

MUSIC & MEDIA

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See Special Advertorial On Pages N1-20.

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Brisac Leads Lobby For Euro-NAB

by Steve Wonsiewicz

European broadcasters are renewing their efforts to create a pan-European version of the US NAB (National Association of Broadcasters) and **Europe 2 GM Martin Brisac** is leading the way.

Speaking before about 100 delegates at a European managers briefing, held on the opening day of the NAB conference in San Francisco, September 11-14, Brisac called on European radio executives to create a "Euro-

(continues on page 30)



ROMANTIC GOLD — Dana Dawson receives a gold award from Sony Music for sales of over 250,000 copies of her Columbia single 'Romantic World'. From l-r: Beth Dawson, Columbia GM Patrick Decam, Dana Dawson, composer Romano Musomarra, A&R director Michel Boulanger and Sony Music France president Henri de Bodinat.

18 HOPEFULS REMAIN

Radio Authority Faces ILR Jam

by Paul Easton

The UK Radio Authority appears to be facing a logjam in its development of new **Independent Local Radio (ILR)** licences. Problems are being caused by a combination of frequency clearance, the economic situation and the delay in awarding the INRI licence.

The original intention was to introduce around 30 new stations a year, although early licenses

would concentrate on the so-called "white areas" currently unserved by ILR. As a result, new licences for metropolitan areas would not be advertised until the formats for the three INR stations were known, in order to avoid duplication.

So far the Authority has advertised 10 licences, out of a provisional list of 28 nominated areas for this year. Of these, three have been awarded to Shetland,

(continues on page 30)

Syndicators Must Adapt Their Style For Europe

by the M&M staff

Radio syndication is finally gaining momentum, but European radio programmers continue to call for material that's tailor-made for their respective local markets. English-language programmes especially find resistance in mainland Europe. Overall, however, the feeling about syndicated programming is quite upbeat, and the forecast for programme suppliers looks bright.

At present, the UK's **Metro Radio**/Newcastle syndicates the US show "Ric Dees Weekly Top 40" and "Saville's Travels." Says the company's associate director of programmes **Giles Squire**, "The general quality of syndicated programmes is improving. Syndicators are now realising that programmes should be aimed at audiences first and advertisers

second. Too much syndication has been aimed at pleasing the advertiser without satisfying the audience. I got into the business of syndication because I wanted decent shows on Metro. The only way was to do it ourselves and then get other stations involved."

According to **Beacon Radio**/Wolverhampton PD **Pete Wagstaff**, "The quality of syndicated programmes has improved, probably due to increased competition. The availability is getting better, with more companies making special packages which include built-in airtime."

Wagstaff says, "I prefer countdown programmes because they offer more flexibility in programming terms. We are not into simulcasts or band interviews, unless the artist already has a high TV profile. Promotional tie-ins are also important because

they provide evidence of competitions and promotion in the marketplace and they also get our name about."

According to Spain's **Canal Sur** PD **Paco Sanchez**, the language barrier in central Europe poses some problems for syndicators. "There are not enough companies that send a script with the music programme to ease the burden of translating."

Sanchez continues, "The countdown shows and concerts appeal to us most. However, music news would also be interesting, especially if they were previously translated into Spanish."

Says **Radio 16**/Madrid MD **Angel Mosteril**, "Syndication is interesting to us because it allows us to air programmes that would otherwise be too expensive to

(continues on page 30)

M&M Expands EHR To Top 40 Ranking

Starting this week, M&M's European Hit Radio chart has increased from the Top 25 to a Top 40 ranking of the most-played singles on approximately 100 reporting stations targeting 12-34 year-old listeners.

In addition to the expanded chart, M&M this week also introduces two new features to help broadcasters and record industry executives track newer records. The first is called "A" **Rotation Performance**, which indicates by percentage which 10 songs outside the top 20 have achieved the best "A" rotation penetration among the stations playing them.

For example, this week **Marc Cohn's Walking In Memphis** is in "A" rotation at all 13 stations playing the single, giving it a 100% "A" rotation performance. In this way, one can determine

how well a record is actually doing, and where it is receiving airplay, even if it is not scoring a high amount of total airplay activity. A song may qualify for

(continues on page 30)

No. 1 in EUROPE

European Hit Radio

BRYAN ADAMS
(Everything I Do) I Do It For You (A&M)

Coca-Cola Eurochart

BRYAN ADAMS
(Everything I Do) I Do It For You (A&M)

European Top 100 Albums

R.E.M.
Out Of Time
(Warner Brothers)

PURE





MARIAH CAREY
NEW ALBUM
EMOTIONS

THE FOLLOW UP TO
HER 8 MILLION SELLING
DEBUT ALBUM IS OUT **NOW!**

Hollywood Completes European Indie Network

by Machgiel Bakker

Hollywood Records, a division of The Walt Disney Company, has finalised its network of European licensees. Instead of going with one major, VP/international Hein van der Ree prefers to work with independents.

Although not disputing the power of a major—van der Ree has headed one himself (Phonogram UK)—indies bring the flexibility needed for the label's build-up period. "Hollywood is a new label with many new artists. To build up a roster from scratch takes a long time. We need people with a strong commitment. With a major you never know where you end up on the priority list."

Apart from the UK, where Hollywood has its own marketing/promotion offices (and where manufacturing/distribution is handled by Sony), Hollywood is licensed to a variety of European indies: Inter-cord (Germany), Dischi Ricordi (Italy), CNR (Benelux), Sanni Records (Spain) and Sonet (Scan-

dinavia); a deal for France is pending. In the US, the label is distributed by Warner Brothers while Pony Canyon takes care of Japan/Middle East and Mushroom of Australasia.

The label boasts a roster of 20 new acts, of which the majority are US-originated. Priority releases include pop act The Party (album: *The Party*), rock band The Scream (*Let It Scream*), dance-rock group Natural Life (*Natural Life*) and Hi C, who are currently at no. 66 in the *Billboard Hot 100 Singles* chart with *I'm Not Your Puppet*. Other acts of importance include Robert Haart, This Prospect, Mark Bell, Havanna Black and Prince Akeem.

In October, Hollywood will be releasing two compilation albums to introduce its rap and rock roster entitled, respectively, *Burn Hollywood Burn* and *Hollywood Rocks*.

The label has also signed a production deal with Maurice Starr's Boston International Records, with artists such as Rick Wes and Diva. Says van der Ree, "The ros-

ter will continue to be small. Quality rules over quantity."

The connection with Disney also brings the label many original soundtrack recordings, including *Arachnophobia* (through Hollywood Pictures), *Too Hot To Handle* (Touchstone) and Disney's *The Rocketeer*.

Hollywood Records, headquartered in Burbank, CA, was founded in January 1990 by president Peter Paterno and executive VP Wesley Hein. Hein van der Ree joined some three months later, after leaving his two-year MD post at Phonogram UK. Before that, van der Ree was MD of London-based Island Music for three years.

Apart from overseeing the label's international operations, van der Ree also heads the UK office. The UK team includes marketing manager Claire Phillips and A&R managers Lindsay Reade and Peter Martin. Ex-PolyGram International executive Nigel Sandiford will temporarily fill the position of international consultant.

UK PCs To Discuss IR In Cyprus

by Mike McGeever

The annual UK "Independent Radio Programme Controllers Conference," to be supported by Unique Broadcasting, the UK Radio Authority and the Association of Independent Radio Contractors (AIRC), will be held at the Palm Beach Hotel in Lamaca, Cyprus, November 1-4.

The conference is tailored to give Britain's PCs insight into what lies ahead in the rapidly evolving UK commercial radio industry. This year's activities are being handled by London-based Lin Glover Associates, organizer of the last two conferences.

A key issue to be addressed at the conference will be the advent of national services INR1 and INR2, and the impact on IR, advertising revenue and listeners. During the session, the group will examine the relatively light impact the first wave of new stations has had on existing licencees. But with 30 licences scheduled to be awarded each year through the '90s by the Radio Authority, the impact will be significantly greater.

The conference will take a "good, hard look" at the way the UK commercial radio scene is shaping up compared to other countries, particularly the US, Glover said.

According to Chiltern Radio Network PC Paul Chantler, a panelist at the conference, it will also explore ways to "woo audiences from the BBC while maintaining current listeners, enabling

you to stay one step ahead of your competitors."

Radio Aire/Leeds PC Paul Fairburn will lead a discussion on the need for sales and programming departments to develop better working relationships. Quite often, PCs complain that salespeople are more educated about the consumer than the product they are selling.

With British lawmakers having abolished the £20,000 (app. US\$33,000) ceiling on promotions and prizes last January, the competition between stations to offer big prizes has intensified. Some stations claim their promotions hooked new listeners, while others admit theirs backfired with drastic consequences. A panel including KLOL/Houston's Doug Harris—*Billboard's* "Promotion Manager of the Year"—will outline the relationship between

good promotions, programming and audience involvement.

The technical aspects of the conference will deal with Digital Audio Broadcasting and other advances.

Conference chairman UK Radio Authority CEO Peter Baldwin will wrap up the four-day event with a look at the present status of the country's commercial radio industry and what the future holds from the regulator's viewpoint.

Some programmers, including KCBC/Kettering PC Howard Rose, think a "fun in the sun junket" venue is not conducive to a working atmosphere. Glover maintains, "The Cyprus conference costs £575 for a return flight, room and most meals. The whole point is that the leisure aspect is as important as the sessions. It will be much more relaxed."

Harding Calls It A Knight

by Adam White

Knight Records managing director Chris Harding—the man who helped develop the company into one of the UK's premier catalog labels—is leaving after three years. Harding relinquishes his post at the end of September, when the company relocates its headquarters.

Harding will stay active in the catalog marketing field, continuing his involvement with all European music product creation and acquisition as a consultant for Time-Life International. Knight

GM Judy Head will join Harding.

Knight's sister label, Sequel Records, is unaffected by Harding's departure. Managing director Bob Fisher continues to operate the reissue imprint at its London offices.

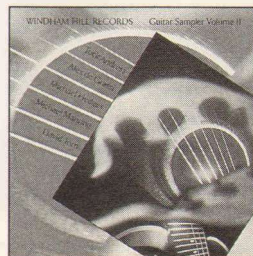
Part of the publicly traded Castle Communications group, Knight Records will move from its headquarters in north London to Castle's base at Chessington, Surrey. Although the changes involved the loss of three jobs, Castle commercial director Jon Beecher says Knight's catalog will continue to be expanded and promoted.

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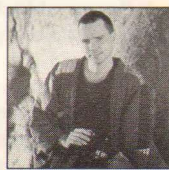
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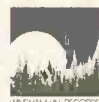


David Torn



& more

SOME THINGS ARE REASSURING



© 1991 Windham Hill Europe



GOLDEN GREEK — Sophia Arvaniti, the number one artist for BMG Greece, is awarded a gold record for sales over 50,000 units of her album, "Mi Mou Milas Ya Kalokeria." From l-r: album producer/songwriter Michael Rakintzis, Arvaniti, and BMG Greece MD Miltos Karadsas.

KFM Buyout Fails, 'Signal Cheshire' Twins Born

by Mike McGeever

A management buyout attempt at KFM/Stockport, Great Britain, has apparently collapsed. North Staffordshire & South Cheshire Broadcasting Ltd., holding company of Stoke-on-Trent stations Signal Radio AM & FM and Echo 96 FM, has taken over the station.

As of September 16, the former KFM, which broadcast an EHR/local artists' format, became Signal Cheshire Radio, featuring classic hits, news and information, broadcasting on 104.9 MHz from Stockport and 96.4 MHz from Macclesfield.

NS & SC has added the Echo 96 transmitter on 96.4 to the existing KFM transmitter on 104.9 to create a significantly larger coverage area in north-west England than the original KFM service.

Echo 96 will move to a Stafford transmitter at 96.9 MHz, and keep its own classic hits format.

NS & SC recently bought KFM's controlling shares from the publishing/broadcasting group EMAP and reportedly began negotiating with a management buyout team headed by KFM GM Lester Jefferson, with the intention of keeping KFM independent of any other stations.

As recently as last month, both sides claimed that would be the case. Jefferson said the deal was struck and KFM was to be owned by a group of management-led investors. "We are now truly independent again," he stated.

But rumours that the deal was dead in the water became

fact when a source close to the negotiations told M&M September 10 that Jefferson's group failed to raise an undisclosed amount of cash through venture capital in time to meet NS & SC's deadline. Jefferson, who could not be reached for comment, will reportedly resign.

Barry Machin, Signal Cheshire Radio/Signal AM & FM's MD and the former KFM MD, said the new station's strength will be its links with the community and "the ability to provide a targeted local service."

The evening and overnight programming will be simulcast on Signal AM & FM.

The end result is three separate stations 13 hours per day. It is not yet known which staff members of the defunct KFM are staying or leaving.

This is the second time KFM has changed hands since going on-air less than two years ago.

Irish Horizon Tempts New Investors With 75% Stake; Cassidy Out

by Aidan O'Sullivan

Horizon Radio, located in north county Wicklow, Ireland, is looking for a new investor. According to the company's CEO Dave Heffernan, "Two sets of investors are kicking down the door," but he would not reveal their identities.

An investor who is no longer in the running is high-profile Irish politician, Senator Donnie Cassidy, who some months ago claimed to be putting together an

M&M BUSINESS CALENDAR

- September 25-28 - RTNDA 46th International Conference & Exhibition, Denver Convention Center, US.
- September 26-27 - Saarbrücker Mediantage (Media Days) Rundfunk und Europäische Integration, Saarbrücken, Germany. (+49) 0681.687 9239.
- September 26-29 - Nordic Symposium Of Sound Technique, Bolkesjø Hotel, Heggedal, Norway. Tel: (+47) 279.7730
- October 3-4 - Radio Academy Second Technical Conference, Birmingham, UK. (+44) 071.323 3837.
- October 3-6 - Society of Broadcast Engineers National Convention, Hyatt Regency, Houston, US.
- October 3-6 - Internationale Musik-Fach-Messe [MFM] (Music Trade Fair), Ried, Austria. Tel: (+43) 77.52 40110.
- October 3-16 - Sound Broadcasting Equipment Show, Albany Hotel, Birmingham, UK. Tel: (+44) 491.38575
- October 14-18 - Medientage (Media Days), Kunstlerhaus, Munich. Tel: (+49) (0)89.950. 82124.
- October 21-24 - BID (Berlin Independence Days) Music Conference, Berlin. Tel: (+49) 30.261 6343. Fax: (+49) 30.261 8806.
- October 24-26 - 10 Ans de la FM, CNIT-Paris/La Defense, Paris. Tel: (+33) 1.3095 8787.
- October 25-28 - RTNDA 46th International Conference & Exhibition, Denver Convention Center, US.
- October 30-November 3 - Interfest '91, Clarion Hotel, New Orleans, US. Fax: (+1) 445.170 94916.
- November 15-16 - Broadcast Promotion & Marketing Executives UK, Conference & Awards, Moat House International Hotel, Glasgow, Scotland. Tel: (+44) 423.520 404.
- November 8-10 - Independent Music Meeting, Florence, Italy. Tel: (+39) 55.238 2305.
- November 16-17 - NAB GM Roundtable, Sheraton Imperial Hotel & Towers, Research Triangle Park, NC, US.
- November 29 - Benelux International Song Festival, Alphen Ad Rijn (near Amsterdam), Netherlands. Tel: (+31) 04.167 73270.
- December 2 - Independent Radio Advertising Awards, Grosvenor House Hotel, London, UK. Tel: (+44) 71.486 4533.
- January 4, 1992 - Norder-slag Music Festival, De Oosterpoot, Groningen, Holland. Tel: (+31) 050.680 111.
- January 19-23, 1992 - MIDEM '92 (International Music Industry Market), Palais des Festivals, Cannes, France. Tel: (+33) 1.4505 1403. Fax: (+33) 1.4405 0223.
- February 11-18 - 1992 Winter Olympics, Albertville, France.
- June 10-13, 1992 - National Association of Broadcasters Radio Montreux Symposium and Exhibition, Montreux, Switzerland. Tel: (+1) 202.429 5405.

IRE£150,000 (app. US\$221,000) rescue package for Horizon. The state radio regulator, the IRTC, rejected Senator Cassidy, and in keeping with its own tradition, will not comment on their reasons for doing so.

Last May it became obvious that Horizon needed new equity. At the time, shareholders suggested that as much as a 75% stake in the station would be offered to a new commercial investor. It was at this time that Senator Cassidy

made his intentions known.

To attract investors, the station sought to increase its coverage area. It wanted to broadcast to the south county Dublin area, but the IRTC rejected its request.

Horizon is not the only station looking for investment. At least a dozen smaller Irish stations are in a similar situation financially. However, Horizon differs from most, having only four full-time staff (including Heffernan), backed by 104 unpaid workers.

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REILLY DIRECTS KISS FM SALES — Dance-formatted Kiss FM/London has appointed John Reilly as head of sales. He replaces Gary Miele, who left to set up The Satellite And Radio Sales Company. Previously head of sponsorship at Independent Radio Sales (IRS), Reilly spent three years working in national and local sales at Capital Radio/London. He will control the national sales currently handled by IRS, as well as head the nine-strong local sales force. Kiss FM/London MD Gordon McNamee (right) extends a hearty handshake to John Reilly.

Authority Remains Undecided Over Cornwall, York Licences

by Paul Easton

The **Radio Authority** has been unable to reach a decision over who should be awarded the **Independent Local Radio (ILR)** licences for Cornwall and York. The two applicant groups short-listed have been invited to make a brief presentation to the Authority's members at their next meeting in October.

The final applicants are **Cornwall FM** and **Waves FM** for the Cornwall licence. For York, the contest is between **Minster Sound** and **Voice of Yorkshire**.

Cornwall FM, backed by **UK Radio Development** and **County Sound** (now part of **Allied**), has a strong core of radio experience among its directors, including County Sound MD **Mike Powell**.

Waves FM's team includes **Dave Cousins**, former MD of **Devon-Air/Exeter**, investment group **Oi** and **Queen's** drummer **Roger Taylor**.

Minster Sound's group includes studio equipment supplier **Canford Audio** chairman **Hugh Morgan-Williams** and **Toby Horton**, a former **Radio Tees** (now **TPM/Stockton**) MD, now director for the **Independent National Broadcasting Company**, which plans to apply for a news/sport **INR** licence. **Dave Cousins**, also a member of **Waves FM**, would become MD.

Voice of Yorkshire's key players include former **Piccadilly Radio** MD **Colin Walters**, now MD of consultancy **Laurel Benedict**, along with TV presenter **Richard Whiteley**.

RSGB Plans 'Lifestyle' Info For JICRAR Subscribers

by Hugh Fielder

Audience researcher **RSGB** will be making additional lifestyle data available to **JICRAR** subscribers next year. The company intends to offer the extra information with the 1992 "Wave II" (April-June) listenership survey, enabling agencies, sales houses and advertisers to compare respondent-level data with lifestyle data in order to target specific audiences.

Says **RSGB** media services director **Richard Asquith**, "It will be a powerful tool for advertisers. It means you can divide an area into different types of households and then look at the performance of radio within those categories. It will be possible to see whether tightly targetted stations are, in fact, reaching their intended audiences."

"We've been considering this move for some time. Now it is a question of merging our database with **Super Profiles**, **Mosaic** and **Acorn**."

The move follows **Independent Radio Sales' (IRS)** introduction of **LBC's "Super Profiles"** for London earlier this year. Says **IRS** group sales director **Stan Park**, "Every agency we've spoken to has welcomed it. We aimed it specifically at London, which is the most complicated UK radio market. Advertisers need to make sense of the competition between stations."

Next year's "Wave II" sweep could be the last **JICRAR** survey before the new **RAJAR** system, combining **BBC** and **Independent Radio** audience research, takes over.

RSGB has already stated that it

intends to bid for the new **RAJAR** contract. Says **Asquith**, "The specifications won't be published until the end of this month, but we do not foresee problems."

US broadcast research firm **A.C. Nielsen** has confirmed its intention to tender for the **RAJAR** contract. **Arbitron**, the leading American radio ratings company, is also considering whether to bid. The company's marketing strategy and planning VP **Christine Mueller** has just visited the UK to talk with radio consultants and stations about the **RAJAR** system. "We will be making up our minds once we see the specifications," says **Mueller**. "I certainly hope that we will be involved." She added that **Arbitron** may decide to bid in partnership with a European research company.

BPI/MCPS Dispute Royalties

The **UK Copyright Tribunal** is now hearing the dispute between the **British Phonographic Industry (BPI)** and the **Mechanical Copyright Protection Society (MCPS)** over mechanical royalties.

MCPS wants to bring the UK rate, currently 5.25% of the retail price, in line with the **BIEM/IFPI** European agreement of 11% of the published price per dealer. **BPI** wants a reduction in the old rate.

BPI barrister **Sydney Kentridge** says, "The record industry's role in finding artists and creating musical works has grown. What makes [a piece of] music known today is no longer sheet music, but its recording. Another development is that the artist and composer are, in many cases, the same. The royalty applies both to composers and artist-composers. But a singer-songwriter not only gets the mechanical royalty, but also other royalties."

"Yet profits as a percentage return on investment have not increased. The profit per record,

even for a successful one, is limited and less than the amount that goes to the copyright holder."

"The **BPI** claims the UK industry is unique outside the US as a source of recordings for the rest of the world. Europe doesn't go in for large A&R and marketing because most product is licensed-in from the UK and US."

Kentridge describes the **MCPS** case as one of "delightful simplicity," saying, "It's based on the underlying assumption that as the recording licence has been deregulated, then the price must go up."

MCPS counsel **Robert Engelhard** says that both sides agree the percentage should be based on the record company's published price to dealer and not on profits or on actual sales receipts.

He adds, "The royalty rate should apply across the board to all records—whatever the musical work; whatever the artistic or aesthetic nature of the music; and whoever the composer or performer may be. It should also apply to any record format."

The hearing is scheduled to last until September 27. *PE*

Apple Stops CD Box-Set

EMI has lost a round in its battle with **Apple Corps** over the release of the **Beatles' Red** and **Blue** CD compilations. Plans to release the albums as a four-CD boxed set this autumn have been blocked by a High Court ruling.

EMI, which has been prevented from issuing the albums as two double-CD sets (see **M&M** August 17), denied that the boxed set would have breached the 1989 royalties agreement with **Apple**. The agreement gives the **Beatles' company** the final say over the release of "multiple records."

But **Justice Mummery** ruled that **EMI** required **Apple's** permission to release the boxed set, just as it did to market them as two sets. In both instances, **EMI** was proposing to exploit the projects as "multiple records." He awarded costs against **EMI**.

A solicitor for **Apple** said afterwards, "We do not object in principle to issuing the albums on CD. We wish to maintain artistic control and will give consent when we feel the time is right." **EMI** is appealing against the judgement. *HF*



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RFI's Radio Plus Goes East To Prague

by Emmanuel Legrand

Radio France International (RFI) has launched **Radio Plus**, a new FM station in Prague, Czechoslovakia, in association with the news agency **CTK**. The bilingual station will focus on news and information, both in Czechoslovakian and French.

Radio Plus began broadcasting 24 hours a day on 96.6 FM on August 26. It covers 50 kilometers around Prague, including the capital and the metropolitan area.

RFI head of international affairs **Marie-Christine Grave-reaux** comments, "It's a very important investment for us to be present in the main eastern countries. In Prague, we are helping to set up a news programme, while in Bucharest, we have created a music-oriented station. These countries are facing many problems. It's almost impossible for them to set up these projects without outside partners."

Programmes in Czechoslovakian air between 05.30—11.30 and 16.10—19.00. This is followed by the RFI top musical programme, "Generation 90," aimed at a 15-25 audience. Between 20.00 and 23.00, programmes are broadcast once more in Czech.

The remaining hours are filled with RFI's French programme, sent from France via satellite. Local programmes are

news-oriented, following a style similar to **France Info**, but with some music interspersed between news bulletins.

The studio equipment, including the satellite dish worth Ffr800.000 (app. US\$ 130.000), was bought by RFI and will remain with the station, based at the news agency. In addition, RFI will pay the transmitter's rental for a year. It will also provide training for journalists and DJs, who are usually employed directly from the CTK. A record library will be provided by RFI due to the shortage of musical products available on the local market.

The station, which has two local French-speaking managers, **Karel Bartak** for programmes and **Jiri Stolar** for administration and finance, will be funded through advertising. RFI's advertising representative in France will sell air time to French companies, while the station in Prague will coordinate local advertising.

Forthcoming projects for RFI include a similar station in Lettonie. The aim is to set up an international network of FM stations around the world. It has already set up a bilingual FM station in Bucharest, Romania, called **RFI Delta**, as well as stations in Athens and Sofia to rebroadcast RFI's programmes.

Violinist Kennedy To Bow in France

EMI France and **Europe 1** have joined forces to break classical violinist **Nigel Kennedy** onto the French market. At his first concert in Paris next November, he will be marketed on a grand scale.

Says EMI director of classical marketing **Laurent Worms**, "France has been chosen by Kennedy and his management as one of the three international goals, along with the US and Japan. His rendition of **Vivaldi's Four Seasons** sold over a million in the UK. There is no reason why good sales couldn't be achieved in France. We are going to use his very strong image to reach a young public.

"We want to get classical music out of its ghetto. We have chosen to team with **Europe 1** because we think this station fits perfectly with the spirit and the public of Nigel Kennedy. In addition, we have chosen to hire an independent promoter, **Gill**

Paquet, who has very good connections with the general press and the top TV shows."

Promotion will be in three waves: a promo trip for Kennedy in October, followed by the concert; a heavy campaign on **Europe 1**; and after the concert, a TV/radio campaign worth Ffr3 million (app. US\$488.000). The EMI goal is to reach gold after Christmas. **Europe 1** will play Kennedy's works extensively during the regular programming of the station.

Europe 1 music programmer **Yvonne Lebrun** comments, "We want to help new classical musicians break into France." The station already programmes excerpts from Kennedy's **Vivaldi** and **Brahms** records. Lebrun is trying to set up a show in which the young artist would meet jazz violinist **Stéphane Grappelli**, who is one of Kennedy's favourite musicians. EL

Ohayon Eyes No. 3 Spot for EMI France

After years of mixed results and numerous changes in structure and management, **EMI France** is approaching another round of restructuring. MD **Gilbert Ohayon** used the company's yearly convention on August 28-29 to highlight the changes, present the new team, set up goals and create a "winning culture" within the company. He reportedly hopes this will help the company to jump "from the Middle Ages into the 21st century" and put an end to what he calls the "logic of failure."

Comments Ohayon, "The company has been going through a critical period these past years. The overall good results of EMI throughout the world were not reflected by the French affiliate. We now have a new structure, a new team and our ambition is to be among the top three companies in France. Of course, these changes have meant a lot of departures. It is not something I am pleased with, but it is sometimes necessary. The company needs to regain a credibility both within the EMI group and with our partners—the artists, the media, and the rest of the music business."

Ohayon wants to become no. 3 in France within three years and capture a 15% market share. EMI is currently fourth with a 9% market share. He says, "For the moment, our immediate strategy will be profit driven before being market share-driven. We have to increase our margins, improve our productivity and better manage our marketing and promotion investment. We'll focus on a limited number of carefully chosen priorities. Once we have strengthened our foundations, step by step, we'll try to eat up some market shares."

The company was previously separated into two marketing and promotion structures: one for national and one for international acts, both sharing the same sales force. Now Ohayon wants to merge the marketing and promotion teams and set up four main departments (listed below), with managers all reporting directly to him.

● Pop local and international marketing and promotion will be headed by **Michel Liberman**, a newcomer, previously with **CBS/Fox Video**. He will manage the marketing and promotion team. The marketing team includes three national heads of product—**Philippe Rodi**, **Lionel Pradines** and **Valérie Chollet**—who will also be in charge of European

products. The international team is headed by **Hervé Defranoux** and three label managers—**Olivier Lebeau** (**Capitol USA** and **SBK**), **Charles Benloulou** (**IRS**, **Impact** and music videos) and **Olivier Chanut** (**Capitol** and **UK**). There is no promotion manager; **Liberman** assumes that position, giving extensive power to the various sector managers. These include **Frédéric Juarez** (radio), **Dominique Perthus** (TV), **Hervé Deplasse** (press), **Josiane Fitoussi**, (FM stations and networks in Paris, and AM stations in the provinces); and **Catherine Rouhou**, (FMs in the provinces).

● The local A&R department will be managed by **Jean-Jacques Souplet** and assisted by **Gérard Jardillier** (senior A&R), **Axel Talar** (junior A&R) and **Sophie Cayre** (international development of local catalogue). Souplet, a former independent producer who has worked with dozens of acts, including **Jeanne Mas** and **Patricia Kaas**, explains his policy. "We are going to be flexible and independent in our minds and attitude. Our roster, which had over 60 acts when I arrived, now only has around 30. We are going to be very selective in our choices, but also very open, in order to be present in all areas of the market. Nothing will be excluded. We are going to focus on acts who are live performers."

● The classical department will continue to be managed by **Alain Lanceron**.

● The distribution and special marketing department will be headed by **Jean-Claude Larco**, former commercial director of **BMG**. Larco fronts a sales force of 40 and has a direct input on strategic marketing compilations and special products, among others.

The new structure will allow the company to focus more on developing the national catalogue and increasing the success of international acts. Says Ohayon, "More than 45% of the French market is made up of local product. You can't be a strong company in France if you are weak on national product. One of the reasons for our bad results came from our weakness in developing national acts. We haven't touched one cent of the creative budget. That would be the silliest thing to do. Instead, we have increased it. There is one sign that shows we are on the right track—the phone rings. Artists call us.

"I want to maximize the capacity of the international catalogue. We have already achieved good results with **MC Hammer**



Gilbert Ohayon

and **Vanilla Ice**. I want to put emphasis on the classical department [EMI is second behind **PolyGram** with over 20% of the market], and exploit the back catalogue, both nationally and internationally."

EMI France has a strong schedule of releases for new national and international product. Top releases include new albums from established artists like **Jacques Higelin**, a live album from **Yves Duteil**, and a compilation of **Jeanne Mas's** top hits. The company hopes to reach gold with **Charlérie Couture's** summer release, and continue the work on **Gérard Blanc** and **Gérard Manset's** album.

EMI hopes to break three new artists including **Gildas Arzel** (who recently toured as opening act for **Jean-Jacques Goldman**); **Christophe Deschamps**, a studio drummer for almost all the main French stars who is now launching a solo career; and **Nilda Fernandez**, who is becoming one of the hottest new acts of 1991. Says Ohayon, "If we could break one local act a year, I would consider it a good achievement."

Major international releases are expected from **Bob Seger**, **Joe Cocker**, **Vanilla Ice** (the album *To the Extreme* sold 90,000 copies in France), **Queen's** compilation (*Innuendo* sold over 125,000 units), **Tina Turner's** *Best Of* and the **Pet Shop Boys's** compilation. EMI will also continue its efforts to break **EMF's** *Unbelievable*, **Jesus Jones's** *Right Here, Right Now*, **MC Hammer's** *Have You Seen Her*, and **Robert Palmer's** *Mercy, Mercy Me*. EMI is reportedly strongly committed to the development of European continental acts such as **Sweden's Roxette**, **Belgium singer BB Queen**, Italian star **Vasco Rossi** and Spain's **Ole Ole**, all to receive a marketing push before Christmas. EL

PIAS's Hubblau Extends Radio Promotion Agenda

by Marc Maes

Former CNR promotions officer **Jan Hubblau's** appointment as promotions manager with **Play It Again Sam (PIAS)** in Brussels marks a new radio strategy for Belgium's biggest independent label.

The company has always been very strong with stations such as **Studio Brussel** and **Radio 21**. Yet Hubblau is convinced both **RTBF's** and **BRTN's Radio 1** and 2 could be

serviced with PIAS product.

Says Hubblau, "We definitely want to take our product to those so-called family-oriented stations. I see no problem in having artists like **Bill Pritchard** or **G.W. McLennan** on the air. They could also help us add an extra profile to our Belgian bands, where **The Scabs** are doing very well. PIAS has been considered an obscure independent with special product long enough."

Hubblau explained that he

also wants to supply artists to outdoor broadcasts and to popular programmes like Saturday's "Radio Rijswijk" on **Radio 2/Antwerp**. "This might even help us establish our local A&R," he adds.

Hubblau has also established good relations with the **Radio Contact** network.

He says, "They have become our first target and it works. They really supported **The Shamen**, and we plan to join forces for more commercial repertoire. As for other privates, we prefer to put them on hold. If you add up the ratings each station claims to have, Belgium would have 80 million listeners."

Both Hubblau and newly appointed promotion assistant **Charlotte Bertrand** will pay weekly visits to **Radio 21** and **Studio Brussel**, plus **Radio 1** and the night programmes on **BRTN** and **RTBF**. Other stations are visited "at least once every 14 days" and they all receive weekly mailings of new product.



READY TO PLAY — Here's **Play It Again Sam's** new promotions manager **Jan Hubblau** (right) with sales manager **Philippe Asseau** (left) and promotion officer **Charlotte Bertrand**.

RTBP Lines Up Music Shows

The French state channel **Télé 21**, the TV side of **Radio 21** which broadcasts on **RTBF's** second channel, is to play concert footage of artists such as **Robert Palmer**, **Queen** and **James Brown** during the next coming weeks.

However, head of music **Dominique De Becker** wants to have more than just the concerts. "We have translated and subtitled a **Tom Waits** concert because we wanted to make the show as accessible as possible to a broad audience, not just the fanatics. That's why we have also scheduled the **Paul McCartney 'Oratorio'** and **Nigel Kennedy** performing the **Brahms** violin concerto."

Radio 21's 10th anniversary will be celebrated with a **Sinead O'Connor** concert from her "Year of the Horse" performances in **Amsterdam** and **Brussels**. **De Becker** is currently negotiating the radio rights to broadcast the event in stereo.

"This year **Radio Vision** has boosted its share of concerts at **Télé 21**. They supplied us with 'Rock in Rio' footage. **Billy Joel** and the **Sinead O'Connor** event. We also worked with London-based **Manifesto** for the **Elton John/Bernie Taupin** tribute. where they furnished us with

material from **Polygram Music** video."

De Becker says that he has been able to establish a good working relationship with the record industry, resulting in more mutual direct contact. *MM*

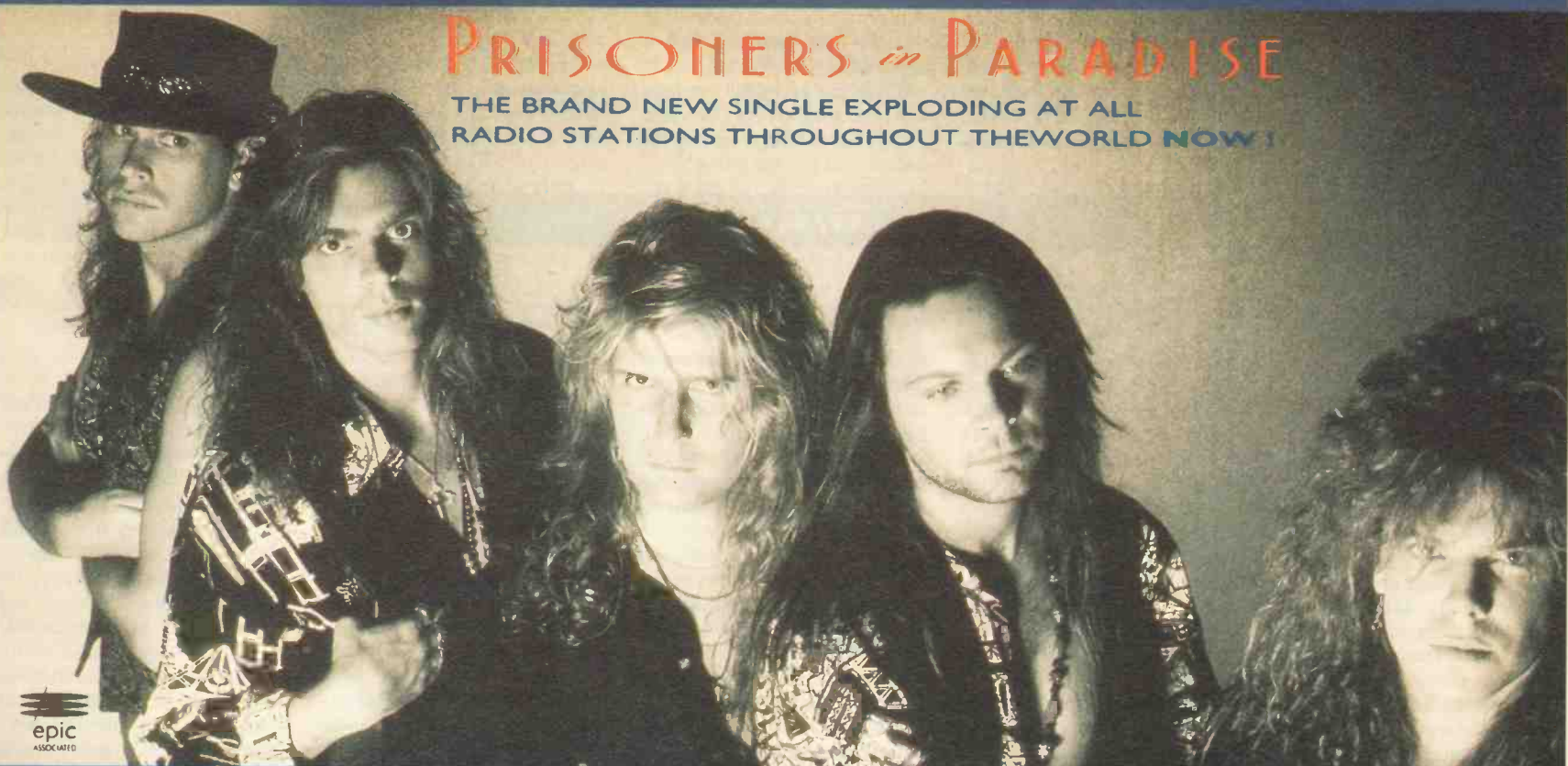


MY NAME IS NOT FELIX — 1991 marks the second season of the "Felix" show on **RTBF's La Une—TV and Tele 21**. The show, hosted by **Erico Salamone** (above) and featuring concert footage, live studio "unplugged" performances, interviews and a number of news items, goes out on Saturdays, with a Sunday re-run on **Tele 21**.

EUROPE

PRISONERS in PARADISE

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TAKEN FROM THE FORTHCOMING NEW ALBUM 'PRISONERS IN PARADISE' OUT SEPTEMBER 23

WEA Conference Focuses On New Releases

by David Stansfield

WEA Italy's wide variety of musical genres, evident in its just-unveiled priority releases for the fourth quarter, is not expected to affect the amount of radio airplay the company receives.

That's the opinion of promotions manager **Sandor Mallasz**, who reportedly believes stations on national territory are becoming more open-minded and receptive in their airplay policies.

The company revealed release details at a special convention in Milan September 2 for its 120-strong sales force, plus 20 key wholesalers/retailers.

September releases by international acts include **Thompson Twins' *Come Inside***, **Red Hot Chili Peppers' *Give It Away***, **Motley Crue's *Decade of Decadence***, **The Pogues' *The Best Of***, **Simply Red's *Stars***, **Matt Bianco's *Samba In Your Casa*** and **Everything But The Girl's *Old Friends***.

Albums for October release include **Marc Almond's *Jacky***, **Ingrid Chavez's *Elephant Box***, **Neil Young's *Weld***, **Paul Simon's *Paul Simon In Central Park***, **Prince's *Diamonds And Pearls*** and **Eric Clapton's *24 Nights***.

The company says its most eagerly awaited release is *Stars* by Simply Red. The group's last album, *New Flame*, sold 470,000 units nationally. **Rete 105** had previewed tracks exclusively the day before its release, but no station will be favoured with *Stars*.

Comments Mallasz, "The product is so important that we don't want to give preference to any station. It's essential that everyone is involved at the same level."

With the impending release of

Decade Of Decadence by Motley Crue and recent releases by **White Trash** and **Eric Gales Band**, Mallasz is faced with the task of securing airplay for rock acts. He agrees it is difficult but adds, "There was prejudice against heavy rock in the past, but acts like **Skid Row**, **Aerosmith**, **Scorpions**, **Metallica** and our own **Van Halen** all receive airplay today. **RTL 102.5 Hit Radio** has quite a strict EHR format, but it gives space to Van Halen."

The station's music director **Grant Benson** says, "Van Halen can produce some radio-friendly rock which is Top 40-oriented. I can't say the same though for White Trash or Motley Crue, and I doubt they will be featured on our playlist."

The WEA convention, however, did not just focus on international acts or rock, although it did boast record sales of almost 300,000 units for the R.E.M. album *Out Of Time*. Legendary local artist **Gino Paoli** has been a major success story and **Matto Come Un Gatto**, his first album for WEA, has sold 270,000 units since its release four months ago. New artist **Ligabue**, who has sold 140,000 units of his self-titled debut album on WEA, releases his second album, *Lambrusco Coltelli Rose & Popcorn*, on September 23.

The record is being backed up with ads on **Rete 105**, **Radio DeeJay** and **Radio Italia Solo Musica Italiana**.

Giulia Combo also deliver their debut album, *Francesca*, in October. They are the only new act to be introduced by the company this year.

Music video is becoming increasingly important at WEA and the catalogue of **Warner Music Vision** has grown from a 1990's tally of 10 titles to today's total of 50.

Presenting 18 new titles for the fourth quarter, WEA marketing services manager **Paolo de Toma** maintains that although the current market is limited, it is expanding enough to talk in terms of music video being the fourth format.

BMG Rolls Out "Best Of" Series

BMG is set to launch a new collection of "best of" albums in October with *Questa E La Storia*, a double album by national artist **Gianni Morandi**.

Morandi, whose latest album, *Varieta*, has sold 400,000 units, has been performing and recording since the '60s. Big hits such as *C'era Un Ragazzo* and *Bella Signora* are included on *Questa E La Storia*.

The new series, which this year will include releases by **Riccardo Cocciante** and the **Alan Parsons Project**, will bear the logo "All The Best."

Company advertising/promotions director **Michele Mondella** confirms that BMG has collaborated with the Milan-based

advertising agency **TBWA** on the project and claims that the albums will be different from other "best of" product on the market. "They will not be the usual mid-priced affair," he says. "They will be full-priced and presented in elegant packaging. The tracks included are also being selected with great care."

BMG and TBWA have made the decision not to promote the series with TV advertising. Ads will be placed in leading newspapers/magazines and will be aired on radio. Stations have yet to be confirmed but **RTL 102.5 Hit Radio** is a firm favourite. "It's one of the strongest commercial networks at the moment," adds Mondella. DS

Ala Bianca Switches On In-Lite Imprint

Indie company **Ala Bianca** has introduced **In-Lite**, a new label dedicated to specialist house music.

The first release, *La Bandirita* by **La Bandirita**, has been licensed to the German firm **ZYX** and product on the label will be distributed exclusively by **Fling Records/Naples** nationally.

Ala Bianca already has the house music label **Mighty Quinn**, but has launched In-Lite in an effort to meet consumer demand.

Comments company MD **Maurizio Bettelli**, "We will release techno-house and other new trends on In-Lite. Mainstream house music is released on the **Mighty Quinn** label,

which was well received in territories such as the UK and Benelux. Consumers on the local market, however, will only accept certain forms of house music. That choice is influenced by a variety of factors including dress and behaviour. The only way to gain credibility, it seems, is with a more specialised label." DS

RDS Wins Virgin Megastore Broadcast Rights

Radio Dimensione Suono has edged out **Top Italia Radio** for the exclusive live broadcast rights at the new **Virgin Megastore** in Milan, officially opening on September 19.

Virgin Retail MD **Celeste Pietro Milani** says, "TIR was in the running, along with other stations, but no deal was firmed officially

(until now)."

Radio Dimensione Suono programmer **Bruno Ployer** gives most of the credit for the deal to the station's PR manager **Luigi Caliva**. Says Ployer, "He first believed in such a project a couple of years ago when the word was out that Virgin would open on national territory. He

has followed it through and will be organising the initial broadcasts."

Milani says the fact Radio Dimensione Suono is a national network is what interests him. "I'm looking towards Europe. It doesn't mean anything to me if it is Rome-based." Ployer agrees, adding, "It's one more step in our fight for an

image as a non-based station. We are strong in central Italy, but are also getting stronger in the north. A regional image is not positive for a national station."

The station will broadcast live several days from the **Virgin Megastore**, but programme details have yet to be finalized. DS

G/A/S

Labels Want Pop Format For Austria's Ö4

by Norman Weichselbaum

The introduction of a fourth radio channel, **Ö4**, by pubcaster **ORF**—expected in summer 1992—is proving a hot topic in Austria's record industry. In a situation remarkably like that in the UK, the stumbling block is format. **ORF** general director **Gerd Bacher** says that **Ö4** should be a pure classic programme like **Ö1**. Bacher's idea has been met with protests by the record companies, producers and artists in Austria, who find a second pop channel besides **Ö3** much more necessary.

"Ö4 could be the **Ö3** of the '90s," says **Warner Music Aus-**

tria MD Manfred Lappe. "The enormous amount of pop music cannot be covered by one programme any longer. **Ö4** would be a perfect place for transmissions with a more progressive outlay. I am sure that they would find a wide public. Just take a look at the national sales of heavy metal records without any airplay."

If **Ö4** goes on the air with **Mozart**, **Strauss** and company, **PolyGram Austria MD Wolfgang Arming** says he could live with it, especially since his company dominates classical music sales in the country. "But that is not the point," he says. "If you call it **Ö3** or **Ö4**, in each case

there has to be more broadcasting time for the young Austrian pop scene. If the **ORF** does not establish a real possibility for building up an artist, Austria's modern music will go the same way our movie industry did—into a chasm."

The possibility that **Bacher**, who has labelled rock music "street noise," will allow a second pop channel is doubtful, say several sources. But, says **ORF** spokesperson **Andreas Rudas**, "Bacher is considering various possibilities at the moment; **Ö4** as a classic programme is just one of them. A definitive decision can be expected at the end of the

RIAS 2 Revamps Nights

Public station **RIAS 2/Berlin**, which reaches 750,000 listeners daily and targets the 14-29 year-old demos, has announced a complete switch in its evening lineup.

The station, which covers not only the Berlin metro area but also most of the eastern block and east Bavaria, has the following new nighttime schedule:

19.00 - 21.00: "RIAS Popcorn" - all-request pop/rock classics, with new DJ **Ian McConnachie**;
21.00 - 22.00: "RIAS 2 Special" - a magazine show covering up-to-the-minute topics; EHR music included;
22.00 - 23.00: "RIAS 2 Soft Hits";

23.00 - 02.00: "RIAS 2 Discotek";
02.00 - 05.00: "RIAS 2 Night Shift," with an EHR format. MS

Trapp Set As New Electrola A&R Chief

EMI Electrola MD Helmut Fest has promoted **Stefan Trapp** to A&R head of Electrola. Trapp, 33, joined the company in March and headed up the dance department, where he has had a string of hits for the label. He previously worked for **Sony Music** after graduating from college and started the company's **Dance Pool** label. Trapp's thesis in his student days was "Discoteque Culture." MS

Networking Fever Heats Up All Across Spain

by Anne Marie de la Fuente

Private pop music network **Radio Top 97.2** is aiming to have its 11 stations connected via satellite by the end of October or early November. Says music programming head **Raul Marchant**, "We found out it was less costly than the micro-telephone system we've been employing so far."

At present, Radio Top's stations link up sporadically during the day and between 24.00 and 6.00 daily. "By November, the early morning block will be networked via satellite," says Marchant.

Radio Top operates in the major Spanish cities, including Madrid and Barcelona. Assistant programming head **Gregorio Ramon** regards these two as vital and strategic centres. "Some 50% of the record-buying public resides here. With stations in just seven cities renowned for attracting record companies and artists, a radio network can reach 80% of the album-buying market," says Ramon. Radio Top's youth-oriented programmes are heard in Valencia, Seville, Bilbao, Alicante and Zaragoza, among others.

Meanwhile, another private station, **Radio Estudio**, is poised to network its FM stations. Its nine-year old flagship station, **Alcobendas** (northern Madrid), was complemented in July 1990 with the station in Eivar, ceded by the Basque government.

Radio Estudio's Pinto (south of Madrid) and Caceres (south-west Spain) stations began test-card transmissions only last month. A fifth station, located in Bejar (southern Spain), is due to start operating before the end of September. The franchises for the last three stations mentioned were granted by the Spanish government in the licensing round during the summer of 1989.

Private network **Antena 3** was awarded two licences. Comments associate DG **Javier Gimeno**, "With these two stations in Tarragona and Tortosa, Antena 3 virtually completes its coverage of Catalonia. We only need one in Gerona now." According to Gimeno, once launched, the new station's programming would provide news, talk and sports shows characteristic of Antena 3.

SER, Spain's top private network, was granted only one fran-

chise. SER director **Augusto Delkader** says the station in Amposta, Tarragona, will be opened as soon as possible. "We haven't decided on the programming yet. It's too soon to say," he adds.

The city of Barcelona alone has around 42 public and private stations. The addition of three stations in this port city of some five million inhabitants will not affect the market too profoundly. Says a media planner at **CARAT**, "The new stations are widely scattered throughout the region. Therefore, competition for ad revenues, at a local level at least, will remain virtually unchanged."

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Catalan Licence Decisions Spark Accusations

Accusations of political bias have erupted once more, as the Catalan government finally announced on September 3 the 28 FM licence recipients. These had been allocated to the autonomous region of Catalonia by the Spanish central government when it granted 153 FM licenses in the summer of 1989.

The government's choice of bidders led to several hundred appeals and widespread charges of favouritism. A journalist at leading Spain daily *El Pais* claimed, "The Catalan government has given out the licences to priests, nuns and people linked to the ruling party. It's a disgrace."

In fact, the Catalan govern-

ment had granted the disputed franchises July 31, but kept the move under wraps until the news began to leak out and culminated in its full-blown exposure on August 30 in *El Pais*. In a press conference held four days later, Catalonia president **Jordi Pujol** claimed the two-year delay was aimed at testing the determination of the interested parties.

The licence winners included the Archbishop of Barcelona, top radio star **Luis del Olmo**, who received a US\$27 million contract with **ONDA CERO** (see M&M July 27), as well as the church-owned **COPE** and several individuals linked to Pujol's political party, CiU. AMDLF.

SCANDINAVIA

Swedish CD Prices, Parallel Imports Under Scrutiny

by David Rowley

The Swedish government's price and competition commission has begun an investigation into CD prices and what it sees as an apparent lack of competition in the Swedish record industry.

Lisbeth Segerlund, who will be running the investigation for **Statens Pris Och Konkurrensverk**, says they are only at a preliminary stage.

"It would seem, at the moment, that there is a large proportion of the market share in the hands of a few large companies. Six major record companies have between 85-90% of the market.

"There have also been complaints from consumers on the difference between vinyl and CD prices. It is starting to become clear that prices have no relevance to cost."

According to Segerlund, **EMI** is attempting to stop Stockholm importer **Next Stop Records** from parallel importing of the huge-selling album *Joyride* by **Roxette**, an act signed directly to **EMI Sweden**. "They see it as illegal, because they have the licence for that record," she says.

Currently, the commission has only spoken to **Warner Music** on both the CD pricing issue and the question of oligopolisation. Segerlund adds, "We plan to speak to all of them."

Investigations so far have included a visit to Sweden's only CD plant in Malmö. A final report with recommendations is expected to be given to the government at the end of the year.

"The EC is more open to parallel imports than Sweden, at present. On the whole, imports are okay within the EC, although the question of whether this infringes on the rights of the licence holders is less

clear. We will not be looking at the piracy question, although this is something we should bear in mind."

Segerlund says she is unaware of a similar investigation currently taking place in Australia under the auspices of the **Prices Surveillance Authority**, which has sent the local industry into panic at the likelihood of parallel imports being allowed. DR

Duncan Dhu's "Supernova"

by Howell Lewellyn

Spain's **Duncan Dhu** rock duo, second only to **Mecano** in record sales over recent years, will release their album *Supernova* throughout Europe and Latin America in the autumn. A tour of the US and Latin American cities is expected in November.

Supernova has already gone platinum with 110,000 sales in Spain since its June release. English sound engineer **Dave Anderson**, who works with the **Fine Young Cannibals**, produced the album, which was recorded and mixed at London's **Power Plant Studio**.

Duncan Dhu is the principal act on the roster of Spain's largest indie, the **Dro/Gasa/Twins** company, and is distributed by **Sony** in most countries, including Spain.

The duo, **Mikel Erentxun** and **Diego Vasallo** from the Basque city of San Sebastian, played much of the new album when they appeared at the June 12

International Rock Awards Festival at London's Wembley Arena.

Gasa artistic director **Alfonso Perez** said, "Duncan Dhu is very important to us, not only as a group which is emblematic of Spanish pop, but also because their sound has evolved into one of the most international to come out of Spain."

He adds, "The boys had already played in the States and Latin America before the London concert. However, this autumn will see the first major launch for Duncan Dhu outside of Spain. It's very difficult for Spanish bands to sell abroad. Only Mecano has had more records released in so many countries."

Supernova and the single from the album *La Casa Azul* (The Blue House) will be released late September in Germany, Belgium, Holland, Austria, Switzerland, France and the UK, as well as Mexico and other countries in Latin America. The November promotional tour begins in Mexico.

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Benelux Publishers Go For Gold

Publishers are committed to breaking new songwriting talent, not just locally but on an international level. This advertising supplement looks at what some of the Benelux's top publishing companies consider to be the keys to success.

The role of a publisher in discovering, nurturing and promoting a new writer involves close cooperation with record companies and a good working relationship with radio stations. Says Peter Schoonhoven, co-director of BMG Two P(i)eters Music, "As music publishers we are very A&R oriented. Writers do come to us but we also go out looking for new songwriting talent."

"Every songwriter gets an individual approach from us. We try to investigate their strong and weak points and help strengthen the latter."

— Martin Richardson, Warner Basart

"When we find someone with long-term potential, then we encourage and help them in every way possible, and at a later stage sign them to a record company. It is very important to work closely with the record company in pro-



John Brands, VP MCA Music International

moting new songwriting talent."

BMG Publishing was first launched as a subsidiary of ARS and became an independent unit in September 1990. The company has grown with its parent and the relationship between the two is very close, with each drawing on its others strengths.

Bernard Goffin says the relationship between the two is very important. "Here at BMC we often meet our writers twice a week working as close to the fire as we can because we handle original copyrights for the world rather than representing copyrights from abroad in one country."

BMC's main writers include Kid Safari, Melissa Beckford, Peter Slaghuis, MSD and Quadrophonia and whenever ARS Productions plans to sign an artist, BMC also discusses publishing the repertoire.

Adds Martin Richardson, Warner Basart professional manager. "Every songwriter gets an individual approach from us. We try to investigate their strong and weak points and help strengthen the latter. Radio promotion is a very important part of our strategy. We keep close contact with the stations because they are so important in breaking new songs. In some cases we service them with demos and certainly provide them with promotional and biographical material. It is also important to liaise closely with the record companies involved."

Stressing A&R

"As publishers we are always on the road in search of new talent, going to gigs, and following up tips," says Richardson. "We are looking for writers with lasting power and the potential to be successful - not just tomorrow but next year as well. That is why it can take so long to sign a good songwriter."

"I think mainly melody sells a song, but often a particular combination of melody and lyrics - in any language - can become huge hits."

— Marjo Schenk

Marjo Schenk, general manager at Sony Music Publishing, also emphasises the important role that music publishers play in discovering new talent. "A&R is a responsible position of the publisher, especially now it is getting harder for writers/artists to have access to a record company. As a record company likes to have a complete mainframe concept, the A&R task of the publisher is all the more important. At this stage there is also a lack of professional artist managers as nowadays music publishers have to invest more time and money in promising and innovative talent."

"ARS Productions is very active on the A&R field so we can concentrate on our core business: managing writers and administering the rights given to us," says Goffin. "Publishing really involves more administration than most people would think. Although we are not out there selling records, we have our daily struggle with rules and regulations which are different in every country."

"Yes, a publisher should support and develop his signings and give them the facilities to record demo's, present them to record companies and so on. But because BMC Publishing is a spin-off of ARS we are continuing in that vein. We are not always on the lookout for new artists, currently this is done jointly with ARS, using their contacts and know how."

Goffin says most of his budget is spent on giving good



BMG Two P(i)eters Music signing an exclusive agreement with Candy Dulfer. From l to r: Pieter van Bodegraven, Inge Dulfer, Peter Schoonhoven, Hans Dulfer and Candy Dulfer.

advances to the writers, and ARS does not interfere with BMC's marketing plans. Nevertheless, Goffin is determined to offer assistance wherever needed and he is very happy with the current roster of artists at BMC.

Common Language

Language can create some problems in promoting new songs. As John Brands, VP of MCA Music International and MD of MCA Music Holland, points out, "Languages often create a problem when they originate from small territories like Holland, Sweden, Denmark or Greece. More universal languages like French, Italian and Spanish seem to have much less of a problem, although it goes almost without saying that English is still the dominant language in pop music. In most cases local lyrics seem to follow the original lyrics anyway."

Rob Ebberts, GM at Dutchy Publishing, admits, "The Dutch language—to those who do not speak it—is not the most beautiful language to listen to and it might influence the power of a song negatively. However, in some territories, like Germany, it does not have to be a big problem. Usually we enclose with the song a rough translation of the contents of the lyrics so that in the event of a cover, the sub-lyric writer has something to work with. In my opinion however, in most cases it is the melody that sells the song."

Schenk agrees. "I think mainly melody sells a song, but often a particular combination of melody and lyrics - in any language - can become huge hits, for example Kaoma's *Lambada* and Freddie Aguilar's *Anak*."

"Apart from radio airplay, we find that clubs are also an important way of getting new writers and songs exposed to the public."

— Peter Schoonhoven, BMG Two P(i)eters

Arjen Witte, MD of EMI Music Publishing Holland, believes that language is not a problem at all. "The Benelux is part of the global environment and most of the population understands English. Here at EMI we generally promote songs and those that are suitable for our market are presented to artists, producers and record companies. Any marketing campaigns are done in conjunction with the


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record companies involved; but to be honest, the best gimmick for any writer is to have a hit."

"Most of our Dutch writers write English lyrics because their songs can be exploited better outside of Benelux," says Schoonhoven. "Apart from radio airplay, we find that clubs are also an important way of getting new writers and songs exposed to the public. BMG Two P(i)eters is a very A&R oriented company, and we promote our signings in every way possible."

Cover Versions

Music publishers are constantly striving to obtain lucrative song covers for their writers. Schenk feels that in general some recording acts could be more successful if they used good writers or songwriters. "Unfortunately a lot of artists think that if they create a song it is automatically interesting. A lot of them can write but only a few write songs with a structure strong enough to fascinate the public."

"From being just another small company dealing with individual songs we are now handling a complete catalogue for different territories." — Bernard Goffin, BMC

Pieter van Bodegraven of BMG Two P(i)eters Music says, "We try to get covers of our writers' songs in many different countries and maybe in their local languages, but those composers who really want to develop a major career usually write English lyrics anyway."

Besides great "standard" catalogues of artists and writers like the Bee Gees, Neil Diamond and Gilbert Becaud, BMG Two P(i)eters Music also represents the publishing for a number of major international artists and writers, such as Prince, Toto, Eurythmics, Bonnie Raitt, Eros Ramazzotti, Mecano and many more.

Says Bram Keizer, MD at Universal Songs Holland, "A lot of big recording names write their own material but it is still possible to get covers. It is not easy, but for writers



Tony Berk, MD TBM International

like our own Nick Munro we try to find out which artists are not writing for themselves and then send his songs to them and their producers."

Local Talent

In the meantime, Benelux songwriters are being given strong promotional support by their music publishers. Sony Music Publishing's local signings include Niels Hermes,

Ton Groen and Marcel Kapteijn (writers for Ten Sharp), George Kooymans and Barry Hay, Golden Earring plus Nico Brandsen and Peter van Rijen who comprise new band The Feel. Theo Outhuyse, Alex van de Herick and H. van Wingerden.

"We contribute in every possible way to promote our writers songs and if they are not already signed to a record company then we help them prepare a professional presentation," says Schenk.

"The Benelux is part of the global environment and most of the population understands English."

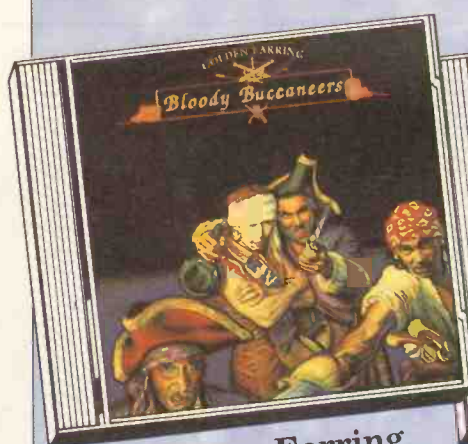
— Arjen Witte

Dutchy Publishing's writers include Pierre Kartner (aka Father Abraham), one of Holland's most successful singer/songwriter producers, and Martin Boer, who recently had a European success with the song *I Can't Help Myself*. Boer is also producing and writing for dance acts like 2 Static and D-Rock. "I do not think that we have a particular way of promoting our writers, but Dutchy Publishing is special in that we have a very close relationship with them and always give them a lot of time and attention," says Ebbers.

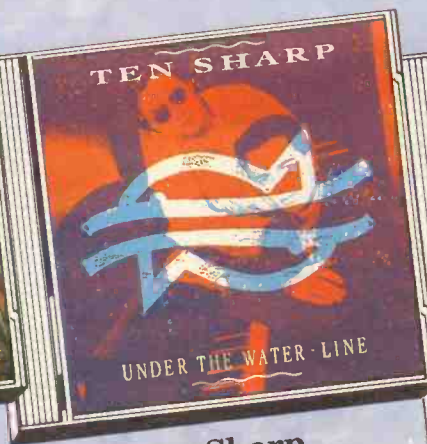
MCA Music Holland's Dutch roster include New Jack Style, Danny de Munk, Dope Posse, The Watchman, East Meets West and The Miners Of Muzo, in addition to many international writers. "We plan pan-European marketing campaigns for Blur from the UK and Noiseworks from Australia in close co-operation with the record companies," says Brands. "Other international priorities for early autumn include Joe Jackson, Tom Petty, PM Dawn and Young Disciples."

EMI Music Publishing priorities include BB Queen, (Marco Rossink, Nico Verrips), TARA (Edgar Tjokrohamidjojo), Gerard Joling, Nadiéh, Crowded House,

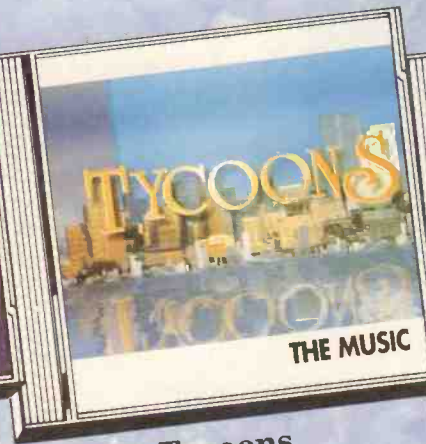
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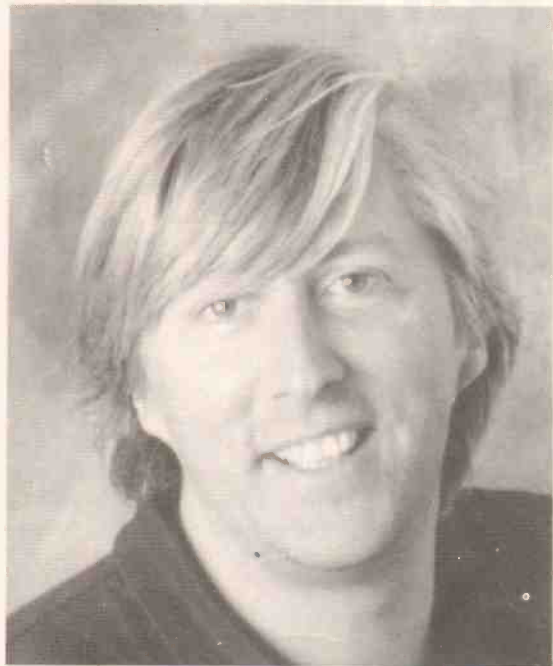
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Sailor, MC Hammer, Vanilla Ice, Wilson Phillips and Gloria Estefan.

BMG Two P(i)eters writers include Urban Dance Squad, Tony Scott, Ben Liebrand and George Baker, a prolific MOR writer who gets many covers. Newer signings include Dutch band Gotcha! (signed to BMG Ariola),



Marjo Schenk, GM Sony Music Publishing

Bernard Oates, (Master Music) and Esther Tuely (BMG). Peter Schoonhoven explains, "BMG Two P(i)eters Music conduct their business very much in an independent way, although our market share is 'major'. Among our biggest hits we recently enjoyed no. 1s with, again, *Drivers Seat* by Sniff 'N' The Tears and *Gypsy Woman* by Crystal Waters.

"As soon as we recognise real talent we are delighted to invest in the potential of songwriters."

— Bram Keizer, Universal Songs

Universal Songs priorities include Tom Parker, whose *New London Chorale* has sold 1.25 million albums in Holland alone. "We are his publishers worldwide and there is to be a big international push on him next year, including Japan, South Africa, Spain, Portugal and Scandinavia," Keizer says. "Another priority is Greek writer Nikos Ignatiadis, a classically trained pianist who has written for many other artists like Nana Mouskouri, Charles Aznavour and Bennie Neyman, as well as recording his own music.

"Other important writer projects include Nick Munro, who has written and produced for Roger Whittaker, Bonnie St Claire, and Eddy Ouwens, who is writing the music for 36 half-hour episodes of the animated video 'Grandmaster Chicken & DJ Duck'."

Keizer adds, "As soon as we recognise real talent we are delighted to invest in the potential of songwriters, even

for the long term. We present their abilities to all the record companies in Holland and on a radio level we know all the DJs and programme makers."

ARS's string of successes began with Hithouse's *Jack To The Sound Of The Underground* and *Move Your Feet*, followed by the worldwide success of Technotronic's *Pump Up The Jam* by Joe Bogaert and Manuela Kamosi. Today BMC's catalogue stands for major dance hits all over the world.

"We have a very close relationship with (our writers) and always give them a lot of time and attention."

— Rob Ebber, Dutchy Publishing

"In two years we have grown from being a local independent to a company with a world-wide reputation," says Goffin. "Apart from moving to the new ARS building at the end of the year we have invested heavily in computerisation to administer our catalogue.

"We are on the look-out for someone to help us in our expansion who would look for possible new deals and acquisitions, and we plan to invest in foreign joint ventures as well. From being just another small company dealing with individual songs we are now handling a complete catalogue for different territories."

TBM International, the independent music publishing company, is the original publisher for various European acts like Golden Earring and Berdien Stenberg, as well as Dutch names like De Havenzangers, Bonnie St Claire, Koos Alberts, Normaál, and Corry Konings. TBM also takes care of Cener Music, which is responsible for the publishing interests of CNR Records, and Coolwine Music which looks after the publishing of Dutch songwriter and artist Peter Koelewijn.

MD Tony Berk says, "In the future we are expecting a lot from newcomers such as Cooly D, who has written and produced for D-Word and Klaas van Rijen. We have also signed a long-term writers deal with Menace (Dennis Weeden) from New York and believe that he will be one of the most outstanding songwriters of the 90s. He is working on his own album now while producing other artists like La Toya Jackson and Gung Ho."



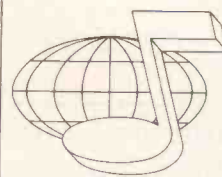
Bernard Goffin, BMC

TBM's strategy for the future is to continue to build its own catalogue in Europe and represent international catalogues for various territories. Berk adds, "Since the beginning of this year the company has been exploiting various interesting masters featuring our own copyrights on Frontline Records, a label specifically set up to enable these songs, which are for some reason of little interest to the industry, to be released. Distribution is through Sound Products/CNR Records."

Warner Basart's successes have included D-Shake and King Bee. Basart's Richardson says, "We keep very close contacts with radio in order to break songs. Our aim is to find writers who have quality, talent and inspiration because that way they will have staying power. Strong melodies are also very important."

Indeed, with such an impressive line-up of talent, both local and international, publishing companies in the Benelux are certain to go from strength to strength.

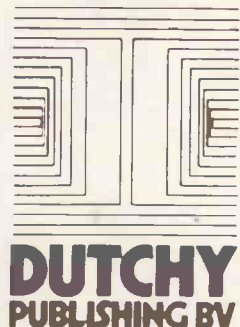
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POSITIONING STRATEGY REVISITED

Advantages And Disadvantages of Programming Imitation

by Scott Lockwood

When you're number one, imitating can be seen as a form of defence to safeguard and protect your position. This is because the public knows of you first and perceives your station as the leader. In this case, they naturally think that the imitation is your invention and the inventor's as the imitation. When this occurs, the competitor is actually working for you, strengthening your position with each passing minute.

But what happens when you're actually perceived as number two and still use this practice? Just the opposite occurs, with potentially disastrous results. This is why you must be absolutely sure of your position before proceeding with imitating.

It seems to me, however, that as a number one station in the market, you will always be far better off by being original most of the time and only occasionally picking up something from the competition. Security can be built by reinventing yourself from time to time and discarding old methods and styles for new ones—similar to the IBM philosophy. If you don't do it, you leave a wide open hole to number two.

Finding Weakness In The Leader's Strength

When you're number two, the last thing to do is imitate number one, unless of course you'll be eternally happy playing second fiddle. If number one is constantly chasing you, don't despair because there are still many opportunities to strengthen your situation.

As a number one station in the market, you will always be far better off by being original most of the time.

Your first and obvious choice is not through imitation, but finding the weakness in the competitor's strength. It may not be clear at first, but be sure

that number one has at least one major problem that will never be solved. At best, this problem is built up through their strength—and the stronger they are, the more difficult the trouble is to solve.

A classic situation is the amount of advertising number one has to carry, or the number of times they break in an hour.

When you're number two, the last thing to do is imitate number one, unless of course you'll be eternally happy playing second fiddle.

Number two has an automatic advantage of fewer ads, breaks, etc., and this is a story to really play up in a big way. You can even do it without mentioning the competitor by name just by saying, "We break less." The rest is implied. If they're honest, there's no easy way to cover and imitation is impossible.

Another strategy is to plan in advance for an all-out attack at some point. Think like a military general in this instance, and keep some ammunition in reserve. In other words, use only what you need for now. As

Re-invention and new thinking are your best forms of offense against a vexatious imitator.

soon as number one begins to copy, discard your methods for new ones as quickly as possible. The trick here is simply to be thinking in advance and not to hold onto old ways for emotional or sentimental reasons.

Better yet, unseat number one by completely re-inventing it. It's been done many times because very often number one is so because they just happen to be. As we all know, many products are sold in spite of their problems.

Dealing With Radio Station Imitation

Case no. 1: You've got your program sounding just the way you've always wanted it: you're sure that your position is superior to the competition; you've worked diligently for months to create a unique on-air product. But then you wake up one morning to find that the competition is beginning to sound a lot like you. What do you do and how should you react properly?

Case no. 2: Your program is not performing up to par: the rating period is coming up in a hurry; the competition is sounding better than ever. You're tempted to imitate and "steal" some ideas to blunt their success. Should you, and if so, how?

When I speak of imitation, I define it as the intentional copying of music, its texture, rotations, slogans, image state-

Imitation in radio programming is a risky and dangerous business. For every successful case of imitation, there are dozens of half-baked disasters.

ments, etc. that is first and foremost used by your disliked competitor. Imitation in radio programming is a risky and dangerous business. For every successful case of imitation, there are dozens of half-baked disasters. Personally, I would recommend against it on the grounds of professionalism. But if you must, I would advise that you first determine your real position against the competitor.

Are you number one in your category or number two? Don't make a quick judgement here. Think about it for days, or better yet, weeks. Most imitation failures are made here because people naturally assume that they've got an edge on the competitor with better staff, signal, and a host of other reasons which may or may not be true. Don't ask the opinions of those around you. They will likely steer you wrong. Answer these

questions by yourself in complete honesty. Chances are you're really number one if:

- Your ratings are higher than the competitor;
- You were first to offer (time counts: longer is better);
- You offered in a big way with much promotion.

By answering yes to these important questions, you can assume that imitation can be safely used, but you must be able to really answer yes. It doesn't count, for instance if you're number one during the noon hour, but fall to number

If you must (imitate), I would advise that you first determine your real position against the competitor.

two after one o'clock.

Re-invention and new thinking are your best forms of offense against a vexatious imitator. It is in some ways a wonderful position to be in because it brings fresh ideas, leaving them with the stale and old.

Do listeners care about imitators? No. We do, because we're in broadcasting and we follow the sport closely. Listeners do not. No one in your listening audience will perceive you as being bad for copying, but it is well advised to think of what your competitors, peers and employees will think. Damage will be done here even if they're silent.

An Argument For Originality

Regardless of how the law might read in your country concerning the rights to airwaves, we are all in the position of serving the public and their interests. When competitors get into a grudge match on-air, the public is still served, but with less quality as programmes are simply duplicated. True, there are perceived needs for similar programmes as alternatives, but outright imitation is a waste of the public's valuable time. The public as a whole is smarter than we think and, in every

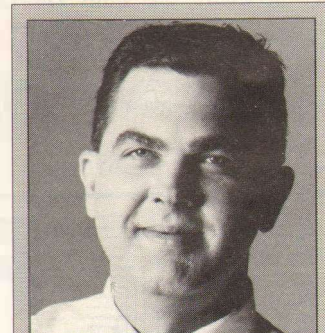
case, fair. Normally they will reward creativity and originality, provided that it's filling a large enough need.

Still another reason for originality is the development of your station's unique character and personality, otherwise known as "stationality." Like a human, your station takes on traits special to it. Over time, the public expects you to stay close to this character without drifting off to another side or direction. If you do simply for the sake of imitating, you will normally disappoint them, thereby driving your ratings lower. As this point is considered, I would advise resisting the temptation to copy.

The finest argument, though, is for reasons of progression and greatness. It takes no talent to imitate, really. A copy is a real time saver, too, but you'll never win an award for it. Orig-

No one in your listening audience will perceive you as being bad for copying, but it is well advised to think of what your competitors, peers and employees will think.

inality brings progress for all, and excellent ratings for you.



Scott Lockwood is president of Scott Lockwood Enterprises, an international programming consulting firm whose radio station clients include Radio Charivari/Nuremberg, and Hitradio N1/Nuremberg. Lockwood can be reached in Germany on tel: +49 911 23 87 27

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NRJ was born in the kitchen of a North Paris bed-sitter in 1981. Founder, president and principal shareholder **Jean-Paul Baudecroux** explains, "The radio is an old dream of mine. For 20 years, I worked with a friend as a freelance journalist for a programme called "Rendez-Vous Avec Lui" at **Europe 1**. It was here that the style and format of a radio station came to me. I dreamed of having my own radio, and am very happy to have realised it."

Advertising at that time on French radio was still illegal, and the prospects of developing a network, limited. "At the beginning, we didn't even have a telephone. I knew advertising would be legalized sometime but, in the meantime, expenses had to be minimalized," says Baudecroux. The result was that the first music to be broadcast consisted of compilations put together from records in the collections of people at the station.

"We started broadcasting disco music, the big wave of the 1980s, with groups like **Imagination**," he adds. Despite the problems, a professional survey made in 1982 ranked NRJ as the number 1 local Paris station, with an average of 500,000 listeners daily. By 1984, success seemed assured. Advertising was legalized and an IPOS survey put NRJ audience ratings at 12.9% in Ile-de-France, representing an estimated one million listeners.

It was only the beginning. Next came the live concerts. Says Baudecroux, "I had always wanted to sponsor live music, but the big artists were, at the time, monopolised by the radio peripheriques like **RTL** or **Europe 1**. Towards the end of that year, however, NRJ sponsored a concert by **Kool and the Gang**. "What can be said now," he adds, "is that NRJ has become the big 'concert' radio, having sponsored the biggest artists of the day like **Pink Floyd**, **Madonna**, **Sting**, the **Rolling Stones**, and **Elton John**."

Not everything was running smoothly, however. In early December 1984, the station was threatened with extinction. "The government wanted to stop us from transmitting because it felt we had become too powerful. We



Demonstration in support of NRJ

called on our listeners to defend us and 300,000 people protested in the streets of Paris, blocking the city for the day.

"It demonstrated to the authorities and to advertisers just how important we had become. It helped us greatly in our development—first by giving us a certain notoriety and, second, by showing we had popular support through which we were able to develop a frequency."

Since then, success has followed success. In 1985, the inauguration of the Lyon station launches the network; in 1986, use of a **Telecom 1** satellite speeds up the develop-

ment of the network; in 1987, a **Mediametrie** survey shows a daily audience of 4.5 million and **Cherie FM** is launched; in 1988, NRJ opens its 100th station and starts transmitting to Liege and Geneva; 1989, 12% of **Euro-musique TV** is acquired, and **Cherie FM** is networked; in



Jean-Paul Baudecroux

1990, 150 stations, **Cherie FM** hits Belgium through the acquisition of a station there and the third station of the NRJ network, **Rires et Chansons**, is launched.

And what of 1991, and the thinking behind the most-listened-to FM station in France? The acronym NRJ, a play on the word "energie," is, itself, indicative of the driving force behind the station. There's nothing more powerful than radio," says Baudecroux. "The audio memory is the largest part of the memory... What people recall most from advertising is the soundtrack."

In real terms, this has already translated into concrete financial gains. The continuous growth since 1984 has resulted in a balance of Ffr 314 million with Ffr 97 million in post-tax profits, and 1991 is expected to result in a similar increase. "It is pertinent to note," he says, "that in 1988, the US music industry earned 50% more than the entire cinema industry and that radio is the foremost vehicle of music." When you remember that 130,000 people attended the Madonna concert, 80,000, the Pink Floyd concert, and nearly 500,000 saw the Rolling Stones over four days, the implications are clear.

The move by NRJ into derivative advertising came as early as 1986 with the **Renault Supercinq NRJ**. The car sold 22,500 units, making it the most successful special series of its kind. This was followed in 1988 with videotext series, music albums and even wristwatches. Over the last two years, it has diversified into many other media-related fields.

"We have a department called NRJ video and have already produced several cassettes of music compilations. In September, we have someone new taking control of the production and believe that he, as an extremely professional producer, will develop this into an important area of NRJ," says Baudecroux.

In addition to this, there is already NRJ Productions which, in conjunction with **Antenne 2**, produces a weekly programme called "Hits De NRJ." There is also a publishing house responsible for books on the careers of artists such as **Serge Gainsbourg** and the **Rolling Stones**.

"Our base, however," says Baudecroux, "is always the radio, and NRJ as an enterprise, modestly speaking, has the greatest savoir faire on FM in Europe—we have the greatest experience. In France, the competition is extremely lively and in corporate terms, very close to the American

market."

NJR's horizons are not limited to France. **Cherie FM** is already present in Belgium; A recent opinion poll in Geneva showed NRJ to be the number one private commercial radio in the region after **SSR**. In May, it also acquired controlling interest in

Radio 2000 in Berlin, which although adapting to the tastes of an already established audience, will maintain the NRJ format as **Radio Energy**. So what has been the key to their meteoric record? "I am extremely lucky to have a formidable team which is motivated and has developed the company in France," he says. In comparative terms, it is not as evolved as it could be. In the US, 80% of the listening public tune in to FM stations, while in France, the figure is only 40%. For NRJ, the possibility of expansion is always

present. At the moment, it covers a potential audience of over 30 million, with 160 transmitters having a penetration of 9.9% on the Ile-de-France, and aiming towards an 80% coverage of potential national audience with 200 transmitters. **Cherie FM**, which has a slightly older audience, has 13% of listeners on Ile-de-France. **Rires et Chansons**, whose format of music and comedy was launched only last year, has 2.1% of the listeners in the same area and is expected to grow dramatically in the future.

"I think FM has a very bright and long future ahead of it—a prosperous one as well. In France, 80% of the popula-



Jean-Paul with Linda and Paul McCartney

tion listen to the radio every day and as time goes on, they are tuning increasingly to the FM frequencies," says Baudecroux. For the little acorn turned mighty oak, the sky is the limit.

10 Years Of Energetic Programming

With more than 13 million people listening to one or another of NRJ's stations every week, the art of keeping that audience faithful to the network depends on the quality of the programming. At NRJ, the format is the responsibility of Max Guazzini.

Max Guazzini practised law before joining the network in 1983, and he has been MD ever since. "I supervise all three stations in the group in terms of product development, but am more directly involved in the programming of NRJ," he says. "We decide the programming using several criteria, depending on the target. For NRJ, we are aiming at an audience of 15-34 year-olds."

If the difference between NRJ and Cherie FM is that the latter is for an older audience, then the common factor in the success of the two is the kind of music broadcast.



Max Guazzini

"NRJ has a colour which has evolved over the last ten years. We have always been willing to launch new artists; it has always been a 'starter' station. We broke French artists like Mylene Farmer and Vanessa Paradis and have been instrumental, in many instances, in making international artists accessible to French audiences." The importance of French artists to French audiences cannot be overestimated, and it is here that NRJ gains points over its competitors. In January of this year, the magazine *Actua-media* announced that, according to record companies, NRJ was the only FM station which had any serious effect on the sale of records. Some 53% of record sales in France are of local product, while the majority of FM stations only



Concert sponsorship is an important part of NRJ's operations.

give 20% of their airtime to French artists. NRJ is the exception to that rule.

As a follow-on from this is NRJ's own Top 50, which is independent of the official French charts. "It is different on several levels," says Guazzini. "The official Top 50 is compiled by calculating the 50 best-selling records in all categories, while ours is limited to the style of music we broadcast. We don't, for example, broadcast children's records. The actual classification, itself, is done according to two parameters—a survey we do every week at selected outlets and research we do directly by telephone."

The success of the programming policy is obvious when the increase in audience is considered. In France, the most recent achievement is with *Rires et Chansons*. "Jean-Paul Baudecroux and myself developed the idea, beginning with the acquisition of a network which was going out of business—Pacific FM. We decided it was



Latest technological developments in the studio.

necessary to establish a new format for FM and we analysed the frequency spectrum to find what didn't exist already. The French like laughter, so we arrived at a formula that would combine that and popular music, a format that would please the French. I don't think we got it wrong," says Guazzini. (The *Rire et Chansons* format consists of a comedy sketch every 20 minutes, followed by well known songs).

So, who listens to NRJ and what is it?

That NRJ is the most-listened-to FM station can be seen by the progress it has made in *Mediametrie* surveys. It is an urban station heard largely in towns of more than 100,000 people with an audience that is, for the most part, working—a point not missed by advertisers. But it is more than just a radio station. "It is



Max Guazzini with George Michael

a state of mind. It has embraced a positive approach and projected that through its formatting so that even the news broadcasts are apolitical and non-religious. In doing so it has justified its claim to be 'la plus belle radio,' says Guazzini.

In a European context, it is playing a significant role. "The FM sector in France is the best developed in Europe, even if Italy preceded us. NRJ has the most listeners and is the biggest FM station here. In terms of large networks, France is showing the way," adds Guazzini. "If FM radio is as important and structured elsewhere as it is in France, it is, to a degree, because of what NRJ has achieved."

Indeed, look at the stations that existed on the FM waveband 10 years ago and only one has survived—in name, format, direction and composition of its capital—and that one is the pioneer, NRJ.

MERCI A NRJ

PIERRE ALAIN SIMON AVREP

3 Letters For Commercial Success

NRJ is more than a radio network. It has dynamic marketing, research and creative aspects as well. The man responsible for all this is **Bernard Malvezin**.

After having worked with the L'Oreal group, Malvezin, seduced by the NRJ 'feeling', joined the company as advertising director. After three years in that position and three years as commercial director, he became, earlier this year, production managing director. He presides over a commercial sector consisting of 80 people, including marketing, research and creative divisions. "In the first place, the whole team is extremely motivated, and well aware of the fact that they belong to a group whose accomplishments are exceptional in terms of the audience that has been built up and the financial development of the company," he says. "In May this year, the magazine *l'Entreprise* voted it the 'most capable' company of the year. Much of this is a product of the direct incentives that exist in the company, particularly in terms of career possibilities. For example, **Eric Chopot**, the current director of advertising at NRJ and **Didier Fagnou**, who has the same position at **Cherie FM**, both started at the network as sales agents. I would also invite anyone interested to contact me, especially in Germany or England."

The result, says Malvezin, is that, "After NRJ's undeniable success, **Jean-Paul Baudecroux**, with the help of **Max Guazzini** and **Christophe Sabot**, the director of **Cherie FM**, succeeded in creating two other quite exceptional formats—**Cherie FM** and **Rires et Chansons**."

With these three networks firmly developed in France, NRJ is looking further afield. "The dynamism of the group will be assured in the future with European expansion," he says. "It is imperative for large groups to construct a European strategy. It's the only way they can be sure of medium



Bernard Malvezin

and long-term development. Many European enterprises are present in France, so it is only to be expected that the most capable companies here should export their abilities. Our strategy is to adapt to the given conditions in a country and then to work with the entire market."

The commercial success of NRJ is due, largely, to the continued attraction that it holds for advertisers. "We are attractive to advertisers because they realise quality of product is more important than price and, in these terms, we can offer an excellent service.

"In purely technical terms, as a result of the research done by our technical director, **Jacques Rocques**, advertising benefits from a 'sound' and broadcast quality that is unique. It also has the advantages of a research and marketing division, led by **Jean-Yves Grangier** and **Arnaud Gritti**, which uses the most sophisticated media/market studies available (e.g., the **SIMM** study). In doing this, we are able to evaluate the criteria our audience uses in selecting a product. Taking into account the positive image that NRJ has in France," he adds, "certain advertisers have developed new products for which the promotion campaign was 100% the work of NRJ. The best examples I can think of is the automobile industry, where NRJ is omni-present, with campaigns for **BMW, Mercedes, Fiat, Rover, Saab, General Motors**, etc., and, of course, **Renault** with their **Supercinq NRJ** in 1986, and the soon-to-be **Clio NRJ**."

While this may seem surprising, it is noteworthy that the average age of NRJ listeners is 28, and that of **Cherie FM**, 32. NRJ is also very present in the leisure sector, where NRJ benefits from 27% of advertising revenues for radio, and in publishing, from 20% of advertising on radio (source: **SEDCEEP**). These are significant figures since radio accounts for 11% of all advertising revenues in France (Britain 2%, Germany 5%, Belgium 2%).

Says Malvezin, "NRJ succeeds for many reasons—its name, its format, and **Jean Paul Baudecroux's** long-term guidance and strategic vision for the medium. His continuing work with NRJ's team will give the group the European dimension it is seeking to develop today."


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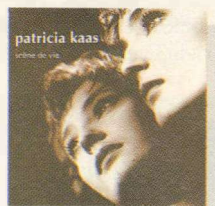
Happy birthday to NRJ.
As a gift, we thought of a few records.



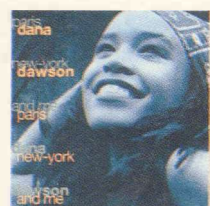
George Michael



Peter Kitch



Patricia Kaas



Dana Dawson



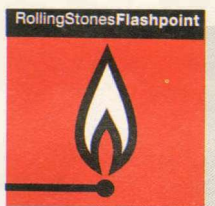
Les Satellites



Beverley Craven



The KLF



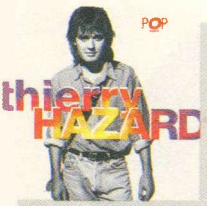
The Rolling Stones



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Jil Caplan



Thierry Hazard



New Kids on The Block



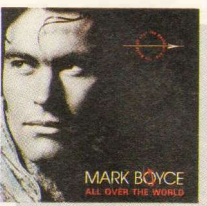
Jean-Jacques Goldman



Michael Bolton



Kaoma



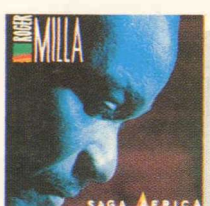
Mark Boyce



Polnareff



Gloria Estefan



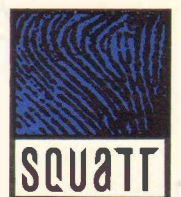
Roger Milla



Céline Dion

Sony Music France

COLUMBIA



A Firm Financial Footing

As a specialist in tax and company law, with experience in law firms on both sides of the Atlantic, **Nathalie Briant** entered NRJ at the end of 1985 just at the moment when the network was being developed. Now as secretary general, she has many portfolios, particularly that of regulating financial investments.

One of the major successes in the last few years has been the launching of NRJ on the second stock exchange. "It came at a very favourable time for us," says Briant. "We did a lot of communicating with financial institutions. The French financial world didn't know about FM radio, so it was necessary to convince them of the real value of such an enterprise."

"We managed to demonstrate that an FM enterprise could be financially solid. We convinced them of NRJ's quality and strengths in the four areas essential for radio: programming with its associated research and development; technology, one of NRJ's strong points; commercialisation of the national network and our ability to sell it to the exterior; and the exploitation and development of that network."

The way in which that network developed is also a new concept. It was put together through franchising—a combination of NRJ-controlled stations and independents. The strategy is to have a footing in the largest conurbations, helped by the 25 subsidiary companies and the expertise that NRJ can offer at a grass roots level. And the result? The audience is extremely faithful and a stable network has been established.

This has been made possible by the use of franchising, which guarantees the station can broadcast NRJ programmes and national advertising, while every hour there is a designated number of slots which can be given over to local advertising.

And the NRJ concept is being brought to Europe. "Because we have a relatively small team we have to target certain key countries," she says. "We are looking for markets particularly in northern Europe and have tended to avoid others like

Italy—where there are no regulations governing the airwaves and nearly 3,000 stations; or Spain, which is already well-structured and has national networks. The process has already begun with the acquisition of **Radio Energy** in Berlin and the feelers are already out in England. Competition is very keen in

there, but we can't really have a European dimension if we don't go to England.

"We see ourselves participating with companies already in existence. We always work on this principal abroad—to work with existing talent in the country."



Nathalie Briant

But Europe is more than just a target; it is the future. Says Briant, "With the new product, **Cherie FM**, and further development of the network, especially in the European market, it is here where our future lies."

On Top Of Technology

The bottom line for NRJ is a quality product and behind that product, a solid and highly developed technology. The man responsible for that continuing development is **Jacques Roques**.

Roques joined NRJ in 1984 when he was called on to create the network. "I came to NRJ because it was, from the start, different from the others. It had a determination to construct a future for itself," he says. "I came in as head of technical service and was responsible for establishing and choosing transmitter sites in the provinces, adapting material for broadcast, and the maintenance of stations."

The difference between NRJ and its competitors at the time was the attitude NRJ adopted towards the creation of a network. "I think that many stations fooled themselves at their birth," he says. "They gave priority to the exteriors of the stations, sumptuous headquarters and the like, and had reserved little or no place at all for the technical aspects."

"We started the other way around. Our headquarters have never been four-star but on the other hand, from the very beginning, we invested in advanced technology and research that had been done in the USA, where there was already



Jacques Roques

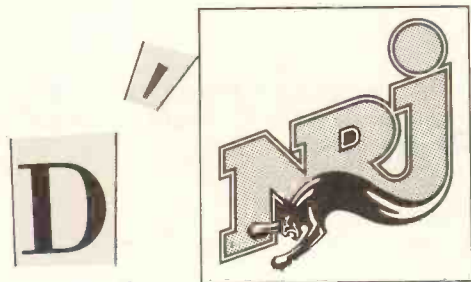
enormous experience in the field. We made sure we had materials that corresponded to our needs, ensuring homogeneity and a uniform base—a very important advantage in terms of exploitation and maintenance."

This is a policy that has been maintained to the present and has a practical application. "We have, after much experience, realised that a sound technological base is vital to a radio station, be it in terms of quality of sound or of transmission. Basically, if the sound is not good, the station won't be listened to. We have given it a privileged position and adapted it to circumstances—notably at the new station in Berlin where, using the most recent technology, we are building our most impressive studio yet. Berlin is going to become NRJ's window on Germany."

If, in commercial terms, NRJ is a product, what is it in terms of technology? "Above all, it is a team of researchers, technicians and engineers," says Roques. "Acoustically, the sound of radio is something that is always evolving and needs to be adapted to new circumstances. Therefore, we have a research laboratory integrated into the station and a team constantly testing new products. A good example is digital disks—we have arrived at a system of storing musical information on a hard disk and recording this on an optic digital disk. We hope to make this operational in the next few months, probably on **Cherie FM**. It is a system that can run an entire radio station with digital quality."

The future for the FM is bright. "FM has a strong advantage today," says Roques. "Over the last few years, as reception has developed, practically everyone in an urban area can receive it."

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3 Letters Mean Successful Selling

One of the reasons why NRJ has reached the top is its solid advertising base. But, as network director **Hubert Janvier** says, there is still room for improvement.

Janvier worked with the **Accord** group before moving to NRJ a little over four years ago. He is a specialist in communications, and believes that FM radio in France is still developing.



Launch of the Renault Supercinq NRJ

"It is always necessary to have role models which are encouraging and difficult to reach," he says. "So, taking the American market and using the professionalism that we (NRJ) already possess, the European market, in time, will be comparable. The day we achieve 100% of the audience is the day that we'll have attained our objectives."

And progress had already been made. "We attract advertisers because we have already developed an excellent product." Those advertisers represent all categories of business in France.

"We have institutional advertisers, that is to say, everything that concerns the town councils or other groups that

have information to transmit. Then there is what we call national advertisers—large companies like **Renault** at Lyon or **Conforama** in St. Etienne—businesses attached to the automobile industry or major food distribution, both important sectors of our revenues. Then there are the local advertisers—people who have businesses in a given town; and regional advertisers—those who have three or four businesses in the same region."

"The day we achieve 100% of the audience is the day that we'll have attained our objectives."

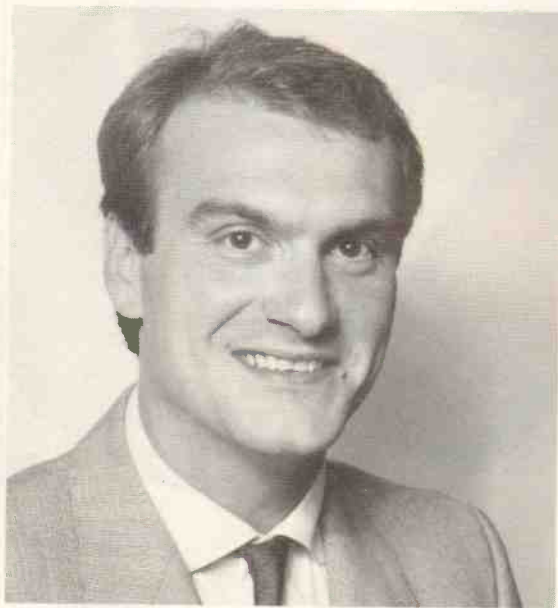
There are other reasons why NRJ attracts so much attention from advertisers. Says Janvier, "NRJ is more than

just a radio station; it's a world, an attitude. It is not just a question of buying a product—you've entered a world. In terms of marketing, NRJ has been constructed around certain values which are universal: youth, music, dynamism, technology, competition. And it is necessary to keep building this world." In these terms, NRJ is again breaking ground. "It is others who look at us in that respect," he says, adding, "We don't have existing examples in France to use, to build upon. We have to create our own base. We are the first to evaluate and exploit this market."

But the future is not bright for all FM radio stations in France. "Stations are enterprises and for an enterprise to work, its product must be equivalent to its costs. This is not the case today. There are too many small stations in relation to the size of the existing advertising market. But for NRJ this has not been a problem and NRJ is an enterprise that works."



Taking the message to the people.



Hubert Janvier



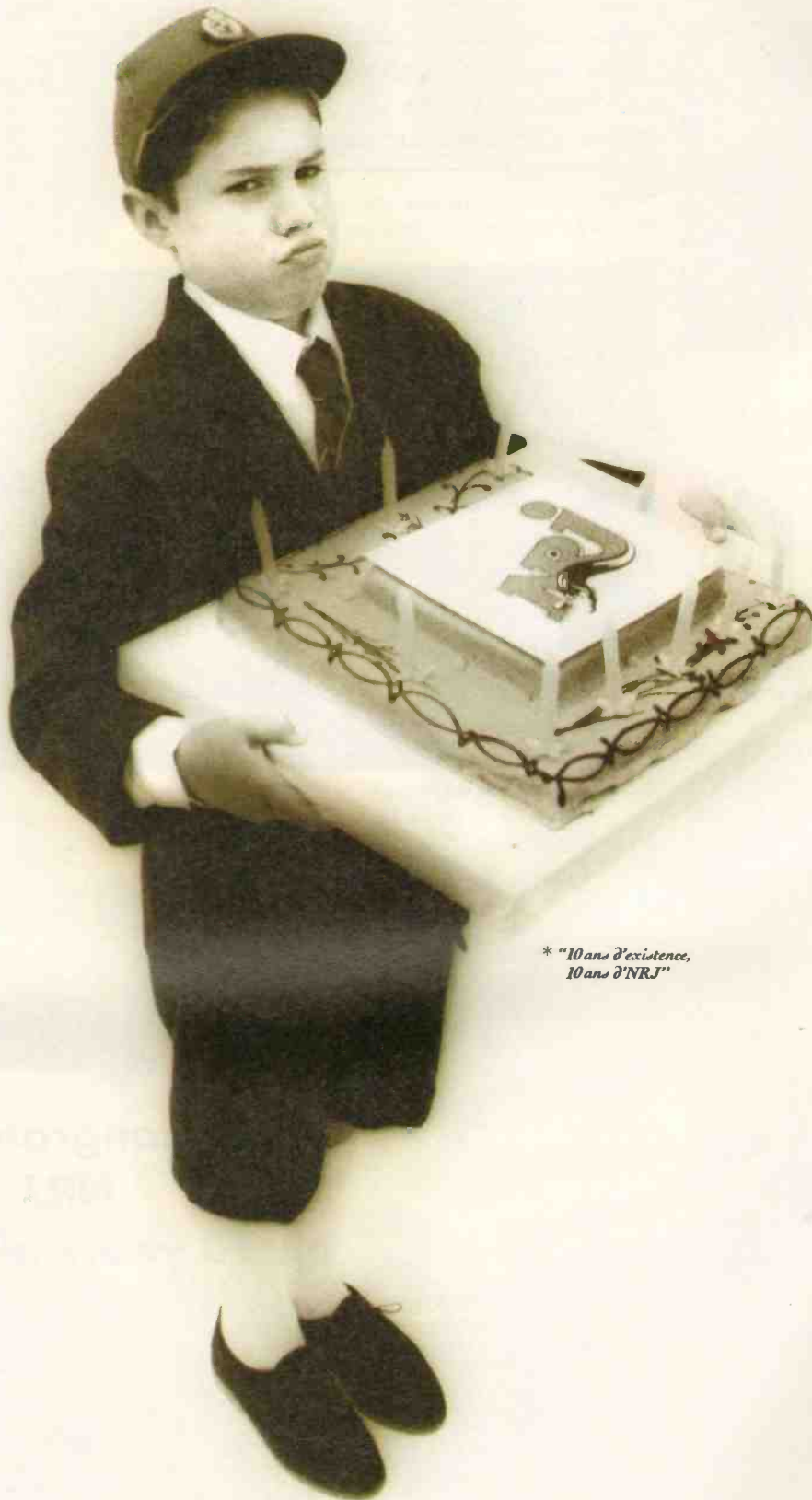
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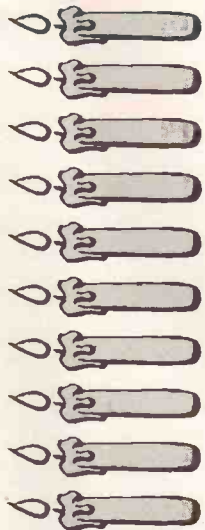
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10 Years Of WorldWide Artistry

NRJ's reputation for innovative programming is well deserved. French artists are having a hard time of it at the moment, facing stiff competition on their home turf from international artists. But NRJ is well respected by the record labels for its approach to local talent.

With the 'quotas issue' once again a hot topic, and industry bodies accusing FM stations of ignoring local product, NRJ stands as an example of how to mix local and international artists. The network has earned a reputation for taking risks.

"There is a crisis facing French artists. There are no new French acts moving into the mainstream. We only see them doing one, two or three songs and then disappearing," says Jean-Michel Cannitrot of Island France. It is here, first and foremost, that NRJ has made its mark with record companies.

"It is a network which gives French songs airplay," says Jocelyn Perrotin of BMG Ariola. "It is difficult for new artists to get airplay in the beginning and, in this sense, NRJ is a 'starter'. It has a colour which is still quite French."

Michele David, responsible for radio promo at Trema, agrees. "NRJ is one of the radio networks which is still good for launching new acts," he says. "It still takes chances, especially with French songs, while at the same time remaining true to its style. There are many examples of this. Take, for example, Roch Voisine or Mylene Farmer. Five years ago, Mylene was virtually unknown, but she broke through because of the media. I can't say that it was all because of NRJ, but as they have the biggest part of the FM market, they did have a large part to play," she says.

Says Josianne Fitoussi of EMI, "Fortunately NRJ still exists. It is the station that helps the most and that still takes new artists on board—international and French artists alike."

"It's an extremely important radio station," says Christophe Renal at RCA. "It takes the most risks with French artists. As we at RCA have a policy of promoting French artists, this is very important to us. In terms of our sales, the NRJ chart is an accurate reflection of the French music scene. Recent examples would be Patrick Bruel and Enzo Enzo, and they are also promoting up-and-coming artist Julie Masse."

NRJ, however, is also significant because it broadcasts a true reflection of what people want to hear. "It is important because NRJ is the station which launches new hits," says David.

"TV is also very sensitive to what NRJ plays, as are the other radio stations," adds Fitoussi. "NRJ is likely to take more chances and hold titles on their playlist for longer. Other stations will wait for a title to become known and hold it for a shorter period of time."

NRJ also affects the way the French Top 50 works in the long run. "Everyone waits for NRJ to launch an artist and when they do, the other stations will follow suit," says



Elton John

Patrick Boyer from Scorpio Records. "The big problem is that a record has to be taken off the playlists after a certain length of time because people have reached the saturation point. If you release a record it needs time to sell, usually about two months. NRJ has the power to do this and it can, therefore, boost sales. After these two months, the other stations will take up the record and from that moment on, it will go into the charts."

One of the big advantages of NRJ is that it is not shackled to the panel system, which is omnipresent elsewhere in France (the panel system being a system whereby selected people are asked to judge whether a record is good or bad). "We are happy that at the moment NRJ is very subjective in its programming," says Cannitrot. Indeed, Max Guazzini is praised for his approach to playlists right across the board. "He is the only one who judges by his ear and not by opinion polls," says Fitoussi. "He is the only one who judges a record by how he feels it will fit into the NRJ net-



Lenny Kravitz

work. If he believes in a song, he will put the whole operation behind it. He thinks first and foremost about the homogeneity of the station. So far, he has not been mistaken." Says Cannitrot, "He is a programmer who wants to give priority to the artistic thing. He's got real feeling for the music."

"FM has existed in France for 10 years now," says Perrotin, "and it is becoming more and more business-like. France is completely networked and in the regions, NRJ is becoming more and more important." Adds Cannitrot, "It's good that NRJ has the power to bet on artists they believe in. It is something that really helps us."

The result: a network that has become increasingly stronger over the last 10 years—and a network which will continue to grow for many decades to come. To sum up the NRJ story - in terms of France, Europe and the world, it is certainly a case of "Only three letters for 10 successful years!"



Mick Jagger



Jean-Paul with Vanessa Paradis



Tina Turner

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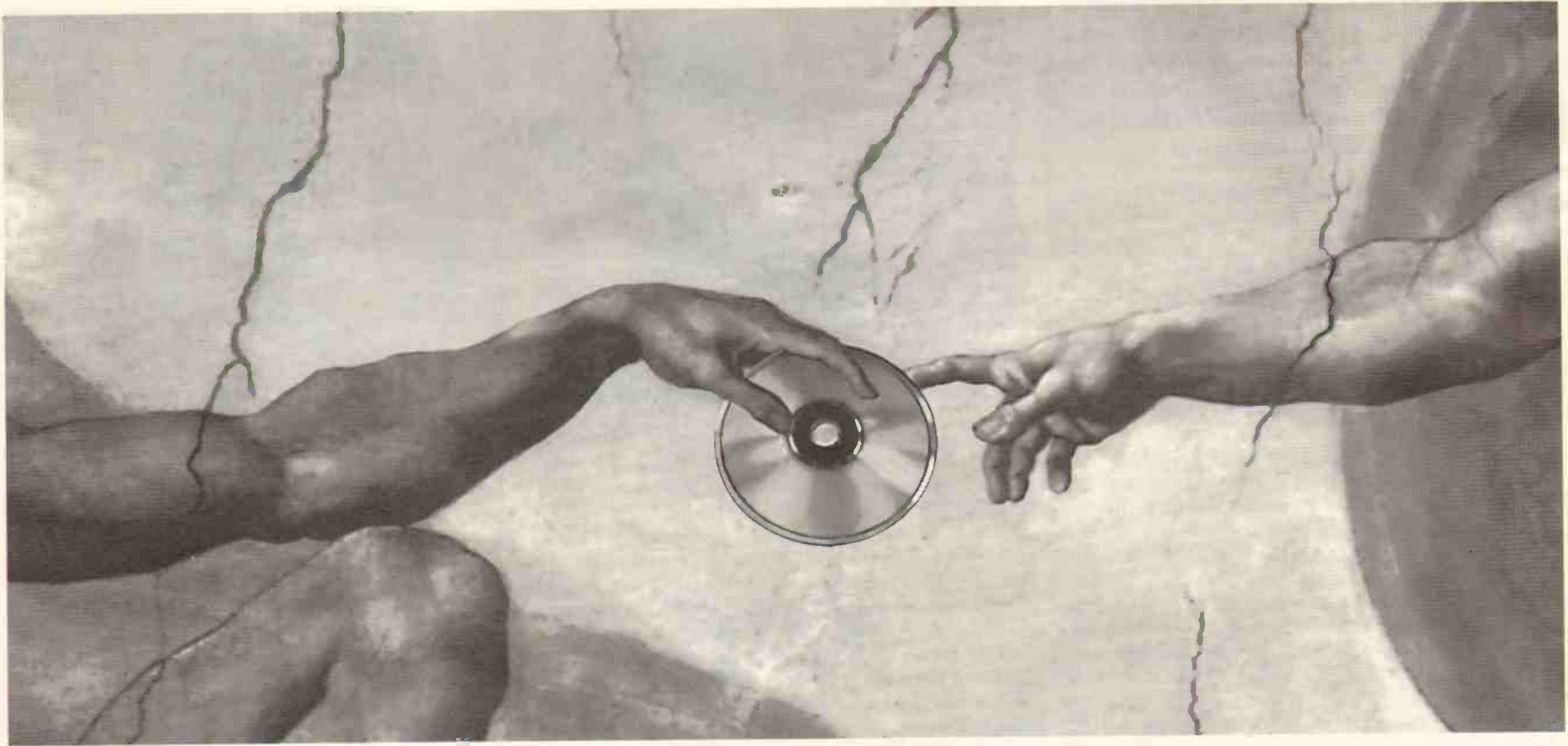
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1985, NRJ ONE CANDLE.
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1988, NRJ ONE CANDLE.
1989, NJR ONE CANDLE.
1990, NRJ ONE CANDLE.
1991, NRJ ONE CANDLE.
1992 ...**

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ALREADY 10 YEARS OLD !



Talk Talk

On September 16, Talk Talk will release their fifth studio album, "Laughing Stock," on the Verve label through Polydor. This label debut sees them steering away from pop music's beaten path even more than their previous efforts on Parlophone.

by Robbert Tilli

Following four successful studio albums, EMI released the Talk Talk "best of" album, *Natural History* in 1990, which reached no. 13 in **European Top 100 Albums**. *History Revisited—The Remixes* was next causing for contractual confusion between the band's management and EMI. Now Talk Talk are back with a new record deal on Polydor.

Says their manager **Keith Aspden**, "The relationship with a record company is as good as your contract. I'm sure Polydor knows what they have."

The new six-track album, *Laughing Stock*, recorded at **Wessex Studios**/London, threads the fine line between experimental pop and new age, evoking images from **Robert Wyatt**, indeed even early **Soft Machine**, to **Roxy Music** and **David Sylvian**. Once again, the compositions are written by main man **Mark Hollis** and producer **Tim Friese-Greene**, and the talents of harmonica player **Mark Feltham** are featured among the many guest musicians.

"I don't even dare to try to describe the music", says Aspden. "It draws influences from a wide variety; it's much bigger than a pop record. You really need to take the time to appreciate its full impact."

Aspden believes the album cannot be pigeon-holed. "It's not a record that fits radio formats. The album is an entity and you cannot pull anything off it."

With sparse arrangements, the dynamics range from the softly whispered to the trashy. The track *Ascension Day* is a prime example of this, with the vocals sometimes being mere brush strokes in the musical tapestry, added almost like afterthoughts, as on the track *Runeii*. The nervous use of the drum cymbals gives an extra, almost jazzy rhythmic dimension to the music.

Laughing Stock is the first contemporary pop release on the Verve label. The only other non-jazz artist on Verve are the **Righteous Brothers**.

Polydor international marketing manager **Alastair Farquhar** is enthusiastic.

"Suffice it to say, the album is an extraordinary piece of work. There are no EHR friendly tracks, but then there weren't any on **Pink Floyd's** *Dark Side Of The Moon* or **Mike Oldfield's** *Tubular Bells*.

"Our campaign is aimed at retail and the press. We have to be realistic; it's just the nature of the album. The reactions in the key UK pop magazines, such as **Melody Maker**, **NME** and **Q** reflect our direction. The critics find it superb, brilliant. We target the age group between 25-40, who tend to read these quality magazines."

Polydor produced a number of promotional items for the press. There is a stationary box, containing such things as pens, rulers, paperclips and a Talk Talk notebook. A picture CD is enclosed with a yellow pine box. Adds Farquhar, "It's something that people will find useful. Usually every big release goes with oceans of promo material, but never any of practical value."

As usual, **James Marsh** designed the album sleeve—and this one shows a number of birds sitting in a tree, against a dark blue background. Vintage Talk Talk, it should be instantly recognizable to their fans. A heavy in-store push will be based on the Marsh designs. Although the company will not release regular singles eligible for chart inclusion, a limited edition three-CD single box, containing album tracks and previously unreleased material, will be issued. The first single in the box, *After The Flood*, will be released on October 7, to be followed by *New Grass* on October 28 and *Ascension Day* on November 25. The box will be commercially available in France, Canada and the UK only. All the other territories around the world have taken the set for promotional/marketing usage only. Explains Farquhar, "It will continue to generate interest in the whole project."

On July 11, the album was launched for a number of territories in the Planetarium in Paris, a setting that suited it impeccably. There are no plans for touring because "The stage is far too poor a medium to reproduce this music," as Aspden puts it.

GERMANY

BAP

- Signed to **Electrola**.
- Publisher: **Disconton** for the single.
- Management: **Süd Büro/ Balou/ Cologne**.
- New album: *Affrocke* released on August 26. At press time it is a new entry in both the German album charts and the **European Top 100 Albums**, respectively at no.7 and no. 30.
- New single: *Verdamp Lang Her*, released on August 15.
- Recorded live at **E-Werk/Cologne**.
- Producer: **BAP/Phil Delire**.
- Marketing: Posters for retail: a heavy street poster campaign, not limited to the big cities, has been set up. From August 26 to September 8, ad spots were run on MTV—three to seven times daily—and radio spots were broadcast in the same period throughout the German republic. Advertising in the printed media includes: **ME Sounds**, **Musikmarkt** and the two free magazines, **WOM** and **Karstadt**.
- Concert tour: From January until July, the band has been constantly on the road in the G/A/S territories, starting off in the clubs and ending in the big venues.
- European releases: The album is out in G/A/S. Other territories will be announced at a later date.

Some bands are around for such a long time that they become institutions. Cologne-based rock band **BAP** is such a band. In 1979, they debuted with the album *...Rockt Andere Kölsche Leeder* and, at the moment, are unmistakably the most popular German band

singing in their own language, as demonstrated by the high new entry this week of their tenth album *Affrocke* in the national charts at no. 7.

Affrocke was recorded live during the long "X Für 'e U-Tour '91" in their hometown on February 24 in the **E-Werk** venue. *Verdamp Lang Her*, the first single off this live album—in the original studio version their major breakthrough in Germany in 1981—further accentuates their longtime history. Translated it means "It's A Mighty Long Time Ago," and if you listen closely to their lyrics, you can hear the BAP dialect, sometimes called "Kölsche rock," or "Colognian rock" in English. It hasn't, however, influenced their popularity in Germany or abroad. They are very popular in the G/A/S territories, but in 1983, also made the crossover to Holland with the top 10 single *Kristallnacht* (Crystal Night), a topical song about the German attitude towards ethnic groups.

Affrocke is BAP's second live album. In 1983, they released *Live - Bess Demnähx* and the track *Verdamp Lang Her*—obviously an eternal showstopper—is featured on both albums. The new album contains all the band's crowd pleasers, such as *Ne Schöne Jross*, *Denn-Mer Sinn Widder Wer* and *Anna*.

For the moment, the group is not available for promotion. The band's mainstays, lead singer **Wolfgang Niedecken** and guitarist **Klaus Major Heuser**, are both working on solo projects.

BELGIUM

L.A. Style

- Signed to **Hi-Tension/Décadence**.
- Publisher: **Orfa Music/Hi-Tension**.
- Management: **Metropolitan Entertainment/Antwerp**.
- New single: *James Brown Is Dead* released on July 1: currently it is at no 2 in Belgium after two weeks. In the **Coca-Cola Eurochart Hot 100 Singles** it is a new entry at no. 60.
- Recorded at **Slemming Studios/The Hague Holland**.
- Producer: **Denzil Slemming**.
- Marketing: Full page advertising in the press.
- A European tour is planned for October.
- European releases: The single is out in the Benelux and France on **Indisc**; in G/A/S and the UK on **Zyx**; in Spain it is out on **Blanco Y Negro**.

Again the dance genre provides a big hit without any substantial airplay. **L.A. Style's** current no. 2 hit in Belgium is based on an enormous club success. The initial pressing on the 12-inch format was released on the small **Décadence/Hi-Tension** label. The demand for the techno-house instrumental was so big the company did not even have the time to mail out copies to radio. At a certain point the record went to the shops without its funny "graveyard" sleeve, designed in the style of **Kamagurka**, Belgium's most famed cartoonist. Finally, the single had to be

licensed to **Indisc**, who released it on their **Bounce** dance sub label.

That was the moment that radio stepped in. So radio DJs only knew the song after it was already charted. The "EHR unfriendly" tune itself is of the same weirdness as records from other Belgian popular dance acts, such as **Quadrophonia** and **T99**. The rap version of the song—originally on the flip side, but now the A-side—is far more suitable for airplay than the instrumental version that brought the first success.

Dutch producer **Denzil Slemming** is the creator of **L.A. Style**. For inspiration, he flies more often to Los Angeles to catch the local nightlife. In one club, he once overheard someone say, "James Brown is dead, man." A hit was born.

As soon as the staff of **Décadence/Hi-tension** has found a look for the act, an album will be released. At the moment a rap crew will take care of promotion and live performances.

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

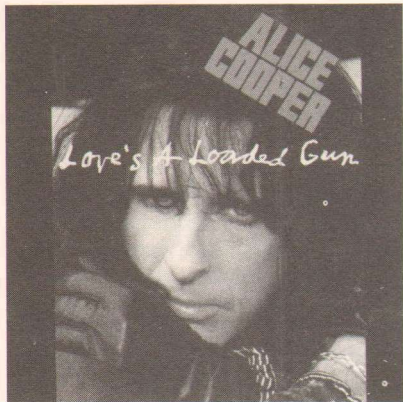
National Spotlight: Artists featured have achieved Top 15 chart status in their country of origin.

SINGLES

MARIA CAREY

Emotions - Columbia **EHR/D**
 PRODUCER: David Cole & Robert Clivillés/M. Carey
 The first single taken from the forthcoming second album *Emotions* is a good display of Carey's impressive vocal gymnastics. A fashionable co-production by Cole and Clivillés (**C&C Music Factory**) is paired to a gospel-tinged pop groove.

ALICE COOPER



Love's A Loaded Gun - Epic **EHR/R/M**
 PRODUCER: Peter Collins
 The follow-up to the European hit single *Hey Stoopid* is a high velocity ballad. Featuring lead guitarist **Steff Burns**, it hits you like a dum dum bullet.

CORINA

Temptation - Cutting/Atco **EHR/D**
 PRODUCER: Carlos Berritos
 Within the dance genre, the poppy variant has become the most mainstream. When this song has ended, the melody lingers on. Already a hit in the US, it's currently breaking in Holland.

JUAN LUIS GUERRA & 4.40

Como Abeja - Karen/BMG **EHR/W**
 PRODUCER: Juan Luis Guerra
 Similarly styled as the Eurochart hit single *Burbujas De Amor*, this is a saccharine-sweet, tropical ballad that quietly moves into a slow-paced hammering salsa rhythm. World music programmers are also wise to check out the B-side, the irresistible and festive *Al Panal*.

SABRINA JOHNSTON

Peace - East West **D**
 PRODUCER: Sabrina & Ken Johnston
 Originally released by the US-based **JBR** label, this European remix by **Brothers In Rhythm** (Steve Anderson/David Seaman) lifts the garage groove to powerful and energetic heights.

OMD

Then You Turn Away - Virgin **EHR**
 PRODUCER: OMD
 In the wake of *Sailing On The Seven Seas* and *Pandora's Box*, this is yet another electro-pop single bound for EHR. It's a slow-stepping song that sports a melodramatic chorus. Six new adds on EHR this week.

THE PRIMITIVES

You Are The Way - RCA **EHR/A**
 PRODUCER: Ian Broudie

With every new release the "indie-sound" becomes more mainstream. This dreamy tune comes off like Prince's *Raspberry Beret*. Despite the psychedelic overtones, it is undeniably EHR-friendly.

BILL PRITCHARD

In The Summer - Pias **R/A**
 PRODUCER: Ian Broudie
 Romantic singer/songwriters are hard to find in this dance-dominated era. Just like his colleague Paul Roland, Pritchard seems to surface from almost the Middle Ages. The atmosphere is dreamy and therefore very effective for a moment of rest on any album rock show.

ROXETTE

The Big L - EMI **EHR**
 PRODUCER: Clarence Öfwerman
 The third (and probably not the last) single from the *Joyride* album, is again proof of **Per Gessle's** knack for writing pleasant pop underpinned by rocking beats. The casual but economic production further adds to the song's power to attract massive EHR airplay. A new entry at 33 in EHR this week.

SIMPLY RED

Something Got Me Started - East West **EHR**
 PRODUCER: Stewart Levine
 The lead single off the new album *Stars* is state of the art Simply Red. **Mick Hucknall's** star is still shining bright on this *Money's Too Tight To Mention* type of song. With nine new adds this week—five from the UK, four from Italy—new Add Leader.

DONNA SUMMER

When Love Cries - Warner Brothers **EHR/D**
 PRODUCER: Keith Diamond
 The grande dame of disco in the '70s has always updated her style, and again she keeps up with the trend. This new effort with a fashionable '90s' beat—selected from the album *Mistaken Identity*—deserves a chance on EHR.

ALBUMS

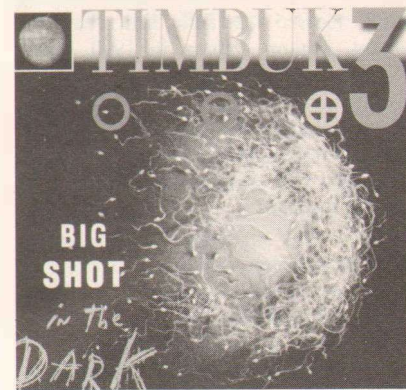
DAVE STEWART & THE SPIRITUAL COWBOYS

Honest - RCA **EHR/R**
 PRODUCER: David A. Stewart
 Stewart, the Spiritual Cowboy, rides his hobby horse again, and that means music from a different stable. On his second solo album he's anything but **Eurythmics**. The overall impression is one of dreamy soundscape, the track *Whole Wide World* an ethereal piece of music in a Pink Floyd style. On *Fools Paradise*—with a lovely walking bass line—his David Bowie-moulded voice comes out best.

TESLA

Psychotic Supper - Geffen **M**
 PRODUCER: Tesla/Steve Thompson/Michael Barbiero
 The saying "never change a winning team" also applies to Tesla, as far as producers are concerned. After the delicious in-between *Five Man Acoustical Jam* live EP, they return with their third studio album. Lead singer **Jeff Keith** and both solo guitarists **Frank Hannon** and **Tommy Skeoch** play with fire. The track *Time*, reminiscent of Led Zeppelin, is a sonic tour de force.

TIMBUK 3



Big Shot In The Dark - IRS **R/EHR**
 PRODUCER: Pat & Barbara K. MacDonald
 They came on a donkey packed with guitars and a rhythm box, and delivered the finest one-liner in pop in the '80s: *Future's So Bright I Gotta Wear Shades*, a US top 20 hit in January 1987. On their fourth album, Timbuk 3 are no longer a duo but a four-piece band, featuring drummer **Wally Ingram** and bassist **Courtney Audain**. The opening track *God Made An Angel* makes it clear these modern folk singers haven't lost one bit of their cynicism toward American society.

LLOYD COLE

Don't Get Weird On Me, Babe - Polydor **EHR/R**
 PRODUCER: Lloyd Cole/Fred Maher/Paul Hardiman
 Lloyd Cole's voice always sounded like Lou Reed. On his second solo album that impression is reinforced by continued collaboration with Reed's drummer/producer, Fred Maher, and former guitarist **Robert Quine**. Listen to this bold guitar expert excelling on the track *Half Of Everything*. Strangely enough, it's violins that dominate this album. The orchestra, conducted by legend **Paul Buckmaster**, was recorded in **Capitol Studios** in Los Angeles, the very place Sinatra recorded many of the Nelson Riddle sessions. The second half of the album, including the first single, *She's A Girl And I'm A Man*, however, shows Cole from his rocking side.

THE COMMITMENTS

The Commitments - MCA **R/EHR**
 PRODUCER: Paul Bushnell/Kevin Killen/Alan Parker
 Bands in movies always tend to playback, but not **The Commitments** of the same titled **Alan Parker** movie. MCA has used the opportunity to sign two of the young Irish actors for solo efforts. The whole atmosphere is comparable to the Blues Brothers soundtrack. This fine album contains soul classics like **Wilson Pickett's** *Mustang Sally*, **Al Green's** *Take Me To The River* and **James Carr's** *The Dark End Of The Street*.

LISA LISA & CULT JAM

Straight Outta Hell's Kitchen - Columbia **EHR/D**
 PRODUCER: Clivillés & Cole/Full Force
 Dance programmers can dig deep on this new album by Lisa Lisa. There's a "C&C" side, produced by Robert Clivillés and David Cole of **C&C Music Factory**, and there's a Full Force side, both sides clearly showing the respective producers' imprints. The track *Let The Music Play*, with its staccato rhythms, and the current single, *Let The Beat Hit 'Em*, are vintage C&C. Longtime cohorts Full Force do the same for side two, as evident in *Let It Go*.

NEW TALENT

MIKAEL DEEN

Shake Your Love - L'Arno (France)
 PRODUCER: Arnold Diné
 Apart from the chorus, the samples ranging from **Michael Jackson** and **Chic to Inner City**, make this dance 12-inch record very suitable for EHR. The *Big Apple Bazooka Smith* instrumental remix will make dancefloors across Europe slippery with sweat. Sponsored by **Durex**. Contact **Arnold Diné** on tel. (+33) 8704 7073.

PASSI JO

Kass Kass Tout - Dureco (LP) (Holland)
 PRODUCER: Passi Jo
 The best crystal clear guitar sound comes from the African continent. The "soukous" genre is a sonic heaven on earth. The trumpets and the sliding bass make it even more delightful. This CD by Passi Jo, a native from Zaïre who now lives in Paris, is a coupling of his latest two releases on vinyl. World

music programmers—watch out for an overdose. You might get addicted to this stuff. Contact **Rob Ebberts** at Dureco on tel. (+31) 2940.15321; fax: 2940.18725

WANNA-BEES

Stand Up/Mainstream - Gaga Goodies/Rosebud (Finland/Germany)
 PRODUCER: Wanna-Bees
 "101% Finnish rock & roll"—that's what the label of their new double-A side single says. But that percentage doesn't keep them from singing in English and providing hard rock with a punky attitude with the spirit of the Ramones never far away. Both tracks are written by "Mr. 342-classic-pop-songs" **Lankinen**. Marking their first recording in a new trio line-up, this is the first co-release by the German Rosebud label and the Finnish Gaga Goodies label. Contact on tel. (+49) 30.215 4441; fax: 30.215 9098.

Singles and albums featured in New Releases are listed alphabetically. Each record is recommended for format or programme suitability. Abbreviations used include: EHR, AC, R (Rock), D (Dance), C (Country), J (Jazz), EZ (Easy Listening), NAC (New Adult Contemporary), A (Alternative) and M (Metal). Records mentioned in New Talent are by acts signed to independent labels for which license and/or publishing rights are available, except as noted. Please send your samples to Robbert Tilli/Machgiel Bakker, PO Box 9027, 1006 AA Amsterdam, Holland.

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
Paul Robinson - Prog Dir

- A List:**
AD Erasure - Love To Hate You
- B List:**
AD Cliff Richard - More To Life
Marc Almond - Jocky
Prince - Cream
St. Etienne - Only Love Can
Voice Of The Beehive - I Think
Wet Wet Wet - Make It Tonight

CAPITAL FM/London
Richard Park - Prog Contr

- A List:**
AD Banderas - May This Be
Cathy Dennis - Too Many Walls
Gloria Estefan - Live For Loving
Maxi Priest - Just A Little
Runrig - Hearthammer
Wet Wet Wet - Make It Tonight
Whitney Houston - I Belong To You

- Erasure - Love To Hate You**
Gloria Estefan - Live For Loving
Heavy D & The Boyz - Is It
Maxi Priest - Just A Little
Pete Dinklage - Long Tall Sally
Prince - Cream
River City People - Special
Voice Of The Beehive - I Think
- B List:**
AD Airhead - Funny How
Brand New Heavies - Never Stop
Brothers In Rhythm - Such A Good
Corina - Temptation
Meggazone - War
Rozalla - Everybody's Free
Smalltown Parade - Watching Mary
Stone Roses - I Wanna Be

PICCADILLY RADIO/Manchester
Keith Pringle - Head Of Music

- A List:**
AD Sabrina Johnston - Peace
Utah Saints - What Can You Do
- B List:**
AD Beats International - Sun Doesn't
Robbie Craig - Bad Attitude

BRMB FM/Birmingham
Robin Valk - Head Of Music

- A List:**
AD Belinda Carlisle - Live Your Life
Bros - Try
Erasure - Love To Hate You
Sabrina Johnston - Peace

- B List:**
AD 2 Deep - Life Party
Ariel - Koller Cooster
Crystal Waters - Makin' Happy
D'Bora - Dream About You
Dan Reed Network - Boby Now I
Dr. Robert - I've Learnt
Heavy D & The Boyz - Is It
Mock Turtles - Strings & Flowers
R.E.M. - One I Love
River City People - Special
Stress - Roschild
Vanessa Williams - Running Back

AD Capercaille - Waiting For The
Tom Petty - Into The Great

RADIO CITY/Liverpool
Tony McKenzie - Head Of Music

- A List:**
AD Simply Red - Something
Status Quo - Can't Give You
- B List:**
AD Bad Company - Walk Through Fire
Brand New Heavies - Never Stop
Bryan Adams - Can't Stop
Color Me Badd - I Adore
Crystal Waters - Makin' Happy
Moriah Carey - Emotion
OMD - Then You Turn Away
Runrig - Hearthammer
Sabrina Johnston - Peace
Shabba Ranks - Housecall
Siouxie Shadovtime
Surface - A World Of Our Own

DOWNTOWN RADIO/Belfast
John Rosborough - Head Of Programmes

- A List:**
AD Belinda Carlisle - Live Your Life
Bliss - I Don't Want To
Cliff Richard - More To Life
Gloria Estefan - Live For Loving
Mark Germino/Sloggers - Rex
R.E.M. - One I Love
Wet Wet Wet - Make It Tonight

**CHILTERNNETWORK/
Dunstable/Northampton/Gloucester**
Clive Dickens - Head Of Music

- A List:**
AD Belinda Carlisle - Live Your Life
Cathy Dennis - Too Many Walls
Erasure - Love To Hate You
Marc Almond - Jocky
- B List:**
AD Chesney Hawkes - Secrets
Oleta Adams - Don't Let The Sun
River City People - Special
Voice Of The Beehive - I Think

GWR FM/Bristol/Swindon
Andy Westgate - Head Of Music

- B List:**
AD BB Queen - I Wanna Be
Mock Turtles - Strings & Flowers
PJB - Bridge Over Troubled Water
Smalltown Parade - Watching Mary
St. Etienne - Only Love Can
This Picture - Great Tree

RADIO FORTH/Edinburgh
Colin Sommerville - Head Of Music

- A List:**
AD Fish - Internal Exile
Gloria Estefan - Live For Loving
Guns N' Roses - Don't Cry
Simply Red - Something

ATLANTIC 252/County Meath
Paul Kavanagh - Head Of Music

- A List:**
AD Boot Sauce - Everyone's A Winner
Boyz II Men - Motownphilly
Roxette - The Big L
Sabrina Johnston - Peace
Shabba Ranks - Housecall
Utah Saints - What Can You Do

RADIO BROADLAND/Norwich
Dave Brown - Head Of Music

- A List:**
AD Cliff Richard - More To Life
Gloria Estefan - Live For Loving
Neil Diamond - If There Were
OMD - Then You Turn Away
Simply Red - Something
Tom Petty - Into The Great

- B List:**
AD Bliss - I Don't Want To
Dr. Robert - I've Learnt
Stevie Wonder - Fun Day
Temper Temper - Like We Used To
Tina Turner - Nutbush City Limits

FOX FM/Oxford
Steve Ellis - Prog Contr

- A List:**
AD Bliss - I Don't Want To
Bryan Adams - Can't Stop
Christopher Williams - I'm
Corina - Temptation
Crystal Waters - Makin' Happy
Julian Lennon - Saltwater
Maxi Priest - Just A Little
Simply Red - Something
Tina Turner - Nutbush City Limits
Vanessa Williams - Running Back

RTL 208/London
Jeff Graham - Prog Dir

- Power Play:**
AD Beats International - Sun Doesn't
E-Zee Posse - Breathing
Los Manolos - All My Loving
Roxette - The Big L

- A List:**
AD Gloria Estefan - Live For Loving
Guns N' Roses - Don't Cry
Incognito - Crazy For You
OMD - Then You Turn Away
Status Quo - Can't Give You
Texas - Why Believe In You
Wet Wet Wet - Make It Tonight

- B List:**
AD Airhead - Funny How
Bliss - I Don't Want To
Fish - Internal Exile
Lenny Kravitz - Stand By My
Love & Money - Looking For
Mock Turtles - Strings & Flowers
Nikke Nicole - Sexy
Tom Petty - Into The Great
Two Way Street - Mrs Washington

SWANSEA SOUND/Wales
Rob Rendry - Head Of Music

- A List:**
AD Crystal Waters - Makin' Happy
Sabrina Johnston - Peace
- B List:**
AD Cliff Richard - More To Life
Gerald Alston - Nothing Can Change
OMD - Then You Turn Away
Robbie Craig - Bad Attitude
Tina Turner - Nutbush City Limits
Vanessa Williams - Running Back

OCEAN SOUND/Fareham
Jim Hicks - Head Of Music

- A List:**
AD Erasure - Love To Hate You
Julian Lennon - Saltwater
Kylie Minogue - Word Is Out
Marky Mark - Good Vibrations
Simply Red - Something

RED DRAGON FM/Cardiff
John Dash - Head Of Music

- Power Play:**
Kylie Minogue - Word Is Out
Marc Balan - 20th Century Boy
Prince - Gett Off
Roxette - The Big L
- A List:**
AD Airhead - Funny How
Bros - Try
Cliff Richard - More To Life
OMD - Then You Turn Away
Simply Red - Something
St. Etienne - Only Love Can
- B List:**
AD 2 Deep - Life Party
Beatmasters - Boulevard
Christopher Williams - I'm
Club St. Louis - Let's Go
Incognito - Crazy For You
Jamestown - She Got Saul
Skin Up - Ivory
Skid Row - Slave To The

KISS FM/London
Gordon McNamee - Prog Dir

- A List:**
AD Beatmasters - Boulevard
Maxi Priest - Just A Little
- B List:**
AD Alison Limerick - Come Back
Congress - 40 Miles
Cookie Crew - Love Will Bring Us
PJB - Bridge Over Troubled Water

**HORIZON RADIO/
Milton Keynes/Bristol**
Clive Dickens - Head Of Music

- A List:**
AD Brand New Heavies - Never Stop
Kenny Thomas - Best Of You
Prince - Cream

- B List:**
AD Beats International - Sun Doesn't
Brothers In Rhythm - Such A Good
Gary Clail - Emotional Hooligan

FRANCE

SKYROCK NETWORK/Paris
Laurent Bouneau - Prog Dir

- A List:**
AD Cher - The Shoop Shoop Song
Chris Isaak - Wicked Game
Farmer/Murat - Regrets
Prince - Cream
Simply Red - Something

SCOOP/Lyon
Philippe Teissier - Prog Dir

- Power Play:**
AD Beverley Craven - Holding On
Francois Feldman - Magic
Lisa Lisa - Let The Beat Hit 'Em
Luc De La Rocheliere - Cosh

- A List:**
AD Benny B - Dis-Moi Bebe
Chesney Hawkes - The One And
Color Me Badd - I Wanna Sex

- B List:**
AD Anna Cristiansen - Isolate
Christophe Deschamps - Chacun
David Hallyday - Change Of Heart
Enigma - Principles Of Lust
Pet Shop Boys - Where The
Roch Voisine - Waiting
Seal - Future Love
Sydney Youngblood - Hooked On
Texas - Alone Without You

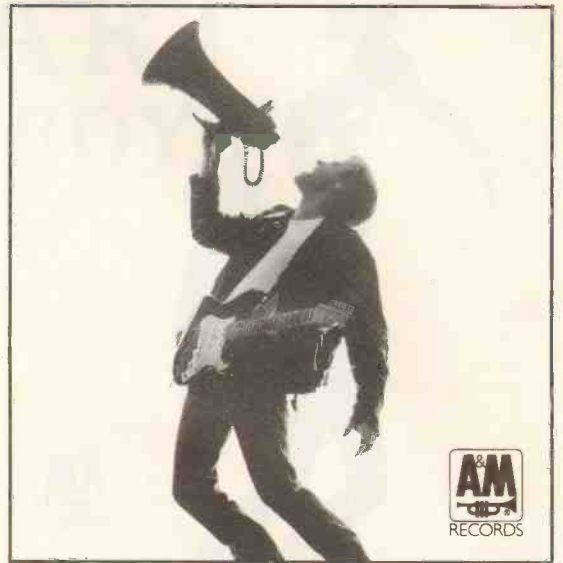
RVS NETWORK/Rouen
Frank Orcel - Prog Dir

- A List:**
AD Benny B - Dis-Moi Bebe
Cher - The Shoop Shoop Song
Claudio Poppa - Ecoute Le
Inconnus - C'Est Ton Destin
Lloyd Cole - She's A Girl
Pet Shop Boys - Where The
Stephan Eicher - Dejeuner En

- B List:**
AD Bernard Lavilliers - Outremer
Cathy Dennis - Touch Me
Dana Dawson - Open Heart
Enigma - Principles Of Lust
Enzo Enzo - Deux Minutes De
Kaoma - Dan a Togo Mago
Phil Barney - Il Est Parti
Pigalle - Dons La Salle
Rod Stewart - The Motown Song
UB40 - Here I Am

RADIO VIBRATION NETWORK/Orleans
Jean-Francois Villette - Prog Dir

- A List:**
AD Aswad - Best Of My Love
Patrick Bruel - Decale



Paula Abdul - Rush Rush
Roachford - Get Ready
Stephan Eicher - Dejeuner En

Tin Machine - You Belong In
AL Catherine Lara
Dire Straits

RMC RADIO MONTE CARLO/Monte Carlo
Nathalie Andre - Prog Dir

- A List:**
AD Beverley Craven - Holding On
Gianna Nannini - Soridi
Inconnus - C'Est Ton Destin
Paul Young - Don't Dream
Prince - Cream
Simply Red - Something
Thierry Hazard - Un Jour C'Est Oui

EUROPE 2 NETWORK/Paris
Marc Garcia - Prog Dir

- A List:**
AD George Michael - Waiting For
Paul Young - Don't Dream
Tom Petty - Learning To Fly

RMC COTE D'AZUR/Monte Carlo
A List:

- AD George Michael - Waiting For
Omar - There's Nothing Like
Whitney Houston - My Name Is Not

RTL/Paris
Monique Marcis - Head Of Programmes

- A List:**
AD Chris Whitley - Living With
Dave Stewart - Crown Of
Level 42 - Guaranteed
Marc Lavoine - Paris
Peter King - Do A Dance
Silencers - I Want You
Stevie Wonder - Fun Day

RADIO SERVICE/Marseille
Christian Vichi - Prog Dir

- A List:**
AD Enzo Enzo - Deux Minutes De
Heavy D & The Boyz - Now That
Martika - Love Thy Will
PM Dawn - Set Adrift
Simply Red - Something
Thierry Hazard - Un Jour C'Est Oui

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- B List:**
AD Beatmasters - Boulevard
Nikke Nicole - Sexy
Rozalla - Everybody's Free
Sonya Roche - Love Itch

METRO RADIO GROUP/Newcastle
Liz Elliott - Music Organiser

- A List:**
AD Banderas - May This Be
Belinda Carlisle - Live Your Life
Bros - Try
Chesney Hawkes - Secrets

RADIO CLYDE/Glasgow
Alex Dickson - Prog Dir

- A List:**
AD Banderas - May This Be
Erasure - Love To Hate You
Heavy D & The Boyz - Is It
Oleta Adams - Don't Let The Sun
OMD - Then You Turn Away
R.E.M. - One I Love
River City People - Special
Robbie Craig - Bad Attitude
Runrig - Hearthammer
- B List:**

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everything turns bad, don't turn away.
music of your current programming system turns against you and
When your format turns round regardlessly, when the

STATION REPORTS



GERMANY

SWF 3/Baden Baden
Ulrich Frank - DJ

A List:
AD BAP - Verdamp Long Her
Gipsy Kings - Baila Me
Meatloaf - Bat Out Of Hell
Tom Petty - Learning To Fly

WDR1/Cologne
Hans-Holger Knocke - Producer

A List:
Katrina And The Waves - Pet
AD Adriano Celentano - La Terza
Blue Aeroplanes - Colour
Bomb The Bass - The Air That You
Element Of Crime - Blaulicht
Eleni Karandrou - Fairy Tale
Ferry Boat Bill - Cosket Neit
Natty U - Fight De Ball
New York City Gay Chorus - Isn't It

WDR1/Cologne
Wolfgang Roth - Producer

Power Play:
Bryan Adams - Everything I Do
Gesocks - Zigeunerjunge
Gipsy Kings - Baila Me
New Kids On The Block - Games
OMD - Pandora's Box
Pur - Lena
Roxette - Fading Like A Flower
Steppenwolf - Born To Be Wild
White Heart - Powerhouse
Wild Eyes - Fairies Welcome

AD Lenny Kravitz - It Ain't Over
Roxette - The Big L
Scorpions - Send Me An Angel

A List:
AD Aaron Neville - Somewhere
Cathy Dennis - Too Many Walls
Glass Tiger - My Town
Mindstorm - Love Goes Blind
Peacock Palace - Like A Snake

SDR 3/Stuttgart
Hans Thomas - Producer

Power Play:
AD Crowded House - Fall At Your
Stevie Nicks - Sometimes It's

AL Air Supply
Katrina And The Waves

SFB 2/Berlin
Bernd Albrecht - Head Of Music

A List:
AD Rod Stewart - Broken Arrow
Roxette - The Big L
Zucchero - Wonderful World

B List:
AD Elvis Costello - Georgie And Her
Jason Donovan - Happy Together
Kylie Minogue - Word Is Out
Lisa Lisa - Let The Beat Hit 'Em
Mica Paris - Young Soul Rebels
Midge Ure - Cold Cold Heart
Phil Manzanera - Guantánamera
Primal Scream - Don't Fight It
Shabba Ranks - Housecall
Yella - Who's Gone

RB 4/Bremen
Axel Sommerfeld - DJ/Producer

A List:
AD Gipsy Kings - Baila Me
Rolling Stones - Sex Drive
Vanilla Ice - Satisfaction

B List:
AD Bad English - Straight To The
Eg & Alice - Indian
Lloyd Cole - She's A Girl
Mica Paris - Young Soul Rebels
Pur - Lena
Robbie Nevil - Just Like You
Salt-N-Pepa - Let's Talk About
Scorpions - Send Me An Angel
Shabba Ranks - Housecall
Stevie Nicks - Sometimes It's

RIAS 2/Berlin
Henry Gross - Head Of Music

A List:
AD Cathy Dennis - Too Many Walls
Dire Straits - Calling Elvis

RSH/Kiel
Martin Schwebel - Head Of Music

Power Play:
AD Cathy Dennis - Too Many Walls

A List:
AD Chris Norman - If You Need
Color Me Badd - All 4 Love
Matthias Reim - Ich Hab' Mich
Roxette - The Big L

B List:
AD Pur - Lena
Udo Lindenberg - Club Der

HUNDE 6/Berlin
Fred Schoenagel - Head Of Music

Power Play:
AD Bernhard Brink - Geh'
Howard Cempandale - Let's Say
Rod Stewart - Broken Arrow

A List:
AD Audrey Landers - Santa Maria
Bellamy Brothers - Fly Me To
Blue System - Deja Vu
Cathy Dennis - Too Many Walls
Die Nymphenburger - Theresa
Fernando Express - Flusterendes
Francesco Napoli - Domani
Johnny Hill - Deine Liebe War
Karina Kim - Ciao Ciao Amore
Marianne Rosenberg - Frage
Matthias Reim - Ich Hab' Mich
Roger Whitaker - Sag' Ihr

RTL GERMANY/Luxemburg
Stephan Hallpap - Head Of Music

B List:
AD Mike & The Mechanics - Everybody
Udo Lindenberg - Club Der
Zucchero - Wonderful World

RADIO GONG/Nuremberg
Peter "Marc" Stringl - Head Of Music

A List:
AD C&C Music Factory - Things That
Dire Straits - Calling Elvis
Karl Keaton - Remember
Rhythm Syndicate - P.A.S.S.I.O.N.
Sailor - La Cumbia

STAR * SAT RADIO/Gruenwald
Jo Lueders - Prag Dir

B List:
AD Bad Company - Walk Through Fire
Davis Daniel - For Crying Out Loud
James Brown - Move On
Michael Learns To Rock - My Blue
Surface - A World Of Our Own

RADIO REGENBOGEN/Mannheim
Ralf Balschbach - Music Dir

Power Play:
Glass Tiger - My Town

A List:
AD Heinz Rudolf Kunze - Der Abend
Joe Cocker - Night Calls
Simply Red - Something
Wilkins - Sopa De Caracol

B List:
AD Matthias Reim - Ich Hab' Mich
Paula Abdul - The Promise Of A
Spagna - Only Words

RADIO SALLU/Saarbruecken
Adam Hahne - Prag Dir

Power Play:
ABC - Love Conquers All
Chris Thompson - Tower Of
Father Father - Love Life And
Kate Yanai - Bacardi Feeling
Salt-N-Pepa - Let's Talk About

A List:
AD BAP - Verdamp Long Her
Bryan Adams - Everything I Do
Crowded House - Fall At Your
Heavy D & The Boyz - Now That
R.E.M. - Near Wild Heaven
Roch Voisine - A Fishing Day
AD Waterboys - A Man In Is
AL Pur

RADIO N 1/Nuremberg
Cetin Yaman - Prag Dir

Power Play:
C&C Music Factory - Things That
AD Lisa Fischer - Save Me

A List:
AD Corina - Temptation
Marky Mark - Good Vibrations

Rhythm Syndicate - P.A.S.S.I.O.N.
Salt-N-Pepa - Let's Talk About

RADIO XANADU/Munich
Benny Schnier - Head Of Music

A List:
Alice Cooper - Hey Stoopid
Desmond Child - Love On A Roof
Firehouse - Love Of A Lifetime
Foreigner - Lowdown & Dirty
Marillion - Cover My Eyes
Warrant - Blind Faith

AD Huey Lewis - It Hit Me
Michael Bolton - Time Love &
Michael W. Smith - Go West Young
Tom Petty - Learning To Fly

RADIO FFH/Frankfurt
Sabine Neu - Head Of Music

B List:
AD Chris Norman - If You Need
Die Prinzen - Gabi Und
Rod Stewart - Broken Arrow
Zucchero - Wonderful World

RADIO GONG 2000/Munich
Fredy Kogel - Music Dir

Power Play:
Driza-Bone - Real Love
AD Kenny Thomas - Thinking About
PM Dawn - Set Adrift

A List:
Heavy D & The Boyz - Now That
Peter Maffay - Ich Will Bei
AD OMD - Pandora's Box

B List:
Midge Ure - Cold Cold Heart
R.E.M. - Shiny Happy People
Rolling Stones - Sex Drive

SCHWARZWALD RADIO/Freiburg
Pete Traynor - Head Of Music

A List:
AD Gangway - Dance To The Music
Greg De Neuville - Trust
Mark Stevens - This Is The Way
Martika - Love Thy Will
Pur - Lena

RADIO F/Nuremberg
Ziggie Hoga - Prag Dir

A List:
Bette Midler - The Gift Of Love
Chris Rea - Looking For The
AD Ark - Carry Me
Deuces Wild - This Boy
Haindling - Liebe
Henry Valentino - Himmelblau Und
Jet Set Band - Say Goodbye To
Los Manolos - All My Loving
Paula Abdul - Rush Rush
Western Union - Fraulein

DT64/Berlin
Wolfgang Martin - Head Of Music

A List:
AD Achim Reichel - Aloha Heja He
BAP - Verdamp Long Her
Brings - Ich Schenk Mir
Bros - Are You Mine?
Dieter Krebs - Ich Bin Der
Hans Albers - Das Herz Von
Heinz Rudolf Kunze - Der Abend
Kate Yanai - Bacardi Feeling
Keimzeit - Der Lowe
M. Walking On Water - Anymore
Samantha Fox - Another Woman
Sandow - Happy House
Silly - Liebeswälder
Tina Teddy Bear - He's
Udo Lindenberg - Club Der
Udo Lindenberg - Reeperbahn

RADIO FFB/Fuerstenfeldbruck
Chris Baumann - Head Of Music

A List:
AD Marc Cohn - Walking In Memphis
Marianne Rosenberg - Frage
Martin Mann - Weil Ich Dich Nicht

RADIO NRW/Oberhausen
Jeff Gelder - Head Of Music

A List:
AD Bob Seger - The Real Love
Cathy Dennis - Too Many Walls
Peter Maffay - Ich Will Bei
Rod Stewart - Broken Arrow
Simply Red - Something

RADIO NRW/Oberhausen
Jeff Gelder - Head Of Music

A List:
AD Bob Seger - The Real Love
Cathy Dennis - Too Many Walls
Peter Maffay - Ich Will Bei
Rod Stewart - Broken Arrow
Simply Red - Something

RETE 105 NETWORK/Milan
Alex Peroni - Head Of Music

A List:
Aaron Neville - Everybody
Aretha Franklin - Everyday
Beekie Bell - I'll Never Know
Bee Beat - I'm On
Botany 5 - Nature Boy
Cher - Love & Understanding
Cola Boyz - 7 Ways To Love
Cool 2 - Kinda Groovy
Dire Straits - Calling Elvis
FPI Project - Let's Go
Gipsy Kings - Baila Me
Greed - Love
Kirsty MacColl - Walking Down
Mariah Carey - Emotion
Matt Bianco - Macumba
Quartz - Naked Love
Shades Of Rhythm - The Sound
Spagna - Only Words

RAI STEREOUNO/Rome
Elio Molinari - Prag Dir

Power Play:
Aaron Neville - Everybody
Color Me Badd - All 4 Love

A List:
AD Bryan Adams - Can't Stop
Erasure - Love To Hate You
Lloyd Cole - She's A Girl
Prince - Cream
Spagna - Love At First Sight
Tino Turner - Nutbush City Limits
Zoe - Sunshine On A Rainy

RAI STEREO DUE/Rome
Maurizio Riganti - Dir

A List:
AD Donna Summer - When Love Cries
Driza-Bone - Real Love
Joe Cocker - Night Calls
Prince - Gett Off
Simply Red - Something
AD Guns N' Roses - Don't Cry
Incognito - Can You Feel Me
PM Dawn - Set Adrift
Prince - Cream
Siouxie & Shadownite
Tina Turner - Nutbush City Limits

RADIO PETER FLOWERS/Milan
Marco Garavelli - Producer

Power Play:
AD Texas - Why Believe In You

A List:
AD Bad English - Straight To The
Guns N' Roses - Don't Cry
Wilson Phillips - The Dream Is

Crystal Waters - Makin' Happy
Huey Lewis - It Hit Me

AD Dire Straits - Calling Elvis

A List:
AD Amy Grant - Every Heartbeat
Color Me Badd - Adore
Double Dee - Hey You
Garibaldi - Que Te La Pongo
Guns N' Roses - Don't Cry
Lele Gaudi - Mai Prima Di Ieri
Mario Castellnuovo - Oceanico
Omar - Don't Mean A Thing
Paolo Vallesi - Le Amiche
Party - That's Why
R.E.M. - Near Wild Heaven
Raf - Malinverno
Riccardo Cacciant - Vivi La Tia Vita
Scialpi - A. Amore

RADIO BABBOLEO/Genoa
Lenny Rattona - Prag Dir

A List:
AD Gipsy Kings - Baila Me

101 NETWORK/Milan
Gigio D'Ambrosio - Prag Dir

A List:
AD Bad English - Straight To The
Bell Biv DeVoe - Word To The Mutha
Black Box - Open Your Eyes
Erasure - Chorus
Farm - Mind
Mariah Carey - Emotion
PM Dawn - Set Adrift
Pride N' Politics - Hold On
R.E.M. - Shiny Happy People
Spagna - Only Words

RADIO BABBEOLEO/Genoa
Lenny Rattona - Prag Dir

A List:
AD Gipsy Kings - Baila Me

RADIO KISS KISS NETWORK/Naples
Gianni Simioli - Prag Dir

Power Play:
AD Snowboy - Give Me The

A List:
AD 808 State - Change Your Mind
Donna Summer - When Love Cries
Joy Salinas - Rockin' Romance
Motherland - River Of Life
Primal Scream - Don't Fight It
Seal - The Beginning
Tom Petty - Into The Great

AL Martika
Nina Hagen
Paul Young

ANTENNA DELLO STRETTO/Messina
Filippo Pedell - DJ

Power Play:
AD Monica De Lux - Move To The Music

A List:
AD Aaron Neville - Everybody
Color Me Badd - All 4 Love
Joy - Shine On
Lenny Kravitz - It Ain't Over
Massimiliano Pani - Come Stai

AL Splash

RADIO STAR/Vicenza
Maurizio Maressi - Prag Dir

A List:
AD Aretha Franklin - Ever Changing
C.F. Riley - Ain't No Way
Donna Summer - When Love Cries
Farm - Mind
S.O.S. Band - Sometimes I Wonder

AL ABC
Martika

RADIO CLUB 91/Naples
Franco Russo Mory - Prag Dir

A List:
AD Black Crowes - Hard To Handle
Joy Salinas - Rockin' Romance
Seal - The Beginning
Simply Red - Something
Vanessa Williams - Running Back

VERONICA/Hilversum
Hans Veen - Prag Dir

Power Play:
AD Guns N' Roses - Don't Cry

A List:
AD Bad Examples - Not Dead Yet
Frankie Knuckles - Whistle Song
Martika - Love Thy Will
Marky Mark - Good Vibrations
Mariah Carey - Emotion
Young Disciples - Apparently Nohin'

TROS RADIO 3/Hilversum
Ferry Maat - Head Of Music

Power Play:
AD Simply Red - Something

A List:
AD Guns N' Roses - Don't Cry
L.A. Style - James Brown Is Dead
Mariah Carey - Emotion
Maureen - Talking Of You
Paula Abdul - The Promise Of A
Vasco Rossi - Liberi Liberi
Walter Trout - The Love That
Wilkins - Sopa De Caracol
Young Disciples - Apparently Nohin'

KRO/Hilversum
Paul Van Der Lugt - Head Of Music

Power Play:
Crowded House - Fall At Your

A List:
AD Brendan Croker - Nothing But Time
Lori Frelove - Arms Of A Dream
Mariah Carey - Emotion
Simply Red - Something

HIT RADIO/Bussum
Koen Van Tijn - Music Dir

Power Play:
Bryan Adams - Everything I Do
PM Dawn - Set Adrift

B List:
AD Color Me Badd - I Adore
Frankie Knuckles - Whistle Song
Karyn White - Romantic
Lenny Kravitz - Fields Of Joy
Marky Mark - Good Vibrations
Rolling Stones - Sex Drive

SKY RADIO/Bussum
Tom Lathouwers - Operations Mgr

Power Play:
Bryan Adams - Everything I Do
Incognito - Always There
Juan Luis Guerra - Burbejas De
Kaoma - Don a Togo Maga

A List:
AD Dire Straits - Calling Elvis
Paul Young - Don't Dream

RADIO NOORD-HOLLAND/Haarlem
Pieter Buijs - Producer

A List:
AD Lloyd Cole - She's A Girl
Mariah Carey - Emotion
Midge Ure - Cold Cold Heart
Paul Young - Don't Dream
Poppy Factory - Fabulous Beast
Sailor - Knock Knock
Simply Red - Something

CFNB/Brunsum
Lou Rowland - Head Of Music

Power Play:
AD Nelson - Only Time Will Tell

A List:
AD Rod Stewart - Broken Arrow
Runrig - Hearthammer
AD Bob Seger - The Real Love

NEWS

* **BONFIRE**: The first single cut "The Stroke" from the band's new album "Knock Out" is already getting good airplay on Scandinavian radio stations.

* The new **SAILOR** single "Knock, Knock" is scheduled for release in Germany on September 16.

* **Gratulation**: **DIETHER KREBS** hat es mit seinem Hit "Ich bin der Martin, ne" bis unter die Top 3 der Deutschen single Charts geschafft und ist somit der zur Zeit best verkaufte deutsche Titelf. **CHINCHILLA GREEN**'s new single "Save Me" has been released in Germany on Monday, September 9. Their new album is entitled "Gravity" and is due to release end of October.

Telefon: 040 - 490 69-0

BMG Ariola Hamburg GmbH
A Bertelsmann Music Group Company
Telefax: 040 491 20 60

HOLLAND

VERONICA/Hilversum
Hans Veen - Prag Dir

Power Play:
AD Guns N' Roses - Don't Cry

A List:
AD Bad Examples - Not Dead Yet
Frankie Knuckles - Whistle Song
Martika - Love Thy Will
Marky Mark - Good Vibrations
Mariah Carey - Emotion
Young Disciples - Apparently Nohin'

TROS RADIO 3/Hilversum
Ferry Maat - Head Of Music

Power Play:
AD Simply Red - Something

A List:
AD Guns N' Roses - Don't Cry
L.A. Style - James Brown Is Dead
Mariah Carey - Emotion
Maureen - Talking Of You
Paula Abdul - The Promise Of A
Vasco Rossi - Liberi Liberi
Walter Trout - The Love That
Wilkins - Sopa De Caracol
Young Disciples - Apparently Nohin'

KRO/Hilversum
Paul Van Der Lugt - Head Of Music

Power Play:
Crowded House - Fall At Your

A List:
AD Brendan Croker - Nothing But Time
Lori Frelove - Arms Of A Dream
Mariah Carey - Emotion
Simply Red - Something

HIT RADIO/Bussum
Koen Van Tijn - Music Dir

Power Play:
Bryan Adams - Everything I Do
PM Dawn - Set Adrift

B List:
AD Color Me Badd - I Adore
Frankie Knuckles - Whistle Song
Karyn White - Romantic
Lenny Kravitz - Fields Of Joy
Marky Mark - Good Vibrations
Rolling Stones - Sex Drive

SKY RADIO/Bussum
Tom Lathouwers - Operations Mgr

Power Play:
Bryan Adams - Everything I Do
Incognito - Always There
Juan Luis Guerra - Burbejas De
Kaoma - Don a Togo Maga

A List:
AD Dire Straits - Calling Elvis
Paul Young - Don't Dream

RADIO NOORD-HOLLAND/Haarlem
Pieter Buijs - Producer

A List:
AD Lloyd Cole - She's A Girl
Mariah Carey - Emotion
Midge Ure - Cold Cold Heart
Paul Young - Don't Dream
Poppy Factory - Fabulous Beast
Sailor - Knock Knock
Simply Red - Something

CFNB/Brunsum
Lou Rowland - Head Of Music

Power Play:
AD Nelson - Only Time Will Tell

A List:
AD Rod Stewart - Broken Arrow
Runrig - Hearthammer
AD Bob Seger - The Real Love

DAVE STEWART AND THE SPIRITUAL COWBOYS



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COMPACT DISC · CASSETTE · ALBUM
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STATION REPORTS

Buddy Guy - Mustang Sally
Dave Stewart - Crown Of
Law - Return Of The Beast
AL **Bad English**
Rush

BELGIUM

BRT STUDIO BRUSSELS/Brussels
Jan Hautekiet - Producer
A List:
AD **Airstream** - Follow Through
Amy Grant - Every Heartbeat
Buddy Guy - Mustang Sally
David Dundas - Jeons On
God's Little Monkeys - You Win
John Lee Hooker - Mr. Lucky
Leon Redbone - Right Or Wrong
Mama Jasje - Za Ver Weg
Perry Rose - Because Of You
Rod Stewart - Broken Arrow
Simply Red - Something
Sounds Of Blackness - Optimistic
Taj Mahal - Scattered

RADIO CONTACT F/Brussels
Jean Lou Bertin - Prog Dir
B List:
AD **ABC** - Love Conquers All
Army Of Lovers - Crucified
David Jansson - Besoin D'Amour
Francois Feldman - Magic
Lagalaf - La Zoubido
Lindy Layton - Without You
New Kids On The Block - Baby
Right Said Fred - I'm Too Sexy
Samantha Fox - Another Woman
Stephan Eicher - Dejeuner En

RADIO CONTACT N/Brussels
Danny Bruin - Prog Dir
B List:
AD **Jason Donovan** - Happy Together
Lenny Kravitz - Fields Of Joy
Martika - Love Thy Will

RADIO EXPRESS/Antwerp
Marc Dhollander - Head Of Music
B List:
AD **Army Of Lovers** - Crucified
Color Me Badd - All 4 Love
Plaza - Samba
Zucchero - Wonderful World

RADIO ROYAAL/Hamont-Achel
Tom Holland - Prog Dir
Power Play:
AD **Albert West** - Endless
Rob De Nijs - Huis In De Zon
B List:
AD **Crowded House** - Fall At Your
Crystal Waters - Makin' Happy
Culture Beat - Na Deeper
Patrick Bruel - Decade
Paula Abdul - The Promise Of A
Piet Veerman - Soledad
Soulsister - Facing Love
Texas - Why Believe In You
Young Disciples - Apparently Nothin'

BRT RADIO 2-EAST FLANDERS/Ghent
Rudi Sinia - Producer
A List:
AD **Frank Valentino** - Valore
Human Resource - Dominator
L.A. Style - James Brown Is Dead
Level 42 - Guaranteed
Paula Abdul - The Promise Of A
Yasmine - Vraag Me Niet

RTBF RADIO 2/Hainaut
Philippe Jauniaux - Music Dir
A List:
AD **Juan Luis Guerra** - Burbejas De
Paula Abdul - Rush Rush
Stephan Eicher - Dejeuner En

SPAIN

RADIO MADRID/Madrid
Rafael Revert - Music Mgr
Power Play:
Laquillo - Hambres

A List:
AD **Duncan Dhu** - La Casa Azul
Guns N' Roses - Don't Cry
La Guardia - No Se Donde Estoy
Los Secretos - Y No Amancece
Mano Negra - No Me Pises
Prince - Cream

Tennessee - Un Dos Tres Sexy
Texas - Why Believe In You
Vanilla Ice - Satisfaction

COPE/Madrid
Carlos Finaly - Music Director
Power Play:
Deacon Blue - Twist And Shout
La Frontera - Hambre De Tu

A List:
AD **Juan Luis Guerra** - Como Abejo

CANAL SUR RADIO/Seville
Paco Sanchez - Music Mgr
A List:
AD **Bob Seger** - The Real Love
James Brown - Move On
Mariah Carey - Emotion
Mock Turtles - Can You Dig It
John Lee Hooker - Apparently Nothin'

RADIO 16/Madrid
Jorge Anton - Prog Dir
Power Play:
AD **Dave Stewart** - Crown Of
Escape Club - I'll Be There
Huey Lewis - It Hit Me
Lloyd Cole - She's A Girl
Love & Money - My Love Lives
Primitives - You Are The Way
Silencers - This Is Serious
Siouxie & The Banshees - Kiss

A List:
AD **Corina** - Temptation
Fixx - Crucified
PM Dawn - Set Adrift
AL **Dire Straits**

SWEDEN

SAF RADIO CITY/Stockholm
Martin Loogna - Head Of Music
Power Play:
AD **Europe** - Prisoners In Paradise

A List:
AD **Donna Summer** - When Love Cries
Guns N' Roses - Don't Cry
Lis Sorensen - 100 Gange Til
Natural Selection - Do Anything
P.C. Keyo - In The Trap
Paul Young - Don't Dream
R.E.M. - Near Wild Heaven
Simply Red - Something
Surf Turf - Lovely Little Love
Suzzies Orkester - Hon Molar
Tom Petty - Into The Great

CITY 103/Gothenburg
Lars Bodin - Music Dir
Power Play:
AD **Simply Red** - Something
A List:
AD **Donna Summer** - When Love Cries
Europe - Prisoners In Paradise
Marky Mark - Good Vibrations
Mariah Carey - Emotion
Roxette - The Big L
Tom Petty - Into The Great

RADIO P4/Lund
Camilla Mellner - Music Dir
Power Play:
AD **Bryan Adams** - Can't Stop
Lis Sorensen - 100 Gange Til
Mariah Carey - Emotion
Simply Red - Something
A List:
AD **Army Of Lovers** - Obsession
Glass Tiger - My Town
Latin Alliance - Low Rider
Mariah Carey - Emotion
Roachford - I Want To Be Loved
Roxette - The Big L

AL **Level 42**

RADIO OREBRO/Orebro
Arne Holmberg - Music Dir
A List:
AD **Bryan Adams** - Can't Stop
Gianna Nannini - Soridi
Peter LeMarc - Ar Det
Simply Red - Something

RIKS RADIO P3/KLANG & CO./Stockholm
Pontus Enhorning - Producer
A List:
AD **Edin-Adahl** - Jag Lever
Simply Red - Something

RIKSRADION P3/TRACKSLISTAN/Stockholm
Kaj Kindvall - Producer

A List:
AD **David Hallyday** - Ooh La La
Martika - Love Thy Will
PM Dawn - Set Adrift
Roxette - The Big L

RADIO STOCKHOLM/Stockholm
Ulo Maasing - Dj/Producer
A List:
AD **E-Zee Passe** - Breathing
Electronic - Feel Every Beat
Erasure - Love To Hate You
Glass Tiger - My Town
Incognito - Crazy For You
Lavine Hudson - A Little
Leila K - Magic Ball
Nitzer Ebb - I Give It To You
Sabrina Johnston - Peace
Simply Red - Something
Trans-Global U. - Templehead

RADIO GOTEBORG/Gothenburg
Leif Wivatt - Head Of Music
A List:
AD **Bryan Adams** - Can't Stop
Daffodils - Saving My Tears
Donna Summer - When Love Cries
Guns N' Roses - Don't Cry
John Lee Hooker - Mr. Lucky
Paul Young - Don't Dream
Simply Red - Something
Spirit Of The West - Political
William - Flickon Fran

AL **Anderson/Vangelis**
Dire Straits

HIT FM/Stockholm
Johan B. Bring - Prog Dir
A List:
AD **BG/Prince Of Rap** - Give Me
Europe - Prisoners In Paradise
Foreigner - I'll Fight For You
Lis Sorensen - 100 Gange Til
Mariah Carey - Emotion
MDA - Ioke An E
Roxette - The Big L
Unity Mixers - Unity Mix #1

RADIO MALMOHUS/Malmö
Olle Nilsson - Head Of Music
Power Play:
Katydids - Seesaw
A List:
AD **Army Of Lovers** - Obsession
Bryan Adams - Everything I Do
Mariah Carey - Emotion
Mariah Carey - Emotions

RADIO RYD/Linköping
Peter Barkland - Head Of Music
Power Play:
AD **Derrida Dance Corps** - Hanging
Around
A List:
AD **Bryan Adams** - Can't Stop
Roxette - The Big L

RADIO HUDDINGE/Stockholm
Robert Sehlberg - Prog Dir
Power Play:
AD **Irma** - Precis
Mariah Carey - Emotions
Paul Young - Don't Dream
Simply Red - Something
A List:
AD **Bryan Adams** - Can't Stop
Lloyd Cole - She's A Girl
Mariah Carey - Emotion
Peter LeMarc - Robbie Nevil

NORWAY

RADIO VEST/Stavanger
Bjarne P. Tjostheim - Head Of Music
A List:
AD **Amy Grant** - Every Heartbeat
Girls - Don't Say No
Guns N' Roses - Don't Cry
Julia Fordham - I Thought It Was
Kudusai - Worldcome
Marc Bolan - 20th Century Boy
Mariah Carey - Emotion
PM Dawn - Set Adrift
Richie Sambora - Ballad Of Youth
Rod Stewart - Broken Arrow
Rolling Stones - Sex Drive
Unity Mixers - Unity Mix #1

RADIO 102/Haugesund
Egil Houveland - Head Of Music
A List:
AD **Bob Seger** - The Real Love
Guns N' Roses - Don't Cry
Julian Lennon - Saltwater
Mariah Carey - Emotion
Richie Sambora - Ballad Of Youth
Roxette - The Big L
Vamp - Soa Raphael
Vestlands Fanden - Kysss Meg Nå

AL **Dire Straits**

RADIO NORD/Harstad
Tom Berg - Head Of Music
A List:
AD **Amy Grant** - Every Heartbeat
Dire Straits - Calling Elvis

NRK-REPORT 1/Oslo
Vidar Lonn-Arneson - Producer
A List:
AD **C&C Music Factory** - Live Happy
Paula Abdul - The Promise Of A
Right Said Fred - I'm Too Sexy

B List:
AD **Celine Dion** - The Last To Know
Marquee - Back In Time

NRK-REPORT 2/Oslo
Jan Rustad - Producer
Power Play:
AD **Prince** - Gett Off
A List:
AD **Guns N' Roses** - Don't Cry
Metallica - Enter Sandman
PM Dawn - Set Adrift

STUDENTRADIOEN/Tromsø
Rune Hagen - Head Of Music
Power Play:
E.M.F. - Lies
Guns N' Roses - Don't Cry
R.E.M. - Near Wild Heaven

A List:
AD **Julia Fordham** - I Thought It Was
Lloyd Cole - She's A Girl
Mezzoforte - Better Love
Paul Young - Don't Dream

RADIO TRONDHEIM/Trondheim
John Branaes - Head Of Music
A List:
AD **Amy Grant** - Every Heartbeat
Mariah Carey - Emotions
Rod Stewart - Broken Arrow

B List:
AD **Color Me Badd** - All 4 Love
Guns N' Roses - Don't Cry
Marc Bolan - 20th Century Boy
Marky Mark - Good Vibrations

DENMARK

ARHUS NAERRADIO/Århus
Ib Buch - Head Of Music
A List:
AD **Lalah Hathaway** - Family Affair
Mezzoforte - Better Love
Prince - Gett Off
PS 12 - Jeg Elsker Dig

DANMARKS RADIO/Copenhagen
Leif Wivelsted - Head Of Prog
A List:

Amy Grant - Baby Baby
Bryan Adams - Everything I Do
Dire Straits - Calling Elvis
Guns N' Roses - You Could Be
Scorpions - Wind Of Change

RADIO ABC/Randers
Stig Hartvig Nielsen - Prog Contr
A List:
AD **Aaron Neville** - Somewhere
Bob Seger - The Real Love
Crowded House - Fall At Your
Elaine Page - Love Can Do That
Jethro Tull - Still Loving You
Karl Keaton - Remember
Lenny Kravitz - Stand By My
PS 12 - Jeg Elsker Dig
Salt-N-Pepa - Let's Talk About

RADIO SYDKYSTEN/Copenhagen
Peter Hald - Head Of Music
A List:
AD **Color Me Badd** - All 4 Love
Glass Tiger - My Town
Incognito - Always There
Lis Sorensen - 100 Gange Til
Roxette - The Big L
Sanne Salomonsen - A Love

RADIO HOLBAECK/Holbaeck
Stig Nielsen - Prog Dir
Power Play:
AD **Utah Saints** - What Can You Do
A List:
AD **Johnny Nash** - I Can See Clearly
Level 42 - Guaranteed
Prince - Gett Off
Queen Latifah - Fly Girl
Salt-N-Pepa - Let's Talk About

FINLAND

YLE 2/RADIOMAFIA/Helsinki
Jukka Haarama - Music Co-Ord
A List:
AD **Color Me Badd** - All 4 Love
Crowded House - Fall At Your
Guns N' Roses - Don't Cry
Juice Leskinen - Nopjaloinen
Kauko Röyhkä - Ainoa
Kasonen - Ympyrä
Prince - Gett Off
Primitives - You Are The Way
Rod Stewart - Broken Arrow
Roxette - The Big L
Stevie Nicks - Sometimes It's

DISCOPRESS/Tampere
Tuija Lindell - Co-Ord
A List:
Bryan Adams - Everything I Do
Crystal Waters - Gypsy Woman
De La Soul - Ring Ring Ring
KLF - Last Train To Transcentral
TechnoTronic - Move That Body

RADIO 100+/Tampere
Pentti Teravainen - Music Dir
A List:
AD **Dire Straits** - Calling Elvis
First Ala Kiussa Tee
Mariah Carey - Emotions
Stevie Wonder - Fun Day

AUSTRIA

ANTENNE AUSTRIA/Vienna
Mario Weitzl - Head Of Music

B List:
AD **Diana Ross** - The Farce
Huey Lewis - It Hit Me
Kaoma - Dan a Togo Mago
Luther Vandross - Power Of Love
Martika - Love Thy Will

CD INTERNATIONAL/Vienna
Peter Lassack - Head Of Music
Power Play:
Kate Yanai - Bacardi Feeling

A List:
AD **Midge Ure** - Cold Cold Heart
B List:
AD **Cathy Dennis** - Touch Me
Clannad - Both Sides Now
Mylene Farmer - Désenchantée
PM Dawn - Set Adrift
Prince - Gett Off
Samantha Fox - Another Woman

SWITZERLAND

RADIO 24/Zurich
Clem Dalton - DJ
A List:

AD **Aaron Neville** - La Vie
Cola Boy - 7 Ways To Love
De La Soul - Roller Skating
Gianna Nannini - Soridi
Heat It Up - Dis-Dance
Metallica - Enter Sandman
Midge Ure - Cold Cold Heart
Prince - Gett Off
Roxette - The Big L
TPau - Walk On Air

RADIO AKTUELL/St. Gallen
Richard Fischbacher - Head Of Music
A List:
AD **Glass Tiger** - My Town
Los Manolos - All My Loving
Wilson Phillips - The Dream Is

DRS 3/Basel
Christoph Alispach - Music Co-Ord
A List:
AD **Beats International** - Sun Doesn't
Bob Seger - The Fire Inside
Foolhouse - Rosie Rosie

COULEUR 3/Lausanne
Gerard Saudan - Head Of Music
Power Play:
AD **Mexico '70** - What's In
A List:
AD **26th Of May** - It's All Right
Aswad - Warrior Re-Change
Botany 5 - Nature Boy
Botany 5 - Nature Boy
Dave Stewart - Crown Of
Died Pretty - Stop Myself
Noiseworks - Don't Lead Me On
Top - Number One Dominator

PORTUGAL

RFM/Lisbon
Pedro Tojal - Head Of Music
A List:
AD **Escape Club** - I'll Be There
Tin Machine - You Belong In

YUGOSLAVIA

STUDIO D/RADIO NOVO MESTO
Rasto Bozic - Dj/Producer
A List:
AD **Zucchero** - Wonderful World

GREECE

ANTENNA 97.1 FM STEREO/Athens
M. Tsaousopoulos - Head Of Music
A List:
AD **Amy Grant** - Every Heartbeat
Cher - Love & Understanding
Deacon Blue - Twist And Shout
DJ Jazzy Jeff - Summertime
E.M.F. - Lies
Karyn White - Romantic
Michael Bolton - Time Love &
PM Dawn - Set Adrift
Prince - Gett Off

STAR FM STEREO/Thessaloniki
Vassilis Turonis - Prog Dir
A List:
AD **Bryan Adams** - Can't Stop
Farm - Mind
Guns N' Roses - Don't Cry
Joe Cocker - Night Calls
Julian Dawson - How Can I Sleep
Mariah Carey - Emotion
Morrissey - Love Life
Paula Abdul - The Promise Of A

B List:
AD **Black Crowes** - Hard To Handle
Cher - Love & Understanding
Escape Club - I'll Be There
Karyn White - Romantic
Prince - Gett Off
Robbie Nevil - Just Like You
Roxette - The Big L
Zoe - Sunshine On A Rainy

POLAND

POLSKIE RADIO 3/Warsaw
Marek Niedzwiecki - Producer
Power Play:
AD **Dave Stewart** - Crown Of
Deep Purple - Love Conquers All
A List:
AD **Alias** - Perfect World
Bad English - The Time Alone
Blue Aeroplanes - Y'r Own
Boyz II Men - Motownphilly
Quarterflash - Something More
Queensryche - Jet City Woman
Timothy B. Schmit - I Only Have

RADIO RMF/Krakow
Piotr Metz - Head Of Music
Power Play:
Roxette - The Big L
A List:
AD **Lenny Kravitz** - Stand By My
B List:
AD **Dire Straits** - Calling Elvis
Electronic - Feel Every Beat
Julian Lennon - Saltwater
OMD - Then You Turn Away
Richie Sambora - Ballad Of Youth
Smithereens - Top Of The Pops
Storm - I've Got A Lot

EUROPE

VOICE OF AMERICA/Europe
June Brown - Dir
B List:
AD **Bob Seger** - The Real Love
Jesus Jones - Real Reel Real



MTV EUROPE/London
Brian Diamond - Prog Dir
Heavy Rotation
Bryan Adams - Everything I Do
Dire Straits - Calling Elvis
DJ Jazzy Jeff - Summertime
Guns N' Roses - You Could Be
Heavy D & The Boyz - Now That
Metallica - Enter Sandman
Prince - Gett Off
Active Rotation
C&C Music Factory - Things That
Cher - Love & Understanding
Incognito - Always There
Marc Cohn - Walking In Memphis
OMD - Pandora's Box
Omar - There's Nothing Like
Paula Abdul - The Promise Of A
R.E.M. - Near Wild Heaven
Seal - The Beginning
Shamen - Move Any Mountain
Tom Petty - Learning To Fly
Buzz Bin
Army Of Lovers - Crucified
Jesus Jones - Real Reel Real
Nine Inch Nails - Head Like
PM Dawn - Set Adrift
Tin Machine - You Belong In
Medium Rotation
Color Me Badd - I Wanna Sex
Extreme - More Than Words
Gipsy Kings - Baila Me
Paula Abdul - Rush Rush
R.E.M. - Shiny Happy People

Break Out
Alice Cooper - Hey Stoopid
Black Crowes - Hard To Handle
Bomb The Bass - Winter In July
Divinyls - Make Out Alright
Gianna Nannini - Soridi
Lenny Kravitz - Stand By My
Level 42 - Guaranteed
Lloyd Cole - She's A Girl
Marky Mark - Good Vibrations
Midge Ure - Cold Cold Heart
Ned's Atomic Dustbin - Trust
Queensryche - Jet City Woman
Richie Sambora - Ballad Of Youth
Rolling Stones - Sex Drive
Roxette - The Big L
Simple Minds - Sland By Love
Simply Red - Something
Texas - Why Believe In You
The Cult - Wild Heated Son
Zucchero - Wonderful World
Prime Break Out
Amy Grant - Every Heartbeat
Color Me Badd - All 4 Love
De La Soul - Roller Skating
Kaoma - Danca Togo-Mago
Martika - Love Thy Will
Shabba Ranks - Housecoll
Zoe - Sunshine On A Rainy

dire straits
the new single
"calling elvis"
... on every chart



UNITED KINGDOM

- Singles**
- Bryan Adams** - I Do It For You (A&M)
 - Prodigy** - Charly (WEA)
 - Right Said Fred** - I'm Too Sexy (Tug/BMG)
 - Prince/The N.P.G.** - Gett Off (WEA)
 - Zoe** - Sunshine On A Rainy Day (PolyGram)
 - Arnee & The Terminators** - I'll Be Back (Epic)
 - Oceanic** - Insanity (Dead Dead Good)
 - Salt-N-Pepa** - Let's Talk About Sex (London)
 - Martika** - Love...Thy Will Be Done (Columbia)
 - PM Dawn** - Set Adrift On Memory Bliss (Island)
- Albums**
- A.L.Webber** - Joseph & The Amazing... (Polydor)
 - Color Me Badd** - C.M.B. (WEA)
 - Cher** - Love Hurts (MCA)
 - R.E.M.** - Out Of Time (WEA)
 - Seal** - Seal (ZTT/WEA)
 - Level 42** - Guaranteed (RCA)
 - Blur** - Leisure (Food/EMI)
 - L.Pavarotti** - The Essential Pavarotti II (Decca)
 - Eurythmics** - Greatest Hits (RCA)
 - Paul Young** - From Time To Time (Columbia)

SPAIN

- Singles**
- Guns N' Roses** - You Could Be Mine (RCA)
 - Crystal Waters** - Gypsy Woman (PolyGram)
 - Los Manolos** - All My Loving (RCA)
 - Antico** - We Need Freedom (Max)
 - Chino Bayo** - Asi Me Gusta (Aerea)
 - Dire Straits** - Calling Elvis (PolyGram)
 - KLF** - Last Train To Trancentral (Blanco Y Negro)
 - Heavy D/Boyz** - Now That We Found Love (RCA)
 - Dr. Alban** - No Coke (Ariola)
 - A.Bambataa** - Just Get Up And Dance (Blanco Y Negro)
- Albums**
- Mecano** - Aidalo (Ariola)
 - J.L.Guerra/4.40** - Bachata Rosa (RCA)
 - Los Manolos** - Pasion Condal (RCA)
 - R.E.M.** - Out Of Time (Warner Music)
 - J.L.Guerra/4.40** - Ojala Que Lleva Cafe (RCA)
 - Sergio Dalma** - Sintiendo La Piel (Horus)
 - Soundtrack** - Grease (PolyGram)
 - Status Quo** - Rocking All Over The Years (PolyGram)
 - Emilio Aragon** - Te Huelen Los Pies (Sony Music)
 - Miguel Bose** - Directo 90 (Warner Music)

DENMARK

- Singles**
- Bryan Adams** - I Do It For You (PolyGram)
 - Dire Straits** - Calling Elvis (PolyGram)
 - Scorpions** - Wind Of Change (PolyGram)
 - Heavy D/Boyz** - Now That We Found Love (BMG)
 - Guns N' Roses** - You Could Be Mine (BMG)
 - Zucchero/P.Young** - Senza Una Donna (PolyGram)
 - Marc Bolan/T-Rex** - 20th Century Boy (Mega)
 - Crystal Waters** - Gypsy Woman (PolyGram)
 - Prince/The N.P.G.** - Gett Off (Warner Music)
 - Amy Grant** - Baby Baby (PolyGram)
- Albums**
- Lars Lilholt Band** - Med Natten Mod Vest (PolyGram)
 - Metallica** - Metallica (PolyGram)
 - Roger Whittaker** - The Very Best Of (PolyGram)
 - Sanne** - Where Blue Begins (Virgin)
 - Miss B. Hoven** - Mellem Hjertet Og Spar (Medley)
 - Rod Stewart** - Vagabond Heart (Warner Music)
 - Cut N' Move** - Get Serious (Medley)
 - R.E.M.** - Out Of Time (Warner Music)
 - Scorpions** - Crazy World (PolyGram)
 - M.Bolton** - Time, Love & Tenderness (Sony Music)

SWITZERLAND

- Singles**
- Bryan Adams** - I Do It For You (PolyGram)
 - Guns N' Roses** - You Could Be Mine (BMG)
 - Extreme** - More Than Words (PolyGram)
 - Heavy D/Boyz** - Now That We Found Love (BMG)
 - Scorpions** - Wind Of Change (PolyGram)
 - Cher** - The Shoop Shoop Song (Sony Music)
 - Crystal Waters** - Gypsy Woman (PolyGram)
 - Zucchero/P.Young** - Senza Una Donna (PolyGram)
 - Los Suissos** - Schnapp! (Atina)
 - Erasure** - Chorus (Phonag)
- Albums**
- Metallica** - Metallica (PolyGram)
 - Stephan Eicher** - Engelberg (PolyGram)
 - Gipsy Kings** - Este Mundo (Sony Music)
 - Cher** - Love Hurts (Ariola)
 - R.E.M.** - Out Of Time (Warner Music)
 - Scorpions** - Crazy World (PolyGram)
 - Roxette** - Joyride (EMI)
 - Zucchero Fornaciari** - Zucchero (PolyGram)
 - Alice Cooper** - Hey Stoopid (Sony Music)
 - Beverly Craven** - Beverly Craven (Sony Music)

GERMANY

- Singles**
- Kate Yanai** - Bacardi Feeling (WEA)
 - Bryan Adams** - I Do It For You (Polydor)
 - D.Krebs/Gundula** - Ich Bin Der Martin, Ne (Ariola)
 - Scorpions** - Wind Of Change (Phonogram)
 - Heavy D/Boyz** - Now That We Found Love (MCA)
 - Guns N' Roses** - You Could Be Mine (MCA)
 - Achim Reichel** - Aloha Heja He (WEA)
 - Dire Straits** - Calling Elvis (Phonogram)
 - Metallica** - Enter Sandman (Phonogram)
 - Extreme** - More Than Words (Polydor)
- Albums**
- Metallica** - Metallica (Phonogram)
 - Scorpions** - Crazy World (Phonogram)
 - Gipsy Kings** - Este Mundo (Sony Music)
 - R.E.M.** - Out Of Time (Warner Music)
 - BAP** - Affrocks (Electrola)
 - Roxette** - Joyride (Electrola)
 - Cher** - Love Hurts (MCA)
 - O.M.D.** - Sugar Tax (Virgin)
 - T.Petty/Heartbreakers** - Into The Great... (MCA)
 - Rod Stewart** - Vagabond Heart (Warner Music)

HOLLAND

- Singles**
- Bryan Adams** - I Do It For You (Polydor)
 - Color Me Badd** - All 4 Love (Warner Music)
 - Dire Straits** - Calling Elvis (Phonogram)
 - Incognito/Jocelyn Brown** - Always There (Phonogram)
 - Heavy D/Boyz** - Now That We Found Love (RCA)
 - Bomb The Bass** - Winter In July (Sony Music)
 - Prince/The N.P.G.** - Gett Off (Warner Music)
 - Mannenkoor Karrespoor** - Lekker Op De Trekker (Indisc)
 - Andre Hazes** - Zomer (EMI Boverna)
 - Mannenkoor Karrespoor** - Mooi Man (Indisc)
- Albums**
- Gipsy Kings** - Este Mundo (Sony Music)
 - J.L.Guerra/4.40** - Bachata Rosa (Ariola)
 - Julio Iglesias** - The 24 Greatest Songs (Sony Music)
 - Metallica** - Metallica (Phonogram)
 - Seal** - Seal (Warner Music)
 - Color Me Badd** - C.M.B. (Warner Music)
 - Bob Marley** - Legend (Ariola)
 - Scorpions** - Crazy World (Phonogram)
 - Lenny Kravitz** - Mama Said (Virgin)
 - Clouseau** - Live '91 (CNR)

NORWAY

- Singles**
- Bryan Adams** - I Do It For You (PolyGram)
 - Dire Straits** - Calling Elvis (PolyGram)
 - Guns N' Roses** - You Could Be Mine (BMG)
 - Metallica** - Enter Sandman (PolyGram)
 - Guns N' Roses** - Don't Cry (BMG)
 - Extreme** - More Than Words (PolyGram)
 - Prince/The N.P.G.** - Gett Off (Warner Music)
 - Stage Dolls** - Love Don't Bother Me (PolyGram)
 - Amy Grant** - Baby Baby (PolyGram)
 - Heavy D/Boyz** - Now That We Found Love (BMG)
- Albums**
- Metallica** - Metallica (PolyGram)
 - Cher** - Love Hurts (BMG)
 - Paul Young** - From Time To Time (Sony Music)
 - R.E.M.** - Out Of Time (Warner Music)
 - Roxette** - Joyride (EMI)
 - B.Seger/Silver Bullet Band** - The Fire Inside (EMI)
 - Zucchero Fornaciari** - Zucchero (PolyGram)
 - Natalie Cole** - Unforgettable (Warner Music)
 - Amy Grant** - Heart In Motion (PolyGram)
 - September When** - Mother I've Been Kissed (Warner Music)

AUSTRIA

- Singles**
- Kate Yanai** - Bacardi Feeling (Warner Music)
 - Scorpions** - Wind Of Change (PolyGram)
 - Bryan Adams** - I Do It For You (PolyGram)
 - D.Hasselhoff** - Do The Limbo Dance (BMG)
 - O.M.D.** - Sailing On The Seven Seas (BMG)
 - Frank Zappa** - Bobby Brown Goes Down (Echo)
 - R.E.M.** - Losing My Religion (Warner Music)
 - Guns N' Roses** - You Could Be Mine (BMG)
 - Jason Donovan** - Any Dream Will Do (PolyGram)
 - Crystal Waters** - Gypsy Woman (PolyGram)
- Albums**
- R.E.M.** - Out Of Time (Warner Music)
 - Cher** - Love Hurts (BMG)
 - Scorpions** - Crazy World (PolyGram)
 - Roxette** - Joyride (EMI)
 - Gipsy Kings** - Este Mundo (Sony Music)
 - Doors** - The Doors (Warner Music)
 - T.Petty/Heartbreakers** - Into The Great... (BMG)
 - Die Hektiker** - Endlich (Ariola)
 - O.M.D.** - Sugar Tax (BMG)
 - Mini Bydinski** - WM - Journal (BMG)

FRANCE

- Singles**
- Lagaf** - La Zoubida (Flarenasch)
 - Les Inconnus** - Auteuil, Neuilly, Passy (Lederman)
 - Zucchero/P.Young** - Senza Una Donna (PolyGram)
 - Benny B** - Dis Moi Bébé (Sony Music)
 - Kaoma** - Danca Tago Mago (Columbia)
 - M.Farmer/J.L.Murat** - Regrets (Polydor)
 - Yannick Noah** - Saga Africa (Carrere)
 - Dana Dawson** - Tell Me Bonita (Sony Music)
 - Mecano** - Hijo De La Luna (BMG)
 - R.E.M.** - Losing My Religion (Warner Music)
- Albums**
- Mylene Farmer** - L'Autre (Polydor)
 - Fredericks/Goldman/Jones** - Fredericks, Goldman, Jones (Sony Music)
 - R.E.M.** - Out Of Time (Warner Music)
 - Patrick Bruel** - Alors Regarde (BMG)
 - Elmer Food Beat** - Je Vais Encore... (OTT/Polydor)
 - F.Gray/D.Bardelivien** - Les Amours Cassees (Talar)
 - Francois Feldman** - Magic' Boul'vard (Phonogram)
 - UB40** - Labour Of Love II (Virgin)
 - Dana Dawson** - Paris, New York And Me (Sony Music)
 - Thierry Hazard** - Pop Music (Sony Music)

BELGIUM

- Singles**
- Bryan Adams** - I Do It For You (PolyGram)
 - LA Style** - James Brown Is Dead (Decadance/Hi-Tension)
 - J.L.Guerra/4.40** - Burujas De Amor (BMG)
 - Dire Straits** - Calling Elvis (PolyGram)
 - Heavy D/Boyz** - Now That We Found Love (BMG)
 - Kaoma** - Danca Tago Mago (Sony Music)
 - Shamen** - Move Any Mountain - Progen 91 (PIAS)
 - D.J.P.C.** - Insomniak (CNR)
 - Pleasure Game** - Le Dormeur (MMI)
 - Human Resource** - Dominator (MMI)
- Albums**
- Clouseau** - Live '91 (CNR)
 - Gert En Samson** - Gert En Samson (CNR)
 - Dire Straits** - On Every Street (PolyGram)
 - Jo Vally** - In Een Droom (Indisc)
 - Stef Bos** - Is Dit Nu Later (CNR)
 - Metallica** - Metallica (PolyGram)
 - Mylene Farmer** - L'Autre (PolyGram)
 - R.E.M.** - Out Of Time (Warner Music)
 - Bob Marley** - Legend (BMG)
 - Paul Young** - From Time To Time (Sony Music)

FINLAND

- Singles**
- Guns N' Roses** - You Could Be Mine (BMG)
 - Metallica** - Enter Sandman (Finnlevy)
 - Dire Straits** - Calling Elvis (Finnlevy)
 - Bryan Adams** - I Do It For You (Finnlevy)
 - Prince/The N.P.G.** - Gett Off (Warner Music)
 - Shamen** - Move Any Mountain (EMI)
 - Eppu Normaali** - Lensin Motolalla (Poko)
 - Raptor** - Tytyris Tyllerö (Megamania)
 - Extreme** - More Than Words (Finnlevy)
 - Bomb The Bass** - Winter In July (Sony Music)
- Albums**
- Bad Boys Blue** - The Best Of (BMG)
 - Metallica** - Metallica (Finnlevy)
 - Arja Koriseva** - Me Kaksi Voin (Audiovox)
 - Juice Leskinen** - Taivaan Kappaleita (Sony Music)
 - Värttinä** - Oi Dai (Sonet)
 - Mikko Kuustonen** - Musta Jolokivi (Sony Music)
 - Eri Esittäjät** - Tenevätti 91 (Finnlevy)
 - Eri Esittäjät** - Powerdence (EMI)
 - Raptor** - Tulevat Tanne Sotkemaan (Sony Music)
 - Suurlähetiläät** - Omituisten Otusten Kerho (EMI)

GREECE

- Singles**
- De La Soul** - Ring Ring Ring (Warner Music)
 - KLF** - Last Train To Trancentral (KLF)
 - Dr. Alban** - No Coke (BMG)
 - Dr. Alban** - Hello Afrika (BMG)
 - Nomad** - Just A Groove (Rumour)
 - Paula Abdul** - Rush Rush (Virgin)
 - Nomad/MC Mikee Freedom** - Devotion (Rumour)
 - Gipsy Kings** - Baila Me (Sony Music)
 - Black Box** - Strike It Up (BMG)
 - KLF** - 3 A.M. Eternal (KLF)
- Albums**
- R.E.M.** - Out Of Time (Warner Music)
 - KLF** - The White Room (KLF)
 - Dr. Alban** - Hello Afrika (BMG)
 - Eurythmics** - Greatest Hits (BMG)
 - Massive** - Blue Lines (Virgin)
 - Roxette** - Joyride (EMI)
 - Alice Cooper** - Hey Stoopid (Sony Music)
 - Scorpions** - Crazy World (PolyGram)
 - Amii Stewart** - Dusty Road (NA)
 - New Kids...** - No More Games (Sony Music)

ITALY

- Singles**
- Claudio Bisio** - Rapput (Sony Music)
 - Guns N' Roses** - You Could Be Mine (BMG)
 - Crystal Waters** - Gypsy Woman (Polydor)
 - Scialpi** - A...Amare (BMG)
 - DJH feat. Stefy** - I Like It (Disco Inn)
 - FPI Project** - Let's Go (Energy)
 - Raf** - Siamo Soli Nell'Immenso... (CGD)
 - Giorgio Faletti** - Lupo Mannagio (Five)
 - Paolo Vallesi** - Le Amiche (PolyGram)
 - Double Dee** - Don't You Feel (Five)
- Albums**
- R.E.M.** - Out Of Time (WEA)
 - Metallica** - Metallica (Phonogram)
 - Gino Paoli** - Matto Come Un Gatto (WEA)
 - Marco Masini** - Malinconia (Ricordi)
 - Litfiba** - Il Diabolo (ICGD)
 - Scorpions** - Crazy World (Phonogram)
 - Spagna** - No Way Out (Sony Music)
 - Raf** - Sogni...E' Tutto Quello... (CGD)
 - A.Celentano** - Il Re Degli Ignaranti (CGD)
 - Paolo Vallesi** - Paolo Vallesi (PolyGram)

SWEDEN

- Singles**
- Bryan Adams** - I Do It For You (PolyGram)
 - Guns N' Roses** - You Could Be Mine (BMG)
 - Heavy D/Boyz** - Now That We Found Love (BMG)
 - Extreme** - More Than Words (PolyGram)
 - Amy Grant** - Baby Baby (PolyGram)
 - Dire Straits** - Calling Elvis (PolyGram)
 - Zucchero/P.Young** - Senza Una Donna (PolyGram)
 - Color Me Badd** - I Wanna Sex You Up (Warner Music)
 - P.Almgren/W.Liksom** - Omämigen (Warner Music)
 - Army Of Lovers** - Obsession (Sonet)
- Albums**
- T.Petty/Heartbreakers** - Into The Great... (BMG)
 - Rod Stewart** - Vagabond Heart (Warner Music)
 - Metallica** - Metallica (PolyGram)
 - Cher** - Love Hurts (BMG)
 - P.Lemarc** - Sängen Dom Spelar När... (MNW)
 - Amy Grant** - Heart In Motion (PolyGram)
 - O.M.D.** - Sugar Tax (Virgin)
 - Army Of Lovers** - Massive Luxury Overdose (Sonet)
 - Dan Reed Network** - The Heat (PolyGram)
 - Kenneth/Knutters** - Tankad & Klar (Sony Music)

IRELAND

- Singles**
- Bryan Adams** - I Do It For You (A&M)
 - Extreme** - More Than Words (A&M)
 - Dire Straits** - Calling Elvis (PolyGram)
 - Prince/The N.P.G.** - Gett Off (Warner Music)
 - Saw Doctors** - Hay Wrap (Solid)
 - PM Dawn** - Set Adrift On Memory Bliss (PolyGram)
 - Kathy Durkin** - Working Man (Harmac)
 - Kylie Minogue** - Word Is Out (Warner Music)
 - Prodigy** - Charly (WEA)
 - Marc Bolan/T-Rex** - 20th Century Boy (Telstar)
- Albums**
- C.Moore** - Christy Moore Collection 81-91 (Warner Music)
 - Saw Doctors** - If This Is Rock & Roll (Solid)
 - C.Moore** - Smoke & Strong Whiskey (Newberry)
 - Mary Black** - Babes In The Wood (Dolphin)
 - Paul Young** - From Time To Time (Columbia)
 - Stevie Nicks** - Timespace (EMI)
 - R.E.M.** - Out Of Time (WEA)
 - John Hagan** - On The Wild Side (K-Tel)
 - J.MacCarthy** - Song Of The Singing Horseman (Gael Linn)
 - Metallica** - Metallica (PolyGram)

PORTUGAL

- Singles**
- Marco Paulo** - Taras E Manias (EMI)
 - Crystal Waters** - Gypsy Woman (PolyGram)
 - Rui Veloso** - Laga Que Passe A Monção (EMI)
 - Extreme** - More Than Words (PolyGram)
 - Bryan Adams** - I Do It For You (PolyGram)
 - Dr. Alban** - No Coke (BMG)
 - Gipsy Kings** - Baila Me (Sony Music)
 - Dire Straits** - Calling Elvis (PolyGram)
 - Culture Beat** - No Deeper Meaning (Sony Music)
 - Azúcar Moreno** - Mambo (Sony Music)
- Albums**
- J.L.Guerra/4.40** - Bachata Rosa (Ariola)
 - R.E.M.** - Out Of Time (Warner Music)
 - Marco Paulo** - Maravilhosa Coração (EMI)
 - Santana** - The Very Best Of Santana (Sony Music)
 - Beach Boys** - The Collection (EMI)
 - Gipsy Kings** - Este Mundo (Sony Music)
 - Enigma** - MCMXC A.D. (Virgin)
 - Simple Minds** - Real Life (Virgin)
 - Onda Choc** - Férias Grandes (Sony Music)
 - M.Bolton** - Time, Love & Tenderness (Sony Music)



SPAGNA



NO WAY OUT

FEATURING THE SINGLE "ONLY WORDS"



Sony Music



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	11 (Everything I Do) I Do It For You Bryan Adams - A&M (MCA/Rondor/Zomba)	UK,D,B,NL,E,A,CH,S,P,DK,IR,N,SF,I	35	63 2 Let's Talk About Sex Salt-N-Pepa - frr (Next Plateau/All Boys)	UK,IR	69	68 11 Les Brouillards De Londres Thierry Hazard - Columbia (Sony)	F
2	2 10 You Could Be Mine Guns N' Roses - Geffen (Warner Chappell)	UK,D,B,NL,E,A,CH,S,P,DK,IR,N,SF,I	36	22 27 Losing My Religion R.E.M. - Warner Brothers (Warner Chappell)	F,A,DK	70	99 14 It Ain't Over 'Til It's Over Lenny Kravitz - Virgin America (Miss Bessie Music)	F,D,A
3	3 3 Calling Elvis Dire Straits - Vertigo (Chariscourt/Rondor)	UK,D,B,NL,E,A,CH,S,P,DK,IR,N,SF,I	37	62 2 Word Is Out Kylie Minogue - PWL (All Boys Music)	UK,IR	71	54 21 Ring Ring Ring (Ha Ha Hey) De La Soul - Tommy Boy (Various)	F,D,CH,GR
4	8 3 Gett Off Prince And The New Power Generation - Paisley Park (Warner Chappell)	UK,D,B,NL,CH,S,DK,IR,N,SF	38	35 8 Do The Limbo Dance David Hasselhoff - White Records/Ariola ("Young" Musikverlag)	D,A	72	NE Peace Sabrina Johnston - East West (MCA)	UK
5	7 10 Now That We Found Love Heavy D & The Boyz - MCA (Warner Chappell)	UK,D,B,NL,E,A,CH,S,DK,N	39	28 20 Last Train To Trancentral/The Iron Horse The KLF - KLF Communications (EG/Zoo/WC/Wandee/BMG)	D,E,CH,S,P,DK,GR	73	64 13 The Motown Song Rod Stewart - Warner Brothers (MCA/Geffen)	D,A,S
6	4 13 More Than Words Extreme - A&M (Rondor)	UK,D,B,A,CH,S,P,DK,IR,N,SF	40	74 2 Good Vibrations Marky Mark & The Funky Bunch feat. L.Halloway - Interscope (WC/EMI)	UK,IR	74	NE Can't Stop This Thing We Started Bryan Adams - A&M (Adams/Almo/Zomba)	UK,IR
7	5 18 Gypsy Woman (La Da Dee La Da Da) Crystal Waters - Mercury/A&M (BMG Music/Basement Boys)	ED,B,E,A,CH,S,P,DK,I	41	39 10 Love And Understanding Cher - Geffen (EMI)	D,B,NL,A,S	75	85 12 Chorus Erasure - Mute (Sonet/Sony)	D,A,CH,GR
8	6 22 Senza Una Donna (Without A Woman) Zucchero Fornaciari & Paul Young - London (Warner Chappell/PolyGram/EMI)	F,D,B,CH,S,DK	42	26 15 Saga Africa Yannick Noah - Carrere (Copyright Control)	F	76	51 4 Cold, Cold Heart Midge Ure - Arista (Mood/Warner Chappell)	UK
9	10 34 Wind Of Change Scorpions - Mercury (PolyGram Music)	D,A,CH,S,DK	43	40 11 Always There Incognito feat. Jocelyn Brown - Talkin' Loud (Carlin)	D,B,NL	77	77 7 Taras E Manias Marco Paulo - EMI (EMI Songs)	P
10	9 7 I'm Too Sexy Right Said Fred - Tug (Hit & Run)	UK,B,NL,S,IR	44	33 7 Winter In July Bomb The Bass - Rhythm King/Epic (Rhythm King/Virgin/CC)	UK,B,NL,SF	78	69 19 Fading Like A Flower (Every Time You Leave) Roxette - EMI (EMI)	D,A,CH
11	12 4 Charly Prodigy - XL (Copyright Control)	UK,IR	45	47 3 What Can You Do For Me Utah Saints - frr (NTV/PolyGram/DnA/BMG)	UK,IR	79	94 3 No Coke Dr. Alban - SweMix (SweMix Publishing)	B,E,P,GR
12	11 6 Bacardi Feeling (Summer Dreaming) Kate Yanai - WEA (La Frette Music Paris)	D,A	46	48 16 Bow Down Mister Jesus Loves You - More Protein (Virgin)	D,A,CH	80	NE I Wanna Be Adored The Stone Roses - Silvertone (Zomba)	UK
13	14 15 La Zoubida Lagaf - Flarenasch (Copyright Control)	F,B	47	31 4 Happy Together Jason Donovan - PWL (EMI)	UK,B,IR	81	86 4 Misery Indra - Carrere (Carrere/Orlando)	F
14	13 6 Enter Sandman Metallica - Vertigo (Creeping Death/PolyGram)	D,B,NL,CH,S,DK,N,SF,I	48	46 10 Le Dormeur Pleasure Game - Touch Of Gold (Scorpio/Now Disc)	F,B	82	73 7 Né En 17 A Leidenstadt Fredericks, Goldman & Jones - Epic (JRG/Marc Lumbroso)	F
15	16 14 Auteuil, Neuilly, Passy (Rap B.C.B.G) Les Inconnus - Productions Lederman (Lederman)	F,B	49	44 10 Things That Make You Go Hmm... C&C Music Factory feat. Freedom Williams - Columbia (Virgin)	UK,D,NL,CH,S	83	89 28 Joyride Roxette - EMI (Jimmy Fun Music)	F,D,P
16	15 7 All 4 Love Color Me Badd - Giant (Rondor)	UK,D,B,NL	50	52 4 Aloha Heja He Achim Reichel - WEA (Gorilla Musik)	D	84	RE Love's Burn Karl Keaton - Ariola (BMG)	D,CH,S
17	19 17 I Wanna Sex You Up Color Me Badd - Giant (Hip Hop/Hifrost)	F,D,B,A,CH,S,DK,SF	51	55 17 Shiny Happy People R.E.M. - Warner Brothers (Warner Chappell)	D,A,S,P	85	NE Dejeuner En Paix Stephan Eicher - Barclay (Electric Unicorn)	F,B
18	17 7 Danca Tago Mago Kaoma - Columbia (Adageo/BM Productions)	F,B,P	52	38 11 Tell Me Bonita Dana Dawson - Columbia (Sony)	F	86	65 6 Every Heartbeat Amy Grant - A&M (Various)	UK,D,S
19	20 4 Sunshine On A Rainy Day Zoe - W.A.U./Mr Modo/M&G (EG/BMG/Copyright Control)	UK,IR	53	43 23 Sailing On The Seven Seas O.M.D. - Virgin (Raw Unlimited/Virgin)	D,A,S	87	70 8 All My Loving Los Manolos - RCA (Northern Songs)	B,E
20	25 4 Love...Thy Will Be Done Martika - Columbia (Warner Chappell)	UK,NL,P,IR,SF	54	50 9 Pandora's Box O.M.D. - Virgin (Virgin)	D,B,S	88	81 7 Ala Li Là (Segà) Denis Azor - Ala Bianca (Ala Bianca/Aisha Music)	F
21	29 3 I'll Be Back Arnee & The Terminators - Epic (Virgin)	UK,IR	55	57 9 Burbujas De Amor Juan Luis Guerra & 4.40 - Karen (Karen)	B,NL	89	NE More To Life Cliff Richard - EMI (Virgin/Silhouette/Waif)	UK
22	18 22 The Shoop Shoop Song (It's In His Kiss) Cher - Epic (Alley/Trio/Hudson Boy)	D,B,A,CH,S,DK	56	56 14 Hijo De La Luna Mecano - RCA (Ba Ba Blaxi Music)	F	90	76 13 Any Dream Will Do Jason Donovan - Really Useful (Really Useful)	UK,D,A
23	21 5 Set Adrift On Memory Bliss PM Dawn - Gee Street (MCA/Reformation)	UK,D,B,S,IR	57	59 6 J'AI Des Doutes Sarah Mandiano - Polydor (Kondo Music)	F,B	91	NE Hearthammer Runrig - Chrysalis (Chrysalis)	UK
24	53 10 Dis Moi Bébé Benny B - PLR (PLR)	F,B	58	61 11 Rapput (Senza Fiato) Claudio Bisio - Epic (Aspirine/Sony)	I	92	NE Can't Give You More Status Quo - Vertigo (EMI)	UK
25	23 7 Ich Bin Der Martin, Ne Dieter Krebs & Gundula - RCA (EMI Music)	D	59	45 14 Send Me An Angel Scorpions - Mercury (PolyGram Music)	F,B,NL	93	78 2 Work Technotronic feat. Reggie - ARS (MCA)	B,CH,P,SF
26	24 18 Baby Baby Amy Grant - A&M (Age To Age/Edward Grant/Yellow Elephant)	D,B,A,CH,S,DK,N	60	37 3 Stand By Love Simple Minds - Virgin (Virgin)	UK,DK,IR	94	72 2 Lies E.M.F. - Parlophone (Warner Chappell)	UK,D
27	27 6 Summertime DJ Jazzy Jeff & The Fresh Prince - Jive (Various)	UK,D,NL,CH,S	61	60 2 James Brown Is Dead LA Style - Decadance (Orfa/Hi-Tension)	B	95	88 4 Logo Que Passe A Monção Rui Veloso - EMI (EMI Songs)	P
28	NE The Big L Roxette - EMI (EMI/Jimmy Fun)	UK,D,B,NL,S,IR	62	67 14 Bobby Brown Goes Down Frank Zappa - Reel Records (Weinberger)	D,A,CH	96	NE Everybody's Free (To Feel Good) Rozalla - Pulse 8 (Peer/Upfront)	UK
29	32 4 20th Century Boy Marc Bolan & T-Rex - Marc On Wax (Wizard)	UK,DK,IR,SF	63	58 24 Désenchantée Mylene Farmer - Polydor (Requiem Publishing)	F,D,A	97	92 3 Here I Am (Come And Take Me) UB40 - Virgin (Burlington/B & C Music)	F
30	42 3 Insanity Oceanic - Dead Dead Good (DDGR)	UK	64	80 2 Be Young, Be Foolish, Be Happy Sonia - I.Q. (Lowery/BMG)	UK,IR	98	95 3 We Need Freedom Antico - Max (Copyright Control)	E,I
31	34 7 Baila Me Gipsy Kings - P.E.M./Columbia (PEM)	F,D,B,NL,A,P,GR	65	NE Dominator Human Resource - R&S/IMC (MCA)	UK,B,NL	99	NE Primal Scream Mötley Crüe - Elektra (Various)	UK
32	41 4 Regrets Mylene Farmer & Jean-Louis Murat - Polydor (Requiem Publishing)	F,B	66	84 14 E Vado Via Felix Gray & Didier Barbelivien - Multi/Talar (Zone Musique)	F,B	100	82 7 Décale Patrick Bruel - RCA (14 Productions)	F
33	30 8 Move Any Mountain - Progen 91 The Shamen - One Little Indian (Amokhasong)	UK,B,NL,S,SF	67	49 6 A Roller Skating Jam Named "Saturday" De La Soul - Tommy Boy (Various)	D,B,NL,DK,SF			
34	36 16 Rush Rush Paula Abdul - Virgin America (EMI Songs)	F,D,B,A,S,DK,GR	68	NE Makin' Happy Crystal Waters - A&M/Mercury (Basement Boys/BMG/CC)	UK,DK			

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

Midge Ure



Compact Disc • Cassette • Album

Includes the hit single
'Cold, Cold Heart'

ARISTA

IMG
NATIONAL

A BERTELSMANN MUSIC GROUP COMPANY

EUROPEAN TOP 100 ALBUMS

THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED
1	R.E.M. Out Of Time - Warner Brothers	UK,F,D,B,NL,E,A,CH,S,P,DK,I,N,SF,GR,IR	35	Marc Cohn Marc Cohn - Atlantic	UK,D,S,IR	69	Sergio Dalma Sintiendonos La Piel - Horus	E
2	Metallica Metallica - Vertigo	UK,D,B,NL,E,A,CH,S,DK,I,N,SF,IR	36	Rush Roll The Bones - Atlantic	UK,D,NL,S	70	Skid Row Slave To The Grind - Atlantic	D,A,S,DK,SF
3	Gipsy Kings Este Mundo - Columbia	F,D,B,NL,E,A,CH,S,P,DK,I,SF,GR	37	Stevie Nicks Timespace - The Best Of Stevie Nicks - Modern/EMI	UK,D,DK,IR	71	Martika Martika's Kitchen - Columbia	UK,DK,IR
4	Cher Love Hurts - Geffen	UK,D,B,NL,A,CH,S,DK,N,SF,IR	38	Soundtrack - Robin Hood: Prince Of Thieves Robin Hood: Prince Of Thieves - Morgan Creek	UK,D,B,NL,E,S,DK,IR	72	Thierry Hazard Pop Music - Columbia	F
5	Scorpions Crazy World - Mercury ▲	F,D,B,NL,A,CH,DK,I,N,GR	39	Soundtrack - The Doors The Doors - Elektra	F,D,B,NL,E,CH,DK,SF	73	Rolling Stones Flashpoint - Columbia ●	F,D,NL,CH,GR
6	Roxette Joyride - EMI ▲	UK,D,B,NL,E,A,CH,S,DK,N,SF,GR,IR	40	Tin Machine Tin Machine II - London/Victory	UK,NL,S,N,IR	74	Bryan Adams Reckless - A&M	UK,NL,DK,IR
7	Seal Seal - ZTT/WEA	UK,F,D,B,NL,A,CH,S,DK,GR,IR	41	Enigma MCMXC A.D. - Virgin ▲	UK,F,E,P,DK	75	Tony Christie Welcome To My Music - Ariola	D
8	Color Me Badd C.M.B. - Giant	UK,D,NL,A,CH,S,DK	42	Soundtrack - Grease Grease - Polydor ●	F,E	76	Julio Iglesias The 24 Greatest Songs - Columbia	B,NL
9	Eurythmics Greatest Hits - RCA ▲2	UK,D,B,NL,E,A,CH,DK,GR,IR	43	Stephan Eicher Engelberg - Barclay	F,CH	77	Christy Moore The Christy Moore Collection 81-91 - Warner Brothers	Ir
10	Tom Petty & The Heartbreakers Into The Great Wide Open - MCA	UK,D,NL,A,CH,S,P,DK,N,SF,GR,IR	44	Patrick Bruel Alors Regarde - RCA ▲	F,B	78	Marillion Holidays In Eden - EMI	D,NL,CH
11	Rod Stewart Vagabond Heart - Warner Brothers	UK,F,D,A,CH,S,DK,N,SF,IR	45	Deacon Blue Fellow Hoodlums - Columbia	UK	79	Adriano Celentano Il Re Degli Ignoranti - Clan	I
12	Andrew Lloyd Webber Joseph & The Amazing Technicolor Dreamcoat - Really Useful	UK,IR	46	Gino Paoli Matto Come Un Gatto - WEA	I	80	Dr. Alban Hello Afrika - Swemix	D,P,GR
13	O.M.D. Sugar Tax - Virgin	UK,D,A,CH,S,DK,IR	47	Soundtrack - 21 Jump Street II 21 Jump Street II - Control	D	81	Lars Liholt Band Med Natten Mod Vest - PolyGram	DK
14	Juan Luis Guerra & 4.40 Bachata Rosa - Karen	B,NL,E,P	48	Chris Rea Auberge - East West	UK,D,B,NL,SF	82	Spagna No Way Out - Columbia	I
15	Mylene Farmer L'Autre - Barclay ●	F,D,B,CH	49	Achim Reichel Melancholie Und Sturmflut - WEA	D	83	Status Quo Rocking All Over The Years - Vertigo	E
16	Michael Bolton Time, Love & Tenderness - Columbia	UK,D,E,CH,S,P,DK,N,GR	50	Sting The Soul Cages - A&M ▲	F,D,I,GR	84	De La Soul De La Soul Is Dead - Tommy Boy	D,NL,A,DK,GR
17	Extreme Extreme II Pornografiti - A&M	UK,D,B,NL,A,CH,DK,SF,IR	51	Elmer Food Beat Je Vais Encore Dormir Seul Ce Soir - Off The Track	F	85	Sanne Where Blue Begins - Virgin	S,DK
18	Alice Cooper Hey Stoopid - Epic	D,B,A,CH,S,DK,N,SF,GR	52	P.M. Dawn The Utopian Experience - Gee Street	UK	86	C&C Music Factory Gonna Make You Sweat - Columbia	UK,GR
19	Zucchero Fornaciari Zucchero - London	F,D,B,NL,CH,S,DK,N,GR	53	Yello Baby - Mercury	D,A,CH,S,GR	87	Emilio Aragon Te Huelen Los Pies - CBS	E
20	Paul Young From Time To Time - The Singles Collection - Columbia	UK,B,N,IR	54	Felix Gray & Didier Barbelivien Les Amours Cassees - Talar	F,B	88	Soundtrack - Buddy's Song Buddy's Song - Chrysalis	D,A,DK,SF
21	Level 42 Guaranteed - RCA	UK,B,NL,S,DK	55	Los Manolos Pasion Condal - RCA	E	89	Elton John The Very Best Of... - Rocket ▲5	UK,D,B,E,DK
22	Simple Minds Real Life - Virgin	UK,F,D,E,CH,P,DK,I	56	Bob Marley Legend - Island	UK,B,NL	90	The Saw Doctors If This Is Rock & Roll - Solid	Ir
23	Lenny Kravitz Mama Said - Virgin America	UK,F,D,B,NL,CH,S,DK,GR	57	AC/DC The Razor's Edge - Atco	D,DK	91	Bad Boys Blue The Best Of - Coconut/Arida	SF
24	BAP Affrocks - Electrola	D	58	Clouseau Live '91 - HKM	B,NL	92	Raf Sogni...E' Tutto Quello Che C'E' - CGD	I
25	Amy Grant Heart In Motion - A&M	UK,D,CH,S,DK,N	59	Marco Masini Malinconioia - Ricordi	I	93	All About Eve Touched By Jesus - Vertigo	UK
26	Mecano Aidalai - Ariola	F,B,E	60	Francois Feldman Magic' Boul'vard - Philips	F	94	Miguel Bose Directo 90 - Warner Brothers	E
27	Fredericks, Goldman & Jones Fredericks, Goldman & Jones - Columbia ▲	F,B	61	UB40 Labour Of Love II - Virgin	F	95	Umberto Tozzi Gli Altri Siamo Noi - CGD	I
28	Luciano Pavarotti The Essential Pavarotti II - Decca	UK,IR	62	Juan Luis Guerra & 4.40 Ojala Que Llavea Cafe - Karen	E	96	Beach Boys Very Best Of - Capitol	NL,A,S,DK,SF
29	Blur Leisure - Food	UK,IR	63	Meatloaf Bat Out Of Hell - Epic	UK	97	The Specials The Singles - 2 Tone	UK
30	Paula Abdul Spellbound - Virgin America	UK,D,B,NL,S,DK,GR	64	Bob Seger & The Silver Bullet Band The Fire Inside - Capitol	D,NL,S,DK,N	98	Paolo Vallesi Paolo Vallesi - Sugar/PolyGram	I
31	Beverly Craven Beverly Craven - Epic	UK,F,D,CH	65	Dana Dawson Paris, New York And Me - Columbia	F	99	Roger Whittaker The Very Best Of Roger Whittaker - Polydor	A,DK
32	Natalie Cole Unforgettable - Elektra	UK,D,B,NL,S,P,DK,N	66	Van Halen For Unlawful Carnal Knowledge - Warner Brothers	D,NL,A,CH,SF,GR	100	Kaoma Tribal Pursuit - Columbia	F,B,NL
33	The KLF The White Room - KLF Communications	UK,F,D,B,NL,DK,SF,GR	67	Fiorello Veramente Falso - Epic	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	Madonna The Immaculate Collection - Sire	UK,B,NL,IR	68	Phil Collins Serious Hits...Live! - Virgin/WEA	UK,D,B,NL,P,DK	○ = FAST MOVERS NE = NEW ENTRY RE = RE-ENTRY		

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	Dire Straits	Calling Elvis - Vertigo (Choricourt/Rondor)	18	10	Cher	The Shoop Shoop Song (It's In His Kiss) - Epic (Alley/Trio/Hudson Bay)	35	37	Marc Cohn	Walking In Memphis - Atlantic (Copyright Control)
2	1	Bryan Adams	(Everything I Do) I Do It For You - A&M (MCA/Rondor/Zomba)	19	19	Bomb The Bass	Winter In July - Rhythm King/Epic (Rhythm King/Virgin/CC)	36	40	Rush Abdul	Rush - Virgin America (EMI Songs)
3	3	Extreme	More Than Words - A&M (Rondor)	20	20	Gipsy Kings	Baila Me - P.E.M./Columbia (PEM)	37	46	Huey Lewis & The News	It Hit Me Like A Hammer - Chrysalis (Zomba/Chrysalis)
4	6	Amy Grant	Every Heartbeat - A&M (Various)	21	17	DJ Jazzy Jeff & The Fresh Prince	Summertime - Jive (Various)	38	38	Paula Abdul	The Promise Of A New Day - Virgin America (EMI/Copyright Control)
5	5	Lenny Kravitz	It Ain't Over 'Til It's Over - Virgin America (Miss Bessie Music)	22	22	R.E.M.	Losing My Religion - Warner Brothers (Warner Chappell)	39	35	Incognito feat. Jocelyn Brown	Always There - Talkin' Loud (Carlin)
6	7	Cher	Love And Understanding - Geffen (EMI)	23	26	Stephan Eicher	Dejeuner En Paix - Barclay (Electric Unicorn)	40	23	Deacon Blue	Twist & Shout - Columbia (Poor)
7	11	Kate Yanai	Bacardi Feeling (Summer Dreaming) - WEA (La Frette Music Paris)	24	NE	Simple Minds	Stand By Love - Virgin (Virgin)	41	32	Heavy D & The Boyz	Now That We Found Love - MCA (Warner Chappell)
8	4	Level 42	Guaranteed - RCA (Findhaven/WC/Island/BMG)	25	24	Roxette	Fading Like A Flower (Every Time You Leave) - EMI (EMI)	42	41	Color Me Badd	I Wanna Sex You Up - Giant (Hip Hop/Hiroshi)
9	9	Color Me Badd	All 4 Love - Giant (Rondor)	26	21	Patrick Bruel	Décale - RCA (14 Productions)	43	NE	Sarah Mandiano	J'AI Des Doutes - Polydor (Kondo Music)
10	27	PM Dawn	Set Adrift On Memory Bliss - Gee Street (MCA/Reformation)	27	28	Mylene Farmer	Regrets - Polydor (Requiem Publishing)	44	NE	Sonia	Be Young, Be Foolish, Be Happy - I.Q. (Lowery/BMG)
11	12	Tom Petty & The Heartbreakers	Learning To Fly - MCA (MCA/EMI)	28	16	Michael Bolton	Time, Love & Tenderness - Columbia (EMI)	45	48	Lloyd Cole	She's A Girl And I'm A Man - Polydor (EMI/Copyright Control)
12	13	Scorpions	Wind Of Change - Mercury (PolyGram Music)	29	44	Midge Ure	Cold, Cold Heart - Arista (Mood/Warner Chappell)	46	33	Voice Of The Beehive	Monsters And Angels - London (Virgin)
13	14	Crystal Waters	Gypsy Woman (La Da Dee La Da Da) - Mercury/A&M (BMG Music/Basement Boys)	30	25	Fredericks, Goldman & Jones	Né En 17 A Leidenstadt - Epic (JRG/Marc Lumbroso)	47	43	Sailor	La Cumbia - RCA (K-Works)
14	18	Martika	Love...Thy Will Be Done - Columbia (Warner Chappell)	31	34	Jason Donovan	Happy Together - PWL (EMI)	48	NE	Stevie Nicks	Sometimes It's A Bitch - EMI (PolyGram)
15	31	Zucchero Fornaciari & Paul Young	Senza Una Donna (Without A Woman) - Warner Chappell/PolyGram/EMI	32	8	Rod Stewart	The Motown Song - Warner Brothers (MCA/Geffen)	49	50	UB40	Here I Am (Come And Take Me) - Virgin (Burlington/B & C Music)
16	36	Prince And The New Power Generation	Gett Off - Paisley Park (Warner Chappell)	33	49	Sunshine On A Rainy Day	Sunshine On A Rainy Day - W.A.U./Mr Modo/M&G (EG/BMG/Copyright Control)	50	NE	The Farm	Mind - Produce (Virgin)
17	15	O.M.D.	Pandora's Box - Virgin (Virgin)	34	30	The Shamen	Move Any Mountain - Progen 91 (Amokshosong)	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

National product is highlighted in red

UNITED KINGDOM

Most played records on BBC stations and major independents.

- (9) Midge Ure - Cold, Cold Heart
- (19) Dire Straits - Calling Elvis
- (1) Extreme - More Than Words
- (4) Bryan Adams - I Do It For You
- (7) Zoe - Sunshine On A Rainy Day
- (17) Simple Minds - Stand By Love
- (6) Martika - Love, Thy Will Be Done
- (-) Sonia - Be Young, Be Foolish, Be Happy
- (11) Jason Donovan - Happy Together
- (8) Color Me Badd - All 4 Love
- (-) Stevie Nicks - Sometimes It's A Bitch
- (-) Prince/The N.P.G. - Gett Off
- (14) PM Dawn - Set Adrift On Memory Bliss
- (15) The Farm - Mind
- (-) Right Said Fred - I'm Too Sexy
- (-) Marc Bolan/T-Rex - 20th Century Boy
- (16) Bomb The Bass - Winter In July
- (-) Roxette - The Big L
- (-) Paula Abdul - The Promise Of A New Day
- (-) Rod Stewart - Broken Arrow

GERMANY

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

- (1) Kate Yanai - Bacardi Feeling
- (2) Bryan Adams - I Do It For You
- (6) Cher - Love And Understanding
- (10) Amy Grant - Every Heartbeat
- (3) L.Kravitz - It Ain't Over 'Til It's Over
- (4) T.Petty/Heartbreakers - Learning To Fly
- (5) Gipsy Kings - Baila Me
- (11) Extreme - More Than Words
- (18) Dire Straits - Calling Elvis
- (7) Scorpions - Wind Of Change
- (11,16) Sailor - La Cumbia
- (12) Level 42 - Guaranteed
- (17) Roxette - Fading Like A Flower
- (14,13) Marc Cohn - Walking In Memphis
- (-) D.Krebs/Gundula - Ich Bin Der Martin, Ne
- (-) Peter Maffay - Ich Will Bei Dir Sein
- (17,20) H.Lewis/News - It Hit Me Like A Hammer
- (9) O.M.D. - Pandora's Box
- (-) J.Dawson - How Can I Sleep Without You
- (-) Achim Reichel - Aloha Heja He

FRANCE AM

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

- (3) Stephan Eicher - Dejeuner En Paix
- (6) R.E.M. - Losing My Religion
- (2) Dire Straits - Calling Elvis
- (20) Crystal Waters - Gypsy Woman
- (7) Patrick Bruel - Decale *
- (-) Jill Caplan - Natalie Wood
- (-) Pauline Ester - Une Fenetre Ouverte
- (5) Sarah Mandiano - J'AI Des Doutes
- (4) M.Farmer/J.L.Murat - Regrets
- (-) Texas - Alone With You
- (11) L.Kravitz - It Ain't Over 'Til It's Over
- (1) Fredericks/Goldman/Jones - Né En 17 A.
- (-) Zucchero/P.Young - Senza Una Donna
- (10) Liane Foly - Va Savoir
- (-) Denis Azor - Ala Li La
- (-) Kaoma - Danca Tago Mago
- (-) Gipsy Kings - Baila Me
- (15) Cher - The Shoop Shoop Song
- (16) L'Affair Louis Trio - Nous On A Tout Ca
- (-) Catherine Lara - Les Romantiques

FRANCE FM

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

- (1) L.Kravitz - It Ain't Over 'Til It's Over
- (2) UB40 - Here I Am
- (3) R.E.M. - Losing My Religion
- (4) Zucchero/P.Young - Senza Una Donna
- (5) Color Me Badd - I Wanna Sex You Up
- (8) Fredericks/Goldman/Jones - Né En 17 A.
- (6) Paula Abdul - Rush Rush
- (11) M.Farmer/J.L.Murat - Regrets
- (7) Stephan Eicher - Dejeuner En Paix
- (10,10) Rembrandts - Just The Way It Is, Baby
- (9) Patrick Bruel - Decale
- (15) Cher - The Shoop Shoop Song
- (17) Sarah Mandiano - J'AI Des Doutes
- (14,14) Aswad - The Best Of My Love
- (-) Dire Straits - Calling Elvis
- (20) Sydney Youngblood - Hooked On You
- (17,19) Bryan Adams - I Do It For You
- (-) Indra - Misery
- (16) De La Soul - Ring Ring Ring
- (13) Crystal Waters - Gypsy Woman

NORWAY

Most played records on 40 Norwegian stations. Compiled by Radio Topp 20.

- (-) Bryan Adams - I Do It For You
- (-) Dire Straits - Calling Elvis
- (-) Clannad/Paul Young - Both Sides Now
- (-) Martika - Love, Thy Will Be Done
- (-) Stage Dolls - Love Don't Bother Me
- (-) Julian Lennon - Saltwater
- (-) Heavy D/Boyz - Now That We Found Love
- (-) Katrina/The Waves - Pet The Tiger
- (-) Secret Mission - Silent Spring
- (-) Natalie Cole - Unforgettable
- (-) Harry Connick Jr. - Recipe Of Love
- (-) Lynni Tröckreem - Te Sala Rinn
- (-) Color Me Badd - All 4 Love
- (-) Rod Stewart - The Motown Song
- (-) Cher - Love And Understanding
- (-) H.Lewis/News - It Hit Me Like A Hammer
- (-) Guns N' Roses - You Could Be Mine
- (-) Bomb The Bass - Winter In July
- (-) Right Said Fred - I'm Too Sexy
- (-) Midge Ure - Cold, Cold Heart

SPAIN

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

- (3) Duncan Dhu - Mundo De Cristal
- (1) Crystal Waters - Gypsy Woman
- (4) Loquillo Y Los Trogloditas - Hombres
- (10) R.E.M. - Shiny Happy People
- (5) Azúcar Moreno - Mambo
- (6) The Farm - Don't Let Me Down
- (11) M.Bolton - Time, Love & Tenderness
- (9) Tennessee - Tu Debes Decidir
- (14) Guns N' Roses - You Could Be Mine
- (13) Transvision Vamp - If Looks Could Kill
- (12) The Silencers - If Looks Could Kill
- (15) Terapia Nacional - ¿Que Quieres Ser?
- (17) C&C Music Factory - Things That Make You..
- (16) A.S.A.P. - Bahia
- (-) Status Quo - Burning Bridges
- (19) Modestia Aparte - Trapos Sucios, Platos.
- (-) Beverley Craven - Promise Me
- (-) Oil - Despues De Haber Pensado En Ti
- (20) Drama - A Contracorriente
- (-) Various - Surfing Golden Hits

HOLLAND

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

- (2) Dire Straits - Calling Elvis
- (4) Simple Minds - Stand By Love
- (3) Army Of Lovers - Crucified
- (4,19) Crowded House - Fall At Your Feet
- (-) PM Dawn - Set Adrift On Memory Bliss
- (1) Frankie Knuckles - The Whistle Song
- (9) Color Me Badd - All 4 Love
- (5) Incognito/Jocelyn Brown - Always There
- (6) Cher - Love And Understanding
- (7) Rolling Stones - Sexdrive
- (11,14) Bryan Adams - I Do It For You
- (-) Level 42 - Guaranteed
- (18) Rob De Nijs - Het Huis In De Zon
- (-) Bonnie St.Claire - Zeven Jaren
- (-) Culture Beat - No Deeper Meaning
- (-) Texas - Why Believe In You
- (4) Prince/The N.P.G. - Gett Off
- (8) Lenny Kravitz - Fields Of Joy
- (11) BZN - It Happened 25 Years Ago
- (20) Bomb The Bass - Winter In July

AUSTRIA

Most played records on national pop station Ö3.

- (1) Bingoboy - No Woman, No Cry
- (2) Dire Straits - Calling Elvis
- (3) Amy Grant - Every Heartbeat
- (4) Bryan Adams - I Do It For You
- (5) H.Lewis/News - It Hit Me Like A Hammer
- (6) Jason Donovan - Any Dream Will Do
- (7) Etta Scollo - Chi Ha Ucciso
- (8) Scorpions - Wind Of Change
- (9) Kate Yanai - Bacardi Feeling
- (10,10) Bilgeri - Keep Your Love Alive
- (11) Paula Abdul - Rush Rush
- (12) Mylene Farmer - Désenchantée
- (13) T.Petty/Heartbreakers - Learning To Fly
- (14,14) O.M.D. - Sailing On The Seven Seas
- (15,15) Zucchero/P.Young - Senza Una Donna
- (16) Michael Bolton - Time, Love & Tenderness
- (17) Erasur - Chorus
- (18) Londonboys - Sweet Soul Music
- (19,19) Cher - Love And Understanding
- (20) Roxette - Fading Like A Flower

SWITZERLAND

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

- (1) Bryan Adams - I Do It For You
- (2) Dire Straits - Calling Elvis
- (6) Kate Yanai - Bacardi Feeling
- (3) Tom Petty - Learning To Fly
- (4) Extreme - More Than Words
- (6,19) Color Me Badd - I Wanna Sex You Up
- (-) DJ Jazzy Jeff/Fresh Prince - Summertime
- (8,10) Marillion - No One Can
- (20) Bonnie Raitt - Something To Talk About
- (10,14) Amy Grant - Baby Baby
- (-) Midge Ure - Cold, Cold Heart
- (16) Zucchero/P.Young - Senza Una Donna
- (7) Crystal Waters - Gypsy Woman
- (-) De La Soul - Ring Ring Ring
- (-) C&C Music Factory - Things That Make You..
- (9) Scorpions - Wind Of Change
- (-) Heavy D/Boyz - Now That We Found Love
- (18,12) Cher - The Shoop Shoop Song
- (8) Roxette - Fading Like A Flower
- (17) Rod Stewart - Rhythm Of My Heart

SWEDEN

Most played records on Swedish national and local stations. Compiled by Airplay Sweden.

- (2) Army Of Lovers - Obsession
- (1) Bryan Adams - I Do It For You
- (4) Dire Straits - Calling Elvis
- (3) Peter Lemarc - Sängen De Spelar När Filmen..
- (-) Irma - Precis Som Du
- (17) O.M.D. - Pandora's Box
- (11) Lloyd Cole - She's A Girl And I'm A Man
- (8) Heavy D/Boyz - Now That We Found Love
- (20) Pontus Och Amerikanerna - Kapten Sol
- (10) PM Dawn - Set Adrift On Memory Bliss
- (-) Mariah Carey - Emotions
- (12) Rod Stewart - The Motown Song
- (-) Suzzies Orkester - Han Målar Fönster
- (14,12) Willie Nile - Everybody Needs A Hammer
- (10,10) Martika - Love, Thy Will Be Done
- (-) Prince/The N.P.G. - Gett Off
- (17,14) Cher - Love And Understanding
- (-) Level 42 - Guaranteed
- (-) Robbie Nevil - Just Like You
- (-) Margret Becker - Talk About Love

Telemarketing Leads Trial Sampling Ad Methods

Effectively marketing a radio station is critical to its success. As on-air products become more similar, determining the correct advertising medium takes on added significance.

Denver-based **Paragon Research** recently conducted a national survey of 438 radio listeners between 18-64 years old to gauge the impact and effectiveness of radio station advertising.

First, listeners were asked if they had been exposed to radio station advertising on four different media in the past month. Next, respondents (who had been exposed to the advertising) were asked if the ads convinced them to try a radio station they nor-

mally did not listen to. Here are the results:

Type Of Radio Advertising Exposed To During The Past Month

Billboards	68.0%
Television	61.2%
Direct Mail	29.9%
Telemarketing	3.7%

Advertising That Resulted In New Cume

Telemarketing	25.0%
Television	14.6%
Billboards	11.4%
Direct Mail	9.9%

Although it cannot be determined from this survey which specific demographics within

the 18-64 cell responded the most favorably, the overall results indicate the least used ad medium, telemarketing, is also the most effective for stations attempting to attract new cume.

The survey also does not take into account the creative content, frequency of advertising exposure. However, the results do indicate two very important factors: the advertising vehicles recalled as being used by radio stations, and the overall effectiveness of each in convincing people to try a station to which they normally do not listen.

Majority Of US Radio Stations Seeing Red

The recently released *Radio Financial Report* from the **National Association of Broadcasters** shows that the average US radio station operated in the red in 1990, with over half of all stations losing money.

The average loss for FMs was \$15,715, compared to \$11,000 lost by fulltime AMs. The average AM/FM combinations were short \$10,164, and AM daytimers were off \$8,461. Cash flow and net revenue figures were also down overall, except for AM/FM combinations.

In the meantime, the pessimistic outlook continued, as total radio revenues fell 6% for June, 1991. On the bright side, while

local revenues continued to sink in June, national revenues appeared to be healthy overall. The June report shows that all US regions were down compared to 1990, with the southeastern and eastern regions being the hardest hit.

Z-Rock Swims Closer To Mainstream

As many CHR (Contemporary Hit Radio) stations in the US continue to skew more toward adult listeners and away from pure teen audiences, the hard rock-formatted **Z-Rock** service from **Satellite Music Network** is following suit.

In a bid to boost 18-34 shares faster, SMN managing director **Lee Abrams** is pushing his metal-oriented Z-Rock syndicated format toward the album rock mainstream, meaning "thrash" bands like **Megadeth** and **Anthrax** will be dropped.

Expect Z-Rock to resemble hard rock stations like the successful **The Blaze (WWBZ)**-Chicago and **WXTB**/Tampa.

The "redesigned" Z-Rock is the result of SMN's strategy to make the format more attractive as competition on the FM dial increases, and consequently to interest more ownership in examining the SMN service as an alternative to local programming.

SINGLES

Billboard

ALBUMS

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TW	LW	Artist/Title	Label	ECO	TW	LW	Artist/Title	Label	ECO
1	2	COLOR ME BADD /I Adore Mi Amor	Giant		1	1	METALLICA /Metallica	Elektra	
2	6	MARKY MARK & THE FUNKY BUNCH /Good Vibrations	Interscope		2	2	NATALIE COLE /Unforgettable	Elektra	
3	4	BOYZ II MEN /Motownphilly	Motown		3	5	BONNIE RAITT /Luck Of The Draw	Capitol	
4	5	C&C MUSIC FACTORY /Things That Make You Go Hmm...	Columbia		4	3	COLOR ME BADD /C.M.B.	Giant	
5	1	PAULA ABDUL /The Promise Of A New Day	Captive		5	6	BOYZ II MEN /Cooleyhighharmony	Motown	
6	3	BRYAN ADAMS /[Everything I Do] I Do It For You	A&M		6	4	VAN HALEN /For Unlawful Carnal Knowledge	Warner Brothers	
7	7	MICHAEL BOLTON /Time, Love And Tenderness	Columbia		7	NE	BOB SEGER & THE SILVER BULLET BAND /The Fire Inside	Capitol	
8	9	CATHY DENNIS /Too Many Walls	Polydor	UK	8	8	MICHAEL BOLTON /Time, Love And Tenderness	Columbia	
9	12	FIREHOUSE /Love Of A Lifetime	Epic		9	7	C&C MUSIC FACTORY /Gonna Make You Sweat	Columbia	
10	11	ROD STEWART /The Motown Song	Warner Brothers		10	9	PAULA ABDUL /Spellbound	Captive	
11	17	MARIAH CAREY /Emotions	Columbia		11	12	EXTREME /Extreme II Pornograffiti	A&M	
12	14	HEAVY D. & THE BOYZ /Now That We Found Love	Uptown		12	11	GARTH BROOKS /No Fences	Capitol	
13	16	R.E.M. /Shiny Happy People	Warner Brothers		13	10	R.E.M. /Out Of Time	Warner Brothers	
14	19	BONNIE RAITT /Something To Talk About	Capitol		14	13	SOUNDTRACK /Robin Hood: Prince Of Thieves	Morgan Creek	
15	13	HI-FIVE /I Can't Wait Another Minute	Jive		15	14	AMY GRANT /Heart In Motion	A&M	
16	22	NATURAL SELECTION /Do Anything	East West		16	16	THE BLACK CROWES /Shake Your Money Maker	Def American	
17	8	SEAL /Crazy	Sire	UK	17	15	D.J. JAZZY JEFF /Homebase	Jive	
18	25	EXTREME /Hole Hearted	A&M		18	17	SOUNDTRACK /Boyz N The Hood	Qwest	
19	23	KARYN WHITE /Romantic	Warner Brothers		19	18	N.W.A. /Efil4zaggin	Ruthless	
20	15	SCORPIONS /Wind Of Change	Mercury	D	20	NE	BELL BIV DEVOE /WBBD - Bootcity	MCA	
21	10	THE KLF /3 A.M. Eternal	Arista	UK	21	19	TOM PETTY & THE HEARTBREAKERS /Into The Great Wide Open	MCA	
22	26	AARON NEVILLE /Everybody Plays The Fool	A&M		22	20	SKID ROW /Slave To The Grind	Atlantic	
23	21	HUEY LEWIS & THE NEWS /It Hit Me Like A Hamme	rEMI		23	23	QUEENSRYCHE /Empire	EMI	
24	18	AMY GRANT /Every Heartbeat	A&M		24	21	SCORPIONS /Crazy World	Mercury	D
25	32	MARTIKA /Love... Thy Will Be Done	Columbia		25	22	MARIAH CAREY /Mariah Carey	Columbia	
26	29	METALLICA /Enter Sandman	Elektra		26	27	LUTHER VANDROSS /Power Of Love	Epic	
27	20	NATALIE COLE /Unforgettable	Elektra		27	24	SEAL /Seal	Sire	UK
28	24	ROXETTE /Fading Like A Flower	EMI	S	28	26	THE GETO BOYS /We Can't Be Stopped	Rap-A-Lot	
29	37	CHESNEY HAWKES /The One And Only	Chrysalis	UK	29	32	CANDY DULFER /Sexuality	Arista	H
30	39	JESUS JONES /Real Real Real	SBK	UK	30	29	FIREHOUSE /Firehouse	Epic	
31	34	TAMI SHOW /The Truth	RCA		31	33	ROD STEWART /Vagabond Heart	Warner Brothers	
32	38	BOB SEGER & THE SILVER BULLET BAND /The Real Love	Capitol		32	25	HEAVY D. & THE BOYZ /Peaceful Journey	MCA	
33	31	THE ESCAPE CLUB /I'll Be There	Atlantic		33	34	TRAVIS TRITT /It's All About To Change	Warner Brothers	
34	40	LUTHER VANDROSS /Don't Want To Be A Fool	Epic		34	28	EMF /Schubert Dip	EMI	UK
35	27	D.J. JAZZY JEFF /Summertime	Jive		35	31	ANOTHER BAD CREATION /Coolin' At The Playground	Motown	
36	33	.38 SPECIAL /The Sound Of Your Voice	Charisma		36	36	JESUS JONES /Doubt	SBK	UK
37	28	LENNY KRAVITZ /It Ain't Over 'Til It's Over	Virgin		37	30	3RD BASS /Derelicts Of Dialect	Def Jam	
38	41	VANESSA WILLIAMS /Running Back To You	Wing		38	39	MARKY MARK & THE FUNKY BUNCH /Music For The People	Interscope	
39	43	SIOUXSIE & THE BANSHEES /Kiss Them For Me	Geffen	UK	39	45	THE KLF /White Room	Arista	UK
40	50	BRYAN ADAMS /Can't Stop This Thing We Started	A&M		40	43	RICKY VAN SHELTON /Backroads	Columbia	

Billboard

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Radio Authority

(continued from page 1)

GERMAN REVENUE PREVIEW: The German recording industry revenue figures for the first half of 1991 are ahead more than 25% over the same period a year ago—an even more favourable report than preliminary figures published elsewhere. Official details will be released by trade association BPW in mid-September.

HIGH MARKS FOR BERTELSMANN: Media conglomerate Bertelsmann has reported a net income for the fiscal year ending June 30 of DM 540 million (US\$319 million), up from DM 510 million a year before, giving a net profit of 5.9%. Sales increased 8.9% to DM 14.5 billion from DM 13.3 billion. Bertelsmann is the world's second largest media company following Time Warner.

RADIO 10'S SAGA CONTINUES: Dutch commercial cable broadcaster Radio 10 has filed a complaint against the government. Minister Hedy d'Ancona revised the national media laws in January to allow foreign broadcasters—and Radio 10 is formally one—some open terrestrial frequencies. However, d'Ancona changed her mind and now intends to reserve those frequencies for national commercial broadcasters (thereby favouring Veronica). This means that Radio 10 remains on cable, subsequently severely diminishing its impact. According to lawyer Paul van der Kroft, the station is prepared to defend its own interests. He says, "It's a new challenge, but one that Radio 10 has to fight."

WHEN JAZZ IS NOT JAZZ: The correspondence between the UK Radio Authority and struggling Jazz FM/London over the station's proposed new format has been a source of grim amusement for its embattled staff. After listening to a tape of the planned changes that include more popular music, the RA found that rock stars' interpretations of jazz styles was most pleasurable. But it did not approve of jazz musicians' interpolations of popular songs, even though it could be argued that this is how jazz got started in the first place. That point of view would put a track like Miles Davis's version of Cyndi Lauper's *Time After Time* on the no-no list.

MORE JAZZ NOTES: Meanwhile, Jazz FM presenter Gilles Peterson, founder of the trendsetting dance label Talkin' Loud, is on the move again. He's now joining cross-town dance station Kiss FM as host of a Sunday 11.00-13.00 show. Separately, Jazz FM DJs Chris Philips and Jez Nelson, who presented a contemporary jazz weekday evening show, have been sacked. Full details on Jazz FM's changes next week.

NORWEGIAN AIRPLAY: This week the first Norwegian airplay Top 20 debuts in M&M (see page 28). Compiled by Radio Topp 20, the list is based on airplay reports by 40 stations including some programmes on the second channel of public broadcaster NRK. The monitoring of the third and fourth channels of NRK will be added next year. Station rankings are based on audience reach within four categories: national reach, reach of over 90,000, over 30,000 and less than 30,000.

SHORT BITS: The soundtrack to the new Wim Wenders film, *Until The End Of The World*, will feature material from U2, Neneh Cherry, REM, Peter Gabriel and Robbie Robertson...Phil Collins will star in the new thriller of director Stephan Elliott, called *Frauds*.

IN MEMORIAM: Sad to report the death of Peter Slaghuis, who died in a car accident last week. Slaghuis, only 30, was the mastermind behind the Hithouse project (*Jack To The Sound Of Underground*) on the ARS label. He started his career by remixing Nu Shooz's 1986 hit single *I Can't Wait*.

M&M Expands

(continued from page 1)

this category with as few as 10 station reports.

The second new statistical ranking is "EHR Top Newcomers." This listing indicates total airplay for those artists appearing on the EHR page for the first time which have never before achieved a top 20 EHR chart position. This feature is designed to help programmers identify newer artists registering significant airplay activity.

The EHR Chartbound list remains at 30 titles. Combined

with the longer Top 40 chart, the total number of different singles displayed on the EHR page has now expanded from 55 to 70 titles.

Comments M&M senior editor Machgiel Bakker, "These improvements will further the ability of new records to demonstrate their value to programmers. The new information should particularly benefit developing artists, whose strengths can be now more easily evaluated. As always, suggestions and recommendations are welcome as we continue to develop new services for both the radio and record communities."

Pitlochry and Lincoln; two are pending in Cornwall and York; applications for the three in Blackpool, Kings Lynn and Salisbury close this month and the remaining two in Paisley and Cardigan Bay have just been advertised.

However, a Radio Authority spokesperson admits they do not expect to get through the entire list this year. "We only started advertising licences in March, so the year-end should really be March 1992. The rate of advertising of future licences relies heavily on frequency clearance, but we are getting through as many as we can."

West Country Broadcasting chairman Paul Boon, who plans to apply for the forthcoming Cheltenham licence, says he is

Syndicators

(continued from page 1)

produce."

According to Radio Peter Flowers/Milan marketing consultant Andrea Rivetta, "Local-language versions of programmes are a must. Italy, unfortunately, does not rank high among the English language speaking nations." Yet, even though the regional stations have the capacity to broadcast syndicated programmes, he says, "It's no secret that the radio sector as a whole suffers from financial constraints, especially the smaller stations."

Radio Kiss Kiss/Milan PD Gianni Simioli explains, "In the past we have broadcast Casey (Kasem)'s Top 40. But, while I agree that syndicated programmes are important in the domestic sector, we are not as interested in using US radio as our role model. We prefer to entertain in an Italian way."

In Belgium syndication has been on the decline, largely due to the new legislation which prevents such programming.

Radio Antigoo/Antwerp MD Piet Keizer says syndication has two faults. "Either they come too expensive, or they don't fit our

NAB Story

(continued from page 1)

NAB" during the NAB Radio Montreux conference slated for June 1992.

Preliminary discussions, however, are expected to begin late October or early November in Brussels. "We need to build an organization as strong as the European Broadcasters Union (EBU) and we should begin with the AER," says Brisac. "But first we must get five to 10 of the major European radio companies to join. Once we get their support, then the group will have much more lobbying power."

He adds that SER and RTL more than likely will join, a view shared by Los 40 Principales MD Rafael Revert. "We need to have a European NAB in order to have

not aware of any apparent slowdown. "The Authority has honoured its timetable very well. It's just what they've had to offer that has been the disappointment."

Cheltenham is one of the areas where frequency clearance has been a problem. The ILR licence will be for an AM station. It will transmit on a frequency currently in use by BBC Radio Gloucestershire. According to Boon, the Radio Authority believes it should "have custody" of the frequency by the end of the year, and would then be able to advertise the licence. "However, BBC Gloucestershire already has two FM frequencies and is being given a third so that it can maintain its service area. It could do that just as easily by using its AM frequency. They would have a wavelength to match their audience profile, and there would be an FM ILR licence available

format," he says. "Also, for economic reasons a show must be aired on more than one station to make it profitable, which is not allowed."

The only station which still carries syndicated material is the public station Radio 21/Brussels. The Dire Straits MCM-show was purchased by PolyGram Belgium for broadcast on the station's "Systeme 21" programme. Radio 21's head of music Marc Ysaye explains, "I am not really in favour of such programmes. We like to do interviews ourselves. The dangerous thing about syndication is the fact that one person asks questions for another 1,000 stations to air."

Adds Ysaye, "Apart from an exclusive first airing, Radio 21 receives no compensation to programme syndicated shows. It is either the record companies or the sponsors like Coca-Cola which pay the expenses."

In Germany, syndicated programmes remain on the sidelines, one of the reasons being that each of the 16 states have their own separate laws and regulations governing radio stations. At present, the five new east German states do not have a single private station broadcasting.

greater lobbying power. If not, we are just a local group of organisations that are not as strong," says Revert.

Once the heavyweights join, Brisac believes he can have an organisation up and running in 18 months after the Brussels meeting. Spurring the drive for a Euro-NAB is the need to get organized before the WARC conference in 1992. Smaller stations at the NAB, also say they are eager to join. "But we have to move quickly," says Radio 10 MD Jeroen Soer. "That's why we must meet in Brussels," he adds.

Radio Hamburg GM Wilfried Sorge also supports the efforts. "Our local organisation, the VPRT, is too weak at the moment. We need an organisation to better help the smaller independents. Those stations just don't

instead."

The recession, and subsequent downturn in advertising revenue, has created problems for existing stations. There is also growing concern in some quarters that new stations might not be able to generate enough new advertising to stay in business.

According to Radio Authority secretary John Norrington, "They will shortly be considering its development policy in light of the current economic situation." But, as a spokesperson for the Authority points out, "We are an enabling authority; we can't just stop development. However, we have to take the current economic situation into consideration when planning new licences. In fact, future development policy is likely to be one of the topics for discussion at the Authority's next meeting later this month."

Some stations carry the chart shows from Rick Dees, Shadove Stevens and Casey Kasem, as well as concerts. However, heavy coverage is not evident. The Coca-Cola Eurochart Hot 100 (produced by MCM) show is also carried by some broadcasters and is one of the few music shows offered in German.

Says RSH/Kiel PD Hermann Stümpert, "The professional syndicators, especially from the US, will have to master the problems of language, law and mentality which exist here before they can really be successful in Germany." Stresses OK Radio/Hamburg PD Thomas Breuer, "It's difficult to find programmes to fit format radio. At present, we have the choice of swinging English or dull German shows."

On a more positive note, Radio Salü/Saarbrücken PD Adam Hahne says, "The shows being offered are constantly improving. Companies such as Radio Express, Westwood One and MCM are making a start on this market. Of course, syndicated radio is still in its early stages, but I'm sure that as the radio market and the number of stations increase, the quality of the shows offered will do so as well."

have the resources. It is impossible to do it all on our own."

European delegates attending the meeting were also briefed by the NAB on how the organisation structures some of its lobbying efforts. NAB executives include immediate past chairman of the board Lowry Mays, executive VP James May and executive VP/general counsel Jeff Baumann. Says May, who specialises in government relations, "The feeling is increasing that in all aspects of radio, the state and local governments are having more say about our business."

Some 7,000 people attended NAB, including almost 600 international broadcasters. There were more than 60 sessions and 175 exhibitors, offering attendees a wide array of services and products.

EHR TOP 40

AIRPLAY ACTION

TW	LW	WOC	Artist/Title	Label	Total	A	B	Add
1	1	11	BRYAN ADAMS /(Everything I Do) I Do It For You (A&M)		67	61	6	3
2	2	10	CHER /Love & Understanding (Geffen)		49	35	14	2
3	5	3	DIRE STRAITS /Calling Elvis (Vertigo)		49	36	13	6
4	3	8	EXTREME /More Than Words (A&M)		45	33	12	2
5	6	3	MARTIKA /Love...Thy Will Be Done (Columbia)		39	28	11	0
6	7	4	LEVEL 42 /Guaranteed (RCA)		41	25	16	4
7	4	9	OMD /Pandora's Box (Virgin)		35	24	11	1
8	10	5	HEAVY D & THE BOYZ /Now That We Found Love (MCA)		39	30	9	4
9	12	4	COLOR ME BADD /All 4 Love (Giant)		34	28	6	2
10	9	7	MICHAEL BOLTON /Time Love & Tenderness (Columbia)		31	21	10	1
11	8	7	AMY GRANT /Every Heartbeat (A&M)		32	22	10	3
12	NE	▶	PM DAWN /Set Adrift On Memory Bliss (Gee Street)		29	24	5	6
13	14	4	DJ JAZZY JEFF & THE FRESH PRINCE /Summertime (Jive)		32	23	9	2
14	21	2	BOMB THE BASS /Winter In July (Rhythm King/Epic)		32	22	10	3
15	NE	▶	PAULA ABDUL /The Promise Of A New Day (Virgin America)		27	12	15	4
16	16	13	ROD STEWART /The Motown Song (Warner Brothers)		24	18	6	1
17	11	8	SEAL /The Beginning (ZTT/WEA)		25	23	2	1
18	15	14	LENNY KRAVITZ /It Ain't Over 'Til It's Over (Virgin America)		22	15	7	1
19	20	2	PRINCE /Gett Off (Paisley Park)		26	19	7	5
20	18	3	MIDGE URE /Cold Cold Heart (Arista)		26	22	4	0
21	NE	▶	SIMPLE MINDS /Stand By Love (Virgin)		24	16	8	4
22	22	4	DEACON BLUE /Twist And Shout (Columbia)		26	21	5	2
23	23	2	KARYN WHITE /Romantic (Warner Brothers)		23	15	8	1
24	13	14	PAULA ABDUL /Rush Rush (Virgin America)		22	13	9	0
25	17	7	HUEY LEWIS & THE NEWS /It Hit Me Like A Hammer (EMI USA)		24	17	7	1
26	NE	▶	SHAMEN /Move Any Mountain (One Little Indian)		24	17	7	1
27	NE	▶	GIpsy KINGS /Baila Me (Columbia)		23	19	4	0
28	NE	▶	R.E.M. /Near Wild Heaven (Warner Brothers)		22	16	6	2
29	NE	▶	LLOYD COLE /She's A Girl And I'm A Man (Polydor)		19	11	8	2
30	33	7	C&C MUSIC FACTORY /Things That Make You Go Hmmm... (Columbia)		24	19	5	0
31	27	9	TOM PETTY & THE HEARTBREAKERS /Learning To Fly (MCA)		21	13	8	1
32	24	6	NATALIE COLE & NAT 'KING' COLE /Unforgettable (Elektra)		23	16	7	0
33	NE	▶	ROXETTE /The Big L (EMI)		20	13	7	7
34	25	5	INCOGNITO FEAT. JOCELYN BROWN /Always There (Talkin' Loud)		21	17	4	0
35	NE	▶	RIGHT SAID FRED /I'm Too Sexy (Tug/BMG)		21	15	6	3
36	NE	▶	VOICE OF THE BEEHIVE /Monsters And Angels (London)		20	14	6	0
37	NE	▶	JULIAN LENNON /Saltwater (Virgin)		19	9	10	4
38	19	15	CRYSTAL WATERS /Gypsy Woman (La Da Da La Da Dee) (A&M)		16	13	3	0
39	35	14	COLOR ME BADD /I Wanna Sex You Up (Giant)		17	13	4	1
40	31	17	ROXETTE /Fading Like A Flower (Everytime You Leave) (EMI)		16	11	5	0

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 airplay 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

OMAR /There's Nothing Like This (Talkin' Loud) 20/2	SONIA /Be Young Be Foolish Be Happy (I.Q. Records) 13/2
STEVIE NICKS /Sometimes It's A Bitch (EMI) 19/5	BLACK CROWES /Hard To Handle* (DefAmerican) 13/2
ROD STEWART /Broken Arrow (Warner Brothers) 17/5	MARKY MARK & THE FUNKY BUNCH /Good Vibrations* (Interscope) 13/2
JASON DONOVAN /Happy Together (PWL) 17/4	MARC COHN /Walking In Memphis (Atlantic) 13/1
DE LA SOUL /A Roller Skating Jam Called... (Tommy Boy) 17/0	CRYSTAL WATERS /Makin' Happy (A&M) 13/1
LOS MANOLOS /All My Loving (RCA) 16/1	SONIA /Only Fools (Never Fall In Love) (I.Q. Records) 13/0
SAILOR /La Cumbia (RCA) 16/1	LUTHER VANDROSS /Don't Wanna Be A Fool (Epic) 13/0
R.E.M. /Shiny Happy People (Warner Brothers) 16/0	KYLIE MINOGUE /Word Is Out (PWL) 12/3
FARM /Mind (Produce) 15/4	MARC BOLAN /20th Century Boy* (Marc On Wax) 12/2
TIN MACHINE /You Belong In Rock & Roll (London) 15/4	AARON NEVILLE /Everybody Plays The Fool (A&M) 12/2
ABC /Love Conquers All (Parlophone) 15/2	ELECTRONIC /Feel Every Beat* (Virgin) 11/7
ZOE /Sunshine On A Rainy Day (M&G) 15/2	JASON DONOVAN /Any Dream Will Do (Really Useful) 11/1
KATE YANAI /Bacardi Feeling (Summer Dreamin')* (WEA) 14/2	RHYTHM SYNDICATE /P.A.S.S.I.O.N. (Impact American) 11/1
ARETHA FRANKLIN /Everyday People (Arista) 14/0	YOUNG DISCIPLES /Apparently Nothin' (Talkin' Loud) 11/0
E.M.F. /Lies (Parlophone) 13/3	SALT-N-PEPA /Let's Talk About Sex* (ffrr) 10/5

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 40. The second number represents how many stations reported it to M&M for the first time. 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 adds. Asterisks indicate new entries in Chartbound.

by Machgiel Bakker

Welcome to the revamped EHR page. Leading the new EHR Top 40 chart is, again, **Bryan Adams** with *(Everything I Do) I Do It For You* which has topped the chart for six consecutive weeks. This makes it the longest EHR top runner of this year. Although **Rod Stewart's** *Rhythm Of My Heart* headed EHR for a total of eight weeks, it was not consecutive, as **Roxette's** *Joyride* interrupted the chart run after five weeks. Meanwhile, Adams' total number of reporting stations continues to impress. With 67 to its credit, *I Do It For You* is the most successful single on EHR ever.

On average, the single gets more than 60% coverage in all European (EHR) markets, with the exception of Spain where only a third of our EHR reporters are playing the single.

The only competition for Adams could be **Dire Straits' Calling Elvis** which shoots up to no. 3 this week, closing in on **Cher's** *Love And Understanding*. *Calling Elvis* gets its best airplay in the UK (86% reports airplay), followed by Belgium (80%) and Holland (71%). 'Weak' markets

include Italy (25%) and Germany (29%).

Highest debut this week is **PM Dawn's** *Spandau Ballet* sample, *Set Adrift On Memory Bliss*, entering at no. 12. Apart from the UK, the single gets its best reports from Sweden and the Benelux.

Paula Abdul is on her way to score her second EHR top 10 single, following the four-week chart topper *Rush Rush*. *The Promise Of A New Day* enters at no. 15 due to good airplay from the UK, Sweden, Norway and Denmark. Although collecting airplay across all European territories, it is the French and German markets which are responding slowly to this track.

Third best entry goes to **Simple Minds' latest Stand By Love** which joined the chart at no. 21. The UK and Holland dominate, although Scandinavian stations are picking up on the single as well.

Although not yet appearing in the Chartbound category, the new **Simply Red** single, *Something Got Me Started*, leads this week's list of new additions. With nine new adds-five from the UK, four from Italy-it beats **Electronic** and **Roxette**, both with seven.

EHR NEW ADD LEADERS

SIMPLY RED /Something Got Me Started (East West) 9
ELECTRONIC /Feel Every Beat (Virgin) 7
ROXETTE /The Big L (EMI) 7
BRYAN ADAMS /Can't Stop This Thing We Started (A&M) 6
DIRE STRAITS /Calling Elvis (Vertigo) 6
OMD /Then You Turn Away (Virgin) 6
PM DAWN /Set Adrift On Memory Bliss (Gee Street) 6

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

BRYAN ADAMS /(Everything I Do) I Do It For You (A&M) 61
DIRE STRAITS /Calling Elvis (Vertigo) 36
CHER /Love & Understanding (Geffen) 35
EXTREME /More Than Words (A&M) 33
HEAVY D & THE BOYZ /Now That We Found Love (MCA) 30

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.

"A" ROTATION PERFORMANCE

Artist/Title/Label	"A" %
MARC COHN /Walking In Memphis (Atlantic) 100	
SEAL /The Beginning (ZTT/WEA) 92	
ZOE /Sunshine On A Rainy Day (M&G) 92	
SONIA /Be Young Be Foolish Be Happy (I.Q. Records) 84	
MIDGE URE /Cold Cold Heart (Arista) 84	
GIpsy KINGS /Baila Me (Columbia) 82	
LOS MANOLOS /All My Loving (RCA) 81	
DEACON BLUE /Twist And Shout (Columbia) 80	
SALT-N-PEPA /Let's Talk About Sex (ffrr) 80	
C&C MUSIC FACTORY /Things That Make You Go Hmmm... (Columbia) 79	

"A" Rotation Performance is a listing of those records who have achieved the best A rotation penetration. Records listed are those outside the EHR top 20 and with a total number of reporting stations of at least 10. Songs tied are listed alphabetically.

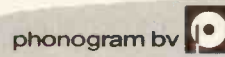
EHR TOP NEWCOMERS

Artist/Title/Label	Total Stations
KATE YANAI /Bacardi Feeling (Summer Dreamin') (WEA) 14	
BLACK CROWES /Hard To Handle (Def American) 13	
MARKY MARK & THE FUNKY BUNCH /Good Vibrations (Interscope) 13	
MARC BOLAN /20th Century Boy (Marc On Wax) 12	

EHR Top Newcomers are those artists that have never had a Top 20 hit before. Artists are listed by total number of stations. In the case of a tie, songs are listed alphabetically by artist.

HOTLINE

Hotline



HOT *line*

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