

CHUCK KNIGHT ♦ LISTEN WHILE YOU WORK ♦ RADIO SPIES

# THE NETWORK

FORTY



26

8/24/90

POISON

**A Hit Film.**

**A Gold Album.**

**A Smash Single.**

**This Is Heaven.**

© 1999 The David Geffen Company

# MARIA MCKEE

## “Show Me Heaven”

The New Geffen Single

Music from the

Motion Picture Soundtrack,

*DAYS OF  
Thunder*

on DGC Compact Discs,

Cassettes and Records.



# THE NETWORK *Inside*

ISSUE 26 AUGUST 24, 1990

**FORTY**™



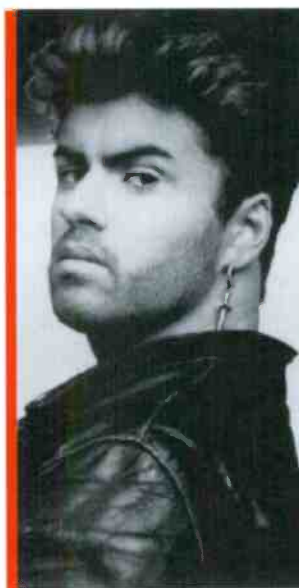
**THE BIZ** It's another week of major moves at records and radio. Less than one year ago, **Gerry DeFrancesco** (left) answered Gannett's corporate call to fill Steve Rivers' programming shoes at KIIS Los Angeles. After 12 months of solid trends, Gerry D. has resigned to join Pyramid Broadcasting at A/C WSNJ Philadelphia. Another Jerry (different spelling) Jerry Blair has been named National Director/Top 40 Singles Promotion at Columbia Records. All the details are in this week's Biz section of The Network Forty!

Here's a Top 40 music quiz. Can you name the modern day album that produced *six* #1 hits in a row? If you answered **George Michael's** 1988 album *Faith*, give yourself two share points. If you were one of the hundreds of Top 40 stations that added George's new release, give yourself another share point. Michael's new single, "Praying For Time," was, not surprisingly, the most added song of the week. If you were one of the few that didn't add it, deduct three share points. The only remaining question is this: How many #1 songs will the new album, *Listen Without Prejudice*, produce?

**TOP 40**



**CROSSOVER** When it rains, it pours! And this week there are severe flood warnings being generated from crossover hits at Rock radio. Just as Top 40 programmers were giving Rock its last rites, **Poison, Jon Bon Jovi** (above), Slaughter, Billy Idol, Winger, Motley Crue, London Quireboys and Vixen have all surfaced with massive mass appeal potential. No one covers all the formats that crossover into Top 40 land like The Network Forty!



## THE MUSIC MEETING

**INXS**  
**"Suicide Blonde"**  
 The all-ballet format is upset... they're the only ones who can't play the new INXS. (ATLANTIC)

**WARRANT**  
**"Cherry Pie"**  
 This song does for rock what Betty Crocker did for flaky crust. (COLUMBIA)

**ALIAS**  
**"More Than Words Can Say"**  
 Two Sheriffs with a Heart sing a few "Words," (aka three format hit). (EMI)

**MARIA MCKEE**  
**"Show Me Heaven"**  
 McKee unlocks her greatest song to date with help from "Thunder." (Geffen)

**BILLY IDOL**  
**"L.A. Woman"**  
 No longer idle between Idols, Billy opens the Door on this classic rocker. (CHRYSALIS)

**THE BOYS**  
**"Crazy"**  
 The latest chapter from the man who signed New Edition. (MOTOWN)

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

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Robert England

*Known as the "Concert Hotwire," Pollstar was created in 1982 as a weekly publication targeting concert promoters and booking agents exclusively. Today the publication reaches nearly everybody involved with live touring acts, and includes such seemingly offbeat subscribers as police departments and insurance companies. During the past few years, a growing number of radio stations have also subscribed to the magazine. The Network Forty's Robert England recently spoke with Pollstar editor Gary Bongiovanni about today's concert market.*

## POLLSTAR'S GARY BONGIOVANNI:

### Concert Business In The 90s

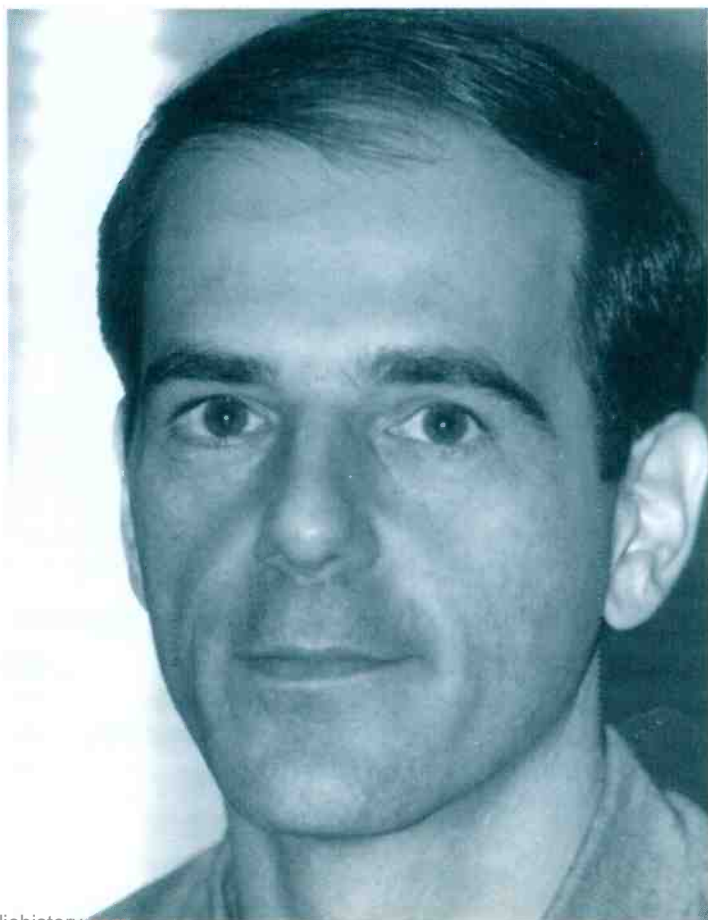
**The Network Forty:** Since you first started Pollstar eight years ago, what changes have you seen in the concert business?

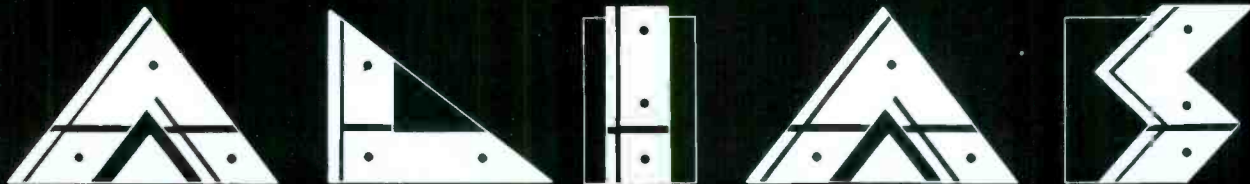
**Bongiovanni:** The business has become much more sophisticated, and the role of accountant is now more important. At one time, concert promoters would settle (business) with a road manager who maybe had a high school education and was lucky if he could add up the numbers. Today, you're battling with an accountant who will fight over every bill. In that sense, the business is much more sophisticated. The amounts of money involved are much greater in terms of potential profits and losses. In recent years, we've also seen greater involvement in the concert business on the part of corporate America. Not just in commercial sponsorships, but from the investment angle. For example, Labatts' involvement with The Rolling Stones and MCA's expansion in the concert arena, first with the Universal Amphitheatre and now Lakewood in Atlanta. The concert

business is over a billion dollars a year in terms of ticket sales, so it's not surprising that corporate America has realized it's not just a smalltimer's game being run in secondary markets. There is a lot of money out there! Another change we've seen in recent years is the increasingly narrow profit margin concert promoters have to face. It used to be that you could potentially make as much as 20% of the gross on a sellout. Those were fairly rare deals, but they did exist. Now promoters are asked to work for 5% potential profit while still taking 100% of the risk. I imagine that a lot of investment bankers would look at the nature of the business and tell people they're crazy, considering potential rewards versus the liabilities they incur along the way. In many cases, it's not the smartest investment decision.

**N40:** Does your company do any type of hands-on consulting for venues and/or concert promoters?

**GB:** We have the largest data base of box office information on concert acts available anywhere. I don't think there is any better source. All of the box office results we print are stored in our computer. If a promoter or radio station is thinking about getting in-





# "MORE THAN WORDS CAN SAY"

*"The most obvious hit ballad of this year...  
hot phones... retail interest and Top 5 female  
call-out after 2 weeks!"*

—BRIAN PHILLIPS, KDWB

*"'MORE THAN WORDS CAN SAY' blew our socks  
off after one listen. Started phones after one play!  
These former members of Sheriff and Heart  
still have the touch."*

—BOB LABORDE, KCPX

*"Glad we didn't have to wait another five years for  
this one. A classic smash ballad that has appeal  
across the board. This song is already there!"*

—DAN O'TOOLE, X100

*"An all demo smash!  
Great song to end the summer with. I love it!"*

—GARY MICHAELS, KISN

*"With the success of Sheriff's 'When I'm With You,'  
this band already has a track record with KPLZ.  
Our female listeners will absolutely love this song!"*

—CASEY KEATING, KPLZ

*"Enough hooks to land a 20 lb. bass — Outstanding!"*

—MASON DIXON, KX106



# "MORE THAN WORDS CAN SAY"

THE NEW SINGLE FROM THE ALBUM ALIAS

**N E E D   W E   S A Y   M O R E ?**

Produced by Freddy Curci, Steve DeMarchi and Rick Neigher Management: Left Bank Management

FROM



*“One of the biggest changes we’ve seen in the concert business in recent years has been the virtual disappearance of mid-level concert business; artists who work theaters... It’s a casualty of the economics of the business.”*

volved with a particular band and doesn’t really know what kind of business that act has been doing, we can run a report which gives them all the box office history we have on the band in chronological order. In that sense, we provide consulting services. But we don’t do specific consulting; we supply the tools and let them make the decisions. Gut reaction will always be an important part of the concert business.

**N40:** Regarding radio’s influence on developing acts, does lack of exposure on the air make it more difficult for new touring artists to fill venues?

**GB:** Absolutely. The development of new acts is really something concert promoters have been talking about for quite some time. Rock radio’s tight playlists have narrowed the potential exposure for new artists, and Classic Rock stations don’t really sell new product. MTV has helped to some degree, but even their reach is limited in the number of acts they can expose. The Rolling Stones can’t keep touring forever, and I keep wondering how long radio stations can keep playing Led Zeppelin songs! In a number of cases, we’ve seen promoters invest in a developing act only to lose money in the first, second or even third time the artist comes through their markets. When the act finally does hit, the potential profits may not offset the losses, even if the act is huge. Most stations want to be associated with tours like Phil Collins and Madonna; they want to be involved with the bigger, more established acts. You don’t see cutting edge radio stations get excited about a “Sleeze Beez Day.” They’re more concerned with David Bowie.

**N40:** In the last few years, attendance has fluctuated from rock bottom to sellout shows, with tickets running \$20 a seat and up. Why do you think this last quarter in particular produced the highest concert attendance numbers ever?

**GB:** A lot of major acts toured throughout the winter (89-90) months and did exceptional business because the marketplace was not extremely crowded at the time. Other acts realized that these artists did great business and noticed that they didn’t seem to

have any trouble getting the higher ticket prices. That’s why a lot more acts decided to go out on tour this summer, and the market became over saturated. I think we’re about to see a number of shows that don’t sellout; lots of half-houses and even less for some acts. People will still pay to see the superstars. But that might mean they won’t have enough money left to see someone else they might have liked to see. Even Janet Jackson isn’t selling out all her dates. Of course, when you deal with stadiums, it’s nothing to be ashamed of when you don’t sell the last few thousand tickets. But once you get below the superstar level, a lot of acts have trouble selling seats competing against (the big tickets). One of the biggest changes we’ve seen in the concert business in recent years is the virtual disappearance of mid-level concert business; artists who work theaters. We don’t see much of that anymore. It’s a casualty of the economics of the business.

**N40:** How do you feel about the issues of censorship and lip-synching legislation in relation to concert promotion?

**GB:** Legislators around the country seem to be quick to jump to legislative solutions to problems that can’t be legislated. The lip-synching legislation is a good example. It amazed me that they were going to fine concert promoters and ticket companies if an artist lip-synched a show. Ticket companies sell tickets two or three months before the date. They haven’t seen the show; they don’t know! Same for promoters. And to make concert promoters and ticket companies liable for fines boggles my mind. Their only solution to that problem would be to print disclaimers on every ticket. It’s scary the times we live in. Artists can be arrested for their stage shows...like The 2 Live Crew. As distasteful as their music might be, they have the right to be distasteful. I hope the industry will see this basic threat, pull together and to try and fight it before it’s too late. Because it won’t be too long before it hits someone else. Artistic censorship is going to have to be addressed by the industry. And soon.

# HOW TO RECOGNIZE A HIPPYCHICK.

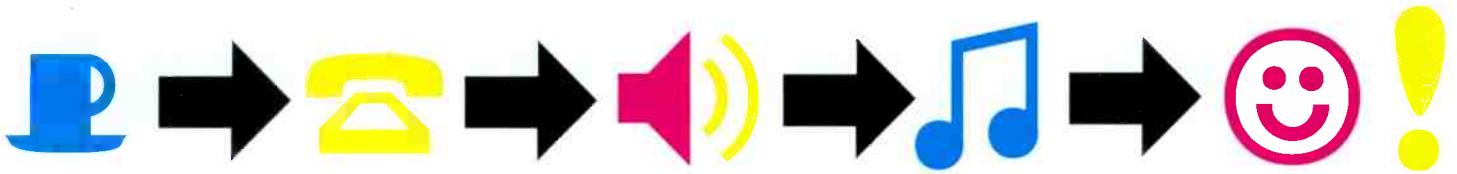


**“Hippychick”**

**The hot new single from SOHO. The #1 Import in America.  
#1 Requests in Detroit and Houston. Now available everywhere.**



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# INCREASING IN-OFFICE INTEREST

## Programming and Promotions for the Work Force

These days, just about every office in the country has a radio. And considering the concentration of listeners in each office, having the radio consistently set on your station's frequency is becoming more and more important. However, this time of the day is dominated by more formats than just Top 40, making in-office listening loyalty that much more difficult to attain...and maintain.

Does the face of Top 40 change with the angle of the sun? And how does a radio station keep the excitement and energy intrinsic to the format, and still hold on to in-office listeners without being intrusive?

This week, The Network Forty goes in search of promotions and programming features that will increase overall in-office listening, entertain those passives and attract the actives who have a chance to take advantage of the speed dial on their 20 line telephones! Program Directors Casey Keating, KPLZ Seattle and Drew Bentley, KQKQ Omaha offer their professional opinions on the subject, and suggest some ideas for promoting the office workers of America.

## Making The Most Of Middays

KPLZ's Casey Keating points out, "In-office listening is important for Top 40 because it specifically targets the 25+ audience. You've got them all in a nice, neat bundle, right there, ready to listen to your radio station. The office is where the majority of people 25+ are during the day. A station should take advantage of this and get these people to listen. It's tough for the Top 40 format to have high in-office listening, and research shows that it's getting tougher every year for Top 40 to compete with A/C. But whatever part of the pie we can get, we're definitely going to go after."

KQKQ's Drew Bentley comments, "Whether a Top 40 station can truly target a business office as an active listening place is the question. A/C stations have done so much strong positioning as 'the radio station everyone can agree on' that in an office, it's not what everyone likes, but what everyone can tolerate. That's not easy for a Top 40 station to compete with. However, lightening up during the day is not necessarily the key. If you lighten your sound too much to get the adult office listening, you take energy away from the station. And if you soften the presentation, you can damage the real core audience, the 18 to 34-year-old females who still want a little energy in what they're listening to. I have a liner running middays that says 'If you're not allowed to listen to KQKQ at work... QUIT!'"

"The dayparting we do in Top 40 allows us to reach the largest possible target audience at a given time of day," remarks Bentley, "Finding the hits for the most listeners available to you at any particular time is the only logical thing to do. At night, when you have mostly teens, you

ought to be rockin' out because that's the largest audience available to you. Middays, especially during the school year, the bulk of the audience potentially listening is people either at work or at home. Therefore, you should play music that's more appealing to them. That's what dayparting is all about as far as I'm concerned; it's not just to protect Motley Crue from being played middays. When I do take an energetic tune or one that might be questionable as far as the artist is concerned, I don't promote the song as much. A perfect example is Poison's 'Every Rose Has Its Thorn.' During middays, we don't make a big deal out of saying it's Poison because so many adult listeners attach a negative connotation to some bands' names, like Poison and Fine Young Cannibals, even though the tunes themselves are great and perfectly acceptable. If the average 25-34 middle-of-the-road adults are going to cringe when they hear a band's name, then why continuously tell them who it is? Get them to like the song first. Give them the title and *then* tell them who it is. Thus you maintain your energy during middays and the people who are hip to it already know the artist. That's tailoring to the attitude of the office listener while maintaining the Top 40 image of the station."

Casey Keating reiterates, "Musically, KPLZ is certainly a different radio station from 9 am to 3 pm than it is from 7 pm to 3 am. We know there are different audiences listening at different times of the day to the same station. We've found that most people in the office didn't really appreciate Guns N' Roses," Keating chuckles, "but they do like the new Johnny Gill, James Ingram and Breathe. We'll save the Jon Bon Jovi, Poison and Billy Idol for a little later in the day. However, we're still more



## Desiree Stich Schuon

cutting edge than any A/C station because of our contests, personalities and energy.”

Keating offers this advice, “To make an in-office listening promotion successful, the station should develop a relationship with that audience. Let them know that here’s a radio station that really appreciates the fact that they’ve taken the time to turn their radios on and listen. We convey the message that KPLZ is designed to cater to their needs, all day long. KPLZ got them out of bed and through the commute. Now we’re going to take good care of them all day long and on the drive home. We are a full-time part of their lifestyles, so we try to think like they do. They’re each a different person when they wake up than they are when they’re in the office or out playing at night. So KPLZ tries to be a different radio station to fit each and every one of those needs.”

### Good Office Listening Promotions

Drew Bentley generously shares this super promo experience, “One office promotion that works great at getting office listeners to be active is called ‘You Bet Your Desk.’ In this contest, office listeners send in their names and letters on business cards and letterhead stationery, and we pick one at random and send a station representative, unannounced of course, to the office. If the person drawn has the radio on and set on KQKQ when we arrive, we give the winner a package of prizes or cash. If the radio is not on, or isn’t set on our station, we get to take anything we want off their desks! They’re betting their desks that

they’ll have the radio on KQKQ when we come to visit. We don’t promote where we’re going to go, we just show up. And we’ve only caught people and taken something twice. The thought of a radio guy coming in and taking your typewriter is pretty funny. Not that we’d really claim something that significant, but the concept sounds great on-air.”



*“We tend to be an office foreground station rather than an office background station.”*

*-Casey Keating KPLZ*

Casey Keating states, “First of all, KPLZ makes sure to address the offices directly, letting them know that we know they’re there and do things targeted for them. Letting the audience know that there’s a radio station they can listen to and feel like they’re a part of makes a big difference; it gives them a reason to listen. Whenever a business calls us, we always go on-air and mention the name of the business and who’s there listening, and thank them for tuning into The Z at the office. This is good for the businesses too; gives them a plug. And we’re more than happy to do it. If they’ve got us on, we want to talk about it. We really try to turn it into a community thing, giving a family feel to it.”

“A popular feature Rick Hanson (midday personality) does daily is the ‘Inter-Office Memo,’” adds Keating, “In this promotion, a person at one office makes a statement or dedication to someone at another office, i.e., John over at Boeing would like to do some ‘inter-

facing’ with Mary at Safeway, which Rick reads on the air. These are fun things and have that Top 40 attitude. Shooting a message to their friends across town at other offices makes listeners feel like stars for getting their names on the air for a moment. And that’s what KPLZ aims to do with this promotion.”

“KPLZ also does a ‘Singles Night at the Mariners’ promotion that is strictly for offices,” Keating continues. “We do a drawing during middays to send ten or so offices to see a Mariners game on a Friday after work. It’s great when the Mariners play in the KingDome because it’s located right in the business district, making it convenient for the office listeners. KPLZ has a special singles section at the KingDome and Club KPLZ is set up so they can have drinks and hors d’oeuvres while mingling before the game. This is not something a typical A/C station would do. KPLZ shoots toward the really active, fun-loving workers.”

Keating concludes, “KPLZ is music intensive during middays and our contests are tailored for the office audience. As a Top 40, we tend to be an office foreground station, rather than an office background station. We can’t compete directly with A/C, and I don’t want to be an A/C station during middays. But I do want to be the one active radio station everyone can listen to in the office. Our music is very palatable, and we’re definitely foreground when we open that mike! Top 40 can’t be A/C, but we compete on our own terms.”



*“I have a liner running middays that says, ‘If you’re not allowed to listen to KQKQ at work... QUIT!’”*

*-Drew Bentley KQKQ*

# S N A P TURNS UP THE POWER!

## **“OOOPS UP”**

The hot follow-up single  
to their #1 Platinum hit  
“The Power.”

The next  
multi-format smash  
from their already GOLD  
debut album  
**WORLD POWER.**

MTV  
Out Of The Box  
Smash

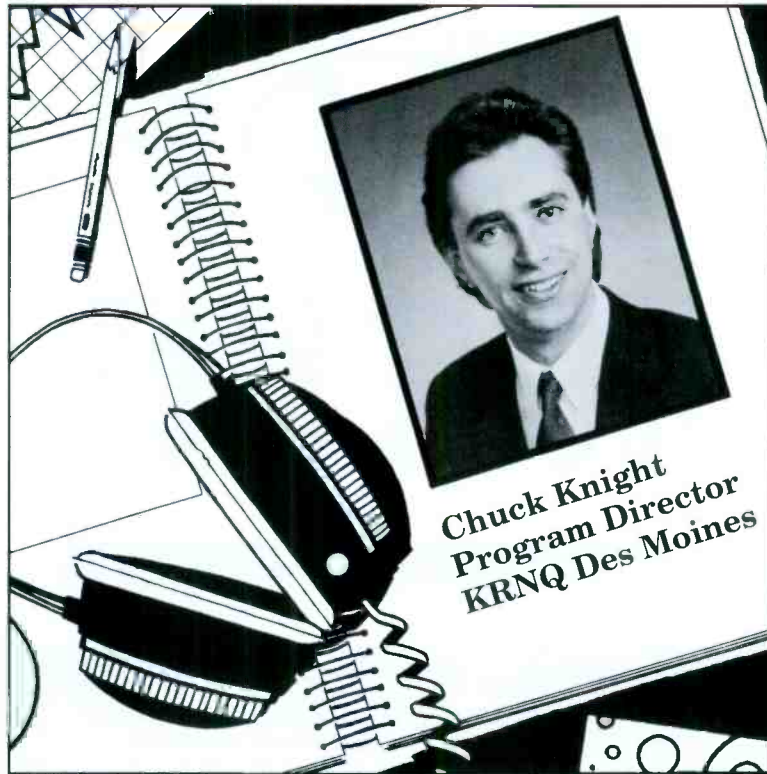
# N40 PROGRAMMER'S TEXTBOOK

**C**huck Knight has been programming Des Moines' KRNQ for the past four years. A seasoned pro originally from Sioux City, Chuck has also programmed WLXR in LaCrosse and KKRC in Sioux Falls. Chuck knows the trials and tribulations of daily life in the PD's office, and believes that what may be the same old situation to the boss may be a fairly new occurrence to the individuals who approach him. Keeping a cool head is Chuck's key to successful people management. Read on to see how Knight stands up to the pressures and the S.O.S.

Isolate any half hour of your life as a programmer and chances are, even during that brief length of time, you'll find you were asked one of the same old questions you've already answered time and time again. We can't be irritated by these inquiries, or by the people who make them. Instead we must use this as an opportunity to teach others about the visions of our radio stations. Don't put them off. If you calmly answer their questions, these people will take up less of your time fighting over them in the future.

## **You call this Top 40?**

A lot of times, I believe we get caught up in what the industry thinks Top 40 radio is, and therefore allow it to control our actions and vision. As programmers, we need to spend less time reading about what direction Top 40 radio is taking this week, and spend more time identifying what listeners expect out of our individual stations. It isn't a prerequisite for a programmer to be a mind reader. I haven't met one yet who is. No two



ways about it, we've got to ask our listeners probing and actionable questions. Their answers are our blueprints for focusing our stations to their needs and desires.

## **Man, you guys are too tight...**

Musically, KRNQ is a familiar, pop, adult female radio station. The record community will talk about KRNQ, WNCI, WKTI and WKRQ, as being the "tight" stations in the Midwest. I think "focused" is a better descriptive word. Our GMs and companies have given us the research tools to identify our audiences, and we are confidently programming to them. National charts shouldn't dictate too much to us as programmers. We must let our "informed ears" decide what is played on our stations. Fact is, each of these "tight" stations *will* be aggressive on a piece of product that is representative of its sound. The new Chicago, which is not happening nationally, is an example of KRNQ, WNCI and WKRQ. WNCI and WKTI

were two of the first stations on the new James Ingram. "Tight," whatever that subjective term means, maybe so. "Focused," *absolutely!*

## **Add the new one! That song's toast...**

True, playing a "burnt" record can be one of the worst things for our stations. But as a whole, the majority of Top 40 stations don't even come close to that problem. For the most part, national charts seem too fast to me. Maximize the value of each title. Again, we aren't mind readers, so research is the key. None of us throws away a great set of 50,000 mile Michelin tires after only 25,000 miles. Do the same thing with hit records.

## **I'm telling you, the song's a hit...**

No argument. But is it what your listener expects from your radio station or perceives your station to be? Today, request and retail research are secondary programming tools, and just not sophisticated enough for any of us to base the futures of our stations and careers on. Learn from your past victories. Even music mistakes can be positive, if you learn from them. If Alternative sounding records have never panned out for you, be confident enough to pass. You can deal with listener perception of your radio station in two ways: spend a huge amount of promotional dollars trying to change that perception or, assuming the perceived image you've created is good, live up to it. Remember, it's not our job to teach listeners what they should like, it's to give them what they want.

# ICE SCREAMS!



#### **CAROLYN ROBBINS—LOOKING FOR A JOB**

"I KNOW THAT YOU ARE ALL SICK AND TIRED OF HEARING ME TELL YOU ABOUT VANILLA ICE...WELL, HERE I GO AGAIN. THIS IS A #1 REQUESTED AND SALES RECORD, AND HAS PROVEN TO BE THAT WITH EVERYONE WHO HAS TESTED IT. HE IS PACKING THE CLUBS IN DALLAS. CONGRATULATIONS ICE AND KEEP ON "PLAYIN' THAT FUNKY MUSIC WHITE BOY." (B SIDE)

#### **LES GARLAND—VP PROGRAMMING, JUKEBOX NETWORK**

"HALF-A-MILLION CALLERS CAN'T BE WRONG WHEN VANILLA ICE WENT 14-10-4-2-1 IN NATIONAL REQUESTS ON THE JUKEBOX NETWORK!"

#### **KEITH NAFTALY—PD KMEL**

"VANILLA ICE TOOK ONLY ONE WEEKEND TO COMPLETELY EXPLODE IN NORTHERN CALIFORNIA. VERY INFECTIOUS, FUNKY GROOVE. LET'S BOOK HIM FOR SUMMER JAM 1991.

#### **BOBBY WEEKS—MUSIC PEOPLE, OAKLAND, CA**

"WE SOLD 200 PIECES IN 20 MINUTES."

#### **DAVE MORALES—HOT 95, JACKSON, MI**

"FRIGID ON THE PHONES AND SMOKIN' IN THE SALES...MY HOME-BOY 'V' DEFINITELY HAS THE GROOVE. IF YOU DON'T BELIEVE ME, CHECK OUT THE VIDEO, PLAY THE CUT ON THE AIR AND WATCH THE RESULTS. WORD TO YO' MUTHA!"

#### **BRIAN WHITE PD/ANDREA PENTRACK MD—FM 102, SACRAMENTO, CA**

"WE PUT THE RECORD ON AND WITHIN ONE DAY IT WAS #1 MOST REQUESTED. TWO WEEKS LATER IT'S HOLDING STRONG AT #1. THE HOOK IS SO STRONG THE PHONES WON'T STOP. BIG BUZZ ON THE STREET."

#### **JEFF McCARTNEY—KROY, SACRAMENTO, CA**

"#1 PHONES...BROKE OFF OF VIDEO JUKEBOX IN SACRAMENTO...THIS WILL BE THE NEXT MASS APPEAL 'BUST A MOVE' TYPE RECORD. I'LL BE PLAYING THIS RECORD IN MORNING DRIVE IN TWO WEEKS."

#### **ELROY SMITH—KJMZ, IRVING, TX**

"VANILLA ICE IS HOT! WE'VE GOT A REAL RECORD ON OUR HANDS. HE'S ONE OF OUR JAMMIN' ARTISTS AND HE PROVES IT BOTH ON VINYL AND ANY TIME HE PERFORMS."

#### **RICK "BIG DOG" HAYES—KTFM, SAN ANTONIO, TX**

"VANILLA ICE CHILLS THE SAN ANTONIO AIRWAVES WITH A FRESH NEW SOUND."



**VANILLA ICE. ICE ICE BABY. SMASH.**

PRODUCED BY VANILLA ICE

SBK Records



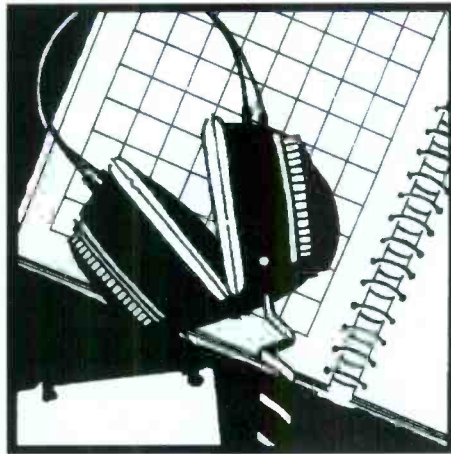
# N40 PROGRAMMER'S TEXTBOOK

## How long you gonna work here, anyway?

Make a commitment. As management or talent, we aren't going to get anywhere if we don't get involved deeply in our stations and commit the years it takes to understand and develop its product. I ask for a minimum two year commitment from everybody we hire. I think programmers need to commit for even longer. However, we can't make the station revolve around ourselves. We must be training our replacements. That's a big part of our jobs, and a big part of what our people want out of their jobs. If the place falls apart after we leave, it isn't a sign of how valuable we are, it's a sign of what extremely poor managers we were.

## My client needs a promotional idea by 3 o'clock...

Sales promotions used to be driven by the local buys. Nowadays every national buy needs one, too. How clients and agencies can place buys that don't effectively reach their target, simply for promotional stroking, is a mystery to a lot of us. We've allowed ourselves to be maneuvered into this, and long-term education seems to be the key to getting out of it. However, during the short-term clutter, look at it this way: each boom box in your sales conference room represents a promotion. You turn one boom box on and everybody can hear it fine. Two boxes on at once and they can still mentally separate sounds. Three on at a time and it's getting tough. Crank up four and all they hear is a jumbled mess. Listeners do the same thing with promotions. And let's face it, our listeners, our stations and our clients deserve better! Final reality tips: When calling to ask your peers if they've heard any good music lately, start asking if they've heard any good promotions. Also look into marrying two clients together on promotions not involving the station's call letters.



## Are you ready for our aircheck meeting?

Say yes. Spend time with your people. The more time you spend doing critiques, letting them know what's expected of them and getting their help on station projects, the better your relationships are. You'll find that the people you don't meet with on a regular basis feel disenfranchised and are usually the ones with the attitude problems. Constant contact will help ensure that a minor irritation doesn't become a major problem. If it does, don't lose your cool. Keep your voice down. Maybe even apologize, to keep the peace, for letting the situation escalate. Realize that as managers it's our job, not the employees' to aggressively seek out that constant communication. This may sound corny, but above all, be honest! If we don't use honesty as the foundation for our relationships—GMs, talent and record community—the first breeze to come along will topple the house.

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

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# INDECENT OBSESSION

## "Tell Me Something"

**These Adds Should Tell YOU Something!**

B-94 Pittsburgh      Q-102 Philadelphia      KWOD Sacramento  
 PRO-FM Providence      KCPX Salt Lake City      Plus 8 More!

**These Moves Are Really Something!**

Kiss 108 Boston 12-7\*      WKBQ St. Louis 12-10\*      TIC-FM Hartford 12-7\*  
 KSAQ San Antonio 13-9\*      KKBB Houston 19-16\*      Z-95 Chicago 25-19\*  
 KUBE Seattle 26-20\*      KKRZ Portland 27-22\*      Power Pig Tampa 33-25\*

**NETWORK 38-33-28\***

**\$ Multi Platinum Album In Australia!**

**CD Featured On CD TuneUp #26!**

**Medium Rotation!**

**Top 20 Club Action!**



# THE LIGHTNING SEEDS

## "All I Want"

**Early Believers!**

KIOC    WTHI    WPST    WHTO    KKHT    KQIZ    KMOK    KZOZ

**Warming Up!**

KSAQ    WKPE    WBNQ    KSKG    WYCR    WQEN

**\$ 39\* Retail Sales!**

**CD Featured On CD TuneUp #28!**

**The Follow-Up To The Top 40 Smash "Pure!"**

# GLENN MEDEIROS

## "All I'm Missing Is You"

**On Over 160 Top 40 Stations!**

**Not Missing Out Anymore!**

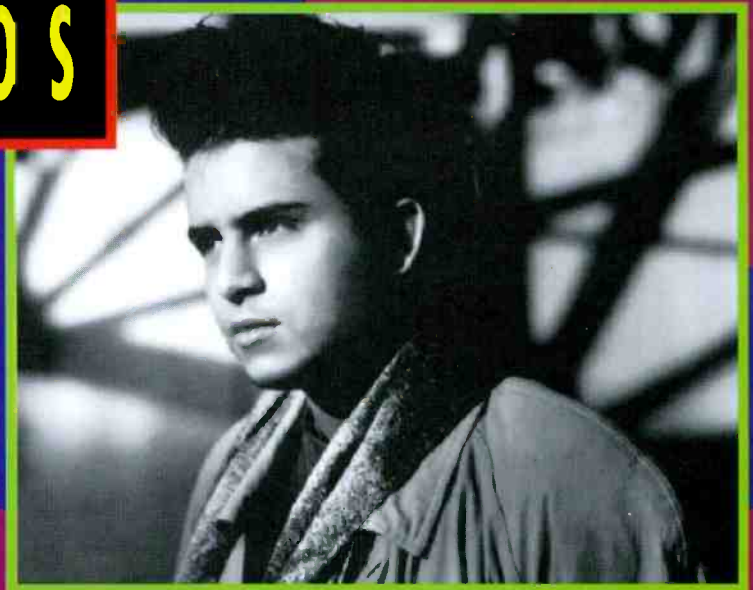
B-94 Pittsburgh      WZDU Boston      Z-95 Chicago      KIIS Los Angeles  
 WGH Norfolk      KKRD Wichita      KHFI Austin      WSSX Charleston  
 KBOS Fresno      KDDN Monterey      KZZU Spokane      Plus 11 More!

**Big Moves Nationwide!**

Kiss 108 Boston 31-26\*      KKFR Phoenix 33-25\*      WMJG Buffalo 20-18\*  
 PRO-FM Providence 33-28\*      Q-107 Washington 28-25\*      KHKT St. Louis 22-17\*  
 B-97 New Orleans 28-25\*      KRBE Houston 29-26\*

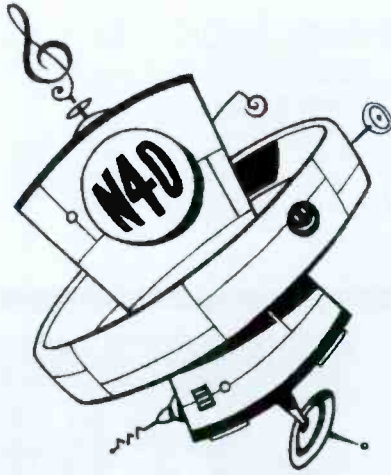
**Debut 39\***

**CD Featured On CD TuneUp #27!**



**MCA RECORDS**

# CONFERENCE CALL



## RADIO SPYING: KEEPING TABS ON THE COMPETITION

by Tom Jeffries

*A programmer never wants to be surprised by what the competition is doing. In order to be one step ahead, a programmer needs to know what is going on across the street, both musically and promotionally. How often should you listen? Is it important to show up at the competition's promotions? Do you attack "The Other Guys" on the air? Or is it better not to air anything at all about other stations, even when they're attacking you?*

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

Tom Parker, PD WGY  
Albany/Schenectady

Joe Dawson, PD WBXX Kalamazoo

Ray Kalusa, PD KWNZ Reno

### QUESTION #1

*The Network Forty: Which stations in your market are in direct competition with yours?*

**TOM:** Our Top 40 competition is WFLY (Fly 92). There are other stations in the marketplace that have had some success in our demos. I call them "the ants at the picnic. They don't eat much, but they're a pain in the ass." Listeners don't have the perception of format differences those of us in radio have. We share audiences with A/C stations as well as with Album stations.

**JOE:** WKFR. They were #1 before we came in and switched from A/C to Top 40.

**RAY:** KRZQ is Album Rock, KOZZ is Classic Rock, X-102 leans dance, and there's also KRNO. We concentrate 18-34 and share audience with all of these stations.

### QUESTION #2

*The Network Forty: How often do you monitor the competition?*

**TOM:** Enough to know what's going on over there. Promotions and music rotations are a must to know. I listen about twice a week. I think they probably monitor me more often. It makes more sense for a station that's on top to keep track of what the competition is doing. The top station is more defensive. I focus the staff on putting out the best product possible. They shouldn't be worrying about what the other stations are doing.

**JOE:** I have a weekend person who records nights on Monday and Tuesday, the afternoon shows on Wednesday, and the morning shows around town on Thursday. We get good infor-

mation weekly on rotations and the promotional efforts of the competition. I know what they're up to all the time.

**RAY:** I listen to all of them. I purposely don't have a cassette player in my car. This forces me to listen to be sure I know what's happening in the market. I have respect for every programmer in Reno. I don't listen to react to what they're doing, just to know what they're up to. I don't listen to counter-program, but I've heard of PDs who do.

### QUESTION #3

*The Network Forty: Do you ever attack or talk about another station on the air?*

**TOM:** Yes. But we're in the position to do it. If a station is on top it doesn't make much sense, but for a station that's growing and



**TOM PARKER**  
WGY ALBANY/SCHENECTADY  
*"You can see how effective a station is...by attending their promotions."*

needs to reposition the other guy, it makes perfect sense to go on the offensive. If you know what his weak points are, talk about them. Just be sure the points you attack really are weak. And if your station has

the same faults as the big guy, you should keep quiet. We've found in our research that some listeners won't tolerate it. They might deem it immature. We don't do it a lot, just in morning drive and late at night. The Album station talks about us. I welcome that! We're not the #1 station yet, so we can afford to be on the attack.

# LONDON QUIREBOYS



## “I Don't Love You Anymore”

*Already Top 10 In Ten Countries!*

☎ MAJOR PHONES IN ONE WEEK AT PIRATE RADIO (#3)!

KATM 30-22\* (Hot)

KFBQ 37-29\*

KGOT 36-32\*

KISR 35-29\*

KRZR 20-17\*

KTUX 39-35\*

*Capitol Records Will Break This Band!*

# DURAN DURAN

## “Violence Of Summer”

⊕ MOST ADDED FOR TWO STRAIGHT WEEKS!

Y-95 Dallas  
KRBE Houston  
WDFX Detroit

KISN Salt Lake City A-39\*

KEGL Dallas

KXYQ Portland

KPLZ Seattle

KUBE Seattle A-29\*

WEGX Philadelphia A-25\*

WPLJ New York

KSAQ San Antonio

Z-95 Chicago

*On Over 75 Top 40 Stations!*



☎ IMMEDIATE PHONES! ☑ MEDIUM ROTATION!

# WHISPERS

## “Innocent”

*Upper Demo Appeal With A Contemporary Sound!*

KRBE Houston 14-12\*

Hot 97.7 San Jose 18-16\*

KKBQ Houston 34-30\*

KMEL San Francisco 23-20\*

KS-104 Denver 22-19\*

KUBE Seattle D-27\*

Q-102 Philadelphia 23-20\*

Kiss 108 Boston D-35\*

☑ 3-1\* URBAN JAMS! 💰 OVER 250,000 ALBUMS SOLD!

*Starting To Kick In Now!*



# MELLOW MAN ACE

## “If You Were Mine”

*A Killer “Mellow” Groove Follow Up To Ace’s Top 15 SMASH!*

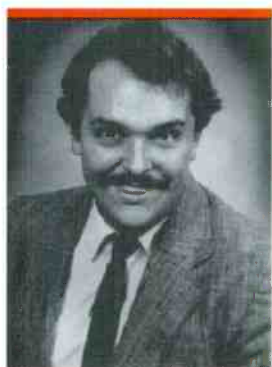
💰 ALBUM APPROACHING GOLD!

*On Your Desk And Ready For Adds!*





# CONFERENCE CALL



**JOE DAWSON**  
**WBXX KALAMAZOO**  
*"I know what they (the competition) are up to all the time."*

**JOE:** When we first came on the air with the new format, we were on the attack. Now that we're number #1, I won't talk about the competition at all. We went from last place to first, from a 2.3 to a 15

share! They went down to a 10 share. Once you're the top dog, knock it off. In my opinion, the only station in our market is B-95. Our competition is attacking us now! And we don't respond.

**RAY:** We never attack on the air. I don't want to acknowledge the existence of any other station. We've been attacked by a station or two, but I don't respond to any verbal attacks. We're #1 and don't need to increase their cume.

## QUESTION #4

*The Network Forty: Do you or any of your staff show up at the competition's promotions?*

**TOM:** You can see how effective a station is on the street by attending promotions. I think it's beneficial to find their weaknesses in how they are accepted by the audience. Many things can be learned, whether you show up on the sly or in your station vehicle. I've found our personalities are stronger. They're more clever than the other guys. Our jocks handle outside promotions better. If the other radio station is handing out a simple

bumper sticker to the listeners, we'll trade them that bumper sticker for something of greater value. You can only get into that kind of one-upmanship if you can afford to keep beating the competition at that game. If you want to spend some money, you can make a more positive impression on the listeners than the other guy. Make him look cheap and small. But don't attack this way unless you have a bigger gun!

**JOE:** I Hear what they're doing and I know where they're going. We've done all of their promotions before. If the situation changes, I'd check them out, but they're easy to figure out.



**RAY KALUSA**  
**KWNZ RENO**  
*"I don't listen to counter-program, but I've heard of PDs who do."*

**RAY:** I attend competing stations' promotions from time to time. It gives me information on how that station handles a crowd, and what kind of people are showing up for that station's events.

## QUESTION #5

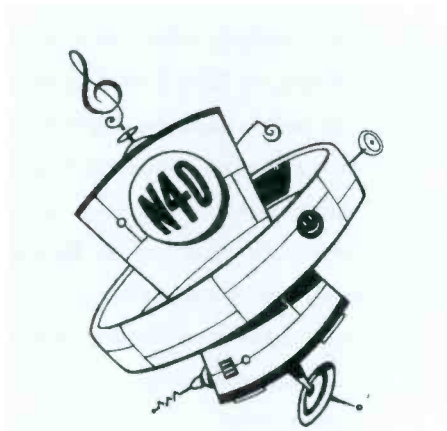
*The Network Forty: What are your goals for the Fall book?*

**TOM:** To gain 18-34, especially in women. The 12+ bragging rights are worthless to the bottom line. I'm shooting for a 3 share increase in the 18-34 demo for the Fall.

**JOE:** To maintain our dominance and expand. I'm going to promote with cash. We'll be attacking their weak points and gaining some more audience. We've got them from the "womb to the tomb." I think we can grab a few more shares.

**RAY:** The GM asked me what changes I thought should be made for the Fall book the other day. I reached over his desk and said, "Here's what we do," then I moved a magazine on his desk a couple of inches. He laughed and agreed. We're not going to do anything different. How many other stations would love to say that they're 8 points ahead of everyone in the Birch, and tied for #1 in the Arbitron? My goal is to open some bottles of champagne I have on the shelf to celebrate a 15 share in the Arbitron. I do have a bottle of Funky Cold Medina to drink if we should fall short. But I want the champagne!

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



# POISON

Contrary to what the name implies, Poison ain't nothin' but a good time. There is nothing dark or mysterious about Bret Michaels, C.C. DeVille, Bobby Dall and Rikki Rocket. They're just four good friends who enjoy making music together. Bret Michaels took some time out of his busy schedule to discuss the band and their music with The Network Forty.

There are no hidden messages in their songs, and the music on Poison's three highly successful albums is simply about some personal life experiences the group feels mirror those of their listeners. Poison is a group of real guys making music for real people. And so far, they've been pretty good at it.

As Bret puts it, "I think the key to our success comes from a couple of things. Most importantly, our band started out as a friendship, not a business deal. And that's what has kept us together through everything. For example, when I look at Rikki I don't say to myself, 'Wow, it's Rikki Rocket, superstar drummer!' He's just my buddy Rikki, the guy I've been friends with since we were 16. The friendship thing has kept us together because there's no egomania involved. This helps us to deal with other people, fans for instance, in the same way. You know, in this business it can become an 'us and them' sort of thing. Because of our background and attitudes, it's just not like that with us. Our fans are real people to us; people who like our music. And our

attitude makes us more real to them. They can relate to us as just regular folks, too."

The music on *Look What The Cat Dragged In*, *Open Up And Say...Ahh!* and *Flesh & Blood* confirms the group's image as "just regular guys." "Our music doesn't deal with dungeons and dragons or landings from Mars or subjects like that," remarks Bret, "Our lyrics have always been pretty basic. They deal with everyday life experiences. There are no hidden messages. You aren't going to hear anything weird if you play our records backwards! I'll tell you what I think is the best thing about our band; we weren't born the world's most talented musicians! We're just four regular guys who have a lot of determination, ambition and willingness to work hard. That's what makes Poison work."

Obviously, Poison's hard work and determination have paid off, for both the band and their label, Capitol Records. The results can be heard on every one of their three albums. "It's been an ongoing learning experience for all of us, and I think that's what it should be. If you're not learning, you're not growing. If you start regressing instead of progressing, it's time to get out of this business."

One technical element that separates Poison from other groups is that each of their three albums was produced by a different individual. Bret explains this



strategy, "Our music is written over a period of time. We don't ever get a producer involved until (the songs) are complete and ready to record. Then we present the finished material to whomever we've selected as producer and ask what kinds of sounds they think are important, what should we add here, what kinds of harmonies can we try over this riff. Working with a producer in this way makes us feel like the music is still ours. We take an active part in what goes on in the studio. It's a merging of ideas between ourselves and someone who's on a more technical musical level. Using a different producer for each album brings something different out of us as a band. It's almost like we want to prove something to him, and in the process we end up giving something brand new to our audience that maybe we didn't give them before. Working with a new producer, like starting a new job, also tends to make you work a little harder."

**W**ill Poison continue to search out new producers for each new endeavor? "I hope so. We just finished producing four more tracks that didn't go on *Flesh & Blood* by ourselves. We brought in two kids who are just starting their careers as engineers and recorded these songs for a live album that'll come out next year. We haven't yet decided who we want to mix it, but we'd like to get Mike Frasier or Bo Hill to come in and work on it. We want to get some different feedback from different peo-

ple. This was our first shot at producing ourselves, and it was an interesting experience. The weirdest part about it was deciding who calls who to schedule studio time. The producer usually handles that sort of thing. But there were four of us producing, so it got a little confusing! Producing takes a lot of organization. When it's your material and your production, there is no middle man. There's no one telling you how they want your music to sound. But we wrote this stuff, and we knew what we wanted it to sound like. It was very gratifying."

**P**oison's success began with their bonds to one another as people, not as business partners. The other key element is their attitude toward music itself. The band has a deep, heartfelt love and appreciation for the art form. "I've got one thing to say about music," Bret reflects, "whether it's jazz, classical, country/western, whatever, music is freedom. To me, rock 'n roll is the best because it's the bastard son of all these forms of music. It gives me the freedom to do what I want to do, that's the beauty of it. Music fills a gap in a person's life, no matter what kind of music it is. Sometimes it's harder to write a good-time song than it is to write a ballad, because in this day and age it's harder to make people smile and have a good time. That's what life is all about; you work hard so you can play hard, no matter what you do for a living. A lot of critics dismiss some of our music as fluff. Well, if writing fun music is a crime, then I'm guilty!"

# N40 EAR TO THE STR

Compiled by Diana Atchley



## COULD THIS BE LOVE?

Every picture tells a story...but we're not quite sure what the story on this one is! In this photo-op, we have (L-R) Seduction's Sinoa, Hot 97 MD Kevin McCabe, Seduction's April, Hot 97 PD Joel Salkowitz and Seduction's Michelle. You'll notice that McCabe's left hand is nowhere in sight. So how 'bout that look on April's face? You'll have to use your imagination.

## PETROLEUM TAKEOVER SITUATION...

This is a station takeover! Gas station, that is. Oklahoma City's KJ-103 announced that they were gonna take over an existing station. Curious listeners flooded KJ's phone lines trying to find out what station it was. The following morning, Danny Douglas and the Morning Crew announced the station: the Texaco Red Carpet Car Wash, where KJ-103 air personalities pumped free gas for one solid hour. These hopeful drivers got in line just in time to get pumped up.



## HOW 'BOU'T A ROLL IN THE HAY?

Look at all those 93Q T-shirts! They're the lucky qualifiers in 93Q's "Roll In The Hay" promotion held last month at the Lucas County Fair. Nothing smutty about this promo stunt. These listeners were after cold, hard cash! 93Q staff members buried three needles in a haystack, one worth \$500 and two worth \$100 each. We doubt there was any splendor in the grass at this event...not with those stakes!

# MEET

## WHAT'S WRONG WITH THIS PICTURE?

*Well, for starters, we've never heard of a hurricane in Idaho. And why would you call a Music Director for information? In reality, this is one of those avant-garde record company promotions devised to get attention...and adds! LPR Tony Davis of Enigma Records placed this ad in the Sunday and Monday editions of Lewiston, Idaho's local paper. KMOK MD Kevin Chase was inundated with calls (150 were logged on Monday alone!) ranging from curiosity to panic. It worked. Hurricane's "Next To You" is now playing at KMOK, and Kevin Chase has recommended a big raise for Tony Davis.*

**HURRICANE  
WARNING**  
*In Effect For Lewiston, Idaho*

CALL THE HURRICANE TRACKING CENTER  
KMOK - 746-5665  
ASK FOR KEVIN CHASE



## SEARS CATALOG MALE MODEL SEARCH IN PORTLAND

There's plenty of talent to choose from here! After the photo sessions, these fine examples of male pulchritude enjoyed a star-studded evening at G98's first annual listener party. The guest list included Jude Cole, Perfect Gentlemen, Louie Louie, Adam Ant, Sweet Sensation, Go West, Laura Branigan and every record wiz in the Northeast. Here's Jude Cole (far right) taking a poke at industry mavens (L-R) Atlantic's Joe Ianello, Lenny "Lucifer" Collins of Epic, Reprise's Andrew Govatsos, Carl Strube of Critique, Warner Bros'. George Skaubitis, and (seated in front) G98's Chuck Morgan and PD JR Randall. Sadly, Sears rejected the entire group. Seems they refused to admit one of them was wearing a toupee. Some secrets are hard to keep!

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

### 'TIS THE SEASON!

The big move of the week is GERRY DEFRANCESCO's departure from KIIS-FM LOS ANGELES. Destination: PYRAMID's WSNI PHILADELPHIA! How long will the format remain lite A/C with GERRY D. in the driver's seat?

Speaking of "LOST" ANGELES, BALTAZAR has left PIRATE RADIO. Originally brought aboard for nights, he never saw the light of day, only swing and weekend shifts. Call him at (213) 473-3987.

JIM MORALES has resigned as MUSIC DIRECTOR of KKFR PHOENIX. JIM can be reached at (602) 491-8681. In another move, PACO LOPEZ is upped to APD at the station and will handle music duties till further notice!

MIKE BLAKEMORE, formerly of KFMQ LINCOLN, joins WKTI MILWAUKEE as APD.

JIM SCOTT exits KNIN WICHITA FALLS after an extremely short tenure as PROGRAM DIRECTOR. Market vet J.J. MCKAY assumes PD duties.

STU SMOKE leaves his PD position at KIKX COLORADO Springs to return to KQIZ AMARILLO in the same capacity.

Z-103 TALLAHASSEE PROGRAM DIRECTOR BRIAN DOUGLAS has resigned for new PD stripes at WJMH GREENSBORO.

95XXX BURLINGTON MUSIC DIRECTOR J.J. REILLY is out due to "philosophical differences." ROB DAWES steps into the MD slot.

### PROMO-TION

The official announcement will be made at the WEA CONVENTION in SAN FRANCISCO over the weekend. JOE IANELLO will become VP/NATIONAL TOP 40 PROMOTION for ATLANTIC RECORDS. Congratulations to one of the top pros in the business on this well deserved promotion!

### OUR FEATURE ATTRACTION

Check out INCREASING IN-OFFICE INTEREST, another timely feature, this week in THE NETWORK FORTY!

## KIIS HIM GOODBYE!

**DEFRANCESCO EXITS, HEADING TO PHILLY**

Gerry DeFrancesco is again exiting the KIIS-FM stable. As PD and VP/Programming of the Gannett station from 1980-86, DeFrancesco was a leading factor in the station's monumental success through those years. For the past year, DeFrancesco has again been at the helm of the Los Angeles powerhouse, and again the trends have never looked stronger. But now, a new career opportunity has come his way, and he's ready to move on.

Not only is DeFrancesco exiting KIIS, he is also exiting the Gannett chain that he has been with for over a decade. DeFrancesco is heading home, to his native Philadelphia, where he will take over the helm of WSNI, an Adult Contemporary station, as Vice President/Operations Manager.



Now come the questions! Has DeFrancesco been brought in to move WSNI Top 40? Will WSNI's parent company, Pyramid, give DeFrancesco some group power? Who will replace DeFrancesco at KIIS?

Philadelphia already has two Top 40 stations, the dance-oriented, EZ Communications-owned WIOQ and the mainstream-oriented, Malrite-owned WEGX, suggesting that a format switch may not be im-

mediate. However, Pyramid has had strong Top 40 success in both Boston and Rochester with WXKS and WPXY respectively. Furthermore, when DeFrancesco was with Gannett's Tampa stations, WDAE and WUSA, he was programming an A/C station, so he is not unfamiliar with the format.

The rumor mill is hot and heavy with replacements for DeFrancesco, among the front runners is KCMO Kansas City's Dene Hallam, who was a top candidate for the position after Steve Rivers exited in 1989. Will he get the nod this time? Other names being mentioned are KKBQ's Bill Richards and even Steve Rivers' name has come up, although he seems to be quite happy with the Boston climate these days.

### JERRY BLAIR UPPED TO COLUMBIA NATIONAL DIRECTOR/ TOP 40 SINGLES PROMOTION



Columbia Records Vice President/Promotion Burt Baumgartner has announced the promotion of Jerry Blair to the position of National Director/Top 40 Singles Promotion. In this new position, Blair

will be working on a national basis with Top 40 radio stations at all levels, with the emphasis on obtaining and maximizing airplay for Columbia releases. Blair will also be coordinating, with the Columbia field staff, new and innovative methods of bringing the label's music to the forefront of radio.

Most recently, Blair was Columbia's Local Promotion Manager in New England. Blair began his career with CBS Records, in New England, as College Marketing and Promotion Rep in 1983. In 1986, Blair moved to Chrysalis Records, before re-joining Columbia in 1988.

Baumgartner notes, "Jerry's energy, enthusiasm

and creativity, combined with a passion for the music, contribute to his role as an integral part of our national team."

Also at Columbia this week, Jerry Lembo is promoted from National Director/Top 40 Singles Promotion to his new post as National Director/A/C Promotion, also reporting to Baumgartner.

### MILLER AND GOODMAN GAIN RCA VP STRIPES

RCA Records newly-named President Joe Galante has announced the promotion of Randy Goodman to the position of Vice President/Product Development. In turn, Goodman has announced the promotion of Randy Miller to the position of Vice President/Artist Development.

Goodman is a nine year RCA veteran, who most recently worked with Galante at RCA Nashville as Vice President/Promotion & Product Development. In this new role, Goodman will oversee all of the artist development areas as well as the day to day operations of the Sales department and its field staff.

In announcing Goodman, Joe Galante notes, "Randy has the leadership qualities and managerial skills that make him uniquely qualified for this position. He understands how to focus in on challenges and apply all his energy in order to reach the goal."

Miller, who was most recently VP/Product Management, will be relocating from Los Angeles to New York in September, and his new responsibilities will include overseeing the product management, creative, advertising and video areas of the company.

Miller comments, "I am very excited about the new direction RCA will be taking under Joe and Randy. I've always enjoyed dealing with them and this new position gives me the opportunity to work with them up close. This should be a very rewarding time here at RCA."

## STILL HOME FOR HOT REPORTS

### ➤ MOST ADDED THIS WEEK!

KDWB Minneapolis  
KSAQ San Antonio  
KPLZ Seattle  
WGH Norfolk  
WRQN Toledo  
WHHY Montgomery  
KZZU Spokane  
KATM Colorado Springs

📺 38-28\* ALBUM TRACKS!

📺 EXCLUSIVE ROTATION!

📺 "DR. FEELGOOD" IS NEAR 4 MILLION!



**MÖTLEY CRÜE**  
"Same Ol' Situation (S.O.S.)"  
the new single and video from the TRIPLE PLATINUM album *DR. FEELGOOD*



**DEEE-LITE**  
"Groove Is In The Heart"  
the first single and video from the debut album *WORLD CLIQUE*



**HAPPY MONDAYS**  
"Step On"  
the single and video from the album *HALLELUJAH*

## MOBILE MEDICINE OUTMODED

**house call** \hans kol \n. (1743) 1: home visit made by physician from the days when *accommodating doctor* was not an oxymoron. 2: shrill sound emitted by mothers to invite frolicking children inside for dinner. 3: yet another striking example of a service in everyday use in 1950, now largely obsolete.

**NEW!**  
Hot 97 New York  
KMEL San Francisco  
KROY Sacramento

📺 TOP 15 AT ALTERNATIVE RADIO!

**NOW READY FOR TOP 40 ADDS!**

📺 YO! MTV RAPS!

📺 TOP 10 NATIONAL 12-INCH SALES!

📺 #1 CLUB ACTION!



Healing for your hearing...on,  
Elektra cassettes, compact discs  
and records.

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

The answers to last week's riddles: 1. Josh White 2. Phil Ochs 3. Incredible String Band

RIDDLES OF  
THE RUBAIYAT

# MUSIC MEETING



**Maria McKee**

## **WARRANT**

**"Cherry Pie"**

**(Columbia)**

When we last heard from this L.A. quintet, they were dividing their time between mass-appeal ballads like "Heaven" and tongue-in-cheek rockers like "Down Boys." Breaking out of the L.A. club scene, the fliers these guys used to tack all over telephone poles featured Hollywood's finest girls touting slightly provocative slogans. This not only kept the clubs packed and paved the way for their record deal, it also set the stage for their first album, *Dirty Rotten Filthy Stinking Rich*, and this latest slice of life, "Cherry

Pie." A tribute to America, and a wide variety of its pastimes, this is a classically performed double entendre. So put a car in every garage, two chickens in every pot, and this thunderous rocker on the air. Featured on Network Forty's CD TuneUp #28.

## **ALIAS**

**"More Than Words Can Say" (EMI)**

Featuring two members of the Canadian group Sheriff (which had the breakthrough #1 hit "When I'm With You") and three members of the original Heart line-up, Alias is five veteran rockers with endless songwriting and production prowess who have already gone Top 20 at Rock radio with their debut track, "Haunted Heart." Now re-established at their base, the label is releasing this three format single from their debut album. With vocals and style reminiscent of "When I'm With You," this song has a built-in air of familiarity. A great love ballad with a perfectly orchestrated pop sound.

## **MARIA MCKEE**

**"Show Me Heaven" (Geffen)**

For the last half decade, the local rock press in Los Angeles has been touting the merits of the beautiful Maria McKee and her former band, Lone Justice. She's received so much press, in fact, you'd think she would have surpassed the Beatles by now in overall sales. She has a tremendous voice and stage presence, but despite several brave attempts, Maria was simply never handed the perfect song. Until now. With the film and DGC soundtrack *Days Of Thunder* providing the momentum, McKee's vocals are strong enough to make this one of the most memorable ballads of the year. Before you even get to the chorus, you know this is the kind of heart warming song that can't miss bringing in across the board demos come weekly music research time. If you missed the film, don't worry. If you didn't like McKee's past work, forget it. This is one of those magic moments when everything falls perfectly into place, and you'll realize it with one listen.

## **BILLY IDOL**

**"L.A. Woman" (Chrysalis)**

He's never been exactly what you'd call particular about women in the past, but this L.A. native gives his snarling endorsement to the women of his hometown in this gutsy Doors cover. Several programmers who surged "Cradle Of Love" up their charts so fast they found themselves idle without Idol, put this track on to immediate Top 5 request action. While The Doors' "L.A. Woman" never made it to the charts, no one could match Jim Morrison's dark and driving approach. But Idol is his own enigma, and this track fits his style so perfectly, that when he growls and howls, you know it comes as naturally to him as breathing. Now recovered from his motorcycle accident, Idol has just taken to the road for the first time in years, beginning his

## **INXS**

**"Suicide Blonde" (Atlantic)**

People have been dancing to rock 'n roll since Chubby Checker gave us "The Twist" and The Rolling Stones said "Dance Little Sister." So it's really not that heart stopping to consider INXS' blend of rock and rhythm some 30 years later. But in 1986, when Top 40 radio was dividing into Rock and Dance factions, this Australian sextet came along with what radio needed to melt the growing musical cold war. Ever since, INXS has held tight to its Rock and Alternative roots, showing Top 40 radio that housewives and executives still enjoy a guitar every now and then, yet still managing to keep the dance floors packed. "Suicide Blonde" will make the ultimate kamikaze strike at radio this week, with most added honors at Top 40, Rock and Alternative radio just the preface to Top 10 club play. If you can't play this, you must be programming polka.



extensive North American tour in Montreal. One of the first rockers to help define 80s music, his original fans are now in their 20s and 30s, as a whole new generation picks up on the excitement.

## **THE BOYS**

### **"Crazy" (Motown)**

Only one man could sign four pre-teens to a record deal and seriously believe they'd still be on the company's roster five years later. Motown's president (and former MCA A&R man) Jheryl Busby is that individual. New Edition has become so successful on its own and through its numerous splinter groups, the people who traced the personnel changes of groups like Fleetwood Mac and Traffic are probably already doing research. Growing up in Los Angeles, these four brothers got their start on Venice Beach, pulling in more money in a weekend than most L.A. musicians make all week in the clubs. Now with one Motown LP under their belts, three of the Abdul-Samad brothers are now teens, and they have written and produced this first track from their upcoming sophomore album. They're still boys having a good time, but they know when to get serious. And the dance grooves and four-part harmonies are already pulling serious phones all over the South and California.

## **SOHO**

### **"Hippychick" (Atco)**

It kicks off with the guitar sound that only a Manchester, England, band such as The Smiths would attempt, and as the heavy dance beat commences, you drop your first impressions in favor of M.C. Hammer. But wait, when twin sisters Jacqueline and Pauline begin to sing, it sounds like Sonny and Cher just entered the room. It's tough being truly innovative in the 90s, but for this London trio who list the B-52's and Al Green



*Chrissie Hynde*

among their mentors (and psychiatric nurses as their previous occupations), this is about as innovative as you can get. An infectious dance blend that's as much Twiggy as it is Erasure, and so hip that import play has built such a significant base in the clubs and at radio that the word is already out. Great fun and featured on Network Forty's CD TuneUp #28.

## **SNAP**

### **"Ooops Up" (Arista)**

As recently witnessed at KMEL's Summer Jam, this duo doesn't just sing "We Got The Power," they live the part. Both Turbo B and Penny Ford grew up in the United States before Turbo headed off to Germany with the army, while Penny divided time between Cincinnati and London. As Turbo began to hang out in Germany's dance capitol of Frankfurt, he was soon performing with artists such as Chaka Khan and Maze. Penny took her first singing lessons at age five, and toured with Parliament/ Funkadelic by the time she was 14. They united for "The Power," which went #1 around the world, and set the

stage for "Ooops Up." A powerful bass busting track combining rap and song. Already one of the most danced to songs in the country.

## **PRETENDERS**

### **"Sense Of Purpose"**

**(Sire/Warner Bros)**

Despite Chrissie Hynde's position as lead singer, writer and motivator behind The Pretenders, after years of frustrating personnel changes she insists the group is still a unit, and that she has no desire to be a solo act. Her current LP, lauded as one of the 10 best for 1990 by the L.A. Times, shows that American guitarist Billy Bremner's style meshes perfectly with the original Pretenders' sound. Now after a series of Rock radio tracks, here comes the track both Rock and Top 40 radio have been asking for. Hynde calls it the most obvious song on the album, pointing out that achieving goals in life is not as important as maintaining a sense of purpose. A tender ballad with plenty of Chrissie attitude for the Summer.

# N40 TOP 40 MUSIC MEETING

## MELLOW MAN ACE

*"If You Were Mine" (Capitol)*

Combining the music of his Latino roots with his newfound love for Rap, the Mellow Man got the idea for his multilingual style when he first heard the 1985 song "Disco Dream," which had a short rap in Spanish. Now he's being imitated by others who are using his English to Spanish style, and copying his slow and almost jazzy music. And while "Mentirossa" was downright adult in its delivery, this follow-up ballad goes even further with the flavor of a midnight jazz club. Cool vibes from the original.

## DEVO

*"Post Post-Modern Man" (Enigma)*

When you debut on the music scene years ahead of your competition, it's almost impossible to keep your distance once the years go by. When Devo debuted with robot rock in the late 70s, nobody joined futuristic communes in tribute to the band, but everybody realized this group was the lighter side of groups like the Talking Heads. With the majority of their songs hitting the Alternative airwaves, they did break through with their million selling single, "Whip It," which was something of a musical landmark for Top 40 radio in 1980. So after years of trying to stay ahead of themselves ever since, the Akron, Ohio, quintet has finally outdone themselves with their new album *Smooth Noodle Maps*. This first single is a great trip back to the days when you were cool if you had a microwave.

## O POSITIVE

*"Imagine That" (Epic)*

This is one of the slickest produced alternative-pop records we've ever come across. A Boston based band featuring the slightly gritty vocals of Dave Herlihy, O Positive conjures



## O Positive

up visions of backroad Massachusetts with their free use of mandolins, accordions, cellos and harmonicas. Yet, with all the old comes the hauntingly beautiful contemporary sound so evident on their debut album, *ToyBoatToyBoatToyBoat*, and on this single particularly. A Top 20 artist on the Alternative radio charts, this, their first shot at the mainstream, should turn some heads.

## VANILLA ICE

*"Ice Ice Baby" (SBK)*

With The Network Forty's overnight request information, we frequently spot an up-and-coming hit breaking out of various markets. Well, this "Baby" has picked up instant phones at Top 40 stations in San Antonio, Sacramento, Dallas, San Diego and Detroit, and is rapidly spilling over into new markets. The reaction is so quick, the original PRO CDs were shipped to radio completely blank of label copy to shave time off the manufacturing process. Like Mellow Man Ace, the rap melts slowly and is as much a mood piece as it is a cruising tune. A motocross champion

from Dallas via Miami, the 22-year-old Ice says it's time to chill out.

## LONDON QUIREBOYS

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

Top 10 artists around the world and at American Rock radio, this Quireboys track released last month is beginning to develop its own story at Top 40 radio. A regular night-time request record at Pirate radio in L.A., this is the kind of Rock track to keep a close eye on, especially if you watched records by L.A. Guns or Slaughter go Top 10 in your market. It won't be long before this ballad reaches that level at a half dozen stations throughout the West.

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

# JUDE COLE



**“Time For Letting Go”**

*On Over 150  
Top 40 Stations!*

**+** NEW ADDS THIS WEEK!

WKSE Buffalo  
Q-102 Cincinnati  
WKTI Milwaukee  
KKYK Little Rock  
WAEB Allentown

**+** CHART MOVES ARE  
LETTING GO!

KXYQ Portland 18-14\*  
WKBQ St. Louis 27-17\*  
KWSS San Jose 21-18\*  
KUBE Seattle 24-19\*  
KPLZ Seattle 28-23\*  
KISN Salt Lake City 31-26\*  
PRO-FM Providence 32-29\*  
Kiss 108 Boston D-29\*  
KBEQ Kansas City D-35\*  
WZOK Rockford 15-9\*

**NETWORK** 36-33\*

**TV** MEDIUM ROTATION!

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

*Produced by David Tyson*

*Remixed by Chris Lord-Alge and Jeff Lord-Alge*

*From the album A View From 3rd Street*

*Video directed by Keifer Sutherland*

*Management by E.L. Management Inc./Ed Leffler*

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# MOST REQUESTED



KRBE Houston, Suzy Waud

1. Kyper, Tic-Tac-Toe
2. Duran Duran, Violence Of
3. Adventures/Stevie V., Dirty
4. Sydney Youngblood, I'd
5. Black Box, Everybody
6. Jon Bon Jovi, Blaze Of Glory
7. Bell Biv DeVoe, Do Me
8. Depeche Mode, World In My
9. The Party, Summer Vacation



WZPL Indianapolis, Jeff Lewis

1. M.C. Hammer, Have You Seen
2. New Kids, Tonight
3. Jon Bon Jovi, Blaze Of Glory
4. M.C. Hammer, U Can't Touch
5. Sweet Sensation, If Wishes
6. Bell Biv DeVoe, Do Me
7. Digital Underground, The
8. Nelson, Love And Affection
9. Poison, Unskinny Bop



KUBE Seattle, Jerry Hart

1. New Kids, Tonight
2. Bell Biv DeVoe, Do Me
3. Dino, Romeo
4. Mariah Carey, Vision Of Love
5. Janet Jackson, Black Cat
6. Poison, Unskinny Bop
7. The Whispers, Innocent
8. Nelson, Love And Affection
9. Stevie B, Love & Emotion
10. Righteous Bros., Unchained



KCPX Salt Lake City, Gary Zane

1. Jon Bon Jovi, Blaze Of Glory
2. Osmond Boys, Reverse
3. Nelson, Love And Affection



1. NEW KIDS, TONIGHT
2. BELL BIV DEVOE, DO ME
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. RIGHTEOUS BROS., UNCHAINED MELODY
8. GEORGE MICHAEL, PRAYING FOR TIME
9. NELSON, LOVE AND AFFECTION
10. DINO, ROMEO

4. Poison, Unskinny Bop
5. New Kids, Tonight



WHTZ New York, Kid Kelly

1. Righteous Bros., Unchained
2. Faith No More, Epic
3. George Michael, Praying For
4. Billy Idol, Cradle Of Love
5. The Party, Summer Vacation



WIOQ Philadelphia, Joe Mamah

1. Cynthia & Johnny O, Dream
2. Dino, Romeo
3. Pebbles, Giving You The

4. George LaMond, Look Into My
5. Bell Biv DeVoe, Do Me



WBZZ Pittsburgh, Zak Szabo

1. New Kids, Tonight
2. Faith No More, Epic
3. Poison, Unskinny Bop
4. M.C. Hammer, Have You Seen
5. Jon Bon Jovi, Blaze Of Glory
6. Bell Biv DeVoe, Do Me
7. Nelson, Love And Affection
8. Prince, Thieves In The



KPWR Los Angeles, Frank Lozano

1. Kid Frost, La Raza
2. Bell Biv DeVoe, Dope

3. M.C. Hammer, U Can't Touch
4. Tiana, First True Love
5. New Kids, Tonight
6. Cynthia & Johnny O, Dream



KDWB Minneapolis, Bobby Wilde

1. Poison, Unskinny Bop
2. Bell Biv DeVoe, Do Me
3. Billy Idol, Cradle Of Love
4. Mrs. Fletcher, Lifecall Rap
5. Brojos, Live Like A King
6. Dino, Romeo
7. Jon Bon Jovi, Blaze Of Glory
8. Prince, New Power Generation



KBEQ Kansas City, Chuck Nasty

1. Kyper, Tic-Tac-Toe
2. New Kids, Tonight
3. Jon Bon Jovi, Blaze Of Glory
4. Bell Biv DeVoe, Do Me
5. Faith No More, Epic
6. M.C. Hammer, Have You Seen
7. Luke & 2 Live Crew, Banned
8. Nelson, Love And Affection
9. Mariah Carey, Vision Of Love



KZZP FM Phoenix, Chet Buchanon

1. Poison, Unskinny Bop
2. M.C. Hammer, Have You Seen
3. Janet Jackson, Black Cat
4. Jon Bon Jovi, Blaze Of Glory
5. Mariah Carey, Vision Of Love
6. Billy Idol, Cradle Of Love
7. Wilson Phillips, Hold On
8. Go West, King Of Wishful

# WARRANT CHERRY

**CHERRY PIE,**  
a rock 'n roll  
anthem  
you can sink  
your teeth into.

From  
WARRANT's  
new album  
"Cherry Pie."  
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*Grab a slice  
for yourself!*



FEATURED ON  
NETWORK FORTY'S  
CD TUNEUP #28!

**On Columbia.**  
Produced and Mixed by  
Beau Hill

Management:  
Tom Hulett & Associates,  
Tom Hulett/Eddie Wenrick

See WARRANT  
on tour with Poison  
starting  
mid-September

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



# N40 TOP 40 MOST REQUESTED



*KHYI Dallas, Shadow Haze*

1. Kyper, Tic-Tac-Toe
2. Wilson Phillips, Release Me
3. Digital Underground, Humpty
4. Righteous Bros., Unchained
5. Mellow Man Ace, Mentirosa
6. Vanilla Ice, Ice Ice Baby
7. Poison, Unskinny Bop
8. M.C. Hammer, Have You Seen
9. New Kids, Tonight



*KXXX San Francisco, Super Snake*

1. Righteous Bros., Unchained
2. M.C. Hammer, Have You Seen
3. Bell Biv DeVoe, Do Me
4. New Kids, Tonight
5. Troop, All I Do Is Think Of
6. Kyper, Tic-Tac-Toe



*KITY San Antonio, Stephanie Gramm*

1. Vanilla Ice, Ice Ice Baby
2. Seiko/D. Wahlberg, The Right
3. New Kids, Tonight
4. Bell Biv DeVoe, Do Me
5. Cynthia & Johnny O, Dream
6. Righteous Bros., Unchained
7. George LaMond, Look Into My
8. Doc Box & B. Fresh, Slow
9. Digital Underground, Do



*KKRZ Portland, Bill Kezley*

1. Janet Jackson, Black Cat
2. Calloway, All The Way
3. Bell Biv DeVoe, Do Me
4. Poison, Unskinny Bop
5. Dino, Romeo
6. Johnny Gill, My, My, My
7. New Kids, Tonight



**J.J. TURNBEAUGH**  
WGRD, GRAND RAPIDS

1. DOC BOX & B. FRESH, SLOW
2. BELL BIV DEVOE, DO ME
3. KYPER, TIC-TAC-TOE
4. JOHNNY GILL, MY, MY, MY
5. LUKE & 2 LIVE CREW, BANNED

8. Jon Bon Jovi, Blaze Of Glory
9. Pebbles, Giving You The
10. Depeche Mode, Policy Of



*WKSE Buffalo, Smokin' Willie B.*

1. New Kids, Tonight
2. Kyper, Tic-Tac-Toe
3. Jon Bon Jovi, Blaze Of Glory
4. Bell Biv DeVoe, Do Me
5. Starlet, Don't Make Me Wait
6. Poison, Unskinny Bop
7. M.C. Hammer, Pray
8. Doc Box & B. Fresh, Slow
9. Adventures/Stevie V., Dirty
10. Young & Restles, B Girls



*KTFM San Antonio, Lorenda Rae*

1. TKA, I Won't Give Up On You
2. George LaMond, Look Into My
3. Vanilla Ice, Ice Ice Baby
4. Cynthia & Johnny O, Dream
5. Ms. Adventures, Undeniable
6. Dino, Romeo
7. Tricia Leigh Fisher, Empty
8. Doc Box & B. Fresh, Slow
9. Black Box, Everybody



*WAPW Atlanta, The Janitor*

1. Nelson, Love And Affection
2. M.C. Hammer, Pray
3. Janet Jackson, Black Cat
4. Duran Duran, Violence Of
5. Righteous Bros., Unchained



*KHQT San Jose, Dwaine Luna*

1. M.C. Hammer, Pray
2. Mariah Carey, Vision Of Love
3. TKA, I Won't Give Up On You
4. Johnny Gill, My, My, My
5. George LaMond, Look Into My



*KPLZ Seattle, Mark Allan*

1. Righteous Bros., Unchained
2. Bell Biv DeVoe, Do Me
3. M.C. Hammer, Have You Seen
4. Duran Duran, Violence Of
5. Jon Bon Jovi, Blaze Of Glory
6. Poison, Unskinny Bop
7. Snap, The Power
8. George Michael, Praying For
9. Gene Loves Jezebel, Jealous
10. New Kids, Tonight



*WZOU Boston, Karen Kitty Blake*

1. Bell Biv DeVoe, Do Me
2. Faith No More, Epic
3. Luke & 2 Live Crew, Banned
4. New Kids, Tonight
5. Adventures/Stevie V., Dirty



*KIIS FM L.A., Hollywood Hamilton*

1. New Kids, Tonight
2. Righteous Bros., Unchained
3. George Michael, Praying For
4. Kid Frost, La Raza
5. M.C. Hammer, Have You Seen
6. Mellow Man Ace, Mentirosa
7. Jon Bon Jovi, Blaze Of Glory
8. Digital Underground, Humpty

# EN VOGUE

## "Lies"

THESE MAJORS DON'T LIE!

X-100 San Francisco Add  
KS-104 Denver Add  
KWOD Sacramento Add  
Y-107 Nashville Add  
WKXX Birmingham Add  
WNVZ Norfolk Add

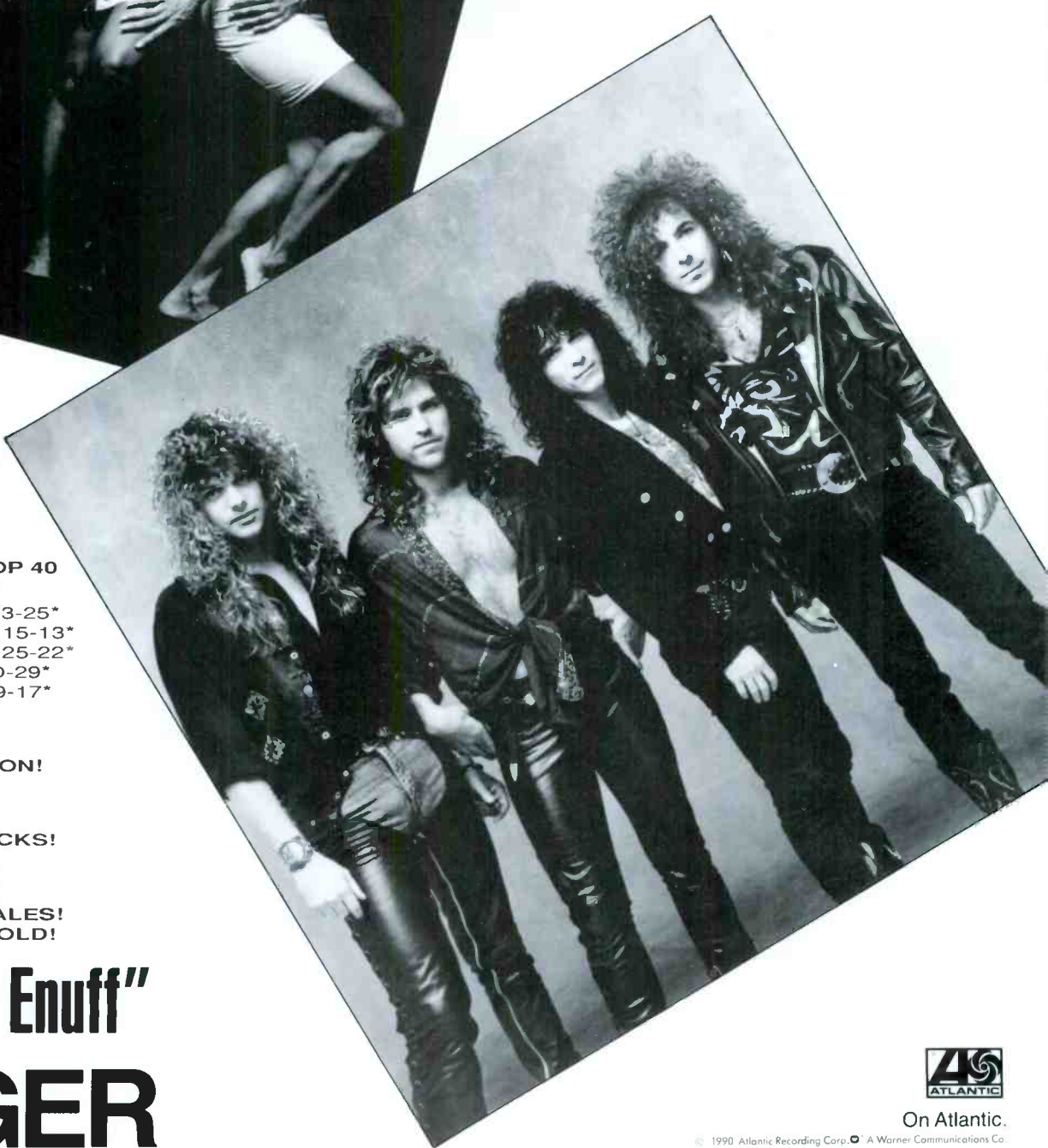
KILLER MOVES!

Power Pig Tampa 35-22\*  
KKFR Phoenix 30-21\*  
FM102 Sacramento 19-12\*  
KMEL San Francisco 13-9\*



ALBUM APPROACHING  
PLATINUM!

EN  
VOGUE



W  
I  
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G  
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R

ON OVER 100 TOP 40  
STATIONS!

WKBQ St. Louis 33-25\*  
Pirate Los Angeles 15-13\*  
WZPL Indianapolis 25-22\*  
B-94 Pittsburgh D-29\*  
92X Columbus 19-17\*



HEAVY ROTATION!



8-7\* ROCK TRACKS!



15-13\* RETAIL SALES!  
OVER 600,000 SOLD!

# "Can't Get Enuff" WINGER



On Atlantic.

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# N40 TOP 40 MOST REQUESTED

## Z95

WYUZ Chicago, Steven Craig

1. M.C. Hammer, Have You Seen
2. M.C. Hammer, U Can't Touch
3. Bell Biv DeVoe, Do Me
4. Righteous Bros., Unchained
5. Bang, Holding My Heart
6. Mariah Carey, Vision Of Love
7. Depeche Mode, Policy Of
8. George Michael, Praying For

## HOT 97 FM

WQHT New York, Freddie Colon

1. Coro, Can't Let You Go
2. Janet Jackson, Come Back To
3. Black Box, Everybody
4. Mellow Man Ace, Mentirosa
5. Seduction, Could This Be
6. Bell Biv DeVoe, Do Me
7. Tiana, First True Love
8. Adventures/Stevie V., Dirty

## 93.7 KRQ

KRQQ Tucson, Bruce St. James

1. New Kids, Tonight
2. Bell Biv DeVoe, Do Me
3. Jon Bon Jovi, Blaze Of Glory
4. M.C. Hammer, Pray
5. Poison, Unskinny Bop
6. Doc Box & B. Fresh, Slow
7. Billy Idol, Cradle Of Love
8. George Michael, Praying For

## Z104

WNVZ Virginia Beach, Ellis B. Feaster

1. New Kids, Tonight
2. M.C. Hammer, Have You Seen
3. Kyper, Tic-Tac-Toe
4. Nelson, Love And Affection
5. Sweet Sensation, If Wishes
6. Bell Biv DeVoe, Do Me
7. Faith No More, Epic
8. Dino, Romeo



## BREAKOUT! DURAN DURAN

"VIOLENCE OF SUMMER"

WPLJ NEW YORK #4

POWER-99 ATLANTA #4

KPLZ SEATTLE #4

WDFX DETROIT #5

Z-100 NEW YORK #7

Q-107 WASHINGTON D.C. #7

## PIRATE RADIO 100.3 FM

KQLZ Los Angeles, Cadillac Jack

1. Jon Bon Jovi, Blaze Of Glory
2. Guns N' Roses, Civil War
3. London Quireboys, I Don't
4. Poison, Unskinny Bop
5. Poison, Something To



WZZG Charlotte, Boom Boom

1. Jon Bon Jovi, Blaze Of Glory
2. Slaughter, Fly To The Angels
3. Dino, Romeo
4. George Michael, Praying For
5. Bell Biv DeVoe, Do Me
6. New Kids, Baby I Believe In
7. The Boys, Crazy

8. Doc Box & B. Fresh, Slow
9. Nelson, Love And Affection



WKCI New Haven, Kelly Nash

1. New Kids, Tonight
2. Poison, Unskinny Bop
3. M.C. Hammer, Have You Seen
4. Jon Bon Jovi, Blaze Of Glory
5. Bell Biv DeVoe, Do Me
6. James Ingram, I Don't Have
7. Keith Sweat, Make You Sweat
8. Johnny Gill, My, My, My
9. Luke & 2 Live Crew, Banned
10. George Michael, Praying For

## Q107

WRQX Washington DC, Danny Wright

1. Ana & J Knight, Angel Of
2. M.C. Hammer, U Can't Touch
3. Sweet Sensation, If Wishes
4. New Kids, Tonight
5. Poison, Unskinny Bop
6. Wilson Phillips, Release Me
7. Duran Duran, Violence Of
8. Phil Collins, Something
9. Billy Idol, Cradle Of Love
10. Prince, Thieves In The



WFLY Albany, Shadow Michaels

1. Bell Biv DeVoe, Do Me
2. M.C. Hammer, Have You Seen
3. New Kids, Tonight
4. Taylor Dayne, Heart Of Stone
5. Michael Bolton, Georgia On
6. Phil Collins, Something
7. The Time, Jerk Out
8. Jon Bon Jovi, Blaze Of Glory
9. Wilson Phillips, Release Me
10. Poison, Unskinny Bop



WPLJ New York, Domino

1. Righteous Bros., Unchained
2. Bell Biv DeVoe, Do Me
3. The Party, Summer Vacation
4. Duran Duran, Violence Of
5. New Kids, Tonight
6. Jon Bon Jovi, Blaze Of Glory

## 96TIC-FM

WTIC FM Hartford, A.J.

1. New Kids, Tonight
2. Bell Biv DeVoe, Do Me
3. Tiana, First True Love
4. Digital Underground, Do
5. The Party, Summer Vacation



**"Every Beat  
Of The Heart"**

**New On The Track This Week!**

KISN Salt Lake City    WABB Mobile  
WAYS Macon    WWCK Flint  
KZHT Salt Lake City    And 5 More!

**Better Performance Than Amtrak!**

KROQ Los Angeles 11-7\*  
Live 105 San Francisco 8\*  
KSAQ San Antonio 29-25\*

 Top 10 Alternative!

 Medium Rotation!

**From The Album "Native Place"**

**THE  
RAILWAY  
CHILDREN**



**UB40**

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

**New Believers!**

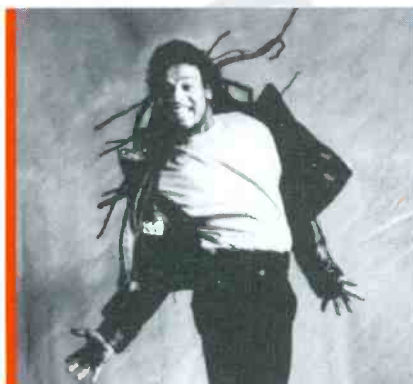
WCIR Beaver  
KSMB Lafayette

**Houston Leads The Way!**

KKBQ 6-4\*  
KHMV 18-16\*

**Remember "Red Red Wine"?...  
This Record Works!**

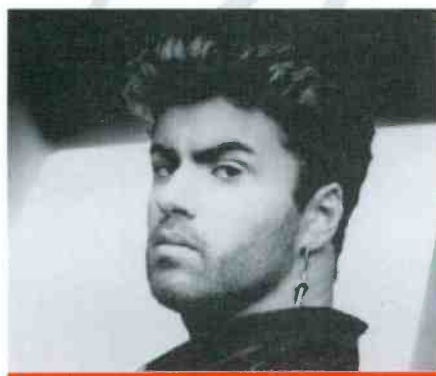
*Virgin*<sup>TM</sup>



Maxi Priest



Taylor Dayne



George Michael

# N 40 HIT SINGLES

(For The Research Week Ended 8/21/90)

2W	LW	TW	Artist/Song	Label
1	2	①	SWEET SENSATION. If Wishes Came True	Atco
5	3	②	WILSON PHILLIPS. Release Me	SBK
2	1	③	JANET JACKSON. Come Back To Me	A&M
6	5	④	POISON. Unskinny Bop	Enigma/Capitol
9	6	⑤	M.C. HAMMER. Have You Seen Her?	Capitol
16	10	⑥	JON BON JOVI. Blaze Of Glory	Mercury
13	9	⑦	NEW KIDS. Tonight	Columbia
8	8	⑧	THE TIME. Jerk Out	Paisley Park/Reprise
22	11	⑨	PRINCE. Thieves In The Temple	Paisley Park/WB
27	13	⑩	PHIL COLLINS. Something Happened On The...	Atlantic
20	14	⑪	CHEAP TRICK. Can't Stop Fallin' Into Love	Epic
26	17	⑫	NELSON. Love And Affection	DGC
3	4	⑬	MARIAH CAREY. Vision Of Love	Columbia
25	18	⑭	BELL BIV DEVOE. Do Me	MCA
28	23	⑮	MAXI PRIEST. Close To You	Charisma
18	16	⑯	KEITH SWEAT. Make You Sweat	Elektra
21	19	⑰	STEVIE B. Love & Emotion	LMR/RCA
29	24	⑱	PAUL YOUNG. Oh Girl	Columbia
24	21	⑲	FAITH NO MORE. Epic	Slash/Reprise
31	27	⑳	TAYLOR DAYNE. Heart Of Stone	Arista
7	7	㉑	SEDUCTION. Could This Be Love	Vendetta/A&M
39	28	㉒	DINO. Romeo	Island
15	12	㉓	AEROSMITH. The Other Side	Geffen
4	15	㉔	GO WEST. King Of Wishful Thinking	EMI
23	22	㉕	BROTHER BEYOND. The Girl I Used To Know	EMI
D	37	㉖	DEPECHE MODE. Policy Of Truth	Sire/Reprise
32	29	㉗	DON HENLEY. How Bad Do You Want It?	Geffen
38	33	㉘	INDECENT OBSESSION. Tell Me Something	MCA
D	38	㉙	JOHNNY GILL. My, My, My	Motown
▶	DEBUT!	⑳	GEORGE MICHAEL. Praying For Time	Columbia
11	25	31	BILLY IDOL. Cradle Of Love	Chrysalis
12	20	32	BRUCE HORNSBY. Across The River	RCA
40	36	33	JUDE COLE. Time For Letting Go	Reprise
D	39	34	AFTER 7. Can't Stop	Virgin
▶	DEBUT!	35	LISA STANSFIELD. This Is The Right Time	Arista
▶	DEBUT!	36	PEBBLES. Giving You The Benefit	MCA
D	40	37	JAMES INGRAM. I Don't Have The Heart	WB
10	30	38	BAD ENGLISH. Possession	Epic
▶	DEBUT!	39	GLENN MEDEIROS. All I'm Missing Is You	MCA
17	35	40	JOHNNY GILL. Rub You The Right Way	Motown

"'Sense Of Purpose' is one of the most moving songs she's written  
— and she's written her share of classics." — *Musician*

"Chrissie & Co. have made a triumphant return." — *Music Express*

"...one of the great albums of this or any other year." — *Boston Globe*

# Pretenders



"Sense of Purpose"

The New Single

Produced by Mitchell Froom

From the album  
Packed!



© 1990 WEA Records Ltd.

# N40 TOP 40 THE NEXT 40™

## BREATHE

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

This English foursome, that dreamed together in school days of having hits on the charts, is breaking fast with this first single from their second LP. Already requesting at WKQI, and second most added. Chartbound with 185 stations.



MAJOR MOVES: WKBQ(36-30), WAPI(26-20), KPAT(30-20)

MOST ADDED: 77, including WBLI, WPRO, WZOU, WKSS, WTIC, WIOQ, WYTZ, KDWB, WAPW, WHYI, WFLZ, WKRQ

CROSSOVER: Top 30 at A/C radio

## MICHAEL BOLTON

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

Bolton's first Top 40 hit was his cover of Otis Redding's "Dock Of The Bay," which he covered so well he actually got a letter of praise from Redding's widow. This songwriter's latest cover venture is sixth most added and chartbound with 130 stations.



REQUEST ACTION: WKQI, WFLY

MAJOR MOVES: 13, including WZOK(33-25), WAPI(27-23), KIKX(D-20), KISN(33-24), WDBR(32-15), KIXY(40-25)

MOST ADDED: 33, including WBLI, WXKS, WMJQ, WTIC, WYTZ, WHYI, KHMx, KKBQ, WKHI, WNVZ, WXLK, WLAP

SALES BREAKOUT: LP is Double-Platinum and remains Top 10 in 19 markets, including NY, Albany, Chicago, Memphis, Minneapolis, Miami, Denver, LA and Portland

CROSSOVER: Top 20 at A/C radio

TOURING: Currently in NY, Maine and Pennsylvania

INTERNATIONAL: LP is Top 10 in Canada and UK

## WINGER

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

He made his vinyl debut on Alice Cooper's "Constrictor" album, and now Kip Winger and company are squeezing the life out of phones at WCIL as nine new adds include WZZG, WHOT and KWNZ. 103 stations.



TOP TEN: WAAF, WVKZ, KDWZ, WRQK, KATM, KRZR

MAJOR MOVES: 47, including WKBQ(33-25), WAAF(8-6), KDWZ(10-9), KQKQ(29-21), WOKI(19-16), WQUT(26-18)

MTV SUPPORT: 9 weeks, in Heavy rotation

SALES BREAKOUT: LP is Top 10 in 32 markets, including Boston, Philly, Pittsburgh, Milwaukee, Cincinnati, Houston, Denver, Salt Lake, Phoenix, San Diego and Portland

TOURING: Currently in Kansas, South Dakota and Montana

CROSSOVER: Moves 8-7\* at Rock radio with #4 requests

## THE RIGHTEOUS BROTHERS

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

In a six month period during 1955, this song went Top 10 three different times by three different artists. A second Righteous week at Top 40 radio where it was third most added. 95 stations.



TOP TEN: WHYI, WPOW, KIIS, KKSS

REQUEST ACTION: 21, including WBLI, WHTZ, WPLJ, WBSB, WLUM, WYTZ, WAPW, WHYI, WPOW, WPHR, WDFX, WKQI

MAJOR MOVES: 21, including WHTZ(23-12), WPLJ(18-14), WBSB(D-15), WHYI(18-5), WPOW(15-5), KHYI(30-15), KHMx(24-17), KIIS(13-5), KKLQ(24-12), KWSS(23-13)

MOST ADDED: 57, including WBLI, WKSE, WMJQ, WKCI, WTIC, WIOQ, WAVA, WRQX, WLUM, WYTZ, KHTK, WKBQ

SALES BREAKOUT: Soundtrack is Top 10 in 14 markets, including Atlanta, Miami, Denver, LA and San Francisco

CROSSOVER: Breaking at A/C radio

FILM: From "Ghost"

## ADVENTURES OF STEVIE V

### "Dirty Cash" (Mercury)

Starting out with the UK group Touchdown, Stevie V scored so many sales with "Dirty Cash" in Europe, that he was able to start his own production company. Seven new adds include WPOW, KTUX and KQCR. 89 stations.



TOP TEN: WPLJ, WQHT, WXKS, WKSS, KITY, KQKS

REQUEST ACTION: WQHT, WPRO, WZOU, WKSE, KRBE, KKSS

MAJOR MOVES: 33, including WHTZ(29-21), WPLJ(15-10), WXKS(4-3), WKSS(13-5), WTIC(15-12), WLUM(21-17)

SALES BREAKOUT: Top 5 National 12-inch sales

CLUBS: Former #1 National Club action

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

NETWORK FORTY TUNEUP: Featured on CD #27

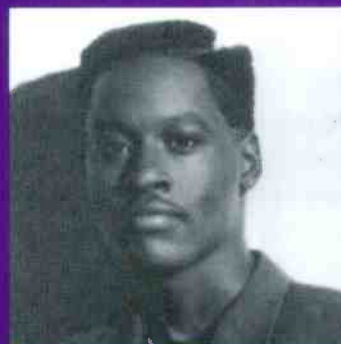
## LEGEND

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

# Johnny Gill

## "My, My, My"

**On The Way To His Second GOLD Single!  
21 More Adds This Week!**



KUBE Seattle    KKBQ Houston    PRO-FM Providence    WKBQ St. Louis  
WPHR Cleveland    KQMQ Honolulu    WZOK Rockford    KAY 107 Tulsa  
*And 13 More!*

### "Here's Johnny!"

Q-106 San Diego 8-4\*    FM102 Sacramento 7-5\*    TIC-FM Hartford 12-6\*  
KS-104 Denver 9-7\*    KITY San Antonio 13-8\*    KHTK St. Louis 15-10\*  
Power Pig Tampa 24-11\*    KOY Phoenix 18-11\*    Z-100 New York 20-18\*  
KXXR Kansas City 26-19\*    Kiss 108 Boston 26-21\*    KIIS Los Angeles 27-24\*

**NETWORK 38-29\***

**\$ ALBUM SALES OVER 1,700,000!    #1 URBAN JAMS FOR THREE WEEKS!**

# Doc Box & B. Fresh



## "Slow Love"

### New Loves!

KKSS Albuquerque    KZZB Beaumont

### Hot Loves!

KMEL San Francisco 5-2\*    FM102 Sacramento 5-3\*    KKFR Phoenix 5-3\*  
Q-106 San Diego 4-3\*    KITY San Antonio 9-5\*    Z-90 San Diego D-17\*

### MAJOR PHONE ACTION!

WGY Schenectady #1    WGRD Grand Rapids #1  
KRQ Tucson #6    WKSE Buffalo #8  
WZZG Charlotte #8    KITY San Antonio #8

# Pointer Sisters

## "After You"

**New This Week At KIIS LOS ANGELES!**

**Ready For Your Add Now!**



# N40 TOP 40 THE NEXT 40™

## VIXEN

### "How Much Love" (EMI)

On track behind their debut million seller LP, this rock quartet picks up another week of most added Top 40 action. 100 stations.



MAJOR MOVES: 24, including KDWZ(23-18), WSKZ(24-21), WZZU(9-8), WRQK(16-12), KATM(17-14), KRZR(19-16)



MOST ADDED: 15, including WKBQ, WFLY, WYCR, WDLX, WZZG, WIQB, KFXD, WCIL, KOKZ, WXIL, KAKS, KIXY



MTV SUPPORT: 7 weeks, in Active rotation



SALES BREAKOUT: LP is Top 10 in Denver and San Diego



CROSSOVER: Moves 19-16\* at Rock radio

## BLACK BOX

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

This Italian house hit comes from Italy's most popular production team, and with revolving singers from song to song, former model Katrin takes lead on this single. Thirteen new stations, including KKFR, WNNK and WRVQ. Breaking quickly on 84 stations.



TOP TEN: WHTZ, WQHT, WXKS, KMEL



REQUEST ACTION: WQHT, WPRO, WZOU, KJMZ, KRBE, KTFM



MAJOR MOVES: 36, including WPLJ(25-17), WQHT(3-2), WXKS(13-8), WKSS(17-11), KXXR(27-20), WPOW(22-12)



SALES BREAKOUT: #1 National 12-inch sales



CROSSOVER: Moves 17-13\* at Urban radio



CLUBS: Former #1 National Club action



INTERNATIONAL: Former Top 20 in UK. LP is a former Top 15 in Italy, Australia and UK

## FAVORITE ANGEL

### "Only Women Bleed" (Columbia)

This duo met on the local Boston bar band circuit where they made so much noise they caught the attention of Cyndi Lauper's manager. A big add week with 14 stations, including KZIO, WQUT and WGY. 88 stations.



MAJOR MOVES: 23, including WZOU(18-15), WERZ(27-23), WKHI(22-20), WAPI(28-25), WCGQ(35-29), WGTZ(25-22)

## LOUIE LOUIE

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

Louie popped on stage at the Palace in Hollywood last week to join labelmate Nayobe, this week Louie's second single pulls hot phones at KKRD and eight new adds, including KCPX, KCAQ and WGOT. 85 stations.



MAJOR MOVES: 20, including WPRO(35-26), KKFR(29-23), WWCK(31-25), KKMG(35-27), KZHT(21-16), KFXD(38-29)

## DURAN DURAN

### "Violence Of Summer" (Capitol)

In 1983 the "fab five" was so hot, even Lady Di claimed they were her favorite band. Now playing down their image and playing up their musical roots, it's a hot "Summer" with 77 stations in two weeks.



REQUEST ACTION: 9, including WHTZ, WPLJ, WKSE, WRQX, WAPW, WDFX, KRBE, KPLZ, KZZU



MAJOR MOVES: WPLJ(33-29), WRQK(24-21), WWCK(33-20), KBTS(36-31), KROQ(18-14), KITS(29-13), WHTO(40-34)



MOST ADDED: 32, including WYTZ, WDFX, KHYI, KRBE, KSAQ, WERZ, WKRZ, WPST, WZEE, KQKQ, WHHY, WOHT



MTV SUPPORT: Debuts in Medium rotation



CROSSOVER: Debuts 26\* at Alternative radio



INTERNATIONAL: Top 20 in UK



NETWORK FORTY TUNEUP: Featured on CD #28



## THE WHISPERS

### "Innocent" (Capitol)

With their last hit, "Rock Steady", still a most played recurrent at Urban and Top 40 radio, KRXY takes "Innocent" Top 10 as KKRZ, KBFM, WXXX and WJAD join the now 70 stations.



REQUEST ACTION: KUBE, WFLY, KKSS



MAJOR MOVES: 20, including WKSS(22-17), WFLZ(23-18), KRBE(14-12), KQKS(22-19), KZZB(33-28), KKMG(21-16)



CROSSOVER: Moves 3-1\* at Urban radio with #2 requests

## SLAUGHTER

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

Breaking fast and big just like their previous hit, this band is bound to be "Up All Night" partying with a debut album soon to be certified Platinum. 65 stations.



REQUEST ACTION: 7, including KDWB, WDFX, WHYT, KQLZ, WZZG, KZZU, KISR



MAJOR MOVES: 15, including WKBQ(35-19), WDFX(24-18), WAAF(6-5), WPXR(30-23), KDWZ(31-20), WDLX(15-12), WZZU(32-25), KMYZ(10-7), KATM(20-15), KRZR(D-13)



MOST ADDED: 15, including KDWB, KXYQ, WYCR, WKHI, KXKT, WAPI, WKZL, WIQB, WHTO, KFMW, WIFC, KYYY



MTV SUPPORT: 7 weeks, in Heavy rotation



SALES BREAKOUT: LP is Gold and Top 10 in Rochester, Baltimore, Dayton and Salt Lake

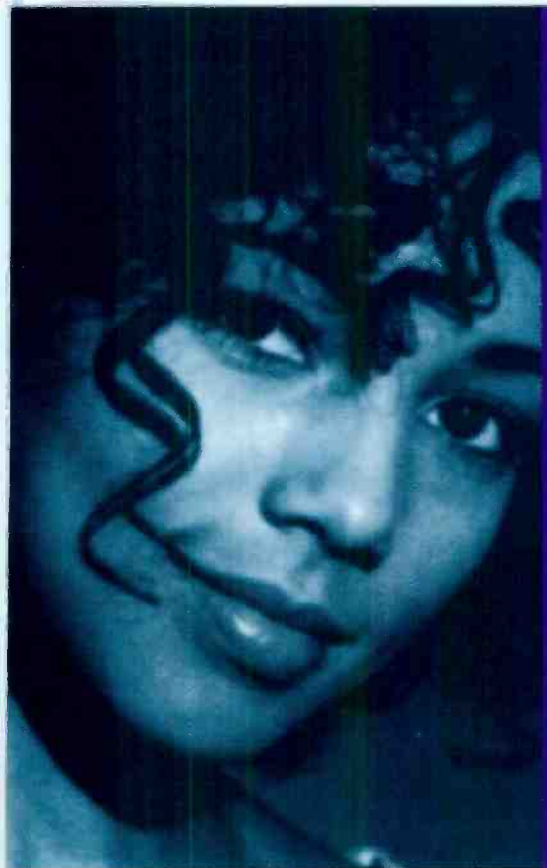


CROSSOVER: Moves 23-18\* at Rock radio with #5 requests



TOURING: Currently in South Dakota, Montana and Wyoming





# Tyler Collins

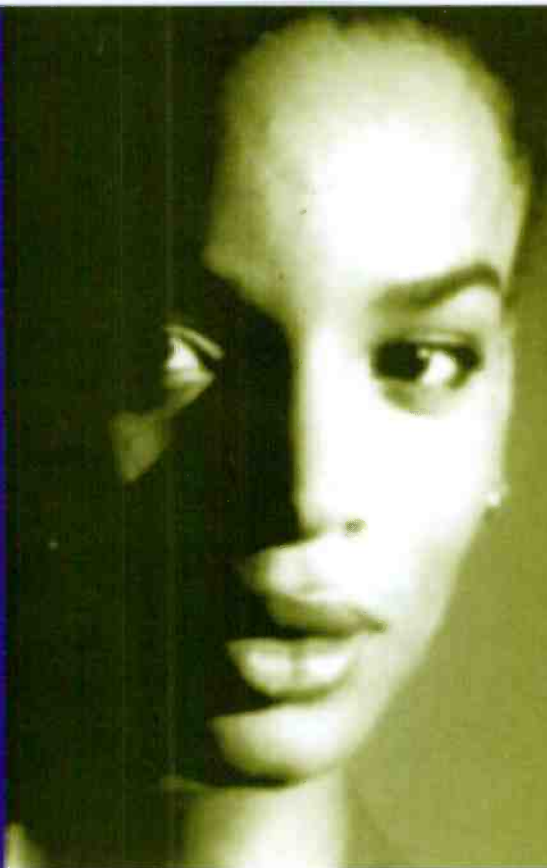
## SECOND CHANCE

*A Second Hit For Tyler!*

➤ MOST ADDED TOP 40 RADIO!

- Hot 97 New York
- Q-102 Philadelphia
- KISN Salt Lake City
- KHTK St. Louis
- KXXR Kansas City
- KROY Sacramento
- WLUM Milwaukee
- Hot 97.7 San Jose
- WNVZ Norfolk
- KLUC Las Vegas
- WRVQ Richmond
- WGRD Grand Rapids
- WZOK Rockford
- KHFI Austin
- KKMG Colorado Springs

⊠ 41-38\* URBAN JAMS!



# Black Box

## EVERYBODY EVERYBODY

*Everybody's Adding Black Box!*

- Hot 97 New York
- WPHR Cleveland
- KKFR Phoenix
- KC-101 New Haven
- WRVQ Richmond
- And 8 More!

*Everybody's Making BIG Moves!*

- WKSE Buffalo 29-23\*
- B-96 Chicago 19-17\*
- Power Pig Tampa 22-17\*
- WLOL Minneapolis 24-20\*
- KMEL San Francisco 14-10\*
- WKSE Buffalo 29-23\*
- WPOW Miami 22-12\*
- Power 106 Los Angeles 27-22\*
- WKSS Hartford 17-11\*
- KXXR Kansas City 27-20\*
- KRBE Houston 25-20\*
- WPGC Washington 20-16\*
- Hot 97 New York 19-17\*
- WPLJ New York 25-17\*

⊠ 17-13\* URBAN JAMS!



# Lita Ford

## LISA

*Lita's Last Ballad  
Went Top 10!*

*New Adds!*

- WKHI WRQK
- WAYS KCHX
- WQID KZBB

*Moves And Debuts!*

- KSAQ 36-34\*
- KDWZ D-30\*
- WKRZ 40-34\*
- WRQK D-26\*
- WWRB D-33\*
- KRZR D-18\*

⊠ 51\* ROCK TRACKS!

⊠ ACTIVE ROTATION!



# N 40 TOP 40 THE NEXT 40™

## GENE LOVES JEZEBEL "Jealous" (Beggars Banquet/Geffen)

For these Bohemian rockers' fifth album, they've delved deeper into their mainstream roots than ever before, yet have held their chart topping status at Alternative radio. Seven new stations get "Jealous," including KPLZ, KYYY and WIXX. 66 stations.



REQUEST ACTION: KPLZ, KZZU



MAJOR MOVES: 23, including KSAQ(25-21), WAAF(20-13), KDWZ(30-21), WAPI(22-18), WZZU(19-15), KATM(27-19)



MTV SUPPORT: 10 weeks, in Stress rotation



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

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

Growing up in the Bronx with three brothers and four sisters, LaMond probably started hanging out in the clubs just to get some quiet. His second single from his major label debut is yet again most added. 62 stations.



REQUEST ACTION: WQHT, WIOQ, KITY, KTFM, KHQT, KKRZ, WGY



MAJOR MOVES: 10, including WQHT(18-10), WIOQ(32-25), WFLZ(38-29), WLAN(31-27), KPRR(22-16), WGY(31-19)



MOST ADDED: 18, including WMJQ, KITY, WRCK, WHXT, WCGQ, KZBS, KLUC, KBOS, KFXD, KSND, WDBR, WJMX



SALES BREAKOUT: LP is Top 5 in Chicago

## CONCRETE BLONDE "Joey" (IRS)

The third album from this 8-year-old LA band features this breakthrough track with proven crossover potential. As Top 10 moves multiply, the single has one of its biggest weeks yet with 14 Concrete adds, including WYTZ, KQKQ and WDAY. 56 stations.



TOP TEN: KSAQ, KROQ, KHOP, KRZR



MAJOR MOVES: 15, including KSAQ(8-6), KATM(14-11), KRZR(10-8), WPFR(27-22), KFMW(20-12), WCIL(33-18)



MTV SUPPORT: 11 weeks, in Active rotation



SALES BREAKOUT: LP is Top 10 in Minneapolis, Indy, Dallas, Phoenix, LA and Boise



CROSSOVER: Former Top 5 at Alternative and Top 15 at Rock radio with Top 10 requests



INTERNATIONAL: Top 10 in Australia and Top 15 in Canada



NETWORK FORTY TUNEUP: Featured on CD #26

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

A Texas transplant, Youngblood saw the army as his route to the music scene of Germany. Already a hit all over Europe, this former Etta James and Rod Stewart song is most added. 72 stations.



REQUEST ACTION: WAPW, KRBE, KKSS



MOST ADDED: 27, including WXKS, WKSS, KBEQ, KXXR, WFLZ, KMEL, WNNK, WPST, WYCR, WABB, WKXX, WQUT

## DOC BOX & B. FRESH "Slow Love" (Motown)

Though it may seem too hot to handle at first, this most requested track is actually no more provocative than many of the songs on the Top 40 chart. For those who play it, the rewards are huge. New reports at KZZB and KKSS. 45 stations.



TOP TEN: 12, including KITY, KTFM, KKFR, KOY, KGGI, KKLQ, KHQT, KMEL, KROY, KSFM, KWOD, KBOS



REQUEST ACTION: 10, including WKSE, KITY, KTFM, KOY, XHTZ, KSFM, WZZG, WGRD, KRQQ, WGY



MAJOR MOVES: 19, including WFLZ(20-13), KITY(9-5), KQKS(17-12), KOY(7-2), KGGI(1-1), KMEL(5-2)

## TRICIA LEIGH FISHER "Empty Beach" (Atco)

Starring in the soon to open 50s film "Book Of Love," Fisher's first house filled single takes off on the request lines and 11 new stations, including KFXD, WNFI and KTMT. 57 stations.



REQUEST ACTION: WLUM, WFLZ, KTFM, KKRZ



MAJOR MOVES: 9, including WFLZ(26-19), WKHI(36-28), WYHY(33-27), KISN(36-32), KLYV(34-30), KISR(37-30)



NETWORK FORTY TUNEUP: Featured on CD #27

## EN VOGUE "Lies" (Atlantic)

No bluffing, En Vogue is Top 10 at KMEL and has Top requests at KJMZ. New believers this week include KQKS, WYHY and KXXX. 38 stations.



MAJOR MOVES: 11, including WFLZ(35-22), KJMZ(18-15), KKFR(30-21), XHTZ(22-18), KMEL(13-9), KSFM(19-12)



SALES BREAKOUT: LP is Top 10 in Boston, Richmond, Baltimore, Columbus, Indy, Phoenix, San Fran, Seattle and Honolulu. Top 15 National 12-inch sales



CROSSOVER: Moves 6-3\* at Urban radio with #3 requests



CLUBS: Top 40 National Club action



TRICIA LEIGH FISHER



# empty beach

Management:  
Arthur Spivak/Spivak Entertainment

**Just Added at Q-105 Tampa  
and KITY San Antonio!**

**Early Wave Action!**

Power Pig Tampa 26-19\*  
WLOL Minneapolis D-34\*  
Hot 97 New York D-34\*  
KISN Salt Lake City 36-32\*  
Y-107 Nashville 33-27\*  
KBOS Fresno 39-36\*  
WKHI Ocean City 36-28\*

**Breaking Waves!**

WPLJ New York      WLUM Milwaukee  
KXXR Kansas City      KKRZ Portland  
KROY Sacramento      KZHT Salt Lake City  
WGY Schenectady      KKSS Albuquerque

**CD Featured On CD TuneUp #27!**



# Ms. Adventures

## “Undeniable”



**Undeniably  
A Hit!**

**New!**

KKFR Phoenix  
WKSS Hartford  
WZZG Charlotte  
KDON Monterey

**Don't Ms. These Moves!**

KITY San Antonio 26-21\*      Z-90 San Diego 34-29\*      Hot 97 New York 27-24\*  
Kiss 108 Boston D-28\*      KMEL San Francisco D-29\*      KIKI Honolulu D-30\*  
KZBS Oklahoma City D-33\*      Hot 97.7 San Jose D-35\*      Power Pig Tampa D-38\*

**More Adventurous Airplay!**

Power 106 Los Angeles      KKRZ Portland  
KS-104 Denver      KROY Sacramento  
KZHT Salt Lake City      KLUC Las Vegas

**Thanks Radio For Making Sweet Sensation #1 Across The Board!**

**CD Featured On CD TuneUp #27!**



# N40 TOP 40 THE NEXT 40™

## BEATS INTERNATIONAL

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

The debut Beats album, headed by former Housemartin Norman Cook, features 30 musicians contributing to various songs. This fast exploding single is already Top 10 at XHTZ and moves at KKLQ(21-19). Thirteen new adds include KRBE, KCAQ and WFHT. 43 stations.


 MOST ADDED: 13, including WKSS, WTIC, WIOQ, WLUM, WLOL, KRBE, WOHT, WYYS, KIKX, KCAQ, WFHT, WGY


 CLUBS: Top 10 National Club action

## STRYPER

### "Shining Star" (Enigma)

With their new look, and outlook, this quartet is radiating with Top requests at KZZU and new action at KDWZ, KBFM and WKEE. 44 stations.

 MAJOR MOVES: 8, including KSAQ(35-29), WOKI(29-26), KTUX(34-30), KRZR(ON-14), WPFR(37-34), KFMW(36-26)

 MTV SUPPORT: 3 weeks, in Breakout rotation


 SALES BREAKOUT: LP is Top 10 in Omaha

 NETWORK FORTY TUNEUP: Featured on CD #27

## MOTLEY CRUE

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

Clean and sober, this group is far from the 'Same Ol' Situation' as they continue to harness their creative energy in this up-tempo rocker. Moves include WAAF(A-19) and KRZR(D-19). 40 stations.

 MOST ADDED: 37, including KSAQ, KPLZ, WGH, WPXR, KDWZ, KQKQ, WHHY, WSKZ, WDLX, WZZU, WAEB, WJET

 MTV SUPPORT: 2 weeks, in Exclusive rotation


 SALES BREAKOUT: LP is Triple-Platinum

 CROSSOVER: Moves 38-28\* at Rock radio

## LONDON QUIREBOYS

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

Depicting yet another British success story, this band is hitting the American airwaves with confidence as their single boasts Top requests at KQLZ and six new adds, including KZZU, KAKS and WPFR. 30 stations.

 MAJOR MOVES: 9, including KQLZ(20-18), WIXX(31-28), KATM(30-22), KRZR(20-17), KFBQ(37-29), KISR(35-29)

 MTV SUPPORT: 4 weeks, in Breakout rotation

 INTERNATIONAL: LP is a former Top 10 in UK, Japan, Scandinavia and across Europe

 TOURING: Currently in Netherlands and Italy

 NETWORK FORTY TUNEUP: Featured on CD #27

## TYLER COLLINS

### "Second Chance" (RCA)

With all of the sex appeal, poise and talent needed to take the chance, this 21-year-old lady has earned most added status with early moves at KKFR(31-24). 40 stations.


 MOST ADDED: 30, including WQHT, WIOQ, WLUM, KHTK, KXXR, KHQT, KROY, WSPK, WNVZ, WRVQ, WZOK, WBBQ


 CROSSOVER: Moves 41-38\* at Urban radio

## LITA FORD

### "Lisa" (Dreamland/RCA)

As a former member of the ground-breaking girl group The Runaways, Lita's "Lisa" runs away with six new stations this week, including WAYS, WRQK and KZBB. Top requests at KZZU. 38 stations.

 MAJOR MOVES: KATM(25-18), WKRZ(40-34), KRZR(ON-18), WJMX(40-37), KFMW(40-35)

 MTV SUPPORT: 2 weeks, in Active rotation


 CROSSOVER: Moves to 51\* at Rock radio

## MS. ADVENTURES

### "Undeniable" (Atco)

A cool vocal track highlighted by slick harmonies from this young Texas trio. New action at WKSS, KDON and KKFR. 31 stations.

 REQUEST ACTION: KTFM, WGY

 MAJOR MOVES: WQHT(27-24), KITY(26-21), XHTZ(34-29), KBOS(38-35), KPRR(A-20)


 NETWORK FORTY TUNEUP: Featured on CD #27

## JANET JACKSON


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

Crossing your path with another hit single, this talented 24-year-old artist and music business veteran adds an intense rock edge to her style. Already Top 10 at KRXY. 17 stations have pounced on this cut EARLY.

 REQUEST ACTION: 8, including WKSE, WAPW, WDFX, WEZB, KKRZ, KUBE, WYHY, KZZP

 MAJOR MOVES: WAVA(30-27), WLLOL(D-14), WAPW(27-22), WOHT(35-30)

 MOST ADDED: 17, including WEGX, WYTYZ, WLLOL, KBEG, WBZZ, KIIS, KMEL, KWSS, KPLZ, KUBE, WSPK, WMEE

 MTV SUPPORT: 2 weeks, in Exclusive rotation

 SALES BREAKOUT: LP is Quadruple-Platinum

 TOURING: Currently in Maine and New Jersey

Thou hast heard nothing yet!



**“GOD TONIGHT”**  
**BY REAL LIFE**

*New At KIKX Colorado Springs!*

KITS San Francisco 4-3\*

KROQ Los Angeles 12-8\*

KSAQ San Antonio 12\*

KZHT Salt Lake City D-25\*

POST MODERN/STREET PARTY

BILLBOARD 12-INCH SALES 34-26\*

**CURB**  
RECORDS

*The First Single And Video From The Album “LIFETIME” (D-77271)  
Featuring All New Material!*

**LONGRUN**  
RECORDS

# N 40 TOP 40 THE NEXT 40™

## CANDYMAN

### "Knockin' Boots" (Epic)

Featuring Tone Loc, this sweet tune earns most added status this week while claiming an early Top 10 at KKFR. 23 stations.



REQUEST ACTION: KOY, KIIS, XHTZ, KSFM

MAJOR MOVES: KKFR(9-8), KOY(D-18), XHTZ(26-22)

MOST ADDED: 17, including WPGC, WBBM, WFLZ, WRBQ, KJMZ, KITY, KTFM, KHQT, KMEL, KROY, KSFM, KWOD

CROSSOVER: Breaking at Urban radio

## TONY! TONI! TONE!

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

These three instrumentalists from Oakland once played back-up for Sheila E., and opened for Lionel Richie and Prince. With Top 10 requests at KMEL, new stations feelin' good include KPWR, WIOQ and KIKI. 24 stations.



REQUEST ACTION: KJMZ, KSFM, KHQT

MAJOR MOVES: WPGC(17-14), KSFM(21-18), KROY(28-22), KMEL(15-8), KWOD(30-22)

MTV SUPPORT: On Yo! MTV Raps

SALES BREAKOUT: LP is Top 10 in Richmond, Detroit and San Francisco. Top 40 National 12-inch sales

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

CLUBS: Top 30 National Club action

NETWORK FORTY TUNEUP: Featured on CD #27

## ALANNAH MYLES

### "Lover Of Mine" (Atlantic)

Displaying her powerful set of pipes in this gripping and bluesy rock ballad, Alannah solidifies her large multi-demo following. New action at WTFX, WHHY and KISR. 23 stations.



MAJOR MOVES: KWSS(25-20), WWCK(20-17), KZZU(32-29), KSKG(39-34), KAKS(33-29), KFTZ(20-15), KMOK(27-24)

SALES BREAKOUT: LP is Platinum and Top 5 in NY

CROSSOVER: Breaking at A/C radio

INTERNATIONAL: Former Top 5 LP and Top 10 single in UK

## DANGER DANGER

### "Naughty Naughty" (Imagine/Epic)

This hot track, produced by Lance Quinn of Bon Jovi fame, makes its second round at Top 40 radio by popular demand. 16 stations.



MOST ADDED: 15, including KSAQ, WRVQ, WOKI, WQUT, WYYS, WVSR, WWCK, KRZR, KSND, KZZU, KFMW, KKHT

## JOHN HIATT

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

Challenging Top 40 radio with his edgy sound and unconventional approach, this talented singer/songwriter has amassed nine solo albums and a substantial following. Seeing new action on WFLY, WZZU and WVSR. 22 stations.



MAJOR MOVES: KTUX(36-32), KYYY(36-29), WJMX(38-35)

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

TOURING: Currently in Maine and NY

CROSSOVER: Former Top 15 at Rock and Alternative radio

## RAILWAY CHILDREN

### "Every Beat" (Virgin)

Writing songs that explore hope for the future while addressing problems of the present, this English quartet dreams of making the world a better place. Moving at KSAQ(29-25), KROQ(11-7), with 10 new riders, including WABB, KAKS and KZFN. 13 stations.



MTV SUPPORT: 7 weeks, in Medium rotation

CROSSOVER: Top 10 at Alternative radio

TOURING: Currently in England

## TOMMY PAGE

### "Turn On The Radio" (Sire/WB)

A contagious mix of melodies fills this airwave anthem and has KBEQ and KSAQ turning on the radio. Phones at WBBM. 18 stations.



MAJOR MOVES: KMOK(26-21)

SALES BREAKOUT: LP is Gold

TOURING: Currently in California

NETWORK FORTY TUNEUP: Featured on CD #28

## LIGHTNING SEEDS

### "All I Want" (MCA)

Having come up with the moniker "Lightning Seeds" by misinterpreting a Prince lyric, Ian Broudie masterminded this production in only two weeks. Already moving at KZHT(16-14); 16 stations.



MOST ADDED: 8, including WPST, KIOC, WTHT, WHTO, KKHT, KQIZ, KZOZ, KMOK

SALES BREAKOUT: LP is Top 10 in Nashville, LA and Boise

CROSSOVER: Former Top 15 at Alternative radio

NETWORK FORTY TUNEUP: Featured On CD #28

Touring Data Courtesy Of  
**PERFORMANCE**



**Crosby, Stills & Nash** "If Anybody" **David J** "I'll Be Your Chauffeur"  
**Duran Duran** "Violence Of Summer" **Don Dokken** "Mirror Mirror"  
**Deee-Lite** "Groove Is In" **Extreme** "Decadence Dance"  
**George Michael** "Praying For Time" **Love/Hate** "Why Do You Think"  
**Lisa Stansfield** "This Is The Right" **The Smithereens** "Blue Period"  
**Snap** "Ooops Up" **Too Much Joy** "That's A Lie"  
**Warrant** "Cherry Pie" **Wire Train** "Should She Cry"

## ROTATIONS:

### Exclusive Videos

**INXS** "Suicide Blonde"  
**Billy Idol** "L.A. Woman"  
**George Michael** "Praying For Time"  
**Living Colour** "Type"  
**Motley Crue** "Same Ol' Situation"  
**Warrant** "Cherry Pie"

### Heavy Rotation

**Bell Biv DeVoe** "Do Me"  
**Jon Bon Jovi** "Blaze Of Glory"  
**Phil Collins** "Something Happened"  
**Depeche Mode** "Policy Of Truth"  
**Falch** "No More "Epic"  
**Janet Jackson** "Black Cat"  
**Luke/2 Live Crew** "Banned In The"  
**M.C. Hammer** "Have You Seen Her"  
**Nelson** "Love And Affection"  
**Polson** "Unskinny Bop"  
**Slaughter** "Fly To The Angels"  
**Winger** "Can't Get Enough"

### Active Rotation

**The Black Crowes** "Twice As Hard"  
**Cheap Trick** "Can't Stop Fallin"  
**Concrete Blonde** "Joey"  
**Dino** "Romeo"  
**Lita Ford** "Lisa"  
**Maxi Priest** "Close To You"  
**Prince** "Thieves In The Temple"  
**Ratt** "Lovin' You's A Dirty Job"  
**Love/Hate** "Why Do You Think"  
**Lisa Stansfield** "This Is The Right"  
**Vixen** "How Much Love"  
**Wilson Phillips** "Release Me"

### Medlum Rotation

**Blue Tears** "Rockin' With"  
**Jude Cole** "Time For Letting Go"  
**Don Dokken** "Mirror Mirror"  
**Duran Duran** "Violence Of Summer"  
**Extreme** "Decadence Dance"  
**Indecent Obsession** "Tell Me"  
**L.A. Guns** "I Wanna Be Your"  
**New Kids On The Block** "Tonight"  
**Railway Children** "Every Beat"  
**Rave-Ups** "She Says"

### Breakout Rotation

**Brother Beyond** "The Girl I"  
**Crosby, Stills & Nash** "If Anybody"  
**David J** "I'll Be Your Chauffeur"  
**The Smithereens** "Blue Period"  
**Stryper** "Shining Star"  
**Too Much Joy** "That's A Lie"  
**Trip Shakespeare** "Pearle"  
**Wire Train** "Should She Cry"

## HOT NEW VIDEOS:

### Hot New Videos

**Deee-Lite** "Groove Is In"  
**INXS** "Suicide Blonde"  
**Janet Jackson** "Black Cat"  
**Living Colour** "Type"  
**Snap** "Ooops Up"

## NEW ON:

### 120 Minutes

**Concrete Blonde** "Everybody"  
**Consolidated** "Dysfunctional"  
**24-7 Spyz** "Don't Break My"  
**Thee Hypnotics** "Half Man"  
**Yo La Tengo** "The Summer"

### Stress

**Deee-Lite** "Groove Is In"  
**Snap** "Ooops Up"  
**World Party** "Put The Message"

### YO! MTV Raps

**Tony! Toni! Tone!** "Feels"  
**The Jaz** "The Originator"  
**Nikki D** "Letting Off"  
**Rich Nice** "Outstanding"  
**The 7A3** "Let The Bells Ring"

### Buzz Bin

**Aztec Camera** "Crying"  
**Gene Loves Jezebel** "Jealous"  
**Sonic Youth** "Kool Thing"

### Headbangers Ball

**Love/Hate** "Why Do You Think"  
**Sleeze Beez** "Heroes Die"  
**Exodus** "Objection"  
**Nevada Beach** "Waiting For An"  
**Gypsy Rose** "Poisoned By Love"

# RETAIL SALES

## JON BON JOVI

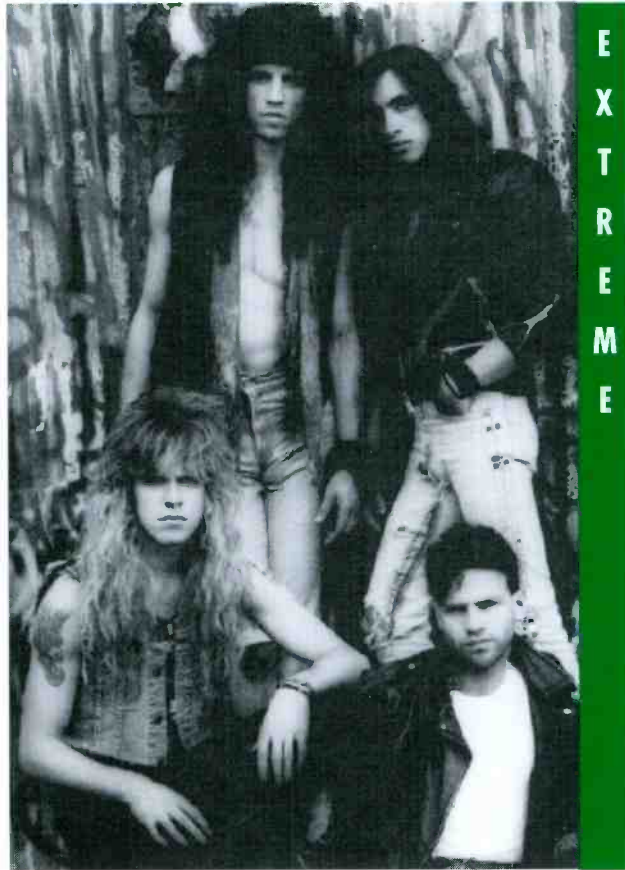
*Blaze Of Glory - Young Guns II OST (Mercury)*

With an all-out radio blitz on the "Blaze of Glory" single several weeks before the actual release of *Blaze Of Glory: Music From And Inspired By The Film "Young Guns II"*, Jon Bon Jovi's star is shining brightly. This is an album of music directly related to the film, written by Jon. And its first single and video, "Blaze Of Glory," is a smash. David Slania, buyer for the 20 store Flip Side Chain Chicago tells us, "We knew it would be big, but not this big! It debuts at #1 as a result of a very strong single and plenty of MTV and in-store play exposure." The soundtrack debuted Top 20 on the Retail chart, selling strong at over 100 accounts in its first full week of retail action. Close to 70 buyers show Top 10 sales or better, including Musicland Minneapolis #1, Trans World Albany #3, Tower Records Long Island #1 and Record Bar Warehouse Durham #8.

## JOHNNY GILL

*Johnny Gill (Motown)*

For the past 15 weeks, Johnny Gill's self-titled debut has been lodged in the Top 10 on the Retail chart, battling its way against some of the biggest selling titles in the industry. Radio continues to play the first single, "Rub You The Right Way," in Power rotation, and the second track, "My, My, My," is already a hot request record screaming up more than 100 Top 40 playlists nationwide. More than 130 buyers report Top 50 sales with nearly 100 Top 20 or better, including Kemp Mill Chain Baltimore #8, Musicland Minneapolis #11, Turtles Chain Atlanta #6, Peaches Entertainment Hialeah Gardens #10 and Warehouse Entertainment L.A. #10.



EXTREME

## EXTREME

*Pornograffiti (A&M)*

Extreme's 1989 debut sold more than 250,000 copies and the band's tour was very successful, setting the group up for instantaneous, out of the box action with *Pornograffiti*. In just under a month, Rock radio has placed great emphasis on the lead track, "Decadence Dance," and MTV is moving the video from "Head-banger's Ball" to Active rotation. The album is closing in on a Top 40 debut on the Retail chart as nearly 40 more buyers report chart debuts, including Trans World Albany #32, National Record Mart Pittsburgh #26, Flip Side Chain Chicago #11, Mainstream Records Milwaukee #1 and JJ's Ear Candy Carson City #10.

## VIXEN

*Rev It Up (EMI)*

Vixen's follow-up to their Platinum debut couldn't be more aptly titled. Although buyers knew this was a hot out of the box title, many were caught off-guard by stronger sales than they expected. Last time around, the group established itself at Rock radio, Top 40 and MTV. As Top 40 action kicks in, Rock programmers are taking full advantage, giving heavy airplay to the first single, "How Much Love," while the video scores Active rotation on MTV. Top 30 sales are reported by Believe N Music Grand Rapids, Zia Records Phoenix, Norwalk Distributors Anaheim and Sea Port One Stop Portland.

## GEORGE LAMOND

*Bad Of The Heart (Columbia)*

George LaMond is fresh from the New York City club scene, and as his single, "Look Into My Eyes," continues to gain ground at Top 40 radio, his sales profile escalates. In the last two weeks, sales have taken off like gang-busters, and the video hasn't even hit yet. Sales highlights include upward moves at Flip Side Chain Chicago (43-35) and Record Explosion NYC (33-18); debuts include The Wiz Chain NYC #40, Rose Records Chain Chicago #36, Sam Goody Chain Philadelphia #39 and Sound Warehouse Chain Dallas #41. Sales in markets such as Las Vegas, Northern and Southern California and Albany are building nicely, with many more debuts predicted in the coming weeks.

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

- Yvette Ziraldo

**DEEE #1 DANCE  
RECORD IN THE U.S.**



Deee single and deeeelicious video

*groove  
big in the  
heart!!!*

Deee debut album

*World Clique*

Deee band

*Deee-lite*

Hot 97 New York  
WKSS Hartford  
KMEL San Francisco  
KROQ Sacramento  
KZFM Corpus Christi



Definitely deeevoted to Deee-lite...  
on Elektra cassettes, compact discs  
and records.

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**N40**

# RETAIL SALES

(As Reported By The Album Network)

2W	LW	TW	Artist/Song	Label/Catalog
1	1	①	M.C. HAMMER. Please Hammer	Capitol/92857
3	3	②	WILSON PHILLIPS. Wilson Phillips	SBK/93745
4	4	③	MARIAH CAREY. Mariah Carey	Columbia/45202
2	2	4	POISON. Flesh And Blood	Enigma/Capitol/91813
7	7	⑤	BELL BIV DEVOE. Poison	MCA/6387
5	5	6	ANITA BAKER. Compositions	Elektra/60922
6	6	7	KEITH SWEAT. I'll Give All My Love	Elektra/60861
8	8	⑧	FAITH NO MORE. The Real Thing	Slash/Reprise/25878
D	19	⑨	JON BON JOVI. Young Guns II	Mercury/846473
14	11	⑩	LUKE AND THE 2 LIVE CREW. Banned In The U.S.A.	Luke/Atlantic/91424
9	9	11	DEPECHE MODE. Violator	Sire/Reprise/21328
10	10	12	JOHNNY GILL. Johnny Gill	Motown/6283
19	15	⑬	WINGER. In The Heart Of The Young	Atlantic/82103
12	12	14	MICHAEL BOLTON. Soul Provider	Columbia/45012
25	22	⑮	NELSON. After The Rain	DGC/24290
13	13	16	PRETTY WOMAN. Pretty Woman OST	EMI/93492
17	17	⑰	SNAP. World Power	Arista/8536
15	16	18	NEW KIDS. Step By Step	Columbia/45129
16	18	19	THE TIME. Pandemonium	Paisley Park/27490
11	14	20	MADONNA. I'm Breathless	WB/26209
22	23	⑳	EN VOGUE. Born To Sing	Atlantic/82084
35	27	㉑	SLAUGHTER. Stick It To Ya	Chrysalis/21702
20	21	㉒	BILLY IDOL. Charmed Life	Chrysalis/21735
27	29	㉔	PHIL COLLINS. ...But Seriously	Atlantic/82050
18	20	25	BRUCE HORNSBY. A Night On The Town	RCA/2041
23	24	26	SINEAD O'CONNOR. I Do Not Want What I...	Chrysalis/Ensign/21759
24	26	27	AEROSMITH. Pump	Geffen/GHS 24254
21	25	28	THE 2 LIVE CREW. As Nasty As They...	Luke's Records/XR 107
▶ DEBUT!	29	29	BOOGIE DOWN PRODUCTIONS. Edutainment	Jive/1358
31	31	⑳	HARRY CONNICK JR. We Are In Love	Columbia/46146
29	30	31	ICE CUBE. Amerikkka's Most Wanted	Priority/57120
32	32	㉑	JEFF HEALEY. Hell To Pay	Arista/8632
28	28	33	DAYS OF THUNDER. Days Of Thunder OST	DGC/24294
37	33	34	HEART. Brigade	Capitol/91820
36	36	㉑	VAN MORRISON. Best Of Van Morrison	Mercury/841970
34	34	36	MOTLEY CRUE. Dr. Feelgood	Elektra/60829
30	35	37	STEVE VAI. Passion And Warfare	Relativity/1037
26	37	38	THE SUNDAYS. Reading, Writing And Arithmetic	DGC/GHS24277
D	39	㉑	LIGHTNING SEEDS. Cloudcuckooland	MCA/MCA24016
▶ DEBUT!	40	40	JOHN HIATT. Stolen Moments	A&M/5310

# URBAN JAMS

## THE BOYS

**"Crazy" (Motown)**

With their second album set for a mid-September release and a self-titled television comedy variety series coming in the Fall, all looks well for the Abdulsamad brothers, a.k.a., The Boys. "Crazy," the first single, is sitting in the Top 10 at Urban radio with close to 100 reports. It's a Top 5 request at stations like WEBB Baltimore and KANW Albuquerque, and is in the Top 10 at more than 30 individual outlets. The Boys have been feistily stacking the building blocks of their careers, starting as a dance troupe on the Venice Beach pier, recording their first album and now co-writing and producing songs on their new album, as well as producing "I Think I Wanna Rap" on comedian Sinbad's debut disc. It's tough to keep up with these rascals!

## NAYOBE

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

This young New York born singer burst on the scene in 1985 with the song "Please Don't Go" from the movie "Krush Groove." Now she's back with this first single from her second album, *Promise Me*. It's on 70 stations and moving up nicely at WWWW Charleston (20-17), WOCQ Ocean City (25-18) and WALT Meridian (40-28). Nayobe is riding the wave of success club music is enjoying at Urban radio presently, and stands a good chance of surfing all the way to the shores of Top 10 success! Featured on Network Forty's CD TuneUp #28.

## TRACIE SPENCER

**"Save Your Love" (Capitol)**

This beautiful young lady, only 14 years old, has done a remarkable amount of growing up in the two years since she stole our hearts with the perky hit "Symptoms Of True Love" and the playfully sexy "Hide And Seek." For

visual evidence, watch the video for her electric new single and check out the cover art of her album *Make The Difference*. The real proof of Tracie's blossoming maturity comes from listening to her voice and seeing the way she carries herself in the video press clip. Tracie is going to be a mass appeal superstar. "Save Your Love" (arranged with serious dancing in mind by brothers Matt and Paul Sherrod and Tracie's brother "Sir Spence") is already on nearly 60 stations, with recent adds including WHUR Washington and KSOL San Francisco. Forget just holding out a place for Tracie in your chart. She's gonna take it, ever so sweetly, all the way to the top!

## HOWARD HEWETT

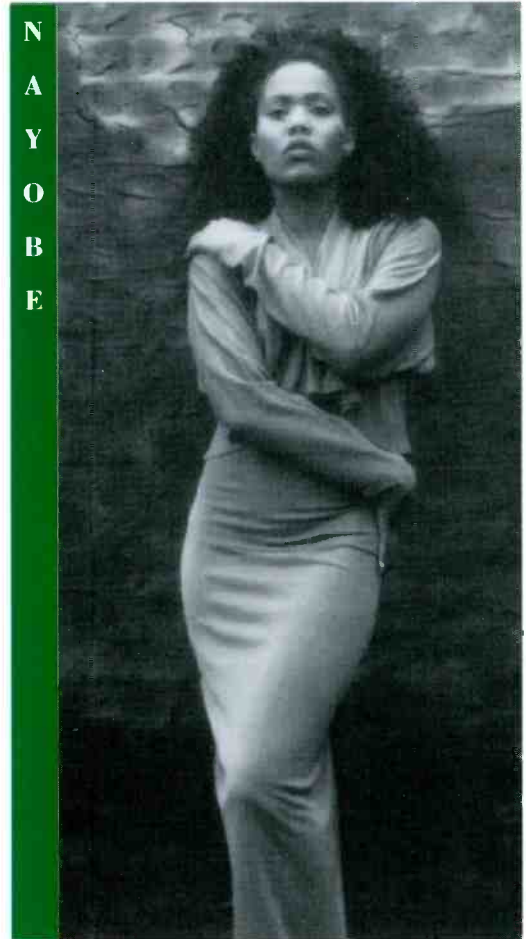
**"If I Could Only Have That Day Back" (Elektra)**

This second single from Howard's self-titled third album is a powerfully rejuvenating song produced by pop star Matthew Wilder, who scored with the uplifting Top 5 hit "Break My Stride." It's on nearly 70 stations, including KKFX Seattle, where it's already Top 10, and WZAK Cleveland, where it's within sniffing distance of Top 10! Howard hit last time out with the song "Show Me," and he's currently on the road playing small clubs in support of the new album. This pop-perfect single should continue his ongoing love affair with Urban and Top 40 stations alike. With a voice like his, he's just plain irresistible.

## POOR RIGHTEOUS TEACHERS

**"Rock Dis Funky Joint" (Profile)**

The Poor Righteous Teachers are the Trenton, New Jersey-based rap trio of Culture Freedom, Wise Intelligent and Father Sha-



heed. Their debut album, *Holy Intellect*, has been an underground smash since it was released in the first quarter of the year. But this second single, "Rock Dis Funky Joint," is primed to break them into the mainstream! It's a party cut with a positive message, set to the beat of WAR's early 70s smash "Slip-pin' Into Darkness." Nearly 50 stations are currently giving this track a spin, several of which have it in their Top 10, including KDAY Los Angeles, KHYS Houston and WAMO Pittsburgh. This is easily one of the best and liveliest Rap songs of the year, and deserves the crossover consideration it's receiving at so many Urban 40 stations.

-A. Scott Galloway

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



# WHISPERS



## “Innocent”

**ON OVER 70  
TOP 40 STATIONS!**

WIOQ Philadelphia 23-20\*

WKSS Hartford 22-17\*

Power Pig Tampa 23-18\*

KISS 108 Boston D-35\*

Power 99 Atlanta D-31\*

KRBE Houston 14-12\*

Hot 97.7 San Jose 18-16\*

KMEL San Francisco 23-20\*

Power 106 Los Angeles 35-33\*

**Just Added at KKRZ  
Portland!**



**3-1\* URBAN JAMS!**



# N40 URBAN JAMS

(As Reported By The Urban Network)

2W	LW	TW	Artist/Song	Label
7	3	1	THE WHISPERS. Innocent	Capitol
5	4	2	TONY! TONI! TONE!. Feels Good	Wing/Polygram
9	6	3	EN VOGUE. Lies	Atlantic
12	8	4	THE BOYS. Crazy	Motown
10	7	5	M.C. HAMMER. Have You Seen Her?	Capitol
15	11	6	PRINCE. Thieves In The Temple	Paisley Park/WB
4	2	7	BABYFACE. My Kinda Girl	Epic/Solar
18	13	8	LALAH HATHAWAY. Heaven Knows	Virgin
1	5	9	JANET JACKSON. Come Back To Me	A&M
17	14	10	MELBA MOORE. Do You Really Want My Love	Capitol
16	15	11	NAJEE. I'll Be Good To You	EMI
3	1	12	THE TIME. Jerk Out	Reprise/Paisley Park
21	17	13	BLACK BOX. Everybody Everybody	RCA
24	20	14	BODY. Touch Me Up	MCA
35	22	15	PEBBLES. Giving You The Benefit	MCA
23	18	16	THE WINANS. A Friend	Qwest/WB
13	12	17	BASIC BLACK. She's Mine	Motown
32	29	18	HOWARD HEWETT. If I Could Only Have That...	Elektra
31	23	19	NAYOBE. I Love The Way You Love Me	WTG
40	35	20	FORCE M.D.'S. Are You Really Real?	Tommy Boy/Reprise
25	21	21	Z'LOOKE. Girl Danz With Me	Orpheus
6	9	22	BELL BIV DEVOE. Do Me	MCA
D	37	23	KIARA. You're Right	Arista
2	10	24	ANITA BAKER. Talk To Me	Elektra
28	25	25	RUBY TURNER. It's A Crying Shame	Zomba/Jive
37	31	26	FATHER M.C.. Treat Them Like They Want To...	Uptown/MCA
27	26	27	PENDERGRASS AND FISHER. Glad To Be Alive	Elektra
D	36	28	RUDE BOYS. Come On Let's Do This	Atlantic
39	34	29	MAXI PRIEST. Close To You	Charisma
▶ DEBUT!	38	30	JOHNNY GILL. Fairweather Friend	Motown
D	38	31	EARTH, WIND AND FIRE. Wanna Be The Man	Columbia
D	39	32	OLETA ADAMS. Rhythm Of Life	Fontana/Polygram
33	30	33	LUKE AND THE 2 LIVE CREW. Banned In The U.S.A.	Atlantic/Luke
30	28	34	PERFECT GENTLEMEN. One More Chance	Columbia
26	24	35	POOR RIGHTEOUS TEACHERS. Rock Dis Funky...	Profile
8	16	36	MARIAH CAREY. Vision Of Love	Columbia
▶ DEBUT!	37	37	SAMUELLE. So You Like What You See	Atlantic
▶ DEBUT!	38	38	TYLER COLLINS. Second Chance	RCA
▶ DEBUT!	39	39	TRACIE SPENCER. Save Your Love	Capitol
▶ DEBUT!	40	40	DIANA BROWN. The Masterplan	FFRR

# ROCK TRACKS

## JOHNNY VAN ZANT

### "Brickyard Road" (Atlantic)

The Van Zant brothers have always been famous for pouring their emotions into their music. "Brickyard Road," beautifully written by Johnny and Donnie, is a story in song about the last time they spent with their late brother, Ronnie, who was killed in a plane crash with two other members of Lynyrd Skynyrd. The poignancy surrounding the song is sure to affect anyone who takes the time to listen to the words, and Rock radio has given "Brickyard Road" an official high five by pushing the track all the way to the top of the charts. Top 5 requests are pouring in from all over the country, and the song holds the #2 Most Requested slot nationwide.

## COLIN JAMES

### "Just Came Back" (Virgin)

One of the best of the new generation of blues guitarists is on the verge of becoming a household name. Colin James' talent is brilliantly obvious on first listen to "Just Came Back," and as the song holds strong in the Top 5 at Rock radio, upward rotations and requests run rampant. This record is doing particularly well in the Great Plains and Western regions of the country, with sales strongest in the Northwest. Rock radio is discovering Colin's talent, and with his second LP, *Sudden Stop*, making such a big impact at the format, his future is being securely set.

## BRUCE HORNSBY

### "A Night On The Town" (RCA)

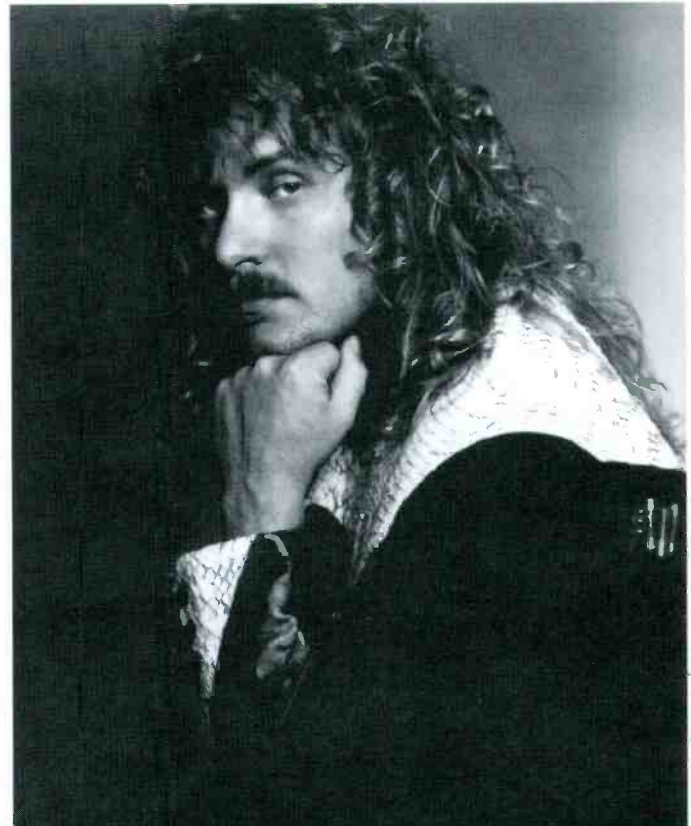
His sound is unmistakable, and his ability to create vivid images through his recorded music makes Bruce Hornsby one of the best

in the rock 'n roll arena. The title track to his album is quickly rolling up the chart, with new adds in Dallas, Houston and Pittsburgh, and many affiliates across the country are moving the track up in rotation. The retail picture looks very bright with sales reports significant in the New York, California, Chicago and other Midwest markets, to mention a few. As his nationwide tour continues through the Eastern states into September, Bruce's latest is sure to be a staple for Rock radio well into 1991.

## RATT

### "Lovin' You's A Dirty Job" (Atlantic)

A career highlight album for these L.A. rockers, "Lovin' You's A Dirty Job" is the first of many hit songs to emerge from *Detonator*. The Rock radio and retail communities are anxiously awaiting the album's arrival with the prospect of this being their most successful album to date. Innovators, not imitators, Ratt was one of the biggest bands to emerge from the Los Angeles heavy metal scene in the early 80s and is now poised to reclaim the title as a leader in this genre. New adds come in from major stations in Miami, San Diego, Sacramento, Atlanta, Houston and Denver, among dozens of others across the nation.



JOHNNY VAN ZANT

## AEROSMITH

### "Love Me Two Times" (MCA)

With an amazing first week at Rock radio, Aerosmith's new rendition of this Doors classic gets the nod at stations in markets such as New York City, Denver, Tampa, Boston and Orlando. Requests are already emerging nationally for the "Air America" film soundtrack, (the only place other than the radio where listeners can find this song) guaranteeing it as a must buy in the upcoming weeks. One of the most exciting bands of the 70s and 80s is as vital and fresh for today's airwaves as ever. Aerosmith has proven they can cross all demographic boundaries, on the radio and in the concert halls.

-Jackie Bodner

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

# N40

# ROCK TRACKS

(As Reported By The Album Network)



Asia



Nelson



Slaughter

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

## WORLD PARTY

*"Put The Message In The Box"*  
(Chrysalis/Ensign)

Karl Wallinger and band make the most inviting music, and "Put The Message In The Box" has certainly caught the ears of Alternative programmers from coast-to-coast. And why not? Wallinger's writing style is as organic as it gets. There is a pervading effortlessness to his style, illustrated by this track's easy pace. The album, *Goodbye Jumbo*, made its way into the Alternative Top 5 almost immediately upon release and lived there for almost three months, with one full month in the #1 position and holding Top 15 status even now. Though the album has been out since the end of April, it remains in a competitive position, selling Top 5 at Alternative retail accounts nationwide. The message in "Message" is winsome, innocent and irresistible. Featured on Network Forty's CD TuneUp #28.

## HAPPY MONDAYS

*"Step On" (Elektra)*

You're hooked from the first moment you hear that chorus, "We're gonna step on you again." There's no denying the groove that flows through this song. Happy Mondays are another bunch of English musicians with their moves in all the right places. This track, "Step On," is an exemplary specimen of the Manchester dance craze that's sweeping modern pop circles these days, and with lead singer Shaun Ryder's breathy vocals adding to the song's obvious appeal, it's not hard to figure out this success story. Check out the "Twisting Your Melon" mix and the video, now in Breakout rotation on MTV. Your Mondays may never be the same.

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



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## STONE ROSES

*"One Love"*  
(Silvertone/RCA)

The Stone Roses' success story continues to blossom as this single, "One Love," takes American Alternative radio by storm. Their reputation, though barely a year old, is secure with programmers, for their songs perform and perform and perform. "One Love" is filled with jammin' guitars, and as usual, the production skills of John Leckie do not disappoint. The track is already on the air at 30 stations thus far, with major market airplay logged in Chicago, Los Angeles, San Francisco, Boston and Dallas, and it's getting more than its share of phone response, too. And with an LP not expected for some time yet, we expect a fine sales picture to develop on this commercially available CD single as well.

## THE SOUP DRAGONS

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

The Soup Dragons' history at Alternative radio began four years ago with the release of their debut LP, *Hang Ten*. They were quite favorably compared to The Buzzcocks at the time, earning them a healthy respectability both here and in their native England. Thereafter, their sound changed quite a bit as the band experimented with more pop oriented styles. 1990 finds the band once again firmly entrenched in the hearts and minds of Alternative programmers with a brilliant cover of this Rolling Stones' B-side to the classic "Get Off My Cloud" single. The Soup Dragons take the song and make it a major groovin' thing, complete with reggae embellishments, courtesy of Big Life/Mercury label mate Junior Reid. A smoker, by all standards.

- Diane Tameecha

(As Reported By The Album Network)



*The Pixies*



*Bob Mould*



*Duran Duran*

2W	LW	TW	Artist/Song	Label
7	6	①	<b>THE PIXIES.</b> Bossanova	Elektra/4AD
5	3	②	<b>IGGY POP.</b> Brick By Brick	Virgin
3	1	③	<b>AZTEC CAMERA.</b> Stray	Sire/Reprise
2	5	④	<b>SONIC YOUTH.</b> Goo	DGC
12	9	⑤	<b>JANE'S ADDICTION.</b> Ritual De Lo Habitual	WB
4	4	6	<b>GENE LOVES JEZEBEL.</b> Kiss Of Life	Geffen/Beggars
1	2	7	<b>DAVID J.</b> Songs From Another Season	Beggars Banquet/RCA
8	8	⑧	<b>ULTRA VIVID SCENE.</b> Joy: 1967-1990	4AD/Columbia
9	7	9	<b>RAILWAY CHILDREN.</b> Native Place	Virgin
10	10	⑩	<b>DEVO.</b> Smooth Noodle Maps	Enigma
30	14	⑪	<b>SOUP DRAGONS.</b> Lovegod	Big Life/Mercury
6	12	⑫	<b>CONCRETE BLONDE.</b> Bloodletting	IRS
11	11	13	<b>WORLD PARTY.</b> Goodbye Jumbo	Chrysalis/Ensign
28	20	⑭	<b>HEART THROBS.</b> Cleopatra Grip	Elektra
D	15	⑮	<b>STONE ROSES.</b> "One Love"	Silvertone/RCA
D	40	⑯	<b>BOB MOULD.</b> Black Sheets Of Rain	Virgin
24	21	⑰	<b>CHARLATANS UK.</b> "The Only One I Know"	Situation Two
21	17	18	<b>CANDY FLIP.</b> "Strawberry Fields Forever"	Atlantic
15	16	19	<b>JOHN HIATT.</b> Stolen Moments	A&M
D	26	⑳	<b>JELLYFISH.</b> Bellybutton	Charisma
26	25	㉑	<b>REAL LIFE.</b> Lifetime	Curb
14	18	㉒	<b>HOTHOUSE FLOWERS.</b> Home	London/Polydor
27	23	㉓	<b>PRETENDERS.</b> Packed	Sire
13	13	24	<b>HAPPY MONDAYS.</b> "Step On"	Elektra
19	19	25	<b>REVENGE.</b> One True Passion	Capitol
▶	DEBUT!	26	<b>DURAN DURAN.</b> Liberty	Capitol
33	27	27	<b>DEPECHE MODE.</b> Violator	Sire/Reprise
D	38	28	<b>NEVILLE BROTHERS.</b> Brother's Keeper	A&M
16	24	29	<b>JESUS JONES.</b> Liquidizer	SBK
34	33	30	<b>JAZZ BUTCHER.</b> Cult Of Basement	Rough Trade
37	37	31	<b>DREAD ZEPPELIN.</b> Un-Led-Ed	IRS
▶	DEBUT!	32	<b>PUMP UP THE VOLUME.</b> Pump Up The Volume OST	MCA
18	22	33	<b>KATYDIDS.</b> Katydids	Reprise
32	31	34	<b>24-7 SPYZ.</b> Gumbo Millenium	In-Effect
▶	DEBUT!	35	<b>BOOGIE DOWN PRODUCTIONS.</b> Edutainment	Jive
39	32	36	<b>YO LA TENGO.</b> Fakebook	Restless/Bar None
▶	DEBUT!	37	<b>SOCIAL DISTORTION.</b> Social Distortion	Epic
▶	DEBUT!	38	<b>SOUL ASYLUM.</b> "Spinnin"	A&M
▶	DEBUT!	39	<b>CAVEDOGS.</b> Joy Rides For Shut-Ins	Enigma
▶	DEBUT!	40	<b>WIRE TRAIN.</b> California Republic	MCA

# Photo Finish

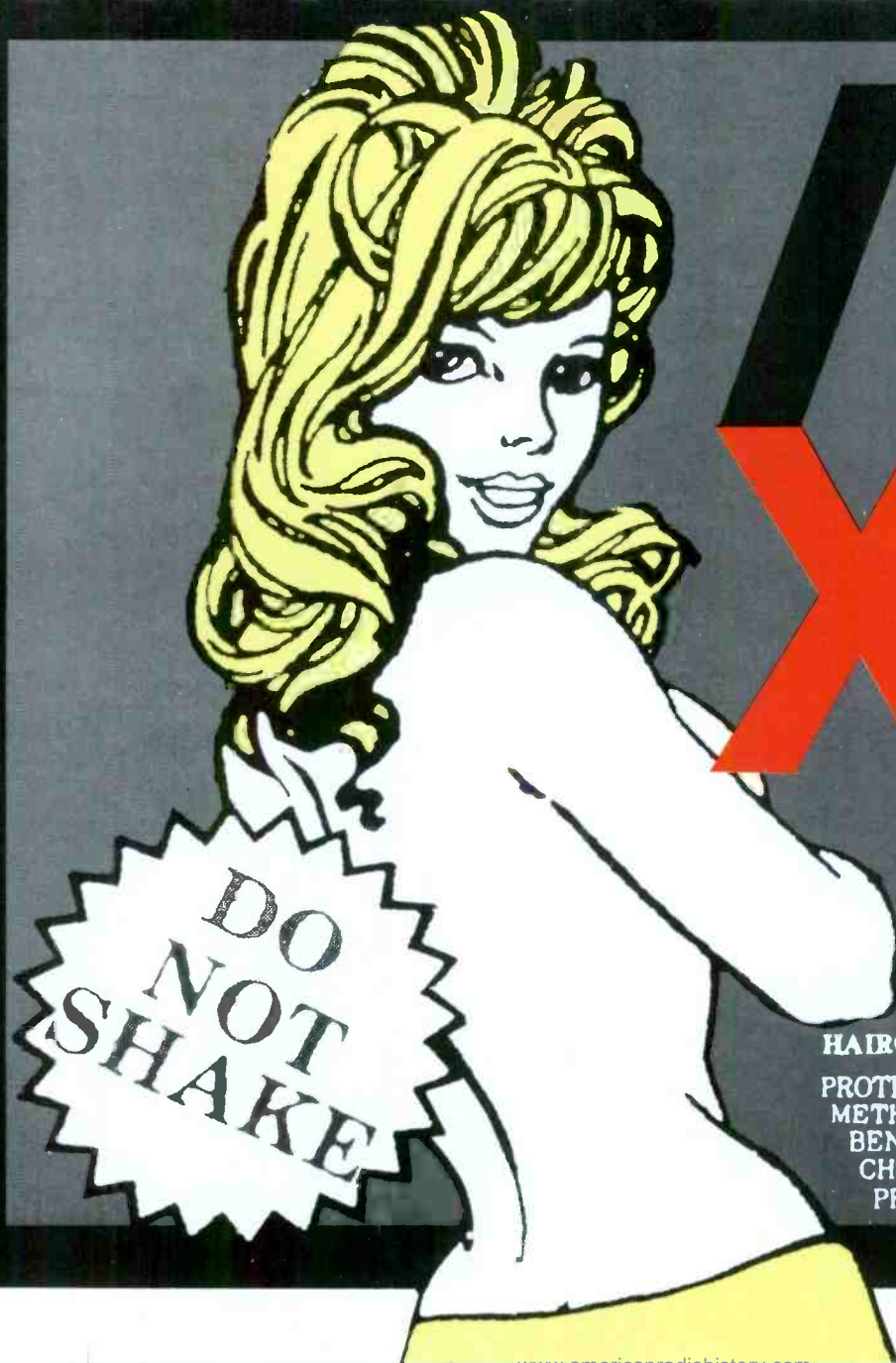


*If there's anyone who feels these two should not be joined in holy matrimony, let him speak now or forever hold his peace... C'mon, Jack, say something!! Here's EMI's Mark Kargol (left) getting ready to take the plunge. The nuptial ceremony was held at the famed Joan Crawford Estate in exclusive Brentwood, California. Could THIS really be the woman(?) of Mark's dreams?! EMI's VP of Promotion, Jack Satter, standing in as best man, looks delighted with the match and hopes to become a godfather sometime in the near future. However, it's highly unlikely that Mark's lovely bride will be able to accommodate Jack's wish. But with today's advanced medical technology, you never know.*



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# AN XS

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# IDOL

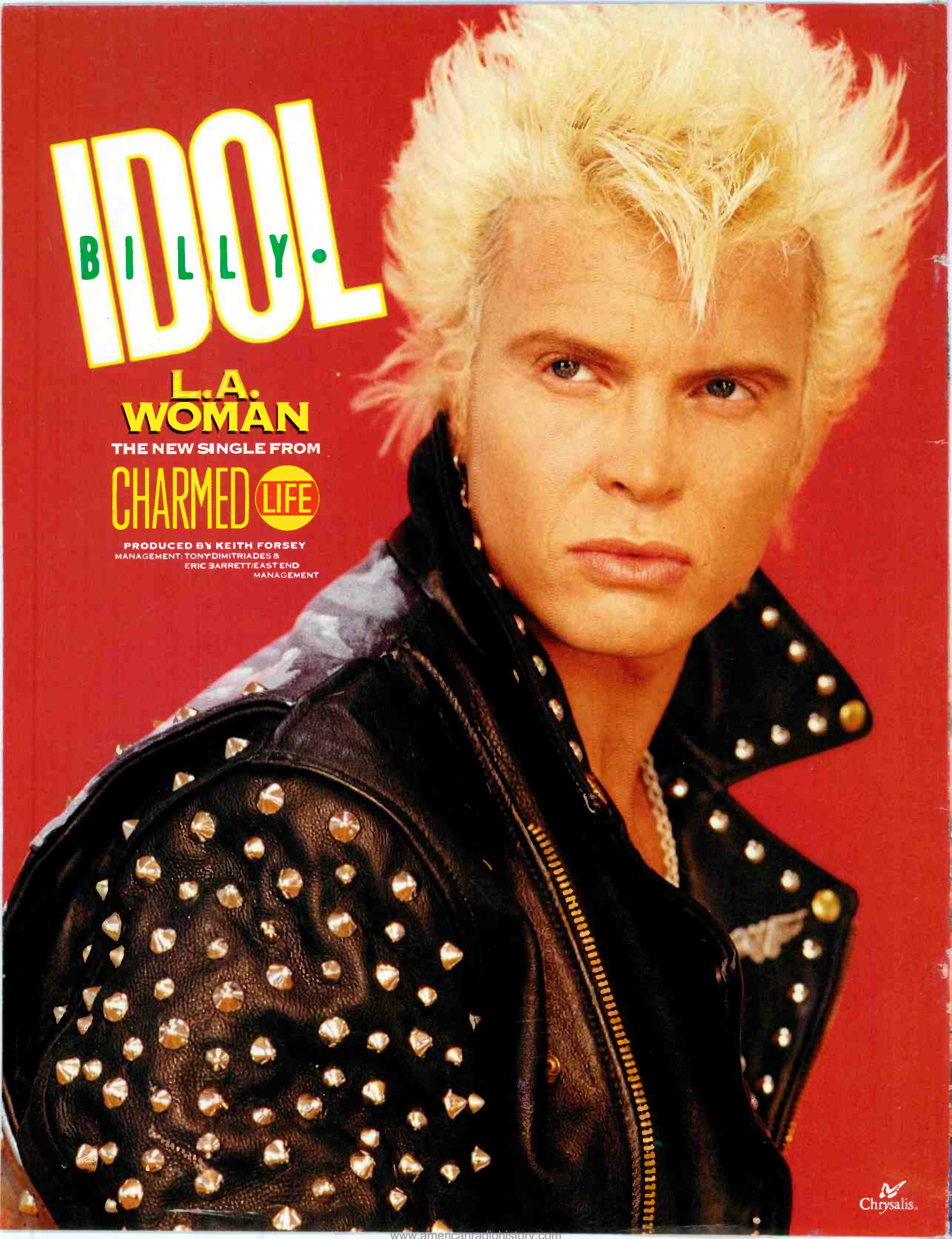
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