

TOP 40 AIRPLAY Monitor

We Listen To Radio

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TOP 40 HIGHLIGHTS

MAINSTREAM

#1

MARIAH CAREY & BOYZ II MEN

One Sweet Day (COLUMBIA)

AIRPOWER

WHITNEY HOUSTON • Exhale (Shoop Shoop) (ARISTA)

NEW RELEASES

DON HENLEY • The Garden Of Allah (GEFFEN)

SOUL ASYLUM • Promises Broken (COLUMBIA)

ROD STEWART • So Far Away (LAVA/ATLANTIC)

RHYTHM-Crossover

#1

MARIAH CAREY

Fantasy (COLUMBIA)

AIRPOWER

MONICA • Before You Walk Out Of My Life (ROWDY/ARISTA)

NEW RELEASES

JANET JACKSON • Twenty Forecast (A&M)

KRIS KROSS • Tonite's Tha Night (RUFFHOUSE/COLUMBIA)

ADULT

#1

SOPHIE B. HAWKINS

As I Lay Me Down (COLUMBIA)

AIRPOWER

GOO GOO DOLLS • Name (METAL BLADE/WARNER BROS.)

THE BEATLES • Free As A Bird (APPLE/CAPITOL)

NEW RELEASES

BODEANS • Closer To Free (SLASH/REPRISE)

ENYA • Anywhere Is (REPRISE)

ALANIS MORISSETTE • Hand In My Pocket (MAVERICK/REPRISE)

SOUL ASYLUM • Promises Broken (COLUMBIA)

ROD STEWART • So Far Away (LAVA/ATLANTIC)

Listener Demand For Old-School Hits Shows No Sign Of Burnout

by Sean Ross

Maybe there's no such thing as too much "Sexual Healing." Perhaps listeners will never be able to resist a "Cutie Pie." And there's no sign that anyone is ready to put the "Atomic Dog" out for the night before heading "Between The Sheets." But despite the fact that listeners of R&B and crossover radio show no signs of burning out on old-school hits, some programmers believe that—after more than two years of saturation airplay—old school isn't the magic bullet it once was.

After years of relative neglect, R&B music made between the mid-'70s and early '80s exploded back onto radio in 1992-93, beginning in the West and Southwest, then spreading rapidly across the country. Besides having been virtually unplayed for 12-15 years, many old-

school titles had the advantage of being uptempo, nonrap records that were acceptable to younger demos (often because of their use in hip-hop samples) at a time when only rap and ballads were generating much reaction.

Old-school frenzy reached its peak in the fall of '93, when such stations as R&B KKBT (the Beat) Los Angeles and crossover rival KPWR (Power 106) went to the mat over the old-school image. At the time, virtually every weekend was dedicated to old-school music on both stations. In other markets, old-school titles, such as Zapp's "Computer Love" and Tom Tom Club's "Genius Of Love," ended up in current or power recurrent rotation on R&B or crossover radio, sometimes in markets where those songs hadn't been played on the radio as cur-

Continued on page 6

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Honolulu Is Top 40's Outlet Paradise

by Sean Ross

Which typical U.S. market has the most top 40 radio?

According an M Street Journal study of the available top 40 signals in each market, Honolulu is gangsta's paradise in more ways than one. Between KIKI (194), KQMQ-FM and its simulcast AM, and suburban KLEO, which simulcasts KKBG Hilo, Hawaii, residents of that market have their choice of four top 40s—more than any other Arbitron-rated market in the country. And if KTRR flips from AC to top 40 as widely expected, that would give the market five signals.

The fact that Honolulu is the top 40 capital is particularly incredible when you consider the number of markets that had four top 40 stations of one stripe or another during top 40's mid-'80s heyday. Now, there are only a handful of markets that have three available signals, including Los Angeles (assuming you count KYSR [Star 98.7] as top 40 and not hot AC), San Diego (ditto for KFMB-FM), and Denver (same for KALC). Other markets with three audible top 40s include Harrisburg, Pa., Providence,

R.I./New Bedford, Mass., and Philadelphia (which, again, requires you to accept either WSTW Wilmington, Del., as part of the market or WYXR Philadelphia as top 40 and not hot AC).

Chicago has four top 40s—sort of. Besides WBBM-FM (B96), there are three suburban top 40s, WLCL-FM, WDEK-FM, and WBUS. The problem is that those three stations are at opposite ends of the market, making it unlikely that any one listener can hear more than two at a time.

By contrast, a similar M Street study of country radio shows at least three markets—Nashville, Seattle, and Knoxville, Tenn.—with 11 country stations, followed by Joplin, Mo., with 10, and four other markets—Myrtle Beach, S.C., Mobile, Ala., Jackson, Miss., and Sioux Falls, S.D.—with eight country stations. Lest you think those are markets where every hole is filled, Jackson and Joplin are both without full-fledged top 40 outlets at this writing.

The format data is taken from the forthcoming 1996 edition of the "M Street Radio Directory," published in New York by the M Street Journal newsletter.



RADIOACTIVE

by Kevin Carter

Viacom Moves Beasing; ARS COOs' New Duties

Viacom's top 40/adult KYSR (Star 98.7) Los Angeles moves **Dave Beasing**, PD of soft AC duopoly partner KXEZ (Easy 100.3), across the hall to replace **Randy Lane** as PD. Beasing will continue to oversee KXEZ until a replacement is found. Viacom VP/programming **Bob Kaake** will assist. Beasing also programmed Viacom's **WLTI** Detroit from 1990-93 before transferring to L.A.

At press time, there was little official info available, but GM **Steve Candullo** is reportedly out at country **WYN**, with other staff changes rumored. WYN has long been the target of format-change rumors.

With **American Radio Systems** continuing to grow, co-COOs **David Pearlman** and **John Gehron** have realigned their duties. Pearlman will oversee ARS properties in Boston (including top 40/adult **WBMX**), Baltimore, West Palm Beach, Fla., and Hartford, Conn., (including the forthcoming **WTIC-FM**). Gehron will oversee ARS stations in Buffalo and Rochester, N.Y., Dayton, Ohio, and Austin, Texas.

WOWV (Star 95.5) West Palm Beach flips to country in the wake of a recent sales marketing agreement with Fairbanks AC/easy combo **WRMF/WRLX**. Only one casualty in the format flip: morning guy **Joe Mama** exits. PD **Neil Sullivan** and the rest of the staff are still in place.

Speaking of top 40-to-country moves, **WNTQ** (93Q) Syracuse, N.Y., GM **Bill Martin**, displaced when owner Osborn Communications sold that station, has resurfaced as GM of Osborne's country combo **WWNC/WKSF** Asheville, N.C. Also, former **WWMX** Baltimore, Md., PD **David Wood** leaves the hot AC format for the PD job at country **WFMS** Indianapolis.

With **WHTZ** (Z100) GM **Clancy Woods** headed back to Nationwide, is PD **Steve Kingston** pondering a **Dave Robbins**-type move up? Kingston allows that conversations have taken place. In the meantime, Z100 is looking for two strong producers who are out-of-the-box thinkers, one for the nationally syndicated "Lovephones," and the other to help reinvent the morning show.

While you were eating, the Group W/CBS merger closed. Group W's new structure will be announced by the time you read this. In other FCC news, the commission has finally approved Jacor's purchase of **KHTS** San Diego, current-

ly simulcasting easy listening **WDUV** Tampa, Fla. Closing should take place this week.

KKRZ (Z100) Portland, Ore., brings back **Dan Clark**, most recently at **KFRC-FM** San Francisco, as executive producer of the morning show. APD/MID **Chet Buchanan** moves from afternoons to morning anchor; replacing **Scott Thrower**. Buchanan teams up with **Valerie Ring**, **Nelson the Intern**, and **Tony Martinez**. Twenty-year market vet **Steve Naganuma** handles afternoons temporarily, as the full-time search begins.

Is the "Open House Brunch" coming? When SuperRadio lost its "Matty In The Morning" syndicated show, "Open House Party" host **John Garabedian** began handling mornings via satellite for the show's sole remaining affiliate, **WWFX** Bangor, Maine. Nothing is permanent.

Williamsport, Pa., gets a new hot AC outlet, as oldies **WWWD** becomes **WVRT** (Variety 97.7). **Jack Michaels**, PD of co-owned **WKYE** Johnstown, Pa., will oversee the new station.

WMGI Terre Haute, Ind., night guy **Tony Manero** picks up MD stripes.

WKSS Hartford, Conn. MD/midday talent **Tina "Christine" Simonet** has taken a three-month leave of absence for health reasons. PD **Jay Beau Jones** is looking for her replacement while building a new morning show. **Ross Brittain** is filling in for now, and Mr. Jones is looking for "the next Todd Pettengill" to round out the show. Also, get-well wishes to **WBXM** (Mix 98.5) Boston morning host **Joe Martell**, who is out for an indefinite period following lung surgery.

With the departure of **KLYV** Dubuque, Iowa, PD **Allan Fee** and his wife, midday jock **Susan St. John**, the station has started voice-tracking middays using **Jolene Kilcoyne** from sister station **WDBQ**.

Following the exit of night host **Ruben Garcia**, top 40/adult **KSMG** San Antonio, Texas, is looking for a night jock, an overnighter, and several part-timers. Send T&Rs to PD **Pat Evans**.

KISF Kansas City MD **Booker Madison** headed to nights at **WNRQ** Pittsburgh as scheduled, despite rumblings that he might stay in PD. **Chuck Geiger**'s absence. APD **Ed Parreira** is handling PD chores, while music coordinator **Jason Justice** is doing the MD stuff.

Modern rock **WLUM** Milwaukee is looking for a production director to replace **Mark Allen**, who crossed the street to AC **WMYX**. Packages to PD **Ron Bunce**.

Sasha Deal!



KLUC Las Vegas morning co-host **Danger Boy** went above and beyond the call of duty recently by allowing Las Vegas Thunder hockey player **Sasha Lakovic** to take penalty shots at him while he was sealed in the "Danger Boy Drum Of Doom."

PROMOTIONS

Care And Feeding Of Your Xmas Show

A guest column by Theresa Beyer, promotions director, WHTZ (Z100) New York.

Forget shopping days 'til Christmas! My only concern is "how many working hours until the Jingle Ball?" I'm making my list and checking it 69 times until the big event.

Holiday shows allow your listeners to rub up against the station. They solidify your music position. They create that great holiday "warm and fuzzy" feeling through donations to a local charity. They act as a divining rod for new revenue, if used properly. And they're a blast.

Here are a few hard-earned suggestions on how to plan your own holiday concert and live to enjoy Christmas dinner with your family.

WELL IN ADVANCE

- Approach the labels early and often—before they set artist itineraries in stone. The sooner you start, the better your choice of artists, dates, and venues. Six months is a good lead time.

- Hire a public relations firm. An event of this magnitude deserves ink before and after the event takes place. Our events regularly receive coverage in such national outlets as Rolling Stone, People, Us, Spin, and on "MTV News," in addition to local and regional media. The PR firm can also handle the day-of-event press logistics, including setting up a press holding area, which photographers can shoot. The PR firm can also process interviews and, most important, make sure the station doesn't get lost in the story.

- Immediately create a "to do" list and a timeline: When are press deadlines? When is the artwork due to the printer? Know when to order laminates, VIP party passes, sniping posters, as well as ad and engineering and technical deadlines. This list will become your working bible. Update it early and often.

- If it can't be a free event, price it below what concerts are going for in your market. Our Jingle Ball tickets are priced at \$50, \$35, and \$25. That averages out to \$5 per band for good seats.

- To creatively use the time between acts, create a video loop featuring your TV spots, music videos of the featured artists, in-studio footage of the bands, video messages from artists unable to attend, PSA's for the charity, etc.

- Set up an accessible, highly visible spot from which to broadcast live. We set up a living-room-type set. It's comfy, warm, and inviting; looks cool; and has easy access to the stage and the audience.

- Create your sales package at least four months in advance. Work closely with sales on a proposal that generates new dollars, while not compromising your event. As made clear most recently by R.E.M. and Pearl Jam, overt commercialization is the quickest way to lose artist support.

- Be creative in finding additional revenue opportunities, i.e., a Lollapalooza-type village area for vendors, a free fanzine for distribution to listeners, and other merchandising. Always start by asking what's in it for the listener, so you don't completely bow down to the money gods.

- Create an event shirt, but make certain it's approved by the artists ahead of time, and price it the same or above artist shirts. Otherwise, you'll have problems the day of the show.

- Connect with a media partner, such as MTV, VH1, Fox, or ABC Concerts, to max out your visibility in the market.

- See if other stations want to simulcast your event. Put it on the bird. Act locally, think globally!

- Go beyond banners. For a few extra bucks, you can order brass plates that fit over your stage lights, customized with your logo, allowing you to move your logo everywhere in colored light.

- Invite local celebs to act as hosts or dressing.

- Work with a local promoter. This will extend your life greatly.

- Obviously, you'll need to give free tickets to the artists, managers, venue, listeners, etc, but

keep a tight rein on it. This is the bottom line. Sometimes it pays to be anal.

- Hire several professional photographers and a video person. After it's over, you won't be mourning the lost opportunities for sales and press photos.

- Ask the labels to provide stuff for your listeners—CDs, posters, etc.—to hand out at the exits.

- Sit on more tickets than you'll ever need. They can always go back on sale and can work to freshen up your on-air promotional push. For example, "We've decided to take out the VIP area so we can get more of you into the show."

- Give VIPs their tickets, laminates, post-party passes, and directions in advance and not at the door.

- Don't let your passes get out too early. It's amazing how quickly counterfeits are on the street.

- Make arrangements in advance for a high-quality audiotape of the show. You'll definitely want it for archival purposes, and it could make a great station CD sold to benefit charity.

- Do a project purchase order and update it weekly. It's the only way to keep a handle on the bottom line.

- A day or two out, work with your PD and do a run-through with the staff and on-air talent. Give everyone a detailed itinerary of the show, highlighting responsibilities, when they're expected to be onstage, etc.

DAY OF THE SHOW

- If there's room, and it's appropriate for your audience, set up a "quiet room" for parents dropping off kids. This will eliminate those morning-after calls: "I can't believe your show went past midnight! Do you expect me to wait all night for my kid?"

- Provide signers for the hearing-impaired. It's just the right thing to do. (You'd be surprised how much the media picks up on this.) Also make sure you have a wheelchair-accessible area.

- Take note of where your banners are for photo opportunities. Set aside an area backstage with easy access for artist photo ops. Make sure the dressing rooms have banners in case any photos are taken there.

- Equip your staff with hand-held radios.

- Put a staff member in the box office to assist the venue staff with the VIPs.

- Throw a VIP bash. Hey, it's your big event of the year. What better way to show off your station's strengths to potential clients?

- Properly thank everyone involved. Have the jocks sign blow-up thank-you cards for the dressing rooms. Leave the acts an event shirt, hat, etc.

- Always go through a security run-through. When in doubt, add security. (Your promoter will be of help here.)

- Make sure you've got ambulances and an EMS staff on hand. If it's a show where there's maximum moshing, set up a mini-M.A.S.H. unit. Take responsibility for your listeners. If you don't, you'll hear about it later—maybe in court.

AFTER THE EVENT

- The day after the show, send each band, their label, and management a letter of thanks with an estimate of how much was raised for what important cause. Leave the artists thinking it was a really cool event that they would want to do again.



PROGRAMMER PROFILE

Will Tracy Johnson's Modern Top 40/Adult Format Keep Star 100.7 Out Of Loser Hell?

Six months ago, KFMB-FM (Star 100.7) San Diego only denied the walls of what was considered the top 40/adult format. Now it plays the Presidents Of The United States "Lump." And KFMB-AM-FM OM Tracy Johnson doesn't consider it a format change.

"We're still going after the same target, we're just approaching it from a different angle," Johnson says. "We are targeting anybody who listens to pop music and lives a contemporary lifestyle. "The demos are irrelevant—don't care if they're 18 or 48, male or female. If they're into pop culture, we want them listening. Our most likely listeners are females from 23 to 36."

Star 100.7 was a fairly traditional adult top 40 three years ago, when Johnson, GM Bob Bolinger, and then-MD Tom Gjerdrum crossed the street from top 40 KKI.Q (Q106). "We carried over some assumptions from Q106, when the market was responding favorably to Phil



'The demos are irrelevant. [We] don't care if they're 18 or 48, male or female'

Tracy Johnson
OM, KFMB
San Diego

Collins, Michael Bolton, Mariah Carey, Whitney Houston, Jon Secada, Billy Joel, Elton John, Rod Stewart, etc.," says Johnson. The wake-up call came, as it has for many adult top 40s, when he discovered that listeners' musical tastes had changed with little or no advance warning.

That revelation came to light only after Star installed a new screener on its call-out research, which had previously offered respondents three music clusters: top 40/rhythmic, soft AC, and mainstream, which included Collins, Houston, and Joel. When asked which cluster was respondents' favorite, the mainstream dominated. What Johnson didn't realize was that respondents, given their limited choices, were selecting the cluster they disliked least.

Earlier this year, with Star's research showing the resurgence of '80s oldies and such early pop/alternative breakthroughs as Sheryl Crow and Melissa Etheridge, Johnson finally added a pop/alternative cluster. "The response was overwhelming," he says. "We slowly started integrating more of those respondents [who chose the pop/alternative cluster] into our research and began evolving the music accordingly." Despite the changes, Johnson says the street perception of Star 100.7 hasn't changed that much. "We're still targeted to the same psychographic and lifestyle. Star is a very pop-sounding station, with no grunge or extremes. We just have a different texture than before."

"A 29-year-old was forming their music tastes when they were 12-16 years old. That puts them in 1982, about when MTV debuted. That means the middle segment of our demos grew up with Duran Duran, Men At Work, etc." Star 100.7, much like KYSR (Star 98.7) Los Angeles, has found that '80s product is very compatible with R.E.M. and Hootie & the Blowfish. "They are similar in texture, appealing to a 23-year-old as much as a 35-year-old, so there's almost a seamless link in generations," says Johnson. "We used to showcase the '80s stuff with sound

effects and staggers. It was almost like 'Excuse us for playing a weird-sounding record.' It did sound weird against Billy Joel, but it sounds great . . . mixing Tom Tom Club's 'Genius Of Love' into Mariah Carey's 'Fantasy'."

Here's the 4 p.m.: Counting Crows, "Mr. Jones"; Mariah Carey, "Fantasy"; Modern English, "I Melt With You"; Cranberries, "Dreams"; Gin Blossoms, "Til I Hear It From You"; Naked Eyes, "Always Something There To Remind Me"; Melissa Etheridge, "Come To My Window"; Goo Goo Dolls, "Name"; Duran Duran, "The Reflex"; Alanis Morissette, "Hand In My Pocket"; Bonnie Raitt, "Something To Talk About"; and Blues Traveler, "Run-Around."

Along with its musical transformation, Star 100.7 has been rebuilt on the top 40 cornerstones of high-profile personalities and fun. Recently, morning host Shawn Ireland left and p.m. driver Dave Smiley moved to mornings. Kim Morrison does 10 a.m.-3 p.m. MD Greg Simms is doing afternoons on an interim basis. From 8 to midnight it's "Chris the Bagel Boy," a member of the old morning show. Sunday through Thursday from 9-11 p.m., Chris' show incorporates "The Love Doctor," a local psychotherapist who discusses sex and relationships. "It's been a huge show since it debuted in July," says Johnson.

"Smiley in the morning has become our signature personality," he adds. "We found that the station revolved around afternoons when he did that shift. We simply shifted that dynamic to mornings, and we're now . . . building around it."

Thanks to Smiley and his legion of "Smileyheads," when you play a Star contest and lose, you don't just get a lovely parting gift; you get sent to "Loser Hell." The concept has proved so popular that it has spawned its own line of T-shirts. The list of losers is even posted on the station's Internet World Wide Web site (complete with flames). "All losers will be let out at the end of the year," says Johnson. The station even broadcast live on Halloween from Loser Hell.

In Star's quest to be different, it's possible to occasionally tune in and hear Smiley on the air with Simms all afternoon. "We have found that people who listen to pop music in 1995 want to have fun, hear more uptempo music, and don't mind us breaking the old radio rules. We don't have too many rules here. Yes, we program the music ahead of time, but it doesn't always get played that way. We'll gauge the mood of our listeners and manipulate accordingly." The station throws the log out the window and plays nothing but requests from 9 a.m.-5 p.m. every weekday. "It gets really busy in the studio during that time," says Johnson.

As for production, Johnson says, "We prefer to use listener-driven stuff on-air and not just in contests." A listener's voice saying "It's so cool!" became part of the legal ID. Another's effeminate sounding "Hi, Star!" was immediately adopted both on and off the air. Even the term "on the air" has become "on the set" because of a listener asking "Am I on the set?" "We're now speaking a whole other language," says Johnson. "If you come in from out of town, you would think this is a strange little radio station."

"We don't hesitate to put listeners on air who tell us we suck," says Johnson. "That always helps to drive the good calls." When the station recently ran its "All You Need To Put On" outdoor campaign, it aired calls about "the naked people on your billboard."

Eight weeks after its music mix finally took shape, Johnson cites AccuRatings that show Star's 18-34 numbers up 3.4-6.9. "In just the last four weeks, we went 3.0-3.6 12-plus, and our cume is up 50,000 in the last six weeks." This, he notes, is without any marketing since July, although the station did launch a new TV campaign two weeks ago.

KEVIN CARTER

Old-School Hits

Continued from page 1

rents.

Two years later, old school is a prominent part of most R&B and crossover outlets in some form. "At a minimum, most of the clients I work with are doing either an old-school lunch hour or an old-school mix in afternoon drive. Some are doing 'old-school classic jams' that are staged during middays," says Hilton Head Island, S.C.-based consultant Don Kelly.

Old-school features range from KMJM (Magic 108) St. Louis' "Wayback Wednesdays," which are all oldies, to KQXL (Q106) Baton Rouge, La.'s "Mo' Funk Saturday Nights." WGCI-FM Chicago, which added "Old-School Sunday" to its lineup in 1983, recently launched a second program, the "Old-School Sunday Quiet Storm," to follow it. WROU (U92) Dayton, Ohio, has gone as far as making "Dayton's choice for the jams and the old school" its primary positioner.

In the two years since old school exploded, the radio marketplace has changed dramatically. More R&B mainstream outlets have R&B adult competition, and those stations are playing a lot fewer currents and a lot more gold than they did in 1993. The R&B oldies

— continue to grow—at least on AM—in

emerge. And once old school is no longer the only music with that old sound, its franchise will diminish.

In L.A., both KKBT OM Harold Austin and KPWR MD Bruce St. James admit that it was impossible for old school to maintain the frenzy of fall '93. Both now concentrate their old-school weekends around the holidays. "It got to the point where it got to be the same old thing," Austin says. And while St. James says old school "is still valuable, its priority for us may have changed a little bit. When we sell our musical images, it's now the third image [out of three] that we sell after hip-hop and deep house."

JOCKS BURN OUT; LISTENERS DON'T

That said, both Austin and St. James have old-school titles that receive enough plays each week to rank among their top 40 most-played songs. And while Austin says, "I'm always wondering if our audience is going to get tired of 'Between The Sheets' [and other old-school titles]," there's no sign of it happening yet.

"We're going into another auditorium test, and I'll bet that one of my top two records is going to be 'Sexual Healing' or 'Let's Get It On,' which test as No. 1 or 2 at any given time," says St. James. "The burn on these records is nonexistent. The burn on currents

everything from Isley/Jasper/Isley's "Caravan Of Love" and Freddie Jackson's "Rock Me Tonight" to Kool & the Gang's "Fresh" and Loose Ends' "Hangin' On A String."

R&B ADULT NOT A HINDRANCE

Boston has the advantage of not having an R&B adult outlet in his market, which gives him room to go as far back as Gladys Knight & the Pips' "If I Was Your Woman." Baton Rouge's KQXL, which can play anything from Aretha Franklin's "Chain Of Fools" to the Timex Social Club's "Rumors" in its old school category, has no R&B adult competition either. KQXL PD Clay says that if he did have competition, he might downplay some of the softer ballads but still play the uptempo funk titles.

In fact, while Kelly warns that a lot of the impact of old school is diminished if there's an R&B adult outlet in the market, that hasn't stopped a lot of mainstream R&B stations with direct competition from jumping in. WGCI-FM had been competing with one of the earliest R&B adult FMs, WVAZ (V103), for five years when it added "Old-School Sunday." KMJM plays old school even though St. Louis has two R&B adult stations, one of which is KATZ-FM (Z100), KMJM's sister station.

PROPS TO THE PAST

WQHT (Hot 97) New York plays its share of old school too, even though sister WRKS is the gold-based R&B adult format's most prominent success story. Steve Smith, PD for both stations, says that "because Hot 97 is really the only 100% hip-hop station in the country, we have an obligation to always give props to the past... So we'll always have old school as a secondary theme."

Heritage seems to be an issue for many PDs when discussing old school. KPWR's St. James notes that "for a Latino-targeted radio station, so much of this is geared to tradition and respect for the past that these records are institutions—not just songs, but representative of a more positive era for many people."

And Lyles, who, as PD of WVKO (KO16) Columbus, Ohio, in the early '80s leaned heavily on oldies when many programmers believed that R&B listeners cared only about the latest thing, notes, "Urban radio had no business ever [abandoning] its heritage... These records were pieces of candy that some urban PDs didn't know existed. It's terrible. This is our format. We're supposed to know all that stuff."

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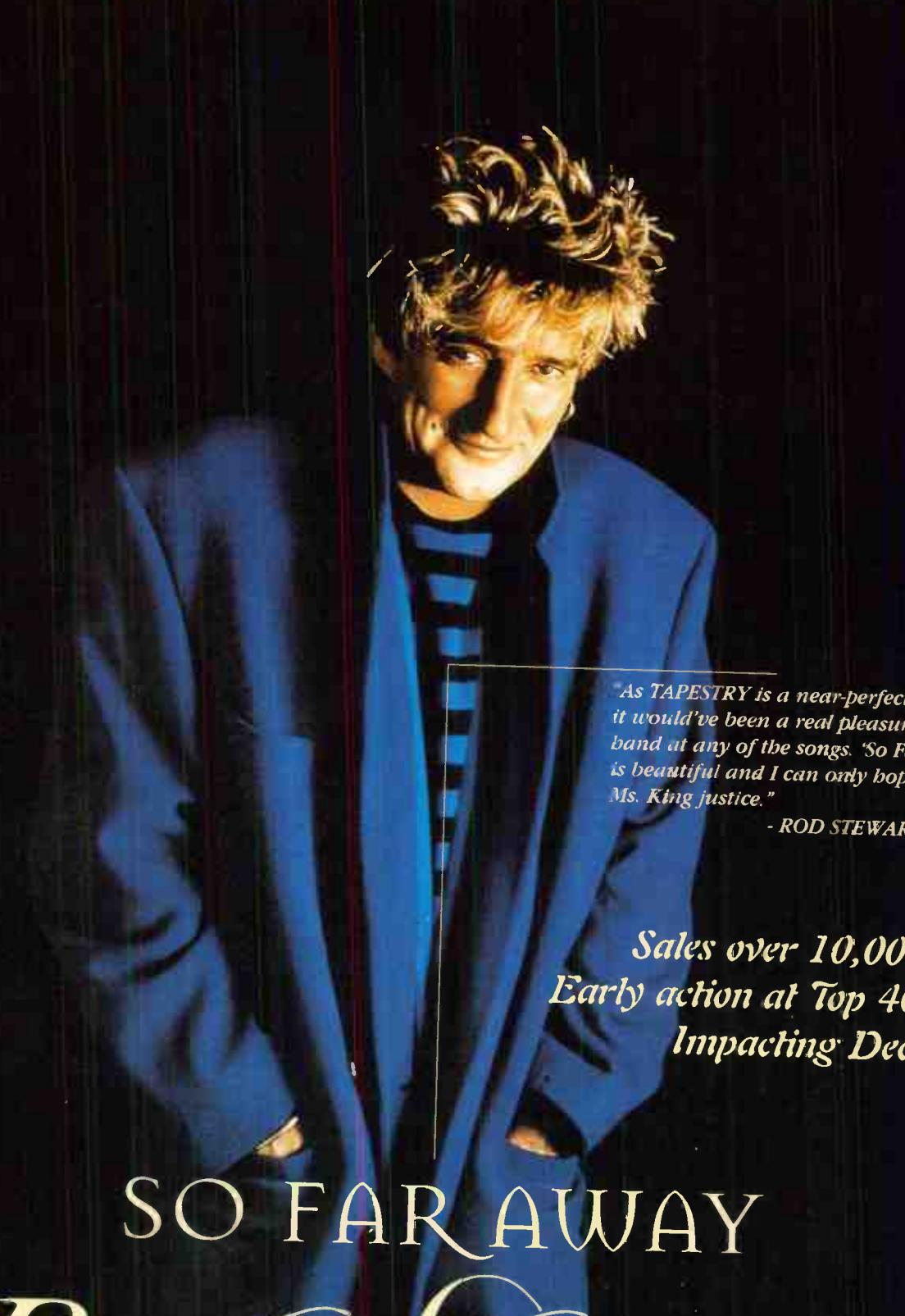
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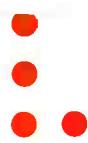
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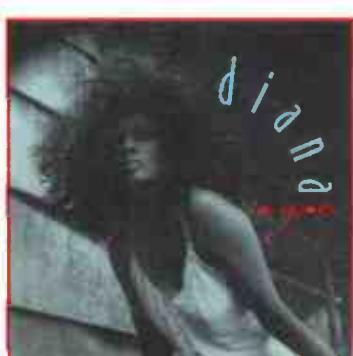
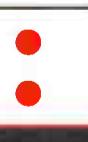
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AIRPOWER
(Minimum 600 detections for the first time)

Total Plays/Gain

MONICA **732/159**
Before You Walk Out Of My Life (Rowdy/Arista)
 Total Stations: 23/Chart Move: 17-12
 Heavy (40+ plays): 8 KBXX, KDON, KMEL,
 KYLD, WERQ, WJJS, WJMN, WPGC
 Medium (20-39): 9 KBOS, KCAQ, KLUC,
 KPRR, KZFM, KZHT, WHHH, WWKX, XHTZ
 Light (Under 20): 6

AIRPOWER BOUND

Total Plays/Gain

CHART BOUND

Total Plays/Gain

ACE OF BASE **507/17**
Beautiful Life (Arista)
 Total Stations: 22/Chart Move: 20-18
 Heavy (40+ plays): 7 KKFR, KKXX, KUBE,
 KZFM, KZHT, WBBM, WOVV
 Medium (20-39): 5 KBOS, KPRR, KQKS, WJJS,
 WWKX
 Light (Under 20): 10
D'ANGELO **498/11**
Cruisin' (EMI)
 Total Stations: 24/Chart Move: 21-20
 Heavy (40+): 3 KCAQ, WHHH, XHTZ
 Medium (20-39): 7 KGGI, KKSS, KLUC, KTFM,
 KZHT, WERQ, WJJS
 Light (Under 20): 14
MADONNA **427/35**
You'll See (Maverick/Warner Bros.)
 Total Stations: 18/Chart Move: 26-25
 Heavy (40+): 2 KXXX, XHTZ
 Medium (20-39): 11 KKFR, KLUC, KPRR, KQKS,
 KTFM, KUBE, KZFM, KZHT, WBBM, WOVV,
 WPOW
 Light (Under 20): 5
 New Airplay This Week: 1 WJJS
SILK **421/41**
Hooked On You (Elektra/EEG)
 Total Stations: 21/Chart Move: 27-26
 Heavy (40+): 2 KDON, KZFM
 Medium (20-39): 9 KBOS, KCAQ, KKFR, KLUC,
 KQKS, KZHT, WHHH, WJJS, WOVV
 Light (Under 20): 10
 New Airplay This Week: 1 KBOS
COOLIO **389/48**
Too Hot (Tommy Boy)
 Total Stations: 26/Chart Move: 33-27
 Heavy (40+): 0
 Medium (20-39): 9 KBXX, KJMJ, KPRR, KPWR,
 KUBE, KZFM, KZHT, WHHH, WJMH
 Light (Under 20): 17
 New Airplay This Week: 2 WJMH, XHTZ
EVERYTHING BUT THE GIRL **348/27**
Missing (Atlantic)
 Total Stations: 17/Chart Move: 36-28
 Heavy (40+): 4 KKFR, KPRR, KUBE, WBBM
 Medium (20-39): 3 KXXX, KTFM, WOVV
 Light (Under 20): 10
JODECI **296/46**
Love U 4 Life (Uptown/MCA)
 Total Stations: 14/Chart Move: Debut 36
 Heavy (40+): 3 WERQ, WJMN, WPGC
 Medium (20-39): 4 KMEL, KZFM, WHHH, WQHT
 Light (Under 20): 7
 New Airplay This Week: 1 KZFM
FAITH EVANS **251/9**
Soon As I Get Home (Bad Boy/Arista)
 Total Stations: 9/Chart Move: Debut 40
 Heavy (40+): 2 KBXX, WERQ
MOST NEW AIRPLAY THIS WEEK

No. Of Stations

MICHAEL JACKSON <i>This Time Around (Epic)</i>	4
QUINCY JONES FEAT. BRANDY & HEAVY D <i>Rock With You (Qwest/Warner Bros.)</i>	4
J'SON <i>Take A Look (Hollywood)</i>	4
R. KELLY <i>You Remind Me Of Something (Jive)</i>	4
JANET JACKSON <i>Twenty Foreplay (A&M)</i>	3
KOOL G RAP <i>Fast Life (Cold Chillin'/Epic Street/Epic)</i>	3
P.M. DAWN <i>Sometimes I Miss You So Much (Gee Street/Island)</i>	3
THA DOGG POUND <i>Let's Play House (Death Row/Interscope/Priority)</i>	3
R. KELLY <i>Down Low (Jive)</i>	152/70
Total Stations: 8 Heavy (40+): 2 KBXX, WJMH Medium (20-39): 1 WPGC Light (Under 20): 5	Medium (20-39): 3 WERQ, WJMH, WJMN Light (Under 20): 8 New Airplay This Week: 1 WPGC
XSCAPE <i>Do You Want To (So So Def/Columbia)</i>	151/52
Total Stations: 5 Heavy (40+): 1 WJMH Medium (20-39): 3 KBXX, WERQ, WPGC Light (Under 20): 1	Heavy (40+): 1 WPGC Medium (20-39): 2 WERQ, WJMH Light (Under 20): 1 New Airplay This Week: 1 WJMH
BIG MOUNTAIN <i>Get Together (Giant)</i>	151/64
Total Stations: 8 Heavy (40+): 1 KDON Medium (20-39): 3 KKFR, KZHT, WJJS Light (Under 20): 4	Medium (20-39): 1 KPWR Light (Under 20): 18
LV. <i>Throw Your Hands Up (Tommy Boy)</i>	147/9
Total Stations: 15 Heavy (40+): 1 KPWR Medium (20-39): 1 KMEL Light (Under 20): 13	Total Stations: 10 Heavy (40+): 0 Medium (20-39): 0 Light (Under 20): 10 New Airplay This Week: 4 KCAQ, KLUC, KZHT, WHHH
TOTAL <i>No One Else (Bad Boy/Arista)</i>	147/21
Total Stations: 16 Heavy (40+): 1 WERQ Medium (20-39): 1 WQHT Light (Under 20): 14	Heavy (40+): 1 KPWR Medium (20-39): 0 Light (Under 20): 7
KOOL G RAP <i>Fast Life (Cold Chillin'/Epic Street/Epic)</i>	147/68
Total Stations: 16 Heavy (40+): 0 Medium (20-39): 4 KPWR, WERQ, WJMH, WQHT Light (Under 20): 12	Total Stations: 13 Heavy (40+): 1 WBBM Medium (20-39): 0 Light (Under 20): 12
GOODIE MOB <i>Cell Therapy (LaFace/Arista)</i>	123/5
Total Stations: 10 Heavy (40+): 1 WJMH Medium (20-39): 2 KBXX, WPGC Light (Under 20): 7	Heavy (40+): 0 Medium (20-39): 1 KUBE Light (Under 20): 7 New Airplay This Week: 3 WERQ, WPOW, WQHT
TONI BRAXTON <i>Let It Flow (Arista)</i>	117/41
Total Stations: 11 Heavy (40+): 0	Total Stations: 7 Heavy (40+): 1 KDON Medium (20-39): 0 Light (Under 20): 6 New Airplay This Week: 4 KDON, KZHT, WOVV, WPOW

KAUSION **80/11**
What You Wanna Do? (Lench Mob/Priority)

 Total Stations: 3
 Heavy (40+): 1 KYLD
 Medium (20-39): 1 KMEL
 Light (Under 20): 1

LOST BOYZ **77/2**
Jeeps, Lex Coups, Bimaz & Benz (Uptown/MCA)

 Total Stations: 5
 Heavy (40+): 1 WJMH
 Medium (20-39): 0
 Light (Under 20): 4

★ TWINZ **69/31**
Eastside LB (G Funk/RAL/Island)

 Total Stations: 3
 Heavy (40+): 1 KYLD
 Medium (20-39): 1 KPWR
 Light (Under 20): 1
 New Airplay This Week: 1 KYLD

TLC **62/8**
This Is How It Works (Arista)

 Total Stations: 3
 Heavy (40+): 0
 Medium (20-39): 2 KUBE, WPGC
 Light (Under 20): 1

★ SERGIO **61/15**
In & Out Of Love (Critique)

 Total Stations: 4
 Heavy (40+): 0
 Medium (20-39): 2 WOVV, WWKX
 Light (Under 20): 2

★ YVETTE MICHELLE **58/21**
Everyday & Everynight (Loud/RCA)

 Total Stations: 4
 Heavy (40+): 0
 Medium (20-39): 2 WJMH, WQHT
 Light (Under 20): 2
 New Airplay This Week: 2 KCAQ, WJMH

★ JUNIOR M.A.F.I.A. **58/25**
Get Money (Undeads/Big Beat/Atlantic)

 Total Stations: 10
 Heavy (40+): 0
 Medium (20-39): 1 WJMH
 Light (Under 20): 9
 New Airplay This Week: 1 WPGC

ALEX PARTY **56/1**
Don't Give Me Your Life (Fir/London)

 Total Stations: 7
 Heavy (40+): 0
 Medium (20-39): 1 KKFR
 Light (Under 20): 6

★ CAMILLE **56/18**
All The Love You Need (Fortune-Five)

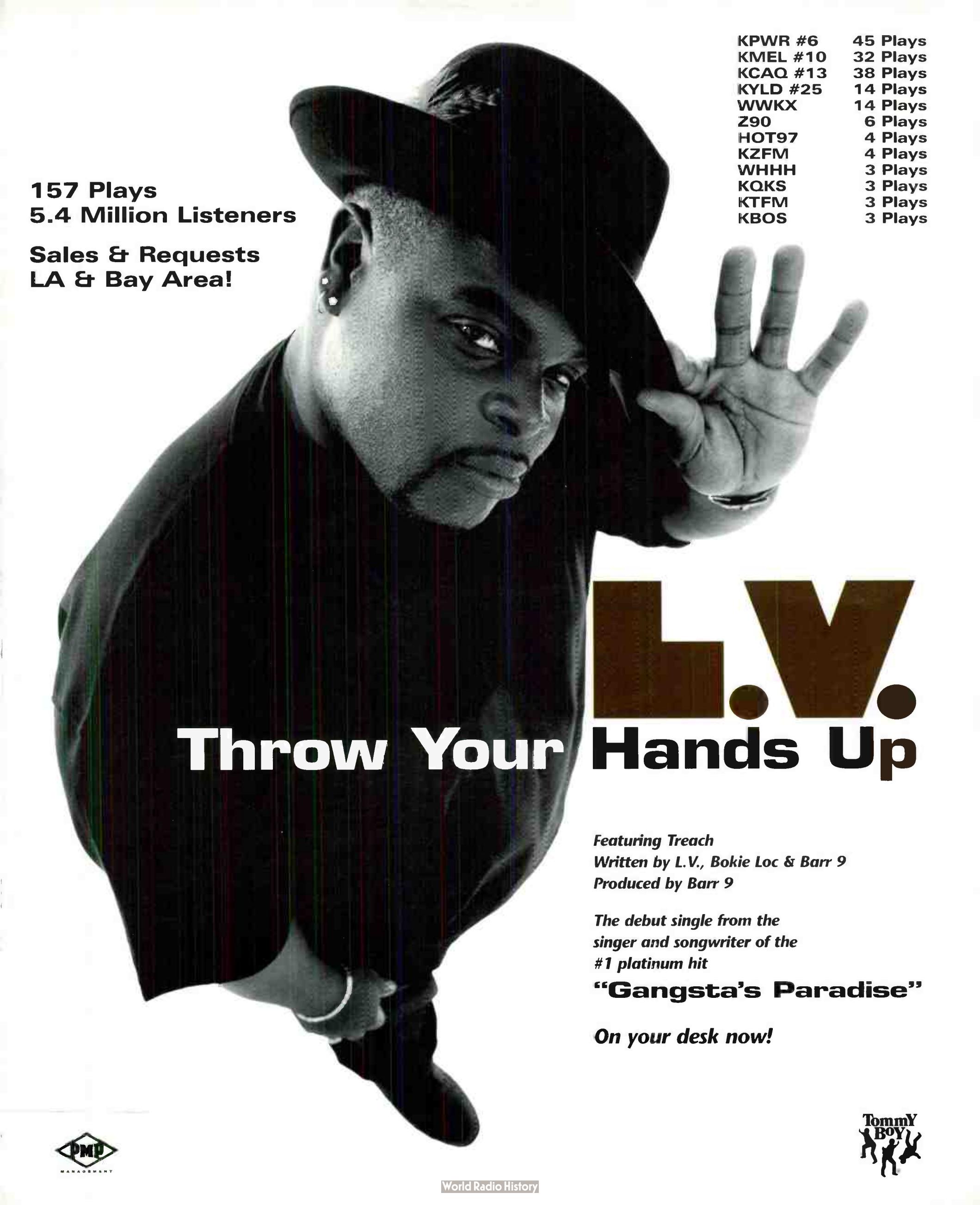
 Total Stations: 4
 Heavy (40+): 0
 Medium (20-39): 1 WBBM
 Light (Under 20): 3
 New Airplay This Week: 2 KPRR, WWKX

★ TEMPLE OF THE GROOVE **55/37**
Treat Me Right (One Planet)

 Total Stations: 20
 Heavy (40+): 0
 Medium (20-39): 0
 Light (Under 20): 20
 New Airplay This Week: 1 WPOW

★ DENINE **52/27**
All Cried Out (Metropolitan)

 Total Stations: 4
 Heavy (40+): 0
 Medium (20-39): 1 KTFM
 Light (Under 20): 3
 New Airplay This Week: 2 WWKX, XHTZ



157 Plays
5.4 Million Listeners
Sales & Requests
LA & Bay Area!

KPWR #6	45 Plays
KMEL #10	32 Plays
KCAQ #13	38 Plays
KYLD #25	14 Plays
WWKX	14 Plays
Z90	6 Plays
HOT97	4 Plays
KZFM	4 Plays
WHHH	3 Plays
KQKS	3 Plays
KTFM	3 Plays
KBOS	3 Plays

L.V. Throw Your Hands Up

*Featuring Treach
Written by L.V., Bokie Loc & Barr 9
Produced by Barr 9*

*The debut single from the
singer and songwriter of the
#1 platinum hit
“Gangsta’s Paradise”*

On your desk now!



THIS WEEK	LAST WEEK	WKS. ON CHART	MAINSTREAM			
			TITLE/LABEL/DISTRIBUTING LABEL	ARTIST	DETECTIONS	TW LW
★★★ No. 1 ★★★						
1	5	5	ONE SWEET DAY COLUMBIA	MARIAH CAREY & BOYZ II MEN	2991	2487
2	1	14	FANTASY COLUMBIA	MARIAH CAREY	2954	3183
3	3	10	NAME METAL BLADE/WARNER BROS.	GOO GOO DOLLS	2875	2722
4	2	15	RUNAWAY A&M	JANET JACKSON	2690	2857
5	4	21	AS I LAY ME DOWN COLUMBIA	SOPHIE B. HAWKINS	2448	2502
6	8	7	DIGGIN' ON YOU LAFACE/ARISTA	TLC	2439	2269
7	13	5	YOU'LL SEE MAVERICK/WARNER BROS.	MADONNA	2274	2121
8	9	8	HAND IN MY POCKET MAVERICK/REPRISE	ALANIS MORISSETTE	2256	2268
9	10	17	BREAKFAST AT TIFFANY'S RAINMAKER/INTERSCOPE	DEEP BLUE SOMETHING	2245	2222
10	12	6	BEAUTIFUL LIFE ARISTA	ACE OF BASE	2233	2156
11	6	18	TIL I HEAR IT FROM YOU A&M	GIN BLOSSOMS	2231	2411
12	7	18	CARNIVAL ELEKTRA/EEG	NATALIE MERCHANT	2182	2276
13	11	22	ONLY WANNA BE WITH YOU ATLANTIC	HOOTIE & THE BLOWFISH	2077	2190
14	14	19	BACK FOR GOOD ARISTA	TAKE THAT	1984	2074
15	15	24	KISS FROM A ROSE ZTT/SIRE/WARNER BROS.	SEAL	1750	1902
16	16	22	ROLL TO ME A&M	DEL AMITRI	1708	1814
★★★ AIRPOWER ★★★						
17	24	4	EXHALE (SHOOP SHOOP) ARISTA	WHITNEY HOUSTON	1602	1377
18	21	9	GOOD INTENTIONS COLUMBIA/REPRISE	TOAD THE WET SPROCKET	1535	1504
19	18	36	RUN-AROUND A&M	BLUES TRAVELER	1516	1579
20	23	5	TIME ATLANTIC	HOOTIE & THE BLOWFISH	1488	1414
21	22	26	DECEMBER ATLANTIC	COLLECTIVE SOUL	1439	1478
22	36	2	MISSING ATLANTIC	EVERYTHING BUT THE GIRL	1431	954
23	20	18	YOU OUGHTA KNOW MAVERICK/REPRISE	ALANIS MORISSETTE	1430	1516
24	19	18	LET ME BE THE ONE EMI	BLESSID UNION OF SOULS	1422	1530
25	17	12	GANGSTA'S PARADISE MCA SOUNDTRACKS/MCA	COOLIO FEATURING L.V.	1395	1611
26	27	6	LUMP COLUMBIA	THE PRESIDENTS OF THE UNITED STATES OF AMERICA	1262	1217
27	25	25	WATERFALLS LAFACE/ARISTA	TLC	1168	1272
28	28	20	I WANNA B WITH U CURB EDEL	FUN FACTORY	1161	1192
29	33	3	TELL ME EPIC	GROOVE THEORY	1115	1004
30	34	2	ONE OF US BLUE GORILLA/MERCURY	JOAN OSBORNE	1092	979
31	26	9	I'D LIE FOR YOU (AND THAT'S THE TRUTH) MCA	MEAT LOAF	1072	1225
32	NEW▶		GET TOGETHER GIANT	BIG MOUNTAIN	977	558
33	29	8	SOLITUDE LAVA/ATLANTIC	EDWIN MCCAIN	972	1081
34	31	8	PRETTY GIRL YAB YUM/550 MUSIC	JON B.	955	1071
35	30	13	DO YOU SLEEP? GEFFEN	LISA LOEB & NINE STORIES	954	1074
36	39	2	DREAMING OF YOU EMI LATIN/EMI	SELENA	946	835
37	32	7	YOUR LITTLE SECRET ISLAND	MELISSA ETHERIDGE	892	1052
38	40	2	WHEN LOVE & HATE COLLIDE MERCURY	DEF LEPPARD	859	764
39	38	5	WE'VE GOT IT GOIN' ON JIVE	BACKSTREET BOYS	801	858
40	37	25	SHY GUY WORK	DIANA KING	797	870

THIS WEEK	LAST WEEK	WKS. ON CHART	RHYTHM-Crossover			
			TITLE/LABEL/DISTRIBUTING LABEL	ARTIST	DETECTIONS	TW LW
★★★ No. 1 ★★★						
1	1	14	FANTASY COLUMBIA	MARIAH CAREY	1571	1713
2	3	8	ONE SWEET DAY COLUMBIA	MARIAH CAREY & BOYZ II MEN	1520	1448
3	2	15	TELL ME EPIC	GROOVE THEORY	1462	1481
4	7	6	EXHALE (SHOOP SHOOP) ARISTA	WHITNEY HOUSTON	1050	963
5	9	5	HEY LOVER DEF JAM/RAL/ISLAND	LL COOL J	1023	853
6	8	10	DIGGIN' ON YOU LAFACE/ARISTA	TLC	1001	936
7	4	12	WHO CAN I RUN TO SO SO DEF/COLUMBIA	XSCAPE	987	1028
8	6	16	GANGSTA'S PARADISE MCA SOUNDTRACKS/MCA	COOLIO FEATURING L.V.	893	963
9	10	10	ANYTHING MJJ/550 MUSIC	3T	888	849
10	5	15	RUNAWAY A&M	JANET JACKSON	836	970
11	12	9	SET U FREE STRICTLY RHYTHM	PLANET SOUL	743	717
★★★ AIRPOWER ★★★						
12	17	8	BEFORE YOU WALK OUT OF MY LIFE EMI LATIN/EMI	MONICA	732	573
13	11	15	DREAMING OF YOU EMI LATIN/EMI	SELENA	727	747
14	14	22	PRETTY GIRL YAB YUM/550 MUSIC	JON B.	678	676
15	16	7	YOU REMIND ME OF SOMETHING JIVE	R. KELLY	673	601
16	15	5	BE MY LOVER RCA	LA BOUCHE	663	630
17	13	9	SEXUAL HEALING S.O.S./ZOO	MAX-A-MILLION	632	687
18	20	4	BEAUTIFUL LIFE ARISTA	ACE OF BASE	507	490
19	18	19	'TIL YOU DO ME RIGHT VIRGIN	AFTER 7	500	547
20	21	5	CRUISIN' EMI	D'ANGELO	498	487
21	22	9	MAGIC CARPET RIDE SM:) E/PROFILE	THE MIGHTY DUB KATS	472	486
22	23	5	RIDIN' LOW HOLLYWOOD	L.A.D. FEATURING DARVY TRAYLOR	448	461
23	24	26	BOOMBASTIC VIRGIN	SHAGGY	445	456
24	19	15	BROKENHEARTED ATLANTIC	BRANDY	428	511
25	26	5	YOU'LL SEE MAVERICK/WARNER BROS.	MADONNA	427	392
26	27	6	HOOKED ON YOU ELEKTRA/EEG	SILK	421	380
27	33	3	TOO HOT TOMMY BOY	COOLIO	389	341
28	36	4	MISSING ATLANTIC	EVERYTHING BUT THE GIRL	348	321
29	28	24	HE'S MINE OUTBURST/RAL/ISLAND	MOKENSTEF	333	375
30	32	3	DANGER FADER/MERCURY	BLAHZAY BLAHZAY	331	348
31	30	9	BOOM BOOM BOOM AUREUS	THE OUTHERE BROTHERS	324	361
32	34	11	A MOVER LA COLITA GROOVE NATION/SCOTTI BROS	ARTIE THE 1 MAN PARTY	315	341
33	29	8	AUTOMATIC LOVER (CALL FOR LOVE) ARISTA	REAL MCCOY	310	370
34	31	5	COME WITH ME GASOLINE ALLEY/MCA	SHAI	309	352
35	25	19	KISS FROM A ROSE ZTT/SIRE/WARNER BROS	SEAL	299	397
36	NEW▶		LOVE U 4 LIFE UPTOWN/MCA	JODECI	296	250
37	35	7	EAST SIDE RENDEZVOUS RUTHLESS/RELATIVITY	FROST	285	336
38	37	22	YOU ARE NOT ALONE EPIC	MICHAEL JACKSON	260	316
39	38	22	I COULD FALL IN LOVE EMI LATIN/EMI	SELENA	259	307
40	NEW▶		SOON AS I GET HOME BAD BOY/ARISTA	FAITH EVANS	251	242

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.

BIG MOUNTAIN

"GET TOGETHER"

The debut single from their new album RESISTANCE

MAINSTREAM

Debut **(32)**!
977 Spins, Up 419

RHYTHM

151 Spins, Up 64

ADULT

82 Spins, Up 39