

TOP 40 AIRPLAY Monitor

• We Listen To Radio •

February 23, 1996 \$ 4.95 Volume 4 • No. 9

TOP 40 HIGHLIGHTS

#1

MAINSTREAM

EVERYTHING BUT THE GIRL

Missing (ATLANTIC)

★ ★ ★ AIRPOWER ★ ★ ★

ALANIS MORISSETTE • *Ironic* (MAVERICK/REPRISE)

GIN BLOSSOMS • *Follow You Down* (A&M)

SMASHING PUMPKINS • *1979* (VIRGIN)

NEW RELEASES

BEL CANTO • *Rumour* (LAVA/ATLANTIC)

TRACY CHAPMAN • *Give Me One Reason* (ELEKTRA/EEG)

DEL AMITRI • *Tell Her This* (A&M)

WHITNEY HOUSTON & CE CE WINANS • *Count On Me* (ARISTA)

#1

RHYTHM CROSSOVER

BRANDY

Sittin' Up In My Room (ARISTA)

★ ★ ★ AIRPOWER ★ ★ ★

NO RECORDS QUALIFIED FOR AIRPOWER THIS WEEK

NEW RELEASES

BUSTA RHYMES • *Woo-Hah!! Got You All In Check* (FLIPMODE/ELEKTRA/EEG)

#1

ADULT

MARIAH CAREY & BOYZ II MEN

One Sweet Day (COLUMBIA)

★ ★ ★ AIRPOWER ★ ★ ★

ROD STEWART • *So Far Away* (LAVA/ATLANTIC)

NEW RELEASES

WHITNEY HOUSTON & CE CE WINANS • *Count On Me* (ARISTA)

As PDs Go Into Hiding, Are MDs Making More Real Decisions?

by Kevin Carter

"Hi, this is [insert PD name here]. If this is a music call, please leave your priorities at the tone or E-mail me. Or press zero and ask to speak to [insert MD name here] and he/she will get back to you."

Don't laugh. That message is being heard somewhere as we speak as another lucky promotion rep is beamed into voice-mail hell. In today's duopolized radio, programmers are often operating more than one station, making them increasingly inaccessible to the record community.

In many markets, those duties are being absorbed to a large degree by the MD, but are many of those MDs just running interference for the PD or do they really have the added juice to get records on the radio? And how are labels coping with technology that is designed specifically to take what they've seen as the lifeblood of promotion—human contact—out of the equation?

"The more hi-tech we've become, the more low-touch we are," says Columbia Records VP of AC promotion Jerry Lembo, who agrees that with the advent of voice mail and E-mail, much of the spontaneity of promotion has been diminished, along with the lost

art of conversation. By leaving messages, he says, most of the impact of timely news is lessened by leaving it in storage.

"Any enthusiasm I have about information or events just becomes diluted," Lembo says. "It's like a joke that passes through a dozen people and you end up losing the punch line. I can't put my finger on the pulse of a market if I'm talking to a recording."

Lembo agrees that because of everyone's added responsibilities, attention spans have grown increasingly short. "Ironically, radio's job is to get their listeners to increase their time spent listening, but many PDs now spend less time listening to new music."

PDs OF FUTURE OR FLAK CATCHERS?

Are today's MDs getting added respect with their added responsibilities? Lembo thinks so. "MDs today are in the prime position to become the key PDs of tomorrow," he says. "The MD remains the last musical link between records and radio. Unfortunately, many PDs are now preoccupied with their GM, sales manager, and their consultant. There are some great MDs out there on the cal-

Continued on page 4



ADD!



ADD!

BREAKING AT:

KROQ	WRCX
Z100	WKXJ
WMMS	WKSS
XHRM	WRFY
Q99	KZIO
WGTZ	WERZ
WKDD	KHTY
KLRZ	WSTO

lenny
kravitz
can't get
you
off my
mind

"Lenny Kravitz's 'Can't Get You Off My Mind' got reaction quicker than any song we've ever added!"
Charlie Fish PD WFQX

"'Can't Get You Off My Mind' is the huge track from *Circus*. After two weeks, immediate requests. It's definitive Lenny."
Christina Bakalis CIMX

"Our airstaff has wanted this one since the album came in. No, it doesn't sound like the format. Yes, it is our artist. Yes, it may well be an instant classic. Put it on. You'll get calls."
Lynn Barlow KNNC

from the new album *Circus*
Produced by Lenny Kravitz
Representation: Craig Fruiz
and Howard Kaufman/HK Management
©1996 Virgin Records America, Inc.

Tracy Chapman

Give Me One Reason

The premiere single and video
from *New Beginning*.



EARLY ACTION AT
WDDJ & WSSX!

Debuting at Top 40 this week!

A #1 AAA track!

Already exploding at retail,
27 thousand CD's sold in just **10 days!**

World Radio History

Produced by Don Gehman and Tracy Chapman
Management: Gold Mountain Entertainment



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Every Day Is Like Sundae



WMMS Cleveland morning guys Joe Cronauer and Brian Fowler celebrate Valentine's Day by being dipped in a vat of chocolate outside Malley's Chocolate Factory. The pair are seen here being covered with Reddi-Whip and chocolate syrup by listeners.



TOP 40 TOPICS BY SEAN ROSS

'WKRP In Cincinnati' In The Age Of Megapoly

I imagine, if you will, that "WKRP In Cincinnati" is taking place now.

It's now owned by Jacor. So is everything else in Cincinnati. And who better to own a sitcom?

Art Carlson left for a brokerage job years ago. Herb Tarlek is now president of the recently formed Greater Cincinnati River City Media-works Radio Group Partnership.

Andy Travis is still there. He's VP/programming of WKRP and its four AM duopoly partners. In an effort to show that he has matured into product manager status, he goes clothes shopping with Herb.

Dr. Johnny Fever is regionally syndicated, although his affiliates often complain about the lack of a suitable guest host during his multiple stunts in rehab and open-heart surgeries.

Venus Flytrap left during the early '80s, when minority broadcasters stopped working general-market radio with any regularity. The R&B station to which he was exiled at the time has just been bought by its format rival and switched to the satellite Touch format.

Les Nessman is long gone, too, following the diminution of news in morning drive. In keeping with the Jacor spirit, however, all references to things swine-related will stay. The turkey drop has become an annual event, too.

Jennifer has been replaced by voice mail.

Only one aspect of WKRP hasn't changed. It still has only two jocks, and now nobody condemns that as the only detail of the show that doesn't ring true.

Radio in the '90s. Oh, the humanity.

GETTIN' IT: With the boatload of station sales that have taken place over the past few weeks, you may have come to realize that many group owners are divided into two categories now: Those who get top 40 and those who don't.

Jacor gets top 40. The rebuilding of WFLZ Tampa, Fla., over the last year proves it. Having the Noble and Citicasters stations in its camp is

encouraging, especially since many of the top 40 stations in both camps, particularly Citicasters' WKRQ (Q102) Cincinnati and KKRZ (Z100) Portland, Ore., are recently recovered from bouts with "25-54 disease."

I hope SFX gets top 40. Folks close to the company tell me that it's not particularly comfortable with it. And having the entire Prism chain—a group founded on not being afraid of top 40—suddenly folded into a group that chose to launch the third country station in Greensboro, N.C., earlier this year, rather than fill the top 40 hole, is disconcerting. And the recent conversion of WYHY (Y107) Nashville to WRVW (The River) doesn't bode well either. SFX does very good top 40s, by the way. The problem is that it chooses to do them with country music.

I hope Heritage gets top 40, since it's buying WWST Knoxville, Tenn.—a station that is just fighting its way into legitimacy in a market where top 40 has had a lot of problems—and the PD and OM are leaving for Jacor.

Against this backdrop, top 40 PDs and GMs have a bigger job than ever. They're trying to sell new owners on the value of their format, especially if the new owners have never dealt with top 40 before. And they're trying to do so in an environment in which everybody will have to bill a zillion dollars annually to break even.

FANTASY FORMATS: It wasn't other radio people who have responded, thus far, to the Feb. 2 column about kids who did their own playlists. It was record people. Warner Bros.' Barney Kilpatrick did fantasy charts growing up in New Orleans. Columbia's Lisa Wolfe and Epic's Rich Appel were home chart folks, too. Curiously, both Rich and Barney averaged the various stations in their market, making their charts the predecessor of Monitor's The Big Picture. And the good thing about doing fantasy stations these days is that most groups in acquisition mode are willing to buy anything. So, even an imaginary station probably goes for 15 times cash flow, right?



RADIOACTIVE BY KEVIN CARTER

Y107 Goes Up The River; 102 Jamz To 'XL

After 11 years as top 40, WYHY (Y107) Nashville becomes top 40/adult WRVW (the River). While the station is still billing itself as top 40 "with a decidedly mainstream pop appeal," Top 40 Airplay Monitor heard the station using some particularly adult positioning, including, "No rap, no hard rock, and no outrageous DJs," "Continuous hit music, without the continual hype," and "No-repeat workdays."

Here's the new lineup: Morning team Danny Wright and Brian Shook exit, replaced by Mary Glen Lassiter from crosstown WGFY; WCVQ (Q108) Clarksville, Tenn., morning host Van Patrick joins as morning sidekick. Producer Blair Saldana follows Lassiter and will become an integral part of the morning show. Production director Ric Marino from country sister WSIX is new to middays. APD/middays Tom Peace moves to afternoons. Jim MacDonald from WGGZ Baton Rouge, La., is now MD/nights. Spyderman remains in overnights as late-nighter Jess Kendall exits. Night jock Boomer exits for nights at WKBQ (Q104) St. Louis.

Here's a sample of the station around 9 p.m. Feb. 16: Gin Blossoms, "Allison Road"; John Mellencamp, "Wild Nights"; Seal, "Don't Cry"; Rembrandts, "I'll Be There For You"; Blessid Union Of Souls, "Let Me Be The One"; Hootie & the Blowfish, "Time"; ♀, "The Most Beautiful Girl In The World"; Selena, "I Could Fall In Love"; Tom Petty, "You Don't Know How It Feels"; Sophie B. Hawkins, "Only Love"; Mariah Carey, "One Sweet Day"; Roxette, "It Must Have Been Love"; Prince, "Little Red Corvette."

SALES: WXXL NOW AN 'XL' FOR REAL

OmniAmerica is picking up R&B WJHM (102 Jamz) Orlando, Fla., in a three-way \$78 million deal that has country WKIS Miami (and its AM) going from Sunshine Wireless to Omni to WJHM's owner, Beasley, thus allowing Beasley to double-up at WPOW (Power 96) Miami. In other sales, Osborn picks up its fourth Wheeling, W.Va., station, AC WKWK, giving the group a combined 52 share in that market.

I'LL SAVE THE 9TH LIFE AT 432-9595

In at least the third instance of a DJ talking a listener out of committing suicide in the past four weeks, The Washington Post reports WPGC-FM Washington, D.C.'s Christina Kelley got a call Feb. 17 from a 25-year-old woman who was trying to overdose on pills because of a "misunderstanding" with her boyfriend. Kelley kept the caller on the phone until she could get the address and send an ambulance.

PROGRAMMING: ACTION PAXTON

Several weeks ago, we tipped you that KHMV (Mix 96.5) Houston PD Pat Paxton would get group stripes of some sort. Paxton (and country counterpart Bob Moody) will be known as group programming advisers, in an effort to emphasize the autonomy of local PDs at Nationwide.

Changes at WFMF Baton Rouge, La.: GM George Jenne reportedly exits, as does consultant Jim Sumpter. Country WYNK GM Manuel Broussard is overseeing WFMF.

At KQKS (KS104) Denver and its duopoly partners KYBG/KNRX, VP/GM Ron Jamison exits. Jamison will remain with parent company Century Broadcasting, which is selling KYBG/KNRX and ending its IMA with KS104 March 31. GSM Fritz Stahmer is handling GM duties for all three stations. Also, KS104 midday jock PJ. Cruze exits to move to L.A. Overnighter George Martinez is handling those duties.

Answering the rumors published elsewhere about possible changes at KLRZ New Orleans, GM Dan Hoffman claims the station is not changing format or automating (except for live assist overnights). In a cost-cutting move, KLRZ

has moved its offices 55 miles back to Larose, La.

Acting PD/p.m. driver Trent Waters is now officially PD at WKXJ Chattanooga, Tenn., replacing Art Sanders. Waters, a five-year station veteran, will only be there for another six months or so, since he's leaving for medical school in the fall.

From the "ain't megapoly grand" department: Former WHTO Williamsport, Pa., PD Woody McKenzie resurfaces in mornings at crosstown WPGY as that station flips from country to satellite AC. Sabre Communications, owner of WHTO and rock WZXR, already had a JSA with WPGY. Now, it has added a JSA with country WLQ and moved WPGY's PD, Todd Steward, there. Sabre now has four FMs in Williamsport. McKenzie is—indirectly—working for the folks who let him go several months ago.

Phil Britain is the new PD/p.m. driver at top 40/adult WNSN (Sunny 101.5) South Bend, Ind., replacing Rob Poulin. Britain was previously PD at crosstown country/oldies combo WBYT/WRBR. In other AC news, WLIT Chicago taps former WGGI-FM Chicago acting MD Derrick Brown as programming coordinator.

PEOPLE: ENTIRE 'KTU STAFF (OF '78)

With all the publicity about the new WKTU New York, The New York Daily News looked into the whereabouts of the original WKTU airstaff, circa 1978. Al Bandiero does nights on crosstown WPLJ. Johnny Allen does overnights on WRKS. Paco just moved from Spanish WSKQ-FM New York to new sister station WPAT-FM. Carlos DeJesus is spinning at local clubs. Keith Alexander and Rosko are doing voice-overs. Freddie Colon is part of WBLS' morning team, via Metro Traffic. Joe Causi works for IBM. Diane Pryor lives with her family on Long Island, N.Y., the News reports.

Meanwhile, with Jojo Morales already in place at the new WKTU (as originally tipped here), another former jock from rival WHITZ (Z100), Human Numan, is currently running the board at the jockless (so far) station.

We're sorry to report the death of mid-'70s WHYI (Y100) Miami GM Bill Cunningham in a car crash Feb. 7 in Indianapolis. Cunningham, who last managed WSYW Indianapolis, was 55.

After 43 years, WJET (Jet 102) Erie, Pa., morning institution Frank Martin transfers to oldies sister WFGO (Froggy 94), teaming with Gary London. Craig Warvel and Deb Ireland will continue to power the Jet morning show.

KJMZ (94.1 Jamz) Las Vegas is doing the air-shift shuffle, as Jeff Garcia from KGGI San Bernardino, Calif., is in for nights, Kid Stevenz moves to afternoons, and M.C. Scrappy segues to mornings, replacing Chase, who exits.

AC WEBR Washington, D.C., morning co-host David Byrd exits. PD Jeff Silvers teams with remaining partner Beverly Fox for now.

Shawn "Hollywood" Scott exits MD/afternoons at WFLY Albany, N.Y.; call 518-393-9431. Night jock Ellen Rockwell moves to afternoons.

KHTS (All Hit 98.9) Davenport, Iowa, taps the syndicated Bob and Tom for mornings. David Riley goes to afternoons.

Top 40/adult KHMV (Mix 96.5) Houston hires former KRBE Houston midday jock Lori Bradley for nights, replacing Cheryl Vaughn.

KSFM Sacramento, Calif., inks Naughty Boy from WWKX Providence, R.I., for nights, as Davey D., moves to mornings... KBOS (B95) Fresno, Calif., morning team Rik McNeil and Lorraine Love goes to crosstown AC KTHH for mornings.

WZNY Augusta, Ga., shuffles midday jock Mike Dineen to overnights. P.m. driver Rob Collins segues to middays, as overnighter Ron Roberts moves up to afternoons.

Congrats to WSTR (Star 94) Atlanta PD Kevin Peterson and wife, Lisa, on the birth of their first child, Joshua Rodney, Feb. 15.

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As PDs Go Into Hiding, Are MDs Making More Real Decisions?

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iber of [WPLJ New York's] Mike Preston, [WMXV New York's] Linda Silver, and [KYSR Los Angeles] Angela Perelli. They are certainly not buffers. They possess true programming skills and are a big part of the decision-making process."

Mercury promo VP Steve Ellis uses his extensive radio background to rise above the voice-mail pack. "If I'm going to be on someone's voice mail, it might as well be entertaining," he says. Ellis has a car machine wired to his phone, which he uses to showcase his collection of more than 300 drops and sound effects, including David Letterman bits, the "Jeopardy" theme (for sitting on hold), and the all-purpose Marlon Brando line from "The Godfather": "What have I done to make you treat me so disrespectfully?" Ellis adds, "In my 15 years in radio I've seen promotion done right and done wrong, but I was always taught you must be unique so your message stands out."

Atlantic senior VP of promotion Danny Buch also loves the concept of creative voice mail. "I'm stuck in meetings a lot, so I like to leave details on voice mail for certain PDs," he says. "I'm not comfortable with the whole concept of E-mail and the general information overload we're faced with today. All this new technology was supposed to make our lives easier, but now we have to spend time sifting through tons of data." Buch prefers the old-school method of promotion: "I keep five phones on my desk and stack 'em up like O'Hare Airport."

The MD thing: "It's a station-by-station situation, but most radio stations have established layers of communication-screening," he says. "It's not [out of] rudeness, it's just that many PDs physically don't have the time anymore." While Buch admits that he attempts to contact anyone at a station involved with the music, "in any sales-type universe, you still get through to the decision maker, and that's the PD."

FINGER ON THE TRIGGER

Mercury's Ellis notes that while "I have access to most PDs' private lines, which certainly helps me get through," it's not so bad talking to MDs when they actually do the music scheduling in most cases. "The MD can change the dayparting, take off any packeting or other restrictions," Ellis says. "Sometimes if we're within 10 spins of going top five in the Monitor, it's the MD who can give me those extra spins." It doesn't hurt that Ellis was an MD himself for many years. "I always keep the MD in the loop, today more than ever," he says. Like Lembo, Ellis agrees on the ultimate role of the MD: "They are the final human link between the label and the airwaves. Those reps that continue to blow off the MD are totally in the dark."

Another trick of the trade: Have the MD transfer you to the PD directly via the internal lines without the PD's assistant screening the call. "It doesn't always work, but when it does, it's great," Ellis says.

LEARNING TO LOVE VOICE MAIL

Reprise's VP of promotion Marc Ratner actually enjoys using voice mail. "I use it to pass along some quick info without the burden of them having to call me back," he says. Ratner also finds time spent leaving voice mail is time not wasted on hold. "I try to be understanding that PDs are busier today, so I deal with it by using other methods of communication, like voice mail and fax. I might as well take advantage of the technology available."

Ratner adds that it's hard to be angry when you realize that radio and the record industry have different objectives. "My job has also become more difficult," he says. "Budgets are tighter, everything is more intense... it's more like a business than ever before."

While Ratner acknowledges that many PDs are more inaccessible today, he also points out that MD relationships are more important than ever: "Never underestimate the ability of an MD to get the job done. If they are really enthusiastic about your record, they'll make sure it gets in

the PD's face." Label reps who don't deal with the MD are about as effective as the type of radio person who doesn't deal with locals, he says.

LEARNING TO LOVE E-MAIL

Columbia senior VP Jerry Blair is also enthusiastic about using Internet technology to communicate with wayward PDs. "E-mail is fantastic, and I know many PDs who utilize it," Blair says. "It's an efficient way to get a point across in a succinct fashion, plus it gives you a hard-copy record to refer to." But, echoing other reps, he adds, "E-mail and voice mail will never become a direct substitute for communicating in real time and establishing a live, two-way relationship."

Island senior VP of promotion Joe Riccitelli responds, "A salesperson cannot sell through E-mail. A verbal response is one of the most valuable tools when selling our product to radio. You can't utilize your personality on E-mail."

"I realize many group PDs are now dealing with many more issues than just music," Riccitelli adds. "What used to be a Friday-Monday-Tuesday promotion week has now become Wednesday through Tuesday."

As for the power of MDs, Riccitelli says that it's still often necessary for a national rep to go in behind a local to close an add with a PD. "Unfortunately, many MDs are still functioning basically as screeners, with the PD making the final decision. There are always exceptions, of course," he says, echoing Ellis' comment that ultimately, it's the MD's hands on the computer keyboard.

THE STATIONS SPEAK

Surprisingly, most of the PDs asked about the increasing inaccessibility of PDs and the changing role of MDs have similar reactions. Top 40/AC PD Don London of WNVZ/WWDE Norfolk, Va., says he attempts to make himself available to labels, but admits it's become less often. Consequently, WNVZ MD Sean Sellers and WWDE MD Jeff Moreau have now assumed more responsibilities. "They each line up the label priorities and adjust the music categories when the call-out data comes in," he says. London says he doesn't have regular label call times, but both MDs do.

"I use my E-mail every day," he says. "I find it faster and easier than having a conversation. I can go through them at my own pace, and I have a record of the message, with all the details." London admits it's harder to keep up relationships in the E-mail era. "We're all busier than we were five years ago, but actual one-on-one relationships are the key to staying employed and successful."

When Casey Keating was programming WHYI (Y100) Miami, he made a concerted effort to remain in the musical loop. "That station was more current-intensive, so I made sure I was available," he says. At his new post at AC KIOI San Francisco, he has been primarily focused on "the stuff between the records," thus making MD Connie Lindell's role pivotal. "Her job is the music, and she accurately understands the goals of the station. Ultimately, I want to be involved," Keating adds, "but Connie's role here is extremely important."

KRQQ Tucson, Ariz., PD Mark Todd is proud to note, "We don't screen phone calls here, and we don't use voice mail or E-mail." In exchange, he says, he asks reps to cut the small talk. "I dread picking up the phone and hearing the voice of a record guy asking how my weekend was. I used to have time to shoot the shit about stuff like the Superbowl," he says. "Unfortunately, I don't have as much time as before."

Although Todd considers himself accessible to the label community, he lets MD Valerie Knight shoulder much of the responsibility. "I know some record folks feel if they're not getting to the PD, they're not really getting to the station; that's not the case here." Knight can effectively distill the label priorities, as well as research, call-out, and requests, says Todd. "I trust her instincts implicitly."

MONITOR PROFILE

KDWB Gets More Rhythmic, Loses Its Blues, And Welcomes Kieley Home

I had been circling the Twin Cities my whole life. Sooner or later, I had to land."

So says Dan Kieley, PD of Chancellor's KDWB Minneapolis, who came home last May to succeed Mark Bolke in the highly coveted job. And after two down books, KDWB rebounded 6.4-7.0 12-plus in the fall Arbitron after adapting a more rhythmic lean.

Kieley previously programmed KQKQ (Sweet 98) Omaha, Neb., where he lost track of the ratings after 10 No. 1 books. He also gained valuable experience as the marketing director of WBBM-FM (B96) Chicago, and he also programmed WLUM (Hot 102) Milwaukee, KDWB Des Moines, Iowa, and KKRC Sioux Falls, S.D., where he spent 10 years.

Like many of his contemporaries, Kieley entered the industry through the back door. During the mid-'70s, he was minding his own business as a sociology major at Hamlin University in his hometown of St. Paul, Minn. "My fraternity brother owned a bar near the old KDWB where I bartended," he

been leaning adult, began to take on a more-rhythmic feel. "We never want to be more than one record away from our core sound," Kieley says. "When we play TLC, followed by gold from OMD, we make sure we're right back to something like Groove Theory."

Kieley has also found that many former core hit records and/or artists have since fallen out of favor with the ever-changing moods of his core. "Some records have now become so closely identified as AC or triple-A that they're no longer any good for me and will never go to gold." That's where his annual auditorium test comes in handy. "We test 600 records every fall just to find those 120 good ones," he says.

Here is a recent 4 p.m. hour: TLC, "Diggin' On You"; OMD, "If You Leave"; Groove Theory, "Tell Me"; Boyz II Men, "On Bended Knee"; Everything But The Girl, "Missing"; Prince, "When Doves Cry"; Backstreet Boys, "We've Got It Goin' On"; Seal, "Kiss From A Rose"; Club Nouveau, "Lean On Me"; Goo Goo Dolls, "Name"; La Bouche, "Be My Lover"; Jon B./Babyface, "Someone To Love"; and Hootie & the Blowfish, "Only Wanna Be With You."

KDWB's marketing campaign is designed around morning partners Dave Ryan and Lee Valsvik, a 10-year station vet. Producer/victim Pat Ebertz also portrays a running character, "the man in the pig suit," a mascot from hell who has attempted to check into a hotel with a sheep and has given back rubs to complete strangers at the airport.

Three-year vet John London does 9 a.m.-noon, and APD/MD Rob Morris is on noon-2 p.m. "He's my right-hand guy and should be programming a radio station," Kieley says of Morris. Afternoon driver Michael Knight has been with the station for five years and is a Midwest native. Night jock Tone E. Fly worked at the legendary WAPW (Power 99) Atlanta and is "the best night jock in the country," according to Kieley. Gerry Dixon handles late nights, while AMD Rick Thomas does the overnight shift. "He's one of the brightest stars out there," says Kieley. "He started working for me at age 14 in Sioux Falls."

Marketing director John O'Connell is also a native. "John is so detail-oriented, but he's also creative, so it's a great package. He recently gave me a computer printout of exactly how many appearances we've made, including movie screenings and street hits, and the number was outrageous," he says. "I could easily have a mother-hen complex about promotions, but John takes care of business."

Kieley also keeps himself organized by talking to himself. "I call my voice mail at all hours and leave messages for myself for the next day," he says. "It could be 10:30 at night, and my wife will ask, 'Who are you calling?' I tell her, 'I'm calling myself. Don't worry, honey, I know what I'm doing.'"

GM Marc Kalman also has top 40 roots, having worked years ago at WDGW Minneapolis as "the Hitman." Kieley says, "I've been fortunate enough to work for some great GMs, but Marc Kalman is the best. He's not a micro-manager and is an actual top 40 guy." As for KDWB's owner, which is closing on its recent Shamrock purchase in this new climate of megapoly, Kieley says, "It's exciting to be involved with a company like Chancellor. In this day and age, you're either working for a buyer or a seller, and it's great to be working for a buyer."

KEVIN CARTER



Dan Kieley
Program Director
KDWB Minneapolis

'In this day and age, you're either working for a buyer or a seller, and it's great to be working for a buyer'

recalls. "I met a bunch of guys who worked three hours a day, then hung out drinking beer and eating pizza... 'Not a bad gig,' I thought."

Kieley got his first taste of broadcasting in that mecca of radio geekdom, Fargo, N.D., "I worked with Mark Renier, who's now GM of WNNX [99X] Atlanta," he says. "At one point, we had Bill Richards, Joel Folger, Joe Dawson, Tom Evans, Mark Todd, and Chuck Knight all working in the market at the same time. We used to spend all of our spare time hanging out, talking radio."

After Fargo, Kieley's tenure at B96 was "programming graduate school." Then PD Dave Shakes was looking for an experienced programmer for the marketing position. "It was a great experience learning how to run a department," says Kieley. "This position entailed much more responsibility than just hanging up banners and blowing up balloons. I became heavily involved with research and marketing, and I learned a lot working with [consultant] Alan Burns and Dave Shakes."

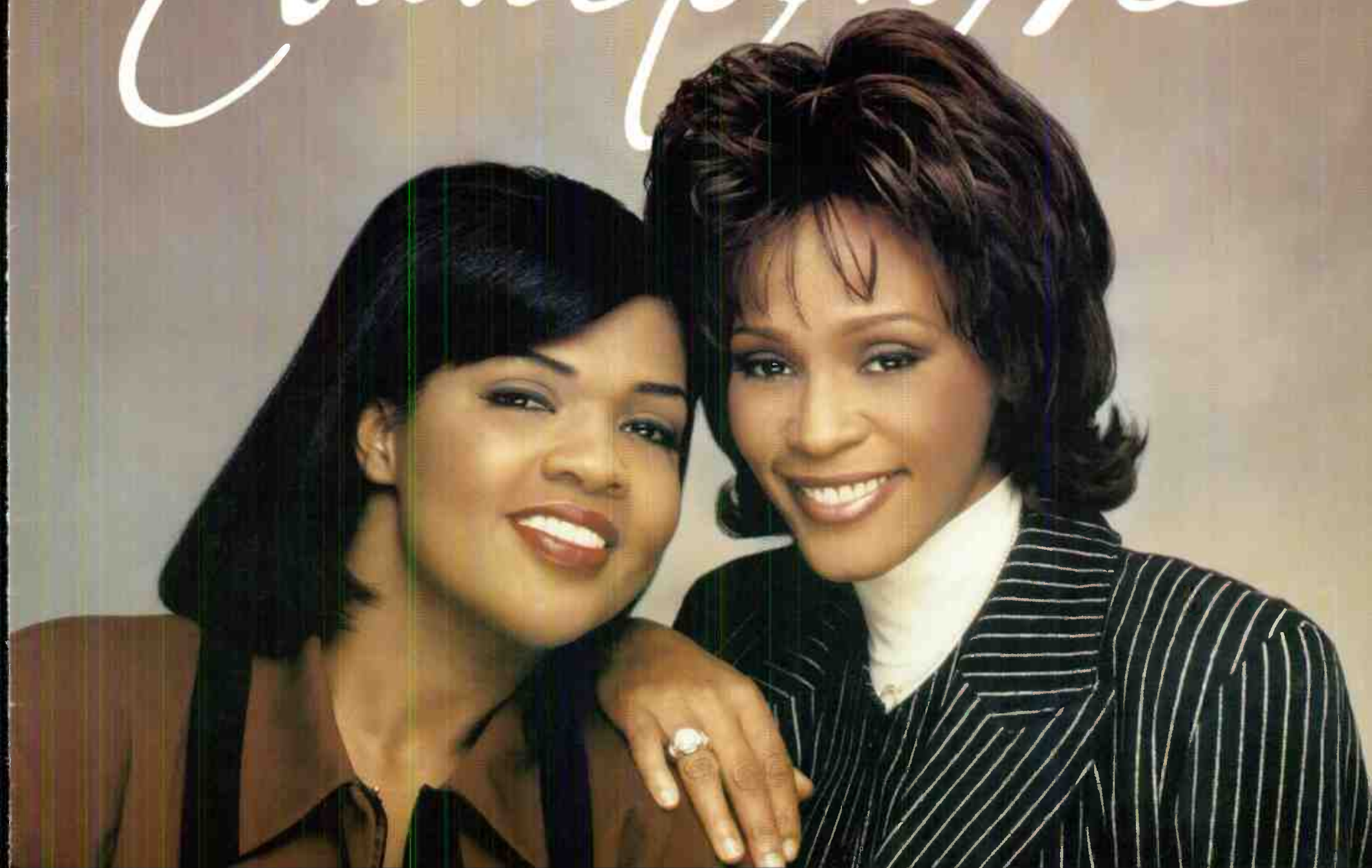
Kieley also got an education in the CBS method of holding a corporate meeting. "I learned that if you were late for a meeting, the door was closed and you weren't allowed in," he says. He also learned how to streamline those meetings to be more efficient. "I could make a 45-minute presentation in just 30 minutes."

Early last year, KDWB's Bolke went to work for Richards' consulting firm and signed the station as his first client. Over the course of several months, KDWB, which had

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Q102 - Philadelphia's #1 CHR radio station is looking for the BEST MORNING SHOW IN AMERICA!
If you know how to entertain ... If you know how to relate to 18-34 women ... If you know how to use Federal Express ... Send Tape and Resume TODAY to: Dave Allan, Operations Manager, Q102, 2 Bala Plaza, Bala Cynwyd, PA 19004

Q95.5 Seeks A Marketing/Promotions Manager

Candidates must be highly motivated, possess the ability to visualize then execute exciting promotions for an adult, female audience, generate business for our advertisers, and build brand awareness of the Motor City's HOT AC radio station.

Send resume and examples of your work to:

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Part time person to coordinate the inputing of data for Billboard Directories. Work in Billboard's Nashville office. Knowledge of music industry & computers necessary. Detailed phone work & followup. No calls please.

Resume to: Box RW-1
Billboard • 1515 Broadway
New York, NY 10036
EOE

SERVICES

PROGRAM DIRECTOR

Columbus, Georgia's country giant, KIX 106 is looking for an on-air program director. Minimum 3 years country experience required. Tape, resume and cover letter to:
BERNIE BARKER, GENERAL MANAGER
WSTH
1236 BROADWAY, COLUMBUS, GA 31901

DIRECTOR OF PROMOTION

KS95-FM a Twin Cities Adult Contemporary Station is looking for a Promotions/Marketing person. Ability to deal with the public; 4 years previous major market experience in promotion and marketing; knowledge of FCC rules and regulations as they pertain to contests; familiarity with programming concepts; applicant must be highly organized and able to prioritize own work; an understanding of television buying would be helpful. Please call Bob Davis at 612-642-4141 and submit resumes to:

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KSTP-FM
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POSITION WANTED

25 year vet, last 10 ... KPLM, earlier Los Angeles, Boston, San Diego, needs Palm Springs gig today!

Ford Michaels:
(619) 329-6982

Currently employed top 10 alt. guy seeking top 30 alt. gig. I am the scene. Affordable. Mobile. Undercover.

BG (817) 545-3018

Ferocious female rocker seeks Southern AOR. Currently playing tunes my parents probably made out to.

JOANIE: (904) 278-0972

15-year pro. Great pipes. Good attitude. Versatile. Seeks on-air gig in Sacramento area.

JOHN: (916) 488-1347

Scott Brunner, KKRD Wichita mornings/digital production/WZOU Boston. 15-year total exp. Accept all calls;

(316) 684-2207

Currently employed 20-year vet seeks PD/OM position. Format implementation, promotion, production. Mid-West/East.

Call: JOHN (314) 365-2478

POSITION WANTED

The budget ax has swung. Major market reporter/anchor needs a new home.

Call DAVE:
(517) 892-6348

Vampire hours sought by experienced radio announcer. Overnights/weekend. So. Cal only. Major market exp.

JEFF: (818) 445-0664

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veteran looking for "not just a job, but an adventure". Experienced in all phases of the business. Seeking a programming challenge. Give me a call.

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Accomplished NYC-based ad space sales pro with extensive music industry, advertising and media planning experience seeks radio sales position in Fort Lauderdale or Miami.

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Ph (212) 536-5058 • Fax (212) 536-5055

BULLETIN BOARD

DALE C. - Sorry you couldn't pay the RENT in Atlanta. I'm here for you whenever you need help. Eddie

GLENN - Are you going to WKTU? R.C.

S.B. - It was great, but a little too short. When do we get to see this encore ...G, T, & D

IZZY - or isn't he?



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• Classified ads are non-commissionable •

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Fax: 212-536-5055

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MAINSTREAM

INCREASE
IN PLAYS

ALANIS MORISSETTE • Ironic (MAVERICK/REPRISE)	+519
KZZU +42, WDDJ +22, KKRD +22, WFLY +22, WVSR +21, WZJM +20, WFHN +20, WKCI +19, WZPL +18, WIOQ +18	
GIN BLOSSOMS • Follow You Down (A&M)	+308
WBZZ +24, KLRZ +22, KUTQ +20, WXLK +13, WVSR +13, KKRZ +13, WFHN +12, WRVQ +12, WZST +11, WHYI +11	
SOPHIE B. HAWKINS • Only Love (The Ballad Of Sleeping Beauty) (COLUMBIA)	+303
WNTQ +18, WHHY +16, WXLK +16, WHOT +14, KBFM +13, WXIS +12, KHTO +12, WKKS +12, WHYI +12, WTIC +12	
CELINE DION • Because You Loved Me (550 MUSIC)	+287
WHYI +20, KHTO +19, KLRZ +16, WIXX +16, WTWR +15, WMXQ +14, WHHY +13, WZYP +13, WWCK +12, WFHN +12	
THE TONY RICH PROJECT • Nobody Knows (LAFACE/ARISTA)	+266
WRVQ +28, KHFI +17, KHKS +16, KDWB +15, WHHY +13, KKMJ +13, WNOK +12, WWST +12, WKSE +12, WNVZ +12	
BODEANS • Closer To Free (SLASH/REPRISE)	+259
KKRD +20, WAPE +20, WPRO +18, WSTR +14, WFLY +12, WRVQ +10, WKRQ +10, WHOT +9, WVSR +9, KWMX +9	
ACE OF BASE • Lucky Love (ARISTA)	+242
KHFI +23, WFBC +16, WHHY +13, KHTO +12, WXLK +12, WFLY +12, WKRZ +11, WXXL +11, KBFM +10, WZNY +10	
THE PRESIDENTS OF THE UNITED STATES OF AMERICA • Peaches (COLUMBIA)	+217
WZNY +22, WHHY +14, WKBQ +14, WKRQ +13, KKMJ +9, WZJM +9, WDCG +9, KKRZ +9, WXXX +8, WXLK +8	
BRANDY • Sittin' Up In My Room (ARISTA)	+215
WFLZ +21, WKXJ +17, KBFM +15, WHHY +13, WFLY +13, WAPE +12, KRQQ +11, KZZU +11, WFHN +10, WRVQ +9	
COLLECTIVE SOUL • The World I Know (ATLANTIC)	+182
WBHT +25, KHFI +23, WZST +22, WKXS +15, WSTR +12, KKRZ +12, WLAN +10, WVSR +10, WKXB +9, WSTW +9	

RHYTHM-CROSSOVER

INCREASE
IN PLAYS

MARIAH CAREY • Always Be My Baby (COLUMBIA)	+206
WQHT +26, KTFM +24, KPRR +23, WBBM +21, KCAQ +15, KKFR +14, KYLD +13, WWKX +11, WJMH +10, KZHT +10	
MARY J. BLIGE • Not Gon' Cry (ARISTA)	+204
KZFM +31, KDON +28, KKSS +26, KJMJ +25, WWKX +23, KUBE +23, KPRR +14, KKFR +11, KCAQ +9, KGGI +6	
JOE • All The Things (Your Man Won't Do) (ISLAND)	+115
KLUC +26, WJMH +24, WPGC +17, WJJS +16, KZHT +12, KMEL +8, KDON +6, KZFM +5, KQKS +5, KBXX +4	
FUGEES • Killing Me Softly (RUFFHOUSE/COLUMBIA)	+96
WPGC +33, KBXX +29, WERQ +24, WQHT +8, WJMH +1, KSFM +1	
ACE OF BASE • Lucky Love (ARISTA)	+88
KZHT +18, KZFM +16, KKXX +14, WPOW +12, KPRR +11, KBOS +5, KTFM +5, KUBE +5, WWKX +4, KKFR +2	
R. KELLY • Down Low (Nobody Has To Know) (JIVE)	+87
KSFM +20, KLUC +18, KQKS +18, WWKX +12, KCAQ +7, WJMH +7, XHTZ +7, KJMJ +6, KZFM +3, KBXX +1	
BRANDY • Sittin' Up In My Room (ARISTA)	+87
KTFM +19, KZHT +18, WBBM +17, WPOW +10, KBOS +9, WJMH +9, KQKS +9, KLUC +7, KGGI +6, KKFR +6	
XSCAPE • Do You Want To (So So Def/COLUMBIA)	+81
WJMH +22, KZFM +16, KDON +12, KCAQ +9, WPGC +7, KLUC +3, KMEL +3, WQHT +3, KJMJ +2, KBXX +2	
LINA SANTIAGO • Feels So Good (Show Me Your Love) (UNIVERSAL)	+75
KKSS +41, KZHT +16, KJMJ +14, KCAQ +10, WPOW +10, KTFM +7, KKXX +6, KLUC +5, XHTZ +4, KZFM +3	
ANGELINA • Release Me (UPSTAIRS)	+70
KYLD +28, KMEL +25, KTFM +17	

VIDEO PLAYLISTS



		TW	LW
1	2Pac, California Love	32	36
2	Bush, Glycerine	26	30
3	Smashing Pumpkins, 1979	26	30
4	Foo Fighters, Big Me	24	20
5	Oasis, Wonderwall	24	31
6	LL Cool J, Hey Lover	23	37
7	Alanis Morissette, Ironic	22	23
8	Collective Soul, The World I Know	21	21
9	Green Day, Brain Stew	21	29
10	Presidents Of The United State, Peaches	19	27
11	Brandy, Sittin' Up In My Room	19	24
12	Seven Mary Three, Cumbersome	18	20
13	Blues Traveler, Hook	17	19
14	Goo Goo Dolls, Naked	17	20
15	The Tony Rich Project, Nobody Knows	16	17
16	Red Hot Chili Peppers, Aeroplane	16	6
17	Monica, Before You Walk Out Of My Life	13	16
18	Pete D'Angelo, Beautiful Girl	13	11
19	White Zombie, Super-Charger Heaven	12	9
20	Everclear, Santa Monica	12	16
21	3T, Anything	12	12
22	Coolio, 1, 2, 3, 4 (Sumpin' New)	12	0
23	Dog's Eye View, Everything Falls Apart	12	10
24	No Doubt, Just A Girl	11	15
25	Alice In Chains, Heaven Beside You	11	13
26	Mary J. Blige, Not Gon' Cry	11	9
27	Seal, Don't Cry	10	11
28	Spacehog, In The Meantime	10	10
29	Janet Jackson, Twenty Foreplay	10	17
30	Immature, We Got It	10	8
31	Kris Kross, Tonite's Tha Night	9	10
32	Melissa Etheridge, I Want To Come Over	9	9
33	George Michael, Jesus To A Child	8	12
34	Gin Blossoms, Follow You Down	8	9
35	Smashing Pumpkins, Bullet With Butterfly Wings	7	10
36	Radiohead, High And Dry	7	10
37	La Bouche, Be My Lover	7	11
38	Dave Matthews Band, Satellite	6	12
39	For Squirrels, Mighty K.C.	6	9
40	Nirvana, Come As You Are	5	3
41	TLC, Creep	5	2
42	Soul Asylum, Promises Broken	5	4
43	Mariah Carey & Boyz II Men, One Sweet Day	5	4
44	Whitney Houston & Cece Winans, Count On Me	5	11
45	Ruby, Tiny Meat	5	3
46	Red Hot Chili Peppers, Give It Away	4	5
47	Red Hot Chili Peppers, Under The Bridge	4	4
48	Aerosmith, Crazy	4	2
49	Korn, Shoots And Ladders	4	5
50	Silverchair, Tomorrow	4	2

ADULT

INCREASE
IN PLAYS

CELINE DION • Because You Loved Me (550 MUSIC)	+177
WVTV +37, WGSY +25, KYKY +22, WWSN +16, KKLQ +16, WKZL +13, WZPK +7, WDEF +6, WKDD +6, KGBY +5	
ROD STEWART • So Far Away (LAVA/ATLANTIC)	+117
KGBY +15, KTHT +15, WMXL +12, WGSY +12, KEZR +12, KGBX +9, WKZL +9, WDEF +6, WJDX +6, WMC +6	
THE TONY RICH PROJECT • Nobody Knows (LAFACE/ARISTA)	+103
WJDX +13, WKDD +13, WIVY +12, WGSY +9, WLHT +8, WAHR +7, KGBY +7, WZPK +6, WEZF +5, WRMF +5	
SOPHIE B. HAWKINS • Only Love (The Ballad Of Sleeping Beauty) (COLUMBIA)	+99
WVTV +20, WKQI +18, KPLZ +14, WYYY +11, KYKY +7, WPNT +5, KKLQ +5, WBEB +3, WDEF +3, WMYI +3	
NATALIE MERCHANT • Wonder (ELEKTRA/EEG)	+93
WGSY +29, WKTI +16, KSTP +13, KFMB +11, WAHR +8, KYKY +8, WWSN +7, KHMJ +6, WMC +5, WVTV +4	
EVERYTHING BUT THE GIRL • Missing (ATLANTIC)	+88
WKQI +19, WIVY +17, WAEV +16, WVAF +14, WTMX +13, WIOG +7, WKDD +7, KPLZ +6, WAHR +4, WGSY +4	
JANN ARDEN • Insensitive (A&M)	+71
KYSR +19, KHMJ +11, KFMB +10, WZPK +6, WMC +6, WWSN +5, WKTI +5, WEZF +3, WMXV +3, WBLI +3	
HOOTIE & THE BLOWFISH • Time (ATLANTIC)	+67
WGSY +35, WIVY +20, WCSO +15, KISN +14, KSTZ +10, WMYI +9, KYKY +7, WKZL +5, WBLI +5, KPLZ +4	
BLESSID UNION OF SOUL • Oh Virginia (EMI)	+53
KYSR +18, KSTZ +10, WZPK +7, KHMJ +6, WMC +6, WMTX +5, WQLH +4, WTMX +3, WKQI +2, WKTI +2	
BODEANS • Closer To Free (SLASH/REPRISE)	+53
KPLZ +18, WCSO +11, WQLH +8, KYSR +6, KFMB +6, WKDD +5, WPLJ +5, WAEV +4, WMXV +4, WMTX +4	



R. KELLY "DOWN LOW (NOBODY HAS TO KNOW)"

- **20** ON THIS WEEK'S RHYTHM-CROSSOVER CHART!
- **11 MILLION** IN AUDIENCE ON OVER **25 STATIONS!**
- ALBUM NOW APPROACHING **TRIPLE PLATINUM!**

VIDEO:



ACTIVE ROTATION



MAINSTREAM

SONG ACTIVITY REPORTS

For Week Ending February 18, 1996

AIRPLAY Monitor

2PAC (FEAT. DR. DRE & ROGER TROUTMAN) 543/112 California Love (Death Row/Interscope) Total Stations: 63

3T Anything (MJJ/550 Music) Total Stations: 75 Chart Move: 27-24

1224/114 ACE OF BASE Lucky Love (Arista) Total Stations: 62 Chart Move: 38-32

946/242 JANN ARDEN Insignificant (A&M) Total Stations: 34

435/98 BLESSID UNION OF SOULS Oh Virginia (EMI) Total Stations: 77 Chart Move: 25-23

2466/127 BLUES TRAVELER Hook (A&M) Total Stations: 82 Chart Move: 10-9

1368/259 BODEANS Closer To Free (Slash/Reprise) Total Stations: 80 Chart Move: 28-21

1105/215 BRANDY Sittin' Up In My Room (Arista) Total Stations: 76 Chart Move: 35-27

995/44 BUSH Glycerine (Trauma/Interscope) Total Stations: 72 Chart Move: 32-30

2089/182 COLLECTIVE SOUL The World I Know (Atlantic) Total Stations: 83 Chart Move: 13-13

599/48 DEBORAH COX Who Do U Love (Arista) Total Stations: 42

1789/132 MELISSA ETHERIDGE I Want To Come Over (Island) Total Stations: 80 Chart Move: 16-15

3522/59 EVERYTHING BUT THE GIRL Missing (Atlantic) Total Stations: 81 Chart Move: 1-1

576/8 FOLK IMPLOSION Natural One (London/Island) Total Stations: 63

664/181 MARIAH CAREY Always Be My Baby (Columbia) Total Stations: 39 Chart Move: Debut 38

1248/89

1248/89

1248/89

1248/89

1248/89

1248/89

1248/89

1248/89

1248/89

1248/89



SONG ACTIVITY REPORTS

For Week Ending February 18, 1996

Radio Data Systems logo and detailed song tracking information for the last 3 weeks.

GIN BLOSSOMS 1635/308 Follow You Down (A&M)

Table with columns: Total Stations: 78, Chart Move: 20-17, and station data for various markets like New York, L.A., Phila., etc.

SOPHIE B. HAWKINS 1219/303 Only Love (The Balled Of Sleeping Beauty) (Columbia)

Table with columns: Total Stations: 76, Chart Move: 34-25, and station data for various markets.

HOOTIE & THE BLOWFISH 388/33 I Go Blind (Atlantic/Reprise)

Table with columns: Total Stations: 15, and station data for various markets.

LA BOUCHE 2767/167 Be My Lover (RCA)

Table with columns: Total Stations: 78, Chart Move: 7-7, and station data for various markets.

LL COOL J 600/74 Hey Lover (Def Jam/RAL/Island)

Table with columns: Total Stations: 75, and station data for various markets.

DAVE MATTHEWS BAND 800/56 Satellite (RCA)

Table with columns: Total Stations: 71, Chart Move: 37-34, and station data for various markets.

NATALIE MERCHANT 2329/12 Wonder (Elektra/EEG)

Table with columns: Total Stations: 83, Chart Move: 11-10, and station data for various markets.

ALANIS MORISSETTE 1665/519 Ironic (Maverick/Reprise)

Table with columns: Total Stations: 78, Chart Move: 26-16, and station data for various markets.

NO DOUBT 440/80 Just A Girl (Interscope)

Table with columns: Total Stations: 44, and station data for various markets.

OASIS 2106/121 Wonderwall (Epic)

Table with columns: Total Stations: 83, Chart Move: 12-12, and station data for various markets.

THE PRESIDENTS OF THE UNITED STATES 683/217 Peaches (Columbia)

Table with columns: Total Stations: 55, Chart Move: Debut 36, and station data for various markets.

THE TONY RICH PROJECT 2772/266 Nobody Knows (LaFace/Arista)

Table with columns: Total Stations: 80, Chart Move: 8-6, and station data for various markets.

SEAL 1918/34 Don't Cry (ZTT/Warner Bros.)

Table with columns: Total Stations: 82, Chart Move: 14-14, and station data for various markets.

SEVEN MARY THREE 493/33 Cumbersome (Mammoth/Antenna)

Table with columns: Total Stations: 36, and station data for various markets.

SMASHING PUMPKINS 1605/150 1979 (Virgin)

Table with columns: Total Stations: 83, Chart Move: 18-18, and station data for various markets.



POWER PLAYLISTS

For Week Ending February 18, 1996

Playlist supplied by Broadcast Data Systems... Radio Track service...

Table for HOT 97 station, listing songs and artists like 'Total, No One Else' and 'Fugees, Fu-Gee-La'.

Table for POWER 106 station, listing songs and artists like '2Pac, California Love' and 'Mary J. Blige, Not Gon' Cry'.

Table for B96 station, listing songs and artists like 'Big Sister, 'round We Go' and 'Groove Theory, Tell Me'.

Table for JAM'N 94.5 station, listing songs and artists like 'LL Cool J, Hey Lover' and 'Groove Theory, Tell Me'.

Table for KMEL station, listing songs and artists like 'Brandy, Sittin' Up In My Room' and 'Mary J. Blige, Not Gon' Cry'.

Table for WPGC station, listing songs and artists like 'Jon, All The Things' and '2Pac, California Love'.

Table for WILD 107 station, listing songs and artists like 'Everything But The Girl, Missing' and '2Pac, California Love'.

Table for THE BOX station, listing songs and artists like 'Brandy, Sittin' Up In My Room' and 'R. Kelly, Down Low'.

Table for POWER 96 station, listing songs and artists like 'La Bouche, Be My Lover' and '2Pac, California Love'.

Table for KUBE station, listing songs and artists like 'Brandy, Sittin' Up In My Room' and 'The Tony Rich Project, Nobody Knows'.

Table for POWER 92 station, listing songs and artists like 'Brandy, Sittin' Up In My Room' and 'Max-A-Million, Sexual Healing'.

Table for FM 102 station, listing songs and artists like 'The Tony Rich Project, Nobody Knows' and 'LL Cool J, Hey Lover'.

Table for KGGI station, listing songs and artists like 'Monica, Before You Walk Out Of My Life' and 'Outthere Brothers, Boom Boom Boom'.

Table for Z90 station, listing songs and artists like 'Brandy, Sittin' Up In My Room' and 'R. Kelly, Down Low'.

Table for KTFM station, listing songs and artists like '3T, Anything' and 'The Tony Rich Project, Nobody Knows'.

Table for 92Q station, listing songs and artists like 'Mary J. Blige, Not Gon' Cry' and 'Xscape, Do You Want To'.

Table for KS104 station, listing songs and artists like 'TLC, Kock Your Game' and 'LL Cool J, Hey Lover'.

Table for B95 station, listing songs and artists like 'Monica, Before You Walk Out Of My Life' and 'Everything But The Girl, Missing'.

skindeep

FEATURING JUNIOR M.A.F.I.A.'S LITTLE KIM

ON YOUR
DESK NOW

the first single
"NO MORE GAMES"



Loose Cannon Recording Artists **SKINDEEP** From the album **GET YOU OPEN**

Produced by CLARK KENT for Superstar Entertainment Management, My Entertainment and Word of Mouth © 1995 Polygram Records

RHYTHM RADIO IMPACT DATE: 2/26





COMBINED TOP 40 MONITOR AIRPLAY										AIRPLAY THIS WEEK BY FORMAT												
TW	LW	WKS	TITLE (LABEL)	ARTIST	THIS WEEK			LAST WEEK			MAINSTREAM		RHYTHM		ADULT		MODERN					
					Audience (millions)	Detections No.	Rank	Audience (millions)	Detections No.	Rank	Audience (millions)	Detections No.	Rank	Audience (millions)	Detections No.	Rank	Audience (millions)	Detections No.	Rank			
1	1	19	ONE SWEET DAY (COLUMBIA)	MARIAH CAREY & BOYZ II MEN	65.8962	5923	1	66.3256	6196	1	28.6724	3171	4	16.0926	986	6	21.0640	1747	1	0.0672	19	—
2	2	16	MISSING (ATLANTIC)	EVERYTHING BUT THE GIRL	61.5351	5738	2	62.1921	5617	2	33.0288	3522	1	11.1275	843	12	15.7808	1229	6	1.5980	144	—
3	3	25	NAME (METAL BLADE/WARNER BROS.)	GOO GOO DOLLS	49.3263	5040	3	50.2865	5144	3	27.1699	3171	3	0.5124	25	—	15.6253	1244	5	6.0187	600	—
4	4	14	TIME (ATLANTIC)	HOOTIE & THE BLOWFISH	42.3733	4352	6	42.5286	4345	5	24.0748	2930	5	0.1009	15	—	16.8549	1251	4	1.3427	156	—
5	6	15	ONE OF US (BLUE GORILLA/MERCURY)	JOAN OSBORNE	37.5841	4533	4	37.9347	4582	4	25.0297	3287	2	0.1094	13	—	8.7836	673	20	3.6614	560	36
6	8	6	NOBODY KNOWS (LAFACE/ARISTA)	THE TONY RICH PROJECT	37.4882	4496	5	35.2771	4135	8	21.6182	2772	6	13.2752	1218	2	2.5778	505	23	0.0170	1	—
7	7	17	EXHALE (SHOOP SHOOP) (ARISTA)	WHITNEY HOUSTON	37.0758	3970	8	37.5951	4199	7	19.7157	2267	11	8.8253	703	14	8.4873	990	13	0.0475	10	—
8	9	10	BE MY LOVER (RCA)	LA BOUCHE	35.0833	3775	10	34.1231	3616	10	24.9535	2767	7	9.9623	945	8	0.1505	62	—	0.0170	1	—
9	5	20	BREAKFAST AT TIFFANY'S (RAINMAKER/INTERSCOPE)	DEEP BLUE SOMETHING	35.0105	3779	9	38.5197	4094	9	20.9912	2473	8	0.0738	14	—	12.7913	1086	10	1.1542	206	—
10	11	12	WONDERWALL (EPIC)	OASIS	34.2912	4241	7	32.9816	4246	6	14.2988	2106	12	0.0448	9	—	3.5553	245	36	16.3923	1881	2
11	14	5	SITTIN' UP IN MY ROOM (ARISTA)	BRANDY	33.4928	2551	19	30.9091	2235	28	7.2445	1105	27	26.1742	1423	1	0.0514	15	—	0.0227	8	—
12	10	12	THE WORLD I KNOW (ATLANTIC)	COLLECTIVE SOUL	33.3247	3622	13	33.5829	3548	13	17.0745	2089	13	0.0503	9	—	4.9362	255	35	11.2637	1269	16
13	17	5	IRONIC (MAVERICK/REPRISE)	ALANIS MORISSETTE	32.2586	3621	14	27.6610	3126	14	14.6245	1665	16	0.0012	1	—	3.5142	135	—	14.1187	1820	4
14	13	14	1979 (VIRGIN)	SMASHING PUMPKINS	31.8129	3643	11	31.1721	3549	12	10.8549	1605	18	0.0468	11	—	2.1304	133	—	18.7808	1894	1
15	12	10	WONDER (ELEKTRA/EEG)	NATALIE MERCHANT	31.0728	3642	12	31.7397	3601	11	16.1596	2329	10	0.0877	15	—	10.1296	738	18	4.6959	560	37
16	15	31	AS I LAY ME DOWN (COLUMBIA)	SOPHIE B. HAWKINS	28.5681	2545	20	29.9391	2739	18	12.5458	1220	—	0.9662	102	—	15.0392	1218	7	0.0169	5	—
17	40	2	ALWAYS BE MY BABY (COLUMBIA)	MARIAH CAREY	28.0607	1698	48	18.4934	1291	63	6.6004	664	38	21.2621	968	7	0.1982	66	—	—	—	—
18	21	8	HOOK (A&M)	BLUES TRAVELER	27.1379	3238	16	25.2965	3078	15	17.8292	2466	9	0.0636	11	—	5.6467	319	29	3.5984	442	—
19	16	23	TELL ME (EPIC)	GROOVE THEORY	27.1224	2123	30	27.8360	2232	29	11.6307	1204	26	15.4251	870	11	0.0531	47	—	0.0135	2	—
20	18	15	HEY LOVER (DEF JAM/REAL/ISLAND)	LL COOL J	27.0773	1692	50	27.3385	1676	47	5.6216	600	—	21.2600	1054	5	0.1644	35	—	0.0313	3	—
21	30	3	FOLLOW YOU DOWN (A&M)	GIN BLOSSOMS	26.1993	3404	15	22.1527	2967	16	11.2890	1635	17	0.0069	2	—	4.3548	180	—	10.5486	1587	8
22	20	5	CALIFORNIA LOVE (DEATH ROW/INTERSCOPE)	2PAC	25.7644	1720	46	25.5980	1598	52	4.2000	543	—	21.5123	1170	3	0.0201	3	—	0.0320	4	—
23	27	29	ROLL TO ME (A&M)	DEL AMITRI	24.3613	2263	24	22.9821	2286	24	8.7491	1016	—	0.0111	4	—	15.0440	1160	8	0.5571	83	—
24	26	5	DON'T CRY (ZTT/WARNER BROS.)	SEAL	24.0441	2882	17	23.3971	2834	17	12.8774	1918	14	0.4876	50	—	10.6676	911	14	0.0115	3	—
25	19	26	FANTASY (COLUMBIA)	MARIAH CAREY	23.6265	2134	29	27.3151	2250	27	11.4229	1260	22	9.0624	550	16	3.1281	321	28	0.0131	3	—
26	23	30	TIL I HEAR IT FROM YOU (A&M)	GIN BLOSSOMS	23.5477	2240	22	24.7323	2476	22	7.6253	965	—	0.0393	10	—	14.8421	1104	9	1.0410	211	—
27	22	33	ONLY WANNA BE WITH YOU (ATLANTIC)	HOOTIE & THE BLOWFISH	23.3659	2160	28	25.1178	2273	26	9.2555	985	—	0.6686	32	—	12.6372	1022	12	0.8046	121	—
28	31	5	ANYTHING (JIVE/50 MUSIC)	3T	22.6675	2208	26	21.6886	2090	33	12.1116	1224	24	10.3523	930	9	0.1813	52	—	0.0223	2	—
29	25	30	CARNIVAL (ELEKTRA/EEG)	NATALIE MERCHANT	22.6375	2262	25	23.4213	2373	23	11.3593	1286	—	0.0387	10	—	8.9290	659	21	2.3105	307	—
30	24	4	I WANT TO COME OVER (ISLAND)	MELISSA ETHERIDGE	22.5674	2702	18	23.4957	2608	19	10.7873	1789	15	0.0542	11	—	10.9862	764	17	0.7397	138	—
31	32	13	GLYCERINE (TRAUMA/INTERSCOPE)	BUSH	21.3658	2389	21	21.0621	2481	21	8.9234	995	30	0.0171	4	—	0.0167	4	—	12.4086	1386	14
32	37	3	NOT GON' CRY (ARISTA)	MARY J. BLIGE	21.0420	1365	60	19.5004	1042	75	1.1163	254	—	19.9257	1111	4	—	—	—	—	—	—
33	28	17	YOU'LL SEE (MAVERICK/WARNER BROS.)	MADONNA	21.0413	2275	23	22.6077	2554	20	8.5924	1032	29	1.3276	190	—	11.1062	1051	11	0.0151	2	—
34	NEW		CLOSER TO FREE (SLASH/REPRISE)	BODEANS	20.4810	1936	35	16.7775	1669	49	12.0219	1368	21	0.0312	7	—	5.6573	315	31	2.7706	246	—
35	29	11	BEFORE YOU WALK OUT OF MY LIFE (ROWDY/ARISTA)	MONICA	20.3008	1789	43	22.4614	2020	36	4.8306	891	33	15.3996	875	10	0.0346	12	—	0.0360	11	—
36	33	40	RUN-AROUND (A&M)	BLUES TRAVELER	19.8808	1995	34	20.9256	2120	31	6.7543	889	—	—	—	—	11.5397	840	16	1.5868	266	—
37	38	2	BRAIN STEW/JADED (REPRISE)	GREEN DAY	19.3611	2013	31	18.6752	2032	34	2.9089	187	—	—	—	—	0.0070	2	—	16.4452	1824	3
38	34	35	KISS FROM A ROSE (ZTT/SIRE/WARNER BROS.)	SEAL	19.0607	1844	42	20.6679	2022	35	7.2866	736	—	1.4491	172	—	9.9525	879	15	0.3725	57	—
39	39	27	BACK FOR GOOD (ARISTA)	TAKE THAT	18.7627	1875	37	18.5914	1943	38	4.7803	588	—	0.0049	1	—	13.9775	1286	3	—	—	—
40	36	14	SET U FREE (STRICTLY RHYTHM)	PLANET SOUL	17.4955	1226	63	20.1661	1337	58	8.1151	667	37	9.3401	555	15	0.0358	2	—	0.0045	2	—

Records showing an increase in audience over the previous week, regardless of chart movement. Rankings broken down by format (on right side of this page) correspond to 40-position charts printed in this week's Monitor and therefore rankings do not exist for reentrants and records below No. 40. Audience computed by cross-referencing exact times of airplay with Arbitron listener data. © 1996, Billboard BPI Communications.

CAN'T BE WASTING MY TIME

Island Black Music's Debut Artist

Mona Lisa

featuring Lost Boyz

Hot97 40x
OC104 16x
WJMH 26x
92Q 18x

Top 5 Phones
Top 10 Phones
Top 10 Phones
Top 15 Phones

SoundScan #14
SoundScan Debut #29
SoundScan #50

Billboard Hot 100 Singles
Billboard Hot 100 Singles Sales
R&R U/C Breaker

AND PHONES AT:

WJBT 18x
KCAQ 24x
WVKX 8x
KHTN 14x

SoundScan Debut #59
SoundScan #57-49
SoundScan #97-34
Z90 13x

LP GOLD PLUS!

FROM THE SOUNDTRACK
DON'TA MENAGE

THE BOX

#19 REQUESTS

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Jason



“take a look” the debut single

ON OVER 50 TOP 40 STATIONS INCLUDING:

KIKI/Honolulu	79X	#18 SoundScan Single	WNNK/Harrisburg	16X
KLUC/Las Vegas	60X	#26 SoundScan Single	WTWR/Toledo	14X
KZFM/Corpus Christi	40X		XHTZ/San Diego	12X
KKFR/Phoenix	38X	#25 SoundScan Single	KLRZ/New Orleans	12X #85 SoundScan Single
KJMZ/Las Vegas	31X	#26 SoundScan Single	WXXL/Orlando	10X
WNVZ/Norfolk	28X	D#93 SoundScan Single	WJJS/Roanoke	10X
WFHN/Providence	28X	D#96 SoundScan Single	KJYO/Oklahoma City	10X
WFLY/Albany	22X		WKBQ/St. Louis	5X D#95 SoundScan Single
KZHT/Salt Lake City	21X	#83 SoundScan Single		
KDON/Monterey	19X			
WXIS/Johnson City	17X			
WWST/Knoxville	16X			



#9 MOST REQUESTED



Produced by Red Hot Lover Tone and Poke for Track Masters Productions, Inc.
Additional Production and Mix: Adebratt/Ekman for Lemon



It's About Tyme Productions
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THIS WEEK	LAST WEEK	WKS. ON CHART	MAINSTREAM		DETECTIONS			
			TITLE/LABEL/DISTRIBUTING LABEL	ARTIST	TW	LW		
			★ ★ ★ No. 1 ★ ★ ★					
1	1	14	MISSING ATLANTIC 2 weeks at No. 1	EVERYTHING BUT THE GIRL	3522	3463		
2	3	14	ONE OF US BLUE GORILLA/MERCURY	JOAN OSBORNE	3287	3288		
3	4	22	NAME METAL BLADE/WARNER BROS.	GOO GOO DOLLS	3171	3272		
4	2	17	ONE SWEET DAY COLUMBIA	MARIAH CAREY & BOYZ II MEN	3171	3372		
5	5	17	TIME ATLANTIC	HOOTIE & THE BLOWFISH	2930	2966		
6	8	9	NOBODY KNOWS LAFACE/ARISTA	THE TONY RICH PROJECT	2772	2506		
7	7	12	BE MY LOVER RCA	LA BOUCHE	2767	2600		
8	6	29	BREAKFAST AT TIFFANY'S RAINMAKER/INTERSCOPE	DEEP BLUE SOMETHING	2473	2675		
9	10	12	HOOK A&M	BLUES TRAVELER	2466	2339		
10	11	11	WONDER ELEKTRA/EEG	NATALIE MERCHANT	2329	2317		
11	9	16	EXHALE (SHOOP SHOOP) ARISTA	WHITNEY HOUSTON	2267	2407		
12	12	7	WONDERWALL EPIC	OASIS	2106	1985		
13	13	11	THE WORLD I KNOW ATLANTIC	COLLECTIVE SOUL	2089	1907		
14	14	11	DON'T CRY ZTT/WARNER BROS.	SEAL	1918	1884		
15	16	6	I WANT TO COME OVER ISLAND	MELISSA ETHERIDGE	1789	1657		
16	26	3	★ ★ ★ AIRPOWER ★ ★ ★		IRONIC MAVERICK/REPRISE	ALANIS MORISSETTE	1665	1146
17	20	3	★ ★ ★ AIRPOWER ★ ★ ★		FOLLOW YOU DOWN A&M	GIN BLOSSOMS	1635	1327
18	18	5	★ ★ ★ AIRPOWER ★ ★ ★		1979 VIRGIN	SMASHING PUMPKINS	1605	1455
19	17	20	HAND IN MY POCKET MAVERICK/REPRISE	ALANIS MORISSETTE	1473	1581		
20	15	19	DIGGIN' ON YOU LAFACE/ARISTA	TLC	1379	1675		
21	28	5	CLOSER TO FREE SLASH/REPRISE	BODEANS	1368	1109		
22	23	26	FANTASY COLUMBIA	MARIAH CAREY	1260	1251		
23	25	4	OH VIRGINIA EMI	BLESSID UNION OF SOULS	1248	1159		
24	27	6	ANYTHING MJJ/550 MUSIC	3T	1224	1110		
25	34	2	ONLY LOVE (THE BALLAD OF SLEEPING BEAUTY) COLUMBIA	SOPHIE B. HAWKINS	1219	916		
26	21	15	TELL ME EPIC	GROOVE THEORY	1204	1275		
27	35	3	SITTIN' UP IN MY ROOM ARISTA	BRANDY	1105	890		
28	24	6	JESUS TO A CHILD DREAMWORKS/GEFFEN	GEORGE MICHAEL	1068	1205		
29	22	17	YOU'LL SEE MAVERICK/WARNER BROS.	MADONNA	1032	1273		
30	32	4	GLYCERINE TRAUMA/INTERSCOPE	BUSH	995	951		
31	29	21	GOOD INTENTIONS COLUMBIA/REPRISE	TOAD THE WET SPROCKET	962	1030		
32	38	2	LUCKY LOVE ARISTA	ACE OF BASE	946	704		
33	30	4	BEFORE YOU WALK OUT OF MY LIFE ROWDY/ARISTA	MONICA	891	988		
34	37	3	SATELLITE RCA	DAVE MATTHEWS BAND	800	744		
35	31	8	PROMISES BROKEN COLUMBIA	SOUL ASYLUM	791	969		
36	NEW		PEACHES COLUMBIA	THE PRESIDENTS OF THE UNITED STATES OF AMERICA	683	466		
37	39	4	SET U FREE STRICTLY RHYTHM	PLANET SOUL	667	700		
38	NEW		ALWAYS BE MY BABY COLUMBIA	MARIAH CAREY	664	483		
39	36	13	GET TOGETHER GIANT	BIG MOUNTAIN	654	780		
40	RE-ENTRY		GANGSTA'S PARADISE MCA SOUNDTRACKS/MCA	COOLIO FEATURING L.V.	613	631		

THIS WEEK	LAST WEEK	WKS. ON CHART	RHYTHM-CROSSOVER		DETECTIONS		
			TITLE/LABEL/DISTRIBUTING LABEL	ARTIST	TW	LW	
			★ ★ ★ No. 1 ★ ★ ★				
1	1	12	SITTIN' UP IN MY ROOM ARISTA 2 weeks at No. 1	BRANDY	1423	1336	
2	2	12	NOBODY KNOWS LAFACE/ARISTA	THE TONY RICH PROJECT	1218	1226	
3	3	7	CALIFORNIA LOVE DEATH ROW/INTERSCOPE	2PAC (FEAT. DR. DRE AND ROGER TROUTMAN)	1170	1158	
4	10	10	NOT GON' CRY ARISTA	MARY J. BLIGE	1111	907	
5	4	17	HEY LOVER DEF JAM/RAL/ISLAND	LL COOL J	1054	1111	
6	5	20	ONE SWEET DAY COLUMBIA	MARIAH CAREY & BOYZ II MEN	986	1042	
7	13	5	ALWAYS BE MY BABY COLUMBIA	MARIAH CAREY	968	762	
8	7	17	BE MY LOVER RCA	LA BOUCHE	945	950	
9	8	22	ANYTHING MJJ/550 MUSIC	3T	930	910	
10	6	20	BEFORE YOU WALK OUT OF MY LIFE ROWDY/ARISTA	MONICA	875	995	
11	9	27	TELL ME EPIC	GROOVE THEORY	870	908	
12	11	16	MISSING ATLANTIC	EVERYTHING BUT THE GIRL	843	819	
13	14	6	FEELS SO GOOD (SHOW ME YOUR LOVE) UNIVERSAL	LINA SANTIAGO	770	695	
14	12	18	EXHALE (SHOOP SHOOP) ARISTA	WHITNEY HOUSTON	703	770	
15	16	21	SET U FREE STRICTLY RHYTHM	PLANET SOUL	555	630	
16	15	26	FANTASY COLUMBIA	MARIAH CAREY	550	633	
17	17	7	DOIN IT DEF JAM/RAL/ISLAND	LL COOL J	548	559	
18	18	10	TONITE'S THA NIGHT RUFFHOUSE/COLUMBIA	KRIS KROSS	525	550	
19	19	6	WHO DO U LOVE ARISTA	DEBORAH COX	519	518	
20	24	4	DOWN LOW (NOBODY HAS TO KNOW) JIVE	R. KELLY	485	398	
21	26	4	LADY EMI	D'ANGELO	457	393	
22	22	17	RIDIN' LOW HOLLYWOOD	L.A.D. FEATURING DARVY TRAYLOR	450	468	
23	23	5	EVERYDAY & EVERYNIGHT LOUD/RCA	YVETTE MICHELLE	433	451	
24	21	10	WE GOT IT MCA	IMMATURE (FEATURING SMOOTH)	417	492	
25	20	22	DIGGIN' ON YOU LAFACE/ARISTA	TLC	398	514	
26	38	2	ALL THE THINGS (YOUR MAN WON'T DO) ISLAND	JOE	378	263	
27	37	3	DO YOU WANT TO SO SO DEF/COLUMBIA	XSCAPE	359	278	
28	25	5	NO ONE ELSE BAD BOY/ARISTA	TOTAL	354	397	
29	39	2	LUCKY LOVE ARISTA	ACE OF BASE	343	255	
30	27	24	WHO CAN I RUN TO SO SO DEF/COLUMBIA	XSCAPE	325	375	
31	35	2	KEEP TRYIN' EPIC	GROOVE THEORY	313	301	
32	34	21	SEXUAL HEALING S.O.S./ZOO	MAX-A-MILLION	305	303	
33	29	5	ENERGY AQUA BOOGIE/WING/MERCURY	DEVONE	297	357	
34	33	10	LET'S PLAY HOUSE DEATH ROW/INTERSCOPE	THA DOGG POUND FEAT. MICHEL'LE	297	304	
35	40	12	LOVE U 4 LIFE UPTOWN/MCA	JODECI	282	254	
36	31	6	HOW WE ROLL SBK/EMI	THE BARRIO BOYZZ	282	307	
37	36	9	STAYIN' ALIVE RADIKAL/AVEX-CRITIQUE	N-TRANCE	237	289	
38	NEW		TAKE A LOOK HOLLYWOOD	J'SON	235	169	
39	RE-ENTRY		ALL CRIED OUT VIPER/METROPOLITAN	DENINE WITH COLLAGE'S ADAM MARANO	234	254	
40	RE-ENTRY		BOOM BOOM BOOM AUREUS	THE OUTHERE BROTHERS	221	252	

Records showing an increase in detections over the previous week, regardless of chart movement. A record which has been on either chart for more than 20 weeks will not receive a bullet, even if it registers an increase in detections. Airpower awarded to those records which attain 1500 detections (mainstream) or 600 detections (rhythm) for the first time. If two records are tied in number of plays, the record being played on more stations is placed first. Records below the top 20 are removed from the chart after 26 weeks.

The Conscious Daughters

"GAMERS"

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