

MUSIC & MEDIA

OK Ratings In Hamburg	6
French Radio Pans Quotas	8
Berg Out At The Voice	12
Station Operations	15
"40 Principales" Special	S3
Off The Record	26

Europe's Music Radio Newsweekly . Volume 8 . Issue 25 . June 22, 1990 . £ 3, US\$ 5, ECU 4

Unit Sales Up 6% In Scandinavia

Figures just released by IFPI for the four major Scandinavian territories show a steady increase in both turnover and unit shipments across the region in 1990.

Total album configuration shipments in the four countries rose 6%, in line with estimates for the rest of Europe. CD shipments increased 36.2% to 15.1 million units. Cassette deliveries were up 9.2% to 15.2 million units. Both vinyl and singles continued their decline, down 12.6% and 8.5%, respectively.

However, of those four territories
(continues on page 26)



WILSON PHILLIPS STRIKES GERMAN GOLD — Taking the country by storm, California trio Wilson Phillips's self titled debut album has sold over 300,000 copies in Germany. This follows nine months on the charts and over five million sales in the U.S. Pictured (l-r): GM of TV promotion at EMI Germany Bernd Piepenbring, Wendy Wilson, EMI Germany product manager SBK Marco Quirini, Carnie Wilson, EMI Music Publishing Germany GM Andreas Kiel, Chynna Phillips and EMI Germany divisional MD Erwin Bach.

Radio Stations Discuss Power Rotation Techniques

by the M&M staff

Among Europe's EHR stations, power rotation means playing a song about once every four hours, but this can vary widely. However, powerplays (key tracks) can rotate much faster, but usually only for a week or two.

Radio España/Radio Top music director Raul Marchant says, "The audience has great influence. People call in their choices between 17.00-20.00 daily, which usually affects 50% of our top hits. Our DJs also gather weekly to vote."

Marchant adds that it's normal for a powerplay to be "introduced by a jingle and aired eight times a day for one week. Every day we hold a contest for the no. 1 song

and give away prizes.

Also in Spain, COPE Music (Radio Popular FM) head Carlos Finaly says, "We term such records Disco Estrella (Star album). If they're unknown artists, then we use our gut instinct. I began airing R.E.M.'s *Losing My Religion* and saw how it picked up quickly. This summer, I predict *Crystal Waters* will do well."

"If they're established artists like Mecano or Gloria Estefan, then they're obvious powerplays. But, it's not the norm to consult the best-selling albums list."

"We have two powerplay singles, one foreign and one local, which are played seven times daily. We support them with contests, concert tickets, t-shirts, etc."

Powerplays are not regularly used by stations in France. Michel Brillie, PD of dance station Maxximum/Paris, says, "European audiences are not yet used to them."

Brillie admits that seven or more plays are given to some tracks that are "interesting and that are well received by our audience."

Another station that uses heavy rotation, but not powerplay, is crosstown Skyrock. PD Laurent Bouneau says, "Rotations are decided according to the average listening time. If this is about 120 minutes, rotations shouldn't exceed one play every two hours."

To qualify for power status,
(continues on page 26)

DM1.8B NEEDED FOR THE EAST

Rau Favours Fees, Not More Ad Time

by Mal Sondock

The fight to get more ad time and licence fees for the public stations took centre stage during North Rhein-Westphalia's and pubcaster WDR's third annual media forum held in Cologne on June 9-11.

In his keynote address, NRW minister president Johannes Rau spoke against additional ad time for pubcasters. He advocated a large increase in the licence fee to be paid to the stations.

"There are two models that we are discussing. One calls for a

DM4.80 increase over a three-year period; another would be a DM5.10 increase, but for a four-year guaranteed period.

"This money would be used not only to cover the present deficit that the stations now have, but also the DM1.8 billion necessary to finance the public broadcasters in the five new states in eastern Germany, financing for the European TV cultural program, the new integration of RIAS radio in Berlin and the nationwide Deutschlandfunk-

(continues on page 26)

UK Incremental Health Report: Mixed Diagnosis

Paul Easton

At the 1989 Radio Festival in Cardiff Radio Clyde/Glasgow MD Jimmy Gordon warned that "on present levels of funding...25% of the new stations will be out of business within a year."

Two years later the "incremental" stations (those within existing ILR areas and supplementary - or incremental - to the ILR station) are still broadcasting, but for many of them it has been a close call.

Most problems have been caused by over-optimistic revenue projections and poor cost control, leading to cutbacks and rescue bids. Programming changes were also made to attract a larger audience and more revenue.

Subsequently many stations

are now under new management. The first station on-air, Sunset Radio/Manchester, suffered boardroom rows which led to the sacking, reinstatement and even-

(continues on page 26)

No. 1 in EUROPE

European Hit Radio
MICHAEL BOLTON
Love Is A Wonderful Thing
(Columbia)

Eurochart Hot 100 Singles
SCORPIONS
Wind Of Change
(Mercury)

European Top 100 Albums
ROXETTE
Joyride
(EMI)



DISCOVER THE "40 PRINCIPALES" AT THE SER NETWORK



GRUPO PRISA
DIVISION AUDIOVISUAL

MARILLION
HOLIDAYS IN EDEN

NEW ALBUM OUT JUNE 24TH

INCLUDES THE SINGLE
'COVER MY EYES'
(PAIN AND HEAVEN)



ON TOUR IN EUROPE
OCTOBER '91

EMI

MUSIC & MEDIA

PO Box 9027, 1006 AA Amsterdam
Rijnburgstraat 11, 1059 AT Amsterdam
Tel: 31-20-6691961 - Telex 12938
Fax: 31-20-6691941
E-mail: DGS1113

Publisher: **Léon ten Hengel**

EDITORIAL

Editor-In-Chief: **Jeff Green**
Senior Editor: **Machgiel Bakker**
Managing Editor: **Steve Wonsiewicz**
Features Editor: **Robin Pascoe**
UK Editor: **Hugh Fielder**
Associate Editor: **Debra Johnson**
Music Editor: **Robbert Tilli**
Chart Editor: **Mark Sperwer**
Chart Reports Manager: **Terry Berne**
Editorial Assistants: **Paul Wightman, Claire Heffeman, Raul Cairo**
Correspondents: **Emmanuel Legrand (France); Jacqueline Ecocott (France); David Stansfield (Italy); Robert Lyng, Mal Sondock (Germany); Anna Marie de la Fuente (Spain); Paul Easton (UK); Kari Helopaltio (Finland); Marc Maes (Belgium); David Rowley (Scandinavia); Ken Stewart (Ireland), Tom Kay (USA).**

PRODUCTION

Production Manager: **Rim Ederveen**
DTP: **Pauline Witsenburg, Will van Litsenburg**
Automation Manager: **John Langridge**
Printer: **Den Haag Offset**
Design: **Peter van Seuren**

ADVERTISING

Sales Director: **Ron Betist**
Advertising Executives: **Irit Harpaz, Erika Price, Salvatore di Muccio, Kirk Bloomgarden, Lidia Bonguardo, Carin Thorn**
Sales Co-Ordinator: **Inez Landwier**

MARKETING

Marketing Manager: **Annette Knijnenberg**
Marketing Assistant: **Kitty van der Meij**
Subscriptions: **Lex Sternfeld**

ADMINISTRATION

Financial Controller: **Edwin Loupias**
Accounts: **Betty Knibbe, Geertje Starreveld, Bob van Schooneveld**
Executive Assistant: **Deanne Blondeel**
Receptionist: **Jan Willem Bergmeester**

EUROFILE

Editor: **Cesro van Gool**
Assistants: **Steven Roelofs, Saskia Verkade**

INTERNATIONAL OFFICES

UK: **Hugh Fielder**, 23 Ridgmount Street, London WC1E 7AH; tel: 44-71-3236686; fax: 3232314; hix: 262100
France: Editorial Co-Ordinators: **Emmanuel Legrand**, tel: 33-1-42-543461
Jacqueline Ecocott, tel: 33-1-47046430
Germany: Editorial Co-Ordinators: **Bob Lyng**, Fichestr. 16, 6000 Frankfurt/M1 tel: 49-69-433-839; fax: 49-69-433-018
Mal Sondock, Im Sionstal 29, 5000 Köln 1, tel: 49-221-32-1091; fax: 49-221-31-7600
Italy: Advertising:
Lidia Bonguardo, Via Umberto I° 13, 20039 Varedo, Milan; tel: 39-362 584424; fax: 39-362 584435
Editorial Co-Ordinator:
David Stansfield, tel/fax: 39-2-6684270
Spain:
Anna Marie de la Fuente, Calle Alcantara 35, 5-D, 28006 Madrid, tel/fax: 34-14-029-955
Vicki Fiske, Passage de sa Gerreria, #11 07340, Alaro, Mallorca, tel: 34-71-518-046; fax: 34-71-879-180
Howell Lewellyn, Calle Modesto La Fuente 6, 5A, 28010 Madrid, tel: 34-15-932-429; fax: 612-927-6427
M&M/Billboard USA:
1515 Broadway, New York, NY 10036; tel: 212-764-7300; fax: 212-536-5358;
Tom Kay, Main Street Marketing, 4517 Minnetonka Blvd., #104 Minneapolis, MN 55416 Tel: 612-927-4487

M&M is a publication of **BPI Communications BV**, a subsidiary of **BPI Communications Inc.**
President European Operations: **Theo Roos**
Executive Assistant: **Caroline Karthaus**
International Editor-In-Chief: **Adam White**

SUBSCRIPTION RATES:

United Kingdom UK£ 135
Germany DM 399
Austria OS 2800
Switzerland Sfr 337
France Ffr 1395
Benelux Dfl 397
Rest of Europe US\$ 249
USA/Canada US\$ 270
Other territories US\$ 288
All prices for 50 issues including postage (airmail)

Copyright 1991 BPI Communications BV
No part of this publication may be reproduced in any form without the prior written permission of the publisher.

Quality Europe FM To Broadcast Via Astra

Quality Europe FM, a new UK-backed pan-European radio service, is expected to begin broadcasting on August 1 via the Astra satellite (Sky Movies/Channel 16/Audio 5). Behind the venture is **Radio Cheltenham Group**, which plan to apply for the Cheltenham ILR licence, due to be offered later this year.

Comments station manager **Roy Litchfield** "We will be operating the first full-service radio station on Astra. We will have an easy-listening music format presented by a highly experienced team, interspersed with short bursts of information. Our target audience is the 35+ age group, which gives us an estimated 150 million people across Europe."

Despite the failure of similar ventures in the past, amid claims that there is no real market for pan-European advertising, Litchfield is confident of achieving a first year revenue target of £613,000. "Rather than go to one of the existing radio sales houses, we intend to have our own sales team."

"There are some 28 million European homes on cable, and we will give any cable operator a free licence to carry our programming."

Germany, France Anti-Hype Retail Systems Detailed

by Emmanuel Legrand & Robert Lyng

While the UK has struggled recently with problems of chart hyping through record retailers, industry executives in both Germany and France face an array of fail-safe mechanisms designed to prevent such occurrences in those countries.

According to **Peter Zombik**, MD of the German record industry regulator, **Bundesverband Phonographischen Wirtschaft (BPW)**, there has been no proven case of chart hyping throughout the 14-year history of the German charts.

Media Control of Baden-Baden, which is commissioned by BPW to compile sales statistics for the singles and LP charts, is monitored by BPW's investigative task force. It collects weekly statistics from some 1,300 sales points, of which about 200 outlets report directly via computer. A random selection of 800 reports are used each week, after the data has been subjected to various statistical filterings and tests for reliability and validity.

In order to investigate any alleged infractions against the above, the BWP is authorised to demand pertinent information from its members.

Should infractions be determined, that are relevant to either the law of unfair competition or the criminal code, the BPW "reserves all rights to prosecute the offender under these laws."

Similarly in France, chart manipulation which has yet to be proved is, by nature, difficult because of the way in which the panel of stores is monitored by **Nielsen** and **Ipsos**. The French charts have been operating for some seven years under **Top No 1**, a subsidiary of radio station **Europe 1**, and in collaboration with pay TV channel **Canal Plus**

and industry organisation **SNEP**.

Normally, no distributor has access to the listing of stores, says **Jean-Yves Mirski**, manager of the charts at SNEP. In fact, each time abnormal sales movements are registered, then these stores are retrieved from the total listing. If hyping is discovered, distributors or record companies may call upon the *Commission de Contrôle*, the French regulator, to examine the case.

Soundcarriers which have been hyped through any of the forementioned methods are liable to suspension from the Top 50 chart for a maximum of four weeks. Publication of the penalty and the reason for it must also appear in the weekly *Tele 7 Jours*, which publishes the Top 50 chart.

Erika Vs. Roxette: Plagiarism Issue Debated

by Robbert Tilli

Are Swedish rock stars **Roxette** involved in a case of alleged plagiarism? According to the nation's second-biggest evening paper, *Aftonbladet*, the new single by the duo, *Fading Like A Flower*, taken from their hit album, *Joyride*, sounds very reminiscent of *Together We're Lost* by fellow Swedish vocalist **Erika**. Erika's song was already a no. one hit in Sweden last December, and is featured on her album *Cold Winter Night* (**Lionheart Records**).

Aftonbladet's editor **Lasse Anrell**, says that "the hook is nearly identical...same harmonies, generally the same notes (and) the sad part of the story is that Erika's single was to be the banner for a world-wide launch. I'm afraid she may as well forget it all now, as Roxette has conquered the world with nearly the same tune."

Comments **Roffe Persson**, Erika's manager and publisher for Scandinavia's **Trippel Music**, "We have stopped working on that single outside Scandinavia, and we will have to put out a new one. It will definitely spoil her international breakthrough."

"In our own territory the single is still available. Reactions from major publishers in the UK were uniform: 'Sorry we have to pass on this one, it's too reminiscent of Roxette.' Hopefully we can resolve this problem without taking the case to court. No legal

steps have been taken so far. We're collecting information; we'll wait and see what happens. Probably they will have to compensate us."

According to **Lena Beime** of **Jimmy Sun Music**, publisher of Roxette's **Per Gessle**, no action has been planned by Roxette either. "As far as I am concerned, nothing really is happening. I have seen all the media coverage, but I simply can't speculate on that."

Says **Thomas Johansson** of Roxette's management **EMA-Telstar**, "There's no similarity between either song. I must say I like Erika's song very much. But I can't see why Gessle should steal a song from her. My personal view is that both songs are typical examples of the 'Desmond Child power ballad school', just like **Bon Jovi's** *You Give Love A Bad Name* and **Alice Cooper's** *Poison*. Many songs in this genre sound similar, so why not Erika's and Roxette's? For that matter, both are sung by female vocalists."

Erika's record label for G/A/S and Benelux, **BMG Ariola**, has not withdrawn her single. According to product manager **Gerd Dornieden**, "It's not such a big item here like it obviously is in Scandinavia. We put out that single four months ago. It would have been different if we had released it now. Instead we're planning to launch another single off the album, probably *Hurling So Bad*."

"Young Belgian management office which works with two future important Belgian bands, is looking to manage international rock and hard rock bands. So if you are interested in international management send us your demo or record, press book, biography, pictures, videotapes and all material giving us the desire to work with you."

7 Crystal Balls Management

Rue Steyls, 94 bis 2
1020 Brussels, Belgium

Strong Female Talent Pace New Title Roll-out

This fortnight's pack of new releases brings the very welcome new album *Luck Of The Draw* by Capitol's Grammy winner **Bonnie Raitt**.

Swedish Eurovision song contest winner **Carola** (*Fångad Av En Stormvind/Captured By A Lovestorm*) is attempting to crack the European market with the album *Much More* on **RCA**, initially released on **Rival** in October 1990. Eurovision's runner-up **Amina** (*Le Dernier Qui A Parlé*) hopes to do the same with her new album,

Yalil, on **Phonogram**. **Lindy Layton**, a promising new talent on the dance scene, sees her debut album release on **Arista**.

Meanwhile, **Firehose's** debut for **Sony Music**, *Flyin' The Flannel*, is launched on the **Columbia** label. Also on that label are **Gipsy Kings**, the leaders in flamenco-flavoured pop, who have released their third album, *Este Mundo*. **Mecano**, who are native to Spain, go international once more with *Aidalai*, released on the **Ariola** label across Europe.

Upcoming Album Releases

Artist	Title	Label	Producer
3rd Bass	<i>Derefit Of Dialects</i>	Def Jam	3rd Bass
The Allman Brothers	<i>Shades Of Two Worlds</i>	Epic	T. Dowd/Allman Bros.
Amina	<i>Yalil</i>	Phonogram	M. Meissonnier
Bendik	9	Columbia	Mike Mainieri
Terence Blanchard	<i>Terence Blanchard</i>	Columbia	Delfeayo Marsalis
Buddy Guy	<i>Damn Right, I've Got...</i>	Silverstone	John Porter
Carola	<i>Much More</i>	RCA	Various
Celebrate The Nun	<i>Celebrate The Nun</i>	Westside	Celebrate the Nun/A. Fälker
Toni Childs	<i>House Of Hope</i>	A&M	Toni Childs/David Ricketts
Alice Cooper	<i>Hey Stoopid</i>	Epic	Peter Collins
Crash Test Dummies	<i>Ghosts That Haunt Me</i>	Arista	Steve Berlin
Crowded House	<i>Woodface</i>	Capitol	Mitchell Froom
Damian Dame	<i>Damian Dame</i>	La Face/Arista	L.A. Reid & Bobbyface
Downtown Science	<i>Downtown Science</i>	Def Jam	Downtown Science
Firehose	<i>Flyin' The Flannel</i>	Columbia	Various
Aretha Franklin	<i>I Dreamed A Dream</i>	Arista	Various
Gipsy Kings	<i>Este Mundo</i>	Columbia	Nick Patrick
Alan Jackson	<i>Don't Rock The Jukebox</i>	Arista	S. Hendricks/K. Stegall
Kool & The Generators	<i>Funke, Funke Wisdom</i>	Jive	Various
LaTeasha	<i>LaTeasha</i>	Motown	Various
Lindy Layton	<i>Pressure</i>	Arista	Various
Little River Band	<i>World Wide Love</i>	Curb	David Holman
Miriam Makeba	<i>Eyes On Tomorrow</i>	Polydor	Victor Masondo
Kurt Maloo	<i>Single</i>	Phonogram	Mike Pela/Kurt Maloo
The Manhattan Transfer	<i>The Offbeat Of Avenues</i>	Columbia	Not listed
Marillion	<i>Hallidays In Eden</i>	EMI	Not listed
Mecano	<i>Aidalai</i>	Ariola	Various
Michael Patto	<i>Time To Be Right</i>	Imagine/BMG	Wayne Brown
Pop Will Eat Itself	<i>Cure For Sanity</i>	RCA	Flood
Psychedelic Furs	<i>World Outside</i>	East West	Stephen Street
Bonnie Raitt	<i>Luck Of The Draw</i>	Capitol	Don Was/Bonnie Raitt
Shabba Ranks	<i>As Raw As Ever</i>	Various	Various
Runrig	<i>Big Wheel</i>	Chrysalis	Chris Harley
Slick Rick	<i>The Ruler's Back</i>	Def Jam	Vance Wright/Slick Rick
Richard Thompson	<i>Rumor And Sigh</i>	Capitol	Mitchell Froom
Spagna	<i>No Way Out</i>	Columbia	L. Pignagnoli/T. Spagna
Chris Whitley	<i>Living With The Law</i>	Columbia	Malcolm Burn
Yello	<i>Baby</i>	Phonogram	Yello

European album releases for the period of June 10 - July 1. Please send your information to Robbert Tilli before June 20 for inclusion in the next release schedule (issue 27). Fax (31) 20 669 1941.

Five Bidders In Running For New Lincoln IR Licence

by Hugh Fielder and Paul Easton

The competition is strong for the Lincoln independent radio license, with five applications having been filed — the highest number for a non-metropolitan licence in over two years.

While two of the applicants have a solid IR profile, the other three are backed by community and hospital radio groups. Says an industry analyst, "In terms of realistic programming and financial proposals, there is little to choose between **Lincs FM** and **Trent FM/Lincolnshire**. I imagine it will be a two-horse race and it could be a photo-finish."

The FM service will extend to some 250,000 adults, the largest population not yet covered by an IR station. The **Radio Authority** expects to announce the winner within two months, and the new station could be on-air early next year.

The five applicants are:

- **Trent FM/Lincolnshire** — Backed by **Midlands Radio**, MD **Ron Coles** says 7% of the potential audience now listens to one of the Radio Trent services. "The people of Lincolnshire are already familiar with Radio Trent, so it would be crazy to dream up a new format."

He adds the programming will be slightly different because there is only one FM service advertised. Says Coles, "It will be a mix of familiar hits and a broader selection of hits from the past."

Executive management and

administration will be in Nottingham. Locally originated programming, including news, however, will be sent from new studios in Lincoln from 06.00-18.00, with the remaining hours coming from Trent FM/Nottingham. "It will run very much along the lines of Trent FM/Derby and **Sound FM/Leicester**," says Coles.

Its first-year revenue projection is £936,000 (app. US\$1.6 million).

- **Lincs FM** — Backed by local newspaper group **Mortons of Horncastle**, which has a 20% stake, and **3i** (15%), Lincs FM has recruited former **Ocean Sound MD Michael Betton**. Betton says the station will "represent the best in real local radio, providing a useful and attractive balance of news, community information and familiar music".

Programming will be targeted towards the 15-45 age group, with 75% music, especially current and recent pop. Local information will be provided "in a [BBC] **Radio 1** style". First-year income is projected at £732,000.

- **Cathedral FM** — One of two locally backed community applicants involved in special-event licences and hospital radio. Cathedral FM promises to be "very much community-based and concentrating on local programmes, including local sport, as well as reporters out and about in the villages of Lincolnshire investigating local news." Music will take up 65% of the block format, with a variety of shows ranging from specialist

music to consumer and lifestyle issues. Projected revenue for year one is £2.291 million; the majority of the funding will come from a bank overdraft facility.

- **Poacher FM** — Former **Yorkshire Radio Network** chief engineer **Derrick Connolly** is one of the directors of this locally backed applicant. The block-programmed format, targeted towards the 18-35 group, will feature mainstream music during the day, specialist shows in the evening, a late-night phone-in, and a children's programme called "School's Out" between 16.00-16.30.

Poacher is concentrating its sales efforts on local advertising, and estimates revenue for the first year at £428,000, less 10% commission.

- **Fresh FM** - An Essex-based group which is also going for the Cornwall licence, Fresh FM says it will be financed by local investors. A wide-ranging programme schedule will feature music dating from 1956 to the present, with specialist shows on classical, jazz and country. There will also be six hours a week of programmes "generated by and involving local community groups". Of the five applicants, the station has the highest staffing levels, including up to 20 presenters. It claims it needs to attract only £20,000 a week to keep running, and advertising rates "will be deliberately kept low to cater to small businesses in the area". Revenue projected for the first year is £1.045 million.



YOU CAN GO BACK HOME — Chris Rea went back to his roots recently when he paid a visit to Metro FM/Newcastle to sign prize copies of his album "Auberge" and present the station with a silver disc. Rea, who was born in the North East, is pictured during a mid-morning show with programme controller Giles Squire (left) and presenter David Pever (right).

Autumn Harvest Yields Superstar Album Releases

Record companies are looking to a bumper fourth quarter to restore the industry's fortunes after disappointing first-quarter figures (M&M May 25).

A slew of blockbusting releases are being scheduled for autumn, starting with new albums from **Michael Jackson** and **Dire Straits** in early September. Both albums may be released on the same day.

U2 will be releasing its eagerly awaited new album in October, along with **Genesis**, who are currently recording their first album in six years.

Simply Red sees a September date for their first album since the 5.5 million-selling *New Flame*. And there are autumn releases scheduled for **Bryan Adams**, the **Pet Shop Boys**, **Belinda Carlisle**, **Level 42**, **Adeva**, **Diana Ross**, the reunited **10cc** and **Metallica**. In addition, there will be greatest hits packages from **Tina Turner**, **Queen (Volume 2)**, **Stevie Nicks** and **Yes**.

Perhaps the most intriguing

autumn release is a tribute to **Elton John**, which will feature tracks from **Phil Collins** ("Burn Down The Mission"), **Rod Stewart**, **Queen**, **Sting**, the **Who** (*Saturday Night's Alright For Fighting*), **Bon Jovi**, **Eric Clapton** and the **Beach Boys** (*Crocodile Rock*). A TV special and video will also be released.

One industry source says that in addition to the major releases planned for this fall, some of the albums put out earlier this year could make a strong chart comeback towards Christmas. "Chris Rea has a mammoth three-month European tour coming up in the autumn and his *Auberge* album will get another boost. I wouldn't be surprised to see **Beverly Craven** back on the charts, particularly if she gets another hit single to coincide with her UK dates in the autumn. What better way to launch a Christmas campaign for your artist than with a 30,000 sales base earlier in the year?" HF

Taylor Sews Up East West Marketing Director Post

East West Records has appointed **Elyse Taylor** as director of marketing. Taylor was previously at A&M, where she won a "Best Marketing Campaign" award last year.

Comments East West MD **Max Hole**, "We were fortunate enough to win the award in 1989. When Elyse took it away from us in 1990, I decided that if you can't beat them, get them to join you."

Taylor originally began at **Ten Records** and, after a stint at **CBS**, became head of marketing at the newly formed **AVL**, where she spearheaded campaigns on **Ten**, **Circa**, **Siren**, **Virgin America** and **EG** before moving to A&M.

Meanwhile, East West director/artist development **Fraser Kennedy** has resigned to pursue other interests. HF

BBC's Hussey Backs Local Radio

BBC corporate chairman **Mar-maduke Hussey** has come out solidly in favor of local radio, saying that with a million weekly listeners it is the BBC's most popular service after **Radio 1**.

Those who claimed the BBC was duplicating independent local radio missed the point, Hussey said in a recent speech to the **Media Society**. "We are aiming at totally different audiences. Ours is 70% speech; theirs is 70% music or

more. We are building up news and current affairs across local communities; they are reducing it. We want to provide a service to the public, however small. Commercial stations must provide a service to the advertisers to keep themselves afloat."

He warned that upcoming national commercial stations "will create stormy seas for existing local stations, which will have to take care that they don't vanish beneath

the waves as their first national competitors soak up all the advertising."

Underlining its commitment to local radio, the BBC has announced a £3 million (app. US\$5.1 million) programme to strengthen its regional journalism. A total of 38 jobs are being created, including a local government correspondent at each of the 10 regional news centres and a network of specialist reporters. HF

Sole Bidder For Pitlochry/Pertshire Station

The **Radio Authority** has received only one application for the Pitlochry and Aberfeldy (Pertshire, Scotland) licence. With a local population of around 5,000 adults, it would be Britain's smallest ILR station.

Heartland Radio Association (HRA) **David Trueman** says the station can be run as a viable operation, but not as a commer-

cial station. "We are very small-scale, and we're looking at sponsorship, listener subscriptions, merchandising, and maximising the use of the station's resources for training courses." Trueman says HRA will build its programming slowly. "We will be dependent on volunteers and community-based access programming. For the first nine months we will

operate weekends only. Then we hope to take on a full-time presenter for a seven-day breakfast show. After a year, we aim to broadcast for three hours each morning and afternoon."

The Authority is expected to announce by the end of July whether to award the license. HRA aims to begin broadcasting November 30. PE

NOW AVAILABLE!

EXPANDED LISTINGS / PAN-EURO SECTION / NATIONAL SECTIONS / INDEX BY COMPANY / INDEX BY CONTACT

EUR FILE[®]



'91

YOUR COMPLETE SOURCE BOOK FOR THE EUROPEAN MUSIC & BROADCASTING TRADE

MUSIC & MEDIA
AN EMR / BILLBOARD PUBLICATION
Billboard

Dfl. 130,-
US\$ 75,-
£ 40,-
DM. 120,-
Ffr. 420,-

STADIOS NOW COUNTRY
SWE
SWI
UK
VAR

EUROFILE is THE directory for the European music industry.

Features of the new 1991 Third Edition include:

- ▶ Instant access to thousands of business contacts
- ▶ All areas of the music and media industries: records, retail, publishing, trade organizations, radio, television, video, promotion/public relations, artists' services, tours/concerts, studios, and hardware/software
- ▶ Coverage of Western and Eastern Europe
- ▶ Completely revised and updated information
- ▶ Indexes by both company and person

Order your EUROFILE today!
It's the largest available database for your industry!

Return the coupon and **SAVE 20%** on the 1991 prices.

ORDER FORM

ORDER FOR _____ COPIES OF EUROFILE '91

Company _____
Name _____
Address _____
City _____ Zipcode _____
Country _____ Telephone _____
Telex _____ Telefax _____

Total amount enclosed
 Invoice me
 Please charge to my credit card

Card name _____
Card number _____
Exp. date _____
Signature _____

1991 PRICES:

Benelux : Dfl. 130,-
Germany, Austria, Switzerland : DM. 120,-
UK : £ 40,-
France : Ffr. 420,-
Other countries : US\$ 75,-

Copies will not be sent until payment is received.
Send to Music & Media, Rijnsburgstraat 11, 1059 AT Amsterdam, The Netherlands



KID CRAZY— Three listeners of Radio Zürisee had a dream come true when they met New Kid On The Block Danny Wood. The girls took part in a competition by the private station in which they crafted personal presents for the Kids for the band's concert in Zurich.

BMG Ariola Resets Executive Tier, Organisation

BMG Ariola has recently realigned its organisation by adding new departments and creating additional executive positions.

Dr. Andreas Schuermann is to become deputy to BMG Ariola MD Thomas Stein in July and will be in charge of coordinating repertoire. Says Stein, "Our strong and diversified line of products and the changes in the marketplace, especially in the retail trade, call for a restructuring. Our new distribution system offers the best opportunity to inform and look after retailers and their needs in the future."

The restructured press and publicity department has Regine Hofmann taking responsibility for publicity, while Dr. Hans-Peter Bushoff continues to head

the press department.

In distribution, special teams are being organised. The firm's Munich office is handling the labels Ariola, Arista, Island, DDD, Logic, Chlodwig and Jive/Silvertone, as well as local labels Hansa, White Records, Coconut, Global, Jupiter and Baby Records, under the leadership of deputy MD Albert Czapski. They will also be responsible for distributing German schlager and folk music.

BMG Ariola Hamburg, headed by MD Michael Anders, will handle the labels RCA, MCA, Geffen and Motown, while the classical division is handled by deputy MD Christoph Schmidt. The budget division BMG Ariola Müller is under the direction of MD Rolf Lerschmacher. MS

Radio Bremen 4 Hits The Road

Public station Radio Bremen 4, the rock and pop channel, is planning a series of live broadcasts for early summer. The tour will be a series of two-day parties on Friday and Saturday nights, hosted by DJs Axel P. Sommerfeld, Marcus Rudolf, Burghard

Rausch and Berthold Brunsen.

Radio Bremen is scheduled to visit Oldenburg, Zeven, Delmenhorst and Cloppenburg this month and next. The station was the first to broadcast youth-oriented programmes, which were begun in 1986. MS

M&M Correspondent Bob Lyng can be contacted on:
Tel: (+49) 69 433018

M&M Correspondent Mal Sondock can be contacted on:
Tel: (+49) 221 321091

RSH TOPS IN NORTH

Radio OK Posts Huge Gains, Ranks Fourth In Hamburg

by Mal Sondock

New EHR-formatted Radio OK/Hamburg has scored the largest increase in the latest Infratest "listening yesterday" ratings, climbing from last to fourth place. The survey showed, however, that the majority of Hamburg listeners are still faithful to pubcaster NDR.

Of the four NDR stations, the most popular is NDR 2. After dropping three points from last year, the station's pop-oldie magazine-oriented programming still came up with a 28% share. NDR 1, catering to an older MOR/gold magazine format, also slipped two points off their former ratings to corner 24% of the listening audience.

Radio Hamburg dropped eight points to a 14% share, while Radio OK picked up a big 10% to give them a 12% rating. Radio Schleswig Holstein (RSH)/Kiel took 10%, a drop of 2% from last year. Radio 107/Hamburg picked up a 5% rating equal to the previous year, while newcomer Klassik Radio got a 3% tab.

Radio ffn, the state-wide broadcaster for Niedersachsen, also heard in Hamburg, dropped a point to 2%. NDR3 and NDR4, catering to minority listening groups, picked up 4% and 3%, respectively.

OK Radio's increase follows its switch from AOR to EHR last August. Its current playlist rotates 30 hits, with about a 20% mix of recurrenents and 20% oldies. The station features air personalities and jingles.

Station manager Ingo Borsum comments, "We are the first station that tries to excite its listeners. We do six newscasts a day of

about a three-minute duration between 06.00-09.00 and 15.00-18.00. We play 14-15 records an hour and shorten them to just over three minutes each in order to have variety and action.

"The only magazine-type program we have is between 18.00-19.00, with about 40% talk and 60% music. We have to do it because of licensing arrangements with the government. Our target group is very young — to about 34. The ratings show we have already captured the ears of the young active listeners."

The Infratest ratings were gathered among 1.796 Hamburg listeners, with 83% of those questioned reporting listening on the previous day.

Private RSH Wins In North

Separately, the ratings are in for the Nielsen 1 area covering the states of Schleswig-Holstein and Niedersachsen, as well as the cities of Hamburg and Bremen.

RSH led the pack with 920.000 daily listeners, holding the same number of listeners despite the addition of three new area broadcasters — Klassik Radio, NDR 4 and Antenne Niedersachsen.

Second place went to NDR 2 with 820.000, a drop of 10.000 over the previous period. Public station Hansawelle Bremen dropped to 220.000, down 20.000.

Over 7.000 interviews were conducted. The findings show RSH has 40% of the daily listeners, while NDR 1 holds 30%, closely followed by NDR 2 with 29%. In Niedersachsen, statewide private station ffn dropped from 460.000-350.000 hourly listeners, as the new private statewide out-

let Antenne Niedersachsen picked up 180.000 listeners. The leading station in Niedersachsen continues to be NDR2, with a 33% share, a drop of 6% followed by NDR 1 with 29%, a drop of 1%, Radio ffn with 19%, a drop of 4%, and Antenne Niedersachsen, with an 8% share. See the box below for the test results. Next week, M&M will report on ratings for Berlin.

GERMANY AUDIENCE RATINGS (% of pop. 14+ years old)

Niedersachsen

Station	1990	1991	+/-
NDR 2	39%	33%	-6%
NDR 1	28%	29%	+1%
ffn	23%	19%	-4%
Ant. Nied.	n/a	8%	n/a
Rad. B. Hans.	10%	8%	-2%
NDR3	1%	3%	+2%
Rad. Ham.	2%	2%	0%
NDR4	1%	1%	0%
RSH	2%	1%	-1%

Hamburg

Station	1990	1991	+/-
NDR2	31%	28%	-3%
NDR1	26%	24%	-2%
Rad. Ham.	22%	14%	-8%
OK Rad.	2%	12%	+10%
RSH1	2%	10%	-2%
Rad. 107	5%	5%	0%
NRD3	6%	4%	-2%
Klassik	n/a	3%	n/a
NDR4	2%	3%	+1%
ffn	3%	2%	-1%

Schleswig-Holstein

Station	1990	1991	+/-
RSH	40%	40%	0%
NRD1	32%	30%	-2%
NDR2	27%	29%	+2%
Rad. Ham.	5%	6%	+1%
NDR3	5%	3%	-2%
NDR4	1%	2%	+1%
ffn	1%	1%	0%

Source: Infratest

AFN Munich To Close Down After 46 Years Of Service

by Robert Lyng

The American Armed Forces Network (AFN) in Germany will close its Munich station by the end of next spring. Station manager Sergeant Melissa Stup reports troops now stationed at the McGraw Kaserne in Munich will be shipped out without replacement in June, 1992. Explains Stup, "The cold war is over. Our mission is completed."

AFN began broadcasting with 50 Watts from the BBC studios in London on July 4, 1943. While

AFN Germany headquarters are now in Frankfurt, with further support stations in Bremen, Berlin, Kaiserslautern, Nuremberg, Stuttgart and Würzburg, the Munich station was the first in Germany. Major Bob Light began broadcasting there from a mobile unit on April 10, 1945.

AFN Munich's current programming consists of seven hours daily of its own local productions. The remainder of the 24-hour program, largely American syndicated shows, is supplied by AFN Frankfurt.

According to an Army spokesman, general troop reductions throughout Germany and the rest of Europe could also affect other AFN stations. However, no current plans for further closures were revealed.

Americans currently stationed in Germany are not the only ones affected by these changes. Many Germans also listen to AFN, which was instrumental in introducing American jazz, blues, rock and pop to a grateful, young, post-World War II German audience.

Sting, Simon Headline Torhout/Werchter Festival

by Marc Maes

Paul Simon and Sting will headline The 15th double open-air Torhout/Werchter Festival July 6 and 7.

Simon plays Werchter following Sting's close-out at Torhout the day before. The festival has an excellent reputation with both

artists and agents, and attendance has ranged up to 120,000 over the last three years. Tickets run from £16 to £20.

Insiders are calling this year's programme quite "commercial." Herman Schuermans, festival organiser, says the event will offer a "view on what's going on in music today." He adds, "That's

why we have combined two strong headliners with dance-ingredients like Deee-Lite, the Happy Mondays, and modern rock-artists like the Pixies and Iggy Pop. The festival is one of the few, Schuermans claims, at which Simon and Sting will appear. He continues, "Dave Stewart's agreement to play the second act is further proof of our credibility. He played here three times while with The Eurythmics. He is aware of our reputation."

PolyGram, together with Philips, is releasing a special Torhout/Werchter CD-maxi with three of PolyGram's acts on the bill — The Scene, Sting and the Happy Mondays. PolyGram's marketing department's Kristof Turcksin says, "We will produce 5,000 copies of the special CD for free distribution and Philips plans to promote some of its hardware with it."

Covering the two-day event, Studio Brussels and Radio 2 will feature live-broadcasts and interviews with artists, record-company employees and back-stage personalities.



EUROPEAN CASSINGLE UNVIELED — IFPI Belgium members on May 23 participated in the launch of the cassette single on the continent. Pictured here at the debut (l-r) are: IFPI Belgium director Vincent Van Mele, IFPI Belgium vice president Guy Brulez and Sony Music Belgium MD Bert Cloeckaert.

Hit Connection '91 Goes Gold

Hit Connection '91, the 14th in a series of compilation albums featuring current chart hits, was shipped gold on its May 27 release.

The album was put together by AMC, who also coordinated the EVA (Emi-Virgin-Ariola) project. BMG Ariola is handling distribution.

BMG subdivision New Enter-

prises's spokesperson An de Keyser says, "Along with the usual TV-campaigns for the album, we have also booked ad-space on RTBF's Radio 2 and the Brussels' Radio Contact station." The campaigns on RTL-TV1, Télé 21 and VTM will run until mid-June, she adds.

AMC's Monique van Moer notes previous editions sold well

and established credibility among retailers. "Thanks to this," she adds, "we went gold on release date." Van Moer estimates, "Current campaigns on radio and TV add up to Bfr5 million (app. US\$139,000)."

The Hit Connection albums, released twice a year, are based on a mixture of Flemish and French Belgian chart successes. *MM*

Belgium's Radio 3 Organises Classical Concert For June 29

The "Second Radio 3 Night" is set for June 29 at the Singel in Antwerp, Kredietbank's director general Piet van Roe has announced.

Kredietbank is the main sponsor of the official broadcaster's third classical music channel.

Following the restructuring last year, each of the four BRTN-channels organised a special radio-event.

Radio 3 staged a night at the Singel in Antwerp, where over 3,000 attended several performances by jazz and classical orchestras.

Head of Radio 3 Pieter Andriessen explains, "Although we didn't exactly want to repeat

the same formula of last year, we definitely wanted to make the 'Radio 3 night' an annual event. I do admit I wouldn't want to make a radio programme like this every day, but it has been a very interesting experiment for us."

The "Radio 3 Night" airs live from 20:00 to 01:00 hours on June 29, with performances by the BRT Philharmonic Orchestra, the Fernando M. Soares fado-group, and the Due Trio jazz-quartet.

Andriessen adds, "The whole evening will cost about Bfr3 million (app. US\$84,000), but our sponsor, Kredietbank, helps a lot." *MM*

Wanted: Your Face In M&M!

As part of Music & Media's rapid expansion of its photo coverage and professional files, you are invited to send us photos of yourself and your staff for forthcoming articles and special issues. Whether they are portraits of your people or pictures from station activities, visits from recording artists or any other special occasions, we want them all! Kindly send your pictures (color and/or black-and-white) to:

Steve Wonsiewicz,
Managing Editor
Music & Media 1059 AT
Amsterdam, Holland
Tel: +31-20-669-1961
Fax: +31-20-669-1951



TRANSVISION

"LITTLE MAGNETS VERSUS THE BUBBLE OF BABLE"

VAMP

LIVE ON TOUR WITH SIMPLE MINDS

JUNE

25TH HEERENVEEN, THAILF

29TH HANNOVER, SPORTS PARK GARSBEGIN

30TH FRANKFURT FESTHALL

JULY

2ND PARIS, BERCY

3RD LYON, TONY GARNIER HALL

6TH MUNICH, OLYMPIAHALLE

8TH MODENA, STUDIO COMUNALE

10TH BRUSSELS, FOREST NATIONAL

12TH HAMBURG, VOLKSPARKSTADION

14TH COLOGNE, MUNGERSDORFER STADION

16TH ZAGREB, DYNAMO STADIUM

18TH VIENNA, PRATER STADIUM

MCA

RMC Plans Euro Expansion; Looks For Partners

Radio Monte Carlo (RMC) is looking for new partners in order to expand through France and Europe. The announcement on June 6 was made by the station's general manager Jean-Noel Tassez. In an interview with daily newspaper *Le Figaro* he says, "I don't think we can exclude a policy of alliances between RMC and one or more groups in the communication field. We already have experience of that kind of relationship with private operators through *Nostalgie*, of which we control 51% of the shares."

Tassez does not exclude any kind of partnership: cross ownership, advertising deals, or creation of subsidiaries with partners. According to press reports, groups

such as *Bouygues*, operator of leading private channel TFI, the Luxembourg-based group *CLT-RTL*, communication giant *Hachette-Europe 1* or advertising group *Havas*, are viewed as possible partner for RMC. RMC has announced that it wants to develop in Southern Europe, especially Spain and Italy.

RMC is currently owned 83% by *Sofirad*, a French state-owned financial holding, and 17% by the principality of Monaco. The station was supposed to be privatized in 1987, but the stock exchange problems that year blocked the process. RMC has since been going through drastic restructuring measures, laying-off 58 people out of a work force of 525, with 30 additional departures planned. *EL*

Europe 2 Tightens Quebec Ties: DJ, Programme Swaps With Cite Rock Detente

by Jacqueline Eacott

Europe 2 has now cemented its cross-cultural deal with the Montreal-based *Cite Rock Detente* FM radio, owned by Quebec multimedia group *Telemedia Communications*. The agreement was finalized on June 4 by Europe 2's director-general *Martin Brisac* and *Cite Rock Detente*'s programme director *Guy Banville*. The original collaboration agreement was made between Brisac and *Telemedia*'s VP *Jacques Lina* at *MIDEM* last January.

Under the terms of the deal, the two FM stations will swap programmes and DJs, putting the emphasis on a Paris-Montreal cultural axis. Brisac assures, "It's an agreement made for cultural, not financial reasons. We want to give our listeners new insight into Quebec, as well as a chance to hear up-and-coming French-Canadian artists."

These new acts, along with the top-selling albums in Quebec, are showcased in Europe 2's weekly "Top Album" show (Sunday, 10.00-11.30). The French station also plans to co-promote European tours and record releases of French-Canadian artists. One such artist currently benefitting is *Robert Charlebois*, whose *Best Of* album is out on *FNAC Music*.

In Quebec, *Cite Rock Detente* this autumn will launch "Programme De Stars" (Sunday, 11.30-12.30 on Europe 2), with Europe 2 supplying the French material. Cur-

rent French hits, selected by the station, will be aired in special daily spots.

A weekly Friday night show on Paris cultural life is also planned, with Europe 2 likely to return the compliment by providing a weekly look at the Montreal scene.

The two stations, will also be swapping DJs this summer, with Europe 2's morning host *Thierry Welgart* assuming the 9.00-12.00 slot on *Cite Rock Detente* July 22-26, and Quebec's *Dominique Fregaud* taking over the Europe 2 afternoon slot.

Banville says the collaboration is not just designed to help the Quebec station meet its French language quotas. But he adds, "It's true that our station is subject to quotas, and we do have to play a certain percentage of French language material. But this agreement is about bringing the two cities together. It's a recognition of the historical and cultural links which exist between Quebec and France." As Banville points out, the "detente" (soft rock) theme is shared and promoted by both stations, with both attracting the similar audiences.

They are also increasing their (unofficial) jazz quotas; the *Cite Rock Detente* audience will now be able to hear jazz from this year's Montreal Festival, co-promoted by Europe 2 (as well as being assured coverage of the Winter Olympic Games at Albertville). In return, Europe 2 listeners gain access to the Montreal Jazz and World Films Festivals.

Radio Pans Tournier's Call For French Music Quotas

Emmanuel Legrand

The call for French music quotas by *Jean-Loup Tournier*, the general manager of performing rights society *SACEM*, has received a thumbs-down reception by the French media community and at the French Ministry of Culture.

On the heels of Tournier's suggestion, French Minister of Culture *Jack Lang*, who is responsible for introducing relevant legal requirements, said during a press conference that he didn't want to "impose" quotas. Instead, he called for media "responsibility," and asked music programmers to "give more room to [French] creators and artists, especially to young ones or even to old artists who are no longer in fashion."

Lang announced he had asked a Ministry of Culture commission on rock and variety (*CCRV*)—all professionals from the music business—to organise meetings between the music industry and broadcasters and come up with "proposals".

Lang also suggested calling upon broadcasting authorities to see if stations are meeting requirements.

Yves Bigot, music programmer of public station *France Inter*, and president of *CCRV*, is strongly opposed to quotas. Says Bigot, "Quotas — it's either 100% or it is nothing. Either you impose them fully, or you don't do anything. And if it is 100%, it's like being in Eastern Europe. Who wants that? Besides, the French market is strong enough to face international competition." Bigot labels Tournier's quota statement "demagoguery," and compares it to a political campaign. "He has to please his electorate", comments Bigot, referring to the majority of *SACEM*'s members.

Laurent Bouneau, programme director of *Skyrock*, calls quotas simply "ridiculous". He says, "Of course, we would like to play more French music, but it doesn't work. Our target, the 15-25 age group, prefers international music. I doubt that we would have 2.5 million daily listeners if we were playing

50% French music. Quotas are just a way to create artificial protection." Bouneau adds, "Each time the music industry has problems, they transfer the responsibility to the media." He invites the music industry to first take a look at their own structure and change. Says Bouneau, "The days when they were going to radio stations with a record and saying 'Please, play it' are over. They have to be much more careful about what they sign, the number of acts they sign, and how they promote them."

Martin Brisac, director-general of *Europe 2*, says quotas are "nonsense". Says Brisac, "We are ready to help French production, and we already programme 40% of it, but how could we be sure that at each moment we can have enough French music of quality to reach this level?" For Brisac, the risk of quotas is the threat of "uniformity" of the airwaves. Adds Brisac, "You cannot ask *Nostalgie* and *Maxximum* to have the same level of French music. It wouldn't work."

Columbia And Gipsy Kings In A Worldwide Deal

Emmanuel Legrand

Claude Martinez, the French producer of French flamenco-blended band *Gipsy Kings*, boldly speaks of his ambition to make the *Gipsy Kings* "one of the top five bands in the world within the next two years".

To achieve his goal, Martinez has signed a worldwide licencing deal with *Sony Music*'s label *Columbia*. It excludes the US for which the band is still under contract with *Elektra*. A worldwide deal sees a change in Martinez's strategy, who previously preferred territory-by-territory contracts in order to get the most-motivated company in each area.

Martinez comments, "Sony Music has major worldwide commercial and promotional power. We have worked with them before on some territories and it seems to me and to the band that they will be the best company to develop the career of the *Gipsy Kings* on a worldwide scale".

Asked why he decided to sign with a single company, Martinez says that the size of development of the band and the working burdens it represents are too great for a small team like his. Also, concentrating all marketing and promotional activities on one distributor is easier.

Martinez declines to reveal



The Gipsy Kings

specifics, but says it is a classic licencing deal that includes optional clauses (ie. a right of first refusal from the company). He explains, "This way, it is much more flexible for everyone."

The US contract with *Elektra* is to continue for at least two reasons; the first is that it had not ended; the second is that "it is a very, very good company," says Martinez. "We have come to know each other, and we understand *Elektra*'s way of working. We appreciate the work they've done, so it seems logical to stay with them."

Although the band's previous albums sold over a million copies in the US, (more than 4.5 million albums worldwide of their two releases), Martinez says he admits the difficulties in developing a non-

Anglo-American band in the States. Hardest of all is getting radio airplay, but he is confident of *Elektra*'s ability. "They have a massive marketing plan. The band will spend a lot of time in the US for promotion and concerts."

The new album, *Este Mundo*, is loosely scheduled for release in late June/early July. They begin their promotion in July by embarking on a worldwide tour, starting in the US with a free concert in New York's Central Park celebrating France's national day on July 14 at the Summer Stage Festival. The tour also includes *Wembley Arena* in London next autumn.

For The Record

In the June 1 issue of *M&M*, a photograph of *Carola* was incorrectly identified as *Amina*. Here's the real one!



Amina

TECHNOTRONIC

featuring REGGIE
BODY TO BODY



Includes the hit single "move that body"
available on CD / LP / Cassette



"Anglo-American Dominance" Coming To An End In Italy?

by David Stansfield

Operators in the local music industry are seeing a declining influence of AA product and are acting accordingly, an M&M survey shows.

Andrea Olcese, creator and director of the new TV programme "Europop" (see RAI 2 story this page) admits that a changing market will influence his programme content and some key concert promoters are turning their attentions to acts from outside the UK.

Explains Olcese, "The European success of national artists Eros Ramazzotti, Zucchero, Gianna Nannini and Vasco Rossi are indications of a changing market. There have been pan-European breakthroughs by French acts Niagara, Vanessa Paradis and Mano Negra. Spain is well represented by Mecano and La Union; Germany by Enigma and Milli Vanilli and Scandinavia by acts such as Roxette and A-Ha."

There is no threat of any boycott but Claudio Trotta's Milan-based Barley Arts Production company is focusing a great deal of attention on French acts, as well as organising a "Eurock" festival, which excludes UK acts. Rome-based promoter David Zard, who in the past has organised tours by Madonna, Michael Jackson and the Rolling Stones, plans to manage local acts. He claims that the US/UK superstar stranglehold is over.

Local record companies are cautious, but most agree that there is increasing musical interest from continental Europe. Warner Radio promotions manager Sandor Mallasz says quality and interest in UK-produced music has decreased. "But, you can never really predict what will happen. Who would have thought that Italian music would happen the way it did?"

But what about airplay for these acts? Mallasz says he admits that currently he has the English-speaking group A-Ha to promote. But at CDG, radio promotions manager

Luciano Linzi is encouraged by radio response to Spanish groups La Union and Presuntos Implicados. "The two bands are quite different from each other. While I'm not saying it's easy to get airplay, some stations such as Radio Monte Carlo, Radio Subasio/Perugia and Radio Centro 95/Turin are ready to experiment and try them."

Linzi says he believes that Spanish-speaking acts are easier to promote on the local market than the French. But Polydor's head of promotions Stefano Zappatera tells a different story. He maintains that it's too early to predict a trend in European music, but adds, "We've had commercial success with Vanessa Paradis and, while French/Spanish act Roe did not sell well, his single, Soledad, was a radio hit."

German act Camouflage is receiving airplay on stations such as Rete 105 and Radio DeeJay, according to Zappatera. However, reactions to Mylene Farmer are the most encouraging. "She's the best example of a megastar who does not come from the USA or the

UK, and most stations are airplaying her new album *L'Autre*. Fastest to play it has been RTL 102.5 Hit Radio."

Head of music at RTL 102.5 is the UK's Grant Benson, who says that he is interested in any act or artist who is charting in more than one European territory. Farmer is doing just that, and he adds, "She's going well in parts of Switzerland, which are not necessarily French-speaking."

Benson agrees that there is a weakness in current UK product, but he maintains that continental European music is at its best when it reflects the country it comes from.

Benson explains, "It's no good bands trying to copy music produced in the US or UK, as many have done in the past. Mano Negra are particularly interesting because their music has such a French flavour, and it's the same with local acts. I'm giving airplay to Kabella (CGD); this band's music has an ethnic southern Italian feel to it."



PLATINUM FOR PROMOTION — Radio Italia Solo Music Italiana receives a platinum disc for its promotional efforts with the self-titled debut album from Dischi Ricordi artist Marco Masini. Pictured left to right: Maurizio Miretti (promotions director, Dischi Ricordi), Mario Volanti (president, Radio Italia S.M.I.), Antonio Vandoni (radio promotions manager, Dischi Ricordi), Filippo Broglia (PR manager Radio Italia S.M.I.)

McCartney Plays Smaller Gigs

Paul McCartney, following his recent small venue concert in Barcelona, repeated the exercise in Naples on June 5. The event, organised by local promoters D'Allesandro & Galli, was staged at the Teatro Tenda Partenope.

McCartney performed to an audience of only 2,000, in what EMI Italy described as, "An all-standing rock n' roll gig. Not the type of event for jewellery rattlers."

Tickets were limited to three per person and, in an effort to limit touting, they were printed in the UK and put on sale only days before the event.

EMI's marketing director Franco Cabrini says that McCartney

decided to play at extremely short notice. And, while there was no radio involvement because of the sheer number of national stations, TV crews from state RAI and Silvio Berlusconi's channel Canale 5 filmed one song for their news footage.

McCartney's album, *Flowers In The Dirt*, has sold 200,000 units on the local market, while *Triping The Live Fantastic*, a three album package, has achieved sales of 400,000. Pressings of the album, *Unplugged-The Official Bootleg*, was limited to 70,000 for the local market. These are expected to be sold by the middle of this month. DS

Rete 105 Has A Success With Fashion Line-Up

Rete 105, the only radio station on national territory with its own fashion line, is claiming sales of 8,000 items after seven weeks on the market. Since the launch on April 15, sales have risen by 15%, according to station executive Edoardo Hazan.

The collection, which bears the 105 Original trademark, includes jeans, jackets and T-shirts and is sold exclusively through Coin department stores. Hazan claims that 105 Original jeans are competing well with Levis. "There's a sales ratio of four to one in their favour at the Coin outlets. This proves the quality of our styling, when you think how long Levis has been in business."

The station's first promotion exercise coincides with a special

celebration held in the same area as Milan's Coin, which is allowed to open on that Sunday every year. Rete 105 will have local artist Francesco Baccini (CDG), appearing at the 105 Original Corner, in the store on June 16. DS



Sting Releases Zucchero-Produced, Italian Version Of 'Mad About You'

A special release of Sting's album, *The Soul Cages*, includes *Muoi Per Te*, an Italian version of the song, *Mad About You*. It has sold 80,000 units within three weeks of its release on May 8. Radio airplay is being credited as a major reason for the success.

A&M product manager Giovanni Arcovito describes the sales figures as "staggering," and claims

that for the first time in his experience, promotion alone was stronger than marketing. He explains, "There were point-of-sales displays, nothing else. But, I'd be awakened by my radio alarm and hear the song five times in an hour, all on different stations."

Arcovito declines to cite any one station as key to the song's success. The airplay stretched from key

national networks to local broadcasters.

Italian star Zucchero wrote the song lyrics and produced the track. He also made a few "surprise" appearances on Sting's recent national tour.

At presstime, the combined sales figures of the two versions of *The Soul Cages* had reached almost 400,000, which is double platinum status on national territory. DS

RAI 2 Packages New Music Programmes For TV

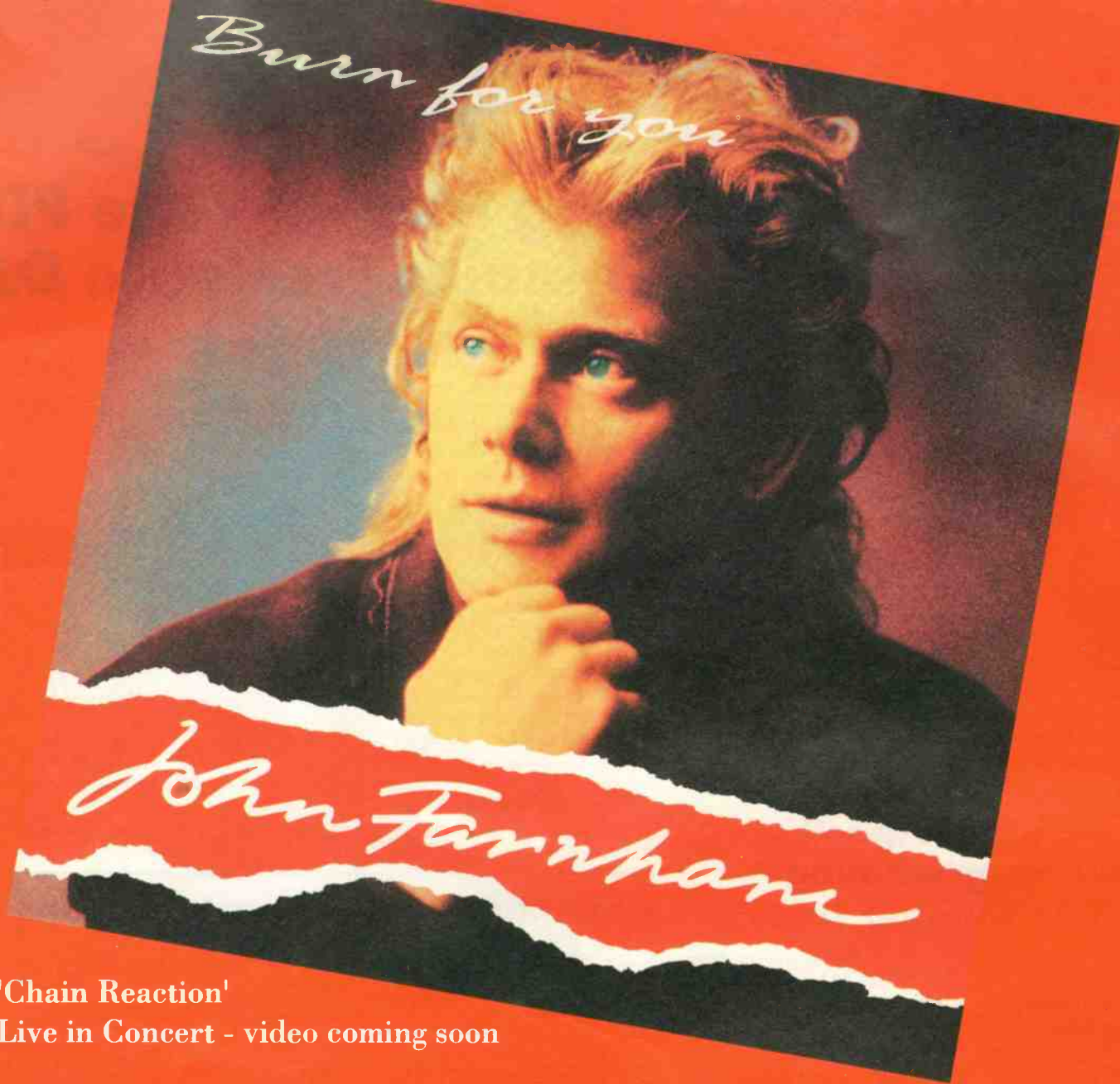
When most of the major record companies seem to be giving up on the chance of any more space for music on TV, RAI 2, the state broadcaster's second channel, is planning a package of new programmes which will cover a variety of musical genres.

At a presentation ceremony held in Milan's famed La Scala theatre, RAI 2 director Giampaolo Sodano launched Progetto Musica (Music Project), which aims to make the channel a key player in the TV music market.

The weekly programme "Nuovo Cantagiro '91," launched on June 2, will feature both international and

national artists, and also provide valuable space for major local artists and newcomers. A special, featuring talent from the city of Naples, was screened on June 14. The channel also linked up via satellite with Paris, Barcelona and Prague for its "Notte Contro 1 Razzismo" (Night Against Racism) programme on June 15.

Perhaps the most radical project will be "Europop," a Top 40 chart show to debut in October by Andrea Olcese, creator and director of the successful "Rock Cafe" series, which is also screened on RAI 2. The shows will concentrate on music from continental Europe. DS



'Chain Reaction'
Live in Concert - video coming soon

*New single from John Farnham
"Burn for you" (Written by Jack Jones & Phil Buckle of Southern Sons)
European Tour 20th-30th June*



southern
S.O.N.S
the platinum act with a new single
"Heart in Danger"

BMG
INTERNATIONAL



Berg Iced As Voice PD; Remains Freelance DJ

by David Rowley

The Voice/Copenhagen, one of Denmark's major private stations, has sacked head of music **Bo Berg** and abolished his position, allowing him to only work on-air in a freelance capacity. Berg had been with the station since 1986, having served as both head of music and air personality.

PD **Lars Kjær** explains, "Bo is best doing radio and we're allowing him to concentrate on that. It's unfortunate that we've had to let him go, because he's a very popular guy. But we have 10 stations around the country, and with so many stations he had to make sure stuff got to them. Unfortunately, that wasn't happening; he wasn't precise enough. The bottom line was that he wasn't good enough for his job, so we let him go."



Bo Berg

Berg says he was surprised by the dismissal and refuted the reasons for his discharge. "I think it's incredible they didn't mention any

of these things when they fired me. They just said I wasn't getting the material out to the stations, and that was it."

Berg characterises his recent freelance airwork as "weird," noting, "It is strange to come straight into the studio, rather than to my office as usual." He says he has already looked outside Denmark for radio jobs, but regards any further opportunities for him in the Danish radio industry as limited. "I just don't think there are that many great stations in Denmark compared to The Voice."

Meanwhile, Kjær acknowledges that what he needs most is "more of an administrator," and has therefore hired **Signe Nielsen**, formerly of **Warner Music Denmark**, as programming and music co-ordinator to liaise with record companies and promoters.

Copenhagen Seminar Sets Plans

by David Rowley

The second annual **Copenhagen Music Seminar (CMS)** is scheduled for September 10-13, with organisers promising a more focused approach, better showcases and a bigger infrastructure.

CMS director **Frank Marstokk** reports that the seminar will include panels and discussions, which will build on issues raised during last year's gathering. "Seminars, in

essence, are not that different from one another," he says. "This year we will be building on what we started in 1990: broadening the base of discussions and mixing up panels. There won't just be marketing people on the marketing panel."

The CMS, which last year attracted 250 delegates from Scandinavia and other territories, has changed venue from the Falkoner Centre to the newly established "Baron Boltens Gaard" culture cen-

tre in Copenhagen.

The seminar is to be sponsored by **Carlsberg** rather than **Tuborg**. This is the first Danish music organisation to break away from Tuborg's total domination of Scandinavian music sponsorship.

Says Marstokk, "The live music is being handled by the **Roskilde Festival**, and we expect to present acts that people haven't necessarily heard of, even from their own territory."



THE WOLFMAN GOES NORDIC — Finnish radio syndicator Pyn Oy is now airing "The Legendary Wolfman Jack Show" on 15 of Finland's biggest stations. The Wolfman is pictured here (right) with Pyn Oy producer Petri Niemi (left). Pyn Oy is the major radio syndicator in Finland. Featuring the best Top 40 songs from the late '50s and early '60s, Wolfman plans to broadcast his show throughout Europe in the near future.

Summer Programming Aiming At Younger Demos

Altering its usual Saturday night TV summer programming, Danish pubcaster **Danmarks Radio** is expanding beyond broad-based variety shows by introducing a new music/variety feature aimed at 20-35 year-olds.

The program, *Vild I Varmen*, will be co-hosted by former **MTV Europe** VJ **Maiken Wexø** and **Sven Rasmussen**, one of the lynchpins of the popular music show *Balladen III*.

The hour-long program debuted on June 8 at 20:30, with the first show featuring playback and live performances by **Bryan Adams** and locally breaking acts, such as **Steelhouse** and the **Dar-leens**.

Program editor **Claus Ib Olsen** says, "It will be a general entertainment show, but if a video fits our format, then we'll consider using it." DR

SPAIN

Antena 3 Reports Profitable 1990; Sales Up 16%

Private radio network **Antena 3** reports profits of Ptas1.4 billion (app. US\$14 million) and net profits of Ptas899 million for 1990. It also confirms total revenues of Ptas9.1 billion, an increase of 16% over 1989. These sales results reflect a 21% net profit, which could be the highest rate of return in the private broadcasting sector in Spain.

Despite the positive news, Antena 3's shares on the Madrid and Barcelona stock exchange have only managed to maintain reasonable levels. At the end of 1990, shares were valued at between Ptas1.550 and Ptas1.700. F.G. Securities stockbroker **Ignacio**

Gomez Montejo reports that Antena 3 shares have not done well during 1991's first quarter. He says, "They've dropped by 30% and are now selling for Ptas1.150."

Montejo explains that investors were wary because of losses by **Antena 3 TV**, of which Antena 3 radio is a majority shareholder. He continues, "Even though the losses were expected, investors have felt the need to sell." He attributes the private station's slump in advertising revenues over the first quarter of this year as another reason for the loss of confidence. "It should hit rock-bottom and then, in the near future, start rising."

Telecom Ministry Reviews Six Station Start-Ups

by Anna Marie de la Fuente

Telecommunications Ministry secretary-general **Elena Salgado** has announced the opening of an inquiry on six radio stations which failed to commence broadcasting within a given period that expired in March. The Ministry declined to identify which operators are involved.

The stations, among the 153 bidders awarded new FM licenses last July, could have their licences revoked. **Jose Luis Martin**, press aide to TM secretary general **Elena Salgado**, says the inquiry "could last from one to six months." He maintains, however, that it is a "perfectly normal procedure, nothing out of the ordinary." Industry observers call revocation a worst-case scenario, predicting the sta-

tions might be fined or issued a warning and given another start-up period.

The licensing round of summer '89 is said to be the last of its kind. It was preceded by a similar round in 1979 when 300 new licences were granted. Salgado confirms, "The government has no intention of awarding new [private] licences. The radio band is simply saturated."

There are nearly 1,000 commercial FM radio licenses in Spain.

The controversy-ridden municipal radio law, approved by the Spanish parliament three months ago, allows municipal-run stations double financing through advertising and local government funds. This will increase the number of stations already crowding the airwaves. Industry rumours indicate

that as many as 1,000 municipal stations will be authorized. There are 8,000 municipalities in Spain.

Meanwhile, the major private radio networks **SER**, **COPE**, **Antena 3** and **ONDA CERO**, which obtained less than 12 new licenses each, complied with the deadline. Antena 3, for instance, set up its all-Spanish station, **Radio Olé**, last February.

Music & Media Correspondents:
Anna Marie de la Fuente
 Phone/fax:
 34-1-4029955
Howell Llewellyn
 Phone/fax:
 34-1-5932429

MUSIC & MEDIA READER PROFILE

“ It's tough keeping up on the latest developments in the European broadcast community. I rely on M&M's contacts around Europe to pick up on stories and tie them all together. My music department follows the charts and picks up what's happening on the broad European scene. Without Music & Media, we would know a lot less about what's going on. ”

Michael H. Haas
Programme Director
Antenne Bayern

Mike Haas started his career as a "go-fer", working in print, radio and television in high school and college before coming to Europe as a communications officer with the US Army. Mike worked as a television officer at the American Forces Network Headquarters in Frankfurt until getting his own radio station in Nuremberg. He began consulting commercial media projects part-time and eventually moved to a full-time consultancy in 1986. Having put over 22 private commercial radio stations on the map, Mike was asked to become Programme Director of Antenne Bayern in 1988.

 **ANTENNE
BAYERN**

Antenne Bayern has an average of 700.000 listeners per hour, Monday through Saturday, 6.00 - 18.00.
Source: Medien-Analyse EMA

MUSIC & MEDIA
Europe's Music Radio Newsweekly
Rijnsburgstraat 11, 1059 AT Amsterdam, The Netherlands
Tel: (+31) 20.669 1961 - Fax: (+31) 20.669 1941



XXV ANNIVERSARY - MAMBO!



LA FORMULA 1 DE LA RADIO



azucar moreno

MAMBO

CD/MC/LP/7INCH/12INCH/CD3/CD5

Sony Music



A man with a beard, wearing a pink short-sleeved shirt and large headphones, is seated at a radio broadcast console. He is looking towards a large black monitor on the left. The console is filled with various pieces of equipment, including a multi-channel mixer with several meters and buttons. Behind the console, there are several stacks of cassette tapes. The studio is enclosed in a glass structure with a white metal frame. A large, curved light fixture with a yellow glow is positioned above the man. The overall atmosphere is professional and focused.

25 YEARS UP ON THE TOP

25TH ANNIVERSARY 40 PRINCIPALES



ARISTA

Felicidades



BMG
E S P A Ñ A

Los 40 Principales — The Story So Far

This July **Los 40 Principales** celebrates its 25th anniversary. But the story of how Spain's leading pop station emerged goes back beyond 25 years to 1963 when music programming head **Rafael Revert**, still a French teacher working part-time for **SER**, began collaborating with radio veteran **Tómas Martín Blanco** in the regular Sunday live concert programme, 'El Gran Musical'.

It was then that he formulated what would be the **Los 40** policy: to back local pop artists. "We used to bring the bands to **Radio Madrid** and gave them 500 ptas. for the taxi fare," he says, recalling how they would launch all the bands of that time — **Los Telecos**, **Micky y Los Tonis**, **Los Mustang** and so on.

However, it was not until July 18, 1966, that a real semblance of

US formula pop model. Its rigid format is based on colours and a complementary chart. There are four or five **Discos Rojos** (Red) tracks a week, which are played eight times a day and 15 **verdes** (green) tracks played six times a day. The play frequency descends through blue, black and finally, white.

Stations are obliged to play at least four of the **Rojos** but can vary one, or sometimes two, others. The no. 1 track is played 12 times a day every other hour, on the hour.

Around 25 to 30 station heads, including those of sister stations **Radio Minuto** and **Cadena Dial** as well as TV station **Canal Plus**, meet every Tuesday in Madrid to decide the chart and playlist with Revert. At least four record company sales reps are allowed to join the meeting to make their pitch. Some 40 records — sometimes as many



mine the Top 40 chart. However, in 1985 they started using the services of media research company **Demoscopia** when there was a change of administration.

Los 40 Principales now boasts an audience of 5 million. The station's main target group is the 14-25 year olds and 2.6 million of them regularly tune in. "Surprisingly, out of the 1.4 million listeners we have over the age of 25, 200,000 are over 60!" Revert says in amazement.

He attributes the success of the pop stations to their policy in supporting local acts and most, importantly, the belief that **Los 40 Principales** is "primarily, to make others happy."

"We're not here to analyse the music industry or sell records. News is limited to that related to music. Throughout all these years, we've never broadcast any news, not even when General Franco died."

SER — The Largest Network In Europe

In 1925 the studios of **Union Radio** (today **Radio Madrid**) were inaugurated by **King Alfonso XIII**. Sixty-four years later, **Juan Carlos I**, the present King, and grandson of King Alfonso, visited one of the most modern broadcasting operations in European radio. Since those early days **Cadena SER** has grown into the largest network of stations in Europe.

The Four Networks

Radio Minuto was created in 1983. Presently, 26 FM stations broadcast a mix of adult contemporary music and news 24 hours a day. According to its director **Javier Suarez**, "Radio Minuto's public is more than 25 years old, and belongs to the middle-class. Our initial format had a music/speech ratio of 50/50, but with the passing of time, changes were made and today we offer

five minutes of news every half-hour. The rest of our output is very well defined music selections: songs which were hits 10 years ago or new songs by artists such as **Elton John**, **Paul McCartney** or the **Rolling Stones**. **Cadena Dial** also forms part of the **SER** network and is the youngest of all. Presently, there are 20 FM stations spread throughout Spain, and soon there will be nine new ones. **Cadena**



Two thirds of all Spaniards aged 10-20 listen to **Los 40 Principales** for at least 30 minutes every day.

today's **Los 40 Principales** surfaced. "It lasted two hours a day and we played the 40 records we liked best", relates Revert. **Olimpia Torres** was the first DJ and the very first no. 1 song was **The Mamas and the Papas' Monday, Monday**.

First aired in Madrid alone, the two hours soon grew to four, then six as the cities of Barcelona and Seville followed.

By around the mid-'70s, 40 stations were airing the Top 40 format 12 hours a day. It is now transmitted via 61 full-time stations while 57 others do a mixed programming, connecting via satellite from 15.00 to 20.00 hours.

Not until 1979 did the colours system and the weekly meetings of station managers with Revert become a reality. **Los 40** was the first network in Spain to copy the

as 80 — are listened to.

"The meeting usually lasts a tedious four hours but it's really very useful to me," says Revert. "I get a feel of the personality and needs of each market by talking to such a variety of station managers — from one representing a mere 5,000 listeners in some remote village to one serving a highly sophisticated audience like Barcelona, for instance."

Until the satellite system was launched on September 22, 1988, few stations were networked. "We'd send them an 8-hour tape which included the four hour show 'Countdown' and the American Top 40 show, translated periodically by the DJ," he says.

From 1963 until 1985, Revert and his team questioned retailers all over the country in order to draw the top selling LP list (**Lista de Superventas**) which helped deter-



King Juan Carlos and Queen Sofia open the revamped studios

CONGRATULATIONS
TO THE



FOR
DELIGHTING
THE
WIDEST
AUDIENCE
THROUGHOUT
THE LAST
25 YEARS

PolyGram Ibérica, s.a.

CADENA "40 PRINCIPALES"



The technical '20s

Dial broadcasts music in Spanish only. Director **Francisco Herrera** says this does not necessarily mean Spanish artists. "Cadena Dial broadcasts music sung in Spanish, even if the artist is a foreigner. Our formula is based upon a list of 100 songs which varies weekly. We divide the records in groups that are rotated periodically."

The latest EGM audience survey (February to March 1991) shows that Cadena Dial is listened to by more than 400,000 people daily. Typical Spanish styles (sevillanas, rumbas, coplas), Latin music and oldies form 60% of output. The other 40% is reserved for current hits interpreted in Spanish or any of the other languages of Spain.

The Cadena SER network is the largest private broadcasting company in Spain. It began broadcasting in 1925 and today more than 124 stations, (51 on MW, the rest FM) offer its format, based on news, magazine shows and sports.

Francisco Vela, director/programmes and sports says its programming serves all segments of the audience. "Apart from news, sports and features, the SER network is always present at great events such as European football matches, the major bicycle races



An early live performance



CONGRATULATES

40 PRINCIPALES NETWORK

DURING ITS FIRST 25 YEARS

CANAL +
IS PROUD OF OUR FIRST
YEAR TOGETHER

40 PRINCIPALES
RADIO + T.V.

and major news events like the Gulf war."

Los Principales 40 was the fourth format to be added to the SER network. This network operates a EHR format, based on a highly structured rotation and aimed at a young public. At this moment, 61 FM stations broadcast the programme via satellite.

1991 is an important year for Los Principales 40, recognising its 25th anniversary. What began as a small musical programme has become the most-listened-to station in Spanish radio with

around five million listeners. To celebrate its 25th anniversary, Los Principales 40 has organised a concert with Spanish artists in each of the 61 cities in which it broadcasts. And, on June 22, there's a large festival in Madrid and Barcelona, where six Spanish groups will play live simultaneously. This concert will be broadcast in its entirety via the Los Principales stations and by TV station Canal Plus.

On air in 1948



**blanco y negro
music s.a.**



*Felicidades
40 Principales*



WARNER MUSIC SPAIN

CONGRATULATES THE



PRINCIPALES NETWORK

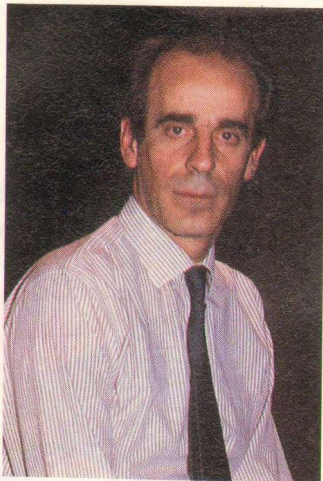


ON ITS 25th ANNIVERSARY

The Men At The Top

Two thirds of all Spaniards aged 10-20 listen to Los 40 Principales for at least 30 minutes every day, making it the most-listened-to network in Spain. So who are the people with the ultimate responsibility for its success?

Eugenio Galdón
PRISA's Audio Visual
Director General



Eugenio Galdón

of PRISA's audio-visual division, he is the man ultimately responsible for what happens at Los 40 Principales.

Until two years ago he had been professor of public finance at Madrid's autonomous university, and was SER's MD from 1985-1990. When he joined SER, Galdón embarked on a programme of training and improvements. "Los 40 was not functioning in network form; we were not using satellites." Following a deal with Eutelsat, the network was established in 1988, with a resulting boost in workforce morale.

The main studio in Madrid was also revamped. "We built a new studio on the eighth floor, a dome shaped glass structure with wonderful sunrises and sunsets. When Paul McCartney visited

"Over the past 25 years Los 40 Principales has exercised more influence on Spanish public opinion than the written press."

"Over the past 25 years Los 40 Principales has exercised more influence on Spanish public opinion than the written press," Eugenio Galdón smiles with complete candour. "Conventional wisdom is not formed by newspapers in Spain, and people watch TV less than conventionally thought."

As one of the most important people in the audio-visual field in Spain, Galdón knows what he is talking about. As director general

it, he said it was the most attractive studio he had ever seen."

Now that the network is running smoothly, Galdón is concentrating on consolidating Los 40's relationship with TV. Canal Plus has 90 minutes of pop music a day, including 30 minutes at prime time. "Video clips are very important. I make sure that Los 40 is playing the music that Canal Plus is playing and vice versa."

"I also want to see us promot-

Rafael Revert, Head Of Music Programming Cadena SER

The founder of Los 40 Principales started out very young in radio. In his words, he was "simply a fan, a guy who listened to radio and liked music." While still at school, he began working with Angela Alvarez in the "Caravan Musical" programme, helping him to choose records, among other odd jobs.

Then he heard of Tomás Martín Blanco at SER's Radio Madrid, who did a show with new releases. Rafael Revert started helping out there, picking out records. "That's where I compiled my first chart, calling six shops a week!", he relates. He was 16 years old.

It was not until 1966 that he became a full staff member. For two years before that, he taught French and worked at SER in the afternoons, dubbing himself "the worst voice with the best records".

His current position takes him to the US more times than he'd choose to go. "Last year, I flew

over 12 times, sometimes for just 24 hours. The American customs agent suggested I become a resident because he couldn't find a space in my passport to stamp!"

Until recently, he managed the *El Gran Musical* magazine and its radio version on Sundays. "I devoted all my Sunday to this. It is the nucleus of Los 40", he says. He would now prefer to channel

his energies towards video production and concert promotion through co-owned SOGOTEL.

"There are few video clips of Spanish acts. They are expensive to produce and therefore need more support." With Canal Plus serving as the catapult, Revert hopes to further promote local artists not just through sound but through images as well.



Rafael Revert

ing more Spanish pop, not just American and English. The main problem is economic. The home-grown industry is quite small and market access is very expensive in terms of investment."

Galdón sees Los 40's goal as being to "broadcast all the young people's music that there is in the world in an enjoyable, professional format with excellent sound quality."

"I don't choose the jingles on Los 40 Principales," he says. "But I do choose the people who choose the jingles."

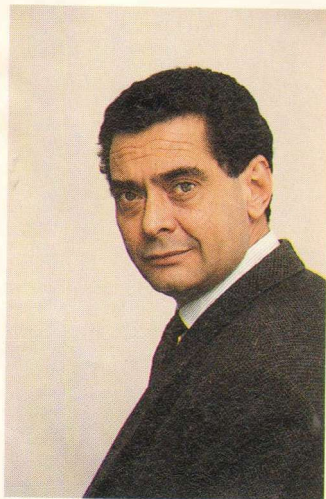
he was appointed the head of the radio's news department in 1988.

As Cadena SER director, Delkader has invested heavily in introducing digital and satellite technology. "Our aim is to continue the hi-tech moves and work towards a more uniform sound nationwide," he says.

He believes the role of Los 40 Principales in the Spanish music industry does not receive its due recognition. "Thanks to our pioneering efforts, Spanish pop artists have found a launching pad."

As for the future of Spanish radio, he believes the key lies in specialisation and that a general programming format is a thing of the past. "Although the Spanish market is not that wide to admit highly specialised radio, I think our path to the future lies in well-promoted stations with strong identities and high standards."

Augusto Delkader
Director
Cadena SER



Augusto Delkader

Since he took up his present post as Cadena SER director in 1990, Augusto Delkader has been the driving force behind the modernisation of its equipment and programming systems. "We've got to learn how to make full use of the technological arsenal at our disposal," he says.

A graduate in both law and journalism, Delkader, who is 40, has found the latter studies more useful to him in his career. Beginning in his hometown, Cadiz, he eventually headed the local newspaper *Diario de Cadiz*. He was also staff member of the defunct daily *Informaciones*.

Delkader then moved to Madrid and helped found Spain's leading newspaper *El País*. He was the daily's associate director for 10 years until its mother company, PRISA, bought a majority of SER's shares (now 71 %) and

"Felicidades en Vuestro 25 AniverSERio"



&



Industria 132 08025
BARCELONA
Tel: (93) 347 50 77
Telex: 98894 GMRV E
Fax: (93) 348 05 68

EMI

25 YEARS OF



**THANK YOU FOR
25 CONSECUTIVE
OF HITS TO
HERE'S TO THE**

EMI

m o t i m u d i

HISPAVOX



PRINCIPALES

**FOR SHARING
FIFTY YEARS
TOGETHER
FOR THE NEXT 25!**



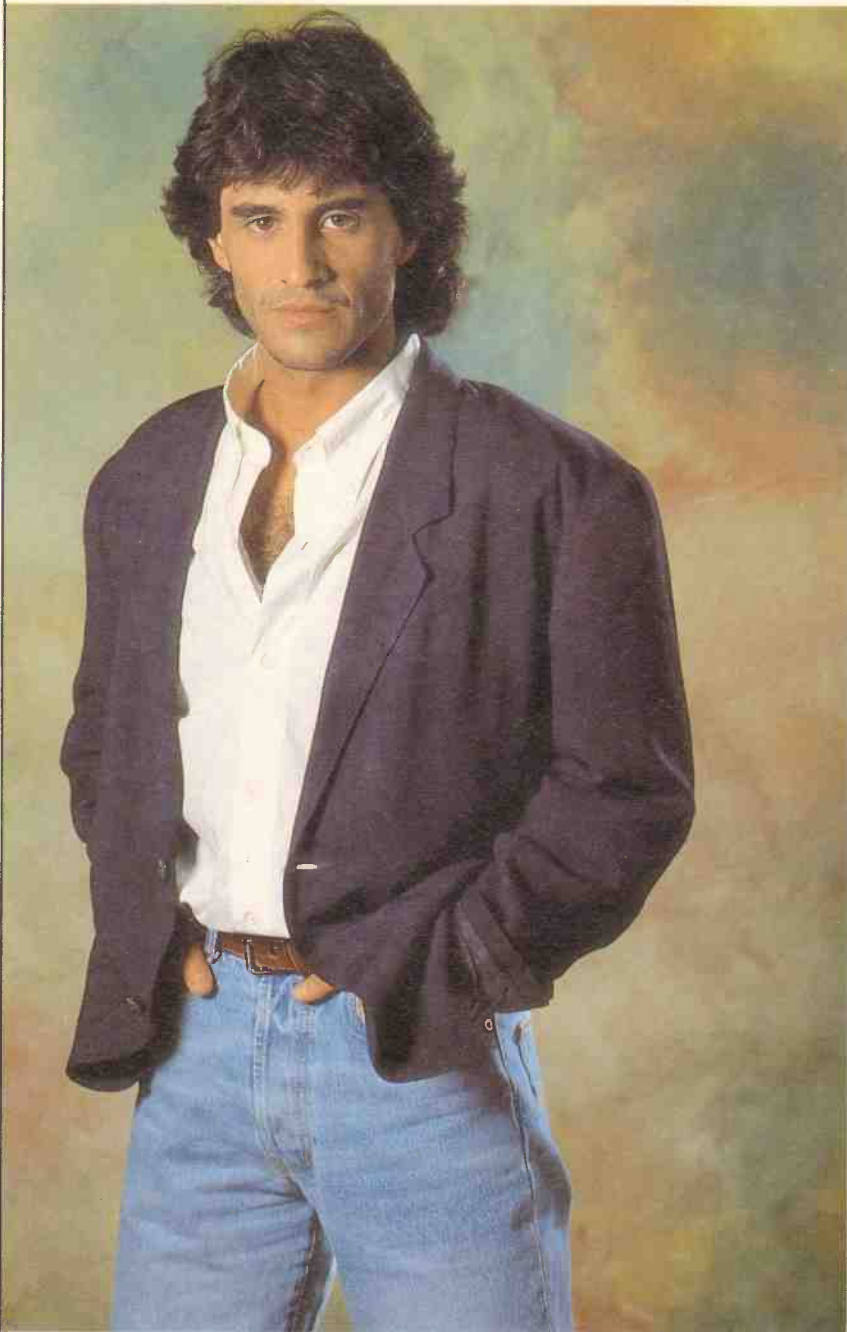
New Album from

Sergio Dalma

The Spanish singer with the brightest
International future.

Sintiendonos la piel

PLATINUM



Song

Bailar pegados

Nº 1 on



Released in:

FRANCE	through	AB DISQUES
ITALY	through	NEW ENIGMA
FINLAND	through	K/TEL
BENELUX	through	ASSOCIATED ARTISTS INT.
USA	through	TH-RODVEN
PUERTO RICO	through	TH-RODVEN
MEXICO	through	DISCOS Y CINTAS MELODY
VENEZUELA	through	SONO RODVEN
COLOMBIA	through	SONO RODVEN
CHILE	through	MUSICAVISION

Our Best **CONGRATULATIONS** to **CUARENTA PRINCIPALES**
in its **25 th. Anniversary!!**

EDICIONES MUSICALES HORUS, S.A.



Llobet i Vall.Ilosera, 42 - 08032 BARCELONA (Spain)

Tel. 34 3 348 15 00 Fax 34 3 347 46 05

Los 40 Principales As Part Of PRISA

Los 40 Principales is not only the name of a radio format, but also a registered trademark whose philosophy inspires and defines various audiovisual products of the PRISA group, which has had a majority stake in SER since 1985.

PRISA grew out of the national daily *El País*, Spain's leading newspaper in both readership and advertising revenues. In 1985, during its expansion it enlarged its activities and was consolidated as a multimedia group when it bought 71% of SER.

Los 40 Diversifies

In a certain sense Los 40 Principales is the flagship of PRISA's musical product. The name is linked to TV, magazines and concert promotion. "Los 40 Principales" is the name of the video clip programmes broadcast daily by Canal Plus since September 1990. On top of this, there's a special chart countdown show "40 To 1" on Saturday.

Juan Cueto, director of Canal Plus, never doubted way the Los 40 format would translate to TV. "The Los 40 Principales belonged to PRISA, the main promoter of

Canal Plus in Spain and we couldn't afford not to take advantage of its trademark name and five million listeners."

To start the television version of Los 40 Principales, Juan Cueto called in Fernando Salaverri, now musical director of Canal Plus, who had been director of musical promotion for the SER network, and general coordinator of music of the public television station RTVE.

Los 40 On TV

Salaverri, who is regarded as Rafael Revert's twin brother by the record industry, is convinced that the philosophy of the TV programme reflects its radio counterpart accurately.

"We work to make hits. We choose the songs and the video-clips which we think people will like the most, and we repeat them until we make them popular," he says.

After one year "Los 40 Principales" is a hit. Salaverri has converted DJs into VJs after a rigorous selection process which included more than 150 auditions and numerous pilot programmes. Today, its daily audience hovers around 300.000.



Fernando Salaverri

And yet Salaverri is his own best critic. "I would lie if I said I wasn't satisfied with these results. But we are still working in the development of a television format which will satisfy the goals we set out to achieve at the beginning. The working philosophy is common to both radio and television, but the grammar of the two media is distinct. We would commit a grave error to think that radio must function just like television."

With this in mind, Canal Plus,

together with Los 40 Principales, is organising national competitions to select more video jockeys and, in September, will introduce format changes. The main change will be an increase in the proportion of Spanish videos.

The main problem that Salaverri encountered at the beginning was the lack of clips by Spanish artists. The record companies blamed the high production costs and the lack of TV exposure for not making local videos, but the industry now has a showcase for promoting its products.

The Move Into Video

Until now, two international video clips are broadcast to every one by a national artist. However, according to surveys undertaken by Canal Plus, the public want at least half of the output to be national artists.

In order to boost Spanish music, and to give the public what it wants, Canal Plus will produce one video clip per week through the SOGETEL (General Society of Television), a TV programme producer in which PRISA has a majority stake.

Canal Plus will have the right to premiere all the video clips produced by SOGETEL and to be the only network to broadcast them for at least two weeks. After this period, all companies may use them for promotion on other TV stations.

These will not be, however, the first productions realised by SOGETEL for Canal Plus. Since May of 1990, they have recorded more than 50 concerts by Spanish groups, the major part of which have already been broadcast in a



Tina Turner On The Air

DRO - GASA - TWINS

FELICITA A LA



por sus 25 años de apoyo a la música nacional



¡¡GRACIAS MAESTRO!!

Dinamita pa' los pollos
Mosquitos
Hombres G
Limonas
Las manos de Orlac
Duncan Dhu
Raiser
Frisco Jenny
Esclarecidos
Bromea o qué?
Corazones Estrangulados
Enemigos
Seguridad Social
Os Resentidos
Danza Invisible
Lions in Love
Gatos Locos
Stereos

Rey Lui
Un Pingüino en mi Ascensor
Los Elegantes
Yo y mi Circunstancia
Rosendo
Los Coyotes de
Victor Abundancia
Malevaje
Siniestro Total
Los Flechazos
Dr. Livingston, supongo
La Coartada
Celtas Cortos
Secretos
La Granja
La Bisqueda
Los Motores
Los Cardiacos
Mercedes Ferrer

special edition of the second part of "El Gran Musical", a second show originating on Los 40 and translated into TV by Salaverri.

In the summer months these concerts were sold to other stations and ultimately will be made available on home video and distributed by Distasa, another company owned by the PRISA group.

**Radio In Print
"El Gran Musical"**

"El Gran Musical" is also the name of a bi-weekly musical magazine published by Progres, also owned by PRISA group, whose musical editor is Rafael Revert. Last month, 22 years after the first issue, *El Gran Musical* was revamped and expanded its editorial.

Explains Javier Angulo, editorial director of Progres, "The magazine is going to maintain the musical philosophy of Los 40 Principales, but now we've redesigned it and added new features: film, television, adventure travel, fashion, and events. Music, however, will continue to occupy 80% of its pagination."

After 340 issues, the new *El Gran Musical* was put on sale last month with a printing of 75,000, after an initial investment of Pta 30 million (appr. US\$300,000).

**Concert Promotion
And More**

Apart from its multimedia activities in the editorial and audiovisual fields, the Los 40 Principales also co-sponsors the majority of concerts taking place in Spain.

Michael Jackson, Madonna, Bruce Springsteen, Prince, Paul McCartney, the Rolling Stones and Sting are just some of the artists whose concerts in Spain have been promoted by Los 40 Principales. The experience of Los 40 Principales in the organisation and promotion of concerts has deep roots. They began organising events in the early '70s in various Madrid theatres and discotheques, attracting fans who came to see their favorite artists.

Since then, Los 40 Principales

has organised and sponsored more than 1,000 concerts throughout Spain. It has also worked to promote Spanish, as well as international, music. The last event embarked upon was "El Gran Musical Europeo", a series of concerts produced in 1989 by Fernando Salaverri, which toured the principal capitals of Europe, combining local groups with the most famous Spanish pop and rock artists.

But if all this was not enough, PRISA's directors have announced their intention to buy another channel when the government gives the green light to cable TV, with the goal of broadcasting music all day long. From radio show to national TV channel, SER and Los 40 Principales have come a long, long way.



Paul McCartney with DJ Joaquin Luqui

**A Principal Part
Of Label
Marketing Plans**

Major record companies in Spain are unstinting in their praise of Los 40 Principales and the network's contribution to record sales across the country.

"No other radio network or medium has so much power and prestige as Los 40," states Rafael Gil, managing director of EMI/Hispanavox. "Although success can never be guaranteed, if a record is given widespread airplay on Los 40, the percentage chance of sales success is very much higher."

Iñigo Zabala, WEA marketing director, considers that over the past 25 years, "Los 40 Principales has become an indispensable factor to be borne in mind in the realisation of any marketing plan in Spain." And for Epic's marketing director Fernando Muñoz, Los 40 Principales "is the fundamental basis of the great majority of our marketing campaigns."

The message is clear—it would be hard to imagine Spain's record and music industry without SER's Los 40 Principales, and in particular its head Rafael Revert, oiling the machinery. Or to put it another way, the machinery of any record company seeking success without co-operating with Los 40 would probably soon get rusty.

Total Co-operation

EMI/Hispanavox's Gil explains, "Our relationship with Los 40 is one of total collaboration. Not only is Los 40 essential for successful record sales, but its audience is so well made-to-measure that it is relatively easy to target records accurately."

"It would be hard to imagine Spain's music and record industry without Los 40." - Fernando Muñoz

DINO MUSIC S.A.

1^{er} Disco de Oro con "Baila mi rumba"



Amigó 18 int. 4^a
08021 Barcelona
Tel: (93) 414 07 64
Fax: (93) 414 35 06

Distribuido por:
SONY MUSIC
Sony Music Entertainment (Spain) S.A.



Elton John receives an award

Gil and other EMI/Hispanavox executives meet occasionally with Revert and other Los 40 disc jockeys to discuss upcoming releases. "The dialogue is completely open," says Gil, "and one thing I can say without hesitation is that if they say they'll do something, they'll do it. If they commit themselves, they don't mess around."

The opinions of the Los 40 people at these meetings is often extremely helpful, adds Gil. "For example, when we were launching two of our current big acts, *Olé Olé* and *Loco Mia*, Rafael Revert immediately jumped on the idea they were very visual acts, that their image was very important and that their promotion would not just be through radio."

First, Revert made sure they

received exposure in Los 40's teen magazine, *La Gran Musical*. "Then, he got the two bands, plus another of our successes, *Héroes de Silencio*, on the summer tours organised by Los 40 that travel around towns and cities playing live," Gil says.

"(Los 40) knows young people have to be offered new things." - Iñigo Zabala

"This way, potential recording clients have a chance to see the groups live. The summer tours in Spain are massive, so they are the next best thing to television," Gil adds. "We have a company-to-company situation with Los 40 of mutual involvement but not buying and selling."

Support Your Local Talent

Zabala thinks that "one of the most important contributions made by Los 40 Principales has been unconditional support for local artists. This has been a wise move, since it has resulted in young people identifying very strongly with the station."

José María Camara, managing director BMG, which includes RCA and Ariola, says it would not be possible to make a list of artists whose careers have benefited from the decisive influence of Los 40 Principales without risking some unforgivable omissions.

Zabala believes that the real strength of Los 40 is its integral promotion. "Only with Los 40 can a marketing plan encompass four main areas," he explains. "You get airplay, exposure in *Le Gran Musical* magazine, TV space through Los 40 Principales on Canal Plus, and also a live concert sponsored by Los 40."

Mariano de Zúñiga, managing director of PolyGram Ibérica, which includes Phonogram and Polydor, says, "Los 40 Principales reflects the wide acceptance by young people of the work of a group of professional musicians. It is very important for them, and in turn for us, because it gives us a certain orientation."

There are "frequent and close



Miguel Bose relaxes in Los 40 Studios

contacts" between Los 40 and PolyGram, as with most other record companies. "Rafael Revert or somebody else from Los 40 will often come up with a different perception to ours on a particular point, and we discuss the matter until we reach an agreement. Each case is different; there is no uniform system."

Clarity of Concept

De Zúñiga thinks Los 40's main achievements have been to maintain a formula that works, and to have built up a huge listening public of young people who are loyal to Los 40. "This consistency is a bridge of communication between the public and the industry," he adds.

Maria Meyer, marketing director of CBS Sony, considers that "the important thing is that Rafael Revert and Los 40 Principales network seem to have had their concept clear from the start. Add 25 years of hard work and ambition, and you end up with a powerful commercial radio structure that has no rival in Spain, or any other European country for that matter."

She adds, "Los 40 has honed down the basic Top 40 formula to guarantee a nationwide coverage that can virtually be a marketing plan on itself for a major pop act. The coverage is so complete that

a song chosen for the playlist is virtually guaranteed to gain notoriety among Spanish youth."

"This total coverage allows them to create fashions independent of what's going on in the sales charts around the world, a fact proven by the many local acts that have been broken by the network."

Impact on sales

"The US singer Martika established an exceptional working relationship with Los 40 during promotion of her debut album. Considering a total European sales and the size of the Spanish market, Martika performed 68% better than in the rest of Europe."

"Although the *New Kids On The Block* never came to Spain for promotion, their catalogue has performed 12% better than in the rest of Europe with 240,000 units, and sales of *Deacon Blue*'s last album in this country represented 33.6% of total European sales, when the Spanish market normally represents only 8%."

"These cases are clearly tied to the enthusiastic, focused and organized support offered by Rafael Revert and the entire network. Los 40 is willing to take risks to give its public what it wants. It does not rest on its laurels."

EDICIONES QUIROGA, S. L.

seemsa

ARPA MUSIC, S. A.

THE SPANISH INDEPENDENT PUBLISHING GROUP

QUIROGA / SEEMSA / ARPA

CONGRATULATES

40 PRINCIPALES NETWORK

ON ITS 25TH ANNIVERSARY

Alcalá, 70 - 28009 MADRID (España) - Telfs. 577 07 51 / 577 07 52

Télex: 44745 QUIR E - Fax: 575 76 45

Branch: Canuda 45 - 08002 Barcelona, España - Telf: 318 60 49 - Fax: 412 47 50

ALONDRA music s.l.

DESEA FELICITAR A TODOS Y CADA UNO EN LOS "40" EN SU 25^º ANIVERSARIO.

(GRACIAS JOAQUIN POR TU CONTINUA COLABORACION)

Ramón Gómez de la Serna, 66, 5.º C - 28035 Madrid, España
Teléf. 373 44 37 - Fax 316 80 44 - Télex 23261 coim-e - Clave: 1471

FELICIDADES



**DE TODOS LOS QUE ESTAMOS
Y FORMAMOS ESTA CASA**



SERDISCO S.A.

C/ Silva, n.º 6, 4.º. C - 28013 MADRID



The Faces Behind The Voices

Where would a radio station be without that most important of assets, on-air talent? Los 40 Principales has no shortage of that.

From Pirate To Principales

Juan Manuel Ortega, known as Juanma, considers himself an old DJ at 24. A ham operator by 12, he began broadcasting his own show. "I compiled my own chart and launched contests, giving silly little prizes like sandwiches or breakfasts prepared by my mother."

After a spell working for pirate radio stations his career with Los 40 began in 1986 when he won the station's competition to find the best DJ in Barcelona, his hometown. "I was born in July, 1966 - the same month and year Los 40 was founded," he says, convinced that fate had played a part.

Now based in Madrid, he has a daily afternoon show, as well as presenting the Top 40 tips and "Rock Over London" on Fridays. He also has his turn hosting the TV version of Los 40 on Canal Plus on Wednesdays, while on Saturdays he presents the half-hour game show "Aventura, Aventura".

To top it all, he lends his voice to adverts and conducts interviews live with visiting celebrities.

The Fifth Beatle

Joaquin Luqui celebrates 25 years with Los 40 Principales this year. He is known as the Fifth Beatle, "perhaps it's because I published a book, *Los Beatles que Amo*, in the late 1970s after their break-up. I continued to support them despite everything," he says.

"I started out in Pamplona up north until Los 40 head Rafael Revert heard me, liked my boun-

cy style and brought me to Madrid in 1969." They didn't think his madcap delivery would click in the capital, but it did. He uses a more subdued style on his live weekday evening programme, "J.L. on FM".



Joaquin Luqui

"My three-minute news flashes, aired four times a day, sound more like my Pamplona style," he says. The news-gathering finds him jetting to preview concerts and conduct interviews, be they in London, Paris or Los Angeles, and he also contributes to SER's music magazine *El Gran Musical*.

He is glad to see such a variety of music in the charts. "It really makes me happy to see the songs which are poles apart in the charts - from *Unchained Melody* to MC Hammer."

No Nickname Necessary

Jordi Casaoliva feels he doesn't need a radio pseudonym.

"My surname is so strange that it sticks to people's minds," he laughs. (Casaoliva means olive house). He can be heard over the 40 Principales Barcelona station from 10.00 to 14.00 and 21.00 to 22.00 hours, Monday to Friday.

He follows the standard Top 40 format for the morning pro-

gramme while his evening show, "Pop Life", is more personal. "I get to play the music I like," he says. Interviews and music news are interspersed with his choices. "I let my instincts guide me," he says, declaring that out of 20 selected songs, three usually become hits.

Describing himself as a cross between Jim Morrison and Art Garfunkel, he admits to being camera-shy. "I'm embarrassed to show myself. That's why I'm on the radio," he chuckles. "Working for Los 40 Principales had always been my ultimate goal and here, I am enjoying it to the fullest."

Non-Stop Action

After trying to keep up with Yolanda Valencia for an hour, and watching her broadcast live on Los 40 Principales in her inimitable way, you have to stretch the bounds of imagination to believe her when she says, "You know, I'm really quite shy and very normal."



Yolanda Valencia

Yolanda, who is 24, was discovered at the age of 15 by fellow DJ Abellan when he was on holiday. He told Rafael Revert that she was a must. As a result, since the age of 17, she has been a favourite SER DJ.

She has three regular slots — a daily Top 40 show, the "Eurochart Hot 100" and a late night show on Sundays, plus a TV programme. Yolanda says she does not know her audience rat-

ings and does not want to. "I might start worrying if I knew what they were."

Welcome To The Jungle

Jose Antonio Abellan is not just the best know DJ in Spain — he virtually invented the art. Back in 1980 when radio pop programme presenters were just that — presenters — he began screaming on the air, leaping around the studio and acting crazy.



Jose Antonio Abellan

"But it cost me my job," Abellan recalls. "That was in May, and in September Rafael called me back. Now, we're best of friends and he's like a father to me."

Apart from presenting two of Los 40's flagship shows — the

new Top 40 on Saturdays, and "La Gran Musical" on Saturdays — every weekday morning Abellan steers an anarchic show called "Welcome To The Jungle" on Radio Minuto. Abellan and his crew of six prepare for the show starting at 05.00. "I sleep every day from about 16.00-21.00, a real siesta, and sometimes go straight to the studio from the discos or a club," Abellan grins.

The New Kid

Nicolas Figueras, plain Nico to his radio audience, is the new kid on the SER block. Just 17, he joined Los 40 shortly after his 16th birthday.

When he was 14, Nico was a DJ on two Madrid pirate stations that no longer exist. At Los 40, he has three regular spots, but works every day standing in for anybody who is sick or on holiday.

"I was crazy about putting records on the turntable at parties and kids' discotheques from the age of 12," Nico remembers. "I only go to discos for that reason. My mother used to get very angry with me, but now, of course, she's really pleased."



KORXANTO

RESTAURANTE

PRECIADOS. 36 TEL. 521 59 65 | 28013 MADRID | ESPAÑA



Miguel Vilches Moya

*Felicidades
40 Principales*

Congratulations "40 Principales" on your **25th** anniversary!! Hope we celebrate many more together.

Metropol & Bus Records Staff

THE

40

PRINCIPALES ARE

25

YEARS OLD

**THE CAPITAL YEARS
OF YOUR MUSIC**

POP, ROCK, SOUL, NEW WAVE, HEAVY, GLAM, TECHNO, BLUES, RAP, PUNK... EVERYTHING HAPPENED IN THESE 25 YEARS. AND EVERYTHING WENT THROUGH "40 PRINCIPALES".

DAY BY DAY, WE HAVE CREATED WITH YOU THE HISTORY OF THE MUSIC. MANY YEARS FULFILLED WITH GREAT VIBRATIONS. PLAYING THE BEST RECORDS. BRINGING TO LIGHT THE BEST FROM HOME AND ABROAD. SUPPORTING PROMISES WHO BECAME TRUE LEADERS.

25 YEARS OF MUSIC WHICH IS ONLY THE BEGINNING. BE WITH US FOR THE NEXT 25. WE'LL KEEP ON BEING THE FIRST, THE "PRINCIPALES".



UK Radio: Diary Decision Dilemma

By Jhan Hiber

The destiny of the UK radio scene may well be decided in the next few months, as the **Association of Independent Radio Contractors (AIRC)** examines what ratings methodology will be in use for the next several years.

Will the promise of dozens more stations on-air, hopefully profitable ones, be realized? Can radio grow to more than 2% of the UK advertising pie?

Or will radio get bogged down in internal squabbles and short-sightedness that could render commercial movement radio an insignificant curiosity?

Let's examine the timetable for the vital ratings decision, then suggest eight key questions or issues those involved may want to consider.

From Congress To Countdown

According to AIRC director **Brian White**, the process for deciding what diary to use to measure UK radio takes a big step June 26, with a hoped-for climax by the end of the year. For example:

- June 26, annual AIRC Congress: At that gathering AIRC members will be asked to approve the **Radio Joint Audience Research (RAJAR)** system — essentially a joint effort between AIRC and the **BBC** — ending their separate ratings approaches and combining into one system to serve all. White told **Music & Media** he expects the AIRC membership will approve such a combined task.

- July should see AIRC then finalizing specifications for the combined national/local service that seems desired. Tenders would then go out to companies interested in bidding on the project. According to White, there are "four of five qualified companies" that have expressed an interest on tackling the RAJAR challenge. Presumably incumbent **RSGB** (Research Services of Great Britain) is among that number, along with others such as the American giant **Arbitron**.

- October would be a likely deadline for the bids to be received, thus giving each firm three months to examine RAJAR's specs and decide how they'd tackle the mission of rating a potentially quickly-growing industry.

- By December the AIRC would make its decision and announce which firm is the lucky winner. Supposedly the new methodology would take effect in July '92. However, if there were a need it seems likely that date could be pushed back and RSGB could

continue the status quo for a few more months.

Between June and December the countdown to decision will be tense. One can imagine the discussions that will ensue as broadcasters, ratings firms and advertisers/media buyers try to influence the outcome. However, should the diary decision be an enlightened one, the UK radio industry may look back and mark the date as the beginning of a potential boom.

Key Diary Details

Those of you focusing on the UK ratings scene are really most fortunate. It's rare that an industry poised for growth has the chance to review how it is measured and change or update the ratings system to help aid radio's surge. In the US it was coincidental that the increasing acceptance of Arbitron's diary in the mid-'60s coincided with the stampede to FM radio in the latter part of that decade. In this case, there's time to plan, with the potential result one that makes for additional and more profitable stations.

Since creating a new ratings system is about the closest a man can come to experiencing childbirth (and I've been through this in the US and to some extent, in Canada and New Zealand as they've evolved their systems and asked for my help), please allow me to offer some perspectives on what you may be facing. Since 1977 I've been coping with diaries following my days at Arbitron. In case you are new to thinking about the challenges of a revised diary system, here are eight issues you may want to consider as the countdown ticks away towards the RAJAR ratings vendor decision. These are questions I'd like to address to prospective ratings suitors interested in the RAJAR project:

1. **What would the diary design look like?** Would it be "closed-end", as has been used, with stations pre-listed and quarter-hours able to be checked? Or, how about an "open-ended" design option? No stations pre-listed, no times shown on the pages, with listeners responsible for writing down the station names and times listened. (Some formats, such as easy listening of soft pop, can benefit from the open-ended diary.) Also, high-profile stations (more likely to have top-of-mind recall) do well in open-ended diaries. Minor stations, or those with smaller marketing budgets, would probably prefer the "closed-end" approach.

2. **Who gets the diary?** Does

everyone in the home above a certain age have to fill one in (known as a clustered approach)? Or would there be just one diary per household (non-clustered)? The latter is superior research; the former is cheaper for the research firm to implement. And what is the minimum age surveyed? Two (as in TV in the US)? Four? Seven (used in Australia and New Zealand)? 10, as in Canada? 12+, as in most US radio? Or perhaps 18+, as a new diary-based system in the US is launching?

There should be nothing magical about the minimum age, other than two considerations: How young a person can reliably fill in the document? And what do the advertisers want—is there a market for children's ads on radio?

3. **How is the diary placed?** Is it personally delivered and picked up, as has been the case in the RSGB system? Or would it be a mailed diary, sent to the listeners and supplied with enough return postage to speed ease of return? Relying on the mailed approach is less expensive, but hurts response rates.

4. **How many diaries will be sent out?** Sample size is a most costly issue for ratings firms and a sometimes-controversial matter. Some formats, especially album rock, jazz and others with appeal to "hip" young males under 35, can suffer unstable ratings. This is because often these fellows are not as keen about the diary, thus less careful in properly filling them in and voting for their chosen stations. Unless there's a notable sample to compensate for these and other vagaries, the number will swing up/down from survey to survey. Besides causing broadcasters to mutter in their brew, such "wobbles" can also cause advertisers to regard radio ratings with little respect or credibility. Everything else being equal, the more sample the better.

Ratings To Revenues

The final four key questions you may want to focus on have to do with how you can convert your ratings to revenues. To obtain that payoff, perhaps these items should be addressed to see how the ratings suitors would help your sales picture:

5. **How much qualitative or product usage/media consumption information can/will be retrieved?** In one US system, for example, over 700 breakouts of additional qualitative or media consumption information (radio vs. TV vs. newspaper, for example) is available. These are

8 Questions To Ask RAJAR Bidders

- What would the diary design look like?
- Who gets the diary?
- How is the diary placed?
- How many diaries will be sent out?
- How much qualitative or product usage/media consumption information can/will be retrieved?
- What geography will be reported for the various local markets?
- How will the integrity of the radio ratings be protected?
- What input will stations and ad agencies have into the methods and operation of the successful ratings bidder?

obtained in the diary, then are accessible via PC computer links. Will the new diary handle this chore and will the vendor allow you easy and inexpensive access to the data?

6. **What geography will be reported for the various local markets?** One of the leading barriers to radio's revenue growth in the UK is the hodge-podge of market definitions media buyers must cope with. While I'm told that UK TV and newspapers have generally agreed-upon standardized market definitions, radio is lacking. Defining each station's audience based on its individual signal area may be useful in the short term, but unless AIRC members can agree on some Total Survey Area, based on universally applied criteria, ad agencies may continue to look askance at the medium. How will the various ratings firms cope with this challenge? Should be fascinating.

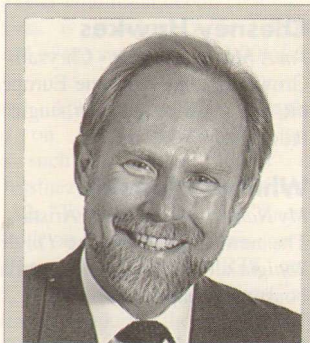
7. **How will the integrity of the radio ratings be protected?** In my column of April 27 we addressed the matter of "diary distortion" activities and how they can undermine an industry's credibility. It will be most useful to ask the ratings firms how they will police—if at all—the activities of their subscribers. If advertisers perceive that the quality of the ratings can be undermined by "creative" promotions or manipulation, then the acceptance of RAJAR ratings will be nil. My ideas were put forth in the April column edition, and you may want to review those as starting points for your own thoughts (perhaps you already are way ahead of me). At any rate, it will be vital to your revenue growth for the ratings company to assure, then follow up on, creating a quality ratings service that stands for no hanky-panky.

8. **What input will stations and ad agencies have into the meth-**

ods and operation of the successful ratings bidder? If ad agencies and their clients are not given a real chance to have input into the design and the execution of the ratings—and how they'll be able to be used after the sweep—radio will not maximise its revenue potential. How open are the ratings contenders to meaningful client (station, advertiser) input?

At Arbitron they have "advisory councils" with little power. In Canada, however, the **Bureau of Broadcast Measurement (BBM)** has all manner of clients involved in major decisions on methodology and better usage of the numbers. Such a cooperative effort has paid off for years. How open will your ratings provider be to such clients input?

As the latter part of this year unfolds in the UK, the future of formats, fates and (hoped-for) fortunes will be unfolding as the ratings decision is made. Good luck!



Jhan Hiber ("John Hi-ber") is a California-based international research, programming and sales development consultant. Formerly in charge of producing the ratings for over 260 US markets for Arbitron, Hiber has since 1979 seen over 95% of his clients increase their ratings and revenues. Known as "the diary expert", he is the author of three books and hundreds of trade magazine articles. Jhan can be reached at 88-A Corona Rd., Carmel, CA 93923

SINGLES

Alice Cooper



Hey Stoopid - Epic

More malicious damage by the beast from Arizona. The "Hey, Hey" refrain will make listeners of rock radio turn up the volume.

Elmer Food Beat

Je Vais Encore Dormir Tout Seul Ce Soir - Off The Track

French practical jokers who supplied condoms to the media with their last single 30 cm, sleep alone now, and have produced a more catchy lullaby than the traditional Frères Jacques.

Enigma

Principles Of Lust - Virgin

The church choir hit-team changes the tempo way down low. Combined with Sandra's vocals and sighs plus some strange bubbling sounds, it should work wonders again.

Green On Red

Little Things In Life - China

Sentimental country rock, sung in a suitably unsteady voice by "Neil Young Jr." Dan Stuart. The acoustic arrangements—brushes, acoustic bass and guitars—compliment the song's bitter sweet qualities. Produced by veteran Al Kooper, who's also featured as keyboardist.

Chesney Hawkes

I'm A Man Not A Boy - Chrysalis

Grown-up after only one European smash hit, this new power pop single is, again, tailor-made for EHR.

Whitney Houston

My Name Is Not Susan - Arista

The new single from the *I'm Your Baby Tonight* album, is a pacey pop/dance track boasting a snappy chorus.

Kid Safari

In The Middle Of The Night - ARS

The new kid in town sounds like Billy Joel in his early days. This Belgian singer not only has the looks, but also the songs. Selected from his forthcoming album *Wow!*.

Nash!

Take Me High - Koch

Introducing the "quatro", a South American snare instrument. Dutch singer/song-

writer Nash seems to have built a bridge between both American continents. The female backing singers strengthen the poppy chorus. Take him high on EHR playlists.

Robert Palmer

Dreams To Remember - EMI

Another soul classic (by Otis Redding) aptly handled by one of the best white soul singers. Updated and ready for EHR. The fourth single taken from the *Don't Explain* album.

Pet Shop Boys

Jealousy - Parlophone

Introducing Neil Tennant in a new role as balladeer. Different but still "pet sounds" as usual.

Pop Will Eat Itself

92° Boilerhouse "The Birth" Mix - RCA

If we don't get a long hot summer, PWEI should provide us with a pop/dance heat-wave. Both dance and EHR formats will be in the danger zone. Watch out for melting vinyl.

The September When

Mama Won't Tell You No Lie - WEA

After conquering their homeland Norway with the top 10 hit *Bullet Me*, this Stavanger-based band is now heading towards European victory with a second single off their new album *Mother, I've Been Kissed*. A beautiful pop song in a crystal clear production by Knut Bøhn.

Siouxsie & The Banshees

Superstition - Polydor

The "Ice-Queen" has always managed to stay with the trends. Her new single, lifted from the album *Superstition*, enters the dance scene. It's produced by the genres main man, Stephen Haig, the studio wizard behind the Pet Shop Boys and New Order.

ALBUMS

Paula Abdul

Spellbound - Virgin

The track *Vibeology* probably gives the best description of Abdul's abilities, creating vibes for the dance floor. It is less poppy and far more a dance album than *Forever Your Girl* was. One exception, though is *Rush Rush*, an emotional ballad that enters the EHR Top 25 at no. 15 this week.

Donké

Donké - Mande/Island

The band's name simply means "dance" in the Bambara language of Mali. Unlike other artists within the "world beat dance" genre, their music has enough compactness and melody for our European ears to take note. Ex-Zaka Percussion's bass player Alain Lecointe and singer Mangala, have found new ways to fall in with western wishes and *Kourou*—with its remarkable, hot "sun-thesiser" bassline—is most illustrative in this respect. The a capella-like sound of *Kofili* is extra commanding thanks to its repetitiveness.

Mystery Slang

Mystery Slang - Virgin

If there's such a thing as "modern blues", then this fits the bill. Mystery Slang is the artist's name of Scottish singer/songwriter/producer Latif Gardez. His deep dark vocals sound as threatening as the voice of Matt Johnson of The The, another one-man project. The man creates his own blues style, not in terms of "12-bar songs" but in attitude, just like Captain Beefheart did years ago. It's emotional and compelling. *Seven In A Ditch* and *I'm Mad At You* are prime examples of his menacing sounds.

Shakatak

Bitter Sweet - Polydor

Newest outing by the UK jazzy (soft) soul act, who are extremely popular in Japan, won't do injustice to their status with this release. The track *Don't Look Back* incor-

porates all the usual ingredients: Bill Sharpe's keyboards and Jill Saward's restrained vocals. *They Call That Cool* however, is a "hazardous" departure from that route via the addition of samples in a modern dance style, resulting in more options for airplay.

Bonnie Raitt

Luck Of The Draw - Capitol

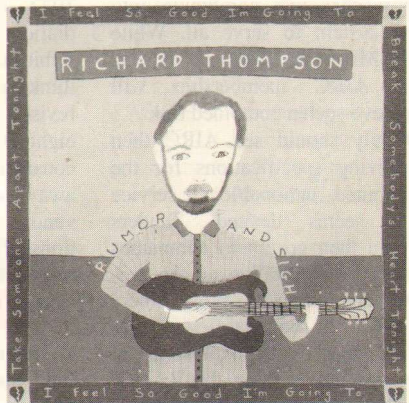
Follow-up to the Grammy awarded *Nick Of Time*, is again produced by Don Was with Raitt credited as co-producer. It is packed with rock and soul in a mass of electric (slide) and acoustic guitars. The strong duet with Austin soulman Delbert McClinton, *Good Man, Good Woman*, is a cover version of the Womack & Womack song and has the power of an EHR knock-out. The title track is a composition by Irishman Paul Brady, who was also responsible for *Not The Only One*. Most groovy is her own *Come To Me*, with a Stones "Black & Blue" reggae-beat, while *One Part Be My Lover* means ballad time. The inevitable John Hiatt composition *No Business* should delight album rock programmers.

Swimming The Nile

Swimming The Nile - WEA

A debut album by the German band who are masters at writing pleasant pop songs with an early '80s new wave touch. Singer/guitarist Mathis Richter-Reichheim chants in a dramatic voice, reminiscent of Robert Smith of The Cure. Producer Franz Plasa deserves credit for the ultra-bright sounds of which the acoustic guitar orientated-track *With You* is a first-rate example. The single *The Monkey In Me*, as powerful as any song by EMF or The Farm, has everything a future dance craze would want.

Richard Thompson



Rumor And Sigh - Capitol

Another album by the veteran electric folkie Richard Thompson, again in collaboration with producer Mitchell Froom. And it must be said, the album carries both their imprints. All 14 of Thompson's compositions are top-class. Froom provides the song material the warm atmosphere and gives it room to breathe. Surrounded by the finest sessioners, like drummers Jim Keltner and Mickey Curry and bassist Jerry Scheff, all ingredients were in place for a top recording session. The first single *I Feel So Good* deserves to be his first (solo) hit.

NEW TALENT

091

El Baile De La Desesperación - Zafiro (LP) (Spain)

This Spanish bomb squad provides highly explosive rock. The track *La Vida Qué Mala Es*—on a Bo Diddley beat—is airplayed on many stations in their homeland. Very promising and way above average. Contact Javier Garcia on tel. (34) 958-264 763/261 498.

Cocoband

Merengue Total - Erde (LP) (Germany)

Instead of the usual poor imitations of the Dominican merengue music, this is the real stuff for a change. They're absolutely the hottest band within this genre at the moment. This album has already sold over 150,000 copies in the US and stayed for 30 weeks in Billboard's Top Latin Albums. Contact Manuel Román on tel (49) 2202-599 42; fax: 2202-220 74.

Topsy Wit

Songs & Dreams - Semetary (LP) (France)

This could be the first French hard rock band to make it big outside their home territory. Watch out for their *Rock Invasion*. All tracks on the debut album have good hooks and great sing-along choruses. Mixed by American Gary Wagner (Michael Bolton, Joan Jett, David Lee Roth). Contact Stéphane Girard on tel (33) 1-4535 3131; fax: 1-4331 1402.

Buttermountain Boys

Your World - BMB (Holland)

Cajun with pop charm, that's a novelty. The UK five-piece successfully transfer roots music to EHR ears. Featuring guest vocalist Liz Wilson, this single must appeal to anyone tuned into acts ranging from Deacon Blue to the Wonder Stuff. Contact John O'Hare at Worldbeat Int. on tel. (31) 23-313 465; fax: 23-272 194.

Singles and albums featured in New Releases are listed alphabetically. Selections include those which have achieved significant airplay within the last four weeks and those releases judged to have musical merit. Records mentioned in this section are by acts signed to independent labels for which license and/or publishing rights are available, except as noted. Please send your samples to Machgiel Bakker, PO Box 9027, 1006 AA Amsterdam, Holland.



Technotronic

The small Antwerp-based ARS label, distributed by Sony Music International worldwide, have always been very successful with dance projects. This week, they launch the new album, "Body To Body" by Technotronic, the follow-up to their first album "Pump Up The Jam", which reached no. 3 in the European Top 100 Albums in 1990. Now fronted by Reggie they are ready to break their debut record sales (four million copies worldwide).

by Robbert Tilli

Technotronic is the brainchild of Belgian producer **Jo Bogaert**, who always seems lucky enough to find talented new singers for his projects. Bogaert's concepts often are launch pads for artists to embark upon solo careers afterwards. His first claim to fame was the 1989 summer hit *Pump Up The Jam*, which was also the title of Technotronic's first album. Model **Felly** performed in the video, while **Manuela Kamosi**, a.k.a. **Ya Kid K**, was the real singer.

Bogaert has found another gifted vocalist for Technotronic, **Reggie** (real name **Rejane Magloire**), one-time singer with **Indeep** (*Last Night A Deejay Saved My Life*). She is credited as leadsinger, on eight out of the 12 tracks on the new album that are all co-written by her. She also sings on the first single, which is already charted in Belgium at no. 16, the UK (12), Ireland (3), Germany (22), Portugal (26), Finland (10) and Denmark (13). In the **Coca-Cola Eurochart Hot 100 Singles** it is at no. 13.

The title track is sung by American rapper **Colt 45**, alias **Marvin Alexander**, who also takes the lead on, what is probably the most "bouncing" vocal track, *Cold Chillin'*.

To make things more confusing, **Quadrophonia**, another ARS/Clip production (recently successful in the UK with their eponymously titled single) are also featured on the album.

The famous Belgian engineer **Michel Dierickx** recorded and mixed *Body To Body* at **I.C.P.** in Brussels.

Mastermind Bogaert prefers to stay in the background, organising the sessions. Although he has administrative people around him, he is very much his own manager. He says, "I still have complete control over all my activities. Every next step in my career is planned by myself. What I do next, and how and when, that's completely up to myself. By the way, what's a manager? The fifth band member, who can't play a single note? In Belgium we

can't rely on a history in rock of 40 years like in the US and the UK. We still have to define the job description of a manager."

Although **Sony Music** licenses the ARS label for most of the territories worldwide, in the Benelux the album is released on **CNR**. Scandinavia is handled by **Mega Records**, Spain by **Max Music** and the US by **SBK Records**.

As usual on all ARS/Clip Records co-productions in the dance field (another example is **Hi-Tek 3**) the music on "Body To Body" is very accessible, high-class pop/dance material.

Says ARS MD **Patrick Busschots**, "We do it deliberately, we only want real artists, who can really sing and perform. That is the only way, if you want to work on a long-term base. Craftmanship is required, we want our people to take their brand seriously. We will not release one-off projects."

Until now, the best markets for Technotronic have been the UK, Spain. Germany, the US and Brazil. In Spain there will be TV advertising spots on national **TVE** to coincide with the album release. A special video, including clips, plus fragments of an interview with Reggie, will be supplied to stations across Europe for broadcast. In the UK, **Sony Music** will run a national instore display campaign together with **HMV** and the **Our Price** retail chain. On top of that, Sony has found an interesting new marketing angle, as explained by **Sony Music** (UK) international marketing manager **Neil Martin**. "The first album did very well at fitness centres and aerobic school classes, so we decided to sent out a mailing to the heads of such schools, announcing the new album. It's just perfect for keeping fit. Can you imagine a better way to work out, than on the rhythm of *Move That Body*?"

In June, the Technotronic-crew, featuring rapper **Einstein**, a troupe of dancers and of course Reggie, will go on a major concert tour to the Far East, visiting Japan, Hong Kong, Singapore and Thailand. In August, they will appear at open-air festivals in Germany and France.

ITALY

Stefano Secchi

- Signed to **Energy Production/Sony**.
- Licensed to: **Sony** for the UK and the US, **Ginger** for Spain, **Airplay** for France, **Zyx** for G/A/S, **Red Bullet** for the Benelux, and **Mega** for Scandinavia.
- Publisher: **Energy Production/NTM**.
- Management: **Nightforce/Monza**.
- New album: *Da Ya Think I'm Secchi?* released in Italy on May 21; the other territories will follow during the summer.
- New single: *Keep On Jamming* released on February 20, currently at no. 7 in the Italian **Musica E Dischi** chart and no. 15 in **RAI**. The first single *I Say Yeah*—top 3 in Italy last year—is still holding at no. 39 in France.
- Recorded at **NTM Studio/Milan**.
- Producer: **Stefano Secchi** and **NTM**.

Stefano Secchi is one of the leading characters on the Italo dance scene. As a DJ at Milan-based network **Rete 105**—presenting the weekly Friday dance chart show *Discomania Mix*—he is in the perfect place to test trends. From behind the mixing desk, he merges five or six different songs—for instance no. 20-15 of the charts—and these blocks are broadcast.

He also guests on the daily programme "The Madhouse Show", introduced by his colleague **Alex Peroni**. Secchi takes care of a special club-segment in the programme.

He is not only a radio personality, his name is well established as a producer too. Across Europe many will know him as the mixer of international disco hits like **Jimmy "Bo" Horne's** *Across The Floor* and **Black Box's** *Medley*.

Now, he is recording his own dance music. The first 12" *Ciao*, was released under his own name, during the World Cup last year, held in Italy. During the same summer, he enjoyed a big Italian hit (no. 3), with the single *I Say Yeah*, featuring American black singer **Orlando Johnson**. It was re-released in France this year, and it peaked at no. 30 in April. At the moment, the duo is again in the Italian top 10, with the follow-up single *Keep On Jamming*.

Both songs are included on the debut album *Da Ya Think I'm Secchi*, named after the **Rod Stewart** 1978 single *Da Ya Think I'm Sexy*. While recording the album, which was released in May, he aimed at variety. The concept of the album—"as many different styles on one record"—is achieved by using many guest musicians, such as Johnson and **MC Miker G**.

FRANCE

Jil Caplan

- Signed to **Sony Music**.
- Publisher: **Jay Alanski**.
- Management: **Serge Rodriguez/Paris**.
- New album: *La Charmeuse De Serpents* released in October 1990; currently at no. 37 in France.
- New single: *Tout C'Qui Nous Sépare* released on October 18 1990; currently it is at no. 6 in France. In the **Coca-Cola Eurochart Hot 100 Singles** it is no. 46.
- Recorded at **Garage/Paris**.
- Producer: **Jay Alanski**.
- Marketing: TV advertising from April 1-7 on **M6** ("Jackphone"). Also, advertising in the printed press.
- In October Caplan will go on an extensive French tour with a new band.
- The album is already out in Belgium and Switzerland. A release in Japan is due for October.

The chanson genre is still alive and kicking with fresh blood flowing in from artists like **Patrick Bruel** and **Jil Caplan**. The latter, together with producer/songwriter/arranger **Jay Alanski** (of **Lio** fame) are building up her career, with style. Alanski has been involved in the songwriting process, for all of the 15 songs on her new album, *La Charmeuse De Serpents*, the second for **Sony Music** (released on the **Epic** label).

Caplan is credited as co-writer on three tracks; the bluesy composition *Souffrir*, the jazzy tune *Ni Dieu Ni Maître* and the

soulful slow song *Ta Voix*. Variation is definitely the keyword on this delicate album. The current hit single *Tout C'Qui Nous Sépare*, is an interesting mix of typical chanson and C&W. The slide guitar of the very talented **Yann Péchin** and the harmonica of **Baco Mikaelian** give the song a greater emotional depth. Gradually, her success is growing, with 110.000 copies sold of the single and 80.000 of the album.

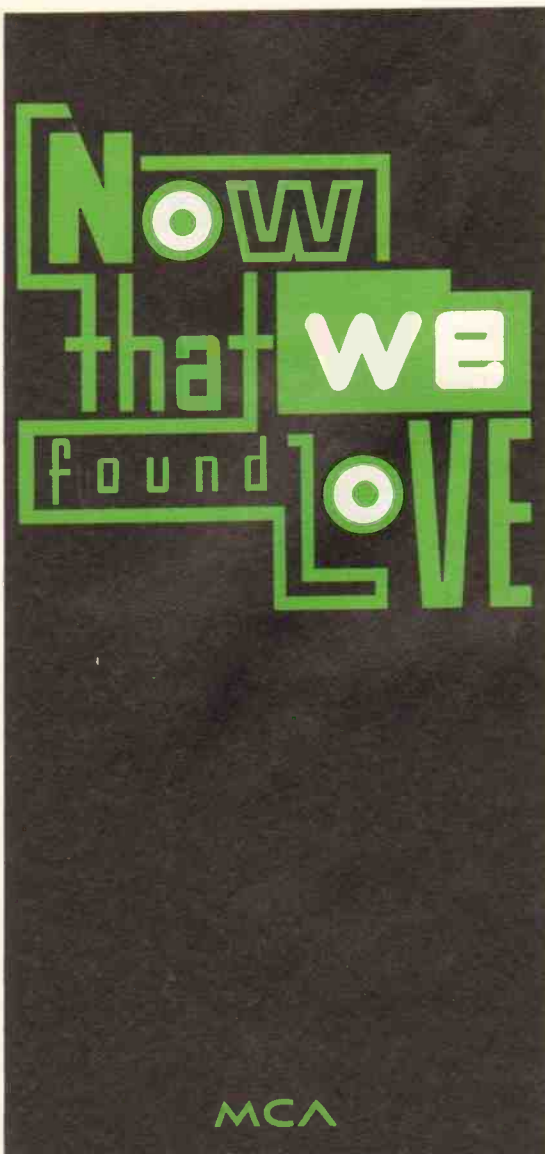
During April and May, Caplan appeared on many French TV programmes such as "Pêche D'Enfer" on **FR3**; "Dessinez C'Est Gagner" and "Giga", both on **A2**; "Tous A La Une" and "Sacree Soirée" both on **TF1**; and "L'Emission on Canal Plus". Also, Belgian **RTL** programmes "10 Qu'On Aime", "Clip-Clap" and "Televie", supported the artist heavily. Further TV shows have included "Billet Doux" and "Felix" on **RTBF**.

In April, French TV station **M6** ran short advertising spots for "Jackphone", announcing the single and album release. The viewers could call a special phone number, to hear the complete track. At the moment, a video clip for *Nathalie Wood* is being prepared, by the artist herself.

Pan-European Spotlight: Artists featured have achieved Top 15 chart status in the European Top 100 Albums within the last five years.

National Spotlight: Artists featured have achieved Top 15 chart status in their country of origin.

STATION REPORTS



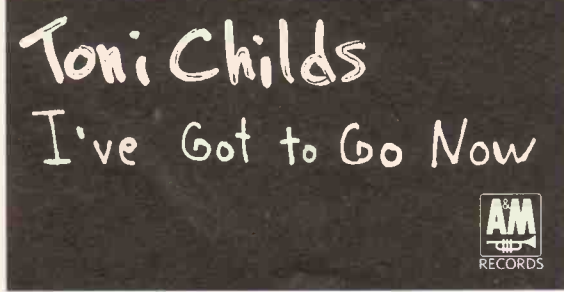
Station reports include all new additions to the playlist, indicated by the abbreviation "AD." Reports from certain stations will also include a "Power Play" (PP), a track which receives special emphasis for the week, as well as featured new CD's and LP's indicated by the designation "AL." All playlists must be received by Tuesday at 1 o'clock.

UNITED KINGDOM

BBC RADIO 1/London
 Chris Lysett - Head Of Music.
A List:
 AD Erasure: Chorus
 Gloria Estefan: Remember Me
 Lenny Kravitz: It Ain't Over
 P.M. Dawn: A Watcher's Point
 Paula Abdul: Rush Rush
B List:
 AD Alice Cooper: Hey Stoopid
 Bonderas: She Sells
 Cygnets Ring: Love Crime
 Jason Donovan: Any Dream Will
 Jesus Loves You: Generations
 Kim Appleyby: Mama
 Oleta Adams: Circle Of One
 Quartz: Naked Love
CAPITAL RADIO/London
 Richard Park - Prog. Contr.
A List:
 AD All About Eve: Farewell Mr.
 Bonderas: She Sells

Foreigner: Lowdown & Dirty
 Heavy D./The Boyz: Now That We
 Stevie Wonder: Gotta Have You
 Zucchero: Wonderful World
 Bryan Adams: Everything I Do
 Kim Appleyby: Mama
 Lenny Kravitz: It Ain't Over
 Marillion: Cover My Eyes
 Bette Midler: From A Distance
 Kylie Minogue: Shocked
 Omar: There's Nothing Like
 Quartz: Naked Love
 Jimmy Soul: If You Wanna Be
 Deacon Blue: Your Swaying Arms
 Scorpions: Wind Of Change
B List:
 AD 3rd Bass: Pop Goes The Weasel
 Blue Pearl: Alive
 Omar Chandler: Better World
 Monica Deluxe: Temperature's
 Extreme: Get The Funk Out
 Vanilla Ice: Rollin' In My
 Incongnito: Always There
 Inspirial Carpets: Please Be
 P.M. Dawn: A Watcher's
 Raze: Boss Power
 Caron Wheeler: Blue Is The
 Xpensions: What You Want

METRO FM/Newcastle
 Giles Squire - Prog. Contr.
A List:
 AD Lenny Kravitz: It Ain't Over
 Bette Midler: From A Distance
B List:
 AD Blue Pearl: Alive
 Zucchero: Wonderful World
 Roachford: Stone City
 Transvision Vamp: If Looks
 Kim Appleyby: Mama
 Chris Rea: Looking For The
 Erasure: Chorus
 Inspirial Carpets: Please Be
 Mock Turtles: And Then She
 Bryan Adams: Everything I Do
 Rick Astley: Never Knew Love
 Railway Children: Music Stop
 Twins: All Mixed Up
 Latour: People Are Still
PICCADILLY RADIO/Manchester
 Keith Pringle - Head Of Music



A List:
 AD Bonderas: She Sells
 Blue Pearl: Alive
 Chesney Hawkes: I'm A Man
 Kraftwerk: The Robots
 Madonna: Holiday
 J.J.: Crying Over You
 O'Jays: Emotionally Yours
B List:
 AD Living Colour: Solace Of You
 Quartz: Naked Love
 Sound Of Blackness: Optimistic
 Kenny Thomas: Thinking About
GLR/London
 Trevor Dann - Head Of Music
A List:
 AD Rod Stewart: The Motown Song
 Richard Thompson: I Feel So Good
 Chris Rea: Looking For The
 Bryan Adams: Everything I Do
 Psychedelic Furs: Until She
B List:
 AD Mock Turtles: And Then She
 Terry Reid: Fifth Of July
 Marillion: Cover My Eyes
 Poppy Factory: Stars
AL
 Aaron Neville

BRMB/Birmingham
 Robin Valk - Head Of Music
A List:
 AD Chris Rea: Looking For The
 Latour: People Are Still
 Kim Appleyby: Mama
 Mock Turtles: And Then She
 Chesney Hawkes: I'm A Man
B List:
 AD Apples: Beautiful People
 Jackie Quinn: Deep Water
 Honeychild: More Than The
 Sheena Easton: What Comes
 Crowded House: Chocolate Cake
 Roachford: Stone City
 Blue Pearl: Alive
 Black Crowes: Jealous Again
 Extreme: Get The Funk Out
 Terry Reid: Fifth Of July
 Rain: Taste Of Rain
 Alice Cooper: Hey Stoopid
 Senseless Things: Everybody's
 Van Halen: Poundcake
 Skid Row: Monkey Business
 Eve Gallagher: Love Is A
 Driza-Bone: Real Love
 Omar: There's Nothing Like
 Orb: Perpetual Down

RADIO CLYDE/Glasgow
 Alex Dickson - Prog. Dir.
A List:
 AD Richard Thompson: I Feel So Good
 Jason Donovan: Any Dream Will
 Chris Rea: Looking For The
 Roachford: Stone City
 Oleta Adams: Circle Of One
 Chesney Hawkes: I'm A Man
B List:
 AD Marillion: Cover My Eyes
 Meatloaf: Deadringer For Love
 Alice Cooper: Hey Stoopid

RADIO CITY/Liverpool
 Tony McKenzie - Head Of Music
A List:
 AD Tommy Page: Whenever You
 Gloria Estefan: Can't Forget You
 P.M. Dawn: A Watcher's Point
 Gary Clail: Escape
 Donna Gordier: Good Thing
 Mike & The Mechanics: A Time
 Feargal Sharkey: Women And I
 Marillion: Cover My Eyes
 Daryl Braithwaite: Higher Than
 Bruce Hornsby: Sail Me In
 Michael Damian: What A Price

RADIO TRENT GROUP/Nottingham
 Len Groat - Deputy Prog.Dir.
A List:
 AD Madonna: Holiday
 Chesney Hawkes: I'm A Man
 Quartz: Naked Love
 Poppy Factory: Stars
 All About Eve: Farewell Mr.
 Bonderas: She Sells
B List:
 AD Feargal Sharkey: Women And I
 Chris Rea: Looking For The
 J.J.: Crying Over You
 Sinead O'Connor: My Special Child
 Heartland: Fight Fire With

DOWNTOWN RADIO/Belfast
 John Rosborough - Head Of Prog.
 AD Rod Stewart: The Motown Song
 Erasure: Chorus
 Zucchero/E.Clopton: Wonderful
 Chris Rea: Looking For The
 Gloria Estefan: Remember Me
 Jason Donovan: Any Dream Will
 Paula Abdul: Rush Rush
 Jan Hammer: Crockett's Theme

CHILTERN RADIO & NORTHANTS
RADIO & SEVERN SOUND/Dunstable/
 Northampton/Gloucester
 Clive Dickens - Head Of Music
A List:
 AD Chris Rea: Looking For The
 Rick Astley: Never Knew Love
 Erasure: Chorus
B List:
 AD J.J.: Crying Over You
 Crowded House: Chocolate Cake
 Sydney Youngblood: Hooked On
 Inspirial Carpets: Please Be Cruel
 Kim Appleyby: Mama
 Mock Turtles: And Then She
 Not King Cole: Unforgettable

GWR/Bristol/Swindon
 Andy Westgate - Head Of Music
A List:
 AD Rod Stewart: The Motown Song
B List:
 AD Alien: Wonderful Tonight
 Kenny Thomas: Thinking About
 Robert Palmer: Dreams To
 Waterboys: Fisherman's Blues
 J.J.: Crying Over You
 Black Crowes: Jealous Again
 Chris Rea: Looking For The
 Omar: There's Nothing Like
 Mark Stevens: This Is The Way
 All About Eve: Farewell Mr.
 Yes: Lift Me Up
 Pete Wylie: Don't Lose Your
 Black: Here It Comes Again
 Heartland: Fight Fire With
 Apples: Beautiful People
 Blue Pearl: Alive

RADIO FORTH/Edinburgh
 Colin Somerville - Head Of Music
A List:
 AD Blue Pearl: Alive

Crowded House: Chocolate Cake
 Gloria Estefan: Remember Me
 Chesney Hawkes: I'm A Man
 Robert Palmer: Dreams To
 Chris Rea: Looking For The
 Roachford: Stone City
 Sonia: Only Fools
 Sidney Youngblood: Hooked On
B List:
 AD Capercaille: Colich A Ruin
 Alice Cooper: Hey Stoopid
 P.M. Dawn: A Watcher's Point
 Latour: People Are Still
 Nightcrawlers: Living Inside A
 O'Jays: Emotionally Yours
 Primal Scream: Higher Than The
 Psychedelic Furs: Until She
 Terry Reid: Fifth Of July
 Sheila E.: Droopin' Like
 Pete Wylie: Don't Lose Your
 Jesus Loves You: Generations
 Zucchero: Wonderful World

RED ROSE/Preston/Blackpool
 Kenni James - Head Of Music
B List:
 AD Kylie Minogue: Shocked
 Chris Rea: Looking For The

ATLANTIC 252/County Meath
 Paul Kavanagh - Head Of Music
A List:
 AD Rhythm Syndicate: P.A.S.T.O.N.
 Kylie Minogue: Shocked
 Kenny Thomas: Thinking About Your Love
 Gloria Estefan: Remember Me With Love
 Madonna: Holiday
 Salt 'N' Pepper: Do You Want Me

HORIZON RADIO & GALAXY RADIO
 Milton Keynes/Bristol
 Clive Dickens - Head Of Music
A List:
 AD Oleta Adams: Circle Of One
 Jinny: Keep Warm
 Erasure: Chorus
 Rick Astley: Never Knew Love
 Sydney Youngblood: Hooked On You
B List:
 AD Heavy D./The Boyz: Now That We
 Incognito: Always There
 Driza-Bone: Real Love
 Sound Of Blackness: Optimistic

RADIO HALLAM/Sheffield
 Dean Peppall - Head Of Music
AD
 All About Eve: Farewell Mr.
 Massive Attack: Safe From Harm
 Rod Stewart: The Motown Song
 Pete Wylie: Don't Lose Your
 Black: Here It Comes Again
 Robert Palmer: Dreams To
 Zucchero: Wonderful World
 Jason Donovan: Any Dream Will
 Chesney Hawkes: I'm A Man
 Mantronix: Step To Me
 Rebel MC: Tribal Base
 Biscuit: Biscuit's In The
 Poppy Factory: Stars
 Mark Stevens: This Is The
 A Tribe Called Quest: Bonita
 Apples: Beautiful People
 Divinyls: I Touch Myself

RADIO BROADLAND/Norwich
 Dave Brown - Head Of Music
PP
 Beverley Craven: Promise Me
 Triplets: You Don't Have To Go
 Kenny Thomas: Thinking About Your Love
 Paula Abdul: Rush Rush
 Sonia: Only Fools
 Riff: My Heart Is Failing Me
A List:
 AD Chesney Hawkes: I'm A Man
 Oleta Adams: Circle Of One
 Keedy: Save Some Love
B List:
 AD Kim Appleyby: Mama
 O'Jays: Emotionally Yours
 Chris Rea: Looking For The
 J.J.: Crying Over You
 Terry Reid: Fifth Of July
 Jason Donovan: Any Dream Will Do
 Quartz: Naked Love

FOX FM/Oxford
 Steve Ellis - Prog. Contr.
A List:
 AD Rod Stewart: The Motown Song
B List:
 AD Mike & The Mechanics: A Time And
 Pet Shop Boys: Jealousy

RTL 208/London
 Jeff Graham - Prog. Dir.
PP
 Chesney Hawkes: I'm A Man
 Mantronix: Step To Me
 Az-It-Is: Inconspicuous Party
 Chapter & The Verse: In Another
B List:
 AD Definition Of Sound: Now Is
 P.M. Dawn: A Watcher's Point

SWANSEA SOUND/Wales
 David Thomas - Prog. Contr.
PP
 Jason Donovan: Any Dream Will
 Oleta Adams: Circle Of One
 Mark Stevens: This Is The Way
A List:
 AD Madonna: Holiday
B List:
 AD Twins: All Mixed Up
 Lisa Fischer: How Can I Ease
 Chesney Hawkes: I'm A Man
 Jimmy Soul: If You Want To Be
 Jesus Loves You: Generations
 Chris Rea: Looking For The
 Zucchero: Wonderful World

INVICTA FM/Canterbury
 Johnny Lewis - Head Of Music
A List:
 AD Kirsty MacCall: Walking Down
 Chris Rea: Looking For The
 Roachford: Stone City
 Gloria Estefan: Remember Me
 Rick Astley: Never Knew Love
 Sonia: Only Fools
 Notalie: Gale: Unforgettable
 Lenny Kravitz: It Ain't Over
 Alice Cooper: Hey Stoopid
B List:
 AD Mock Turtles: And Then She
 Divinyls: I Touch Myself
 Harry Connick Jr.: Recipe For
 Kim Appleyby: Mama
 Oleta Adams: Circle Of One
 Erasure: Chorus
 Kenny Thomas: Thinking About
 Living Colour: Solace Of You
 Rain: Taste Of Rain
 Pete Wylie: Don't Lose Your

OCEAN SOUND/POWER FM/Faraham
 Jim Hicks - Head Of Music
B List:
 AD Big Dish: 25 Years

Blue Pearl: Alive
 Chesney Hawkes: I'm A Man
 Sonia: Only Fools
RED DRAGON FM/Cardiff
 John Dash - Head Of Music
PP
 Kylie Minogue: Shocked
 Doors: Light My Fire
 Madonna: Holiday
 Sonia: Only Fools
A List:
 AD Jason Donovan: Any Dream Will Do
 Chesney Hawkes: I'm A Man
 Sheena Easton: What Comes
 Gloria Estefan: Remember Me
 Roachford: Stone City
 Feargal Sharkey: Women And I
 Kenny Thomas: Thinking About

B List:
 AD Jan Hammer: Crockett's Theme
 Van Halen: Poundcake
 White Lion: Love Don't Come Easy
 Almighty: Little Last Sometimes
 Yes: Lift Me Up
 Alice Cooper: Hey Stoopid
 Lisa Fischer: How Can I Ease The
 O'Jays: Emotionally Yours
 Meatloaf: Deadringer For Love

BEACON RADIO/Wolverhampton
 Peter Wagstaff - Prog. Dir.
A List:
 AD Lenny Kravitz: It Ain't Over
 Kraftwerk: The Robots
 Erasure: Chorus
 Kim Appleyby: Mama
 Salt 'N' Pepper: Do You Want Me
 Chris Rea: Looking For The
 Meatloaf: Deadringer For Love
 Oleta Adams: Circle Of One
 Jam: That's Entertainment
 Outfield: Take It All
 Northside: Take 5
 New Model Army: Space
 Lisa Fischer: How Can I Ease
 Chesney Hawkes: I'm A Man
 All About Eve: Farewell Mr.
 Living Colour: Solace Of You
 Marillion: Cover My Eyes
 Jesus Loves You: Generations

KISS FM/London
 Grant Gaddard - Prog. Dir.
A List:
 AD Blue Pearl: Alive
 Quartz: Naked Love
B List:
 AD Stevie & Cleevie: Why
 Orb: Perpetual Down

FRANCE
RTL/Paris
 Manique Le Marcis - Head Of Prog.
AD
 Niagara: La Vie Est Peul
 Crystal Waters: Gypsy Woman
 L'Affaire Louis Trio: Nous On
 Daniel Guichard: Faire La Fete
Al
 Francois Feldman
 Stephan Eicher
 Jean-Luc Lahaye
 Elmer Food Beat

RMC/Paris
 Nathalie Andre - Head Of Music
AD
 Patrick Bruel: Decole
 Crystal Waters: Gypsy Woman
 Kaoma: Danca Tago Mago
 Niagara: La Vie Est Peul
 Jean-Luc Lahaye: Il Fait Vivre
 Adeline: Les Envoies D'Amour
 Charlotte Cutoure: Under
 MC Hammer: Have You Seen Her
AL
 Bernard Lavilliers

SUD RADIO/Toulouse
 Marie Ange Raig - Prog. Dir.
AD
 Crystal Waters: Gypsy Woman
 Pupya Cleudio: Ecole La
 Bonanarama: Long Train
 Patrick Gaspard: Je Hais Les
 Simple Minds: See The Lights
 Charlatans: Sprston Green
AL
 Peter/E.K.B.
 Seal

NRJ Network/Paris
 Max Guazzini - Dir.
AD
 Jean-Jacques Goldman: Ne Err
 Crystal Waters: Gypsy Woman
 Johnny Hallyday: Diego Libre
 Mecano: Hijo De La Luna
 Liane Faly: Goodbye Lover

SKYROCK/Paris
 Laurent Bouneau - Prog. Dir.
AD
 MC Hammer: Have You Seen Her
 Oleta Adams: Gal Here
 Inconnus: Auteuil Neully
 Aswad: Next To You
 De La Soul: Ring Ring Ring

FUN RADIO/Paris
 Bruno Witek - Prog. Dir.
 Herve Lemaire - Prog. Ass.
AD
 David Hallyday: Ooh La La
 Crystal Waters: Gypsy Woman

EUROPE 2 NETWORK/Paris
 Marc Garcia - Prog. Dir.
 J.P. Michel - Music Dir.
PP
 Rod Stewart: Rhythm Of My
AD
 Chris Isaac: Wicked Game
 Patrick Bruel: Decole
 Inconnus: Auteuil Neully
 Gino Vannelli: Inconsolable
AL
 Bernard Lavilliers

SCOOP/Lyon
 Philippe Teissier - Prog. Dir.
AD
 Thierry Hazard: Bravillors
 Aswad: Best Of My Love
 Danii Minogue: Love And
 K.L.R. 3 A.M. Eternal
 Lenny Kravitz: It Ain't Over
 Crystal Waters: Gypsy Woman
 D.Y.M.E.: Unbelievable
 Lonnie Gordon: Gonna Catch
AL
 Michael Bolton
 Peter/E.K.B.

PP
 Peter/E.K.B.: U Baby U
 Living In Texas: Believe
AL
 Christophe Deschamps
RMC COTE D'AZUR/Monte Carlo
AD
 New Kids On The Block: James
 David Hallyday: Ooh La La
 Paula Abdul: Rush Rush
 MC Hammer: Have You Seen Her
 James: Sit Down

RIVIERA RADIO/Monaco
 Daevit Fortune - Music Dir.
AD
 George Michael: Cowboys And
 Sting: Why Should I Cry
 Gino Vannelli: If I Should
 Robert Palmer: Happiness
 Michael Bolton: Love Is A
 Glenn Frey: Part Of You Part
 Stevie Wonder: Gotta Have

RADIO PLUS MONTE CARLO/Monte Carlo
 Xavier Fulbert - Music Dir.
AD
 Yes: I Would Have
 Vanessa Paradis: L'Amour En
 Zucchero/Young Senzo Uno
 Madonna: Rescue Me
 Paula Abdul: Rush Rush
 Roxette: Fading Like A Flower
 Thierry Hazard: Dans Les

VOLTAGE FM/Paris
 Olivier Allardet - Prog. Mgr.
AD
 Young Disciples: Apparently
 Christopher Williams: I'm
 Stevie Wonder: Gotta Have
 Sheena Easton: What Comes
 Real Milli Vanilli: Too Late
 Rod Robinson: Party Children
 Technoratic: Move That Body
 Michael Bolton: Love Is A
 Lenny Kravitz: It Ain't Over
 Luther Vandross: Power Of

GERMANY
SWF 3/Baden Baden
 Ulli Frank - DJ/Prod.
PP
 Roxette: Fading Like A Flower
 New Kids On The Block: Call It
 Mike & The Mechanics: Word Of
 Chesney Hawkes: The One And
 Stephanie: Winds Of Change
 KLF: Last Train To
 Queen: Heeding
 Chris Rea: Heaven
 Paula Abdul: Rush Rush
 Pet Shop Boys: Jealousy

NDR 2/Hamburg
 Lutz Ackermann - Head Of Music
AD
 Crystal Waters: Gypsy Woman
 O.M.D.: Pandora's Box
 Herbert Grönemeyer: Hoorscharf
 Jason Donovan: R.S.V.P.
 Jey Werner: Kribbeln Im Bauch
 Rod Stewart: The Motown Song
 Wigald Bonging: 100

WDR 1/Cologne
HIT CHIPS - Weekdays 1-3 PM
 Werner Hoffmann - Prod.
AD
 Rod Stewart: The Motown Song
 Sydney Youngblood: Hooked
 Mike Linney: You Soved Me
 Kylie Minogue: Shocked
 Whitney Houston: My Name Is
 Phillip Boa: 30 Men On A
 Sinead O'Connor: My Special
 Born 2 Gether: Voices In The
 Marillion: Cover My Eyes
 Rebel Pobbles: Dream Lover
 Massive Attack: Safe From Harm
 Kim Appleyby: Mama
 Enigma: Principles Of Lust
 Soulsister: Sweet Dreamer

WDR 1/Cologne
POP SESSION - Weekdays 6-8 PM
 Hans-Holger Knacke - Prod.
A List:
 Ziggy Marley: Kozmik
 Richard Thompson: Psycho's
 Massive Attack: Blue Lines
 Siouxsie/Banshees: Kiss Them
 K.&A.M.Garrigue: Heartbeat
 Stevie Wonder: Chemical Love
 Salfi Keita: Tono
 Axel Scholz: Bring Mich Durch
 Obscure: Think-A-Thriller
 Sam Phillips: Private Store

WDR 1/Cologne
SCHLAGERRALLYE - Sat. 1-3 PM
 Wolfgang Roth - Prod.
AD
 Happy Mondays: Step On
 Marillion: Cover My Eyes
 Big Dish: 25 Years
 Phillip Boa: 30 Men On A Dead
 Wonder Stuff: Caught In My
 Carola: Captured In A

SDR 3/Stuttgart
 Hans Thomas - Prod.
PP
 Pet Shop Boys: Jealousy
AL
 Stevie Wonder
SR 1/EUROPAWELLE SAAR/
 Saarbrücken
 Dieter Exter - DJ/Prod.
PP
 Simple Minds: See The Lights
AL
 Oak Ridge Boys

SFB 2/Berlin
 Jürgen Jürgens - Head Of Music
AD
 Bee Gees: The Only Love
 Van Morrison: I Can't Stop
 Chris De Burgh: Simple Truth
 Susanna Hoffs: Unconditional
 Rebel Pobbles: Dream Lover
 Julian Dawson: How Can I
 Deacon Blue: Your Swaying
 Daryl Braithwaite: Higher
 Brings: Nur Mer Zwei

RB 4/Bremen
 Axel Sommerfeld/
 Burghard Rausch - DJ/Prod.
AD
 Big Dish: 25 Years
 Kane Roberts: Does Anybody
 Witness: Light At The End Of
RADIO 4U/Berlin
 Peter Radzuhn - Prog. Dir.
 Bernd Albrecht - Prog. Dir.
A List:
 AD Crystal Waters: Gypsy Woman
 Cher: The Shoop Shoop Song
 Scorpions: Wind Of Change
 Catch 25 Years
 L.L. Cool J.: Around The Way
 Shakatak: Bittersweet
 Color Me Bodd: I Wanna Sex
 Siouxsie/Banshees: Kiss Them

STATION REPORTS

Talk Talk: Life Is What You
Kylie Minogue: Shocked
Taj Mahal: Squat That Rabbit

B List:
AD Crowded House: Chocolate Cake,
Smiles In Boxes, Cities Are
Sold Out, Shine On
Living Colour: Solace Of You
Deacon Blue: Your Swaying
Big Dish: 25 Years
FMT: 50 Ways To Leave Your
Michael Bolton: Love Is A
Monie Love: King My Bell
Yella: Rubberbandman
Paula Abdul: Rush Rush

AL
Rod Stewart
Bonanarama
Paul McCartney
Siouxie/Banshees
E.M.F.
Ziggy Marley

RIAS 2/Berlin
Henry Gross/Andreas Dorfmann -
Head Of Music
AD Rod Stewart: The Motown Song
Stevie B: I'll Be By Your
Whitney Houston: NMy Name Is

RSH/Kiel
Martin Schwebel - Head Of Music
PP Rod Stewart: The Motown Song
Marc Cohn: Walking In Memphis
Electronic: Get The Message
Bonanarama: Long Train
Roachford: Get Ready
Mike Linney: You Saved Me

RADIO FFH/Frankfurt
Sabine Neu - Head Of Music
PP Lenny Kravitz: It Ain't Over
Bee Gees: The Only Love
E.L.O.: II Honest Men
Umberto Tozzi: Gli Altri
Paula Abdul: Rush Rush
Stevie B: I'll Be By Your

HUNDERT 6/Berlin
Fred Schoenagel - Head Of Music
PP Extreme: More Than Words
Stevie B: I'll Be By Your Side
Q.M.D.: Pandora's Box
AD Hanne Haller: Who's Who
Luther Vandross: Power Of
Rod Stewart: The Motown Song
Andreas Sommer: Im Traumland
Mike/The Mechanics: Everybody
Wildeck Herzubuen: Ach Ist
Al Stewart: On The Border
Angelo Fabiani: Viva
Shenandoah: The Moon Over
Keedy: Save Some Love
K.T. Oslin: Come Next Monday
Marc Cohn: Walking In Memphis
Jürgen Von Der Lippe: Nur Wenn

DT 64/Berlin
Wolfgang Martin - Head Of Music
AD Sting: Mad About You
Rembrandts: Just The Way It
Bee Gees: Secret Love
E.M.F.: Children
2 In A Room: Wiggle It
James: Sit Down
Clash: Should I Stay Or
Terry Hoax: Waterland
Boss/Plingins: Ich Bin Touri
Claudia Brücken: Absolute
Virch-Band: Ich Denk An Dich
Lalitis: Ton Cheval
Michele Baresi: Kannibalen
Keimzeit: Amsterdäm
Prinzen: Gabi & Klaus
Blousong/Gundi: Liebschen
Scandalous Smile: Ravin' Jack
Big Savard: Ladies
Phillip Boa: 30 Men On A Dead

RTL/GERMANY/Luxembourg
Stephan Holpp - Head Of Music
PP Roxette: Joyride
Bee Gees: Secret Love
Rod Stewart: Rhythm Of My
Rembrandts: Just The Way It
AD Marc Cohn: Walking In Memphis
Cathy Dennis: Touch Me
Tanita Tikaram: I Love The
Triplets: You Don't Have To

RADIO GONG 2000/Munich
Freddy Kogel - Music Dir.
PP Lonnie Gordon: Gonna Catch
Roachford: Get Ready
Zucchero/Young: Senza Una

A List:
AD Crystal Waters: Gypsy Woman
Hi-Five: I Like The Way
Sydney Youngblood: Hooked

B List:
AD Big Dish: 25 Years
Ziggy Marley: Kozmik
Harry Comick Jr.: We Are In

RADIO GONG/Nuremberg
Steffen Meyer - Music Dir.
AD Color Me Badd: I Wanna Sex
Crystal Waters: Gypsy Woman
Roachford: Get Ready
Black Box: Strike It Up

RADIO CHARIVARI/Nuremberg
Mathias Hofmann - Music Dir.
PP Zucchero/Young: Senza Una
Roxette: Fading Like A Flower
Karl Keaton: Love's Burn
Cher: The Shoop Shoop Song
Amy Grant: Baby Baby
Paula Abdul: Rush Rush
Sydney Youngblood: Hooked On

STAR/SAT RADIO/Grünwald
Jo Lueders - Prog. Dir.
AD Stevie Wonder: Gotta Have
Corina: Temptation
Rick Astley: Move Right Out
Scorpions: Wind Of Change
Wilson Phillips: The Dream Is

RADIO 107/Hamburg
Peter Steppich - Head Of Music
PP Scorpions: Wind Of Change
Kim Appleby: Mama
Paula Abdul: Rush Rush
AD John Farnham: Burn For You
Feargal Sharkey: Women & I

RADIO REGENBOGEN/Mannheim
Rolf Balschbach - Music Dir.
PP Thomas Anders: The Sweet Hello

A List:
AD Whitney Houston: My Name Is
Jason Donovan: R.S.V.P.

B List:
AD Wolfgang Ziegler: Hass Mich
Michael Cornell: Kiss And Say
Soulister: Sweet Dreamer

HIT RADIO N1/Nuremberg
Cetin Yaman - Prog. Dir.
PP Lonnie Gordon: Gonna Catch
AD Bonanarama: Long Train
Definition Of Sound: Wear
Party That's Why
Farm: Don't Let Me Down

RADIO XANADU/Munich
Benny Schmier - Head Of Music
PP Restless Heart: Long Lost
Mr. Big: Green Tinted Sixties
Huey Lewis: Couple Days Off
Poison: Life Goes On
White Heart: Last Rose
Waterboys: The Whole Of The
Dave Stewart: On Fire
Fury/Slaughterhouse: Trapped
Tony Banks: I Wanna Change
Extreme: More Than Words

SCHWARZWALD RADIO/Freiburg
Pete Traynor - Head Of Music
AD Carola: Captured By A
Tony Banks: I Wanna Change
Pasadenas: Another Lover
Paula Abdul: Rush Rush

RADIO SALÜ/Saarbrücken
Adam Hahne - Prog. Dir.
PP Hi-Five: I Like The Way
Joe Jackson: Stranger Than
Roachford: Get Ready
Michael Bolton: Love Is A
Sailor: La Cumbia

AD Roxette: Fading Like A Flower
Bee Gees: The Only Love
Jesus Loves You: Bow Down
Huey Lewis & The News

OK RADIO/Hamburg
Ollie Weiberg - Head Of Music
PP Rod Stewart: The Motown Song
Whitney Houston: My Name Is
AD Technatronix: Move That Body
Farm: Don't Let Me Down
Bonanarama: Long Train
Jason Donovan: R.S.V.P.
Roachford: Get Ready

AD T'Pau: Whenever You Need Me
Susanna Hoffs: Unconditional
Jason Donovan: R.S.V.P.

RADIO T.O.N./Bad Mergentheim
Reinhard Bärenz - Head Of Music
PP Marc Cohn: Walking In Memphis

A List:
AD T'Pau: Whenever You Need Me
Susanna Hoffs: Unconditional
Jason Donovan: R.S.V.P.

B List:
AD Rebel Pebbles: Dream Of A
Ava: Cry In The Night
Sandra Simo: Canzone Per Te

RADIO NRW/Oberhausen
Jeff Van Gelder - Head Of Music
AD Stevie B: I'll Be By Your
Tal & Tot: Sedalia
Sydney Youngblood: Hooked
Rod Stewart: The Motown Song
Amina: Le Dernier Qui A Parlé

RADIO F/Nuremberg
Sigi Hago - Prog. Dir.
PP Sandra Reemer: La Colegiala
Xanadu: Ein Tag Eine Nacht
Hanne Boel: You Want My
Viktor Lazlo: Touch Me To
B.A.P.: Sie Man! Sichtung
Timmy T.: Please Don't Go
Zucchero/Young: Senza Una
P.M. Sampson: How I Miss You
Hartz/Kaczmarek: Kalamaron
Howard Cerdopelle: Vielleicht

RADIO RT4/Reutlingen
Dorothee Seyser - Music Director
AD Rod Stewart: The Motown Song
Feargal Sharkey: Women And I
Hall & Oates: Starting All
Bee Gees: The Only Love
Lenny Kravitz: It Ain't Over
Huey Lewis: I Hit Me Like A

RADIO FFB - UKW 91.7/Fürstfeldbruck
Chris Baumann - Head Of Music
AD Whitney Houston: My Name Is
Blue Blot: Bridge To Your
AL Bellamy Brothers

RETE 105/Milan
Alex Peroni - Prog. Dir.
AD Gipsy Kings: Balia Me
Glass Tiger: My Town
M-People: Colour My Life
Paula Abdul

RAI STEREOUNO/Rome
E.Molinari - Dir.
E.Bellarisio - Prog. Dir.
PP Huey Lewis: Couple Days Off
Massive: Unfinished Sympathy
Pino Daniele: Gente Despiatta
Rick Astley: Move Right Out
Seal: Future Love Paradise
AD Simple Minds: See The Lights
Mike Francis: Sigarette
Womack & Womack: Uptown
Technatronix: Move That Body
Francesco Baccini: Quo Qua
Color Me Badd: I Wanna Sex
Pasadenas: South Africa
Banderas: She Sells
Lamont Dozier: The Quiet

RADIO DIMENSIONE SUONO/Rome
Carlo Mancini - Music Director
PP Box: Inside My Heart
R.E.M.: Shiny Happy People
Simple Minds: See The Lights
Crystal Waters: Gypsy Woman
Lenny Kravitz: It Ain't Over
Marillion: Cover My Eyes
Rod Stewart: The Motown Song
Erasure: Chorus

R.T.L. 102.5 HITRADIO/Bergamo
Luca Viscardi - Head Of Music
Grand Benson - DJ/Prod.
AD Tony Banks: I Wanna Change
Ziggy Marley: Kozmik
Celeste Johnson: The Swing Of
Hue & Cry: My Soul Heart
Paolo Valletti: La Strada Del
Amy Grant: Every Heartbeat
Van Halen: Top Of The World

DEEJAY NETWORK/Milan
Dario Usuello - DJ
PP Double D: Don't You Feel
AD Lenny Kravitz: It Ain't Over
Sonia: Only Fools

T'Pau: Whenever You Need Me
Erasure: Chorus
Quartz: Naked Love
Lavor: Vanilla Melt
Power Curt: Girl
Skid Row: Monkey Business
Van Halen: Top Of The World

PETER FLOWERS FM/Milan
Marco Garavelli - Prod.
Franco Lazzari - Prod.
PP Doryl Braithwaite: Higher
AD Jo Joang: Islands
Chesney Hawkes: The One and
Karl Keaton: Love's Burn
Zucchero/Young: Senza Una
Roxette: Fading Like A Flower

RADIO VERDE RAI/Rome
Maurizio Riganti - Dir.
Antonella Condorelli,
Isabella Arati,
Francesco Acampora
DJ's
AD Clive Griffin: I'll Be
Joe Jackson: Stranger Than
Elvis Costello: Side
Paula Abdul: Rush Rush
Lonnie Gordon: Gotta Have
Anticho: We Need Freedom
Zappala: We Got Da It
Joy Salinas: Rockin' Romance
Bonanarama: Long Train
Steffie: I Like It

101 NETWORK/Milan
Gigio D'Ambrasio - Prog. Dir.
PP Sting: Mucho Per Te
R.E.M.: Losing My Religion
Roachford: Get Ready
Triple Nickel: Moyal In Time
Gloria Estefan: Can't Forget
Citizen Kane: Everybody May
Ray Parker Jr.: She Needs To
Lenny Kravitz: It Ain't Over

RADIO KISS KISS/Naples
Gianni Simiali - Prog. Dir.
PP M-People: Colour My Life
AD Zucchero/Young: Senza Una
Stevie Wonder: Gotta Have
Mariah Carey: There's Got To
Jo Joang: Islands
Galliano: Power & Glory
Ziggy Marley: Kozmik
E.M.F.: Children
Banderas: She Sells
Samantha Fox: Hurt Me Hurt Me
Pasadenas: Another Lover
Camouflage

RADIO BABBOLEO/Genova
Lenny - Prog. Dir.
PP Adrian Celentano: La Terza
AD Joy Salinas: Rockin' Romance

ANTENNA DELLO STRETTO/Messina
Filippa Pedali - DJ
PP Elevation Force: Walking
AD Tamato: Il Solo
2 In A Room: Body To Body
Notascia: AM FM
AL Luca Madonna

RADIO STAR/Vicenza
Maurizio Moresi - Prog. Dir.
PP Color Me Badd: I Wanna Sex
AD Quartz: Naked Love
Triplets: You Don't Have To
B.La Bounty: The Right
Stevie Wonder: Fun Day
Amy Grant: Baby Baby
D.Gardier: Good Thing
Clive Griffin: I'll Be
Tina Turner: The Other Side
Lindy Layton: Without You

RADIO CLUB 91/Naples
Franco Mory Russo - Prog. Dir.
AD Rebel Pebbles: Dream Lover
Stevie Wonder: Fun Day
Erasure: Chorus
Black: Feel Like Change
Zucchero/Young: Senza Una
Elvis Costello: Other Side
Zucchero/Clopton: Wonderful
T'Pau: Whenever You Need Me
Seal: Future Love Paradise
Electronic: Get The Message

RADIOLINA/Cagliari
Ivano Canca - Prog. Dir.
AD Andrea Angioni - Head Of Music
AL Seal
Pasadenas
Roachford
Lindy Layton
Gary Clail
Stevie Wonder

POWER RV1 THE BLACK RADIO/Turin
Paolo Lauri - Head Of Music
PP Hi-Five: I Like The Way
AD Joy Salinas: Rockin' Romance
JT Company: Again
Rozalla: Faith
AL Sold Out: Souled
Roachford
Soul Power
Paula Abdul
Pasadenas
Clubland

RADIO CENTRO SUONO/Rome
Alberto Castelli - Prog. Dir.
PP After 7: Nights Like This
Temper Temper: It's All Outta
Boyz 2 Men: Motown Philly
Jomanda: Got A Love For You
AL Stevie Wonder
Sound Of Blackness

VERONICA/Hilversum
Hans Van Der Veen - Prog. Dir.
Unico Glorie - Prod.
PP Stereo MC's: Last In Music
Lenny Kravitz: It Ain't Over
Crystal Waters: Gypsy Woman
Extreme: More Than Words
KLF: Last Train To
De La Soul: Ring Ring Ring
Zucchero/Young: Senza Una
Nomad: Just A Groove
Black Box: Strike It Up
Huey Lewis: Couple Days Off
T99: Anastasia
New Kids On The Block: Call It

NOS/Hilversum
Tom Blomberg - Prod.
PP Van Wingerden: It Doesn't

A List:
Sailor: La Cumbia
Dennis Azar: Ala De La
Terry Randall: Calm The Rage
AD Sinead O'Connor: My Special
Seven Stories: Sleeping
Rod Stewart: The Motown Song
Tony Banks: I Wanna Change

AL
Bonnie Raitt

VARA/Hilversum
Ralf Kroes - Head Of Music
PP Ziggy Marley: Kozmik

AVRO/Hilversum
Jan Steeman - Head Of Music
PP Tykette: Forever Young
Ten Sharp: Ain't My Beating

TROS/Hilversum
Ferry Maat - Head Of Music
PP Chris Rea: Looking For The
AD Massive Attack: Safe From Harm
Rolling Stones: Ruby Tuesday
De Dijk: Hou Me Vast
Sinead O'Connor: My Special
Bob De Rooy: Giddy Up Go
Will Tura: Het Staat In De
Crowded House: Chocolate Cake
Sequential: Death House
Stereo MC's: Last In Music
Ten Sharp: Ain't My Beating
The Fast: Wonderful
Katherine E: I'm Alright
Awesome: Take No Crap

KRO/Hilversum
Paul Van Der Lugt - Head Of Music
AD Marillion: Cover My Eyes
George Michael: Waiting For
Bananarama: Something To
Ziggy Marley: Kozmik
Rembrandts: Someone

NCRV/Hilversum
Jaap De Groot - Prod.
PP Bette Midler: From A Distance

RADIO NOORD-HOLLAND/Haarlem
Pieter Buis - Prod.
AD Whitney Houston: My Name Is
Stevie Wonder: Gotta Have
Ziggy Marley: Kozmik
Massive Attack: Safe From Harm
George Michael: Waiting For
Rembrandts: Someone

CFNB/Brussium
Lou Rowland - Head Of Music
PP Crowded House: Chocolate Cake
AD Marillion: Cover My Eyes
Firehouse: Don't Treat Me Bad
Kane Roberts: Does Anybody
AL Marc Cohn

BRT STUDIO BRUSSELS/Brussels
Jan Hautekiet/Marc Coenen - Prod.
AD R.E.M.: Shiny Happy People
William Souffreau: Look On
Lenny Kravitz: It Ain't Over
Radio: She Talks To The Rain
Blur: There's No Other Way
Color Me Badd: I Wanna Sex
Deee-Lite: Good Beat
Chris Rea: Looking For The
Kid Sofart: In The Middle Of
Vinnie James: Black Money
Wonder Stuff: Caught In My
George Michael: Waiting For That Day
Peter/D.K.B.: Dad Laisse Moi
Gang Starr: Lovesick
Deacon Blue: Your Swaying Arms
Dinky Toys: My Day Will Come
Dr. John: In The Right Place

AL
Richard Thompson
Crowded House
Whitefly
Hue & Cry
Orup
Charlisse Cature

BRT RADIO 2/East Flanders
Rudi Sinia - Prod.
AD Crystal Waters: Gypsy Woman
Cathy Dennis: Touch Me
Kylie Minogue: Shocked
Pet Shop Boys: Where The
Wilson Phillips: You're In
R.E.M.: Shiny Happy People
Sylvy Melody: Nummer Een

BRT RADIO 2/West Flanders
Peter de Groot - Head Of Music
PP Electronic: Get The Message
AL Elvis Costello

RADIO CONTACT F/Brussels
Jean-Lou Bertin - Prog. Dir.
AD Gerard Blanc: Plus Le Temps
Amy Grant: Baby Baby
Gray/Barbivien: E Vado Va
Cathy Dennis: Touch Me
Soulister: Company
Ole Ole: Love Crusaders
Color Me Badd: I Wanna Sex
Roxette: Fading Like A Flower
Pet Shop Boys: Jealousy
Whitney Houston: My Name Is
Axelle: Aretha Et Moi
Roch Voisine: On The Outside

RADIO CONTACT NL/Brussels
Danny De Bruin - Prog. Dir.
AD Tribe Called Quest: I Left
Wareband: Party Children
Lenny Kravitz: It Ain't Over
Queensryche: Silent Lucidity
Color Me Badd: I Wanna Sex
Isabelle A: Blank Of Zwort
Lou/Hollywood: Bananas: Ilarie
Golden Earring: Going To The Run
De Maar: Sink: I Dopt Of 2
Elvis Costello: Other Side
Susanna Hoffs: Unconditional
Pasadenas: Another Lover

RADIO EXPRES/Antwerp
Marc Dhallander - Head Of Music
PP Zucchero/Young: Senza Una
R.E.M.: Losing My Religion
Timmy T.: One More Try
Chesney Hawkes: The One And
Roxette: Fading Like A Flower
Crystal Waters: Gypsy Woman
Chris De Burgh: Simple Truth

RADIO ANTIGOON/Antwerp
Pielt Keizer - Dir.
PP Cathy Dennis: Touch Me
AD R.E.M.: Shiny Happy People
Jo Vally: In een Droom Zag

HEAVY D AND THE BOYZ OUT NOW MCA

Simple Minds: See The Lights
Carola: Captured By A
Hi-Five: I Like The Way

Crystal Waters: Gypsy Woman
Laventura: Mal Dia
Mecana: El 7 De Septiembre

B List:
AD La Granja: Fumos Chicas
Objetivo Birmania: Con Falda
Roc 'N Bordes: Sin Ti
Sopa De Cabra: Si El Quedes
Ann Caribberger: The Crowd
Deacon Blue: Your Swaying Arms
Queensryche: Silent Lucidity
Heroes Del Silencio: Desperado
Huey Lewis & The News: Couple
Technatronix: Move That Body

POPULAR FM/CADENA COPE/Madrid
Carlos Finaly - Music Director
PP Mecano: El 7 De Septiembre
Skate Board 2: Medley
AD Heroes: Del Silencio: Desperado
AL Status Quo

TOP 97.2/Madrid
Raul Marchant - Music Mgr.
AD Roxette: Fading Like A Flower
Bailando Can Lobos: The John
Black: Feel Like Change
Susanna Hoffs: Unconditional
Jinny: Keep Warm

SPAIN

RADIO MADRID/SER
Rafael Revert - Music Mgr.
PP Form: All Together Now

A List:
AD Azucar Moreno: Mamba
El Ultimo De La Fila: En Mi
Roxette: Fading Like A Flower
Duncan Dhu: Mundo De Cristal
Loquilo/Tragloditas: Hambres
Nomad: Just A Groove
Various: Max Mix 11

Scott Lockwood Enterprises
International Broadcast Consultation

We have solutions for your programming and music problems... Call us any time!

USA: 714-241-1111
Europe (Germany): (0) 951-66381

STATION REPORTS

SWEDEN

RIKSRADION P3/KLANG & Co
Weekdays 12.30-3 PM
Pontus Enhorning - Prod.
A List:
AD Crowded House - Chocolate Cake
T. Banks/N. Kershaw - I Wanna

RIKSRADION P3/TRACKSUSTAN
Saturdays 2-4 PM
Kaj Kindvall - Prod.
AD Extreme - More Than Words
Peter LeMarc - Little Willie
T'Pau - Whenever You Need Me
R.E.M. - Shiny Happy People
Monie Love/Adeve - Ring My Bell

SAF RADIO CITY/Stockholm
Martin Laagna - Head Of Music
PP Dr. Alban - Sing Sh-Wo-Wo
AD Time Gallery - Love Smash
Clubland - Sweet Inspiration
Upholsterer Eldorado - I Wanna
Bill Lovelady - One More Reggae
Go For It - Change Your Last
ADL/Papa Dee - Dangerous
Coro - I'm So Hurt
Jimmy Saut - If You Wanna Be

CITY 103/Gothenburg
Lars Bodin - Music Director
PP Starship - Good Heart
AD Time Gallery - Love Smash
Whitney Houston - My Name Is Not Susan
Sheila E. - Droppin' Like Flies
Camouflage - Heaven (I Want You)
Thomas Anders - The Sweet Hello
Desmond Child - Love On A
Lisa Fischer - How Can I Ease
AL Aldo Nova

HIT FM/Stockholm
Johan Bring - Prog. Dir.
A List:
AD Caro - I'm So Hurt
Massive Attack - Safe From Harm
Infabeat - We've Got The Funk
Reach - That's The Way Life Is
One Shot - Move It
Kirsty MacColl - Walking Down
Deff Boys - Turn It Up
Sanne - Where Blue Begins
Buds & Boobs - We're On This
Will Downing - The World Is A

RADIO P4/Lund
Hans Strandberg - Music Dir.
PP Starship - Good Heart
Rebel Pebbles - Dream Lover
A List:
AD Aaron Neville - Everybody Plays
Lio - The Girl From Ipanema
Kirsty MacColl - Walking Down
Camouflage - Heaven (I Want You)
Feargal Sharkey - Women And I
Definition Of Sound - Now Is
Go For It - Change Your Last
Thomas Anders - The Sweet Hello
Swing A Ling - Sound System
Time Gallery - Love Smash

RADIO MALMOHUS/Malma
Olle Nilsson/Andreas Matz -
Music Dir.
PP Daffodils - My Kind Of
AD Richard Thompson - I Feel So Good
Anna Nederal - I Hjärtats
Lenny Kravitz - It Ain't Over
Amy Grant - Baby Baby
R.E.M. - Shiny Happy People
Fai Lady - Sing - A Right
T'Pau - Whenever You Need Me
Erik Paulsson - Anor Et Jus
Back To Back - En Som Dig

RADIO LIDINGO/Stockholm
Mikael Orjansberg - DJ/Prod.
PP Crystal Waters - Gypsy Woman
AD Eric Gadd - Deadtone
P.A. & Wow - On & On igen
Seak - Future Love Paradise
Chris De Burgh - The Simple
R.E.M. - Shiny Happy People
OMD - Sailing On The Seven
Roxette - Fading Like A
Surface - Never Gonna
A Tribe Called Quest - I Left

RADIO HUDDINGE/Stockholm
Robert Schiberg - Prog. Dir.
PP Rembrandts - Someone
Lisa Fischer - How Can I Ease
AD Anna Nederal - I Hjärtats
Pet Shop Boys - Jealousy
E.L.O. - Honest Man
Sydney Youngblood - Hooked On You
P. Almgren/W. Lixson - Omåomigen
AL Marc Cohn

NORWAY

NRK/Oslo
Vidar Lonn-Arnesen - Prod.
A List:
AD Chris De Burgh - The Simple
Voices That Care - Voices That
B List:
AD Mariah Carey - I Don't Wanna
Paula Abdul - Rush Rush
New Kids O/T Block - Call It

NRK/Oslo
Jon Rustad - Prod.
PP Alice Cooper - Hey Stoopid
A List:
AD Stan Ridgway - Jack Talked Like
Deacon Blue - Your Swaying Arms
T'Pau - Whenever You Need Me
Sheila E. - Droppin' Like
3rd Bass - Pop Goes The Weasel
Return - Still Waiting
Slyboy - Get Up
Skid Row - The Threat
Foreigner - Lowdown And Dirty
Yello - Rubberband Man
AD Definition Of Sound - Walking Down

RADIO OST/Rode
Siv Mariann Olsen - DJ/Prod.
AD Jason Donovan - R.S.V.P.

Yasmin - Wanna Dance
Liz Mitchell - Mocking Bird
SFS - I Don't Even Know
Carola - Fångad Av En Stormvind
Paula Abdul - Rush Rush

RADIO VEST/Stavanger
Bjarne Tjostheim - Head Of Music
PP Kirsty MacColl - Walking Down
AD September When - Mama Won't
WIP - Dream
Buddy Guy - Damn Right
Mike & The Mechanics - A Time
Miranda Sex Garden - Gush Forth
Pet Shop Boys - Jealousy
Yello - Rubberband Man
Temper Temper - It's All Outta
Siouxie & The Banshees - Kiss
Chris Rea - Looking For The
Danko/Fjeld/Andersen
Chris Thompson
Revolution Orchestra
Ziggy Marley
Vinnie James

RADIO 102/Haugesund
Egil Houeland - Head Of Music
Kai Rembrandts - Just The Way It Is
Timmy T. - One More Try
Amy Grant - Baby Baby
Fjeld/Danko/Andersen - When
September When - Mama Won't Tell You
Crystal Waters - Gypsy Woman
Deacon Blue - Your Swaying Arms
Stan Ridgway - Gentleman

RADIO MOSS/Moss
Kai Roger Ottesen - Head Of Music
A List:
AD Mariah Carey - I Don't Wanna
Lisa Fischer - How Can I Ease
September Whend - Mama Won't
Rebel Pebbles - Dream Lover
Color Me Badd - I Wanna Sex You
Pet Shop Boys - Jealousy

B List:
AD Chris Rea - Looking For The
Foreigner - Lowdown And Dirty
Siouxie & The Banshees - Kiss
Bee Gees - The Only Love
WIP - Dream
Wonder Stuff - Caught In My
Danko/Fjeld/Andersen
Tor Endresen
Stan Ridgway
A-Team

DENMARK

DANMARKS RADIO/Århus
Leif Wivelsted - Head Of Prog.
A List:
AD Chesney Hawkes - The One And

RADIO VOICE/Copenhagen
Bo Berg - Prog. Dir.
AD Back To Back - Hvad Er Det Vi
Rod Stewart - The Motown Song
Kirsty MacColl - Walking Down

Luther Vandross - Power Of Love
Lenny Kravitz - It Ain't Over

RADIO VIBORG
Henning Kristensen/Poul Foged -
Head Of Music
A List:
AD Tom Petty/Heartbreakers - Learning
Crystal Waters - Gypsy Woman
B List:
AD Soulsister - Sweet Dreamer
Color Me Badd - I Wanna Sex You
Doors - Light My Fire

AALBORG NÆRRADIO/Aalborg
Olaf Meditzky - DJ/Prod.
PP Cathy Dennis - Touch Me
AD Tamra Rosanes - Would You
Ku Du Sa - World Come
Harriet - Temple Of Love
Master Fatman - SOS
Roachford - Get Ready
Sanne Salomonsen - Where Blues
Samantha Fox - Hurt Me Hurt Me
Back To Back - Hvad Er Det
Banananarama - Long Train Running
Susanne Carlsen - You've Got
Eric Gadd - Do You Believe In

ÅRHUS NÆRRADIO/Århus
Ib Buch - Head Of Music
A List:
AD Rod Stewart - The Motown
Lenny Kravitz - It Ain't Over
Tamra Rosanes - No Memories
Bee Gees - The Only Love
Tom Jones - I'm Not Feeling It
Timmy T. - One More Try
Paul Krebs - Dans Med Mig
Hall & Oates - Staring At
Crystal Waters - Gypsy Woman

UPTOWN FM/Copenhagen
Niels Pedersen - Head Of Music
PP R.E.M. - Shiny Happy
Timmy T. - One More Try
A List:
AD Rod Stewart - The Motown Song
Marc Cohn - Walking In Memphis
Color Me Badd - I Wanna Sex You
B List:
AD Frances Nero - Footsteps

RADIO ABC/Randers
Stig Hartvig Nielsen - Prog. Contr
A List:
AD Yasmin - Stop That Scene
Pet Shop Boys - Jealousy
Soulsister - Sweet Dreams
B List:
AD Stan Getz - The Girl From
Will To Power - Fly Bird
Ankie Bagger - If You're Alone

RADIO SYDKYSTEN/Copenhagen
Peter Hold - Head Of Music
AD Color Me Badd - I Wanna Sex You
H. Boel/Loid Back - A Hard
Extreme - More Than Words
Chris De Burgh - The Simple
Back To Back - Hvad Er Det Vi
Lonnie Gordon - Gonna Catch You
Paula Abdul - Rush Rush
Roxette - Fading Like A
T'Pau - Whenever You Need Me
The Law - Miss You In A Heart

RADIO ROSKILDE/Roskilde
Jesper Jensen - Head Of Music
PP Marc Cohn - Walking In Memphis
AD Hall & Oates - Staring All
Doors - Light My Fire
Hanne Boel/Loid Back - A Hard
Lisa Fischer - How Can I Ease
Massive Attack - Safe From Harm

RADIO HOLBÆK/Holbæk
Stig Nielsen - DJ/Prod.
A List:
AD Elvis Costello - The Other Side
Color Me Badd - I Wanna Sex You
Pat Benatar - True Love
Real Milli Vanilli - Too Late
Huey Lewis & The News - Couple

FINLAND

YLE 2/RADIOMAFIA/Helsinki
Jukka Hoorma - Music Coord.
A List:
AD Sting - Muia Per Te
Mikko Kuustonen - Enkelti Lentäjä Sun Uunin
Block - Here It Comes Again
J.Leskinen - Pienestä Piileän
Rebel Pebbles - Dream Lover
Electronic - Tighen Up
Extreme - More Than Words
Loisa - Talays
Joni Mitchell - Come In From
Mama Negra - Don't Want You No
Turo's Hewi Gee - Portorin
Tony Banks - I Wanna Change The
Nomad - Just A Groove
Zucchero/P. Young - Senza Una
Dwight Yoakam - Truckin'
Poverty Sinks - Don't Follow
Butthole Surfers - Lonesome
Milltown Bros. - Here I Stand
Veeti & The Velvets - Violent
Frederik Eero Eros/Eero
Pedro's Heavy - Miljoonan

AUSTRIA

ANTENNE AUSTRIA/Vienna
Mario Weitzl - Head Of Music
AD Zucchero/Young - Senza Una
Timmy T. - One More Try
Chris De Burgh - Simple Truth
Eurythmics - Love Is A Stranger
B.T.O. - You Ain't Seen Nothing
Will & The Power - Let The

CD INTERNATIONAL/Brotilova
Peter Lossack - Head Of Music
PP KLF - Last Train To
AD Blue Pearl - Down To You
Michel Van Dyke - Tell Him
Herbert Grönemeyer - Haarscharf

SWITZERLAND

DRS 3/Basel
Christoph Alispach - Music Co-ord.
AD Crowded House - Chocolate Cake
Extreme - More Than Words
Buddy Guy - Early In The
Peter/E.K.B. - U Baby U

AL Vinnie James
Material

COULEUR 3/Lausanne
Gerard Saudan - Head Of Music
PP Bill Pritchard - In The
Consolidated - Sexual Politics
AD Living In Texas - Shower Me
Northside - Take 5
Vinnie James - Dogs
September - When Darker And
Fred Schneider - Monster
Peter/E.K.B. - Dad Laisse Moi
Richard Thompson -
Charlelie Couture - Under
St.Etienne - Nothing Can Stop
Crystal Waters - Gypsy Woman
Stan Ridgway - Harry Truman

RETE 3/Lugano
Giorgia Passera - Head Of Music
PP Material - Cosmic Slop
Witness - House Called Love

RSR LA PREMIERE/Genevo
Catherine Colombara - Prod.
LP Paula Abdul
Michael Bolton
Enzo Enzo
Gray/Barbelivien

RADIO FORDEBAND/Bern
Res Hassenstein - DJ/Co-Ord.
PP Tom Jones - Carrying A Torch
AD Sting - The Soul Caves
Beverly Craven - Promise Me

RADIO AKTUELL/St. Gallen
Richard Fischbacher - Head Of Music
AD Ava - Cry In The Night
Soulsister - Sweet Dreamer

PORTUGAL

CORREIO DA MANHA/Lisbon
Rui Pego - Prog. Dir.
A List:
AD R.E.M. - Shiny Happy People
Electronic - Get The Message
DelFins - Cartas De Portugal
Elvis Costello - Other Side
Paul Simon - Born At The Right
B List:
AD A Man Called Adam - I Want To
E.M.F. - Children
Sheena Easton - What Comes

GREECE

ERA 2/Athens
Vassilis Loukas - Head Of Music
AD Rolling Stones - Highwire
Banders - This Is Your Life
Divinyls - Love School
Little Angels - She's A Little
Beverly Craven - Promise Me
Lenny Kravitz - It Ain't Over
R.E.M. - Shiny Happy People
De La Soul - Ring Ring Ring
Brand New Heavies - Dream Come

ANTENNA 97.1 FM/Athens
Alex Malfessis - DJ
AD Hi-Five - Like The Way
Elvis Costello - Other Side
Beverly Craven - Promise Me
Kylie Minogue - Shocked
Banananarama - Long Train
Technotronic - Move That Body

SEVEN X, 98.7 FM/Athens
Apostolos Laskarides - Prog. Dir.
PP R.E.M. - Shiny Happy People
AD Doors - Roadhouse Blues
Banders - She Sells
Soft Cell - Tainted Love
Huey Lewis - He Don't Know
Madonna - Holiday
Form - All Together Now
Happy Mondays - Bob's Yer
Soup Dragons - I'm Free
Luther Vandross - Power Of
Olto Adams - Rhythm Of Life

Dance Airplay
PP Dr. Alban - U & Mi
AD Banananarama - Long Train
Nomad - Just A Groove
Dr. Alban - Hello Africa
Quadruphonia - Quadruphonia
Dano Dawson - Romantic World

STAR FM/Thessaloniki
Vassilis Turonis - Prog. Dir.
A List:
AD Color Me Badd - I Wanna Sex
Amy Stewart - It's A Fantasy
Fixx - Crucified
B List:
AD Mike & The Mechanics - Word Of
Tom Petty - Learning To Fly
Divinyls - Make Out Right
Celine Dion - If There Is Any
R.E.M. - Shiny Happy People
Triplets - You Don't Have To

POP 92.4 FM/Athens
Isaac "Easy" Cautyel - Prog. Mgr.
AD Corina - Temptation
Thelma Houston - Throw You
Rick Astley - Move Right Out
Divinyls - Make Out Right
Michael Damian - What A Price
Rolling Stones - Sexdrive
Rembrandts - Someone

YUGOSLAVIA

STUDIO D/RADIO NOVO MESTO
Rosia Bozic - DJ/Prod.
AD Wilson Phillips - The Dream Is

POLAND

POLSKIE RADIO 1 & 2/Warsaw
Bogdan Fabianski - DJ/Prod.
PP Soft Cell - Tainted Love
Bee Gees - The Only Love
Nomad - Just A Groove
Lionie Gordon - Gonna Catch
Technotronic - Move That Body
London Boys - Sweet Soul Music
Culture Beat - No Deeper
Fernandez/Kent Illusion
Queen - Healding

Great White - Call It Rock

POLSKIE RADIO 3/Warsaw
Marek Niedzwiecki - Prod.
PP R.E.M. - Shiny Happy People
AD Doobie Brothers - Dangerous
Living Colour - Solace Of You
Alison Moyet - Wishing You
Bee Gees - When He's Gone
Farm - Don't Let Me Down
E.M.F. - Children

RADIO RMF/Cracow
Piotr Metz - Head Of Music
PP Natasha's Brother - Hand On
A List:
AD Clash - London Calling
Lenny Kravitz - It Ain't Over
B List:
AD Madonna - Holiday
Silencers - Bulletproof Heart
Waterboys - Fisherman's Blues
World Party - Thank You World

IRELAND

CENTURY FM/Dublin
Declan Meehan - DJ/Prod.
AD Robert Palmer - Dreams To Remember
Amy Grant - Every Heartbeat
Chris Rea - Looking For The
Paul Harrington - What I'd Say
Zucchero - Wonderful World
Jesus Loves You - Generations
Extreme - Get The Funk Out

EUROPE

VOA/Europe
June Browne - Director
AD Tarzan Kemp - Piece Of My Heart
Rhythm Syndicate - PASSION



MTV/London
Brian Diamond - Prog. Dir.
Heavy Rotation:
Zucchero/P. Young - Senza Una
De La Soul - Ring Ring Ring
KLF - Last Train To Trancentral
Roxette - Fading Like A Flower
Seak - Future Love Paradise
R.E.M. - Shiny Happy People

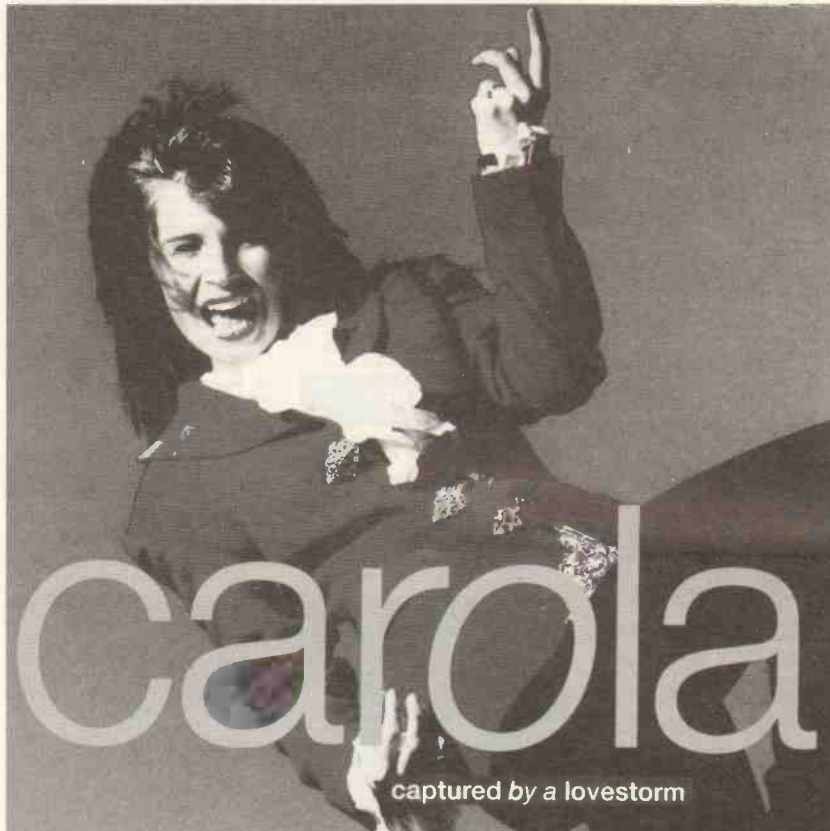
Active Rotation:
Rembrandts - Just The Way It Is
Doors - Break On Through/Light
Mylene Farmer - Desenchante
Cher - The Shoop Shoop Song
OMD - Sailing The Seven Seas
Michael Bolton - Love Is A
Simple Mind - See The Lights
Technotronic - Move That Body
Block Box - Strike It Up
Amy Grant - Baby Baby
Crystal Waters - Gypsy Woman
Paula Abdul - Rush Rush

Buzz Bin:
Ziggy Marley - Kozmik
Siouxie & The Banshees - Kiss
Definition Of Sound - Now Is
Y.L.O. - Rubber Band Man
Massive Attack - Safe From Harm

Breakout:
Extreme - More Than Words
Monie Love/Adeve - Ring My Bell
Electronic - Get The Message
Karl Keaton - Love's Burn
Elvis Costello - The Other Side
Pet Shop Boys - Jealousy
Golden Earring - Going To The
Triplets - You Don't Have To Go
Huey Lewis/The News - Couple
Color Me Badd - I Wanna Sex You
Roachford - Get Ready
Jesus Loves You - Bow Down
Block Crozes - Jealousy Again
Happy Mondays - Step On
Queensryche - Silent Lucidity
E/T/S - Slougherhouse - Trapped
Living Colour - Solace Of You
Joe Jackson - Stranger Than
Pat Benatar - True Love
Mama Negra - King Of Bongo

Prime Breakout:
Chesney Hawkes - The One And
Nomad - Just A Groove
Kim Appleby - Mama
Happy Mondays - Step On
Kylie Minogue - Shocked
Blue Pearl - Alive
Cathy Dennis - Touch Me

Medium Rotation:
Simple Minds - Let There Be
Rod Stewart - Rhythm Of My
Pet Shop Boys - Where The
Scorpions - Wind Of Change
R.E.M. - Losing My Religion



captured by a lovestorm

"Captured By A Lovestorm"

RIDE THE CAROLA EXPRESS, CHECK OUT HER HIT SINGLE
PART OF THE FORTHCOMING ALBUM "MUCH MORE"
AND HER EUROPEAN PROMO TOUR NOW!





EUROCHART HOT 100 SINGLES



THIS WEEK LAST WEEK WKS on CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHERS)	COUNTRIES CHARTED
1	21 Wind Of Change Scorpions - Mercury (Almo/Testatyme Music)	UK.F.D.B.N.L.A.CH.S.DK.N	35	27 10 Sailing On The Seven Seas O.M.D. - Virgin (Raw Unlimited/Virgin)	UK.D.S	69	54 4 La Musclada Les Muscles - A-B/Polydor (ABeditions)	F
2	2 9 The Shoop Shoop Song (It's In His Kiss) Cher - Epic (Alley/Trio/Hudson Bay)	UK.D.B.N.L.A.S.PDK.Ir.N	36	46 6 Tout C'Qui Nous Separe Jil Caplan - Epic (Jay Alanski)	F	70	47 20 (I Wanna Give You) Devotion Nomad feat. MC Mikee Freedom - Rumour (Skratch/Copyright Control)	E.A.CH.GR
3	6 9 Senza Una Donna (Without A Woman) Zucchero Fornaciari & Paul Young - London (Warner Chappell/PolyGram/EMI)	UK.D.B.N.L.A.CH.S.DK.N	37	40 5 Fångad Av En Stormvind Carola - Rival/BMG (Rival Music)	B.A.S.SF	71	NE I Touch Myself Divinyls - Virgin America (B.Steinberg/D.Barry/EMIS)	UK.Ir
4	3 7 Last Train To Trancentral/The Iron Horse KLF - KLF Communications (EG/Zoo/WC/Wandee/BMG)	UK.D.B.N.L.S.DK.N.SF.GR	38	49 3 Yo!! Sweetness M.C. Hammer - Capitol (Bust-It)	UK.DK.Ir	72	NE E Vado Via Felix Gray & Didier Barbelivien - Multi/Talar (Zone Musique)	F.B
5	4 15 Joyride Roxette - EMI (Jimmy Fun Music)	D.B.A.CH.S.PDK.N.I	39	19 14 Darling Roch Voisine - Ariola (Ed. Georges Mary)	F.B	73	75 2 Le Dernier Qui A Parlé Amina - Philips (PolyGram Music)	F.B.S
6	9 5 Gypsy Woman (La Da Da La Da Dee) Crystal Waters - A&M (BMG)	UK.D.B.N.L.Ir.SF.I	40	36 3 Bow Down Mister Jesus Loves You - More Protein (Virgin)	F.D.B.A	74	44 8 Love Is A Wonderful Thing Michael Bolton - Columbia (Warner Chappell)	UK.D.N.L.S
7	7 14 The One And Only Chesney Hawkes - Chrysalis (Warner Chappell)	D.B.N.L.A.CH.S.DK.N	41	32 16 No Coke Dr. Alban - SweMix (SweMix Publishing)	D.N.L.A.CH.GR.I	75	NE Bobby Brown Frank Zappa - Reel Records (Not listed)	A.S.N
8	8 4 I Wanna Sex You Up Color Me Badd - Giant (Hip Hop/Hifrost)	UK.D.B.N.L.Ir	42	37 15 Secret Love Bee Gees - Warner Brothers (Gibb Brothers/BMG Music)	D.A.GR	76	88 2 92 F Boilerhouse Pop Will Eat Itself - RCA (BMG Music)	UK.Ir
9	5 6 Fading Like A Flower (Every Time You Leave) Roxette - EMI (EMI)	UK.D.B.N.L.A.CH.S.DK.N.SF	43	35 6 Touch Me (All Night Long) Cathy Dennis - Polydor (Chrysalis/Memory Lane)	UK.D.N.L.Ir	77	72 16 Unfinished Sympathy Massive - Wild Bunch/Circa (Island)	D.CH
10	12 5 Baby Baby Amy Grant - A&M (Age To Age/Edward Grant/Yellow Elephant)	UK.D.S.Ir	44	48 25 The Grease Megamix John Travolta & Olivia Newton-John - Polydor (Warner Chappell)	F.E.DK	78	NE Do You Want Me Salt N' Pepa - frrr (Copyright Control)	UK
11	10 11 Désenchantée Mylène Farmer - Polydor (Requiem Publishing)	F.D.B	45	98 2 Thinking About Your Love Kenny Thomas - Cooltempo (EMI/Rondor)	UK	79	NE Hotel California Gipsy Kings - Columbia (Long Run/Fingers/Warner Chappell)	P.GR
12	11 8 Ring Ring Ring (Ha Ha Hey) De La Soul - Tommy Boy (WC/Tea Girl/Curio/Chelsea/Island/MCA)	D.B.N.L.CH.S.DK.SF.GR.I	46	52 10 Strike It Up Black Box - de/Construction (Warner Chappell/Copyright Control)	D.B.N.L.P	80	96 2 Walking Down Madison Kirsty MacColl - Virgin (Virgin/Warner Chappell)	UK
13	42 2 Holiday Madonna - Sire (Chrysalis)	UK.Ir.SF	47	39 16 Mea Culpa Part II Enigma - Virgin (Data Alpha/Mambo/Siegel)	F.P.GR.I	81	NE Planet Of Sound Pixies - 4AD (Rice And Beans)	UK.Ir
14	13 4 Move That Body Technotronic - ARS (ADM/SOF)	UK.D.B.CH.PDK.Ir.SF	48	87 4 Je Me Battrai Pour Elle Frederic Francois - Trema (Barracato/Lercara)	F.B	82	NE El 7 Del Septiembre Mecano - Ariola (BMG Music)	E
15	20 3 Shocked Kylie Minogue - PWL (All Boys Music)	UK.B.Ir	49	29 6 Just A Groove Nomad - Rumour (Skratch)	D.B.N.L.CH	83	RE De Sku' Ha' No'En Bank Brian - Genlyd (Genlyd)	DK
16	59 2 Light My Fire The Doors - Elektra (Rondor Music)	UK.Ir.SF	50	30 4 Tainted Love/Where Did Our Love Go? Soft Cell/Marc Almond - Mercury (Burlington/Warner Chappell)	UK.D.Ir	84	60 3 Rush Rush Paula Abdul - Virgin (EMI Songs)	D.B.S.GR
17	NE Auteuil Neuilly Passy Les Inconnus - Productions Ledermann (Ledermann)	F	51	61 6 Breek De Stijle Stef & Bob - HKM (Hans Kusters)	B	85	83 3 Word Of Mouth Mike & The Mechanics - Virgin (Michael Rutherford)	D.N.L.DK
18	16 13 Rhythm Of My Heart Rod Stewart - Warner Brothers (WB/Jamm/Bibo)	F.D.A.CH.S.DK	52	84 2 The Robots Kraftwerk - EMI (EMI Music)	UK.D.Ir	86	NE My Special Child Sinead O'Connor - Ensign (EMI)	UK.Ir
19	17 12 A Nos Actes Manques Fredericks, Goldman & Jones - Columbia (JRG/Marc Lumbroso)	F	53	38 4 Success Dannii Minogue - MCA (Mushroom/EMI)	UK	87	86 2 About You David Hallyday - Scotti Bros (Maritza Music)	F
20	24 4 Shiny Happy People R.E.M. - Warner Brothers (Warner Chappell)	UK.D.B.N.L.Ir	54	41 5 Call It What You Want New Kids On The Block - Columbia (EMI)	UK.B.N.L.S.GR	88	NE It Ain't Over 'Til It's Over Lenny Kravitz - Virgin America (Miss Bessie Music)	UK.NL
21	21 7 Future Love Paradise Seal - ZTT/WEA (Beethoven Street/Perfect)	UK.D.N.L.A.CH.S.DK.SF	55	56 6 Anastasia 199 - Who's That Beat/PIAS (P&M)	UK.B.NL	89	82 8 Get The Message Electronic - Virgin (Warner Chappell)	UK.D.GR
22	34 2 Saga Africa Yannick Noah - Carrere (Copyright Control)	F.B	56	57 6 Se Siamo Insieme Riccardo Cocciante - Virgin (Boventoon/L'Altra Meta)	B.I	90	NE Rubberbandman Yello - Phonogram (Warner Chappell/Axxis Musikverlag)	UK.D
23	67 2 Jealousy Pet Shop Boys - Parlophone (Cage/10 Music)	UK.D.Ir.SF	57	78 5 U & Mi Dr. Alban - SweMix (SweMix/Misty Music)	D.A.CH	91	NE Escape Gary Clail On-U Sound System - Perfacto (Perfacto/PolyGram/Copyright Control)	UK
24	18 16 Should I Stay Or Should I Go The Clash - Columbia (Ninaden)	D.B.A.CH.S.DK.N.GR	58	RE Hijo De La Luna Mecano - RCA/BMG (Ba Ba Blaxi Music)	F	92	71 4 Whenever You Need Me T'Pau - Siren (Virgin)	UK.Ir
25	15 6 Promise Me Beverly Craven - Epic (Warner Chappell)	UK.F.Ir	59	69 11 Here We Go C&C Music Factory feat. Freedom Williams - Columbia (Civillies/Cole)	D.E.A.CH	93	62 4 Diego Libre Dans Sa Tete Johnny Hallyday - Phonogram (Apache)	F
26	23 13 Where The Streets Have No Name/Seriously Pet Shop Boys - Parlophone (a.EMI/Warner Chappell aa.Cage/10)	D.E.A.CH.S.P.I	60	53 12 Snap Megamix Snap - Logic/Ariola (Warner Chappell/Zomba/Minder)	D.CH.P	94	85 6 Lucifer Blue System - Hansa/Ariola (Hanseatic)	D.A
27	14 26 Crazy Seal - ZTT/WEA (Beethoven Street/Perfect)	F.D.A.CH	61	45 3 See The Lights Simple Minds - Virgin (Virgin)	UK.D.B.S.DK	95	63 25 Hello Afrika Dr. Alban - SweMix (Progressive/Misty/SweMix)	E.CH.P.GR
28	22 10 One More Try Timmy T. - Quality (RMI)	D.B.NL.CH.S	62	NE Send Me An Angel Scorpions - Mercury (Copyright Control)	F	96	65 27 AllTogetherNow The Farm - Produce (Farm Music)	D.E
29	28 8 How To Dance Bingoboy & Princesa - Atlantic (Copyright Control)	D.B.N.L.A.CH.S	63	NE People Are Still Having Sex LaTour - Polydor (Take 2)	UK.B.SF	97	RE I Can See Clearly Now (Remix) Johnny Nash - Epic (Rondor Music)	P
30	26 13 Let There Be Love Simple Minds - Virgin (Virgin Music)	F.D.CH.GR.I	64	58 15 Place Des Grands Hommes Patrick Bruel - RCA (14 Productions)	F	98	95 3 Les Yeux Ouverts Enzo Enzo - Ariola (Francis Day)	F
31	33 8 Just The Way It Is, Baby the Rembrandts - Aico (WB/Warner-Tamerlane/Tiger God)	D.A.DK	65	99 2 La Zoubida Lagaf - Flarenasch (Copyright Control)	F.B	99	NE Safe From Harm Massive Attack - Wild Bunch (Island/Chippenware/Copyright Control)	UK
32	25 8 Homely Girl UB40 - Virgin (Virgin/Intersong)	F	66	68 5 Anitouni Wamblee - PLR (PLR)	B	100	70 3 Les P'tits Loupes Anne - Ades (Walt Disney Music)	F
33	64 2 Only Fools (Never Fall In Love) Sonia - I.Q. Records (Hyde Park/Cordella/EMI)	UK.Ir	67	43 15 This Is Your Life Banderas - London (One Life/Island/Elysian)	D.I			
34	31 14 Losing My Religion R.E.M. - Warner Brothers (Warner Chappell)	B.NL.S.DK	68	NE Remember Me With Love Gloria Estefan - Epic (EMI)	UK.Ir			

UK = United Kingdom, D = Germany, F = France, CH = Switzerland, A = Austria, I = Italy, E = Spain, NL = Holland, B = Belgium, IR = Ireland, S = Sweden, DK = Denmark, N = Norway, SF = Finland, P = Portugal, GR = Greece.
 ○ = FAST MOVERS NE = NEW ENTRY RE = RE-ENTRY

UNITED KINGDOM

- Singles**
- 1 **Color Me Badd** - I Wanna Sex You Up
 - 2 **Amy Grant** - Baby Baby
 - 3 **Cher** - The Shoop Shoop Song
 - 4 **Madonna** - Holiday
 - 5 **Kylie Minogue** - Shocked
 - 6 **The Doors** - Light My Fire
 - 7 **Crystal Waters** - Gypsy Woman
 - 8 **R.E.M.** - Shiny Happy People
 - 9 **Pet Shop Boys** - Jealousy
 - 10 **Beverly Craven** - Promise Me
- Albums**
- 1 **Seal** - Seal
 - 2 **Electronic** - Electronic
 - 3 **Wonder Stuff** - Never Loved Elvis
 - 4 **Deacon Blue** - Fellow Hoodlums
 - 5 **Eurythmics** - Greatest Hits
 - 6 **R.E.M.** - Out Of Time
 - 7 **Beverly Craven** - Beverly Craven
 - 8 **Michael Bolton** - Time, Love & Tenderness
 - 9 **Bob Marley** - Legend
 - 10 **Dexys Midnight Runners** - The Very Best

SPAIN

- Singles**
- 1 **Mecano** - El 7 Del Septiembre
 - 2 **Pet Shop Boys** - Where The.../Seriously
 - 3 **J. Travolta & O. Newton-John** - The Grease Megamix
 - 4 **Los Manolos** - All My Loving
 - 5 **The Farm** - All Together Now
 - 6 **Nomad** - (I Wanna Give You) Devotion
 - 7 **Afrika Bambaataa** - Just Get Up And Dance
 - 8 **Antico** - We Need Freedom
 - 9 **Loco Mia** - Loco Vox
 - 10 **KLF** - 3 A.M. Eternal
- Albums**
- 1 **Soundtrack** - Grease
 - 2 **Juan Luis Guerra & 4.40** - Bachata Rosa
 - 3 **Sergio Dalma** - Sintiendos La Piel
 - 4 **Juan Luis Guerra & 4.40** - Djala Que Llavea Cafe
 - 5 **R.E.M.** - Out Of Time
 - 6 **Emilio Aragon** - Te Huelen Los Pies
 - 7 **Eurythmics** - Greatest Hits
 - 8 **Roxette** - Joyride
 - 9 **Soundtrack** - The Doors
 - 10 **Modestia Aparte** - Historias Sin Importancia

DENMARK

- Singles**
- 1 **Brian** - De Sku' Ha' No'En Bank
 - 2 **Cher** - The Shoop Shoop Song
 - 3 **Hugo** - Hugo Er En Skærmtrol
 - 4 **Cu'n Move** - Take No Crap
 - 5 **KLF** - Last Train To Trancentral
 - 6 **Chesney Hawkes** - The One And Only
 - 7 **Mental Generation** - Slam
 - 8 **Scorpions** - Wind Of Change
 - 9 **Technotronic** - Move That Body
 - 10 **Roxette** - Joyride
- Albums**
- 1 **Beach Boys** - Very Best Of
 - 2 **Anne Linnet** - Det' Så Dansk
 - 3 **Roxette** - Joyride
 - 4 **Klassiske Mesterværker** - 14 Klassiske Perler
 - 5 **Sko/Torp** - On A Long Lonely Night
 - 6 **Michael Bolton** - Time, Love & Tenderness
 - 7 **Johnny Madsen** - Bounty Blue
 - 8 **Bamses Venner** - Lyseblå Dage
 - 9 **Rod Stewart** - Vagabond Heart
 - 10 **Eurythmics** - Greatest Hits

SWITZERLAND

- Singles**
- 1 **Scorpions** - Wind Of Change
 - 2 **De La Soul** - Ring Ring Ring
 - 3 **Roxette** - Joyride
 - 4 **Roxette** - Fading Like A Flower
 - 5 **Chesney Hawkes** - The One And Only
 - 6 **Z. Fornaciari & P. Young** - Senza Una Donna
 - 7 **Seal** - Future Love Paradise
 - 8 **MC Eugster** - Zillertaler Hochzeitsmarsch
 - 9 **Massive** - Unfinished Sympathy
 - 10 **The Clash** - Should I Stay Or Should I Go
- Albums**
- 1 **Roxette** - Joyride
 - 2 **Rod Stewart** - Vagabond Heart
 - 3 **Soundtrack** - The Doors
 - 4 **The Doors** - The Best Of The Doors
 - 5 **Simple Minds** - Real Life
 - 6 **Scorpions** - Crazy World
 - 7 **Lenny Kravitz** - Mama Said
 - 8 **Michael Bolton** - Time, Love & Tenderness
 - 9 **Huey Lewis & The News** - Hard At Play
 - 10 **Seal** - Seal

GERMANY

- Singles**
- 1 **Scorpions** - Wind Of Change
 - 2 **Z. Fornaciari & P. Young** - Senza Una Donna
 - 3 **Roxette** - Joyride
 - 4 **KLF** - Last Train To Trancentral
 - 5 **Roxette** - Fading Like A Flower
 - 6 **Cher** - The Shoop Shoop Song
 - 7 **The Rembrandts** - Just The Way It Is, Baby
 - 8 **Rod Stewart** - Rhythm Of My Heart
 - 9 **Chesney Hawkes** - The One And Only
 - 10 **De La Soul** - Ring Ring Ring
- Albums**
- 1 **Roxette** - Joyride
 - 2 **Eurythmics** - Greatest Hits
 - 3 **Scorpions** - Crazy World
 - 4 **Rod Stewart** - Vagabond Heart
 - 5 **R.E.M.** - Out Of Time
 - 6 **Soundtrack** - The Doors
 - 7 **Simple Minds** - Real Life
 - 8 **Bee Gees** - High Civilization
 - 9 **Seal** - Seal
 - 10 **O.M.D.** - Sugar Tpx

HOLLAND

- Singles**
- 1 **Scorpions** - Wind Of Change
 - 2 **KLF** - Last Train To Trancentral
 - 3 **Z. Fornaciari & P. Young** - Senza Una Donna
 - 4 **Crystal Waters** - Gypsy Woman
 - 5 **T99** - Anastasia
 - 6 **De La Soul** - Ring Ring Ring
 - 7 **Black Box** - Strike It Up
 - 8 **Nomad** - Just A Groove
 - 9 **Roxette** - Fading Like A Flower
 - 10 **Dr. Alban** - No Coke
- Albums**
- 1 **R.E.M.** - Out Of Time
 - 2 **Bob Marley** - Legend
 - 3 **Seal** - Seal
 - 4 **Eurythmics** - Greatest Hits
 - 5 **Roxette** - Joyride
 - 6 **Doe Maar** - Doe Maar De Beste
 - 7 **Lenny Kravitz** - Mama Said
 - 8 **Golden Earring** - Bloody Buccaneers
 - 9 **Het Goede Doel** - Het Beste Van...
 - 10 **Rolling Stones** - Flashpoint

NORWAY

- Singles**
- 1 **Z. Fornaciari & P. Young** - Senza Una Donna
 - 2 **Scorpions** - Wind Of Change
 - 3 **Cher** - The Shoop Shoop Song
 - 4 **Return** - Tell Me
 - 5 **Chesney Hawkes** - The One And Only
 - 6 **KLF** - Last Train To Trancentral
 - 7 **Roxette** - Joyride
 - 8 **Roxette** - Fading Like A Flower
 - 9 **Frank Zappa** - Bobby Brown
 - 10 **The Clash** - Should I Stay Or Should I Go
- Albums**
- 1 **Michael Bolton** - Time, Love & Tenderness
 - 2 **Roxette** - Joyride
 - 3 **Gasolin** - Rabalderstraede
 - 4 **Scorpions** - Crazy World
 - 5 **Bjelleklang** - Dang Dang
 - 6 **R.E.M.** - Out Of Time
 - 7 **Soundtrack** - The Doors
 - 8 **Rod Stewart** - Vagabond Heart
 - 9 **Oystein Sunde** - 40 Beste
 - 10 **Jonas Fjeld, Rick Danko & Eric Anderse**

AUSTRIA

- Singles**
- 1 **Chesney Hawkes** - The One And Only
 - 2 **Cher** - The Shoop Shoop Song
 - 3 **Roxette** - Joyride
 - 4 **Bingoboy & Princessa** - How To Dance
 - 5 **Rod Stewart** - Rhythm Of My Heart
 - 6 **Scorpions** - Wind Of Change
 - 7 **Bee Gees** - Secret Love
 - 8 **Frank Zappa** - Bobby Brown
 - 9 **Dr. Alban** - No Coke
 - 10 **The Rembrandts** - Just The Way It Is, Baby
- Albums**
- 1 **Roxette** - Joyride
 - 2 **Eurythmics** - Greatest Hits
 - 3 **Dr. Alban** - Hello Afrika
 - 4 **Stefanie Werger** - Stille Wasser
 - 5 **Rod Stewart** - Vagabond Heart
 - 6 **Soundtrack** - The Doors
 - 7 **Bee Gees** - High Civilization
 - 8 **Kastelruther Spatzen** - Wahrheit Ist Ein...
 - 9 **R.E.M.** - Out Of Time
 - 10 **Jazz Gitti** - A Wunda

FRANCE

- Singles**
- 1 **Mylene Farmer** - Désenchantée
 - 2 **Les Inconnus** - Auteuil Neuilly Passy
 - 3 **Fredericks, Goldman & Jones** - A Nos Actes Manques
 - 4 **Yannick Noah** - Saga Africa
 - 5 **UB40** - Homely Girl
 - 6 **Jil Caplan** - Tout C'Qui Nous Separe
 - 7 **Roch Voisine** - Darling
 - 8 **Seal** - Crazy
 - 9 **Fredric Francois** - Je Me Battrai Pour Elle
 - 10 **Mecano** - Hijo De La Luna
- Albums**
- 1 **Mylene Farmer** - L'Autre
 - 2 **Patrick Bruel** - Alors Regarde
 - 3 **Soundtrack** - Grease
 - 4 **UB 40** - Labour Of Love II
 - 5 **Jean-Jacques Goldman** - Fredericks, Goldman & Jones
 - 6 **Rolling Stones** - Flashpoint
 - 7 **Enigma** - MCMXC A.D.
 - 8 **Roch Voisine** - Double
 - 9 **Mano Negra** - King Of Bongo
 - 10 **Coluche** - Ses Meilleurs Moments Sur R.F.M.

BELGIUM

- Singles**
- 1 **Stef & Bob** - Breek De Stilte
 - 2 **Z. Fornaciari & P. Young** - Senza Una Donna
 - 3 **Wamblee** - Anitouni
 - 4 **Crystal Waters** - Gypsy Woman
 - 5 **KLF** - Last Train To Trancentral
 - 6 **Pleasure Game** - Le Dormeur
 - 7 **Mylene Farmer** - Désenchantée
 - 8 **Carola** - Fångad Av En Stormvind
 - 9 **Chesney Hawkes** - The One And Only
 - 10 **Amina** - Le Dernier Qui A Parlé
- Albums**
- 1 **De Kreuners** - Het Beste Van
 - 2 **Mylene Farmer** - L'Autre
 - 3 **Stef Bos** - Is Dit Nu Later
 - 4 **Bart Kaell** - Gewoon Omdat Ik Van Je Hou
 - 5 **Isabelle A** - Isabelle A
 - 6 **Soundtrack** - The Doors
 - 7 **Roxette** - Joyride
 - 8 **Simple Minds** - Real Life
 - 9 **Eurythmics** - Greatest Hits
 - 10 **Soundtrack** - Twin Peaks

FINLAND

- Singles**
- 1 **De La Soul** - Ring Ring Ring
 - 2 **J. Leskinen Grand Slam** - Pienestä Pitäen
 - 3 **Crystal Waters** - Gypsy Woman
 - 4 **Londonboys** - Sweet Soul Music
 - 5 **KLF** - Last Train To Trancentral
 - 6 **Murkulat** - Rap-Arperi
 - 7 **Pet Shop Boys** - Jealousy
 - 8 **D.C. Klowns** - World Gone Mad
 - 9 **Roxette** - Fading Like A Flower
 - 10 **Seal** - Future Love Paradise
- Albums**
- 1 **Roxette** - Joyride
 - 2 **Eppu Normaali** - Paskahatun Paluu
 - 3 **Kolmas Nainen** - Elämän Tarkoituks
 - 4 **Michael Bolton** - Time, Love & Tenderness
 - 5 **Bananarama** - Pop Life
 - 6 **R.E.M.** - Out Of Time
 - 7 **De La Soul** - 3 Feet High And Rising
 - 8 **Suurlähettilää** - Omituisten Otusten Kerho
 - 9 **Hanna Ekola** - Hanna Ekola
 - 10 **Inner Circle** - Black Roses

GREECE

- Singles**
- 1 **KLF** - Last Train To Trancentral
 - 2 **Dr. Alban** - Hello Afrika
 - 3 **De La Soul** - Ring Ring Ring
 - 4 **Nomad** - (I Wanna Give You) Devotion
 - 5 **Gipsy Kings** - Hotel California
 - 6 **KLF** - 3 A.M. Eternal
 - 7 **Paula Abdul** - Rush Rush
 - 8 **Dr. Alban** - No Coke
 - 9 **Enigma** - Mea Culpa Part II
 - 10 **C&C Music Factory** - Gonna Make You Sweat
- Albums**
- 1 **R.E.M.** - Out Of Time
 - 2 **Dr. Alban** - Hello Afrika
 - 3 **Scorpions** - Crazy World
 - 4 **E.M.F.** - Schubert Dip
 - 5 **Eurythmics** - Greatest Hits
 - 6 **KLF** - The White Room
 - 7 **Massive** - Blue Lines
 - 8 **Gipsy Kings** - Mosaïque
 - 9 **Roxette** - Joyride
 - 10 **De La Soul** - De La Soul Is Dead

ITALY

- Singles**
- 1 **Riccardo Cocciante** - Se Stiamo Insieme
 - 2 **Simple Minds** - Let There Be Love
 - 3 **Crystal Waters** - Gypsy Woman
 - 4 **P. Bertoli & Tazenda** - Spunta La Luna...
 - 5 **Lupo** - So Hard
 - 6 **Roxette** - Joyride
 - 7 **Umberto Tozzi** - Gli Altri Siamo Noi
 - 8 **Banderas** - This Is Your Life
 - 9 **Lonnie Gordon** - Gonna Catch You
 - 10 **Marco Masini** - Perché Lo Fai
- Albums**
- 1 **Gino Paoli** - Matto Come Un Gatto
 - 2 **Marco Masini** - Malinconia
 - 3 **R.E.M.** - Out Of Time
 - 4 **Sting** - The Soul Cages
 - 5 **Simple Minds** - Real Life
 - 6 **Umberto Tozzi** - Gli Altri Siamo Noi
 - 7 **Antonello Venditti** - Il Diario
 - 8 **Riccardo Cocciante** - Cocciante
 - 9 **Enigma** - MCMXC A.D.
 - 10 **Paolo Vallesi** - Paolo Vallesi

SWEDEN

- Singles**
- 1 **Scorpions** - Wind Of Change
 - 2 **Chesney Hawkes** - The One And Only
 - 3 **R.E.M.** - Losing My Religion
 - 4 **Carola** - Fångad Av En Stormvind
 - 5 **Roxette** - Fading Like A Flower
 - 6 **KLF** - Last Train To Trancentral
 - 7 **Timmy T.** - One More Try
 - 8 **Army Of Lovers** - Crucified
 - 9 **O.M.D.** - Sailing On The Seven Seas
 - 10 **Z. Fornaciari & P. Young** - Senza Una Donna
- Albums**
- 1 **Roxette** - Joyride
 - 2 **Michael Bolton** - Time, Love & Tenderness
 - 3 **Rod Stewart** - Vagabond Heart
 - 4 **Mauro Scocco** - Dr. Space Dagbok
 - 5 **Scorpions** - Crazy World
 - 6 **R.E.M.** - Out Of Time
 - 7 **Seal** - Seal
 - 8 **Simple Minds** - Real Life
 - 9 **Eric Gadd** - Eric Gadd
 - 10 **Wilmer X** - Mambo Feber

IRELAND

- Singles**
- 1 **Cher** - The Shoop Shoop Song
 - 2 **Kylie Minogue** - Shocked
 - 3 **The Doors** - Light My Fire
 - 4 **Madonna** - Holiday
 - 5 **R.E.M.** - Shiny Happy People
 - 6 **Sinead O'Connor** - My Special Child
 - 7 **Sonia** - Only Fools
 - 8 **Pet Shop Boys** - Jealousy
 - 9 **Kathy Durkin** - Working Man
 - 10 **Amy Grant** - Baby Baby
- Albums**
- 1 **The Saw Doctors** - If This Is Rock & Roll
 - 2 **Dermot Morgan** - Scrap Saturday - The Tapes
 - 3 **Seal** - Seal
 - 4 **R.E.M.** - Out Of Time
 - 5 **Deacon Blue** - Fellow Hoodlums
 - 6 **Eurythmics** - Greatest Hits
 - 7 **M.C. Hammer** - Please Hammer Don't Hurt 'Em
 - 8 **Soundtrack** - The Doors
 - 9 **The Doors** - In Concert
 - 10 **Technotronic** - Body To Body

PORTUGAL

- Singles**
- 1 **Gipsy Kings** - Hotel California
 - 2 **Johnny Nash** - I Can See Clearly Now (Remix)
 - 3 **Snap** - Snap Megamix
 - 4 **Roxette** - Joyride
 - 5 **Technotronic** - Move That Body
 - 6 **Bobby Vinton** - Blue Velvet
 - 7 **Devise** - What Is Sadness?
 - 8 **Enigma** - Sadness Part I
 - 9 **Antonio Rios** - Sweet Sixties
 - 10 **Enigma** - Mea Culpa Part II
- Albums**
- 1 **Enigma** - MCMXC A.D.
 - 2 **Supertramp** - The Very Best Of...
 - 3 **R.E.M.** - Out Of Time
 - 4 **Rolling Stones** - Flashpoint
 - 5 **Michael Bolton** - Time, Love & Tenderness
 - 6 **Soundtrack** - Twin Peaks
 - 7 **Chris Isaak** - Wicked Game
 - 8 **The Waterboys** - Best Of 81-90
 - 9 **Simple Minds** - Real Life
 - 10 **Dr. Alban** - Hello Afrika

Based on the national sales charts from 16 European markets. Information supplied by MRIB (UK); Bundesverband Der Phonographischen Wirtschaft/Media Control/Musikmarkt (West Germany); Europe 1/Canal Plus/Tele7Jours (France); RAI Stereo Due/Musica E Dischi/Mario De Luigi (Italy); Stichting Nederlandse Top 40 (Holland); SABAM/IFPI (Belgium); GLF/IFPI (Sweden); IFPI/Johan Schlueter (Denmark); VG (Norway); Gallup/AFYVE (Spain); Seura/IFPI (Finland); IFPI (Ireland); AFP (Portugal); Austria Top 30 (Austria); Media Control/Musikmarkt (Switzerland); IFPI (Greece).

Understanding Listener Audience Segments

The terms "P-1s", "lifegroups" and "clusters", bandied about by radio researchers and programmers, are often used interchangeably and are thought to represent basically the same kinds of audience groups when stations plan programming and marketing strategy. However, it appears that there are vast differences among these segments of radio listeners, and their data should be looked at and treated quite differently.

P-1 listeners are really partisans to one particular station, and because there are so many differences within any one format arena, these people are station-specific.

Lifegroupers are listeners who align themselves with a specific group of music artists, and can share their P-1 status among several stations based on the cross-format listening they might do.

Clusters of listeners that are segmented in true cluster analysis research are groups of people with several common characteristics who are segmented according to listening behaviour, usage, income, group-station sampling, etc. Stations that realise the true differences among these segments of radio audiences will have the most success in competitive battles.

Courtesy of Radio Watch.

Trend: Stations Drop EL For Soft AC; Mellow Rock Grows

The number of easy listening stations defecting to soft AC has reached record levels in recent months. In 1990, 15 stations in the top 50 US markets fled EL to target

younger audiences as soft AC. Observers feel that the erosion of EL is as much a function of revenue as ratings. In short, many EL stations had good shares of listening,

even among key 25-54 year-olds, but marketplace perceptions made the "older" stations harder to sell.

Will new defectors do well with the change to soft AC? The answer appears to be "yes". Over the past six or seven years, most ELs have been playing "soft vocals" in their mix (up to six per hour), and the format changes have barely been perceived among listeners. Up until just three or four years ago, an EL that flipped to soft AC also had to change call letters. Now, that kind of move isn't necessary, especially with the change being seen as part of an evolution, and with the "baby boomers" (those born between 1943-60) moving into the targeting window to replace old-line "older" listeners.

Meanwhile, mellow rock or AC/rock appears to be the latest format craze for researchers and consultants trying to build client bases. Bolton Research is promoting its finding and development of the format for WMMO/Orlando, and Alan Burns Associates is direct-marketing stations, saying the format is the wave of the '90s. Many recognise the pioneer contemporary rock/AC station to be KRVK/Kansas City (The River). *Courtesy of Radio Watch.*

Pittman Gets Back To Radio

MTV founder Bob Pittman has gone back to his broadcasting roots in the radio arena. Having programmed WNBC/New York, his latest endeavor is the acquisition of a new FM just outside Hartford, CT. The station will use an already existing tower in Torrington, which may eliminate the process of going through local zoning boards for their antenna site. Pittman's part-

ners include actress Susan St. James, her husband Dick Ebersol (respected comedic producer of NBC-TV's long-running weekly show "Saturday Night Live"), and three others. They will answer to company name The Local Girls and Boys Broadcasting Corporation. Station format is not known, but a music-intensive program is expected.

SINGLES

TW	LW	Artist/Title	Label
1	1	PAULA ABDUL/Rush Rush	Captive
2	2	COLOR ME BADD/I Wanna Sex You Up (From New Jack City)	Giant
3	3	EXTREME/More Than Words	A&M
4	5	R.E.M./Losing My Religion	Warner Brothers
5	4	MICHAEL BOLTON/Love Is A Wonderful Thing	Columbia
6	7	EMF/Unbelievable	EMI
7	8	LUTHER VANDROSS/Power Of Love/Love Power	Epic
8	9	BLACK BOX/Strike It Up	RCA
9	6	MARIAH CAREY/I Don't Wanna Cry	Columbia
10	14	JESUS JONES/Right Here, Right Now	SBK
11	11	HUEY LEWIS & THE NEWS/Couple Days Off	EMI
12	12	ANOTHER BAD CREATION/Playground	Motown
13	15	UB40/Here I Am (Come And Take Me)	Virgin
14	10	HI-FIVE/I Like The Way (The Kissing Game)	Jive
15	19	CRYSTAL WATERS/Gypsy Woman (She's Homeless)	Mercury
16	18	MARC COHN/Walking In Memphis	Atlantic
17	16	GERARDO/We Want The Funk	Interscope
18	20	LISA FISCHER/How Can I Ease The Pain	Elektra
19	28	MICHAEL W. SMITH/Place In This World	Reunion
20	17	L.L. COOL J/Mama Said Knock You Out	Def Jam
21	22	SALT-N-PEPA/Do You Want Me	Next Plateau
22	32	TARA KEMP/Piece Of My Heart	Giant
23	33	DAVID A. STEWART/Lily Was Here	Anxious
24	30	SURFACE/Never Gonna Let You Down	Columbia
25	35	LONDONBEAT/A Better Love	Radioactive
26	34	STEELHEART/I'll Never Let You Go	MCA
27	39	RYTHM SYNDICATE/P.A.S.S.I.O.N.	Impact
28	25	STYX/Love At First Sight	A&M
29	40	WILSON PHILLIPS/The Dream Is Still Alive	SBK
30	21	ROD STEWART/Rhythm Of My Heart	Warner Brothers
31	27	AMY GRANT/Baby Baby	A&M
32	13	WHITNEY HOUSTON/Miracle	Arista
33	24	CATHY DENNIS/Touch Me (All Night Long)	Polydor
34	23	QUEENSRYCHE/Silent Lucidity	EMI
35	26	C&C MUSIC FACTORY/Here We Go	Columbia
36	43	CORINA/Temptation	Cutting
37	44	LENNY KRAVITZ/It Ain't Over 'Til It's Over	Virgin
38	41	KANE ROBERTS/Does Anybody Really Fall In Love Anymore?	DGC
39	NE	AMY GRANT/Every Heartbeat	A&M
40	36	FIREHOUSE/Don't Treat Me Bad	Epic

Billboard

© 1991, Billboard/BPI Communications, Inc. For week ending 22 June 1991

ALBUMS *

TW	LW	Artist/Title	Label
1	7	THE EAGLES/Greatest Hits 1971-1975	Elektra
2	1	THE RIGHTEOUS BROTHERS/Best Of	Curb
3	2	STEVE MILLER BAND/Greatest Hits	Capitol
4	8	AC/DC/Back In Black	Atlantic
5	3	MEATLOAF/Bat Out Of Hell	Cleveland
6	5	JIMMY BUFFETT/Songs You Know By Heart	MCA
7	11	JAMES TAYLOR/Greatest Hits	Warner Brothers
8	13	LED ZEPPELIN/Led Zeppelin IV	Atlantic
9	6	JOURNEY/Journey's Greatest Hits	Columbia
10	4	AEROSMITH/Greatest Hits	Columbia
11	16	THE EAGLES/Greatest Hits Vol. 2	Elektra
12	14	BAD COMPANY/10 From 6	Atlantic
13	10	ERIC CLAPTON/Time Pieces - The Best Of	Polydor
14	12	BILLY JOEL/Greatest Hits Vol. 1 & II	Columbia
15	9	PATSY CLINE/Greatest Hits	MCA
16	21	AC/DC/Who Made Who	Atlantic
17	20	LED ZEPPELIN/Led Zeppelin	Atlantic
18	24	INXS/Kick	Atlantic
19	19	GUNS N' ROSES/Appetite For Destruction	Geffen
20	33	FOREIGNER/Records	Atlantic
21	18	PINK FLOYD/The Wall	Columbia
22	38	THE EAGLES/Hotel California	Elektra
23	17	ROD STEWART/Downtown Train/Selections...	Warner Brothers
24	48	LED ZEPPELIN/Led Zeppelin 2	Atlantic
25	22	BON JOVI/Slippery When Wet	Mercury
26	29	DEF LEPPARD/Hysteria	Mercury
27	NE	GRATEFUL DEAD/The Best Of Skeletons From The Closet	Warner Brothers
28	NE	PHIL COLLINS/No Jacket Required	Atlantic
29	23	PINK FLOYD/Dark Side Of The Moon	Capitol
30	26	CHICAGO/Greatest Hits 1982-1989	Reprise
31	NE	DEPECHE MODE/Music For The Masses	Sire
32	25	DIGITAL UNDERGROUND/Sex Packets	Tommy Boy
33	NE	LED ZEPPELIN/Houses Of The Holy	Atlantic
34	37	SOUNDTRACK/The Little Mermaid	Walt Disney
35	NE	JIMI HENDRIX/Smash Hits	Reprise
36	15	ELTON JOHN/Greatest Hits	MCA
37	41	THE POLICE/Singles - Every Breath You Take	A&M
38	NE	THE DOORS/The Doors	Elektra
39	31	LUTHER VANDROSS/Best Of Luther: The Best Of Love	Epic
40	39	JANIS JOPLIN/Greatest Hits	Columbia

The Value of Using Schools

Getting to parents through their children has been part of McDonald's overall corporate marketing strategy since day one. Other firms have followed suit in record numbers in the last decade, and now some radio stations are working their way into households by starting with kids at school. Here are some tactics being used:

1. Printing and distributing severe weather safety guides for classrooms. These brochures cover "what to do" actions for kids and families during bad storms.

2. Speakers who specialise in talking to children about their favourite songs and how radio stations work. Morning personalities/teams and traffic reporters are key stars to send, as they never get refused going into classrooms.

3. Asking schools to allow a "kids' opinion survey", with results to be broadcast on air. Questions asked range from the likelihood of a female president, the quality of TV, favourite singers/stars, what they think is the biggest problem facing the community, etc. Copies of the survey results are presented on letterhead at school parent-teacher meetings.

Courtesy of Radio Watch.

THIS WEEK	LAST WEEK	ARTIST	TITLE	ORIGINAL LABEL (PUBLISHER)	THIS WEEK	LAST WEEK	ARTIST	TITLE	ORIGINAL LABEL (PUBLISHER)	THIS WEEK	LAST WEEK	ARTIST	TITLE	ORIGINAL LABEL (PUBLISHER)
1	2	12	The Shoop Shoop Song (It's In His Kiss)	Cher - Epic (Alley/Trio/Hudson Bay)	18	11	16	Secret Love	Bee Gees - Warner Brothers (Gibb Brothers/BMG Music)	35	RE	35	Last Train To Trancentral/The Iron Horse	KLF - KLF Communications (EG/Zoo/WC/Wandee/BMG)
2	1	4	Fading Like A Flower (Every Time You Leave)	Roxette - EMI (EMI)	19	18	7	Sailing On The Seven Seas	O.M.D. - Virgin (Raw Unlimited/Virgin)	36	38	3	White Men	Pilgrims - Columbia (Pilgrim Music)
3	3	8	Senza Una Donna (Without A Woman)	Zucchero Fornaciari & Paul Young - London (Warner Chappell/PolyGram/EMI)	20	20	8	One More Try	Timmy T. - Quality (RMI)	37	25	4	Call It What You Want	New Kids On The Block - Columbia (EMI)
4	4	11	The One And Only	Chesney Hawkes - Chrysalis (Warner Chappell)	21	37	3	Mad About You	Sting - A&M (Magnetic/Regatta/Illegal)	38	45	2	Tainted Love/Where Did Our Love Go?	Soft Cell/Philips - Mercury (Burlington/Warner Chappell)
5	7	15	Just The Way It Is, Baby	The Rembrandts - A&M (WB/Warn-Tamerlane/Tiger God)	22	28	2	It Ain't Over 'Til It's Over	Lenny Kravitz - Virgin (Miss Bessie Music)	39	39	10	Word Of Mouth	Mike & The Mechanics - Virgin (Michael Rutherford)
6	6	14	Rhythm Of My Heart	Rod Stewart - Warner Brothers (WB/Jamm/Bibo)	23	30	12	Where The Streets Have No Name/Serious	Pet Shop Boys - Parlophone (a.EMI/Warner Chappell aa.Cage/10)	40	50	2	Le Dernier Qui A Parlé	Amina - Philips (PolyGram Music)
7	12	22	Wind Of Change	Scorpions - Mercury (Almo/Testatyme Music)	24	22	7	Ring Ring Ring (Ha Ha Hey)	De La Soul - Tommy Boy (WC/TeeGirl/Curio/Chelsea/Island/MCA)	41	29	8	Get Ready	Roachford - Columbia (PolyGram)
8	9	11	Désenchantée	Mylène Farmer - Polydor (Requiem Publishing)	25	15	7	Future Love Paradise	Seal - ZTT/WEA (Beethoven Street/Perfect)	42	RE	42	Long Train Running	Bananarama - London (Warner Chappell)
9	10	7	Baby Baby	Amy Grant - A&M (Age To Age/Edward Grant/Yellow Elephant)	26	24	5	Whenever You Need Me	T'Pau - Siren (Virgin)	43	NE	43	Auteuil Neuilly Passy	Les Inconnus - Productions Ledermann (Ledermann)
10	14	5	Touch Me (All Night Long)	Cathy Dennis - Polydor (Chrysalis/Memory Lane)	27	34	2	Your Swaying Arms	Deacon Blue - Columbia (Poor)	44	NE	44	Only Fools (Never Fall In Love)	Sonia - I.Q.Records (Hyde Park/Cordella/EMI)
11	8	16	Joyride	Roxette - EMI (Jimmy Fun Music)	28	NE	28	I Wanna Sex You Up	Color Me Badd - Giant (Hip Hop/Hifrost)	45	40	7	Blue Hotel	Chris Isaak - Reprise (Warner Chappell)
12	19	3	Shiny Happy People	R.E.M. - Warner Brothers (Warner Chappell)	29	42	2	See The Lights	Simple Minds - Virgin (Virgin)	46	NE	46	Walking Down Madison	Kirsty MacColl - Virgin (Virgin/Warner Chappell)
13	13	3	Gypsy Woman (La Da Da La Da Dee)	Crystal Waters - A&M (BMG)	30	27	4	Couple Days Off	Huey Lewis - EMI USA (EMI)	47	33	17	Auberger	Chris Rea - East West (Warner Chappell)
14	5	7	Love Is A Wonderful Thing	Michael Bolton - Columbia (Warner Chappell)	31	23	13	Let There Be Love	Simple Minds - Virgin (Virgin Music)	48	NE	48	Kozmik	Ziggy Marley & The Melody Makers - Virgin (Screen Gems/EMI)
15	31	2	Rush Rush	Paula Abdul - Virgin (EMI Songs)	32	21	16	A Nos Actes Manques	Fredericks, Goldman & Jones - Columbia (JRG/Marc Lumbroso)	49	RE	49	Losing My Religion	R.E.M. - Warner Brothers (Warner Chappell)
16	16	23	Crazy	Seal - ZTT/WEA (Beethoven Street/Perfect)	33	36	5	You Don't Have To Go Home Tonight	The Triplets - Mercury (Various)	50	RE	50	Homely Girl	UB40 - Virgin (Virgin/Intersong)
17	17	5	Promise Me	Beverley Craven - Epic (Warner Chappell)	34	26	11	Ein Herz Kann Man Nicht Reparieren	Udo Lindenberg - Polydor (Robo Music)	The European Airplay Top 50 is compiled from the individual national airplay charts below. Circled songs indicate increased or maintained airplay is expected for the following week				

NATIONAL AIRPLAY

UNITED KINGDOM

Most played records on BBC stations and major independents.

- (8) Simple Minds - See The Lights
- (5) Deacon Blue - Your Swaying Arms
- (3) T'Pau - Whenever You Need Me
- (9) Beverley Craven - Promise Me
- (1) Amy Grant - Baby Baby
- (7) R.E.M. - Shiny Happy People
- (3) Cathy Dennis - Touch Me
- (-) Kirsty MacColl - Walking Down Madison
- (-) Cher - The Shoop Shoop Song
- (10) Crystal Waters - Gypsy Woman
- (-) Sonia - Only Fools
- (-) Kenny Thomas - Thinking About Our Love
- (13) Color Me Badd - I Wanna Sex You Up
- (12) Soft Cell - Tainted Love
- (-) Kylie Minogue - Shocked
- (19) Wonder Stuff - Caught In My Shadow
- (17) KLF - Last Train To Trancentral
- (-) Mariah Carey - There's Got To Be A Way
- (-) Pet Shop Boys - Jealousy
- (-) Doors - Light My Fire

GERMANY

Most played records on the ARD stations and major privates. Compiled by Media Control/Baden Baden.

- (5) Chesney Hawkes - The One And Only
- (1) Cher - The Shoop Shoop Song
- (6) Roxette - Fading Like A Flower
- (3) Rembrandts - Just The Way It Is, Baby
- (8) Rod Stewart - Rhythm Of My Heart
- (2) Zucchero/Paul Young - Senza Una Donna
- (4) Bee Gees - Secret Love
- (7) Michael Bolton - Love Is A Wonderful Thing
- (10) Scorpions - Wind Of Change
- (9) Roxette - Joyride
- (-) Triplets - You Don't Have To Go Home Tonight
- (13) Timmy T. - One More Try
- (14) Cathy Dennis - Touch Me
- (11) O.M.D. - Sailing On The Seven Seas
- (12) Amy Grant - Baby Baby
- (-) Bananarama - Long Train Running
- (15) Udo Lindenberg - Ein Herz Kann Man Nicht
- (-) Marc Cohn - Walking In Memphis
- (18) Beverley Craven - Woman To Woman
- (20) Mylene Farmer - Désenchantée

FRANCE AM

Most played records on AM stations. Compiled by Media Control/Strasbourg.

- (7) Seal - Crazy
- (1) Mylene Farmer - Désenchantée
- (-) Yannick Noah - Saga Africa
- (-) Sting - Mad About You
- (2) Amina - Le Dernier Qui A Parlé
- (-) Patricia Kaas - Regarde Les Riches
- (-) Les Inconnus - Auteuil Neuilly Passy
- (6) Jill Caplan - Tout C'Qui Nous Separe
- (-) Michel Sardou - Le Vétérain
- (10) Zucchero/Paul Young - Senza Una Donna
- (8) Bernard Lavilliers - Outremer
- (-) Jean-Jacques Goldman - Ne En 17 A Leidenstadt
- (-) R.E.M. - Losing My Religion
- (-) Stephan Eicher - Dejeuner En Paix
- (-) George Michael - Cowboys And Angels
- (5) Jean-Jacques Goldman - A Nos Actes Manques
- (-) UB40 - Homely Girl
- (-) Robert Palmer - Mercy Mercy Me
- (-) Martin Destree - Black Et Beau
- (13) Lenny Kravitz - It Ain't Over Til...

FRANCE FM

Most played records on FM stations. Compiled by Media Control/Strasbourg.

- (2) Beverley Craven - Promise Me
- (1) UB40 - Homely Girl
- (3) Mylene Farmer - Désenchantée
- (10) Rod Stewart - Rhythm Of My Heart
- (6) Sting - Mad About You
- (-) Seal - Crazy
- (5) Whitney Houston - All The Man That I Need
- (14) Zucchero/Paul Young - Senza Una Donna
- (4) Jean-Jacques Goldman - A Nos Actes Manques
- (8) Simple Minds - Let There Be Love
- (-) Monie Love - It's A Shame
- (17) R.E.M. - Losing My Religion
- (15) Les Inconnus - Auteuil Neuilly Passy
- (18) George Michael - Cowboys And Angels
- (12) Madonna - Rescue Me
- (11) Elton John - You Gotta Love Someone
- (13) Céline Dion - Where Does My Heart Beat...
- (16) FMT/Camilla - Suzanne
- (-) Jesus Loves You - Bow Down Mister
- (-) Kim Appleby - Don't Worry

ITALY

Most played records on RAI Stereo Due.

- (3) Clive Griffin - I'll Be Waiting
- (13) Joe Jackson - Stranger Than Fiction
- (10) Elvis Costello - The Other Side Of Summer
- (9) Paula Abdul - Rush Rush
- (-) Lonnie Gordon - Gonna Catch You
- (-) Antico - We Need Freedom
- (-) Zappala - We Gotta Do It
- (-) Joy Salinas - Rockin' Romance
- (-) Bananarama - Long Train Running
- (-) Steffie - I Like It
- (1) Crystal Waters - Gypsy Woman
- (2) Soft Cell - Tainted Love
- (5) Chris Rea - Looking For The Summer
- (6) Banderas - She Sells
- (7) Lupo - So Hard
- (8) Roachford - Get Ready
- (11) Allison Linerick - Where Love Lives
- (12) Rolling Stones - Highway
- (14) Riccardo Cocciante - Energia
- (15) Stevie Wonder - Gotta Have You

SPAIN

Most played records on Cuarenta Principales, covering the major stations.

- (5) The Farm - All Together Now
- (1) Modestia Aparte - Como Te Mueves
- (3) Tennessee - L'ieve En Mi Corazon
- (4) Pet Shop Boys - Where The.../Seriously?
- (7) La Trampa - Si Pudiera
- (8) Simple Minds - Let There Be Love
- (10) R.E.M. - Losing My Religion
- (11) Silencers - I Want You
- (9) Aerolíneas Federales - No Sigas Me Camino
- (13) La Union - Dámelo Ya
- (12) Sting - Mad About You
- (15) Seguridad Social - Chiquila
- (20) Sergio Dalma - Bailar Pegados
- (18) Transvision Vamp - B With U
- (19) Bananarama - Long Train Running
- (17) Afrika Bambaata - Just Get Up And Dance
- (-) Gloria Estefan - Seal Our Fate
- (-) Los Flechazos - Lo Consequi
- (-) E.M.F. - I Believe
- (-) Terapin Nacional - Loco Por Ti

HOLLAND

Most played records on national stations Radio 2 and Radio 3. Compiled by Stichting Nederlandse Top 40.

- (1) Lenny Kravitz - It Ain't Over Till It's...
- (20) Bonnie St. Claire - Morgen Wordt Alles...
- (-) Paula Abdul - Rush Rush
- (-) Crowded House - Chocolate Cake
- (3) R.E.M. - Shiny Happy People
- (5) Crystal Waters - Gypsy Woman
- (9) Zucchero/Paul Young - Senza Una Donna
- (18) Scorpions - Wind Of Change
- (13) Extreme - More Than Words
- (-) Cher - The Shoop Shoop Song
- (-) Color Me Badd - I Wanna Sex You Up
- (-) Ziggy Marley - Kozmik
- (2) Pilgrims - White Men
- (7) Stef & Bob - Breek De Siitje
- (-) Massive Attack - Safe From Harm
- (16) Huey Lewis/The News - Couple Days Off
- (-) Living Colour - Solace Of You
- (-) Rembrandts - Someone
- (-) Juan Luis Guerra - Burujas De Amor
- (12) Roxette - Fading Like A Flower

AUSTRIA

Most played records on national pop station O3. Compiled by Media Control/Baden Baden.

- (1) Cher - The Shoop Shoop Song
- (11) Rembrandts - Just The Way It Is, Baby
- (3) Chesney Hawkes - The One And Only
- (13) Quartz/Dina Carroll - It's Too Late
- (-) Carola - Captured By A Lovestorm
- (7) Elton John - Easier To Walk Away
- (-) Scorpions - Wind Of Change
- (8) Bee Gees - Secret Love
- (9) Timmy T. - One More Try
- (-) Pet Shop Boys - Where The.../Seriously?
- (11) Amy Grant - Baby Baby
- (12) Jesus Loves You - Bow Down Mister
- (15) Michael Bolton - Love Is A Wonderful...
- (-) Wolfgang Ambros - Abwärts Und Bergauf
- (5) Roxette - Joyride
- (4) Rod Stewart - Rhythm Of My Heart
- (18) INXS - By My Side
- (5) Bingoboy/Princessa - How To Dance
- (14) James - Sit Down
- (-) De La Soul - Ring Ring Ring

SWITZERLAND

Most played records on the national station DRS 3 and major privates. Compiled by Media Control/Basel.

- (2) Rod Stewart - Rhythm Of My Heart
- (4) Rembrandts - Just The Way It Is, Baby
- (1) Chesney Hawkes - The One And Only
- (6) Roxette - Fading Like A Flower
- (9) De La Soul - Ring Ring Ring
- (13) Roxette - Joyride
- (15) Zucchero/Paul Young - Senza Una Donna
- (16) Seal - Future Love Paradise
- (5) Mylene Farmer - Désenchantée
- (10) Scorpions - Wind Of Change
- (14) Yello - Rubberbandman
- (7) Seal - Crazy
- (-) Banderas - This Is Your Life
- (18) Huey Lewis/The News - Couple Days Off
- (-) Soulpatrol - Cocaine
- (-) Ziggy Marley - Kozmik
- (19) Pet Shop Boys - Where The.../Seriously?
- (-) E.M.F. - Children
- (8) Elvis Costello - The Other Side Of Summer
- (-) Viktor Lazlo - Teach Me To Dance

M&M's National Airplay charts reflect the 20 songs receiving the most airplay in each country listed. The individual charts are compiled by various media controllers and research organizations, based on reports from participating stations representing various formats. These charts are combined and weighted to comprise the European Airplay Top 50 chart above. M&M also surveys nearly 100 contemporary music stations to develop the European Hit Radio chart, which can be found on page 27. That chart and its related statistics detail singles-based airplay at stations specifically targeting 12-34 year-olds on a full-time or part-time basis.

● = National product

EUROPEAN TOP 100 ALBUMS

THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED
1	10	Roxette	Joyride - EMI	UK, D, B, N, L, E, A, CH, S, DK, I, N, SF, GR	35	43	Gino Paoli	Matto Come Un Gatto - WEA	I	69	63	Riccardo Cocciante	Cocciante - Virgin	I
2	3	R.E.M.	Out Of Time - Warner Brothers	UK, D, B, N, L, E, A, CH, S, P, DK, I, N, SF, GR, Ir	36	45	Massive	Blue Lines - Wild Bunch/Circa	UK, D, N, L, A, S, GR	70	69	The Saw Doctors	If This Is Rock & Roll - Solid	Ir
3	2	Eurythmics	Greatest Hits - RCA ▲2	UK, D, B, N, L, E, A, CH, S, P, DK, I, SF, GR, Ir	37	37	Elton John	The Very Best Of... - Rocket ▲5	UK, D, B, E, A, DK, Ir	71	78	Umberto Tozzi	Gli Altri Siamo Noi - CGD	I
4	5	Seal	Seal - ZTT/WEA	UK, D, B, N, L, CH, S, DK, N, SF, Ir	38	34	The Waterboys	Best Of 81-90 - Chrysalis	UK, D, S, P, Ir	72	58	Mike & The Mechanics	Word Of Mouth - Virgin	D, A, CH
5	8	Soundtrack - The Doors	The Doors - Elektra	UK, F, D, B, N, L, E, A, CH, P, DK, N, SF, Ir	39	39	Marco Masini	Malinconioia - Ricordi	I	73	61	Emilio Aragon	Te Huelen Los Pies - Columbia	E
6	4	Simple Minds	Real Life - Virgin	UK, F, D, B, N, L, E, A, CH, S, P, DK, I, N, SF	40	20	Paul McCartney	Unplugged - Parlophone	UK, N, L, E, S, DK, I, Ir	74	NE	Felix Gray & Didier Barbelivien	Les Amours Cassees - Talar	F, B
7	7	Michael Bolton	Time, Love & Tenderness - Columbia	UK, D, N, L, E, A, CH, S, P, DK, N, SF, GR, Ir	41	42	Phil Collins	Serious Hits...Live! - Virgin/WEA	UK, F, D, N, L, P, DK	75	77	Beach Boys	Very Best Of - Capitol	DK
8	9	Scorpions	Crazy World - Mercury	F, D, B, N, L, A, CH, S, DK, N, GR	42	44	Juan Luis Guerra & 4.40	Bachata Rosa - Karen	E	76	NE	Technotronic	Body To Body - ARS	UK, DK, SF, Ir
9	6	Rod Stewart	Vagabond Heart - Warner Brothers	UK, F, D, N, L, A, CH, S, P, DK, N, Ir	43	33	Yes	Union - Arista	UK, D, N, L, CH, P	77	65	Soundtrack - Twin Peaks-Angelo Badalamenti	Music From Twin Peaks - Warner Brothers	B, E, P
10	10	Rolling Stones	Flashpoint - Columbia	F, D, B, N, L, E, A, CH, S, P, DK, SF	44	27	Elvis Costello	Mighty Like A Rose - Warner Brothers	UK, B, N, L, S, DK, N, Ir	78	83	Harry Connick Jr.	We Are In Love - Columbia	UK
11	14	Soundtrack - Grease	Grease - Polydor	F, B, N, L, E	45	NE	Danii Minogue	Love And Kisses - MCA	UK, Ir	79	98	Stevie Wonder	Jungle Fever Soundtrack - Motown	UK, N, L, DK, I
12	11	E.M.F.	Schubert Dip - Parlophone	UK, D, B, N, L, CH, S, P, DK, SF, GR, Ir	46	47	UB40	Labour Of Love II - Virgin	F, N, L	80	92	Roch Voisine	Helene - GM/Ariola	F, B
13	21	KLF	The White Room - KLF Communications	UK, D, B, N, L, A, S, DK, SF, GR	47	38	Jean-Jacques Goldman	Fredericks, Goldman & Jones - Columbia ●	F, B	81	84	Soundtrack - Mermaids	Mermaids - Epic	UK, DK, N, Ir
14	28	Electronic	Electronic - Factory	UK, DK	48	51	Joe Jackson	Laughter & Lust - Virgin	D, B, N, L, CH*	82	76	Roberto Vecchioni	Per Amore Mio - EMI	I
15	16	Enigma	MCMXC A.D. - Virgin	UK, F, D, E, P, DK, I, SF, GR	49	54	The Doors	In Concert - Elektra	UK, D, B, N, L, DK, Ir	83	82	Dermot Morgan	Scrap Saturday - The Tapes - Lunar	Ir
16	17	Lenny Kravitz	Mama Said - Virgin	UK, F, D, B, N, L, A, CH, S, DK, SF	50	60	Madonna	The Immaculate Collection - Sire	UK, D, N, L, DK, Ir	84	RE	Frederic Francois	Est-Ce-Que Tu Es Seule Ce Soir - Trema	F, B
17	13	Sting	The Soul Cages - A&M ▲	F, D, N, L, E, CH, S, I, GR	51	40	Soft Cell/Marc Almond	Memorabilia - Mercury	UK, Ir	85	79	Carreras/Domingo/Pavarotti	In Concert - Decca	UK, D, Ir
18	18	Chris Rea	Auberge - East West	UK, F, D, B, N, L, CH, S, P, SF	52	80	Paula Abdul	Spellbound - Virgin	B, N, L, CH, S, P, DK, SF	86	100	De Kreuners	Het Beste Van - EMI	B
19	30	Bob Marley	Legend - Island	UK, B, N, L, S, Ir	53	72	Sergio Dalma	Sintiendos La Piel - Horus	E	87	49	Wedding Present	Seamonsters - RCA	UK
20	15	Wonder Stuff	Never Loved Elvis - Polydor	UK, Ir	54	41	Jimmy Somerville	The Singles Collection 1984/1990 - London ▲	D, B, N, L, CH	88	73	The Cure	Entreat - Fiction	F, D, A, P
21	26	De La Soul	De La Soul Is Dead - Tommy Boy	UK, D, B, N, L, S, DK, GR	55	57	AC/DC	The Razor's Edge - Atco	D, DK	89	74	Gasolin	Rabalderstraede - Sony	S, DK, N
22	19	Mylene Farmer	L'Autre - Barclay	F, B	56	53	George Michael	Listen Without Prejudice Vol. 1 - Epic ▲2	UK, F, N, L, Ir	90	RE	Bananarama	Pop Life - London	F, DK, SF
23	12	Chris Isaak	Wicked Game - Reprise	UK, D, B, N, L, E, A, CH, S, P, DK, SF, GR	57	62	Roch Voisine	Double - GM/Ariola ▲	F, B	91	RE	Roachford	Get Ready! - Columbia	UK, D
24	22	O.M.D.	Sugar Tax - Virgin	UK, D, CH, S, DK	58	56	The Simpsons	The Simpsons Sing The Blues - Geffen	UK, E, DK, Ir	92	94	Anne Linnet	Det' S9 Dansk - Pladecom	DK
25	NE	Deacon Blue	Fellow Hoodlums - Columbia	UK, Ir	59	64	Mano Negra	King Of Bongo - Virgin	F, B	93	NE	Paolo Vallesi	Paolo Vallesi - Sugar/PolyGram	I
26	23	Dr. Alban	Hello Afrika - Swemix	D, N, L, A, CH, P, GR	60	46	Soundtrack - Dances With Wolves	Dances With Wolves - Columbia	D, N, L, E, CH, DK	94	50	Flippers	Liebe Ist... 2 - Bellaphon	D, A
27	29	M.C. Hammer	Please Hammer Don't Hurt 'Em - Capitol ●	UK, F, D, E, P, GR, Ir	61	52	Juan Luis Guerra & 4.40	Ojala Que Lueva Cafe - Karen	E	95	95	Modestia Aparte	Historias Sin Importancia - PolyGram	E
28	24	Bee Gees	High Civilization - Warner Brothers	D, A, CH, DK	62	48	Blue System	Seeds Of Heaven - Hansa/Ariola	D, A, SF	96	81	C&C Music Factory	Gonna Make You Sweat - Columbia	D, E, GR
29	35	The Doors	The Best Of The Doors - Elektra	UK, F, B, N, L, CH, SF, Ir	63	59	Gloria Estefan	Into The Light - Epic ●	UK, D, N, L, Ir	97	75	Wildecker Herzbuben	Zwei Kerle Wie Wir - Hansa/Ariola	D, A
30	25	Queen	Innuendo - EMI ▲	UK, D, N, L, E, CH, P, I, SF	64	67	Coluche	Ses Meilleurs Moments Sur R.F.M. - Polydor	F	98	NE	Pino Daniele	Pino Daniele Tra Musica E Magia - EMI	I
31	32	Patrick Bruel	Alors Regarde - RCA ▲	F, B	65	55	Kastelruther Spatzen	Wahrheit Ist Ein Schmalere Grat - Koch	D, A, CH	99	NE	Doe Maar	Doe Maar De Beste - Sky	NL
32	31	Huey Lewis & The News	Hard At Play - EMI USA	D, N, L, CH, S, DK, SF	66	87	The Stranglers	Greatest Hits 1977-1990 - Epic	UK	100	RE	Eppu Normaali	Paskahatun Paluu - Poko	SF
33	36	Beverly Craven	Beverly Craven - Epic	UK, Ir	67	71	Antonello Venditti	Il Diario - Philips	I	UK = United Kingdom, D = Germany, F = France, CH = Switzerland, A = Austria, I = Italy, E = Spain, NL = Holland, B = Belgium, IR = Ireland, S = Sweden, DK = Denmark, N = Norway, SF = Finland, P = Portugal, GR = Greece.				
34	86	Dexys Midnight Runners	The Very Best Of Dexys Midnight Runner - Mercury	UK, Ir	68	66	Gipsy Kings	Mosaïque - PEM	D, P, GR	○ = FAST MOVERS NE = NEW ENTRY RE = RE-ENTRY				

Germany

(continued from page 1)

both of which would be completely free of advertising—and for a German cultural program."

Rau called for the Deutschlandfunk to be under the direction of pubcaster ZDF with headquarters in Cologne.

Rau's comments were backed by the minister president of Schleswig-Holstein Björn Engholm, the new head of the political party SPD. He called for about a DM5 mark increase in licence fees in order to "provide a

respectable financial basis for the public broadcasters" and stop the "debates over additional advertising privileges for public stations".

WDR GM Friedrich Nowotny expressed doubt that the necessary vote of all 11 state minister presidents for a licence fee increase of this size could be reached. He instead called for an increase in ad time.

Said Nowotny, "We [public stations] need a heavy increase in licence fees of about the DM5 mentioned in order to do our job and fulfill our obligations. The voices calling for a complete stop

in advertising in public stations don't seem to realize that this move would have to be coupled with an additional licence fee increase of approximately DM7.50, and this is completely unrealistic at this time".

A new study by the Wickert Institute shows that 66% of the males and 87% of the females in Germany are against additional advertising on the public stations.

The two day conference was attended by more than 1,000 broadcasters, journalists and politicians.

Power

(continued from page 1)

songs must be familiar and among "the public's favourites". That's why Bouneau powers only confirmed hits. "Powering an unknown song is like driving a car at 300 km/hour and realising after 3 km that it doesn't have brakes."

At the UK's Atlantic 252, head of music Paul Kavanagh reports, "Powers get 8-9 plays per day. We don't usually put anything straight into power. Normally, we use low rotation to judge reaction and build familiarity. Heavy rotation is a key part of our sound and the records we put in power are crucial."

Clive Dickens, head of music at UK outlet Chiltern Radio, works with a slower primary rota-

tion. He says, "Our A-list records get played 3-4 times a day. There's nothing structured about the commitment, but plugging can influence the amount of exposure, particularly if you have records to give away or artist information to talk about. The smart record companies ask how many plays a record gets weekly, which is more important than which list it's on."

Over at BRMB FM/Birmingham, head of music Robin Valk also works with a slower "A" rotation, noting, "Demonstrable local success is crucial. But as important as what you put into the playlist is what you decide to keep in specialised rotation in particular time slots. Four plays a day on our A-list is the biggest commitment we give. We don't emphasise that it's a powerplay or play it at the

same time every day."

Valk concedes that record companies tend to be more pleased about add-ons than getting power airplay because the add can be a breakthrough for a new artist.

Radio Forth/Edinburgh head of music Colin Somerville confesses, "We will lean towards Scottish bands like Deacon Blue or the Silencers as long as they fit."

Regarding how this music policy is received by labels, Somerville says, "If they identify with the sound you're trying to achieve and appreciate it, then it's easier to have a reasonable relationship. It's better to explain your policy so that they can understand it and provide a positive input."

This is the first of a two-part series looking at "A" rotations and powerplays among Europe's largest markets. Next week, labels give their views on this aspect of programming.

Incrementals

(continued from page 1)

tual resignation of founder MD Mike Shaft, all within a few months.

Although Sunset has been plagued with ratings and revenue problems, MD John Darch says he is confident the station can weather the storm. "Our sales have been going up month on month, and we expect the rest of the year to continue on an upward trend. The potential to be profitable is there, providing we keep our costs down."

Across town at KFM, whose music format reflected the success of the Manchester music scene, further finance was required after three months on air.

Worst-hit financially have been the small, community-based stations such as Mellow 1557/N.E. Essex, which only managed to come on-air with help from Invicta Radio/Kent, while Scottish station, Radio West Lothian never made it. Unable to raise the necessary finances, the license was returned to the IBA.

But oldies-station KCBC/Kettering, which operates as a commercial concern, is proof that small stations can survive. According to MD Lester Cowling, everyone on the station (which has nine full-time staffers) is multi-talented. Cowling himself is the breakfast show's news-reader.

"Grim but survivable," is Cowling's view of KCBC's financial future. "We are managing to keep our head above water most months, and are certainly on course for revised revenue targets set last September."

The incremental stations were regarded as an experiment to see whether small-scale and specifically-targeted stations could work. As the Radio Authority begins its task of licensing up to 300 new stations over the next ten years, KCBC's Cowling wonders

whether new station areas are being drawn too tightly. "A major company like Marks & Spencer reckons it needs a hinterland of 250,000 for any of its stores, and it's a similar figure for local newspaper viability. Any smaller than that and it's an expensive way to give a relay to an existing ILR station."

This is the first of a two-part series looking at the UK's incremental stations. Next week M&M will take a look at the stations in London.

UK INCREMENTAL RADIO STATIONS

STATION	AM/FM	FORMAT	ON-AIR DATE
Sunset Rad./Manchester	FM	Black/Asian/Oriental	22.10.89
Sunrise Rad./W. London	AM	Asian	05.11.89
WNK/N. London	FM*	Black	06.11.89
London Greek Rad./N. London FM*	FM	Greek	13.11.89
Bradford City Rad. (now Sunrise Yorkshire)	FM	Asian/Black	09.12.89
KFM/Stockport	FM	Modern Rock	17.02.90
Jazz FM/London	FM	Jazz	04.03.90
RTM/SE London	FM	Community	180.3.90
Choice FM/S. London	FM	Black	31.03.90
Belfast Community Rad.	FM	Rock	06.04.90
KCBC/Kettering	AM	Oldies	06.04.90
Isle of Wight Rad.	AM	Full-service	15.04.90
FTP (now Galaxy Radio)/Bristol	FM	Black	21.04.90
Buzz FM/Birmingham	FM	Dance/Soul	14.05.90
CentreSound (now Central FM)/Stirling	FM	Community	04.06.90
Spectrum Rad./London	AM	Travel Information	25.06.90
East End Rad./Glasgow	FM	Community	25.06.90
Melody Rad./London	FM	Easy-listening	09.07.90
Rad. Harmony/Coventry	FM	Asian/Full-service	28.08.90
Kiss FM/London	FM	Dance	01.09.90
Mellow 1557/Tendring	AM	Community	07.10.90
Wear FM/Sunderland	FM	Community	12.11.90
Rad. West Lothian (returned license, unable to raise finance)	AM	Community	n/a

* London Greek Radio and WNK have a frequency-sharing arrangement

OFF THE RECORD

IRS's Park Comes To Kiss's Defence

IRS group sales director Stan Park has slammed "ill-informed comments" about Kiss FM/London's revenue following the dismissal of programme controller Grant Goddard (M&M June 15). Says Park, "By any standard, Kiss has gotten off to a flying start. The station has only been on air since last September and is competing with a strong brand leader [Capital FM] in a recession. Well over £1 million of national money has already been achieved for Kiss by IRS. Kiss has the potential to be enormous."

Fausto To Wake Up Monte Carlo

Controversy surrounds top Italian DJ Fausto Terenzi's appointment as the new morning man at Radio Monte Carlo/Italy. The station says the scoop is the news of the year, but rival 101 Network disagrees. The latter contacted M&M before the announcement was made by RMC to say that Terenzi had been suspended from his post as DJ on the morning show because of what it described as "internal problems". Meanwhile, RMC denies all knowledge of any conflict. Station executive Edoardo Hazan comments, "He presented himself to us free from commitments and we were very happy to engage him. I don't know of any problems. It's not my business."

MANGO'S PARIS BOUND: Island Records is moving the centre of its Mango world music label operations to Paris with the appointment of Phillippe Constantin as creative head of the label. The London and New York offices, headed by Jumbo Vanrenen and Jerry Pappaport, respectively, will now report to Constantin. Speaking of his new assignment, Constantin says, "The idea with Mango is to promote a music which is not chart-obsessed. I'd also like to sell a lot of records. This is not a contradiction."

IFPI ELECTS FINE: Former PolyGram president David Fine was unanimously elected chairman of the board of the IFPI at its executive meeting in Budapest on June 12. Fine follows Bhaskar Menon, who has voluntarily stepped down from the post.

MCCARTNEY GOES CLASSICAL: EMI Classics has scheduled the release of Paul McCartney's *Liverpool Oratorio* for the Autumn of this year. To be recorded live at Liverpool's Anglican Cathedral on June 28 - 29, the release marks McCartney's first venture into classical music. Co-written with Carl Davis, the 90-minute piece is based on McCartney's early life in Liverpool.

THE WINNER IS?: Look for the UK Radio Authority to announce the lucky (?) winner of the independent national radio licence in the second week of July after confirming the top offer early next month.

BRITS APPOINTS ANDERSON: Former RCA MD Lisa Anderson, who lost her job during the BMG cutbacks at the beginning of the year, has been appointed executive director of the BRITS 1992 committee. Anderson will report to BPI director general John Deacon and three-year BRITS chairman Paul Russell.

VANGELIS'S LASER "EXCELLENCE": Synthesizer virtuoso Vangelis will perform at Eureka's "Event Of Excellence" laser spectacle in Rotterdam on June 18. Eureka is a European platform for the exchange of technological innovations. Vangelis will play a one-hour show—in a direct live transmission by local broadcaster Veronica—similar to Jean Michel Jarre's "Docklands" concert in London last year. Some Dfl 2 million is being spent on the show.

NAB T/E PLANS: A special travel/entertainment package, which includes visits to top US radio stations, is planned for radio executives planning to attend the National Association of Broadcasters convention in San Francisco September 11-14. Full details next week.

OOPS!: Cathy Dennis, featured in a story in M&M's June 8 issue, is in fact a UK artist signed to Polydor UK.

Scandinavia

(continued from page 1)

ries - Denmark, Finland, Norway and Sweden - Denmark registered a drop of 600,000 unit trade deliveries in all configurations compared to the figures for 1989.

PolyGram Norway MD Joern Johnson perhaps best sums up 1990, seeing little change in the market stagnation that has hampered the Norwegian industry and the general Norwegian economy for the last few years.

"The mega-hits are not selling as much as they used to. Once a number one album could be guaranteed to do 100,000 units [in Norway]. Today that's probably more like 40,000.

"What we need is exciting new repertoire to get people back in the shops and we need to sort out our import problems," he says.

See next week's M&M for a complete break-out of each country's unit shipments and monetary value. DR

EHR TOP 25

TW	LW	WOC	Artist/Title	Label
1	1	8	MICHAEL BOLTON /Love Is A Wonderful Thing	(Columbia)
2	3	9	ZUCCHERO FORNACIARI/PAUL YOUNG /Senza Una Donna	(London)
3	10	4	ROXETTE /Fading Like A Flower	(EMI)
4	4	9	CHER /The Shoop Shoop Song (It's In His Kiss)	(Epic)
5	6	7	AMY GRANT /Baby Baby	(A&M)
6	2	14	ROD STEWART /Rhythm Of My Heart	(Warner Brothers)
7	5	12	CHESNEY HAWKES /The One And Only	(Chrysalis)
8	8	8	SEAL /Future Love Paradise	(ZTT/WEA)
9	23	2	CRYSTAL WATERS /Gypsy Woman (La Da Dee La Da Da)	(A&M)
10	14	3	CATHY DENNIS /Touch Me	(Polydor)
11	11	7	WILSON PHILLIPS /You're In Love	(SBK)
12	15	3	SIMPLE MINDS /See The Lights	(Virgin)
13	13	6	DE LA SOUL /Ring Ring Ring (Ha Ha Hey)	(Tommy Boy)
14	9	8	ROACHFORD /Get Ready	(Columbia)
15	NE	→	PAULA ABDUL /Rush Rush	(Virgin)
16	17	3	T'PAU /Whenever You Need Me	(Siren)
17	NE	→	R.E.M. /Shiny Happy People	(Warner Brothers)
18	16	8	O.M.D. /Sailing On The Seven Seas	(Virgin)
19	NE	→	MARC COHN /Walking In Memphis	(Atlantic)
20	19	5	ELVIS COSTELLO /The Other Side Of Summer	(Warner Brothers)
21	21	12	MIKE & THE MECHANICS /Word Of Mouth	(Virgin)
22	22	7	THE REMBRANDTS /Just The Way It Is, Baby	(Atco)
23	NE	→	COLOR ME BADD /I Wanna Sex You Up	(Giant)
24	NE	→	LENNY KRAVITZ /It Ain't Over 'Til It's Over	(Virgin)
25	7	15	ROXETTE /Joyride	(EMI)

The EHR Top 25 chart is based on a weighted scoring system. Songs score points by achieving airplay at M&M's EHR reporting stations. Unlike M&M's European Airplay Top 50, which includes reports from stations serving a general audience, these stations target 12-34 year-old listeners with contemporary music fulltime or during specific dayparts. Songs in "A" rotation receive more points than those in "B" rotation or more limited airplay exposure. Stations are weighted by market size and by the number of hours per week committed to the format.

CHARTBOUND RECORDS

KLF /Last Train To Trancentral	(KLF Communications)	29/1
HUEY LEWIS & THE NEWS /Couple Days Off	(EMI USA)	28/2
TONY BANKS /I Wanna Change The Score	(Virgin)	28/1
CHRIS DE BURGH /The Simple Truth	(A&M)	27/5
BLACK BOX /Strike It Up	(de/Construction)	27/2
TRIPLETS /You Don't Have To Go	(Mercury)	26/2
ELECTRONIC /Get The Message	(Virgin)	26/1
SCORPIONS /Wind Of Change	(Mercury)	25/3
HI-FIVE /I Like The Way (The Kissing Game)	(Jive)	24/8
SHEENA EASTON /What Comes Naturally	(MCA)	24/3
MYLENE FARMER /Désenchantée	(Polydor)	24/1
BEVERLEY CRAVEN /Promise Me	(Epic)	24/0
HUE & CRY /My Salt Heart	(Circa)	23/4
DEACON BLUE /Your Swaying Arms	(Columbia)	23/2
NEW KIDS ON THE BLOCK /Call It What You Want	(Columbia)	23/2
NOMAD /Just A Groove	(Rumour)	22/3
EXTREME /More Than Words	(A&M)	21/5
KIRSTY MACCOLL /Walking Down Madison	(Virgin)	20/6
LONNIE GORDON /Gonna Catch You	(Supreme)	20/3
DIVINYLS /I Touch Myself	(Virgin)	20/1
SIMPLE MINDS /Let There Be Love	(Virgin)	20/0
PET SHOP BOYS /Jealously	(Parlophone)	18/9
MARIAH CAREY /There's Got To Be A Way	(Columbia)	18/5
TRACIE SPENCER /This House	(Capitol)	18/1
R.E.M. /Losing My Religion	(Warner Brothers)	18/0
BANANARAMA /Long Train Running	(London)	17/3
STING /Mad About You/Muio Per Te	(A&M)	17/1
SOFT CELL/MARC ALMOND /Tainted Love/Where Did Our Love Go?	(Mercury)	16/4
SONIA /Only Fools (Never Fall In Love)	(I.Q. Records)	16/4
SUSANNA HOFFS /Unconditional Love	(Columbia)	16/4

The EHR "chartbound" chart lists the total number of EHR reporting stations playing newer songs that do not yet have enough airplay points to rank among the EHR Top 25. The second number represents how many stations reported it to M&M for the first time. Records which have previously charted and are still active, although forced off the Top 25 by other songs, may qualify for "Chartbounds". Songs which have received no new airplay for two consecutive weeks will be deleted from this chart, but may reappear with new airplay. In the case of a tie, songs are listed by new odds. Arrows indicate new entries in Chartbound.

EHR NEW ADD LEADERS

PAULA ABDUL /Rush Rush	(Virgin)	12
LENNY KRAVITZ /It Ain't Over 'Til It's Over	(Virgin)	12
CRYSTAL WATERS /Gypsy Woman (La Da Dee La La Da)	(A&M)	12
COLOR ME BADD /I Wanna Sex You Up	(Giant)	11
ROD STEWART /The Motown Song	(Warner Brothers)	11
PET SHOP BOYS /Jealously	(Parlophone)	9

The EHR "New Add Leaders" are those songs which received the highest number of playlist additions during the week. In the case of a tie, songs are listed alphabetically by artist.

EHR "A" ROTATION LEADERS

MICHAEL BOLTON /Love Is A Wonderful Thing	(Columbia)	43
CHER /The Shoop Shoop Song (It's In His Kiss)	(Epic)	35
ROXETTE /Fading Like A Flower	(EMI)	34
SEAL /Future Love Paradise	(ZTT/WEA)	34
CATHY DENNIS /Touch Me	(Polydor)	31

The EHR "A" Rotation Leaders are those songs which have the highest number of stations playing them in "A" or heavy rotation during the week. Rotation definitions are set by the individual stations. In the case of a tie, songs are listed alphabetically by artist.

EHR TRACKING REPORT

Artist/Title	Total	A	B	Add
1 MICHAEL BOLTON /Love Is A Wonderful Thing	56	43	10	2
2 ZUCCHERO FORNACIARI/PAUL YOUNG /Senza Una Donna	51	30	16	3
3 ROXETTE /Fading Like A Flower	48	34	9	1
4 AMY GRANT /Baby Baby	48	29	15	2
5 SEAL /Future Love Paradise	46	34	9	0
6 CHER /The Shoop Shoop Song (It's In His Kiss)	45	35	9	1
7 CRYSTAL WATERS /Gypsy Woman (La Da Dee La Da Da)	42	16	9	12
8 CATHY DENNIS /Touch Me	40	31	4	3
9 SIMPLE MINDS /See The Lights	39	26	10	1
10 ROD STEWART /Rhythm Of My Heart	38	27	10	1
11 DE LA SOUL /Ring Ring Ring (Ha Ha Hey)	37	27	8	2
12 WILSON PHILLIPS /You're In Love	36	24	10	1
13 CHESNEY HAWKES /The One And Only	35	27	6	2
14 ROACHFORD /Get Ready	35	21	14	0
15 PAULA ABDUL /Rush Rush	35	18	5	12
16 T'PAU /Whenever You Need Me	33	22	8	2
17 R.E.M. /Shiny Happy People	33	18	8	7
18 MARC COHN /Walking In Memphis	31	21	8	2
19 ELVIS COSTELLO /The Other Side Of Summer	31	20	8	2
20 O.M.D. /Sailing On The Seven Seas	30	21	8	1
21 KLF /Last Train To Trancentral	29	23	4	1
22 COLOR ME BADD /I Wanna Sex You Up	29	12	4	11
23 HUEY LEWIS & THE NEWS /Couple Days Off	28	18	8	2
24 TONY BANKS /I Wanna Change The Score	28	13	12	1
25 THE REMBRANDTS /Just The Way It Is, Baby	27	17	8	1
26 BLACK BOX /Strike It Up	27	16	9	2
27 CHRIS DE BURGH /The Simple Truth	27	13	8	5
28 LENNY KRAVITZ /It Ain't Over 'Til It's Over	27	12	1	12
29 TRIPLETS /You Don't Have To Go	26	22	2	2
30 ELECTRONIC /Get The Message	26	17	8	1

The EHR Tracking Report represents the simple, unweighted, total number of EHR reporting stations playing a song overall, how many stations have that song in either an "A" or "B" rotation, and how many new adds it has received. If the number of songs in "A" and "B" combined do not match the total station count, it is because some stations either have reported it as part of album airplay or have not indicated it in "A" or "B" rotation yet. In the case of a tie, songs are listed by "A" rotation.

Airplay Action

by Machgiel Bakker

Michael Bolton remains on top for the third week, although the difference between the Zucchero/Young duet is diminishing. Senza Una Donna is now played in 14 European markets and airplay is still increasing in France, Holland and Finland.

Meanwhile, **Roxette** are on their way to claim the EHR top position for the second time this year. While Joyride has almost fallen off the chart, Fading Like A Flower storms up to no. 3; registering a total points increase of 31%. Close on its heels is **Amy Grant's** Baby Baby, with a 36% increase. However, **Chrystal Waters** can boast having achieved the highest points increase of

48% The La Da Dee single is this week's top "New Add" leader, an honour shared with **Paula Abdul** and **Lenny Kravitz**. New airplay is reported in Belgium, France, Norway and Holland.

Compared to the last six weeks, the chart is livening up as four new records enter the chart: **Paula Abdul**, **R.E.M.**, **Color Me Badd** and **Lenny Kravitz**. Likewise, the "Chartbound" list shows a healthy amount of new entries and re-entries.

Together with the **Scorpions**, **Mylene Farmer** is mainland Europe's most successful artist on EHR at present (if we forget about Zucchero for the moment).

The *Désenchantée* single continues to get good airplay in Germany, Denmark and France, and is showing new activity in Holland, Italy and Sweden. If this continues, the single has an opportunity to enter the Top 25.

Another re-entry for **Sting**. The Italian-language version of *Mad About You*, *Muio Per Te*, is hot in Italy and this, combined with continued airplay of the English-language single in France, Spain and (to a lesser extent) Germany, is the result of its reappearance. The following artists have upcoming new records: **Hi-Five**, **Extreme**, **Kirsty McColl**, **Pet Shop Boys**, **Mariah Carey**, **Soft Cell** and **Sonia**.



erasure

Chorus

New single