIT SINGLE "BANG BANG" RECEIVING AIRPLAY ON MORE THAN ONE HUNDRED CHR STATIONS, **DANGER DANGER** CONTINUES THEIR ARTIST DEVELOPMENT SUCCESS WITH THE NEW SINGLE "NAUGHTY NAUGHTY". BE NAUGHTY AND LISTEN...

## "NAUGHTY NAUGHTY"

*Epic*

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IMAGINE  
RECORDS

# N40 PROGRAMMER'S TEXTBOOK

## TALENT 101

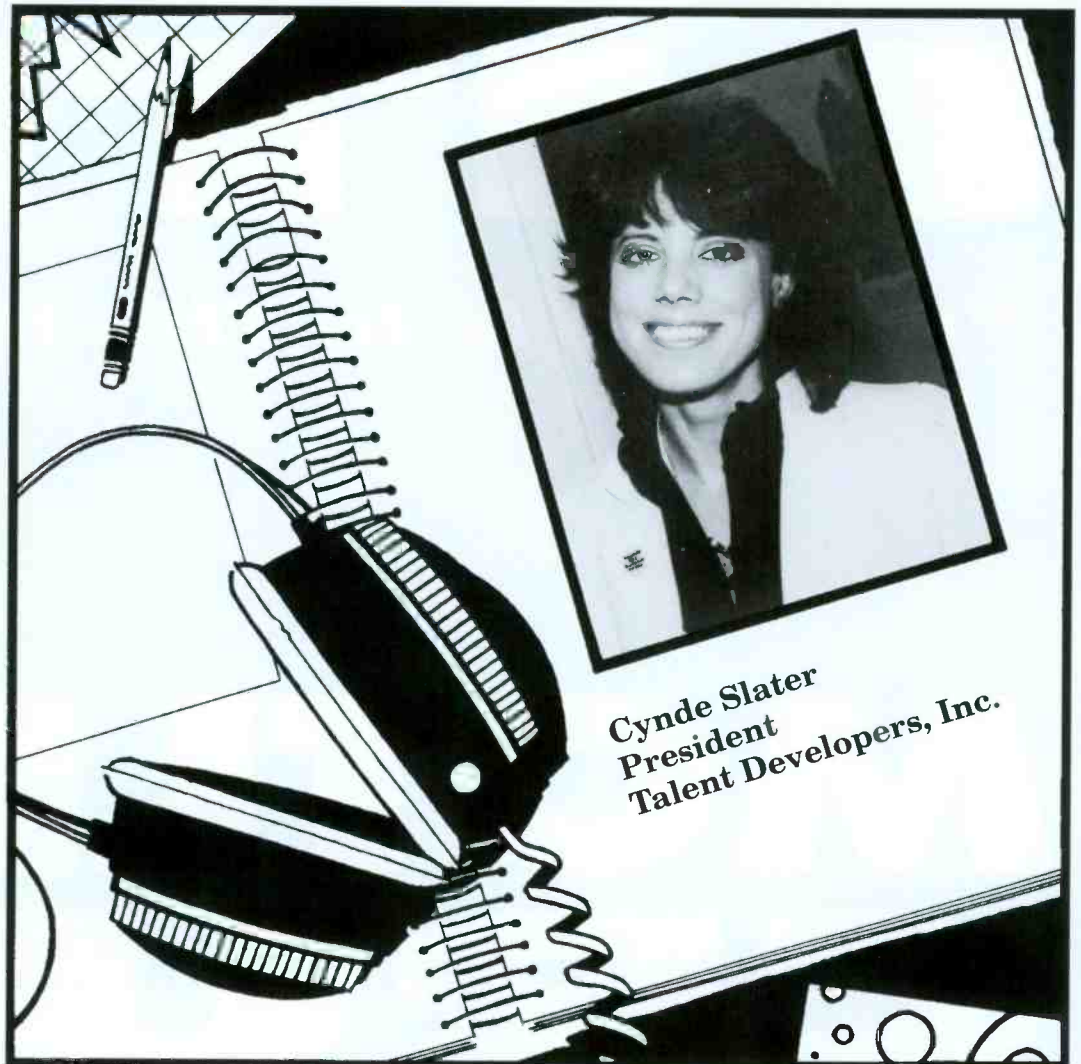
**P**rogramming in the 90s requires an individual with a multitude of talents and skills. Ten years ago you might not have associated terms like multimedia specialist, talent developer, master strategist and sociologist with the attributes needed to be effective in a programming gig. Although the bottom line remains the same ("Get those ratings up!!") in today's radio arena, the PD has to wear more hats than ever before.

Among the most important areas for PDs is the time spent with air talent. Good programmers realize that one of the major keys to winning depends upon their abilities to pull the strongest work efforts from their airstaffs. A new PD will, most likely, inherit the air talent and rarely gets the opportunity to cherry pick a "dream team." It takes a special individual to display leadership qualities going into a new environment, while at the same time keeping existing staff morale up and moving in a consistent manner. Gaining respect and trust doesn't necessarily come with the title. Talent can be very judgemental when it comes to accepting a new boss.

"Us and them...and afterall...we're only ordinary men." Pink Floyd.

### **How many times have you heard this:**

God, I just hate these aircheck meetings. I know I'm gonna get called on the carpet for something I did yesterday...What promotion? I never know what's going on around here!



**Cynde Slater**  
President  
Talent Developers, Inc.

...Not another sales remote! I've already done three in the past two weeks!...I just wish that someone would take the time to listen to my ideas...

A good constructive meeting (weekly with all dayparts, more frequently with AM Drive) can serve to accomplish several goals for both talent and programmers. The aircheck meeting is often the only qualitative time that an announcer gets to spend with the boss, so both parties should make every effort to allocate that time for positive reinforcement, information sharing and philosophical discussion. One thing most of us in radio are guilty of is the failure to *listen* to each other. We are all aware of our

customer (target audience), but often show a lack of respect to one another. Good PDs learn from their talent as much as the talent grows and benefits from the experience of their PDs. Something as simple as showing up on time (not making the jocks wait) can greatly affect the outcome of a planned meeting. Recognition of performance (moving from each other's strength areas) and proactive planning as opposed to reactive opinions can help to bridge some of the communication gaps that occur in the working environment.

Another situation that all Program Directors face eventually is recruitment of new talent. One of the best ways to prevent a hir-

# DEEE-LITE

**"Groove Is In The Heart"**

*These Stations Couldn't Wait!*

KMEL San Francisco

Hot 97 New York

WKSS Hartford

 #1 NATIONAL CLUB ACTION!

 TOP 30 NATIONAL 12-INCH SALES!

 JUST ADDED!

# MOTLEY CRUE

**"Same Ol' Situation (S.O.S.)"**

 DEBUT 38\* ROCK TRACKS!

 TRIPLE PLATINUM ALBUM!

 JUST ADDED!

The New Single and Video from the  
Triple Platinum Plus Album *Dr. Feelgood!*

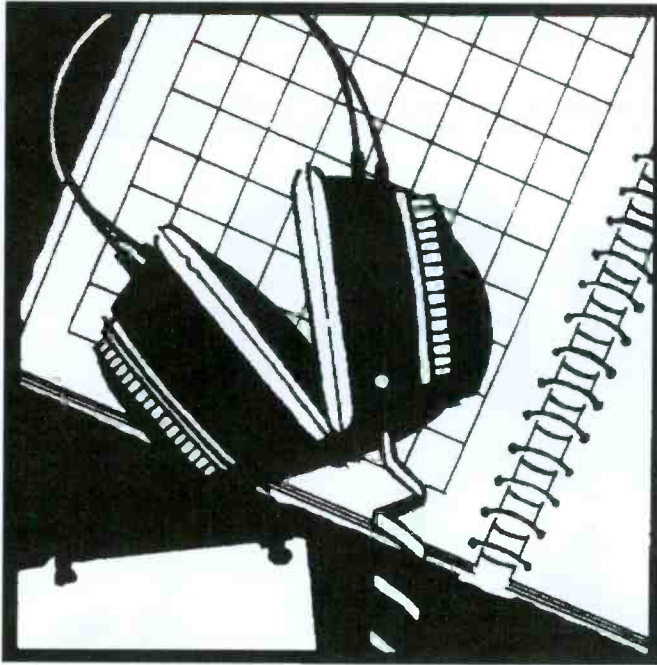
Produced by Bob Rock

Management: Doug Thaler/Top Rock Development Corporation



# N40 PROGRAMMER'S TEXTBOOK

ing panic is to constantly be talent-banking. Responding to quality people when you are *not* looking can prevent major hassles at a critical time. Often you can talent-bank within your own chain, or rely on "farm" market stations that feed into larger metro areas. Developing a strong weekend support staff offers several benefits. Companies look for programmers to train and nurture budding talent. And from the talent's point of



view, managers that hire from within indicate a desirable company where long-term growth is encouraged. There is an ample supply of good talent available to stations whose programmers think ahead, offer open communication and possess some coaching skills.

One of the hardest pills for talent to swallow is the inaccessibility of PDs who have current openings. We've all seen the ad:

*We're looking for the world's greatest flame thrower!! Wanted yesterday! Communication skills a must/team player, great attitude/tons of public appearances/dazzle us with your best...no calls please.*

The initial "weed outs" can take place with a phone conversation. If you're looking for talent who can communicate, what better way to find out than by taking their calls? Allocate a couple of hours per week that you are available for calls and the rewards may pay off. If you find talent that's good - but not ready for your station - have an assistant send back a letter on your behalf. Unemployed talents go nuts for any feedback and are most disheartened when they hear nothing.

Besides, in this business, the guy who you respond to today may become the manager who hires you tomorrow.

In summation, showing empathy, demonstrating good listening skills and being prepared combine to create great PDs and motivated airstaffs.

*Cynde Slater is president of Talent Developers, a Scottsdale based coaching company. Her background includes 25 years experience in broadcasting, including programming positions at WAAF Boston, KRCK Portland and KDKB Phoenix. Cynde offers personal coaching sessions and station overviews for talent and management. She can be reached at (602) 998-8631*

**If you would like to be a contributing editor of The Programmers Textbook, call The Network Forty 818-955-4040**

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# The **P**ainter **S**isters



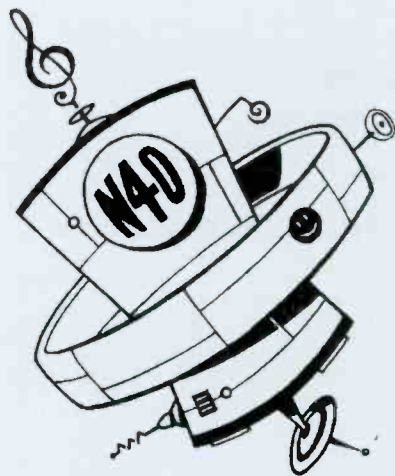
“AFTER YOU”

*On Your Desk Today!*



Produced By: James Carmichael  
Managed By: Gallin Morey Associates

# N40 PROGRAMMER'S CONFERENCE CALL



## NEW FALL ATTITUDE

by Tom Jeffries

*A Top 40 station can go through many changes from Spring to Fall. Should you change anything if the numbers were good in the last book? Do you change the music to coincide with lifestyles from one time of year to another? How can you pump up the staff for the big one? What promotional activities will be used in the Fall? We don't mean to rush the season, but it's time to get ready. The leaves are about to fall from the trees. The Summer is almost over, and it's time to find the "New Fall Attitude."*

On **The Network Forty** Conference Call This Week:

**Gary Berkowitz**, WKQI Detroit

**Mike Edwards**, WKSE Buffalo

**Bob Travis**, Travis Media Consultants,  
WSSX Charleston

### QUESTION #1

**The Network Forty:** What were your numbers in the Spring book?

**GARY:** 12+ we had a 4.8 to put us third in the market overall and our 25-54 numbers put us third in the market in the *money* demo! A year ago, we were ninth and tenth respectively. We're adult leaning, yet very much a Top 40 station. We just don't play rap or hard-edged rock.

**MIKE:** We went from 8.1 to 10.7 12+. It was a banner book for us 18-34. It's the first time we hit #1; 13.1 to 17.4!

**BOB:** 12+ 7.4 to an 8.3 share. 18-34 10.1 to 13.3 and in 25-54 we went from a 5.0 to an 8.0 share. Our numbers in women 25-54 put us second in the market.

### QUESTION #2

**The Network Forty:** Do the results of the Spring book indicate the need for changes in focusing the station for the Fall?

**GARY:** We've been doing the adult Top 40 format for about a year. I think we're one of the pioneers in the format. We've found that this format does work! For the Fall, we'll remain focused on doing the same things. I pick it apart and refine it to make it better, but I think consistency is the most important thing at this time in the life of the station.

**MIKE:** Not really. The Spring book was a reflection of the tightening and cleaning up we did for the ratings. We refocused the music toward what the listeners were asking for. We became more dance oriented, and all

those changes seem to be working. I don't foresee any other changes right now.

**BOB:** In the case of WSSX, we're going to broaden the demos. We were focusing in the Spring and Summer 12-24 from 3 pm to midnight. We already had a strong morning show. In the Fall we'll be heading toward a mass appeal Top 40 approach.

### QUESTION #3

**The Network Forty:** How does the sound of your station differ from Summer to Fall? What changes, if any, do you make strictly due to the time of the year?

**GARY:** We don't change. We're much the same all year round. Our audience expects it. There's no reason to adjust [to the season] since we don't deal with a teen audience. When you're a teen station like WDFX or WHYT, 50% of your cume shifts during the Summer, so a station like that has to change its programming somewhat. We don't.

**MIKE:** We have a definite attitude difference. Summer is the biggest season in Buffalo. Winters last longer! We get lake-effect snow and the city gets buried. In the Summer, our promotional calendar is booked every day. We almost overextend ourselves on manpower. We go everywhere and the station is more up-tempo. For the Fall, we tone it down a bit, but the promotions on the air will be very intense. The station's excitement has to be generated on air. We don't have the chance to be as visible in the marketplace during the cold months, so the promotions have to stand out. Everything we do in the Fall gets a bigger push on the station.

From  
The  
Album  
A  
VIEW  
FROM  
3RD  
STREET



**On Over 140 Top 40 Stations!**

**Just Added!**

Kiss 108 Boston

KHMX Houston

Q-105 Tampa

WZZG Charlotte

**"Letting Go" At The Seams!**

Q-105 Tampa 21-18\*

Q-95 Detroit 20-18\*

KWSS San Jose 24-21\*

KUBE Seattle 29-24\*

Power 99 Atlanta 28-25\*

WKBQ St. Louis 29-27\*

KPLZ Seattle 31-28\*

**NETWORK** 46-40-36\*

**TOP 30 ROCK TRACKS!**

**\$ GOLD ALBUM!**

**CD FEATURED ON CD TUNEUP #26!**

# jude cole

## "TIME FOR LETTING GO"

*The New Single*

**#5 MOST ADDED!**

TIC-FM Hartford  
KZZP Phoenix  
WDJX Louisville

KKRZ Portland  
WPXY Rochester  
KKRD Wichita

WPOW Miami  
WGH Norfolk  
And 45 More!

**Now On Over 160 Top 40 Stations!**

**The "Truth" Hurts (The Competition)!**

KRBE Houston 16-9\*

WAVA Washington 20-17\*

Kiss 108 Boston 18-17\*

Power 99 Atlanta 29-24\*

KROY Sacramento 27-23\*

KXYQ Portland 29-25\*

WLUM Milwaukee 28-24\*

KPLZ Seattle 29-26\*

**\$ PLATINUM ALBUM!**

**4 WEEKS IN HEAVY ROTATION!**

**CD FEATURED ON CD TUNEUP #27!**

# "POLICY OF TRUTH"

## depeche mode

*The New Single*

From  
The  
Platinum  
Album  
VIOLATOR



# vonda shepard

## "I SHY AWAY"

*The New Single*

**THE #1 MOST ADDED RECORD AT  
A/C RADIO IS NOW READY FOR TOP 40!**

**Are YOU Ready For Vonda Shepard?**

From  
The  
Album  
VONDA  
SHEPARD



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# CONFERENCE CALL

**BOB:** In the Summer we had minimal dayparting. This Fall, we'll daypart the currents, targeting for each daypart and demo. The changes will only be in the music. The energy level will remain the same.

## QUESTION #4

**The Network Forty:** Are you planning a Fall promotion that's new and innovative in the market, or will you rely on a promotion that has been successful in the past?



**GARY BERKOWITZ**  
**WKQI DETROIT**

*"We'll remain highly focused in the Fall!"*

**GARY:** We are always looking for innovative things. You don't have to be a rocket scientist to know that the Spring and Fall books are the two most important for a station. You can

look for us to be roaring in the next book. But I can't let the cat out of the bag just yet.

**MIKE:** This station is always the leader in the market for contests and promotions. Our listeners expect that from us. We're in the middle of discussions right now on what we're going to do for the Fall. One of the promotions we're talking about has never been done before, and another has. But variations on something that's been successful elsewhere don't always work in every marketplace. You've got to be careful and know your audience. Some programmers make the mistake of copying promotions in other markets and fall on their faces.

**BOB:** There wasn't much of a promotional budget for the Spring book. No big ticket items to give away. We knew we didn't have the money, but we also knew we could have fun. On opening day of baseball season we had a T-shirt party at the game. We invited listeners to bring the other radio stations' shirts along so we could spray paint our logo on them. It cost the station almost nothing, but the listeners had a great time. We retired the station vehicle and bought a used hearse. We painted the call letters on that thing, too. In the Fall we may change the "we're poor but having fun" approach. Then again, it worked so well, why change now? These things have been done at other stations; Power Pig had a similar campaign. We didn't copy their bits, we just took the idea and made it work for us. Other stations' promotions may be slicker, but ours are definitely fun!

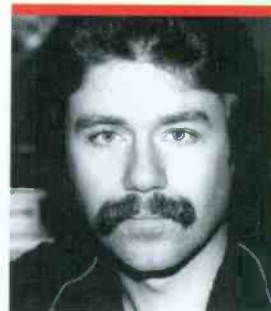
## QUESTION #5

**The Network Forty:** How do you pump up the staff and keep them going for a major ratings period?

**GARY:** We're in a book almost every day of the year. The process is ongoing. We pump up the staff with the monthly Arbitrends, which help to motivate us whether they're up or down. When they're down, we get the staff together to see how we might have dropped the ball and find a way to fix it. When the numbers are up, we feel good about what we've accomplished. Arbitrends are a jock-pumper either way. That may sound weird to some guys, but it's natural. Keep the communication lines open. If the jocks are informed, they won't worry about being surprised. It's a positive to know you're working at a station doing a unique format everyone believes in. A station that's winning. That's the greatest perk in the world.

**MIKE:** We hang out together as much as we can. It's harder in the Summer since we're all out at different places doing promotions, but we find time. Brainstorming sessions are big. We share some beers and ideas on how we can make the station better. We go over each other's airchecks and tapes from stations in other markets. There are times when we'll listen to an aircheck of the competition just to get some laughs. I'm glad I don't have one of those stations that's divided, with staffs that stay away from each other and only get together when they're forced to. We enjoy each other's company and all share the same goals. It's a team effort and a winning one.

**BOB:** It's easy for me in my position as consultant. I can just fly into town and say, let's get one for the Gipper! You got any problems,



**BOB TRAVIS**  
**TRAVIS MEDIA CONSULTANTS**

*"The energy level remains the same"*

here's my number! For the on-site programmer it can be tougher. At WSSX we can look at the success we've attained with no promotional budget. If we can beat the

other guys in the format with nothing but programming, imagine what can happen when we get "big moe" going. Once you show progress, getting people psyched up isn't that hard. WSSX is growing by leaps and bounds. Morale is high and we're feeling good. It's going to be a great Fall, and it's going to be more fun than ever to work there.

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

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**DIANA ATCHLEY**

Unless you've been out of the country or in a coma for the last month, you know who Tricia Leigh Fisher is. But before you dismiss this singer/actress as simply the daughter of Eddie Fisher and Connie Stevens, listen to her debut single (featured on The Network Forty CD TuneUp #27) and read her story.

Being surrounded by celebrities throughout her childhood hasn't touched Tricia Leigh in a negative sense. Through her closeness to some of America's greatest talents, she learned poise and the meaning of hard work. Her personality is that of any normal, vivacious 21-year-old. And if you didn't know better, you'd think she was raised in the suburbs by an average middle-class family.

"It felt very natural to me," Tricia Leigh remarks, "I didn't think of them as *famous* people. They were just regular people to me. If any-

thing, having been brought up in that environment has helped me to keep a level head about what is real and what's not. I have no illusions about who I am. I'm very accessible." That she is. Tricia is one of the most open and enchanting young artists of the 90s.

Tricia's introduction to show biz came early. At the age of five she was called up on stage during her mother's nightclub act to sing along. As a teenager, she was hired as a backup singer for Connie's show. The rest, as they say, is history. "I got hooked!" exclaims Tricia, "I had a choice about what I wanted to do with my life. Since I grew up with performing as a way of life, it only seemed a natural direction. I knew it wouldn't be easy. I've seen how this business can bring you up and send you crashing down. But I just can't see myself doing anything else."

Having famous, tal-

## *“My baby’s a star!”*

-EDDIE FISHER

ented parents has its drawbacks. “A lot of the problems with children of well-known people have to do with the way they are raised. I guess some of us get defensive because people want to dwell on our parents’ talents and not ours. I don’t feel that way, but I can understand how other (kids) do. As far as my background goes, I’m very proud of both my parents and I don’t mind discussing my childhood, because that’s what made me who I am today!”

Tricia credits Connie Stevens with making what could have been difficult times growing up into a joyful learning experience. “My mom was the most incredible influence in my life. Not only as a performer, but as a person. She’s a very down-to-earth, very sweet lady, and I think that’s one of the main things she’s taught me. I grew up pretty fast. We travelled around so much and saw a lot of situations

different from what other kids might be exposed to. Since my parents were divorced, it made it even more difficult because of who they are. I had to share them both with the rest of the world. It was tough because we were always in the limelight. There were very few private moments. But we did share a lot of quality time in-between and I think that made a big difference. I learned at an early age that you have to have a tremendous dedication to this business if you want to last. That was difficult to understand as a child, but Mom tried to include us as much as possible without making our lives strange!”

Was it difficult for the daughter of Eddie Fisher and Connie Stevens to make a name for herself in the world of entertainment? “Believe it or not, it’s probably even more difficult when you have famous parents. People are curious, so they’ll listen to your music. But you are

under a tremendous amount of scrutiny because of your lineage! Some people will always wonder if every door is open to you because of who your parents are, or if you actually have any talent of your own. You really have to prove yourself through your work.”

As multitalented as her parents, Tricia already has several movies under her belt, including the upcoming “Book Of Love,” a 50s period film about young love. Her self-titled debut album is packed with catchy technopop dance tunes (“Empty Beach” is already making big strides) and hypnotic romance ballads. The album was recorded in London and Los Angeles with a variety of top-notch producers and mixers, including the famed PWL team of Phil Harding and Ian Kernow. “I wanted to make an album that had a combination of musical styles; ballads and dance songs with elements of rock and

pop mixed in with touches of house music. Phil and Ian were able to accomplish that. I really enjoyed working with them. They’re young, funky and hungry...just like me!”

What do Mom and Dad think of Tricia Leigh’s work? “I was cruising around in my car with Dad and I played ‘Empty Beach’ for him. He started screaming, ‘My baby’s a star!’ He thought it was great. He really loved it. And my mom is very proud of me and what I did with the material. She’s heard what I can do with old standards and much heavier material than what’s on this album, so that’s a big compliment coming from Mom!”

Tricia Leigh has the talent, knowledge and tenacity to make a big mark for herself, even without her heritage. To radio, she says “Play my record! Go for it! Take a chance on little Tricia Leigh Fish!” How can you resist that kind of spunk?



# N40 EAR TO THE STR

Compiled by Diana Atchley



## WASH DISHES...WITH THESE HANDS?!!

Columbia's Michael Bolton was caught in an embarrassing position at KDWB's "Star Party" in Minneapolis. Michael, shown here with Virgin's Bobby Z (R) and his manager, Louis Levin, didn't realize the open bar shut down at 10 pm and was shocked when he got a bill. Don't worry, Michael didn't have to scrub pots to cover the tab. We suspect Levin picked it up.



## THE THINGS WE DO FOR LOVE

What some parents won't do for their children! Greensboro's Kiss 98.7 sponsored a contest called "Win A Kiss From A New Kid On The Block." To enter, parents had to get a letter to WKSI describing what outrageous stunt they'd perform in public to win the grand prize. One father wrote in to say he'd "dress up like a baby...diaper, pacifier and all...and ride around on a tricycle." The mother of a 14-year-old agreed to appear "drenched in spaghetti sauce, topped with noodles and wrapped in foil with a bow on top." Another dedicated mom was willing to risk life and social status by having herself "honeyed and feathered" in the midst of peak bee season in High Point. These people won tickets and became semifinalists. At press time, the grand prize winner had not yet been selected, so we have no idea what the winning stunt entailed. But this guy should definitely be in the running!



## JUST ONE OF THE GUYS...

No, it's not another Maurice Starr production. It's New Kid Donny Wahlberg hangin' out with KC101 and CBS Execs following NKOTB's recent concert in Connecticut. Can you find Donny? We had some trouble ourselves. (L-R) CBS LPR Charlie Walk, CBS Nat'l Singles Director Jerry Blair, KC101 MD Tom Poleman, KC101's night jock Kelly Nash, Donny Wahlberg (!!) and KC101 PD Stef Rybak. Shocking, isn't it?

# MEET



## CAN YOU SPOT YOUR EMI LPR IN THIS PHOTO?

Here's a candid shot of EMI staff members and artists taken at the New Music Seminar last month in NYC. EMI took over the Lone Star Cafe for a private soiree that included Brother Beyond, Go West and Vixen. Who says there are no perks in this business?



## IT WOULDN'T BE A PICNIC WITHOUT AN ANT

Here's one Ant who's more than welcome to invade outdoor activities! MCA recording artist Adam Ant, shown here at The Alexandria Red Cross Waterfront Festival with (L-R) MCA's Bob Brady, WAVA MD Dave Elliott, WAVA Promotions Coordinator Shandelle Barton, WAVA Mktg. Director Michelle Snyder, Former WAVA Program Director Matt Farber, WAVA morning jock Mike O'Meara, and Frank Murphy, WAVA's morning show producer. Ant performed live at the festival in Alexandria, which WAVA authorities described as "A weekend of music, food and fun in the sun." Like we said, it wouldn't be a picnic without an Ant!

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

### Iraqnophobia

With the price of gasoline skyrocketing due to the turbulence in Kuwait, several radio stations have begun gas wars. Z-95 CHICAGO pumped petrol for 12 hours at 1/10 cent per gallon, while KJMZ DALLAS was paying \$1000 a day to the service station that displayed the lowest price on unleaded gas. KHTK ST. LOUIS offered a live remote to the service station with the lowest price per gallon, plus enlisted their audience to win "COMBAT SURVIVAL KITS."

### Bit O' The Week

KEVIN ROBINSON at WVIC LANSING got major coverage for a publicity stunt that ruffled feathers with the local media and the FCC. For a full account of the details, check out this week's BIZ section in THE NETWORK FORTY.

### Cha-Cha Changes

WNTO SYRACUSE welcomes former KFRX LINCOLN PD J.J. COOK to the Empire State. See you at the N.Y. State Fair later this month!

A moment of silence for WSRZ SARASOTA, now playing "All Oldies, All The Time."

DAVE DENVER (late of Q-105 TAMPA) is in as PD of WOJV FT. PIERCE.

WNYP CORTLAND PD CURT MONDAY is stepping down! Former WNYP MUSIC DIRECTOR RICH PENDLETON returns as PROGRAM DIRECTOR!

KNOE MONROE MUSIC DIRECTOR MIKE MEHLING has resigned his position. PD RUSS MITCHELL is accepting tapes and resumes for the spot!

WIKZ CHAMBERSBERG PD RICK ALEXANDER has tied the knot with morning co-host LISA HARDING.

Don't expect DANIEL GLASS, or anyone else on the SBK promotion team, to be heading west. In the words of an inside source, "We've got the Midas touch, why go anywhere else?"

Born to B-95 BATTLE CREEK PD JOE DAWSON and his better half, a daughter, HILLARY RITA, weighing in at 8 pounds, 7 ounces. Suppose she has pipes like her old man?

Coincidence or forward vision? While several major radio stations are scouring the country for PROMOTION DIRECTORS (WPGC and WZPL included), THE NETWORK FORTY's Promotion Editor, DESIREE STICH SCHOON, talks with one of the best, JIM MARCHYSHYN of KKBQ HOUSTON. Check it out this week in THE NETWORK FORTY.

## WVIC HACKER HOAX FOOLS EVERYBODY! BUT DID THEY GO TOO FAR?

When Hollywood Hendrix vacated WVIC Lansing's evening slot awhile back, the station knew that they'd have to create some sort of publicity blitz to welcome in his replacement. This past week, the station implemented, to near perfection, a beautiful publicity stunt that fooled local and national media and stirred the imaginations of an entire town.

Nearly a dozen times, between Tuesday and Thursday of last week, an alleged hacker began breaking into the WVIC signal, broadcasting for very short periods of time. The hacker started out, unsure if he was actually on the air, tinkering around with technical things, hanging around in his basement with a couple of friends.

As the week progressed and the hacker realized he could actually get on the WVIC airwaves, he began introducing himself as a disgruntled youth who had been trying to become a DJ for the past six months at WVIC. By the time Thursday rolled around, the hacker began to address the jocks personally, asking them for sympathy in his cause. The jocks, in turn, would relate how they felt when they got their first radio

gig and how much it had meant to them. Listeners called in to voice their sympathy for the would-be-DJ as well.

Soon, WVIC's hacker was primed for the media. CNN aired a story on the pirate, as did many Detroit television and radio stations. Lansing's local paper, the Lansing State Journal, went all out. "Mysterious Airwave Intruder Hassles Radio Station WVIC," read their five column headline Friday morning.

On Friday morning, the hacker was caught. But, as Robinson says, "The listener support was so darn overwhelming, we put it to a vote. Should this guy get the on-air audition he had been asking for?" The result was 70% in favor of putting him on the air that Friday night, 8pm-Midnight. Freddy, as he was known, managed to pull off, "the most horrible radio shift I've ever heard," according to Robinson, hitting the wrong buttons at the wrong times and saying all the wrong things.

Freddy then talked Robinson into letting him also do the 2-6pm shift on Saturday. But when Freddy's replacement, Michael York, showed up at 6pm, Freddy decided he wanted to do that shift as well. A huge fight soon

erupted between the two, on-air of course, with furniture, carts and CDs flying. Freddy won the fight, took the station hostage and threatened to play "World Power" by Snap, over and over until he got the job. Robinson soon relented, and to quiet matters, offered Freddy a three month contract, beginning Monday.

But...the Lansing State Journal wasn't so excited about having one of their front page stories turn sour, especially when they had come out and asked Robinson during their interview if this event could be a hoax. "No," he had replied.

The Journal responded early this week with a scathing editorial condemning WVIC's fabrication of a news story, "We can survive a little egg on our faces," wrote the Journal, "But cheap tricks like WVIC's once again call in to question the ethics of this so-called 'stunt radio.' The FCC should clamp down on such flimflam and fakery. Advertisers are held accountable for false advertising. Shouldn't the media, likewise, be penalized for faking a news event?"

"Someday, a true news event may happen at the station," concluded the Journal, "But who would believe it? Not us."

## "SUPERFLY" CURTIS MAYFIELD PARALYZED, IN SERIOUS CONDITION

Curtis Mayfield, 48, former lead singer of R&B legends The Impressions and creator of the "Superfly" soundtrack, was critically injured in a freak accident during a recent outdoor concert in Brooklyn, NY.

Just as Mayfield was about to begin his performance at Windgate Field, a strong gust of wind swept across the stage, dislodging a lighting scaffold that fell and struck Mayfield from behind, breaking his neck and leaving him paralyzed from the neck down. Seven others were also injured in the accident, none as seriously as Mayfield.

Hopes are that Mayfield, who composed such classic R&B tunes as "People Get Ready," will improve when the swelling goes down and regain some movement.

## ACLU FILES SUIT ON BEHALF OF THE 2 LIVE CREW

The American Civil Liberties Union has filed suit asking a judge to prohibit arrests on the sale of The 2 Live Crew albums. The suit, filed in Richland County Circuit Court in South Carolina, also asks a judge to decide whether the album is obscene or not.

South Carolina Solicitor Jim Anders banned the album in June and threatened to prosecute any retailer who continued to sell it. He is named as the suit's defendant. Three record stores have joined the ACLU as plaintiffs.

# Get Funky!



## Lydia Rhodes

### "DJ, Give Me That Funky Bass!"

THE FIRST SINGLE FROM HER FORTHCOMING ALBUM.

TOP FIVE DANCE HIT.

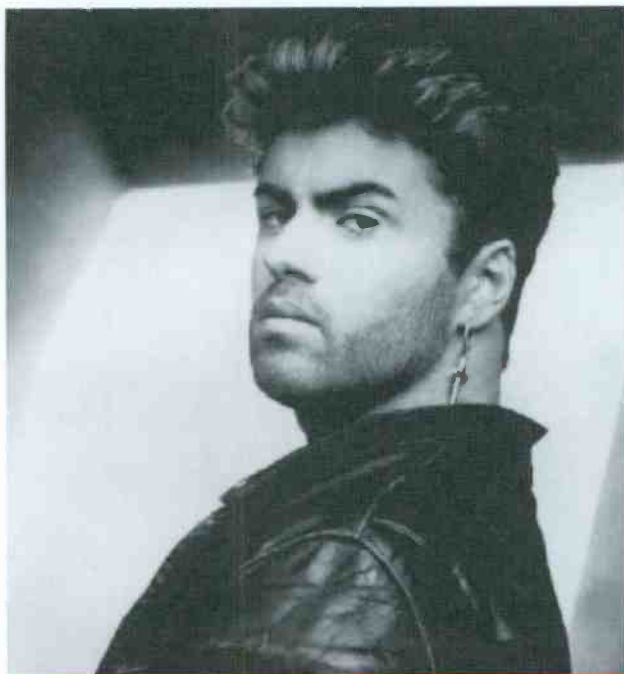
PRODUCED BY JUNIOR VASQUEZ.

**MCA**

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# MUSIC MEETING



**George Michael**

**GEORGE MICHAEL**  
**"Praying For Time" (Columbia)**

Talk about pressure...1988's *Faith* album netted six #1 singles, sold 14 million albums around the world, was the Grammy "Album Of The Year" and in one sweep distanced Michael from Wham's dance pop, initiating him as one of radio's must play solo performers. So after climbing Everest, what's next? For Michael the answer is simple. The world is listening, so say something important. The comparisons to John Lennon, in both slow strumming acoustic guitar and stinging poetic verse, are dramatic. His lyrics convey the same concern for today's problems the ex-Beatle used to "Imagine" an end to. A comforting and enveloping pace delivers the message with early Dylan simplicity, yet is oddly contemporary with traces of the 60s popping up on today's charts more and more. Michael could have given us "Faith II," but instead shows us he is still exploring musically and spiritually. No praying necessary; this can't miss.

**JANET JACKSON**

**"Black Cat" (A&M)**

When Janet was just 7-years-old, she debuted with her brothers, The Jackson 5, and sibling rivalry has kept the Jackson name at the top of the charts ever since. While Michael's *Thriller* album may have sold some 50 million copies around the world, Janet has surpassed Michael's thrilling chart record with five Top 5 singles in a row from her *Rhythm Nation* album. And Janet's U.S. sales of 5 million records is nothing to sneeze at, either. "Black Cat" has already crossed the path

of dozens of programmers who couldn't wait for the official release date. Could this be her sixth Top 5 in a row? *Thriller* had seven singles, will Janet follow suit? Stay tuned.

**PROPAGANDA**  
**"Heaven Give Me The Words" (Charisma)**

Every now and then, songs that don't hit you the first time around are discovered months or even years later, staring at you like a lottery ticket you forgot to cash in. This unfortunately seems to happen most often with the adult reaction records, as the adults may be reacting but are too busy to pick up the phone and let the radio station know. Consequently, these rare programming records, such as "When I'm With You" by Sheriff (which wasn't discovered for three years after its initial release!), often become lost. Charisma, being a young and hungry label, has watched the Propaganda single go from obscurity to Top 20 on the A/C charts, and knows the timing is perfect for Top 40 radio reservice. If you

haven't heard this single since its debut, the record will have a striking familiarity. And if this is your first listen, the stunning production of Chris Hughes and Ian Stanley (who did Tears For Fears' *Songs From The Big Chair* LP) matched with the crystal clear vocals of Betsi Miller, should tell you this is one piece of Propaganda your adults will accept with open ears.

**THE RAILWAY CHILDREN**

**"Every Beat Of My Heart" (Virgin)**

Another Manchester, England, success story, The Railway Children are following in the Alternative crossover footsteps of such bands as The Smiths, New Order and The Stone Roses. The difference with this quartet, led by writer/vocalist Gary Newby, lies in the blatant mainstream appeal of their songs. Carried through to pop perfection by producers Steve Lovell and Steve Power, who worked with the Pet Shop Boys, this is a smashing contender for Top 40 breakthrough action. Stations with an Alternative lean have already picked up on the song, and if you usually "wait and see" on the trendier product, one play at night will show you its worth.

**POINTER SISTERS**  
**"After You" (Motown)**

Oakland, California, across the bay from San Francisco, has been at the forefront of urban-pop music for decades, and one of the groups that got the whole thing started was the Pointer Sisters. The daughters of a Baptist minister, these girls learned to sing from the heart practically at birth. Over the past two decades, these singers have kept an open mind as to their musical boundaries; be it the a cappella strains of "Yes We Can Can" (their first hit), their cover of Bruce Springsteen's "Fire" (their first Gold single) or their Country radio hit "Fairy Tale" (which saw them pick



# ROTATE THIS

(AND WATCH WHAT HAPPENS!)

*"Houstonian 18-34 females are diggin' on MAXI PRIEST. Exceptionally strong callout!"*

— CHERYL BROZ, KRBE HOUSTON, 14-5\*

*"This is a 'five play a day' kind of song. As we increased the frequency of 'CLOSE TO YOU' at WLUM, we found broad demographic appeal in callout, consistent phones and empty racks at retail."*

— DANA LUNDON MD, WLUM MILWAUKEE, 14-11\*

*"Its main appeal is adult females, the heart and soul of a winning Top 40. 'CLOSE TO YOU' is a subtle giant!"*

— RANDY IRWIN, KUBE SEATTLE, 13-9\*

*"'CLOSE TO YOU' is doing so well in callout, it just went into power rotation!"*

— STEVE WALL, KDON MONTEREY, 13-5\*

MAJOR MOVES FROM COAST TO COAST!

X-100 San Francisco 10-4\*

WMJQ Buffalo 10-6\*

KIKI Honolulu 11-7\*

KZZP Phoenix 11-8\*

KKRZ Portland 14-9\*

KRQ Tucson 13-10\*

Power 99 Atlanta 15-10\*

KKMG Colorado Springs 5-4\*

KZBS Oklahoma City 9-7\*

TIC-FM Hartford 10-8\*

KZHT Salt Lake City 12-9\*

WDJX Louisville 17-10\*

KROY Sacramento 14-10\*

KHFI Austin 22-13\*

## MAXI PRIEST "CLOSE TO YOU"

A PROVEN ADULT SMASH!

charisma

continued

up a Grammy for "Best Country Group"). Their latest venture, and first for Motown, brings us this three format power ballad. Classic Pointers vocals for the adults and modern production broaden the demo appeal for this great programming record. Featured on Network Forty's CD TuneUp #27.

### **DEEE-LITE**

#### **"Groove Is In The Heart" (Elektra)**

No, the B-52's have not been kidnapped and injected with groove serum, this is a brand new trio and culture at the same time. The hottest record at clubs across the country this week, with scorching 12-inch sales to match. Making both fun and good use of the sounds of 1965, Jungle DJ Towa Towa from Japan, Super DJ Dmitry from the Soviet Union and Lady Miss Kier from the U.S. give the term "melting pot" new meaning. This is exploding fast from the clubs and if you hate being late on the newest thing, this house hit is a must play. And talk about visual, Dmitry not only spent time as a costume designer, but dubs his sounds "holographic" as well. When was the last time you can remember MTV adding a dance video out of the box?



Laura Branigan



### **PROPAGANDA**

### **TYLER COLLINS**

#### **"Second Chance" (RCA)**

Originally wanting to star in musicals, Tyler spent much of her early show biz years singing the songs from any soundtrack album she could get her hands on. Consequently, when it came time to record her debut solo album, Collins had to learn to tone down her booming stage voice for studio technology. Not bad, since many new artists do just the opposite, using studio gadgets to beef-up or cover-up what probably didn't exist before. Coming off her first single, "Girls Nite Out," which went all the way to #2 on The Network Forty, Tyler delivers this clear-cut dance follow-up. With eight mixes, you can have it your way with as much (if any) rap or house sounds as you want.

### **LAURA BRANIGAN**

#### **"Never In A Million Years" (Atlantic)**

Top producers and songwriters love giving their best to great voices like Laura Branigan's. This second single from her latest LP, *Laura Branigan*, is being released due to

popular demand by several Top 40 stations who heard the song as a standout on her album. Nothing pretentious, just a classic love ballad with sweeping Peter Wolf production and Branigan's believable vocals. Great A/C potential, and Top 40 radio is sure to garner great callout research feedback.

### **CANDYMAN**

#### **"Knockin' Boots" (Epic)**

L.A. rapper Candyman's debut release is taking off at Urban 40 stations and the clubs, thanks in part to Tone-Loc's familiar baritone heard over the opening strains of "Boots." Guaranteed to sell thanks to the pure street style, the Candyman has taken the cue of rappers seeking a broader audience, by using a cool music bed reminiscent of The Rascals' #1 hit "Groovin'." A solid reaction record for just about anyone at night, and all day long for M.C. stations.

continued



# THE WHISPERS

## “Innocent”

### More New Believers!

WLOL Minneapolis    Power 99 Atlanta    WHXT Allentown    KZHT Salt Lake City  
WKHI Ocean City    KISR Ft. Smith

### From A Whisper To A Shout!

Y-108 Denver 12-9\*    KRBE Houston 17-14\*    Hot 97.7 San Jose 26-18\*  
KDON Monterey 19-12\*    Power 106 Los Angeles D-35\*    KROY Sacramento D-29\*  
KXXR Kansas City D-30\*    KHTK St. Louis D-29\*

# LONDON QUIREBOYS

## “I Don’t Love You Anymore”

### New This Week!

G-98 Portland    KATM Colorado Springs

### Early Action!

Pirate Los Angeles D-20\*    KRZR Fresno D-20\*    KATM Colorado Springs D-30\*  
KHOP Modesto D-30\*    WIXX Green Bay D-31\*    KGOT Anchorage D-36\*  
KTUX Shreveport D-39\*



“I Don’t Love You Anymore”...A Bit Of What YOUR Listeners Fancy!

# THE SMITHEREENS

(Featuring Belinda Carlisle)

## “Blue Period”

Play This One From “11” And Watch Your Phones Light Up!

On Your Desk And Ready For Adds!



# DURAN DURAN

## “Violence Of Summer”

📶 #7 MOST ADDED THIS WEEK!

41 Out Of The Box Adds!

WPLJ New York    WEGX Philadelphia    KEGL Dallas    KWSS San Jose  
KPLZ Seattle    KISN Salt Lake City    Plus 35 More!

📞 INSTANT PHONES!

Z-100 New York #3    WPLJ New York #3    KPLZ Seattle #5    Y-95 Dallas #7

🌐 ALREADY TOP 20 IN THE UK!



FEATURED ON CD TUNEUP #28!



# MUSIC MEETING

## MOTLEY CRUE

**"Same Ol' Situation (S.O.S.)"**  
(Elektra)

Weathering the storm better than just about any other rock band at Top 40 radio this year, the Crue sends out an S.O.S. with their fifth single from *Dr. Feelgood*. The LP is near the four million mark, remaining on the sales charts since it was released almost a year ago, fueled by two format airplay and an endless tour that finally took a break this month. Featuring background vocals by Damn Yankee Jack Blades, their latest single is classic Motley fare with Saturday night written all over it. Already climbing the Rock radio charts, with lots of early airplay at Rock leaning Top 40s.

## DANGER DANGER

**"Naughty Naughty"** (Imagine/Epic)

When Rock 40 radio was really cookin' a year ago, Epic's new subsidiary label, Imagine Records, released their first single, "Naughty Naughty," to huge success at the format. But due to timing and the musical climate at the time, the single didn't stray far from the Rock 40 format. For almost a year, Epic has been hearing over and over from programmers who admit to "letting one get away." Discovered by the same A&R executive who brought Boston, Cyndi Lauper and Europe to the label, Danger Danger is a quintet with strong rock and roll roots, but as this trademark single attests, pop radio hooks come first.

## LYDIA RHODES

**"Give Me That Funky Bass"** (MCA)

Top 5 in National Club action with 12-inch sales breaking out of the box, this funky jazz influenced groove record has dance party written all over it. With six mixes to choose from, the "Bust A Move" mix adds house sounds and tempo to an already solid dance record, while the "Deep Vibe" mix plays up the jazz angle with Lionel Hampton finesse. Featuring newcomer Dontay as Rapper, this is the cool modern rap genre complementing the music, instead of burying it. An Urban 40 must.

## THE RIGHTEOUS BROTHERS

**"Unchained Melody"**

(Verve/Polydor)

Dead (in "Ghost") or alive (in "Dirty Dancing"), Patrick Swayze has a way with oldies. Listeners are mesmerized by Swayze

on the screen, and almost like being directed by subliminal messages, they leave the theater in search of the tunes now spinning inside their heads. The "DD" soundtrack, half filled with oldies, not only was one of the biggest albums of 1987, but actually spawned a sequel before the film did. This time with no "Ghost" soundtrack available, radio has turned to *The Righteous Brothers Greatest Hits* album for their classic version of this song that originally went Top 5 in 1965. How hot is this timeless track? As haunting as the film it comes from. It has not only entered the pop charts eight different times with artists varying from Heart to Vito And The Salutations, but in 1955 the song went Top 10 three different times by three different artists. Can't you just feel Casey Kasem's presence?!

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



**Motley Crue**

# BEATS

## INTERNATIONAL

### “WON'T TALK ABOUT IT”

“In San Diego, the buzz is tremendous on Beats International. The song is fresh and early signs indicate this is a solid hit record.”

— Kevin Weatherly Q106

“Beats International is performing extremely well in callout research with both teens and adult women. We knew this was a smash from early play as an import. It is already Top 10 for us at KMEL.”

— Keith Naffaly KMEL

“I first heard this on our Power Mix in my car. It struck me as such a knockout I had to pull off the road and listen. I love the groove on ‘Won’t Talk About It.’ This one feels great. I’m confident it’s gonna fly.”

— Jim Morales KKFR

“You don’t even have to think about this one. So stop talking about it and play it.”

— Lou Simon KZHT

“Upon first listening to this song, I knew it was an obvious hit. I put it on the air within 20 minutes... But if Kevin and Keith like it, then maybe I should think again. I mean, what the hell do they know!?”

— Dom Testa Y108

**ONE OF THE MOST ADDED! ALREADY TOP 10 DANCE!**  
**FRESH IMAGERY WITH MASS APPEAL FORMULA.**  
**THE UNDENIABLE REACTION THAT MAKES BEATS**  
**INTERNATIONAL A SOLID ACROSS THE BOARD SMASH!**



**GET READY ... YOUR AUDIENCE WILL BE TALKING ABOUT IT.**

# MOST REQUESTED



WFLZ Tampa, Tim & Tom

1. Kyper, Tic-Tac-Toe
2. Bell Biv DeVoe, Do Me
3. Crazy White Boy, If You See
4. M.C. Hammer, Pray
5. Bel Biv DeVoe, Dope
6. Bart Star, Work That Body
7. Kyper, I Wanna Freak



KHQT San Jose, Dwaine Luna

1. Johnny Gill, Rub You The
2. M.C. Hammer, Pray
3. Tony! Toni! Tone!, Feels
4. Mariah Carey, Vision Of Love
5. TKA, I Won't Give Up On You



WIOQ Philadelphia, Joe Mamah

1. Cynthia & Johnny O, Dreamboy
2. Bell Biv DeVoe, Do Me
3. Dino, Romeo
4. L.L. Cool J., The Booming
5. Adventures/Stevie V., Dirty



KRBE Houston, Suzy Waud

1. Kyper, Tic-Tac-Toe
2. The Party, Summer Vacation
3. Bell Biv DeVoe, Do Me
4. Adventures/Stevie V., Dirty
5. Kid Frost, La Raza
6. Black Box, Everybody
7. Luke & 2 Live Crew, Banned
8. New Kids, Tonight
9. M.C. Hammer, Pray



1. BELL BIV DEVOE, DO ME
2. NEW KIDS, TONIGHT
3. JON BON JOVI, BLAZE OF GLORY
4. POISON, UNSKINNY BOP
5. M.C. HAMMER, HAVE YOU SEEN HER?
6. KYPER, TIC-TAC-TOE
7. FAITH NO MORE, EPIC
7. SWEET SENSATION, IF WISHES CAME TRUE
8. M.C. HAMMER, U CAN'T TOUCH THIS
9. LUKE & 2 LIVE CREW, BANNED IN THE U.S.A.



WPRO FM Providence, Big John Bina

1. Bell Biv DeVoe, Do Me
2. Jon Bon Jovi, Blaze Of Glory
3. Guys Next Door, I Was Made
4. New Kids, Tonight
5. Gloria Estefan, Cuts Both
6. Kyper, Tic-Tac-Toe
7. The Time, Jerk Out
8. Seiko/D. Wahlberg, The Right
9. Glenn Medeiros, She Ain't
10. Poison, Unskinny Bop



KPLZ Seattle, Mark Allan

1. M.C. Hammer, Have You Seen
2. Jon Bon Jovi, Blaze Of Glory



WDJX Louisville, Chris Randolph

1. New Kids, Tonight
2. Snap, The Power
3. Mariah Carey, Vision Of Love
4. Poison, Unskinny Bop
5. Faith No More, Epic
6. Luke & 2 Live Crew, Banned
7. Stevie B, Love & Emotion
8. Billy Idol, Cradle Of Love
9. Wilson Phillips, Release Me



KHYI Dallas, Shadow Haze

1. Kyper, Tic-Tac-Toe
2. New Kids, Tonight
3. Mellow Man Ace, Mentiroso
4. Wilson Phillips, Release Me
5. M.C. Hammer, U Can't Touch
6. New Kids, Step By Step
7. Candy Flip, Strawberry
8. Digital Underground, Humpty
9. Sweet Sensation, If Wishes



WEZB New Orleans, Eddie Munster

1. M.C. Hammer, Pray
2. Poison, Unskinny Bop
3. Bell Biv DeVoe, Do Me
4. Janet Jackson, Black Cat
5. Snap, The Power
6. Glenn Medeiros, All I'm
7. Jon Bon Jovi, Blaze Of Glory
8. Depeche Mode, Policy Of
9. New Kids, Tonight

3. Bell Biv DeVoe, Do Me
4. Righteous Bros., Unchained
5. Poison, Unskinny Bop
6. New Kids, Tonight
7. Faith No More, Epic
8. Depeche Mode, Policy Of
9. Boom Crash Opera, Onion Skin
10. Duran Duran, Violence Of



KIIS FM L.A., Hollywood Hamilton

1. New Kids, Tonight
2. Righteous Bros., Unchained
3. Mellow Man Ace, Mentiroso
4. M.C. Hammer, Have You Seen
5. Kid Frost, La Raza
6. Bell Biv DeVoe, Do Me
7. Sweet Sensation, If Wishes
8. New Kids, Step By Step

# HARD FACTS

## About Easy Adds



### MICHAEL BOLTON "Georgia On My Mind"

Produced by Michael Bolton for MBO Productions Inc. & Susan Hamilton  
Taken from the Columbia release: *Soul Provider* 45012

⊕ Top 40 Most Added!

⊕ A/C Most Added!

**VHF** 5 Star Rotation!

✈ Catch Michael Bolton  
On Tour With Kenny G!

On Over 150 Top 40 Stations, Including:

WPLJ A-34*	WPHR Add	KDWB Add
B-94 Add	WNCI A-30*	KISN A-33*
KEGL Add	Q-95 A-24*	KPLZ Add
Q-102 A-35*	WZPL Add	KUBE Add



### PAUL YOUNG "Oh Girl"

Produced by Pete Wingfield  
Taken from the Columbia release: *Other Voices* 46755

⊕ A/C Radio 5-4\*

**VHF** Hitmaker Rotation!

"Paul Young is the  
biggest adult record  
out there...  
Debut 14\* (Hot)."  
-Steve Perun, B-104

On Over 200 Top 40 Stations Including:

KIIS Add	Y-100 2-2* (Hot)
B-104 D-14* (Hot)	B-97 31-29*
WZPL D-30*	B-94 28-23*
WBLI 20-15*	WAVA 27-24*
WPLJ 27-19*	Q-102 17-14*
Q-107 26-21* (Hot)	KRBE 21-16*
Q-95 9-7* (Hot)	KUBE 28-23*
	WZOU 16-13* (Hot)



### GEORGE LAMOND "Look Into My Eyes"

Produced by Mark Liggett & Chris Barbosa for Ligosa Productions  
Taken from the Columbia release: *Bad Of The Heart* 45488

⌘ Album Sales Exploding!

On Over 75 Top 40 Stations,  
Including:

Hot 97	KKBQ	B-96
Power Pig	Q-105	Q-106
Power 96	WL0L	KKRZ
WIOQ	KMEL	Hot 97.7



### FAVORITE ANGEL "Only Women Bleed"

Produced and Engineered by John Fannon  
Executive Producer: Lennie Petze

📺 Top 10 Requests!

On Over 100 Top 40 Stations,  
Including:

WGH A-32*	WEGX 28-22*
WDFX Add	KKBQ 34-31*
KITY A-30*	WZOU 21-18*
WPHR D-28*	KDWB 25-23*



# MOST REQUESTED



*KDWB Minneapolis, Bobby Wilde*

1. George Michael, Praying For
2. Jon Bon Jovi, Blaze Of Glory
3. New Kids, Tonight
4. Poison, Unskinny Bop
5. Mrs. Fletcher P, Lifecall
6. Billy Idol, Cradle Of Love
7. Bell Biv DeVoe, Do Me
8. M.C. Hammer, Have You Seen



*WEGX Philadelphia, Jay Beau Jones*

1. New Kids, Tonight
2. Bell Biv DeVoe, Do Me
3. Jon Bon Jovi, Blaze Of Glory
4. M.C. Hammer, Pray
5. Seduction, Could This Be



*WGRD Grand Rapids, J.J. Turnbeaugh*

1. Bell Biv DeVoe, Do Me
2. Kyper, Tic-Tac-Toe
3. Doc Box & B. Fresh, Slow
4. New Kids, Tonight
5. M.C. Hammer, Have You Seen



*WHYI Ft Lauderdale, Kid Curry*

1. Righteous Bros., Unchained
2. Mariah Carey, Vision Of Love
3. Depeche Mode, Enjoy The
4. Wilson Phillips, Release Me
5. Phil Collins, Something



*KSFM Sacramento, Mark Allen*

1. Vanilla Ice, Ice Ice Baby
2. Candyman, Knockin' Boots
3. Doc Box & B. Fresh, Slow



**M.C. JAMMER**

**KJMZ, DALLAS**

1. TROOP, ALL I DO IS THINK OF YOU
2. VANILLA ICE, ICE ICE BABY
3. THE BOYS, CRAZY
4. MILIRA, GO OUT IN THE RAIN
5. TONY! TONI! TONE!, FEELS GOOD

4. Bell Biv DeVoe, Do Me
5. Righteous Bros., Unchained
6. Mariah Carey, Vision Of Love
7. Bell Biv DeVoe, Dope
8. Klymaxx, Good Love
9. Digital Underground, Do



*KXXR Kansas City, Kelly Ulrich*

1. Bell Biv DeVoe, Do Me
2. M.C. Hammer, Have You Seen
3. Kyper, Tic-Tac-Toe
4. Pebbles, Giving You The
5. Chuck Nasty, Bald In The



*WPLJ New York, Domino*

1. Bell Biv DeVoe, Do Me
2. New Kids, Tonight
3. Jon Bon Jovi, Blaze Of Glory
4. Duran Duran, Violence Of
5. M.C. Hammer, Pray
6. Righteous Bros., Unchained



*KXXX San Francisco, Super Snake*

1. Bell Biv DeVoe, Do Me
2. New Kids, Tonight
3. Sweet Sensation, If Wishes
4. TROOP, All I Do Is Think Of
5. Seduction, Could This Be
6. M.C. Hammer, Have You Seen



*KKFR Phoenix, Paco Lopez*

1. Candyman, Knockin' Boots
2. Doc Box & B. Fresh, Slow
3. Dino, Romeo
4. Cynthia & Johnny O, Dreamboy
5. The Boys, Crazy
6. Tyler Collins, Second Chance
7. Kyper, Tic-Tac-Toe



*KKRZ Portland, Bill Kezley*

1. Depeche Mode, Policy Of
2. New Kids, Tonight
3. Bell Biv DeVoe, Do Me
4. The Time, Jerk Out
5. Jon Bon Jovi, Blaze Of Glory
6. Poison, Unskinny Bop
7. Janet Jackson, Black Cat
8. Pebbles, Giving You The
9. Dino, Romeo
10. Johnny Gill, My, My, My



*WKCI New Haven, Kelly Nash*

1. New Kids, Tonight
2. Luke & 2 Live Crew, Banned
3. Seiko/D. Wahlberg, The Right
4. M.C. Hammer, U Can't Touch
5. Jon Bon Jovi, Blaze Of Glory
6. Poison, Unskinny Bop
7. Digital Underground, Humpty
8. Bell Biv DeVoe, Do Me
9. New Kids, Step By Step
10. Maxi Priest, Close To You



*KQLZ Los Angeles, Cadillac Jack*

1. Guns N' Roses, Civil War
2. Jon Bon Jovi, Blaze Of Glory
3. Poison, Something To
4. Slaughter, Fly To The Angels
5. Faith No More, Epic
6. London Quireboys, I Don't



# LIES YOU CAN BELIEVE IN

## OUT OF THE BOX!

WPGC Washington  
TIC-FM Hartford A-38\*  
Hot 97.7 San Jose  
FM102 Sacramento A-19\*  
KLUC Las Vegas  
KIKI Honolulu  
WCKZ Charlotte A-34\*  
Plus 6 More!

## EARLY ACTION!

KMEL San Francisco 16-13\*  
KROY Sacramento 25-17\*  
KJMZ Dallas 21-18\*  
Q-106 San Diego 26-23\*  
Power Pig Tampa 35-30\*  
KKFR Phoenix D-30\*  
KGGI Riverside D-20\*  
KITY San Antonio D-18\*



Top 30 National 12-inch Sales!

ALBUM APPROACHING  
PLATINUM!



9-6\* On Urban Jams!



“Lies”

# EN VOGUE

From the largest selling album in history *Born To Sing*.



On Atlantic

© 1990 Atlantic Recording Corp. A Time Warner Company

# N40 TOP 40 MOST REQUESTED

## POWER 99 FM

WAPW Atlanta, The Janitor

1. M.C. Hammer, Pray
2. Poison, Unskinny Bop
3. Nelson, Love And Affection
4. Bell Biv DeVoe, Do Me
5. Soho, Hippie Chick



XHTZ San Diego, Jacko Adams

1. Candyman, Knockin' Boots
2. Bell Biv DeVoe, Do Me
3. TROOP, All I Do Is Think Of
4. Cynthia & Johnny O, Dreamboy
5. Kyper, Tic-Tac-Toe
6. Bel Biv DeVoe, Dope
7. Dino, Romeo

## Power 106 FM

KPWR Los Angeles, Frank Lozano

1. New Kids, Step By Step
2. Kid Frost, La Raza
3. Luke & 2 Live Crew, Banned
4. Mellow Man Ace, Mentirosa
5. Snap, The Power
6. M.C. Hammer, U Can't Touch



WZOU Boston, Karen Blake

1. Bell Biv DeVoe, Do Me
2. Faith No More, Epic
3. M.C. Hammer, Have You Seen
4. New Kids, Tonight
5. Snap, The Power



WDFX Detroit, Unknown D.J.

1. Nelson, Love And Affection
2. Poison, Unskinny Bop
3. Kyper, Tic-Tac-Toe
4. Guns N' Roses, Civil War



## BREAKOUT! RIGHTEOUS BROTHERS "UNCHAINED MELODY"

KIIS LOS ANGELES  
Y-100 MIAMI  
WPLJ NEW YORK  
KPLZ SEATTLE  
FM 102 SACRAMENTO  
KKSS ALBUQUERQUE

5. New Kids, Tonight
6. Jon Bon Jovi, Blaze Of Glory
7. M.C. Hammer, Pray
8. Alias, More Than Words Can
9. Luke & 2 Live Crew, Banned



WYHY Nashville, Hawk Harrison

1. New Kids, Tonight
2. Bell Biv DeVoe, Do Me
3. Stacey And Kimiko, Wait For
4. Dino, Romeo
5. Pebbles, Giving You The
6. M.C. Hammer, Pray
7. Kyper, Tic-Tac-Toe

## Z104

WNVZ Virginia Beach, Ellis B. Feaster

1. New Kids, Tonight
2. M.C. Hammer, Have You Seen
3. Kyper, Tic-Tac-Toe
4. Janet Jackson, Come Back To
5. Jon Bon Jovi, Blaze Of Glory
6. Faith No More, Epic
7. Poison, Unskinny Bop
8. M.C. Hammer, U Can't Touch



WPHR Cleveland, Cat Thomas

1. Kyper, Tic-Tac-Toe
2. New Kids, Tonight
3. Poison, Unskinny Bop
4. M.C. Hammer, U Can't Touch
5. Bell Biv DeVoe, Do Me

6. Wilson Phillips, Release Me
7. Faith No More, Epic
8. Nelson, Love And Affection



WYFZ Chicago, Steven Craig

1. Luke & 2 Live Crew, Banned
2. M.C. Hammer, U Can't Touch
3. Johnny Gill, Rub You The
4. Mariah Carey, Vision Of Love
5. Prince, Thieves In The
6. Seiko/D. Wahlberg, The Right
7. Digital Underground, Humpty
8. Bell Biv DeVoe, Do Me



KZZU FM Spokane, Chuck Matheson

1. New Kids, Tonight
2. Poison, Unskinny Bop
3. Faith No More, Epic
4. The Time, Jerk Out
5. Alannah Myles, Lover Of Mine
6. Sweet Sensation, If Wishes
7. Jon Bon Jovi, Blaze Of Glory
8. Depeche Mode, Policy Of



WQHT New York, Freddie Colon

1. Cynthia & Johnny O, Dreamboy
2. George LaMond, Look Into My
3. Bell Biv DeVoe, Do Me
4. New Kids, Tonight
5. Coro, Can't Let You Go
6. Mellow Man Ace, Mentirosa
7. Adventures/Stevie V., Dirty
8. Tiana, First True Love



KBEQ Kansas City, Chuck Nasty

1. Luke & 2 Live Crew, Banned
2. Jon Bon Jovi, Blaze Of Glory
3. Kyper, Tic-Tac-Toe
4. Poison, Unskinny Bop
5. New Kids, Tonight



# RIGHTEOUS BROTHERS

## *“Unchained Melody”*



### Most Added With 33 Top 40 Stations!

Z-100 New York  
Q-106 San Diego  
KHMX Houston  
KITY San Antonio

WZOU Boston  
KHYI Dallas  
KUBE Seattle  
Q-105 Tampa

B-94 Pittsburgh  
B-97 New Orleans  
KEGL Dallas  
WAPE Jacksonville

KPLZ Seattle  
WPLJ New York  
KWOD Sacramento  
KKSS Albuquerque



### Most Requested USA!

Y-100 Miami #1  
FM102 Sacramento #5

KIIS Los Angeles #2  
WPLJ New York #6

KPLZ Seattle #4  
KKSS Albuquerque #8

WPOW Miami #5



### From The Summer Movie Smash “Ghost”!

The Top 5 Hit From 25 Years Ago  
This Month Returns For An Encore Performance!





Prince



Nelson



Maxi Priest

# N 40 HIT SINGLES

(For The Research Week Ended 8/14/90)

2W	LW	TW	Artist/Song	Label
3	2	①	JANET JACKSON. Come Back To Me	A&M
2	1	2	SWEET SENSATION. If Wishes Came True	Atco
12	5	③	WILSON PHILLIPS. Release Me	SBK
1	3	4	MARIAH CAREY. Vision Of Love	Columbia
11	6	⑤	POISON. Unskinny Bop	Enigma/Capitol
10	9	⑥	M.C. HAMMER. Have You Seen Her?	Capitol
8	7	⑦	SEDUCTION. Could This Be Love	Vendetta/A&M
9	8	⑧	THE TIME. Jerk Out	Paisley Park/Reprise
15	13	⑨	NEW KIDS. Tonight	Columbia
19	16	⑩	JON BON JOVI. Blaze Of Glory	Mercury
28	22	⑪	PRINCE. Thieves In The Temple	Paisley Park/WB
16	15	⑫	AEROSMITH. The Other Side	Geffen
34	27	⑬	PHIL COLLINS. Something Happened On The...	Atlantic
27	20	⑭	CHEAP TRICK. Can't Stop Fallin' Into Love	Epic
5	4	15	GO WEST. King Of Wishful Thinking	EMI
21	18	⑯	KEITH SWEAT. Make You Sweat	Elektra
30	26	⑰	NELSON. Love And Affection	DGC
29	25	⑱	BELL BIV DEVOE. Do Me	MCA
23	21	⑲	STEVIE B. Love & Emotion	RCA
13	12	20	BRUCE HORNSBY. Across The River	RCA
26	24	⑳	FAITH NO MORE. Epic	Slash/Reprise
25	23	㉑	BROTHER BEYOND. The Girl I Used To Know	EMI
31	28	㉒	MAXI PRIEST. Close To You	Charisma
32	29	㉓	PAUL YOUNG. Oh Girl	Columbia
4	11	25	BILLY IDOL. Cradle Of Love	Chrysalis
20	19	26	HEART. I Didn't Want To Need You	Capitol
36	31	㉗	TAYLOR DAYNE. Heart Of Stone	Arista
D	39	㉘	DINO. Romeo	Island
35	32	㉙	DON HENLEY. How Bad Do You Want It?	Geffen
7	10	30	BAD ENGLISH. Possession	Epic
14	14	31	SNAP. The Power	Arista
37	34	㉚	ST. PAUL. Stranger To Love	Atlantic
40	38	㉛	INDECENT OBSESSION. Tell Me Something	MCA
D	37	㉜	KYPER. Tic-Tac-Toe	Atlantic
6	17	35	JOHNNY GILL. Rub You The Right Way	Motown
D	40	㉞	JUDE COLE. Time For Letting Go	Reprise
▶	DEBUT!	㉟	DEPECHE MODE. Policy Of Truth	Sire/Reprise
▶	DEBUT!	㊱	JOHNNY GILL. My, My, My	Motown
▶	DEBUT!	㊲	AFTER 7. Can't Stop	Virgin
▶	DEBUT!	㊳	JAMES INGRAM. I Don't Have The Heart	WB

# JAMES INGRAM M



## “I DON’T HAVE THE HEART”

**+** MOST ADDED WITH 38 NEW TOP 40 STATIONS!

WZOU Boston  
KEGL Dallas  
KHTK St.Louis  
Q-105 Tampa

KMEL San Francisco  
KPLZ Seattle  
WMJQ Buffalo  
Z-90 San Diego

KRBE Houston  
Power 95 Atlanta  
Q-102 Cincinnati  
KUBE Seattle

### UNDENIABLE MOVES!

Y-100 Miami 15-12\*  
KS-104 Denver 18-15\*  
B-97 New Orleans 25-21\*  
Q-106 San Diego D-29\*

Q-95 Detroit 17-15\*  
KHMV Houston 18-16\*  
KRQ Tucson 25-21\*  
KMEL San Francisco D-29\*  
KBEQ Kansas City D-33\*

KROY Sacramento 23-15\*  
KZZP Phoenix 20-17\*  
WLUM Milwaukee 31-29\*  
WPLJ New York 35-31\*

**NETWORK DEBUT 40\***

**#1 AT A/C RADIO!**



# N 40 TOP 40 THE NEXT 40™

## LISA STANSFIELD

### "This Is The Right Time" (Arista)

With elements of this fourth Stansfield single bringing back memories of her #1 hit, "All Around The World," the song is fourth most added and next in line for The Network Forty. 156 stations.



**↑** MAJOR MOVES: 12, including WXKS(25-22), WEGX(30-24), WAPW(27-23), WNNK(35-29), WFMF(34-27), WDBR(40-30)  
**+** MOST ADDED: 56, including WKCI, WRQX, WBBM, WLUM, WLOL, KHTK, WPOW, WBZZ, KKKR, KIIS, WFLY, WSPK  
**\$** SALES BREAKOUT: LP is Platinum and remains Top 10 in NY, Baltimore and San Francisco  
**⚡** CROSSOVER: Most added at Urban radio  
**🌐** INTERNATIONAL: LP has sold four million copies worldwide and gone Top 10 in Canada, UK, Australia and across Europe

## GLENN MEDEIROS

### "All I'm Missing Is You" (MCA)

Medeiros took the money he won from a local talent show to produce his first single that became a #1 hit in six countries. With a slightly larger recording budget that included Ray Parker Jr. this time around, this 20-year-old is chartbound. 131 stations.

**📞** REQUEST ACTION: WMJQ, WEZB, WGY  
**↑** MAJOR MOVES: 23, including WMJQ(28-20), KHTK(28-22), KKRZ(29-26), WLAN(30-25), WZEE(32-28), KBTS(37-28)  
**+** MOST ADDED: 22, including WQHT, WKBQ, WSPK, WNNK, WIXX, WKZW, WAYS, WCGQ, WANS, WVSR, WWCK, KAYI  
**\$** SALES BREAKOUT: LP is Top 10 in Buffalo  
**📀** NETWORK FORTY TUNEUP: Featured on CD #27

## PEBBLES

### "Giving You The Benefit" (MCA)

Most added two weeks in a row, Pebbles first single in two years should roll on the chart next week with the added benefit of Top 10 request action. 142 stations.

**📞** REQUEST ACTION: 10, including WKSE, WMJQ, WLUM, WLLO, KXXR, KKRZ, KUBE, WYHY, KAKS, KKSS  
**↑** MAJOR MOVES: WRBQ(29-22), WCKZ(20-17), WDCG(33-29), WWCK(34-29), KZHT(D-20), KBOS(38-33)  
**+** MOST ADDED: 63, including WKSE, WMJQ, WPGC, WBBM, KHTK, KRBE, KRXV, KWOD, KXXX, WFLY, WSPK, WKRZ  
**⚡** CROSSOVER: Moves 35-22\* at Urban radio

## BREATHE

### "Say A Prayer" (A&M)

This English foursome's debut LP, "All That Jazz," shot three songs into the Top 10 and netted two #1 A/C hits. With a deep breath, they blow away the competition. The #1 most added single.

**+** MOST ADDED: 104, including WPLJ, WXKS, WKSE, WMJQ, WKCI, WKTI, WKBQ, KXXR, WRBQ, WKQI, KHMV, KRBE  
**⚡** CROSSOVER: Breaking at A/C radio

## WINGER

### "Can't Get Enuff" (Atlantic)

Early supporters who broke "Seventeen" from this quartet's debut LP are back showing major support for one of the most acclaimed new rock faces of the 80s. Eleven new adds. 94 stations.

**10** TOP TEN: WAAF, WVKZ, KDWZ, WRQK, KATM, KRZR  
**📞** REQUEST ACTION: WDFX, WHYT  
**↑** MAJOR MOVES: 36, including WKRZ(31-27), WZZU(26-23), WRQK(13-7), WWRB(26-18), KTUX(19-16), KATM(11-6)  
**📺** MTV SUPPORT: 8 weeks, in Heavy rotation  
**\$** SALES BREAKOUT: LP is Top 10 in 41 markets, including Boston, Philly, Pittsburgh, Minneapolis, Cincinnati, Atlanta, Dallas, Denver, Salt Lake, Phoenix, San Diego and Portland  
**⚡** CROSSOVER: Moves to 8\* at Rock radio with #4 requests

## LEGEND

<b>10</b> TOP TEN	<b>⚡</b> CROSSOVER
<b>📞</b> REQUEST ACTION	<b>↑</b> MAJOR MOVES
<b>📺</b> MTV SUPPORT	<b>♣</b> CLUB SCENE
<b>\$</b> SALES BREAKOUT	<b>🌐</b> INTERNATIONAL
<b>+</b> MOST ADDED	<b>✈</b> TOURING
<b>📀</b> RESEARCH	<b>🎬</b> MOTION PICTURE
<b>📀</b> NETWORK FORTY TUNEUP	

# Johnny Gill

## “My My My”

**On Over 120 Top 40 Stations!  
Adds Adds Adds!**

Hot 97.7 San Jose      KRBE Houston      KKSS Albuquerque  
KC-101 New Haven      WRVQ Richmond      **Plus 18 More!**

**Moves Moves Moves!**

WPGC Washington DC 6-3*	FM102 Sacramento 10-7*	Q-106 San Diego 10-8*
KS-104 Denver 13-9*	TIC-FM Hartford 19-12*	KITY San Antonio 24-13*
KHTK St. Louis 24-15*	Q-105 Tampa 20-15*	KKFR Phoenix 18-15*
Z-100 New York 23-20*	KEGL Dallas D-21*	WEGX Philadelphia D-25*
	Kiss 108 Boston 30-26*	KIIS Los Angeles D-27*



**DEBUT 38\***

**FORMER #1 URBAN RADIO!      ALBUM IS PLATINUM!**

# Doc Box & B. Fresh



## “Slow Love”

**Quick To Add “Slow”!**

B-96 Chicago      WPGC Washington DC      TIC-FM Hartford  
WKSE Buffalo      Y-107 Nashville      WGRD Grand Rapids

**Fast Moves On “Slow Love”!**

KWOD Sacramento 2-1\*      Q-106 San Diego 5-4\*      KKFR Phoenix 7-5\*  
KMEL San Francisco 8-5\*      KTFM San Antonio 12-9\*      TIC-FM Hartford D-39\*

**MOST REQUESTED USA!**

WGY Schenectady #1      KOY Phoenix #4      KITY San Antonio #4  
FM102 Sacramento #5      WZZG Charlotte #8

# Smokey Robinson

## “Take Me Through The Night”

**MOST ADDED AT A/C RADIO!**

**Breaking At Urban Radio!  
READY FOR TOP 40 ADDS NOW!**

From The Album “Love, Smokey”



# N40 TOP 40 THE NEXT 40™

## MICHAEL BOLTON

### "Georgia On My Mind" (Columbia)

Covered in the 60s by Ray Charles and The Righteous Brothers, Bolton throws in the kitchen sink for his rendition of what looks like yet another Top 10 single. Requesting at WKQI and #2 most added.



**MOST ADDED:** 89, including WPLJ, WKCI, WPHR, WKRQ, WNCI, WZPL, WBZZ, WKQI, KEGL, KITY, KSAQ, KWOD



**SALES BREAKOUT:** LP is Double-Platinum and remains Top 10 in 18 markets, including NY, Boston, Pittsburgh, Minneapolis, KC, Miami, Nashville, New Orleans, Denver, Salt Lake and Oakland



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



**TOURING:** Currently in Missouri, Ontario, NY and Connecticut



**INTERNATIONAL:** LP is Top 10 in Canada and UK

## ADVENTURES OF STEVIE V

### "Dirty Cash" (Mercury)

The silent giant, this young artist from Bedfordshire, England, may only have 82 stations, but it's reacting on the phones and charts of most of them. Seven new adds include WBXX, KZOU and KISR.



**REQUEST ACTION:** WQHT, WMJQ, WIOQ, WLOL, WAPW, KRBE, KKSS



**MAJOR MOVES:** 25, including WQHT(8-6), WXKS(5-4), WMJQ(26-18), WTIC(22-15), WBBM(22-15), KITY(23-12)



**SALES BREAKOUT:** Top 10 National 12-inch sales



**CLUBS:** #1 National Club action



**INTERNATIONAL:** Former Top 5 in UK and Top 10 across Europe



**NETWORK FORTY TUNEUP:** Featured on CD #27

## VIXEN

### "How Much Love" (EMI)

A four piece band with equal contributions from each of its members, these girls have a million seller debut and are out to prove they can do even better. Revving up the phones at KPLZ. 10 new adds, including WERZ, WXXL and KNOE. 83 stations.



**MAJOR MOVES:** 16, including WAAF(17-11), KDWZ(29-23), WZZU(14-9), WRQK(18-16), KATM(22-17), KRZR(D-19)



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



**SALES BREAKOUT:** LP is Top 10 in Omaha, Phoenix and LA



**CROSSOVER:** Moves 21-19\* at Rock radio

## FAVORITE ANGEL

### "Only Women Bleed" (Columbia)

Featuring songwriter/guitarist Joe McGee and singer Gigi, McGee reckons he probably wrote his first song before entering kindergarten. With hot phones at KZZP, 11 new kids crawl in the sand box, including KITY, WRCK and WGH. 72 stations.



**MAJOR MOVES:** 13, including WZOU(21-18), WEGX(28-22), WERZ(32-27), WKHI(30-22), WRQK(28-22), KYYY(36-29)

## LOUIE LOUIE

### "I Wanna Get Back With You" (WTG/Epic)

Getting busy on the Arsenio Hall show last week, Louie is keeping the phones busy at WPRO. 23 new adds "Get Back," including KXXX, WLOL and KZZU. 74 stations.



**MAJOR MOVES:** WYHY(33-27), WWCK(36-31), KZHT(25-21)



**MOST ADDED:** 23, including WLOL, KRXY, KXXX, WQXA, WYYS, WHOT, WVSR, KBFM, KZZB, KIOK, KZZU, WBNQ

## BLACK BOX

### "Everybody Everybody" (de Construction/RCA)

Two members from this Italian group are classically trained musicians who moonlight writing and producing TV themes and jingles. Already Top 10 at WQHT, with eight new stations, including WQXA, WFMM and KKSS. 68 stations.



**REQUEST ACTION:** WKSE, WLOL, KJMZ, KRBE



**MAJOR MOVES:** 25, including WHTZ(16-11), WXKS(19-13), WTIC(30-23), WEGX(25-14), WPGC(30-20), WBBM(28-19)



**SALES BREAKOUT:** # 1 National 12-inch sales



**CLUBS:** Former #1 National Club action

## SLAUGHTER

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

Taking flight like its predecessor, "Up All Night" (that single handily took this LP near Platinum), Mark Slaughter and company's latest is a two format phone getter. 50 stations in two weeks.



**REQUEST ACTION:** KQLZ, WZZG



**MAJOR MOVES:** KQLZ(D-19), WAAF(11-6), KDWZ(34-31), WDLX(18-15), KMYZ(17-10), KATM(25-20)



**MOST ADDED:** 22, including WKBQ, WRVQ, WHHY, WYYS, WRQK, WRQN, KTUX, KHOP, WTHT, WWFX, WDAY, KQHT



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



**SALES BREAKOUT:** LP is Gold and Top 10 in Rochester, Norfolk, Milwaukee, Omaha, Salt Lake, Fresno and Portland



**CROSSOVER:** Moves 28-23\* at Rock radio with #6 requests



**TOURING:** Currently in Texas, Arkansas, Oklahoma and Kansas





# W I N G E R

## "Can't Get Enuff"

**On Over 95 Top 40 Stations!**

*These Stations "Can't Get Enuff"!*

Pirate Los Angeles	WAAF Boston
KATM Colorado Springs	WOKI Knoxville
92X Columbus	WZPL Indianapolis
WKBQ St. Louis	WDFX Detroit
WHYT Detroit	

**1 Heavy Rotation!**

**8\* Album Tracks!**

**Top 5 Dial MTV!**

**➔ Now On Tour!**

# A L A N N A H

# M Y L E S

## "Lover of Mine"

**The Non-Ethnic Summer Ballad  
Your Upper Demo Females  
Have Been Missing!**

KWSS San Jose 29-25*	KZZU Spokane 35-32*
KMOK Lewiston 32-27*	KFTZ Idaho Falls 25-20*(HOT!)
KSKG Salinas D-39*	WERZ Exeter D-40*
WNYP Cortland 34-27*	

**❖ Breaking At A/C!**

*"Great female phones in just two weeks!"*

*— Rich Anhorn, KWSS*



# C A N D Y

# F L I P

## "Strawberry Fields Forever"

**New This Week At Hot 97 New York!**

*A Ripe Reaction Record That's Ready To Be Picked!*

KJ-103 Oklahoma City 4-4*	WDFX Detroit 10-9*
Y-95 Dallas 19-17*	Z-90 San Diego 30-28*
WCKZ Charlotte 36-30*	Kiss 108 Boston D-34*
KZZB Beaumont 35-29*	

**\$ Top 30 National 12-inch Sales!**

**❖ 21-17\* Alternative!**

**Coming up:  
Laura Branigan  
"Never In A Million Years"**



**On Atlantic**

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# N 40 TOP 40 THE NEXT 40™

## BILLY JOEL

### "That's Not Her Style" (Columbia)

Ten years ago Joel had his first #1 hit with "It's Still Rock And Roll To Me," which remains one of his most requested live songs. His latest single picks up requests at WKQI and new action at WNYP and KIXY. 80 stations.



MAJOR MOVES: 25, including WKQI(15-13), KXYQ(24-21), KATM(17-15), WHTO(33-28), WLRW(D-17), KQHT(28-24)



MTV SUPPORT: 3 weeks, debuts in Active rotation. On VH-1



SALES BREAKOUT: LP is Triple-Platinum

## THE WHISPERS

### "Innocent" (Capitol)

Their first LP in three years, and their premiere for Capitol, this veteran quintet is screaming up the Urban charts and making similar noise at the urban edge of Top 40. Six new adds include WLOL, WAPW and KZHT. 66 stations.



REQUEST ACTION: KUBE, KKSS



MAJOR MOVES: 13, including KRBE(17-14), KRXY(12-9), KHQT(26-18), KZFM(31-26), KIKI(27-23), KDON(19-12)



CROSSOVER: Moves 7-3\* at Urban radio

## DOC BOX & B. FRESH

### "Slow Love" (Motown)

Phones dead lately? Chart look boring? The Doc prescribes this "Slow" elixer with fast results. Seven Fresh adds include WGRD, WYHY and WKSE. 41 stations.



TOP TEN: 11, including KITY, KTFM, KKFR, KOY, KGGL, KKLQ, KMEL, KROY, KSFM, KWOD, KBOS



REQUEST ACTION: 10, including KITY, KTFM, KKFR, KOY, KHQT, KSFM, WZZG, WGRD, KRQQ, WGY



MAJOR MOVES: 13, including KITY(12-9), KQKS(23-17), KKLQ(5-4), KMEL(8-5), KWOD(2-1), KBOS(16-10)

## GENE LOVES JEZEBEL

### "Jealous" (Geffen)

Bridging the gap between Alternative and mainstream rock 'n roll, this band got their knack for Bohemian fashion from their stint at the Institute Of Contemporary Art. Nine new adds, including KTUX, KKHT and WJMX. 59 stations.



MAJOR MOVES: 13, including WAAF(D-20), WAPI(28-22), WZZU(25-19), WRQK(19-17), KROQ(7-5), KRZR(20-13)



MTV SUPPORT: 9 weeks, in Stress rotation



SALES BREAKOUT: LP is Top 10 in Phoenix



CROSSOVER: Moves to 14\* at Rock radio with #9 requests. Top 5 at Alternative radio

## TRICIA LEIGH FISHER

### "Empty Beach" (Atco)

Combining the elements of rock and house music on one LP, Fisher also recorded her album in both London and LA to take advantage of further cross culture. Eleven new adds include: WHOT, KBOS and KZFN. 45 stations.



REQUEST ACTION: WFLZ, KKRZ

NETWORK FORTY TUNEUP: Featured on CD #27

## DURAN DURAN

### "Violence Of Summer" (Capitol)

The hippest and most innovative Duran single since "Girls On Film" has "Summer" already sizzling at WRQK(27-24) and KROQ(D-18). Seventh most added out of the box.



REQUEST ACTION: WHTZ, WPLJ, KHYI, KPLZ



MOST ADDED: 41, including WPLJ, WEGX, KEGL, KWSS, KPLZ, KUBE, WPST, WIXX, KDWZ, KXKT, WWCK, KBFM



INTERNATIONAL: Top 20 in Britain



NETWORK FORTY TUNEUP: Featured on CD #28

## CONCRETE BLONDE

### "Joey" (IRS)

Solid momentum has built Top 10 moves on two formats for "Joey," with serious request action at Rock radio over the last two months now crossing mainstream. Ten new adds include: WKHI, WDLX and KTRS. 41 stations.



TOP TEN: KSAQ, KROQ, KHOP, KRZR



MAJOR MOVES: 10, including WXKS(29-23), KSAQ(12-8), KQLZ(15-13), WIQB(16-14), KATM(20-14), KHOP(11-8)



MTV SUPPORT: 10 weeks, in Buzz Bin rotation



SALES BREAKOUT: LP is Top 10 in Boston, Minneapolis, Phoenix and LA.



CROSSOVER: Former #1 at Alternative radio and Top 15 at Rock radio with Top 10 requests



NETWORK FORTY TUNEUP: Featured on CD #26

## TKA

### "I Won't Give Up On You" (Tommy Boy/WB)

Tony, Kayel and Angel (a.k.a. TKA) are one of the first male Latin groups on the hip-hop scene, and are not surrendering now! This top-notch dance tune boasts Top 10 marks at KITY and new action at WXKS and WBBM. 41 stations.



REQUEST ACTION: KTFM, KHQT, KAKS



MAJOR MOVES: 11, including KHQT(30-20), WPLJ(29-24), WTIC(40-28), KTFM(21-18), KMEL(21-19), KZFM(33-22)



NETWORK FORTY TUNEUP: Featured on CD #27

**OUR WISH JUST CAME TRUE**



“**I** *f Wishes Came True*”

**#1**

**Thanks, radio.**

**S**weet **S**ensation

Z-100 2-1\*  
WPLJ 2-1\*  
KPLZ 2-1\*  
WANS 1-1\*  
KHFI 2-1\*  
WERZ 1-1\*

Q-105 1-1\*  
KXXR 3-1\*  
WNTQ 3-1\*  
WAYS 2-1\*  
KDON 2-1\*

Q-106 6-1\*  
KITY 4-1\*  
WDJX 4-1\*  
KBFM 4-1\*  
KKXX 3-1\*

WMJQ 3-1\*  
KRBE 2-1\*  
WHXT 3-1\*  
WCGQ 4-1\*  
WPST 3-1\*

**YOU'RE #1 WITH**



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# N40 TOP 40 THE NEXT 40™

## THE RIGHTEOUS BROTHERS

### "Unchained Melody" (Verve/Polydor)

Wow! Like Top Gun's "You've Lost That Lovin' Feelin'" of 1986, it's happening again. "Ghost," one of the summer's hottest movies, is linking up an "Unchained Melody" from the past with the 90s. 37 stations.



REQUEST ACTION: 9, including WPLJ, WHYI, WPOW, KIIS, KSFM, KWSS, KPLZ, KUBE, KKSS



MAJOR MOVES: WPLJ(D-18), WHYI(D-18), KITY(D-19), KIIS(17-13), WCIR(D-20)



MOST ADDED: 33, including WHTZ, WPLJ, WZOU, WHYI, WRBQ, WBZZ, KEGL, KHYI, WEZB, KHMx, KITY, KGGI



FILM: From "Ghost"

## SYDNEY YOUNGBLOOD

### "I'd Rather Go Blind" (Arista)

Earning most added honors this week and a spot on the Next 40, this artist from Texas is opening eyes all over the country with his soulful groove tune. 42 stations.



MOST ADDED: 42, including WAPW, KRBE, WTIC, WPGC, WRBQ, KITY, KKLQ, KTFM, KHQT, KROY, WQXA, WKHI

## GEORGE LAMOND

### "Look Into My Eyes" (Columbia)

Initially capturing the attention of club DJs and dance radio, this artist is now mesmerizing Top 40. 13 new stations peering at LaMond include KKFR, WFMF and WLUM. Early moves at WQHT(22-18) and WWCK(40-36). 42 stations.



REQUEST ACTION: WQHT, KTFM, WGY



SALES BREAKOUT: LP is Top 5 in Chicago

## EN VOGUE

### "Lies" (Atlantic)

With their own variety of musical style that blends R&B, rap, hip-hop and soul, these four ladies' fibs are already telling a tale. Top requests at KJMZ. 26 stations.



MAJOR MOVES: KJMZ(21-18), KROY(25-17), KITY(ON-18), KSFM(D-19), KKLQ(26-23), KMEL(16-13)



MOST ADDED: 14, including WKHI, WQXA, WTIC, WPGC, KHQT, KSFM, WCKZ, KLUC, KCAQ, KIKI, KDON, WFHT



SALES BREAKOUT: LP is Top 10 in Boston, Richmond, Baltimore, Columbus, Indy, Phoenix, Oakland and Seattle. Top 30 National 12-inch sales



CROSSOVER: Moves 9-6\* at Urban radio with #9 requests

## STRYPER

### "Shining Star" (Enigma)

With their fifth album, the group originally known for their Christian rock roots emerges with a new image and a deeper, grittier sound. 10 new star-gazers, including KQKQ, WAPE and WCGQ, and early moves at KTUX(40-34). 36 stations.



MTV SUPPORT: 2 weeks, in Breakout rotation



NETWORK FORTY TUNEUP: Featured on CD #27

## BEATS INTERNATIONAL

### "Won't Talk About It" (Elektra)

As part of their 1989 tour, this quintet had a graffiti artist paint their backdrop, live during their performance! Early moves this week at KRXV (28-23). 21 new stations button their lips this week.



MOST ADDED: 21, including KXXR, KQKS, WPGC, WRBQ, KTFM, KHQT, KROY, WYHY, KXXX, WLAN, WKHI, WCGQ



CLUBS: Top 20 National Club action

## LITA FORD

### "Lisa" (Dreamland/RCA)

With her 1988 self-titled Platinum album and two Top 10 songs, "Kiss Me Deadly" and "Close My Eyes Forever," to her credit, this talented lady pulls in new action at KISR, WWRB and WHTO. Early moves at KATM(30-25). 31 stations.



MTV SUPPORT: Debuts in Active rotation



CROSSOVER: Moves 59-52\* at Rock radio

## MS. ADVENTURES

### "Undeniable" (Atco)

This trio of sisters undoubtedly brings a sassy, tough and in control attitude to their musical mixture of contemporary pop and appealing R&B. Early moves at WQHT(31-27) with Top requests at KTFM. 24 stations.



MOST ADDED: 21, including KPWR, WXKS, WTIC, KKRZ, KITY, KQKS, XHTZ, KHQT, KMEL, KROY, KZBS, KIOC



NETWORK FORTY TUNEUP: Featured on CD #27

## JOHN HIATT

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

Brimming with talent and spirit, this relatively unknown performer (by Top 40 radio standards) has written over 600 songs recorded by singers as diverse as Conway Twitty and Bob Dylan. New action at KRZR, KPAT and WOMP 20 stations.



SALES BREAKOUT: LP is Top 10 in Boston, NY, Philly, DC, Pittsburgh, KC, Wichita, Austin and Seattle



TOURING: Currently in New Jersey and Maryland



CROSSOVER: Former Top 15 at Rock and Alternative radio

# lightning seeds

## "ALL I WANT"

### Early Seedlings!

KSAQ San Antonio    KZHT Salt Lake City  
WBNQ Bloomington    **Plus 5 More!**

### Top 10 Airplay At KROQ!



DEBUT 39\* RETAIL SALES!



TOP 30 AT ALTERNATIVE RADIO!



FEATURED ON CD TUNEUP #28!

**NOW READY FOR ADDS!**

# glenn medeiros

## "ALL I'M MISSING IS YOU"

**+** MOST ADDED WITH 22 NEW TOP 40 STATIONS,  
INCLUDING HOT 97 AND WKBQ!

### Early Action!

KHTK St. Louis 28-22\*    KKRZ Portland 29-26\*  
B-97 New Orleans 30-28\*    Z-90 San Diego 35-30\*  
WLOL Minneapolis 34-31\*    KRBE Houston D-29\*  
Kiss 108 Boston D-31\*    TIC-FM Hartford D-33\*  
KKFR Phoenix D-33\*

### On Over 100\* Top 40 Stations!

**☎** MOST REQUESTED USA!

B-97 New Orleans #6    WGY Schenectady #7

**CD** FEATURED ON CD TUNEUP #27!

# pebbles

## "GIVING YOU THE BENEFIT"

### On Over 150 Top 40 Stations!

**+** MOST ADDED FOR THE SECOND STRAIGHT WEEK!

WPGC Washington    WKSE Buffalo    B-96 Chicago  
KHTK St. Louis    KRBE Houston    Y-108 Denver  
X-100 San Francisco    KWOD Sacramento    **Plus 55 More!**

### Pebbles Rolls And Gathers No Moss!

WLUM Milwaukee 27-25\*    Q-106 San Diego 28-26\*  
Hot 97.7 San Jose D-33\*    KDWB Minneapolis D-26\*  
Z-100 New York D-29\*    KMEL San Francisco D-28\*  
FM102 Sacramento D-28\*    KRQ Tucson D-29\*

**📻** 35-22\* URBAN JAMS!

**☎** INSTANT PHONES!

# indecent obsession

## "TELL ME SOMETHING"

### New Adds To Tell!

Q-106 San Diego    Q-105 Tampa  
WAPE Jacksonville    **Plus 4 More!**

### These Moves Are Something!

Kiss 108 Boston 14-12\*    KRBE Houston 20-18\*  
KHFI Austin 24-21\*    KKRZ Portland 30-27\*  
KUBE Seattle D-26\*    Z-95 Chicago D-25\*  
TIC-FM Hartford 39-36\*

**📺** 38-33\*

**📺** MEDIUM ROTATION!

**💰** MULTI-PLATINUM ALBUM IN AUSTRALIA!

**📻** TOP 25 CLUB ACTION!

**CD** FEATURED ON CD TUNEUP #26!

**MCA RECORDS**  
The Spotlight Is On

# N 40 TOP 40 THE NEXT 40™

## COLIN JAMES

### "Just Came Back" (Virgin)

A 25-year-old Canadian guitarist/singer/songwriter with a strong, emotional voice and an uncanny ear for the blues makes this single an easy Top 10 at WZZU. Gets new action at WDLX. 25 stations.

REQUEST ACTION: KPLZ, KUBE

MAJOR MOVES: CKOI(39-33), KDWZ(25-19), KFTZ(39-36), WZZU(5-4), KZZU(36-33)

MTV SUPPORT: 6 weeks, in Medium rotation

SALES BREAKOUT: LP is Top 10 in Canada

CROSSOVER: Moves to 5\* at Rock radio

TOURING: Currently in Kansas, Colorado, Idaho and Oregon

## LONDON QUIREBOYS

### "I Don't Love You Anymore" (Capitol)

Some music is political. Some music makes social commentaries on life. Some music is emotionally stimulating. And some music is just plain fun. Providing a solid dose of fun-loving rock 'n roll, these angels are gaining top requests at KQLZ and seeing action at KATM and WWGT. 22 stations.

MAJOR MOVES: KQLZ(D-20), KRZR(D-20), KISR(39-35)

MTV SUPPORT: 4 weeks, in Breakout rotation

NETWORK FORTY TUNEUP: Featured on CD #27

## EVERYDAY PEOPLE

### "Headline News" (SBK)

A diverse project blending rock and soul into a contemporary sound, this Sheffield, England, trio comes across as genuine and not manufactured. Stirring up new action on WWFX and WPHR. 24 stations.

## TOMMY PAGE

### "Turn On The Radio" (Sire/Warner Bros)

This song cures the blues that comes from traffic jams, third stage smog alerts and the persistent worries of global warming. Roll up your car windows and "Turn On The Radio." Check out the hot new PWL remix on our Network Forty CD TuneUp! 16 stations.

MOST ADDED: 7, including KKRZ, WERZ, WKQB, WWGT, WGY, WJMX, KFTZ

SALES BREAKOUT: LP is Gold

TOURING: Currently in Pennsylvania, Ohio, Iowa and Kentucky

NETWORK FORTY TUNEUP: Featured on CD #28

## CANDY FLIP

### "Strawberry Fields Forever" (Atlantic)

Every time we hear this song we have visions of floating in the background of a Salvador Dali painting, sashaying to the song's mystical rhythm. Captivating listeners with Top requests at KHYI and adding poetry to WQHT's playlist. 11 stations.



MAJOR MOVES: WDFX(10-9), KHYI(19-17), WCKZ(36-30), KZZB(35-29), KROQ(11-9)

SALES BREAKOUT: Top 20 National 12-inch sales

CROSSOVER: Moves 21-17\* at Alternative radio

CLUBS: Top 30 National Club action

INTERNATIONAL: Former Top 5 in UK and Top 10 across Europe

## TONY! TONI! TONE!

### "Feels Good" (Wing/Polydor)

Paving an artistic path with songs of socially relevant concerns, these accomplished instrumentalists mesh expression in an unconventional approach. Destined for greatness on WPGC(24-17) and KMEL(19-15). 11 stations.

REQUEST ACTION: KJMZ, KHQT, KSFM

MOST ADDED: 4, including KXXR, KJMZ, WCKZ, KLUC

SALES BREAKOUT: LP is Top 10 in Richmond, Omaha, Columbus, San Fran. and Portland. Top 40 National 12-inch sales

CROSSOVER: Moves 5-4\* at Urban radio with #3 requests

NETWORK FORTY TUNEUP: Featured on CD #27

## NIKKI

### "If You Wanna" (Geffen)

Capturing the realities of life through his own personal interpretations, this Ohio native played all the instruments and provided all the vocals on his signature debut. Signing on at WLAN and WHY. 12 stations.

Touring Data Courtesy Of  
**PERFORMANCE**





# DINO ROMEO

**Bill Shakespeare Would Be Proud!**

WKSE Buffalo  
WPOW Miami  
Y-108 Denver  
WGH Norfolk  
And 21 More!

KBEQ Kansas City  
KRBE Houston  
KEGL Dallas  
WRQN Toledo

**Raye Reviews On These Plays!**

Hot 97.7 San Jose 23-16\*  
Z-90 San Diego 20-17\*  
Hot 97 New York 26-20\*  
WMJQ Buffalo 30-22\*  
TTC-FM Hartford 35-27  
WPLJ New York 34-29\*

WEOL Minneapolis 23-17\*  
KWOD Sacramento 22-19\*  
WKBQ St. Louis 38-22\*  
KMEL San Francisco 30-26\*  
Kiss 108 Boston 32-27\*



Just Added Active Rotation  
See Dino on Club MTV August 29th

New Album "SWINGIN'" In Your Hands Now!



39-28\*



## Wherefore Art Thou?



# KIMM ROGERS RIGHT BY YOU



Produced and Arranged By J. Steven Soles

## Now Ready For Adds!





**Blue Tears** "Rockin' With The Radio" **Brother Beyond** "The Girl I Used To Know"  
**INXS** "Suicide Blonde" **Janet Jackson** "Black Cat"  
**Jude Cole** "Time For Letting Go" **Lita Ford** "Lisa"  
**Motley Crue** "Same Ol' Situation (S.O.S.)" **Ratt** "Lovin' You's A Dirty Job"

## ROTATIONS:

### Exclusive Videos

**Billy Idol** "L.A. Woman"  
**INXS** "Suicide Blonde"  
**Janet Jackson** "Black Cat"  
**Living Colour** "Type"  
**Motley Crue** "Same Ol'"

### Heavy Rotation

**Aerosmith** "The Other Side"  
**Bell Biv DeVoe** "Do Me"  
**Jon Bon Jovi** "Blaze Of Glory"  
**Phil Collins** "Something Happened"  
**Depeche Mode** "Policy Of Truth"  
**Faith No More** "Epic"  
**Luke/2 Live Crew** "Banned In The"  
**Nelson** "Love And Affection"  
**Polson** "Unskinny Bop"  
**Slaughter** "Fly To The Angels"  
**The Time** "Jerk Out"  
**Winger** "Can't Get Enough"

### Active Rotation

**The Black Crowes** "Twice As Hard"  
**Cheap Trick** "Can't Stop Fallin'"  
**Bruce Dickinson** "All The Young"  
**Dino** "Romeo"  
**Lita Ford** "Lisa"  
**MC Hammer** "Have You Seen Her"  
**Billy Joel** "That's Not Her Style"  
**Midnight Oil** "King Of The Mountain"  
**Maxi Priest** "Close To You"  
**Prince** "Thieves In The Temple"  
**Ratt** "Lovin' You's A Dirty Job"  
**Social Distortion** "Ball And Chain"  
**Vixen** "How Much Love"  
**Wilson Phillips** "Release Me"

### Medium Rotation

**Blue Tears** "Rockin' With"  
**Jude Cole** "Time For Letting"  
**Indecent Obsession** "Tell Me"  
**Colin James** "Just Came Back"  
**L.A. Guns** "I Wanna Be Your"  
**New Kids On The Block** "Tonight"  
**R.E.O. Speedwagon** "Live It Up"  
**Railway Children** "Every Beat"

### Breakout Rotation

**Brother Beyond** "The Girl I"  
**Happy Mondays** "Step On"  
**The Rave-Ups** "She Says"  
**Red House** "I Said A Prayer"  
**Stryper** "Shining Star"  
**Trlp Shakespeare** "Pearle"  
**Was (Not Was)** "Papa Was A"

## HOT NEW VIDEOS:

### Hot New Videos

**INXS** "Suicide Blonde"  
**Janet Jackson** "Black Cat"  
**Living Colour** "Type"  
**Motley Crue** "Same Ol"  
**Sonic Youth** "Kool Thing"

## NEW ON:

### 120 Minutes

**Urge Overkill** "Faroutski"  
**Nitzer Ebb** "Fun To Be Had"  
**Devo** "Post Post-Modern Man"  
**Green On Red** "You Couldn't Get"  
**Field Trip** "Slumber Jack"

### Stress

**Gene Loves Jezebel** "Jealous"  
**Iggy Pop** "Home"  
**World Party** "Put The Message"

### YO! MTV Raps

**Deee-Lite** "Groove Is In The Heart"  
**Jungle Brothers** "Doin' Our Own"  
**Public Enemy** "Brothers Gonna"  
**Special Ed** "The Misslon"  
**Three Times Dope** "Weak At Knees"

### Buzz Bin

**Aztec Camera** "Crying"  
**Concrete Blonde** "Joey"  
**Sonic Youth** "Kool Thing"

### Headbangers Ball

**L.A. Guns** "I Wanna Be Your Man"  
**Pantara** "Cowboys From Hell"  
**Stryper** "Shining Star"  
**Suicidal Tendencies** "You Can't"  
**Vio-Lence** "World In A World"



# Thou hast heard nothing yet!



## “GOD TONIGHT” BY REAL LIFE

**KSAQ 22\*-18\*-12\* #1 Requests 7 Weeks In A Row!**

*Leo Vela KSAQ, “I hear some programmers are afraid of the title... don’t be! This record, and its message, is all positive. Two or three plays is all it takes to light up your phones.”*

**KITS 4\* KZBS 29-27\***

*Also On KZHT Salt Lake City!*

**POST MODERN/STREET PARTY BILLBOARD DANCE CHART 9\***

*The First Single And Video From The Album “LIFETIME” (D-7721)  
Featuring All New Material!*

**CURB**  
RECORDS

**LONGRUN**  
RECORDS

# N40 CROSSOVER RETAIL SALES

## **MICHAEL BOLTON** *Soul Provider (Columbia)*

With four hit singles already in his pocket, Michael Bolton's *Soul Provider* is poised for a fifth smash track, "Georgia On My Mind." The single is out and taking off in a big way at Top 40 radio. While radio locks into "Georgia" and VH-1 adds the video into Five Star rotation, sales are taking off once more for this two and a half million seller. As *Soul Provider* makes its move again for the Top 10 on the Retail chart, our research logs more than 90 accounts reporting upward moves, 75 of which are in the Top 20. Dazzling moves include the Musicland Chain Minneapolis (17-14), National Record Mart Pittsburgh (18-15) and Streetside Records St. Louis (40-9).

## **WINGER** *In The Heart Of The Young (Atlantic)*

Winger is a proven act. They are a permanent fixture on MTV, Rock radio has embraced them with open arms and the band racked up two hit singles at Top 40 radio last time around with "Seventeen" and "Headed For A Heartbreak." Kip and the boys are picking up right where they left off with *In The Heart Of The Young*. The first single, "Can't Get Enough," is Top 10 and Top 5 most requested at Rock radio, while the video is enjoying Heavy rotation at MTV. Add to this their Platinum-plus reputation at retail and you have a record that is ready to explode! The album is Top 20 on the Retail chart, with 43 new Top 50 debuts and more than 80 Top 20 mentions, including Trans World Albany, Record Shop Minneapolis, Peaches Entertainment Hialeah, and Scott's One Stop Indianapolis.

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

## **SLAUGHTER** *Stick It To Ya (Chrysalis)*

Mark Slaughter and the guys burst onto the Rock and Top 40 radio airwaves earlier this year with the smash single "Up All Night." The band firmly established themselves at MTV and quickly sold well over 500,000 units of their LP, *Stick It To Ya*. Now, with only their second single, "Fly To The Angels," the band is soaring toward Platinum! At Rock radio, the track is Top 30 and Top 10 most requested, while the video is in Active rotation on MTV. Top 40 radio is next up for the ride. *Stick It To Ya* moves into the Top 35 on the Retail chart with more than 85 retail stores reporting Top 50 sales, including Strawberries Boston, JEK Entertainment Baltimore, National Record Mart Pittsburgh and Turtles Atlanta.

## **LIGHTNING SEEDS** *Cloudcuckooland (MCA)*

Ian Brodie, better known as Lightning Seeds, has done quite well with his American debut release, *Cloudcuckooland*. The first single, "Pure," was a hit at both Alternative and Top 40 radio and put the album in the Top 10. Now the Seeds are back with the follow-up track, "All I Want," which is already an Alternative favorite and ready to light up the mainstream airwaves as well. The album racks up growing sales on the Retail chart, with Top 50 mentions from more than 50 accounts and upward moves at Richman Bros. Philadelphia (23-20), Norwalk Dist. Anaheim (24-20) and Record Theatre Cincinnati (45-30).

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## **MAXI PRIEST** *Bonafide (Charisma)*

Master of the pop/reggae movement, Maxi Priest has just released his second U.S. album, *Bonafide*. The first single, "Close To You," is closing in on the Top 40 at Urban radio and is already a "bonafide" chart climber at Top 40 radio. Plus, the video is in Five Star rotation on VH-1. Early sales have been impressive, with Maxi debuting in the Top 100 on the Retail chart, garnering 11 Top 50 debuts that include The Shoppe Cleveland, Independent Records & Video Colorado Springs and Rainbow Records San Francisco, to name a few.

— Rocio Almeida

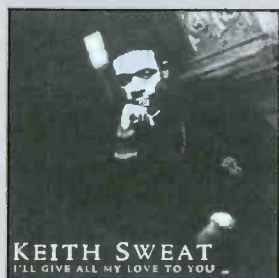
A COUPLE OF OUR  
TOP TEN REASONS  
FOR LIVING

## KEITH SWEAT



I'LL GIVE ALL  
MY LOVE TO YOU

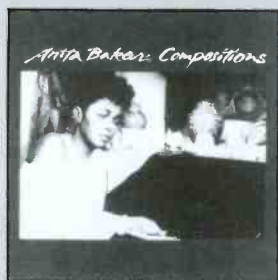
the crossover smash  
"Make You Sweat"



Retail Sales 6\*  
Network Forty 18-16\*

## Anita Baker Compositions

the #1 Urban & AC single  
"Talk To Me"



Retail Sales 5\*  
Former #1 Urban & A/C Single!



The music you actually want to  
listen to...on Elektra cassettes,  
compact discs and records.

# N40 RETAIL SALES

(As Reported By The Album Network)

2W	LW	TW	Artist/Song	Label/Catalog
2	1	①	M.C. HAMMER. Please Hammer	Capitol/92857
1	2	②	POISON. Flesh And Blood	Enigma/Capitol/91813
3	3	③	WILSON PHILLIPS. Wilson Phillips	SBK/93745
6	4	④	MARIAH CAREY. Mariah Carey	Columbia/45202
4	5	⑤	ANITA BAKER. Compositions	Elektra/60922
5	6	⑥	KEITH SWEAT. I'll Give All My Love	Elektra/60861
8	7	⑦	BELL BIV DEVOE. Poison	MCA/6387
11	8	⑧	FAITH NO MORE. The Real Thing	Slash/Reprise/25878
10	9	⑨	DEPECHE MODE. Violator	Sire/Reprise/21328
9	10	⑩	JOHNNY GILL. Johnny Gill	Motown/6283
29	14	⑪	LUKE AND THE 2 LIVE CREW. Banned In The USA	Luke/Atlantic/91424
14	12	⑫	MICHAEL BOLTON. Soul Provider	Columbia/45012
13	13	⑬	PRETTY WOMAN. Pretty Woman OST	EMI/93492
7	11	14	MADONNA. I'm Breathless	WB/26209
36	19	⑮	WINGER. In The Heart Of The Young	Atlantic/82103
12	15	16	NEW KIDS. Step By Step	Columbia/45129
22	17	⑰	SNAP. World Power	Arista/8536
16	16	18	THE TIME. Pandemonium	Paisley Park/27490
▶	DEBUT!	⑱	JON BON JOVI. Young Guns II	Mercury/846473
18	18	20	BRUCE HORNSBY. A Night On The Town	RCA/2041
17	20	21	BILLY IDOL. Charmed Life	Chrysalis/21735
37	25	⑳	NELSON. After The Rain	DGC/24290
15	22	23	EN VOGUE. Born To Sing	Atlantic/82084
20	23	24	SINEAD O'CONNOR. I Do Not Want What I...	Chrysalis/Ensign/21759
19	21	25	THE 2 LIVE CREW. As Nasty As They...	Luke's Records/XR 107
24	24	26	AEROSMITH. Pump	Geffen/GHS 24254
40	35	㉑	SLAUGHTER. Stick It To Ya	Chrysalis/21702
28	28	㉒	DAYS OF THUNDER. Days Of Thunder OST	DGC/24294
27	27	29	PHIL COLLINS. ...But Seriously	Atlantic/82050
25	29	30	ICE CUBE. Amerikkka's Most Wanted	Priority/57120
34	31	⑳	HARRY CONNICK JR. We Are In Love	Columbia/46146
23	32	㉓	JEFF HEALEY. Hell To Pay	Arista/8632
30	37	㉔	HEART. Brigade	Capitol/91820
35	34	㉕	MOTLEY CRUE. Dr. Feelgood	Elektra/60829
21	30	35	STEVE VAI. Passion And Warfare	Relativity/1037
38	36	㉖	VAN MORRISON. Best Of Van Morrison	Mercury/841970
26	26	37	THE SUNDAYS. Reading, Writing and Arithmetic	DGC/GHS24277
33	33	38	TAYLOR DAYNE. Can't Fight Fate	Arista/8581
▶	DEBUT!	㉗	LIGHTNING SEEDS. Cloudcuckooland	MCA/MCA24016
D	40	㉘	ALLMAN BROS. Seven Turns	Epic/46144

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# N40 CROSSOVER ROCK TRACKS

## ASIA

**"Days Like These" (Geffen)**

The gentlemen who comprise Asia are like a who's who of progressive rock 'n roll. With musicians the caliber of John Wetton, Carl Palmer and Geoff Downes, it's no wonder this first track from the LP *Then & Now*, "Days Like These," is the #1 most added song at Rock radio. Many of the stations that added the track put it right into Heavy rotation, while the buzz has already started at the stores. Major national chains are projecting big things for *Then & Now*, and just watch the phones start to light up once this baby hits the airwaves. It's a safe bet that biggies like "Heat Of The Moment" and "Don't Cry" will be resurrected from this collection of new and old hits and help push the album through the roof.

## BAD COMPANY

**"Boys Cry Tough" (Atco)**

"Boys Cry Tough" turns in a monstrous add week at the rock 'n roll format, lending muscle to the *Holy Water* LP's action at retail. It seems the public is over the band's loss of Paul Rogers and is welcoming vocalist Brian Howe with open arms. Top 5 requests are logged in Detroit, Cleveland, Fresno and Poughkeepsie. The enthusiasm surrounding "Boys Cry Tough" is so strong, it's only a matter of time before this song becomes Top 10 number two for the guys.



**Motley Crue**

## BILLY IDOL

**"L.A. Woman"**

**(Chrysalis)**

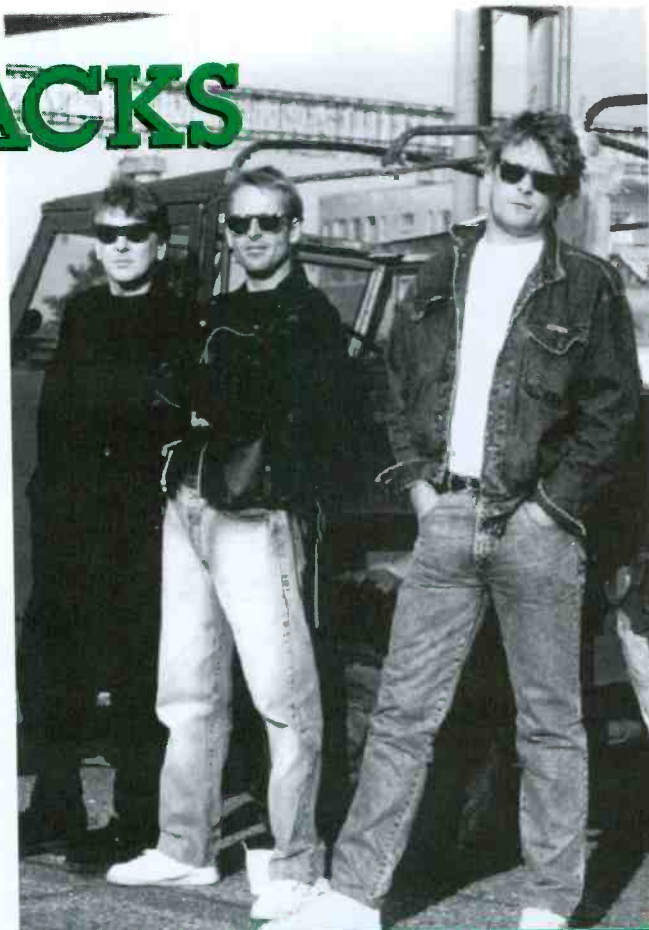
Billy Idol's talent for taking a song and making it unmistakably his own takes hold once again with his version of The Doors' "L.A. Woman." This historical song could become a classic twice, as it logs upward rotations in key cities like New York, Miami, Hartford and Dayton. Album sales nationally are still quite strong, especially in the California, Cincinnati, New York and Philly markets. Billy's appeal is as powerful as ever and Rock radio is just as enthused with "L.A. Woman" as they were with his #1 track "Cradle Of Love."

## MOTLEY CRUE

**"Same Ol' Situation (S.O.S.)"**

**(Elektra)**

"Unstoppable," "multidemo mass-appeal band" and "smash" are some of the comments being uttered from Rock radio programmers about this new track from the Crue. Between upward rotations, new adds, requests and their nationwide tour, Motley Crue sales will continue to go through the roof in the upcoming weeks. Every song off *Dr. Feelgood* has been enormous at Rock radio with "Same Ol' Situation" among the most added this week. *Dr. Feelgood* is by far their most popular album to date.



**BAD COMPANY**

## LITA FORD

**"Lisa" (Dreamland/RCA)**

She's proven herself as a multifaceted smash artist, and now Lita Ford's Rock radio base is lending its support to her latest track, "Lisa." This is Lita at her tender best, and this all daypart song is sure to be just the right catalyst to get the phones ringing and send album sales soaring. Lita's tribute to her mother is truly touching and will bring a tear into the eyes of daughters across the country. Don't miss out on this power ballad. It displays her talents to a wider, mainstream audience and should bring her the musical respect she deserves.

—Jackie Bodner

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



*Bruce Hornsby*



*Slaughter*



*Motley Crue*

# N40 ROCK TRACKS

(As Reported By The Album Network)

2W	LW	TW	Artist/Song	Label
2	2	1	JOHNNY VAN ZANT. Brickyard Road	Atlantic
3	3	2	JON BON JOVI. Blaze Of Glory	Mercury
1	1	3	ALLMAN BROTHERS. Good Clean Fun	Epic
4	4	4	CHEAP TRICK. Can't Stop	Epic
5	5	5	COLIN JAMES. Just Came Back	Virgin
7	6	6	BLACK CROWES. Twice As Hard	Def American
8	7	7	POISON. Unskinny Bop	Enigma/Capitol
11	8	8	WINGER. Can't Get Enuff	Atlantic
14	9	9	GUNS N' ROSES. Civil War	WB
19	12	10	R.E.O. SPEEDWAGON. Live It Up	Epic
D	17	11	ASIA. Days Like These	Geffen
10	10	12	SANTANA. Mother Earth	Columbia
D	25	13	BAD COMPANY. Boys Cry Tough	Atco
15	14	14	GENE LOVES JEZEBEL. Jealous	Geffen/Beggars
32	19	15	JEFF HEALEY. While My Guitar Gently Weeps	Arista
35	23	16	BRUCE HORNSBY. Night On The Town	RCA
12	11	17	JOHN HIATT. Child Of The Wild Blue Yonder	A&M
6	15	18	DAMN YANKEES. Come Again	WB
25	21	19	VIXEN. How Much Love	EMI
24	22	20	NELSON. Love And Affection	DGC
27	24	21	BILLY IDOL. L.A. Woman	Chrysalis
13	13	22	CONCRETE BLONDE. Joey	IRS
30	28	23	SLAUGHTER. Fly To Angels	Chrysalis
16	18	24	BRUCE HORNSBY. Across The River	RCA
18	16	25	GUNS N' ROSES. Knockin' On Heaven's Door	DGC
21	20	26	QUEENSRYCHE. Last Time In Paris	Elektra
36	31	27	THE RED HOUSE. Said A Prayer	SBK
37	34	28	ERIC JOHNSON. Cliffs Of Dover	Capitol
20	26	29	DON HENLEY. How Bad Do You Want It?	Geffen
38	35	30	MICHAEL PENN. Brave New World	RCA
29	29	31	JUDE COLE. Time For Letting Go	Reprise
9	27	32	AEROSMITH. Other Side	Geffen
33	33	33	FAITH NO MORE. Epic	Slash/Reprise
D	36	34	WORLD PARTY. Put The Message In The Box	Chrysalis/Ensign
34	32	35	MIDNIGHT OIL. King Of The Mountain	Columbia
DEBUT!		36	RATT. Lovin' You's A Dirty Job	Atlantic
DEBUT!		37	COMPANY OF WOLVES. Hangin' By A Thread	Mercury
DEBUT!		38	MOTLEY CRUE. Same Ol' Situation (S.O.S.)	Elektra
DEBUT!		39	CROSBY STILLS & NASH. If Anybody Had A Heart	Atlantic
DEBUT!		40	ROBERT PLANT. SSS&Q	Es Paranza/Atlantic

# ALTERNATIVE

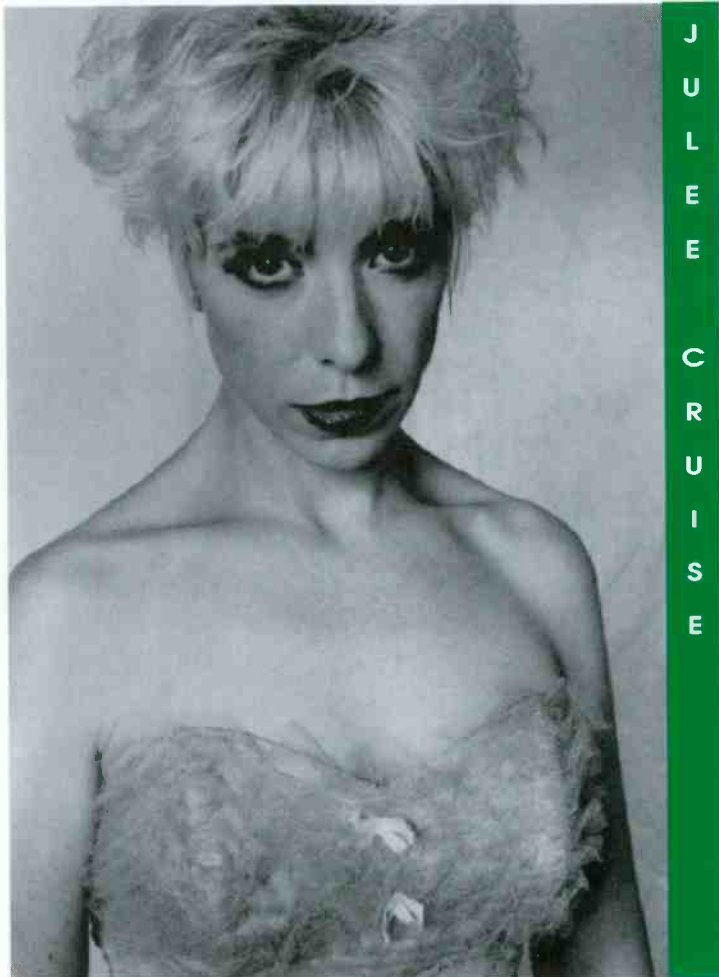
## JULEE CRUISE

**"Falling"**  
(Theme from 'Twin Peaks')  
(Warner Bros)

There's no denying the fact that Julee Cruise's career blossomed considerably upon the success of the TV show "Twin Peaks."

America's rapt attention to the show also brought into focus its theme song, Cruise's "Falling," which just so happens to be written and produced by the show's creator, David Lynch and his musical collaborator, Angelo Badalamenti. Cruise's feather light style

sparked serious airplay at Alternative radio, providing the impetus for Top 20 sales at national Alternative retail accounts. The hypnotic blend of the track's music and Cruise's aforementioned downy singing style is an unbeatable combination. All record promoters would love to have an opportunity like this for their debut artists. We hear there will be a new album from Julee sometime this fall, so get it while it's hot!



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## THE HEART THROBS

**"Dreamtime" (Elektra)**

By the second spin of The Heart Throbs' "Dreamtime," you'll understand the captivating vocal power of singer/guitarist Rose Carloti. The latest find from the people at Elektra, The Heart Throbs is a five-piece ensemble (including Rose's bass playing sister Rachael) which has weaved a magical, musical web at Alternative radio with this track. Providing the perfect balance in the mix, this sweetly seductive tune has earned a solid standing on the Alternative charts. Working with The Pixies' Gil Norton, Rose produced the track "I Wonder Why," also on

this debut Elektra LP, *Cleopatra Grip*. It's a surefire follow-up, which means we can expect major moves in our arena from this debut act.

## KATYDIDS

**"Lights Out (Read My Lips)"**  
(Reprise)

The Katydids are an English band fronted by San Diegoan Suzie Hug. Hug's sweet, clear vocals glisten on the radio and the Alternative format has been supporting their eponymously titled album since its release back in May. Catchy and compelling, we suggest the track "Lights Out (Read My Lips)" as an intro to the band. That "oh oh oh oh yeah" will stick with you long after the song's over. Extremely well-crafted songwriting and execution are the keys to The Katydids' magic, and a spin around the block with this one will convince you of that fact, pronto.

## CHARLATANS U.K.

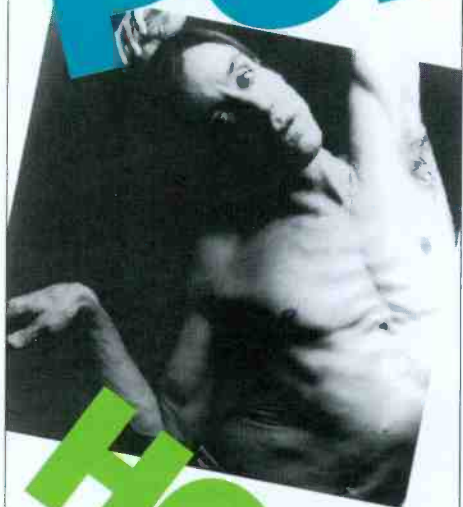
**"The Only One I Know"**  
(Beggars Banquet/RCA)

The Charlatans U.K. hail from the oh-so popular musical mecca of Manchester, England, and offer up a hypnotic blend of 60s influenced groove. You'll immediately pick up on the Deep Purple "Hush" vibe, but this ain't no retro thang. The aim is firmly on target for the 90s. Alternative radio will testify to its effect, as the single, "The Only One I Know," has risen up the charts quickly. And the considerable buzz created by import play and the English press didn't hurt a bit! We can only speculate on this band's longevity once the LP is released and The Charlatans arrive to tour America next year.

— Diane Tameecha

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

# IGGY POP



# HOMIE

KITS San Francisco 16-14\*

KROQ Los Angeles D-22\*

Alternative 7-5-3\*

Stress Rotation For 5 Weeks

Top Ten Retail Sales



# N40

# ALTERNATIVE

(As Reported By The Album Network)

2W	LW	TW	Artist/Song	Label
5	3	1	AZTEC CAMERA. Stray	Sire/Reprise
2	1	2	DAVID J. Songs From Another Season	Beggars Banquet/RCA
7	5	3	IGGY POP. Brick By Brick	Virgin
3	4	4	GENE LOVES JEZEBEL. Kiss Of Life	Geffen/Beggars
1	2	5	SONIC YOUTH. Goo	DGC
12	7	6	THE PIXIES. Bossanova	Elektra/4AD
9	9	7	RAILWAY CHILDREN. Native Place	Virgin
6	8	8	ULTRA VIVID SCENE. Joy: 1967-1990	4AD/Columbia
D	12	9	JANE'S ADDICTION. "Stop"	WB
14	10	10	DEVO. Smooth Noodle Maps	Enigma
10	11	11	WORLD PARTY. Goodbye Jumbo	Chrysalis/Ensign
4	6	12	CONCRETE BLONDE. Bloodletting	IRS
19	13	13	HAPPY MONDAYS. "Step On"	Elektra
38	30	14	SOUP DRAGONS. Lovegod	Big Life/Mercury
▶	DEBUT!	15	STONE ROSES. "One Love"	Silvertone/RCA
18	15	16	JOHN HIATT. Stolen Moments	A&M
27	21	17	CANDY FLIP. "Strawberry Fields Forever"	Atlantic
8	14	18	HOTHOUSE FLOWERS. Home	London/Polydor
21	19	19	REVENGE. One True Passion	Capitol
D	28	20	HEART THROBS. Cleopatra Grip	Elektra
D	24	21	CHARLATANS UK. "The Only One I Know"	Situation Two
24	18	22	KATYDIDS. Katydids	Reprise
20	27	23	PRETENDERS. Packed	Sire
13	16	24	JESUS JONES. Liquidizer	SBK
29	26	25	REAL LIFE. Lifetime	Curb
▶	DEBUT!	26	JELLYFISH. Bellybutton	Charisma
22	33	27	DEPECHE MODE. Violator	Sire/Reprise
25	29	28	MIDNIGHT OIL. Blue Sky Mining	Columbia
11	17	29	ADRIAN BELEW. Young Lions	Atlantic
15	20	30	STRANGLERS. 10	Epic
32	32	31	24-7 SPYZ. Gumbo Millenium	In-Effect
40	39	32	YO LA TENGO. Fakebook	Restless/Bar None
D	34	33	JAZZ BUTCHER. Cult Of Basement	Rough Trade
23	23	34	BREEDERS. Pod	4AD/Rough Trade
17	22	35	SOMETHING HAPPENS. Stuck Together	Charisma
35	35	36	MAZZY STAR. She Hangs Brightly	Rough Trade
D	37	37	DREAD ZEPPELIN. Un-Led-Ed	IRS
▶	DEBUT!	38	NEVILLE BROS. Brother's Keeper	A&M
37	36	39	THE ORIGIN. The Origin	Virgin
▶	DEBUT!	40	BOB MOULD. "It's Too Late"	Virgin

# Photo Finish



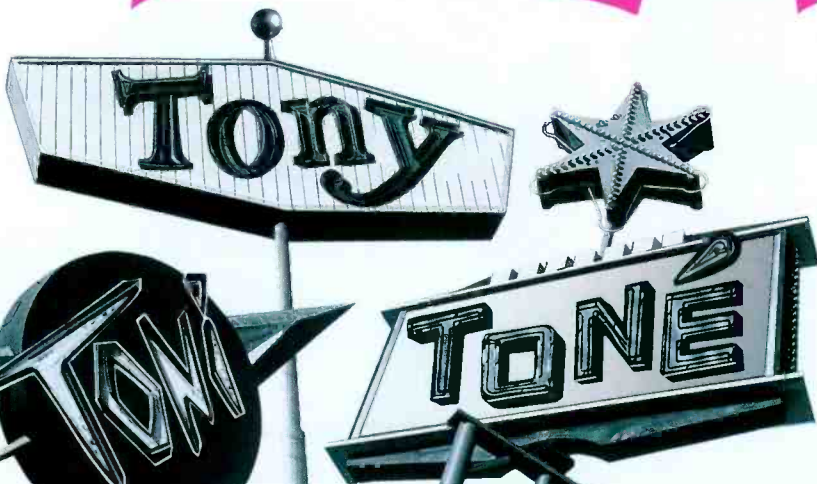
## ***Now that's what we call a personal autograph!***

*With true Southern hospitality, Austin's B-93 welcomes the Dallas Cowboys to their new training camp. KBTS News Director / Morning Show sidekick Debra Cole was captured on film in a somewhat compromising position with Dallas Cowboy quarterback Babe Laufenberg as he put his "John Hancock" on her bikini-clad body! Laufenberg, rumored to be a graduate of an acclaimed "navel" academy, is shown here making one of his reputable passes, **off** the field!*



# FEELS GOOD!

# FEELS HOT!!



"THE RECORD FEELS GREAT  
ON KMEL. IT'S HOT!"

Hosh Geurili-MD KMEL)

"BEST CROSSOVER BAND  
OF THE YEAR, 'IT FEELS  
GOOD' ON FM 102"

Andrea Pentrack-MD FM 102

"TONY! TONI! TONÉ!  
YEAH!! THE 12" IS HOT  
AND FEELS GREAT  
ON KROY"

Dan "Iceman" Walker-MD KROY

"TONY! TONI! TONÉ!  
CONTINUES TO BE ONE  
OF THE BEST SALES  
STORIES OF THE YEAR.  
MOMENTUM  
CONTINUES TO BUILD  
ON A GREAT RECORD."

Low Garret-VP Camelot Records

**"FEELS GOOD"**  
CD DIGIPAK  
AT CHR NOW!

Written, produced, arranged by  
Tony! Toni! Toné!

Executive Producer: Ed Eckstine

Management: Left Bank Management  
in association with

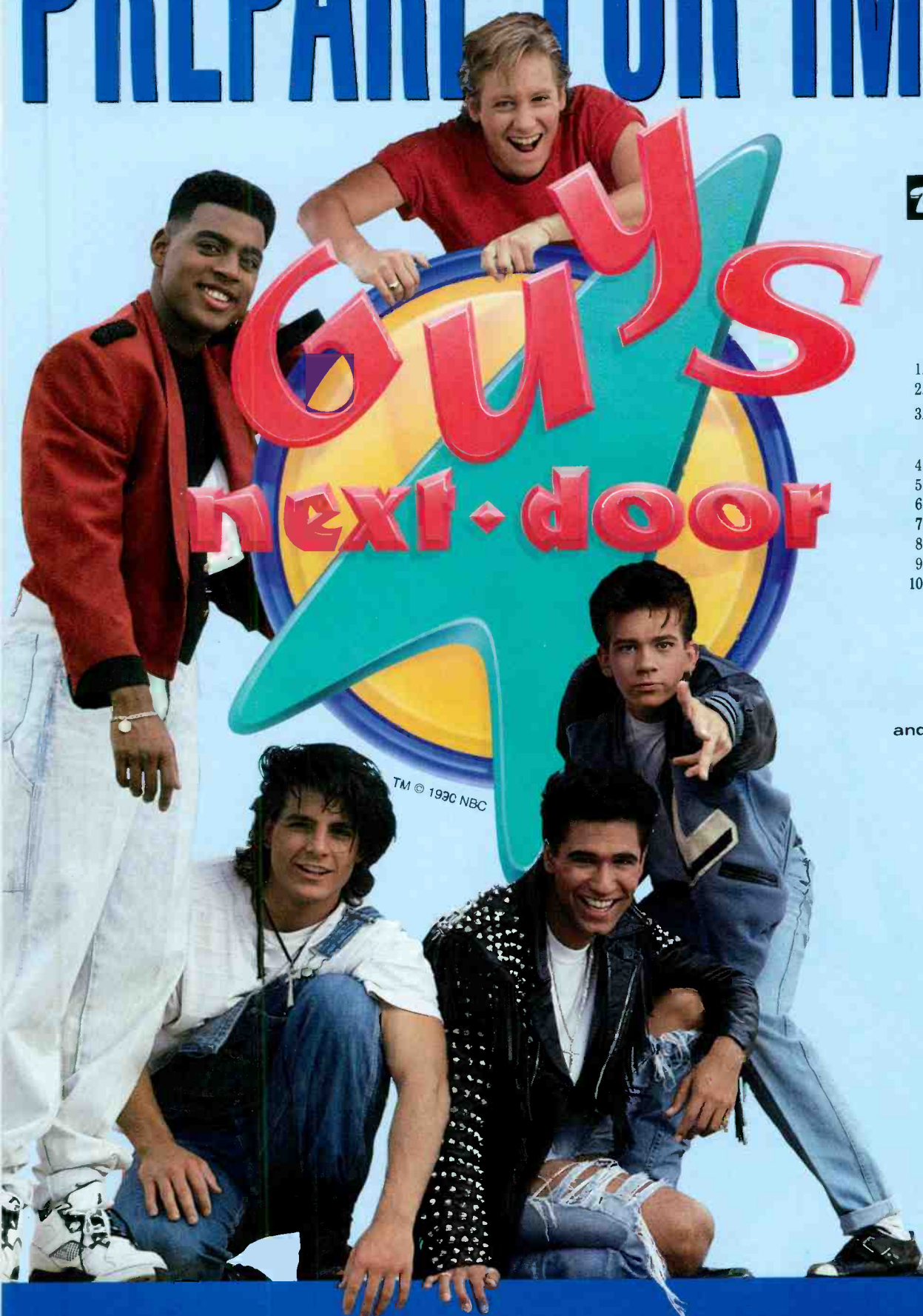
Delos, Inc. Carlos Stanfield

**WHEN YOU PLAY IT, SAY IT  
TONY! TONY! TONY!**

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# PREPARE FOR IMPACT



TM © 1990 NBC




IT ONLY TAKES ONE NIGHT!



1. Bell Biv DeVoe, Do Me
2. Jon Bon Jovi, Blaze Of Glory
3. GUYS NEXT DOOR, I WAS MADE FOR YOU
4. New Kids, Tonight
5. Gloria Estefan, Cuts Both Ways
6. Kyper, Tic-Tac-Toe
7. The Time, Jerk Out
8. Seiko/Wahlberg, The Right Combination
9. Glenn Medeiros, She Ain't Worth It
10. Poison, Unskinny Bop

"I Was Made For You," the hard-hitting debut single and video from the forthcoming SBK Records album *Guys Next Door*.

• **Guys Next Door** premiere in primetime on NBC  Monday August 27th at 8:30 p.m.

• **Guys Next Door** regularly scheduled NBC  series begins on Saturday morning September 8th 11:30 E.S.T., 10:30 C.S.T. and P.S.T.

• "I Was Made For You" Video world premieres Friday August 10th.

**I Was Made For You**

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