

# **& MUSIC MEDIA**

**Mañana Is Today!  
Find Out About The  
Emerging Acts In Spain**  
See Pages 22-28.

*Europe's Music Radio Newsweekly . Volume 8 . Issue 45 . November 9, 1991 . £ 3, US\$ 5, ECU 4*

# L I S A

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## VIVE LA RADIO!

### French Meet For FM Celebration

by Emmanuel Legrand

During the past 10 years, France has jumped from the Middle-Ages of radio, with less than 10 stations, to one of the most lively and dynamic markets in Europe. Although much has been accomplished during that period, new technologies such as digital audio broadcasting are promising to radically change the radio landscape even more. **Jean-Pierre Ozannat**, vice president of

(continues on page 38)



**GEARING UP FOR A SCRUM DOWN** — Opera singer Dame Kiri Te Kanawa poses with copies of the "World In Union" album. The "World In Union" single, the theme music for the rugby union world cup final, has reached no. 1 in the UK charts. Pictured from (l-r): Columbia MD Tim Bowen, album executive producer Rick Blaskey, Dame Kiri and Columbia marketing director Brian Yates.

## French Lobbies Seek Quota Agreement By Year-End

Four French broadcast lobby groups have teamed with music industry trade organization SNEP to call for an agreement on music quotas by the end of the year. The move was welcomed by minister of culture **Jack Lang** as "an example of what has to be done."

Joining SNEP are the SNRP, the national organization of private stations; the SIRT, representing independent local radio and TV; the SNR, a group of national FM operators; and the CNRA, representing the local non-profit stations. All those organizations represent a majority of the operating stations in France.

The groups used the Vive La Radio conference to declare their opposition to quotas and emphasize that they consider it "regret-

ful" that "the production, distribution and broadcasting" of Francophone music, especially new releases, has decreased over the past few years. The groups also want to reach an agreement over the treatment of new releases of Francophone product.

The discussions are also open to other professional organizations. Performing rights society SACEM, whose general manager **Jean-Loup Tournier** was the first one to call for quotas last June, says it will join the talks. The organizations have asked the Ministry of Culture and broadcasting authority CSA to sponsor the negotiations.

SNEP GM **Bertrand Delcros** says, "The fact that we have clearly stated that the record industry was against quotas has

been well received by radio stations and has helped to engage negotiations. What will come of it? It's too soon to say, but it is now possible to have a dialogue with the radio stations in order to define what we expect from them and what they expect from us in return."

Delcros says the first step is to agree to engage in discussion, followed by a definition of the framework in which the talks will be developed, and then a move to specific details.

Industry observers say it seems more and more obvious that any solution must include station formats and each company's commitment to Francophone production, a concept that has not yet been precisely defined.

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## UK ADVERTISES LICENCE

### INR2 Cash Bids To Be Made Public

by Paul Easton

Details of the cash bids for the winner of the UK's second independent national radio licence (INR2) will be made public immediately after the applications deadline, instead of when the licence is awarded. There has also been a tightening up of the information requested in the application's financial section, with investors being asked for firmer commitments.

The Radio Authority (RA) hopes this revised procedure will prevent a repetition of the problems and delays encountered with the award of INR1—and in a similar vein, the ITV franchises—by cutting down on speculation and ensuring that the highest bidder has its finances in place on time.

The RA is now inviting applications to run the new station, which will broadcast on the AM frequencies currently used by

(continues on page 38)

## US\$25M Set For German DAB Fund

by Mal Sondock

Germany is trying to emerge as the leader in digital audio broadcasting (DAB) research and the country's Research Ministry is backing the effort with funding of US\$25 million.

Officials of the European Community's Eureka high-tech research and development project say that digital broadcasting technology represents an area in which Europe has a large lead over both Japan and the US and could set the standards for the future. Representatives of Deutsche Telekom (DT), which comes under the Ministry of Post and Telecommunications, have outlined the progress made in digital satellite radio (DSR) technology, which was developed with private industry and the German Aerospace Research Institute.

According to DT chairman **Helmut Rieke**, "DSR represents nothing less than a leap to digital sound quality and an ease of applications which until now has been

(continues on page 38)

## No. 1 in EUROPE

**European Hit Radio**  
SIMPLY RED  
Something Got Me Started  
(East West)

**Coca-Cola Eurochart**  
BRYAN ADAMS  
(Everything I Do) I Do It For You  
(A&M)

**European Top 100 Albums**  
Bryan Adams  
Waking Up The Neighbours  
(A&M)

# QUEEN

THE SHOW MUST GO ON

"The latest greatest hit"

From "INNUENDO" and the newly released album "GREATEST HITS II"

Special 20 year anniversary advertorial supplement in next week's issue

The MAGIC goes on and on....



EMI



PARLOPHONE

# EMAP Increases TransWorld Stake

by Mike McGeever

UK publishing group EMAP has emerged as the largest shareholder in TransWorld Communications, increasing its stake in the four station/eight frequency-operator to 26.3% from 17.3%.

The additional share purchases were made on the open market and spread out over the past year, says EMAP Radio MD Tim Schoonmaker. EMAP, which bought Radio City earlier this year, is allowed to purchase up to 29.99% of the stock of TWC before being forced to make a formal acquisition bid for the entire company, according to London Stock Exchange rules.

Schoonmaker declines to comment on whether EMAP is planning a bid for the company.

## For The Record

In M&M's October 19 issue on page 10, it should be correctly noted that Polydor Italy has for the first time invested in a radio campaign for a single, *(Everything I Do) I Do It For You*, by Bryan Adams, and not for the album *Waking Up The Neighbors* as previously reported. The ad campaign for the single ran on Radio DeeJay and RTL 102.5 Hit Radio.

Also, in the same issue, on page 42, it should be noted that Radio Tango and Radio Limelight are the number four and five rated stations in Oslo. The number one and two stations are NRK 1 and Radio 1, respectively.

"We are looking at TWC as a good long-term investment," he says.

At the time of the Radio City acquisition, EMAP CEO Robin Miller said the publisher wanted to increase its portfolio of radio investments responsive to legislative changes affecting the industry. The Radio Authority (RA) allowed EMAP to increase its shareholding in TWC on the understanding that, in the event of a ruling by the Home Office to the contrary or a third party having opposing such a deal, the publisher will reduce its holdings to 20% within a reasonable period of time.

Under Parliament's Broadcasting Order 1991 (Restrictions On The Holding Of Licences), a company owning stakes of 20% or more in a radio station is deemed to own the licence even though it might not represent the controlling interest of the station. Also, a company cannot own more than six licences.

EMAP's increased stake in TWC, based on a literal interpretation of the rules, would show it to be the holder of eight licences.

However, the RA's discretionary powers (via Parliament) permit it to interpret the legislation on a case-by-case basis. RA secretary John Norrington says, "There was some worry that TWC's licences would be in jeopardy. The language of the provision in the Broadcasting Order is ambiguous and wrong. We are trying to persuade the government to change it."

Norrington says that EMAP is not being treated preferentially. "This is not a special favour to EMAP or TWC," he comments. "The Radio Authority would treat any other shareholder the same way."



**DOMINGO DOES BROADWAY** — A variety of executives gathered recently at Warner Music International's New York offices to discuss the forthcoming release of Placido Domingo's album of popular Broadway songs entitled *"The Broadway I Love."* The album is slated for mid-November release. Pictured from (l-r): Atlantic senior VP/GM Mark Schulman, East West MD Juergen Otterstein, Warner Music Group chairman Robert Morgado, Warner Music International chairman Ramon Lopez, Placido Domingo, Atlantic co-chairman Ahmet Ertegun, Domingo's attorney Axel Meyer-Wolden, East West marketing manager Lars Ingwersen and London Symphony Orchestra conductor Eugene Kohn.

## New French Acts Get FAIR Support

For the third year in a row, a French fund called FAIR has selected 15 young and upcoming rock bands, and will support them during a whole year financially with joint promotion activities and with professional advice. The Ffr2 million fund is financed by the Ministry of Culture, the brand Ricard, acting as a sponsor, and various professional organizations such as performing rights society SACEM, the FCM (Foundation for Musical Creation) and collecting society SSCP.

Each band will receive Ffr40,000 in tour support for a year, or to buy stage equipment or instruments. In addition, FAIR will run numerous ads announcing the concerts of the bands.

Managers of these bands will receive free training.

Bands such as VRP, now signed to Phonogram, Dominic Sonic (on Barclay), Elmer Food Beat (who eventually sold over a half-million copies of their first two albums) and rap radicals Supreme NTM, were among the acts who have previously benefited from FAIR's subsidies.

The new list of bands, chosen by a jury of 15 professionals, includes rap band IAM (Labelle Noir/Virgin) and ragamuffin band Massilia Sound System—both from Marseilles; Maracas, from Montpellier (on Squatt/Sony Music); Marcel Kanche; Zebda; Les Pires and Wroomble Experience.

EL

## M&M BUSINESS CALENDAR

- **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.
- **December 5-9 - Music-Vision-Media Trade Fair**, Athens, Greece. Tel: (+30) 1.7753.857. Fax: (+30) 1.7704.964.
- **January 4, 1992 - Norderslag Music Festival**, De Oosterpoort, 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.



**TOO LEGIT TO QUIT** — EMI delegates gather at the launch party of Hammer's album *'Too Legit To Quit'* which was released worldwide October 28. Pictured from (l-r): EMI/Capitol Mexico MD Enriquez de Noriega, EMI Italy MD Roberto Citterio, Capitol/Parlaphone UK divisional MD Andrew Pryor, EMI Music Worldwide CEO Jim Fifield, EMI Germany MD Helmut Fest, EMI Music International UK director Hennie V. Kuijeren, Hammer, EMI/Capitol Canada MD Dean Cameron, Capitol Records US president Hale Milgram, EMI Music (London) marketing director/international sector Jean Francios Cecillion, Toshiba EMI GM Masaaki Saito, Hispanox Records Spain MD Raphael Gil, Capitol Records US VP international Tom Corson, Hammer's manager Louis Burrell and Capitol/EMI North America president Joe Smith.

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# Coastline Radio Hits Spanish Airwaves

by Paul Easton

**Coastline Radio 97.7 FM**, the first 24-hour English-language radio station in Spain, was set to begin broadcasting on November 4. Based in Malaga and covering the main resorts on the Costa del Sol, Coastline is targeting an estimated 100,000 British and other English-speaking residents and tourists.

Programming will be based around a "gentle" MOR music policy, designed to suit the slightly older-age group of English speakers, with specialist music programmes in the evening. Overnight programming between 01.00 and 08.00 is expected to be provided by UK-based satellite station

**Quality Europe FM/Cheltenham**. Coastline will also be carrying **Independent Radio News** bulletins live from London via satellite, as well as providing its own service of Spanish and local news.

Station manager **Howard Brereton** says Coastline is being backed by an existing Spanish station, **Radio Torrox Internacional**. "I have actually been doing a daily show at another local station for the past few years, and with Coastline we feel we are meeting a demand that already exists. We are not setting up a 'ghetto station', but our aim is to provide local news and information for people who are unable to speak Spanish," says Brereton.

He adds that research has

shown that news is an important part of its programming. "Foreign residents in Spain want to learn about Spain, and its ever-increasing role as part of Europe. Until now, the language was a barrier to understanding. Coastline Radio will make living in Spain as a foreigner more understandable and, therefore, more enjoyable," comments Brereton.

As well as local advertising, the station also hopes to vend airtime to the British through UK sales house **Independent Radio Sales (IRS)**. Adds Brereton, "This is a new market, and realistically we don't know how much to expect from the UK. But, IRS is optimistic and we have no reason to doubt them."



**NO BOW TIE REQUIRED** — Phil Collins was named songwriter of the year at the 11th annual American Society of Composers, Authors and Publishers (ASCAP) awards dinner at Claridges in London on October 3. His award was given for achieving the greatest number of performances for songs "Another Day in Paradise," "Wish It Would Rain Down" and "Something Happened On The Way To Heaven." Pictured from (l-r): ASCAP president Morton Gould, British Performing Rights Society CEO Michael Freegard, Collins, songwriter Diane Warren, ASCAP MD Gloria Messinger and ASCAP UK regional director James Fisher.

## Dismember Albums Seized By Customs

by Ben Lewis

**HM Customs & Excise** has served a seizure notice on importers **Plastic Head Distribution** over a consignment of albums and singles by thrash metal band **Dismember** on the German **Nuclear Blast** label. The album of interest was titled *Like An Ever Flowing Stream* and contained such tracks as (single) *Skin Her Alive*, *Bleed For Me* and *Sickening Art*.

The cover featured Dismember band members bare-chested, covered in blood and brandishing upside-down crucifixes. HM Customs & Excise detained the complete shipment of several hundred Nuclear Blast records

ordered by Plastic Head last October 9, after noticing the recording titles on the invoices.

All the withheld material, including **Deathstrike's** *Fucking Death*, was later released with the exception of records by Dismember. The central customs directorate judged the material obscene under the Customs Consolidation Act of 1876.

Plastic Head claims it has imported these records between six and 10 times already this year and this is the first time customs officers have acted against the importer. Earlier this year, customs seized hundreds of albums by US rap band **NWA**.

## Radio Authority Acts On Complaints

by Mike McGeever

The **Radio Authority** has upheld three complaints against **Chiltern Radio Network's Galaxy FM/Bristol**. One alleged that last June, a Galaxy DJ tried to skew a **GWR/Swinton** contest. In the contest, GWR listeners would get £100 (app. US\$163) if they phoned in stating on-air that they were GWR listeners. The Galaxy DJ urged his listeners to phone in announcing on-air that they were Galaxy listeners. The Radio Authority called the stunt a "hoax." Galaxy has since apologised to

GWR and reprimanded the DJ.

Another complaint alleged news bulletins were sponsored contrary to Radio Authority guidelines. Galaxy officials agreed there had been some deviation from policy which could have led listeners to conclude the bulletins were sponsored, although that was not the case.

No fines or sanctions were imposed as a result of these two complaints. However, the station was fined £800 on a third complaint over Galaxy's failure to provide logging tapes. That case was subsequently dismissed.

In a review of 66 allegations,

the Radio Authority upheld five other complaints against five stations and one against an advertiser. Some of the complaints were as follows: an **Invicta Radio/Kent** DJ allegedly misled listeners to believe the group **Bros** would be interviewed live in the studio when it was done via satellite the previous day; **Turkish Community Radio/London** reportedly broadcast material containing offensive language; and **Sunrise FM/Bradford** allegedly breached its promise of performance for failing to carry Afro-Caribbean music.

## NEWS IN BRIEF

### MTV VJs Return To Roots, Talk To Talent

**MTV Europe** VJs are going back to their home countries to meet leading local talent. For four consecutive weeks, VJ **Rebecca de Ruvo** returns to Sweden, **Simone Angel** travels to Holland, **Kristiane Backer** visits Germany and **Paul King** returns to Ireland, Belgium and the UK.

Bands highlighted will include Sweden's **Army of Lovers**, New Zealand's **Crowded House**, Germany's **Scorpions** and Belgium's **Clouseau**. Famous international artists such as **New Kids on the Block**, **Lisa Stansfield** and **Michael Bolton**, among others, will also be in MTV's studios. **BL**

### Sony Signs With T99

Sony has revealed details of a

worldwide label and publishing deal with Belgian dance producers **T99**. The team of **T99—Olivier Abbeloos** and **Patrick de Meyer**—is calling the new label **Emphasis**. The first release, T99's own single *Nocturne*, entered the UK chart at no. 36. **BL**

### Kiss Enhances Stereo Sound

**Kiss FM/London** is introducing **Sound B.A.S.E.** audio processing on some of its specialist shows. According to Kiss, the system enhances the stereo sound, giving it a 3-D effect, and is already used by the organizers of several major "raves."

Initially, it will be used on **Colin Faver's** weekly techno show. There are also plans to utilise it on the hardcore and house shows, as well as one-off specials. **PE**

## TDK Student Chart Debuts

Tape manufacturer **TDK** and promotion company **Streets Ahead** have joined forces with the UK's 25 student radio stations to launch a new music chart. Embracing rock, pop, dance and hip hop, the TDK Campus Chart is expected to be a strong indicator of what is happening musically at UK universities and colleges.

The chart will be compiled by **Streets Ahead** from 200 returns received from student stations and magazines, and will consist of a Top 25 with five "breakers."

Comments **Streets Ahead MD Cathy Richardson**, "Student radio stations are an important factor in promoting new talent. They currently reach over 90,000 students, despite being restricted to the campus [via a low-power AM 'induction loop' transmitter]. However, it will soon be possible for them to get limited-power FM licences, giving them a chance to reach lis-

teners outside the campus."

All of the stations will broadcast a monthly, hour-long Campus Chart Show. The programme, presented by **Radio 1 DJ Liz Kershaw** and

produced by **Alan Mann** at **Radio Luxembourg's** London studios, will feature the main climbers and breakers from the chart, as well as news of tours. **PE**



**DOIN' THE DEAL** — Betty Boo has signed a worldwide record deal with WEA. She is currently working with producer John Coxon on her follow-up to "Boomania," her debut album. Betty Boo will continue to release records in North America through Sire Records. Pictured (l-r): WEA UK A&R director Michael Rosenblatt, Larry Frazin (management), Betty Boo, WEA UK chairman Rob Dickens, Ann Barrett (management) and WEA UK MD Jeremy Marsh.

FREQUENCIES TO BE ASSIGNED IN FEBRUARY

# Broadcasters Form DAB Association

by David Roe

The first digital audio broadcasting (DAB) frequencies for France will be allocated in February 1992, when a CAMR conference will distribute the frequencies around the 1.5 or 2.5 GHz spectrum to the terrestrial and satellite services.

In anticipation of this new technology, a DAB club has recently been formed to encourage the development of new technologies for radio broadcasting, in particular those of the **Radio Data Systems (RDS)** and **DAB**.

The association is presided over by **Roland Faure (CSA)**, with **VP Jean-Louis Lafleur (Radio France)** representing the radio community, **VP Bernard Pastre (Thomson-LGT)** representing the technological sector; **Francois Manieux (CSA)** as secretary; **Jean Ruff (TDF)** as treasurer; and **Olivier Meaux (TDF)** as general delegate.

The objective of the club is to create a forum where radio and the technological industries can meet to develop a product accessible to the public. DAB is still only in its test period and is not likely to become commercially viable in France for some time. "The cost-effectiveness should not be considered in terms of networks, but in terms of receivers," says Meaux. "Commercialization will not begin until 1995 and we don't expect them to become accessible to the public until then."

In its experimental phase, the number of receivers is limited. "The operation on hand is only a trial run between now and 1992. We will put into operation not more than a few hundred receivers to be installed in the cars of different radio station directors, for example, or people who not only understand the technology, but also those who are likely to be

able to promote the system," he says.

The system is also under trial in Rennes, under the aegis of TDF, where it is being tested not as a technological innovation, but as a possibly viable radio product. Other pilot programmes are planned, including a trial run on the French/German border in 1992.

The French DAB technology, which is a fusion of the **Musicam** and **Digicast** systems, has several advantages, not the least of which is the ability to transmit with a minimal power source. It has attracted attention outside of France, particularly the US. "In the US, some of our technical competitors are interested in DAB," says Meaux, "notably the [radio industry trade association] **NAB**, which is interested in promoting the system, using the concept which has been developed in Europe."

## Virgin Puts Feron On The Radio 'Screens'

by Emmanuel Legrand

**Virgin France** has launched an original marketing campaign linking one of its new artists, **Louise Féron**, with ads in cinemas and radio stations. The record company has produced a 45-second advertising spot inspired from a videoclip shot in Scotland and Paris for Féron's song *Souvenirs de l'Avenir*. The campaign, the value of which was not disclosed, started October 30 and will run eight weeks.

The spot will be shown in 227 cinema houses in 18 cities. Virgin forecasts that over two million cinema viewers will see it.

The spot starts with a voice-over saying, "We want you to discover a young artist and today the possibilities for that are quite limited." In each city, the spot will end with the logo of the leading radio station.

Stations involved are **Metro-polys/Lille**, **Top/Strasbourg**, **RVS/Rouen**, **Vibration/Orleans**, **Radio L/Metz**, **M Radio/Saint Etienne**,

**Radio Scoop/Lyon**, **Vitamine/Toulon**, **Radio Service/Marseille**, **RMC/Cannes**, **Sud Radio/Toulouse**, **Radio Nantes**, **FM Ile/Rennes**, **Bleu Marine/Lorient**, **West FM/Le Mans**, **Wit FM/Bordeaux** and **Nemo/Nimes**.

Virgin marketing manager **Alain Artaud** explains, "The ways to expose new acts are very limited, especially on FM networks. Nevertheless, there are some radio stations outside Paris that still play the game and take some chances with new artists. That is why we have tried to link stations and cinema, a media that is rarely used to promote records, but reaches the 15-25 year-olds—the same public as the radio stations."

"We have discussed the projects with the leading local FM stations—most of them on the **Media Control** panel—and they have reacted to this very positively. We have asked for nothing in exchange, but most of them have now added the song to their playlist."

## SPAIN

# Growth Reported For O.C. Musica, Convencional

by Anna Marie de la Fuente

Both newly launched EHR net **Onda Cero Musica** and **Convencional** (news/talk) are breaking audience ratings records, according to the results of a weekly study conducted by research company **ICP Radio**.

The survey, which covers the week of October 14-18, reveals that **Onda Cero Musica** captured 386,000 listeners, more than doubling its original audience, just a week after it began test card transmissions on October 7.

**Onda Cero Musica** head of music **Maria Jesus Prieto** confirms the official November 9 launch date for the new net. "By this time, we will have tied up all

the loose ends. We're presently making some programming adjustments, but what you hear now comes pretty close to the definitive programming," says Prieto.

Among the labels, the general attitude towards the new EHR network is "wait-and-see." Says **Virgin Publishing** head **Juan Marquez**, "Onda Cero has strong financial backing. It could very well stimulate the radio industry in Spain."

The new 84-station EHR web (45 fully-networked and 39 afternoon link-up stations) airs a mix of international and local hits, with more emphasis on international product (see *M&M* October 5).

Equally, if not more impressive, is **Onda Cero Convencional's** rat-

ings, which jumped from an audience of approximately 500,000 before its re-launch on September 30 to 1.2 million in three weeks.

According to **Onda Cero Convencional** PD **Jose Maria Baviano**, "We've virtually tripled our audience since then." He adds it now reaches 6.2% of the total listening population of around 24 million.

The news/talk FM network had lured celebrity presenters such as **Luis del Olmo**, whose magazine-style talk show "Protagonistas" had already acquired a strong following when he was at rival private network **COPE**. Also aboard are **Julia Otero**, as well as **Onda Cero** mainstays **Andres Aberasturi** and **Luis de Benito**.

## Cadena Dial Assists Free Madrid Salsa Gig

**Cadena Dial**, **SER's** all-Spanish music network, handed out free tickets to the October 15 salsa concert, *Abrazo Caribeno de Puerto Rico*, held in Madrid.

The concert, organized by the

Puerto Rican government, featured world-renowned salsa artists' **Lalo Rodriguez**, **Edii Santiago**, **Cheo Feliciano**, **Ismael Miranda**, **Andi Montanez** and **Tony Vega**. The Puerto

Rican state had arranged the free concert in gratitude for the Principe de Asturias award, given out by the Spanish government.

AMdIF

## Legends Coverage Goes Worldwide

Twenty-five top radio stations from key countries ranging from Australia, Japan and Singapore to Europe and the Americas linked up to the live recording of the **Guitar Legends** festival, syndicated by **Rock Over London**.

Fifteen opted to air the mega-event live. In the case of Latin America, the **BBC World Service** broadcast was time-delayed.

The Seville Expo '92 preview event came to a close on a heavy metal note on October 19, ending five nights highlighted by some moments of true brilliance and historical pairings.

While rumours were rife on the last-minute participation of **Eric Clapton** and **Mark Knopfler**, the only surprises sprung on the audience were the repeat appearances of artists who had played the previous nights.

**Bob Dylan** and **Keith Richards** were joined by **Steve Cropper** (of **Booker T and the MGs** fame), who had played on the first night, which had been

dedicated to blues, rockabilly and soul.

### TVE Airs Show

Spanish state-run **TVE** broadcast the concerts immediately after they ended—a last-minute decision on their part which prompted gripes from **Tribute Productions** principal **Tony Hollingsworth**.

Hollingsworth says that he had been negotiating with **TVE** for a year. "Despite this, it only confirmed its choice of a delayed broadcast three days before the event."

In response to queries on the absence of some big name stars, Hollingsworth stressed that this was inevitable at these types of festivals. "With **Guitar Legends**, we've covered all the aspects and influences of this instrument during the last 40 years," he says.

He adds that classical guitar, not featured in this event, deserves its own festival.

AMdIF



# MICHAEL JACKSON



**B L A C K   O R   W H I T E**  
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# Rights Decision Puts Pressure On Privates

by Norman Weichselbaum

The Austrian neighboring rights collecting society LSG has entered into negotiations with the six biggest private radio stations in the country as a result of a recent decision by the Austrian Supreme Court of Justice.

The decision means that from now on, it is not enough to have broadcasting rights in the country where a radio or TV station is transmitting from, but it is also necessary to obtain all rights in the countries where these programmes are received.

The decision is likely to affect all private stations in Austria which, in the past, have been able to avoid the public ORF monopoly by sending their programmes from Italy, Hungary and Czechoslovakia.

As a result of the decision, the LSG is now negotiating with

Radio CD International/ Vienna, Antenne Austria/Vienna, MM 2/Graz in Syria, Radio Transalpin/Innsbruck, Radio Zirog/Innsbruck and Apenadria/Villach.

## 5% Ad Levy

LSG MD Dr. Harald Büchel comments, "We are of the opinion that commercial stations worldwide have to pay more than stations which are under public law because they broadcast more music. For this reason, we want to have 5% of the advertising revenue of each station and this money will be divided among the artists."

That percentage, says a Radio CD spokesperson, "is unrealistically high. We have blazed the trail for private stations. We had to struggle hard to get our turnover up to Sch70 million

(app. US\$5.5 million). Do they want to penalise us for it?"

Büchel disagrees. "We really want an agreement that is acceptable for both sides. But, if certain radio stations do ignore the new judgement, the LSG will take them to court," he says.

One of the few stations prepared for the decision is Antenne Austria. Comments station MD Walter Schneider-Schwarzbauer, "Antenne Austria began debating contract details with the LSG in 1990. We decided on the most important points, and I think that the contract will be signed at the end of the year."

Schneider-Schwarzbauer confirms that LSG royalties will be a difficult supplementary financial burden, "but if we can raise our advertising capacity utilisation from 75% to 100%, we can get through it."

# Ad Execs Give Sales Tips On Radio Marketing

Approximately 500 members of the broadcasting and advertising industries gathered to discuss the radio industry in Munich at the fourth annual broadcasting con-

ference, organised by the Bavaria Communications Commission. The two-day congress began on October 16.

One workshop held in con-

junction with advertising executives offered a solution to the problem of sinking radio advertising budgets. Ad executives Martin Schrey of Heye & Partner in Munich, Werner Beitz of MediaCom in Dusseldorf and Klaus Kuster of Michael Conrad & Leo Burnett in Frankfurt have set up the following guidelines for the radio industry to reach agencies:

- The station must provide a picture of its main target group and image;
- The station must present a very professional image and advertising plan to the agencies;
- The station must provide more up-to-the-minute data, especially for listener results of specific programmes.

At a second workshop entitled "Organisational Structuring Of Local Radio Stations," it was pointed out that one of the biggest problems facing private radio is the lack of structure and exact formatting of the individual private stations. Much too often, the sales and marketing departments accept programme ideas from potential advertisers without checking to see if the programme fits in with the format of the station, or if it will be attractive to the target listening group. MS

ble the money or more. The cash will be delivered in sacks in a four-axle cement mixer. MS

## New Frequencies Planned For Hessen

Five to six important terrestrial frequencies will be available early next year covering the state of Hessen as a result of the demise of the Warsaw Pact.

Both the public station Hessischer Rundfunk/Frankfurt and the statewide private station FFH/Frankfurt are vying for the frequencies. Says FFH PD Hans Dieter Hillmoth, "We'll be sitting down late this year with representatives of Hessischer Rundfunk and the commission to decide exactly how the frequencies will be divided between us. I don't see any possibility for additional private station licences for Hessen since the political party in power [SPD] is not in favour of more stations." MS

## Monnich Named FFH Sales Manager

Hessen statewide private broadcaster FFH/Frankfurt has appointed Birgitt Monnich as the new sales manager. She will mainly be involved with developing regional business. Monnich has previously worked at both Radio RSH/Kiel and in sales at the TV Sport Channel. MS

## FFH Plays Birthday Roulette

Statewide private station FFH/Frankfurt is offering DM2.000 (app. US\$1.000) in a birthday roulette competition run three times a day on the station. The roulette wheel will come up with a birthdate and listeners born on that day can call in and try to win the cash prize. If a set of questions are not answered correctly, the DM2.000 goes into a jackpot and the next winner can win dou-



**CHAMPAGNE CELEBRATION** — Songwriter Doro Pesch has agreed to extend her contract with Schacht Musik Verlag (SMV). The contract will cover Pesch's current album "True At Heart," which is riding high in the German charts, as well as future productions. Pictured from (l-r): Pesch's manager Alex Grob, Pesch, SMV publisher Benjamin Schacht and attorney Jens Schippmann.

# Haas, Horhammer Are New GM Team At Antenne Bayern

by Mal Sondock

Antenne Bayern/Munich has appointed 36-year-old, American-born PD Mike Haas and sales manager Karl-Heinz Horhammer to operate jointly as the station's new GM.

They replace former GM Don McLoughlin, who is leaving to pursue outside interests.

"Don is one of the finest GMs that I have ever met," comments Haas. "Actually, the GM post that Horhammer and I share virtually means doing most of the things that we have been doing in the past.

"Horhammer, who now is officially the co-GM in charge of sales and marketing and the official representative for management, is handling sales, legal matters and business-related affairs.

"I will take care of logistics, programming, the technical department, personnel and the basic infrastructure.

"We're both basically happy with the development of the station. Despite a 44% increase in station competition since our launch in 1988 and the fact that we have about 10% of the kilowatt power of the giant public station Bayerische Rundfunk, we've managed an overall market share increase of 2% over the previous year and 10% to 15% in the major cities in Bavaria."

Haas adds, however, "Our main problems lie internally, particularly with the situation with our owners, who often have a conflict of interest because they own shares in stations that we are competing with for advertising income and listeners."



**AUBERGE AWARD** — Chris Rea is awarded a platinum disc for his "Auberge" album after appearing in concert in Hamburg. Pictured from (l-r): WEA press manager Roswitha Eming, Rea's manager Paul Lilly, WEA marketing director Bernd Dopp, WEA MD Gerd Gebhardt, tour promoter Marek Lieberberg, WEA senior product manager Alexander Maurus and Rea.





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| 11. 11. IMMENSTADT    | 01. 12. BRISTOL    |
| 12. 11. NUREMBERG     | 02. 12. NOTTINGHAM |
| 14. 11. ULM           | 03. 12. LONDON     |
| 15. 11. ASCHAFFENBURG | 05. 12. BRADFORD   |
| 16. 11. TROSSINGEN    | 06. 12. MANCHESTER |
| 18. 11. BONN          | 08. 12. NEWCASTLE  |
| 19. 11. BERLIN        | 10. 12. PARIS      |
| 20. 11. HAMBURG       | 12. 12. MADRID     |
| 21. 11. HANNOVER      | 13. 12. BERGARA    |
| 23. 11. COPENHAGEN    | 14. 12. FRANCE/tba |
|                       | 19. 12. ZURICH     |

# Power FM Nabs All-Star Cast For Launch

by Marlene Edmunds

Radio 10's just launched Power FM has succeeded in wooing some of the best name presenters in the Dutch radio community to kick off its new EHR station.

The Holland cable station, officially launched November 1, lured nationally known presenter Rob Stenders away from Radio Veronica to host the afternoon weekday programme (16.00-19.00). Power FM also won over former Radio 3's AVRO presenter Luc van Rooij for morning drive (07.00-10.00). Stenders and van Rooij are, in addition, co-hosting a Saturday evening (19.00-22.00) party programme called—you guessed it—"Stenders & Van Rooij." The show is reportedly similar to one Stenders used to host for Radio Veronica before going over to the competition.

Former Veronica DJ Peter Holland will do the afternoon weekend show (12.00-16.00) and Francis Dix will host a Saturday morning rock news programme similar to the one she worked on before leaving Radio Veronica.

Station PD Wim Rigter, who came over from VARA last January, reports that Power FM's presenter line-up is what gives it the edge over its direct competitors, particularly Sky Radio. Says Rigter, "We want to be working with presenters. We think that's a way to communicate with people. Sky thinks no one wants to listen to presenters, but it's not complete when you're playing music non-stop. Radio 3 presenters go the other way, with too much talk and too much analysis."

Radio 10 Group GM Jeroen Soer adds, "Our philosophy is that it is an interactive media. New records have to be announced. Otherwise, people don't recognise the latest craze." Competitor Sky Radio's EHR channel Hit Radio began broadcasting last July.

Some of Power FM's core



POWER FM

artists include PM Dawn, Rozalla, Bryan Adams, Simply Red and Prince.

Soer reports the station will keep 900 songs on active rotation, changing 15-30 each week, and that there will be some flexibility in the playlist. Says Soer, "If the song appeals to our audience, we'll play it. Megastars will be inserted almost without question. If it's a song that doesn't fit into our format, we might decide to play it, depending on the appeal of the song and whether it seems to be up-and-coming."

The new station will deal with all major labels and all

independents, although Soer says indie music will not get as much play as will the majors.

"At this time," Soer adds, "special attention is being given to the techno house labels. It just depends on the craze at the moment." The new station's head of music is Peter Belt.

The Radio 10 triad, which includes Power FM, is backed by Italian broadcasting group Rete Zero. The station expects to reach the breakeven point in year three. Power FM currently has some 2.4 million connections, but projects a three-million reach by year-end and four million by the end of 1993. That is out of a possible 4.8 cable connections in Holland.

Major advertisers include Sony, Warner, Ministerie van Cultuur en Wetenschappen (Ministry of Culture), Durex, BK, Nike, and a number of others.

So far, seven cable/satellite stations are competing for Dutch audiences. Apart from Holland FM, these include two outlets by Sky Radio (Sky Radio and Hit Radio), three by Radio 10 (Radio 10 Gold, Power FM and Concert Radio) and RTL-4 Radio.

Power FM was kicked off with a major launch party October 29 at the Roxy discotheque in Amsterdam. Among those who were scheduled to show up at the launch were such noted Dutch personalities as "Soldier of Orange" producer Rob Hauwer, the CDA's (Christian Democrats) Helmer Koetje, RTL-4 MD Ruud Hendricks, TROS MD Kees Wolzak, a number of Dutch bands, including Gotcha! and, says Soer, "practically all the DJs running around Holland."

## Studio Brussel Lusts For Listeners With Erotic Sunday Programme

Since November 3, BRTN youth channel Studio Brussel has been broadcasting nine episodes of "De Lieve Lust," a 90-minute radio programme on sex and eroticism. The show is hosted by Lieven Vandenhautte and media personality/sexologist Goedele Liekens, a former Miss Belgium winner.

The programme features both hosts interviewing and commenting on an issue, coupled with funny anecdotes. "The music to the show is pretty much in the usual Studio Brussel fashion," says Luc Tirez, music programmer for "De Lieve Lust," "but most of the tracks are love-

or sex-related, with lots of funk, Prince, and obvious material like



Goedele Liekens

Jane Birkin/Serge Gainsbourg and Labelle's *Voulez Vous Coucher Avec Moi?* But, artists such as Billy Bragg and Robert Cray's *Right Next Door* fit, as well."

The programme is scheduled for Sundays (13.30-15.00), which Tirez admits is not the best time for it. He adds, "Traditionally we use that [Sunday] time slot for our own experiments such as Bart Peeters' 'Leugenpaleis' or, more recently, 'Casablanca' by Dirk Blancke."

Tirez is convinced the programme will attract the Studio Brussel youth audience. "That's why we will avoid discussing issues such as menopause," he says. MM

## 'RTL Hei Elei' Due To New Luxembourg Law

by Marc Maes

A new TV programme aimed at the Luxembourg audience was launched October 21 entitled "RTL Hei Elei." The show is seen as the first change resulting from new media legislation passed in Luxembourg recently.

The law is an update of the existing 1929 media law and is expected to become effective on a case-by-case basis. It deals with internal broadcasters, radio and TV stations, as well as satellite operators who transmit for a foreign audience as part of their trans-border policy.

Initially a one-hour show, "RTL Hei Elei" complements the already existing "Hei Elei Kuck Elei" airing on Sundays on the commercial station RTL-TV1, and is produced by the same team. The daily programme is financed partially through advertising, but the government pays a considerable share of the production cost. "RTL Hei Elei" is transmitted on a special "Luxembourg-only" frequency, which also sends the signal of RTL Television (launched last September), a French-language programme initially destined for the French cable households and similar to the already existing RTL Lorraine.

A second important change is planned for radio. RTL Luxembourg will lose its original monopoly of both official and private stations. Luxembourg prime minister Jacques Santer's media adviser Paul Zimmer reports, "First of all, we will launch a state-financed non-commercial station—a socio-cultural station—which will cover the whole Luxembourg territory. Then, we will have room for four private networks, operating with 1-kw antenna power, plus affiliates throughout the country. They will be financed by advertising with a maximum spot load of eight minutes per hour and a daily average of six minutes per hour. The stations will be run by limited-liability companies, where each shareholder, group or person is limited to a maximum 25% of the shares. We expect quite some interest from the print media."

Insiders say the Luxemburger Wort press group is among the

candidates, and Zimmer expects to see at least six applications for the four networks. Whether foreign networks will apply for a licence is not yet clear, but Zimmer is convinced that possible candidates should not seek rentability first. Says Zimmer, "If [French] networks apply for a licence here, they won't understand the multi-language situation. If the French want to listen to French radio, they just tune in to France Inter, or whatever. The new stations are meant for the Luxembourg audience or for the 100,000 strong foreign population. I can imagine the launch of a multi-cultural station broadcasting in Portuguese, German, English and Greek here. And, although our country has the highest income per capita of the EC, a station like RTL Luxembourg is struggling to maintain a breakeven situation. Rather than rentability, an applicant should seek for a synergy with other groups within the networks."

The Commission Independante de la Radiodiffusion will make a decision on the licences for the networks, and will handle the applications for 40 local radio stations in the near future. Those outlets will have a limited commercial character (maximum advertising income is limited to Lfr500,000 (app. US\$13,400) with an antenna power of 100 watts. These stations will receive a licence because of their cultural value, and will be operated by non-profit organisations.

For stations sending from Luxembourg to other territories, the Luxembourg government grants an absolute monopoly to RTL/CLT. Other broadcasters will reportedly not be allowed to work on the territory unless they launch operations not exploited by CLT. Says Zimmer, "We might give a licence to a pay-TV operator for his trans-border activities, and we have also given the Societe Européen des Satellites the monopoly for TV transmissions. There again, we might deliver licences for other uses in the future."

Since September 1, Luxembourg has included the EC directives on "TV Without Frontiers" in its legislation, and according to Zimmer, other facets

## OOR Release New Encyclopedia

Dutch bi-weekly rock magazine OOR has published the eighth edition of its pop encyclopedia, OOR's *Eerste Pop Encyclopedie*. The 400-page tome deals with some 560 acts. Apart from individual entries, the book also highlights specific

music trends and market overviews.

The encyclopedia is considered to be one of the best of its kind in Europe. OOR has also issued a 164-page special edition highlighting the most interesting articles during the

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**WALL TO WALL PLATINUM** — Following sales of 250,000 copies of the album "Sogni...E Tutto Quello Che C'e," Raf is presented with a platinum album by CGD. Pictured from (l-r): CGD A&R director Tino Silvestri, CGD marketing director Andrea Rosi, Raf, CGD MD Stefano Senardi and CGD Milan promo manager Luciano Linzi.

**SAAR Rolls Out Sluka's 'Fear Of Ordinary Life'**

Indie company SAAR launched the release of *Fear of Ordinary Life*, the latest album by US/European band Sluka, with a special live showcase by the group at Milan's Shocking Club. The firm has signed an exclusive European licence deal for the album with Japanese company Meldac Mitsubishi, which first signed the band in 1989.

The group, formed by US vocalist and composer Christopher Sluka, is enjoying phenomenal success in Japan, and is now in Europe preparing for a tour.

SAAR is backing the release of the album in Milan, along with advertising campaigns on the national stations 101 Network and Radio Dimensione Suono. The group has given interviews to several stations, including Top Italia Radio, which syndicates its pro-

grammes to 80 local outlets throughout Italy. Top Italia Radio PR executive Donatella Calemba confirms the station will airplay tracks from the album, but is currently unsure of audience response. "I saw the group's showcase, and was quite impressed with their live quality," she says. "Their music is a pot-pourri of different styles. I'm not sure whether this is a definite policy, or that they don't know which direction to go in. It's a good album, but I don't think it's the one that will give them their major European breakthrough."

Other stations were unwilling to comment, having only just received the album at press time. Radio Peter Flowers artistic director Marco Garavelli, however, says, "I'll judge them on their musical merits only. If I like the album, I'll give it airplay." DS

# Videomusic Screens TV Dance Chart

by David Stansfield

Dance music airplay charts are now accessible to TV viewers following deals struck between the Impulse Promotion firm and music channel Videomusic, as well as through the national telephone company SIP.

Impulse compiles a bi-weekly Top 20 chart of 12" mixes of the most-played dance singles by 138 national, regional and local

stations. These range from Radio DeeJay/Milan, ranked as top dance music broadcaster, to small local station Radio Luna/Rome.

The chart is being screened on Videomusic's Music Fax service, free to TV viewers with teletext facilities, and SIP's computer-based Videotel subscriber operation. Impulse has a total of 10 pages on Videotel, which also includes its 12" mix singles sales, top artists' and producers' charts,

plus information on new releases and record reviews.

Impulse head of promotion Nicola Pollastri believes the deals have provided an important breakthrough for dance music. He says the charts now reach a new public who may not listen to radio. "We send our charts to retail outlets throughout Italy, but that takes time. Viewers can now refer to them as soon as they are compiled by us," he adds.

## Babboleo Networks AM Show

Regional EHR station Radio Babboleo/Genoa has extended its audience reach by interconnecting with local broadcasters Radio 101/Bologna, Radio City/Milan and Radio Veronica 1/Turin for the morning programme "Verso Mezzo Giorno."

Radio Babboleo, which has an average daily audience figure of 90,000 (Audiradio), first tried interconnecting with local sta-

tions last year.

According to the station's head of music and "Verso Mezzo Giorno" programme presenter Lenny Cirone, "The initial audience response was so encouraging that we decided to formalise the relationship with the three local stations. The show, which is based on hit music and humour, is aired each morning between 09.30 and 12.00, with spaces for

each station to insert its own advertising and news items."

Cirone remains a great believer in local broadcast, despite the inter-regional link-up with "Verso Mezzo Giorno." He comments, "If you have a Milan-based network station, for example, there is no way you can give up-to-the-minute information on what's happening in the southern city of Palermo, nor should you try." DS

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## Radio Dimensione Brings In New Age

Audience reaction to the New Age chart show, aired on Sundays by EHR network **Radio Dimensione Suono** has prompted the station to introduce additional slots devoted to music of the genre each Monday-Friday.

Comments the station's PD **Bruno Ployer**. "We noticed a huge interest from listeners who were calling to discover the names of artists, or asking where they could get the records."

The new programmes, which do not have a special name, are presented at 22.30 by DJ **Mauro Marini**, and follow the daily chart show "Top Ten of Ten."

According to Ployer, "We don't want listeners to think they are amateurs if they know nothing about new age music. That can happen with special programme titles." Ployer intends to introduce short news bites which focus on subjects like ecology and nature. He believes that this kind of information is connected to new age music.

The new age music content at the station is sponsored by the mag-

azine *New Age and New Sounds*. The magazine is devoted to new age music, fusion and contemporary jazz, plus cultural issues, and includes a free CD. It is currently published bi-monthly, but as of January 1992, will be published monthly with a sales target of 40,000 each issue. The *New Age and New Sounds* magazine is owned by independent record company **Les Folies Art**.

The company's marketing and promotions director **Cinzia Pisano** believes radio commitment to the genre is on the increase. Says Pisano, "Radio Monte Carlo includes new age music in its 'World Music' programme, and **Radio Kiss Kiss** gives it air time in its 'Love Age' shows, broadcast at 03.00. A local station such as **Radio Cava Centrale**/Salerno also has its own new age music programme. I think that most outlets with a little culture are becoming very open-minded about the genre. It's definitely a good alternative to the hundreds of outlets which broadcast non-stop rock and pop music." DS

# Nuova Fonit Cetra Releases New AIDS Benefit Album

**Nuova Fonit Cetra**, the record company owned by pubcaster **RAI**, is doing its part to help with AIDS research with the release of the *Love Is The Answer* album in Italy. Each of the six tracks are a different version of the same song, *Love is The Answer*. It includes a contemporary version and a remix version by the production team of dance music act **Black Box**. The progressive version was arranged by **Wayne Shorter** and the rap version was performed by new US act, **The Poet Tycro**.

*Love Is The Answer*, produced by the **REC Group** in Bologna and **YATO Entertainments** and **Blue Mix** in Rome, took three years to complete. International acts and artists featured include **Kool & The Gang**, **Randy Crawford**, **Alphaville**, **Isaac Hayes**, **Nicolette Larson**, the **Pointer Sisters**, **Carmine Appice**, **Billy**

**Preston**, **Jeanne Mas**, **Raina Kabaivanska**, **Syreeta**, **Steve Grossman** and the **Ronnie J. Dio** band. Little major local talent was involved, but those who did participate included **Pooh**, **Novcento**, **Vincent Thoma**, **Alan Sorrenti** and **Antonello Versace**, who also co-wrote the song with **Aldo Azzaro** and **Fiorella Thomas**.

Comments **Blue Mix MD Charlie Albert**, "We felt a little bit out in the cold. International artists responded with open arms, but we got little feedback from local talent. It proves there's still a long way to go in dispelling some of the myths about the virus."

The backing tracks were laid down in Italy, but most of the vocals were recorded in other countries. Albert describes the operation as a tour of the world with a tape under the arm.

Profits from the album will go

to **L'ANLAIDS** (Associazione Nazionale Per La Lotta Contro L'Aids). Italian minister of health **Francesco De Lorenzo** is acting as patron of the project.

**Nuova Fonit Cetra** was still finalising its promotion campaign at press time, but **Diego Peano**, radio promotions manager at the firm's Milan office, confirmed that all **RAI** stations, as well as **Rete 105** and local stations on the **SPER** circuit, were supporting the album with airplay.

*Love Is The Answer* is also slated for release on the international market. Albert says negotiations are at an advanced stage with **PolyGram** in Germany and **EMI** in Spain. DS

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# Gramex Dispute Ends After Five Months

by Kari Helopaltio

Finnish **IFPI/AKT**, the Finnish musicians union **SML** and **Solo**, an organisation for solo artists, have ended the so-called **GRAMEX** and information boycott aimed at local independent stations. The boycott was started in May (see **M&M** June 29) and has lasted five months.

Record companies, musicians and soloists stopped cooperating with those stations which had not paid their copyright-based **GRAMEX** compensations to producers and performing artists.

**Arto Alaspaa** of **IFPI/AKT** addressed a letter to the **GRAMEX** patrons saying, "This information boycott was our only concrete way of showing dissatisfaction with the current situa-

tion. Existing laws don't give producers or artists a right to ban stations from using their records."

According to this same letter, **GRAMEX** has current agreements with nine local indie stations, including many major outlets. Eleven stations have payments in arrears from the past 12 months, 19 from a period lasting more than 12 months, while 20, including six that went bankrupt, have paid no **GRAMEX** compensations at all. These debts total **Fmk17 million** (app. **US\$4 million**).

**GRAMEX** has requested that the Ministry of Communications clarify if the debts have been taken into account in company balance sheets. It has also asked that the Ministry of Education begin

preparing revisions in current copyright law so that the professional use of records in radio and TV broadcasts will not be possible without consent of a beneficiary.

In the letter, **Alaspaa** also predicts that the old automatic mailing system of promo copies and other information will have no future in Finland. In fact, various members of **IFPI/AKT** are planning their own paid **Media Service** tailored to the needs of the local indie radio and record industry.

For the time being, local **IFPI/AKT** members have greeted the ending of the boycott with a "Let's wait and see!" attitude. Some companies, such as **Fazer Music Inc.** and **Warner Music Finland**, are reportedly servicing only 15 of the largest stations.



**BMI AWARDS** — US performing rights organization **BMI** honours **Roxette** and its Swedish publishing company **Jimmy Fun Music** for its achievement in writing and publishing some of the most performed songs in America during 1990. Pictured from (l-r): **BMI** director/European relations **Phillip Graham**, **Roxette's Per Gessle**, **Jimmy Fun Music's Mats Persson** (co-writer of "Listen To Your Heart"), **Roxette's Marie Fredriksson** and **BMI New York VP/performing rights Del Bryant**.

## Fazer Music Promotes Product on MTV Europe

**Discus**, the music retailing arm of **Fazer Music, Inc.**, has reportedly become the first Finnish record-selling enterprise to use **MTV Europe** as its marketing vehicle.

**Discus** drummed up support for its outlets around Finland on a series of spots carried in Finnish to more than 500,000 cable households. **K-Tel International** has also used **MTV Europe** to sell mail-order titles via its European affiliates.

According to **Discus MD Jyrki Stenberg**, "The campaign included 20 spots of 15 seconds each, which started on October 19

and ran until October 28. The focus was set on 'F' shops and the new albums from **Simply Red**, **Prince**, **Motley Crue**, **Marky Mark**, **Rush**, **Stars** on 45 and local acts **Kauko Royhka** and **M.A. Numminen**."

The idea for this campaign was initiated by **Stenberg**, who also designed it. Technical help was offered by **Prime Time Production**, **Hannu Stroem**, a local firm specialising in video spots and programmes.

According to **Stenberg**, this same spot could be used for additional promotion on local **Channel Three**.

KH

# NRK's Financial Situation Could Delay P3's Launch

by Kai Roger Ottesen

Norwegian pubcaster **NRK**, which has already been granted the licence for the **P3** station, may have financing problems, according to **NRK DG Einar Forde**. "We have received **Nkr55 million** (app. **US\$7.9 million**) less in licence fees from our

viewers and listeners," he reports.

**NRK** is funded by the government, but a number of unexpected expenses, estimated at **Nkr50 million**, are contributing to the uncertainty of **P3's** launch. Real estate taxes totalling **Nkr30 million**, as well as the hiring of 10 new musicians, plus overtime, which cost **Nkr70 million**, are the main culprits.

Additionally, the musicians' organisation **GRAMO** is demanding **Nkr10 million** for royalties.

The question remains as to how **NRK** will finance **P3**, since it is not allowed to carry advertising. **NRK MD Oddvar Svanevik** declines to elaborate, saying, "We have not discussed this in-house yet."

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## Station Count: Top 40 Down, N/T, Rock Up

As the approximately 70 million US baby boomers (roughly speaking, those born between 1945-1964) grow older, a trend in radio formatting appears to follow their music tastes.

According to *Billboard* radio editor Sean Ross, there are now more oldies and religious commercial outlets in the US than there are Top 40 stations. Below are the most-programmed radio formats in America, courtesy of the

Alexandria, VA-based newsletter *M Street Journal*.

### More Dark Stations Than Ever

The past year also saw a 1.6% increase in the total number of commercial stations (from 9,444 to 9,594), and a 5.5% rise for non-commercial stations (from 1,636 to 1,726). Reflecting the difficult radio economy in the US, the number of stations going dark soared 47%

(from 210 to 308). According to the FCC's Mass Media Bureau, 177 stations (149 AM, approximately half of which are daytime-only stations, and 28 FM) have been dark for at least six months.

### Cleaning Up AM Interference

What might further increase the number of dark AM stations is an FCC move to offer tax certificates to marginal AM licensees who decide to go dark. The step is the latest effort by the FCC to clean up interference on the AM band.

The commission is also relaxing multiple ownership and duopoly rules (restricting broadcasters to one AM and one FM station in a market) to allow for a five-year transition period of simultaneous operation on existing and expanded kHz bands.

## Music Unit Sales Down

The recession and changing strengths of technological configurations were the main forces accounting for an 11% decline in unit sales of prerecorded music during the first six months of 1991, as compared with the same period of 1990.

The Recording Industry Association of America (RIAA) reported that categories dropping significantly in units sold include vinyl LPs by 62.8%, cassette singles by 26.3%, full-length cassettes by 23.3%, vinyl 45s by 20.7% and music videos by 18%.

However, digital-based products rose in sales volume, with full-length CDs increasing 16.7% from 132 to 154 million units, and CD singles up nearly 20-fold, skyrocketing from 120,000 to 2.39 million sold.

## Value Of Station Transactions Declines

The National Association of Broadcasters (NAB) reports that the dollar volume of radio station sales continued to decline in the first half of 1991.

NAB's new publication *Trends In Radio Station Sales: 1989-1991* analyzes station buying and selling. For the first half of 1991, announced sales of radio properties totalled \$498 million, compared to \$765 million for the first half of 1990 and \$944 million for the first two quarters of 1989. The number of radio station transactions has remained relatively stable during these time frames.

Overall, between 1989-1990, the number of station transactions declined from 739 to 690, while the total dollar volume of sales plummeted more than 50% from \$2.278 billion to \$1.02 billion.

Depressing the radio transaction business in the US is the present burden of radio being financially classified as a highly leveraged transaction (HLT).

The NAB has asked three banking regulatory agencies, when evaluating loans, to eliminate the definition of HLTs in favour of the standards used before the proliferation of leveraged buy-outs (LBOs). NAB has suggested the modification of the HLT definition to include cash flow criteria that better reflect a broadcaster's ability to repay debt. NAB says that because broadcast stations are cash flow, rather than balance sheet-orientated, the HLT definition is biased against broadcasters.

| Format                    | 1990  | 1991  |
|---------------------------|-------|-------|
| Country                   | 2,452 | 2,457 |
| AC                        | 2,135 | 2,099 |
| Religious (commercial)    | 745   | 799   |
| Religious (noncommercial) | 332   | 352   |
| Oldies                    | 659   | 704   |
| Top 40                    | 824   | 675   |
| Album/Classic/Modern Rock | 419   | 529   |
| News/Talk                 | 405   | 527   |

## SINGLES

## Billboard

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## ALBUMS

| TW | LW | Artist/Title  | Label           | ECO |
|----|----|---|-----------------|-----|
| 1  | 3  | PRINCE AND THE NEW POWER GENERATION/Cream             | Paisley Park    |     |
| 2  | 1  | KARYN WHITE/Romantic                                  | Warner Brothers |     |
| 3  | 5  | BRYAN ADAMS/Can't Stop This Thing We Started          | A&M             |     |
| 4  | 7  | JESUS JONES/Real Real Real                            | SBK             | UK  |
| 5  | 15 | MICHAEL BOLTON/When A Man Loves A Woman               | Columbia        |     |
| 6  | 8  | NAUGHTY BY NATURE/O.P.P.                              | Tommy Boy       |     |
| 7  | 2  | MARIAH CAREY/Emotions                                 | Columbia        |     |
| 8  | 12 | BOYZ II MEN/It's So Hard To Say Goodbye               | Motown          |     |
| 9  | 4  | NATURAL SELECTION/Do Anything                         | EastWest        |     |
| 10 | 11 | ROBERTA FLACK WITH MAXI PRIEST/Set The Night To Music | Atlantic        |     |
| 11 | 25 | PM DAWN/Set Adrift On Memory Bliss                    | Gee Street      | UK  |
| 12 | 10 | CHESNEY HAWKES/The One And Only                       | Chrysalis       | UK  |
| 13 | 14 | GUNS N' ROSES/Don't Cry                               | Geffen          |     |
| 14 | 6  | EXTREME/Hole Hearted                                  | A&M             |     |
| 15 | 9  | LUTHER VANDROSS/Don't Want To Be A Fool               | Epic            |     |
| 16 | 17 | CURTIS STIGERS/I Wonder Why                           | Arista          |     |
| 17 | 20 | AMY GRANT/That's What Love Is For                     | A&M             |     |
| 18 | 16 | TONY TERRY/With You                                   | Epic            |     |
| 19 | 13 | RYTHM SYNDICATE/Hey Donna                             | Impact          |     |
| 20 | 21 | SALT-N-PEPA/Let's Talk About Sex                      | Next Plateau    |     |
| 21 | 27 | PAULA ABDUL/Blowing Kisses In The Wind                | Captive         |     |
| 22 | 30 | NIA PEEPLES/Street Of Dreams                          | Charisma        |     |
| 23 | 29 | JOHN MELLENCAMP/Get A Leg Up                          | Mercury         |     |
| 24 | 22 | METALLICA/Enter Sandman                               | Elektra         |     |
| 25 | 19 | BONNIE RAITT/Something To Talk About                  | Capitol         |     |
| 26 | 33 | D.J. JAZZY JEFF & THE FRESH PRINCE/Ring My Bell       | Jive            |     |
| 27 | 31 | EMF/Lies  | EMI             | UK  |
| 28 | 32 | RUSS IRWIN/My Heart Belongs To You                    | SBK             |     |
| 29 | 18 | VANESSA WILLIAMS/Running Back To You                  | Wing            |     |
| 30 | 28 | FIREHOUSE/Love Of A Lifetime                          | Epic            |     |
| 31 | 23 | MARKY MARK & THE FUNKY BUNCH/Good Vibrations          | Interscope      |     |
| 32 | 35 | SIMPLY RED/Something Got Me Started                   | EastWest        | UK  |
| 33 | 24 | AARON NEVILLE/Everybody Plays The Fool                | A&M             |     |
| 34 | NE | RICHARD MARX/Keep Coming Back                         | Capitol         |     |
| 35 | 39 | BIG AUDIO DYNAMITE/Rush                               | Columbia        | UK  |
| 36 | 40 | VAN HALEN/Top Of The World                            | Warner Brothers |     |
| 37 | NE | COLOR ME BADD/All 4 Love                              | Giant           |     |
| 38 | 38 | GETO BOYS/Mind Playing Tricks On Me                   | Rap-A-Lot       |     |
| 39 | NE | CE CE PENISTON/Finally                                | A&M             |     |
| 40 | NE | GENESIS/No Son Of Mine                                | Atlantic        | UK  |

| TW | LW | Artist/Title   | Label           | ECO |
|----|----|--|-----------------|-----|
| 1  | 1  | GARTH BROOKS/Ropin' The Wind                           | Capitol         |     |
| 2  | 2  | GUNS N' ROSES/Use Your Illusion II                     | Geffen          |     |
| 3  | 3  | MOTLEY CRUE/Decade Of Decadence                        | Elektra         |     |
| 4  | 5  | PRINCE/Diamonds & Pearls                               | Paisley Park    |     |
| 5  | 8  | METALLICA/Metallica                                    | Elektra         |     |
| 6  | 4  | PUBLIC ENEMY/Apocalypse 91...The Enemy Strikes Black   | Def Jam         |     |
| 7  | 6  | MARIAH CAREY/Emotions                                  | Columbia        |     |
| 8  | 7  | GUNS N' ROSES/Use Your Illusion I                      | Geffen          |     |
| 9  | 9  | BRYAN ADAMS/Waking Up The Neighbours                   | A&M             |     |
| 10 | 10 | GARTH BROOKS/No Fences                                 | Capitol         |     |
| 11 | 13 | MICHAEL BOLTON/Time, Love And Tenderness               | Columbia        |     |
| 12 | 11 | NATALIE COLE/Unforgettable                             | Elektra         |     |
| 13 | 12 | BONNIE RAITT/Luck Of The Draw                          | Capitol         |     |
| 14 | 24 | REBA MCENTIRE/For My Broken Heart                      | MCA             |     |
| 15 | 14 | BOYZ II MEN/Cooleyhighharmony                          | Motown          |     |
| 16 | 15 | COLOR ME BADD/C.M.B.                                   | Giant           |     |
| 17 | 18 | NAUGHTY BY NATURE/Naughty By Nature                    | Tommy Boy       |     |
| 18 | 16 | SOUNDTRACK/The Commitments                             | MCA             |     |
| 19 | 19 | OZZY OSBOURNE/No More Tears                            | Epic            | UK  |
| 20 | 17 | JOHN MELLENCAMP/Whenever We Wanted                     | Mercury         |     |
| 21 | 26 | HARRY CONNICK, JR./Blue Light, Red Light               | Columbia        |     |
| 22 | 25 | THE 2 LIVE CREW/Sports Weekend                         | Luke            |     |
| 23 | 23 | C&C MUSIC FACTORY/Gonna Make You Sweat                 | Columbia        |     |
| 24 | 20 | BOB SEGER & THE SILVER BULLET BAND/The Fire Inside     | Capitol         |     |
| 25 | 21 | AMY GRANT/Heart In Motion                              | A&M             |     |
| 26 | 30 | R.E.M./Out Of Time                                     | Warner Brothers |     |
| 27 | 22 | TRAVIS TRITT/It's All About To Change                  | Warner Brothers |     |
| 28 | 33 | VAN HALEN/For Unlawful Carnal Knowledge                | Warner Brothers |     |
| 29 | NE | ERASURE/Chorus   | Sire            | UK  |
| 30 | 29 | DIRE STRAITS/On Every Street                           | Warner Brothers | UK  |
| 31 | 34 | PAULA ABDUL/Spellbound                                 | Captive         |     |
| 32 | 27 | RED HOT CHILI PEPPERS/Blood Sugar Sex Magik            | Warner Brothers |     |
| 33 | 28 | EXTREME/Extreme II Pornograffiti                       | A&M             |     |
| 34 | 39 | TOM PETTY & THE HEARTBREAKERS/Into The Great Wide Open | MCA             |     |
| 35 | NE | NIRVANA/Nevermind                                      | DGC             |     |
| 36 | 31 | BELL BIV DEVOE/WBBD - Bootcity! The Remixes            | MCA             |     |
| 37 | 32 | GARTH BROOKS/Garth Brooks                              | Capitol         |     |
| 38 | NE | JODECI/Forever My Lady                                 | MCA             |     |
| 39 | 40 | MARKY MARK & THE FUNKY BUNCH/Music For The People      | Interscope      |     |
| 40 | 37 | JAMES TAYLOR/New Moon Shine                            | Columbia        |     |

## Billboard

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# Lisa Stansfield

*The simultaneous worldwide release of Lisa Stansfield's new album, "Real Love", on Arista is an indicator of her enormous popularity on both sides of the ocean and her growing importance for BMG International, based on only one album so far. Her 1989 debut album "Affection" reached no. 2 in the European Top 100 Albums.*



Lisa Stansfield

by Robbert Tilli

Last week's fastest climb in the Coca Cola Eurochart Hot 100 Singles was an impressive one. Lisa Stansfield's *Change* shot up 72 places from no. 95 to no. 23 in its second week in the chart. Her first single from her second album *Real Love* out on Arista, *Change* is a bona fide pan-European hit. At press time, it charted in the UK at no. 8, Germany (37), Belgium

(79), Sweden (21), Denmark (11), Greece (11) and Italy (18). In Holland, it is public broadcaster Veronica's powerplay and no. 1 in the Tipparade, the waiting room of the official Top 40.

Stansfield's manager Jazz Summers sounds delighted with the good radio response in all territories. He says, "In your EHR Top 40, it's already top 10. Even NRJ in Paris added it. It's the first time they've added a record in the week of

its release. That's history! They added it 'out of the box', as the Americans say."

The soft soul song on contemporary dance beats is appropriately titled because La Stansfield has changed her image considerably. The new look Stansfield is absolutely stunning, more "mondaine" and sensual than ever. Comments Summers, "It's not contrived. It's a natural development. She's more mature now. If you listen to the album, you can hear that. I think music and image go together. This new record will most certainly broaden her fan base away from its original dance-oriented roots into more soulful territory. However, she will continue to be a hot contender on the 12" market; she's in the dance sales charts everywhere."

According to BMG UK director international marketing Chrissie Harwood, the new image and logo also carry throughout the complete campaign for the album. "Everything we utilise in a campaign is designed for it, from letterheads to pencils. The cover of the single is the first picture showing the new image. As everybody can see, it's no pop image as before. She looks like a young Sophia Loren. Of course, you never know how she will be received, but the press was pleasantly surprised. They loved it. We had a real good start for this project."

Stansfield's sultry looks will be unavoidable over the next few months. The album will be presented in a special "perfume bag," including the CD, the bio and the video. An electronic press kit (E.P.K.) will be serviced to all European key media. A major European press ad and in-store campaign will accompany the album release.

From November through December, Stansfield will be on an extensive European promo-tour bringing her into France, Germany, Spain, Italy and Holland. In October, Stansfield had already paid pre-promotional visits to Holland, Sweden and the US, where she will return once more.

A worldwide presentation trip in October was conducted over eight days. Summers and Arista UK marketing director Tim Prior first travelled to New York for a presentation to US, Canadian and South Amer-

ican delegates. Tokyo and London were the next stops, respectively covering Australasia and Europe. Judging by the amount of promotional activity, it's fair to say the album is top priority for BMG. Summers agrees, adding, "There's absolutely no doubt about that. Don't forget that her first record sold 4.5 million copies around the world. The presentation trip was a fantastic success. We showed the world what the new music and the image are like. I don't think I will ever do that again because at the end, we were wrecked."

Stansfield is represented by Summers' Big Life company for the management and publishing side, but not for the label division. "When I founded Big Life six years ago, Lisa was already signed to Arista. I succeeded in keeping the publishing rights in-house, because financially that's far more beneficial for her. She won't have to pay 20% commission now. We choose independent publishers to represent us in the various territories, such as Hammer Musik in Germany, Sonet in Sweden, and Mushroom in Australia, because they are far more aggressive than corporate publishers. That doesn't mean that we knock every major publisher; in Spain and France, we're with BMG."

The album is again produced by the duo Ian Devaney and Andy Morris, for the most part in their home studio in Rochdale. For Harwood, *Real Love* makes Stansfield the queen of a genre with no competitors. "It's a kind of sexy, soft soul pop crossover à la Barry White. Not a lot of people are doing this these days. The response we get from the press is phenomenal."

Stansfield's soulful voice—a UK equivalent of Mariah Carey's and Whitney Houston's—is made for slow love songs like *Make Love To You to Set Your Loving Free*. The track *A Little More Love* comes closest to Marvin Gaye's *Sexual Healing*, when it comes to sensuality.

In January, Stansfield starts rehearsals for her world tour, which begins in the US in February. UK dates are scheduled for March, while mainland Europe will follow in April.

## AUSTRIA

# Bilgeri

- Signed to: Warner Music Germany.
- Publisher: Fechter/Hazienda/Roba for most of the tracks.
- Management: Profil Promotions/Vienna.
- New album: *Lonely Fighter* released on July 26th in Austria and September 6 in Germany. Now no. 17 in Austria, it peaked at no. 4 in October.
- New single: *Lonely Fighter*, released on October 21; at press time, the last single *Keep Your Love Alive*—the current single in Germany—is still holding at no. 8.
- Recorded at Moonlight Studios/Offenberg.
- Producer: Thomas Hen.

● Marketing: Warner Music has set up different campaigns for Austria and Germany (see below).

● Concert tour: In the beginning of next year, he will tour Austria and southern Germany. Tour dates are still to be confirmed.

Early this year Warner Music Germany signed one of the top artists in neighbouring Austria, multi-media personality Bilgeri. Apart from being a reputed rocker who has collaborated with internationally established artists such as Earth, Wind & Fire, Peter Wolf and former Foreigner lead singer Lou Gramm, he is famed as a script writer, TV producer and as an actor.

He plays the role of a teacher in popular TV series "Schloss Am Woerthersee," the German-language version of the soap opera "Dallas," an RTL offering which covers all of G/A/S. At the moment, he plans to produce a syndicated TV show based on the songs in his new album *Lonely Fighter*, a high-profile piece of adult-oriented rock with a highly commercial appeal.

His hoarse vocals fit into the same category as the voices of Rod Stewart, Bill Medley and Willy Deville. Austrian hit single *Keep Your Love Alive* is a prime example. The man is not only a great singer, he is also a skilled songwriter. The John Farnham-styled singalong *Dreaming Of A Better Tomorrow* is probably the album's best bet for a future international hit. The release also contains a strong cover version of the Bee Gees composition *Only One Woman*, as recorded by the Marbles in 1968.

Although a superstar at home with 12 top 10 hits to his name—the new album is already gold (25,000 copies)—he still has to be developed for the German market. For Austrians, his status is comparable to Germany's Peter Maffay, part of the rea-

son Warner Music has set up two different marketing campaigns, one for Austria and one for Germany. The domestic strategy is based on a heavy advertising campaign in Krone, the country's biggest daily newspaper, and further cemented by numerous scheduled TV appearances and heavy radio airplay.

For the German campaign, promotion is the main marketing tool. He appeared on regional shows, plus nationwide broadcaster ARD's leading programme, the "Harald Juhnke Show" on October 17. However, radio airplay is limited as competition from the established names is currently fierce. A German promo-tour will coincide with the release of the second single, the title track, within a few weeks.

**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

## A-HA



Move To Memphis - Warner Brothers **EHR**

PRODUCER: A-Ha

Shades of things to come, these Norwegian chartbusters can make book with this single advance from their forthcoming album, *Headlines And Deadlines-The Hits Of A-Ha*. It's moulded after U2 and the Simple Minds. Says **Red Dragon/Cardiff** head of music **Mark Collins**, "We are not the kind of station which can break a new act. We don't jump on bandwagons either. But you can't go wrong on an A-Ha record."

## THE CANDY SKINS

Submarine Song - Geffen **R/EHR**

PRODUCER: Pat Collier

All aboard, all you rock programmers who use bands like R.E.M. and the Smithereens as compass points for high-quality guitar-driven rock. The "yellow submarine" runs again and a good melody is provided.

## FIREHOUSE

Love Of A Lifetime - Epic **R/EHR**

PRODUCER: David Prater

Firehouse is starring in this week's episode of the continuing success story of the rock ballad. This ultra melodic adult-oriented piece of rock was already top 10 in the US. Says **Peter Flowers/Milan** programme director **Marco Garavelli**, "We never ignore rock of the same class as Foreigner, Bad English and Bon Jovi. It's this week's no. 22 on our charts."

## LONDON BOYS

Is This Love - East West **EHR**

PRODUCER: Rolf René Maue

Originally from London, now this Hamburg-based duo are deviating from their usual dance sound. The follow-up single to *Sweet Soul Music*—a no. 1 in Finland in May of this year—is a lush ballad. Try the *Come On Jamaica* remix too.

## MIKE &amp; THE MECHANICS

Stop Baby - Virgin **EHR/AC**

PRODUCER: Christopher Neil/Mike Rutherford

It's amazing how individual **Genesis** band members can coordinate their successful solo careers along their band's vocation. Mike Rutherford has become one of the grandmasters of synth-laden pop. The guest vocalist this time is "the other" **Paul Young**.

## CE CE PENISTON

Finally - A&M **D/EHR**

PRODUCER: Felipe Delgado/R.K. Jackson

This newcomer gives further evidence that dance is still developing into a more song-oriented direction. The violins give the tune the ambiance of *Backstabbers* by the O'Jays. A new entry in EHR Chart-bound this week.

## SIMPLE MINDS

Real Life - Virgin **EHR**

PRODUCER: Stephen Lipson

The "young veterans" go back to the roots of a bombastic genre which they helped define in the early '80s. The use of heavy keyboards infuses their work with majesty again. Riding high in Chartbound.

## SOUTHSIDE JOHNNY

It's Been A Long Time - Impact

PRODUCER: "Miami" Steve Van Zandt

New Jersey calling. Local hero Southside Johnny waves the flag of the native rock scene while the Boss and Little Steven help him out on backing vocals. It's high time the world paid attention to this under-estimated talent.

## DIE TOTEN HOSEN

Carnival In Rio (Punk Was) - Virgin **R/A**

PRODUCER: John Caffery/Die Toten Hosen

History repeats itself. German's leading punk band is on a "sentimental journey," blazing the same trail to Brazil as the Sex Pistols, circa 1978. Following in the same naughty footsteps, they recorded a single with lead vocalist **Ronald Biggs**, the mastermind of the 1960 UK great train robbery (£30 million).

## WORLD OF TWIST

Sweets - Circa **EHR/A**

PRODUCER: Dave Ball/Richard Norris

Let's twist again. Every new single of this typical UK "indie" band sounds sweeter and more EHR-friendly. Due to the use of pop's most psychedelic instrument, the sitar, this New Order/Electronic-sounding song off their excellent debut album *Quality Street* remains interesting for alternative radio.

## ERASURE

Chorus - Mute **EHR/D/A**

PRODUCER: Martyn Phillips

Never change a winning team! UK synth pop duo, **Vince Clarke** and **Andy Bell** develop steadily, but never mess with their proven formula. You can hear that these two know what's going on in the clubs without forcing themselves to follow the current dance trend. Melody is their specialty, best witnessed by the title track. Indeed, it's all about a good catchy *Chorus*.

## GENESIS

We Can't Dance - Virgin **EHR/AC**

PRODUCER: Genesis/Nick Davis

From a typical album rock specimen, Genesis has increasingly grown to a real singles band. If they would ever plan to release a "Greatest Hits" album, nobody would be astonished if five or six tracks off the band's 17th album are listed on it. *No Son Of Mine*, with its striking, ticking rhythm, is already no. 6 in the **EHR Top 40**. Comments **Chiltern Radio Network** head of music **Clive Dickens**, "This is Genesis at their best. The only negative aspect is it's a bit too long—around six minutes. But the demand for it is phenomenal, so we can't deny it." The track *I Can't Dance*, with a characteristic Stones' guitar riff, is a major departure from everything they have done so far. You can hear **Phil Collins** as a superb balladeer on *Never A Time* and *Hold On My Heart*. By the time EHR programmers add the catchy pop tune, *Jesus He Loves Me*, on their playlists, religious fundamentalists will probably put it on their black list. *Dreaming While You Sleep*, enhanced with the percussion on South American cleaves, is the cut with most tangible tension.

## THE RIVER BOYS

The River Boys - WEA **EHR/AC**

PRODUCER: Jürgen Fritz

This young German duo turns time backwards to the glory days of the Everley Brothers and Simon & Garfunkel. It's nice to hear that there are still musicians ground

who don't desperately search for new sounds. Although some may call this old fashioned, the truth is the River Boys just like good melodies. Their own compositions, such as *If I Were A Sailor* and *Still Lovin' You*, match the quality of **Jacques Brel** composition, *Seasons In The Sun*, as made popular by **Terry Jacks**.

## STATUS QUO

Rock 'Til You Drop - Vertigo **R/EHR**

Francis Rossi

Some things must never change. One surely is UK three-chord/12-bar rock institute Status Quo, which just celebrated its 25th anniversary. The title is apt because the band deserves a mention in the *Guinness Book of World Records* for playing four live shows in as many different locations across the UK on one day. The 16 new studio recordings on the new album list such future Quo crowd pleasers as *Fakin' The Blues* and *Like A Zombie*. Despite the song title of the new single, *I Can't Give You More*, it will take a damn long time before these rockers will lean back on their armchairs.

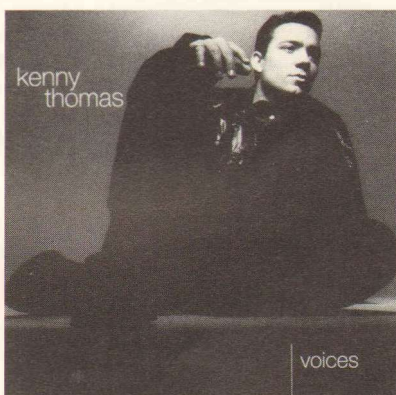
## TAIL GATORS

Swamp's Up - New Rose **R**

PRODUCER: Don Leady

The sixth, nearly all-instrumental album by this Austin, Texas-based trio can be seen as the follow-up to 1985's *Four Big Guitars From Texas* project, which featured Texas' best fingerpickers. With his weapon, the **Fender Telecaster** guitarist **Don Leady** revives the instrumental surf rock genre, the ideal soundtrack to gangster movies and spaghetti westerns. The title track and the **Scarlets'** classic *Stampede* would make good themes for rock shows as well.

## KENNY THOMAS



Voices - Cooltempo **EHR/D**

PRODUCER: Ian Green

Thomas's debut album can be filed next to the works of the grand masters of soft soul—Tendy Pendergrass, Gregory Abbott, and Luther Vandross. In the UK and Ireland, everyone is already convinced of his unmistakable talents. Mainland Europe should pay attention as well; the current single, *Best Of You*, which tastefully adds some dance beats to keep up with his time, could be the right start. In this respect, the title track is most illustrative. Whereas everyone nowadays uses a proliferation of high-tech machinery, his act is based simply on a human soul and good song material.

## NEW TALENT

## MARSHAL 'O BAND

Marshal 'O Band - Sweat (Holland)

PRODUCER: Edgar T.

This is the first release on the Sweat label run by **Arthur Conley**, the man who gave the world the soul classics *Sweet Soul Music* and *Funky Street* back in the '60s. Just like his glorious days with **Stax** records, Conley a.k.a. **Lee Roberts** remains faithful to danceable music in his new role as label manager. Rapper **Edgar T.** and his band, featuring Dutch jazz tenor saxophonist **Rinus Groeneveld**, provide a lively contemporary dance sound. The CD contains four songs plus six remixes, which should be used by dance programmers as airplay alternatives. Contact Arthur Conley at tel: (+31) 5735.1022; fax: 5735.1072.

## THE RAGGED BOYS

Spiritual Graffiti - Timbuktu (LP) (UK)

PRODUCER: John Cornfield

Many rock bands nowadays, disguising bad song material, loose themselves in pro-

ducer's gimmicks—but not this UK quartet. Their upbeat pop rock, highlighted by **Dunken Francis'** voice, keeps everything nicely in balance. Check out the powerful track *Seeds Of My Destruction* and the beautiful ballad *Tattered And Torn*, reminiscent of **Rod Stewart's** *The First Cut Is The Deepest*. Contact **Joanna Mudie** at tel: (+44) 71.436 3371; fax: 71.436 2837.

## DA YEENE

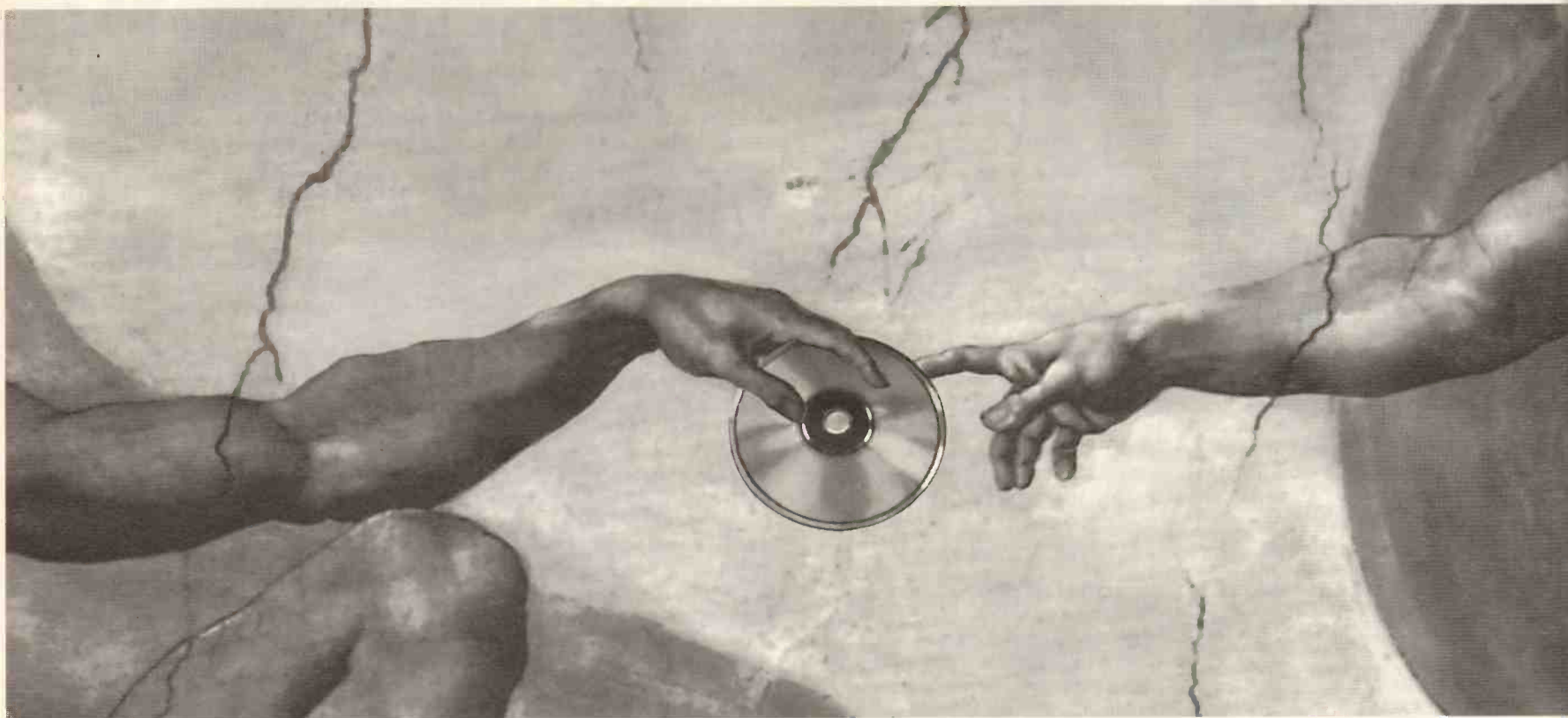
Prime Time - SweMix (LP) (Sweden)

PRODUCER: StoneBridge

SweMix is one of the leading dance labels in Scandinavia. The roster includes such artists as Dr. Alban and Gladys, both signed to BMG worldwide. Judging by the high quality of this second album by sister duo **Da Yeene**, singing like two **Neneh Cherries**, this will be the next big thing. The best cut is *Freedom*, with the infectious synth bass line. Contact **René Hedemyr** at tel: (+46) 8.643 4500; fax: 8.644 4484.

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.

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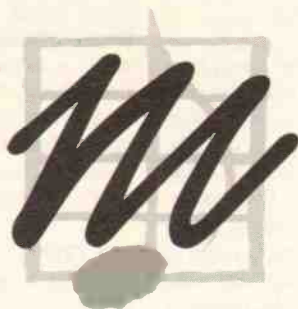
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# How To Scout For Leadership Talent

by Daniel Flamberg

The biggest issue in radio today is the search for effective leadership. This search takes on two dimensions: first, identifying "management material"; second, spotting managers capable of moving through the chairs.

## Survival Of The Wimpiest

Finding leaders is a particularly insidious problem because behind pressing day-to-day station issues, a sinister form of reverse Darwinism takes place. This dreaded human equivalent of Dutch Elm disease is called "Survival of the Wimpiest." It strikes when an organization stifles its real leaders. Eventually, the brightest ones go to another job where their potential is recognized. You get stuck with the plodders, the "yes" men and the ones oblivious to the world passing them by.

Fortunately, radio stations attack this problem head on. We don't leave the challenge of grooming future leaders to human resource or personnel directors. Instead, MDs, SMs and group heads take a variety of steps—often by trial-and-error—to flush out potential managers.

## Relying On "Pop" Psychology

Some techniques for identifying potential are listed in trade journals or psychology publications. Others are handed down by word-of-mouth or by example. Schemes ranging from the ridiculous to the sublime have been designed and implemented to figure out which top performers have leadership potential. Unfortunately, in the process, junior people are subjected to the worst of pop psychology. Some of the also-ran tactics are:

1. **Formal mentoring.** A promising employee is assigned a senior person who acts as career guide. This assumes that everyone should be a protegee—even kids who aren't clever enough to attract their own mentor.

However, "mentoring" ignores the reality of organizational politics. It usually fails because ego gets in the way. The senior player takes on the protegee to satisfy his own needs or to clone the junior person in his own image. Unfortunately, a mentor too often eliminates the necessary self-motivation, initiative and skill-building experiences critical for future leadership. A mentor can shift the onus away from individual responsibility and performance.

2. **The managing director**

**spread.** In this standard technique, the MD subjects junior people to an occasional "command performance" revolving around a meal. The big guys are demonstrating their common touch, ostensibly in the search for ingenious solutions to business problems brewing among junior people or in back offices. Unless a senior manager is a regular and credible visitor, employees instantly recognise this for what it is.

3. **Middle managers as scouts.** In theory, middle managers are the best talent watchers because they're closest to the troops. Unfortunately, most are more concerned with their own fortunes than those of their subordinates. Besides, if talented salespeople of subordinate managers make them look good, what incentive do they have to give them up? The law of bureaucracy states that managers hang on to their top people, even if it's

**"Schemes ranging from the ridiculous to the sublime have been designed and implemented to figure out which top performers have leadership potential."**

counter-productive to the subordinates' careers or the organization's best interest.

4. **Psychological tests and consultants.** These come in a variety of shapes, sizes and prices, from the low-budget, 10-question magazine quiz to expensive, sophisticated, psychological profile services or individual counseling. The tests' common failing is that they assess talent in the absence of organizational politics and without the interplay of personalities. Diagnostic probing puts skills that are needed in the trenches into the Petri dish, but distorts the lens through which you identify those who can help when you need it.

Managers try to be practical when identifying fast-trackers. We aim to do the obvious: stop, look and think. But this is harder than it sounds. We're so busy that it's difficult to define qualities we're looking for and to match them to people with high potential.

Added to the time and defined pressures are subjective judgments. One person's future leader is another person's wimp. Qualities that work in one company may be absolute poison in another.

## Nine Steps To Better Scouting

It's almost impossible to earmark general principles which

can be applied across the board for scouting managerial talent. However, managers can take steps to hedge against problems inherent in finding tomorrow's leaders. Try these tactics to overcome common problems:

1. **If you spot an iconoclast, look closer.** When you find people willing to stick their necks out, get to know them better. Successful people tend to challenge the status quo, but you don't see it very often. Don't confuse iconoclasts with rebels, who stand out because they bend the rules. An iconoclast may have wacky ideas, but will sell them through normal channels.

2. **Look in the hinterlands.** The mailroom-to-boardroom track has been overblown and bragged about to death. While the mailroom may not be the brain trust it once was, every firm has untapped reservoirs of managerial talent whose remoteness from the top makes them fertile territory for tal-

ent watchers. Talk to sales assistants, traffic managers and promotion directors—people who can see the big picture or who contribute specific skills and ideas.

3. **Award initiative.** Who will lead your organisation? Who cares about what they're doing? Who is thinking about new concepts, coming up with new ideas or advocating sensible risk-taking? Who sees the big picture even if it crosses departmental lines? Encourage and look after these people.

4. **Give young employees unusual challenges.** Most people can handle management tasks and will grow to meet a challenge. If you suspect that someone in your organization has management potential, offer them the opportunity to rise to the occasion.

5. **Test juniors on non-mainstream problems.** You can learn a lot about a person's character during the performance of a large-scale assignment. This is especially useful when your bottom line is not affected. Every radio station is involved with large-scale promotions, local charities, fundraising drives, special events, even sales meetings or an annual company party. Use these opportunities to measure up-and-comers. Give younger people and fast-trackers the leadership position in these activities. Then monitor their performance. Only short-sighted drones will resent extra assignments.

## Tips To Better Scouting

1. If you spot an iconoclast, look closer.
2. Look into the hinterlands.
3. Award initiative
4. Give young employees unusual challenges.
5. Test juniors on non-mainstream problems.
6. Look for people who build a constituency.
7. Look for style.
8. Trust your instincts.
9. Beware of the warning signs of a brown-noser.

6. **Look for people who build a constituency.** Often, the brightest people can't get along with others. And while people are born with guts, grace, charm and drive, you generally need individuals looked to by their peers. These people are the glue inside the layers of your organization. Identify and nurture them carefully.

7. **Look for style.** We think of ourselves as people who look beyond the surface. But style, especially in a sales environment, is important, too. Once the substance is there, personality and style can indicate an employee's capability to manage. But don't go overboard. Beware of the nicely wrapped empty package.

8. **Trust your instincts.** Our experiences give us a body of unarticulated knowledge about management potential. At some level, you have to go with your gut. To tap these feelings, ask yourself, "How would I feel alone in a foxhole with this person?"

9. **Beware of the six warning signs of a brown-noser.** No matter how much effort we make to identify good people, many of us have promoted people considered "shining stars" only to find that we've been suckered. Keep in mind the six warning signs:

A. **Lunching only with senior people.** The astute person lunches strategically, including co-workers, peers, subordinates and an occasional senior person. Only the "toady" lunches exclusively with people who can advance his or her career. Avoid people who "suck up" to senior people.

B. **Peer hatred.** There's nothing worse than promoting people who are disliked because they won't engender cooperative spirit and support and they'll eventually vent their anxieties at you. If everyone hates them, even brilliant performers are losers.

C. **Watch for the halo effect.** Some top billers and young managers quickly earn a reputation which follows them in spite of subsequent poor performance. When the music stops, the blame falls on the last person to promote him or her. Check CVs carefully, using more than one source.

D. **Instant solutions.** The true

mark of a sycophant is the ability to say yes to just about anything. No one likes a "yes man." Beware of those too quick to agree.

E. **Don't clone yourself.** It's tempting to find like-minded people. Moulded in your image, the clone provides a comforting sense of immortality. However, once you're gone, clones will be exposed for being empty shells. While the halo effect may protect them for a while, clones will be enduring monuments to your folly.

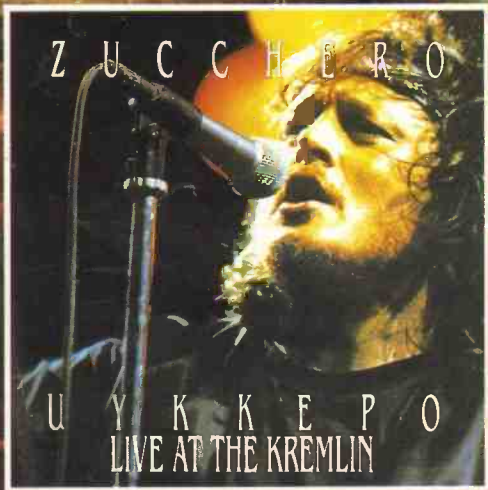
F. **Get comfortable with people who are different.** Get tough on your own ego. Be sure that you aren't cloning yourself.

Tomorrow's leaders are all around us, even if we don't yet realise it. Learn the talent scout's credo: keep your eyes open, don't take yourself too seriously and be willing to give everybody a chance to show their stuff.



Longtime industry veteran Daniel Flamberg is managing director of Morgan Rothchild & Company, Inc., a New York-based advertising, promotion and public relations agency. Prior to forming MR&C in 1989, Flamberg was COO and principal sales development/marketing officer for the Radio Advertising Bureau. An award-winning creative executive, he earlier served as VP of advertising/PR for the Mutual Broadcasting System. Flamberg can be reached at (+1) 212.463 8200; fax (+1) 212.691 9805.

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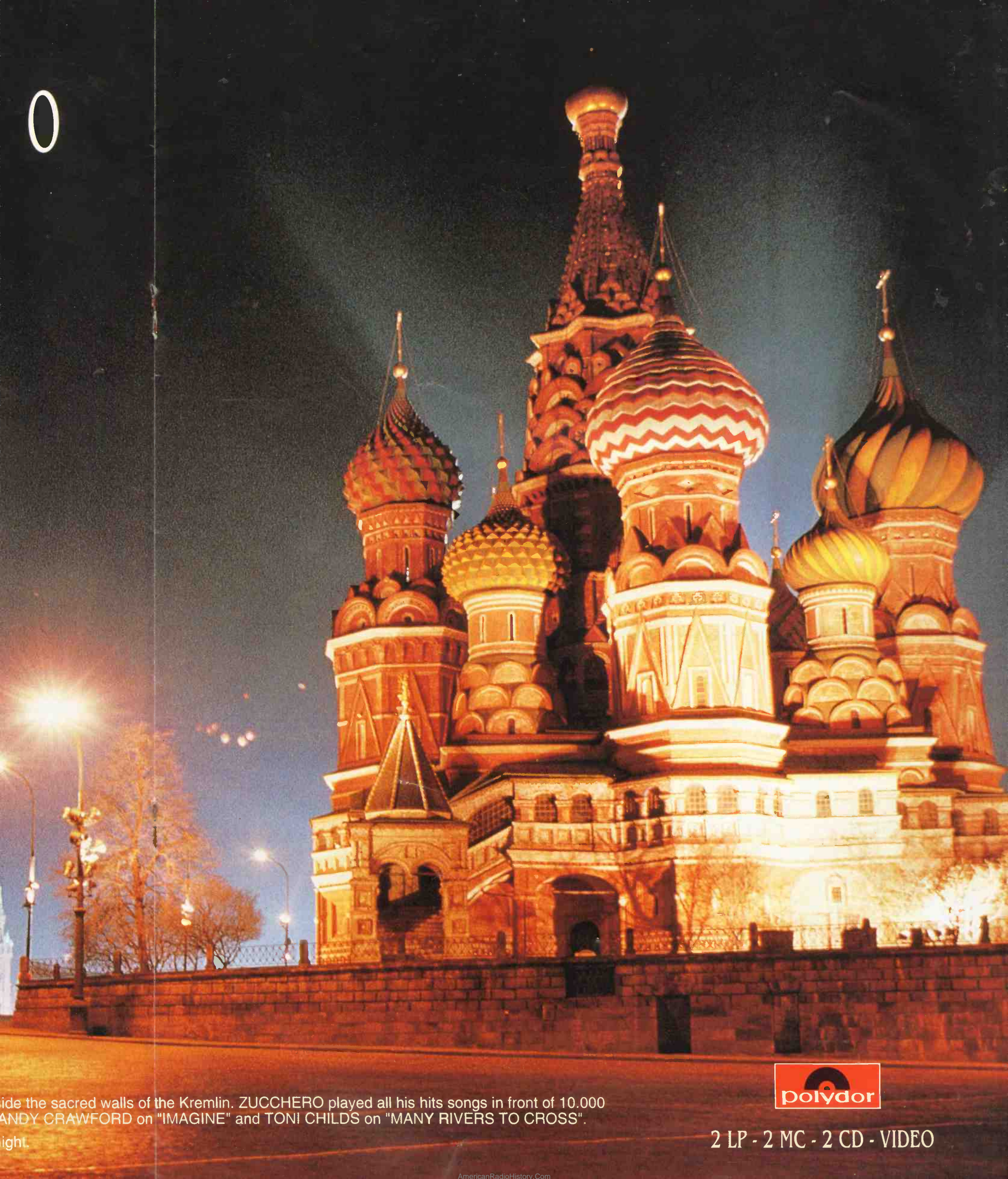


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# Talent: More Than Mecano

**M**ecano's overwhelming success beyond Spain's boundaries has whetted the appetite of Spanish labels which are all now striving harder to groom their home-grown talents with cross-border potential.

Whereas just over a year ago there was barely a consensus on the export possibilities of local product, the Spanish record industry, heartened by Mecano's record-breaking progress abroad, is now looking to equal or even surpass high-flying trio's unprecedented reach. At the



Mecano

least, they hope the band's mainstream success rubs off on other domestic acts.

Next year belongs to Spain. The summer Olympics in Barcelona, the World Fair "Expo '92" in Seville, Madrid's designation as the European cultural capital and celebrations marking 500 years since Columbus landed in the Americas, are expected to boost Spain's profile internationally.

Comments EMI International marketing manager Ana Villacorta, "It will be up to us to take advantage of this intense focus on the country. However, the key lies in the quality of the raw talent material and, fortunately, Spain has that in abundance."

To Juan Marquez, GM of Virgin Publishing, the events, certain to attract hordes of media professionals along with tourists, should help knock down the stereotyped images of Spain. "Let them spread the word that Spain is not just the sun, sea, and bullfights," he says.



Raul Orellana

One thing is certain: Spain will be in vogue next year and it will be a promotion opportunity too good to pass up.

## Traditions

For some labels, like PolyGram, top export acts remain rooted in the rich Spanish tradition of flamenco, led by Paco de Lucia, whose guitar work won him critical acclaim worldwide. He shared "Guitar Legend" status with new flamenco guitar marvel Vicente Amigo and other world-renowned guitarists at the Seville Expo '92 preview event in October. His latest album *Concierto De Aranjuez*, is co-produced by the V Centenary Society, an organisation created to help subsidise projects of common interest to Spain and Latin America. It features a live recording of Lucia's first venture into classical guitar last April, released worldwide in all formats, including video. The official presentation early November was followed by concerts in Portugal and Japan.

Says Phonogram label local A&R director Simone Bose, "*Concierto De Aranjuez* is a classic. Paco de Lucia's rendition has an undisputably global appeal." De Lucia is currently collaborating with another Phonogram artist, flamenco singer Camaron de la Isla, on an as-yet-untitled album set for release next spring. Isla's album '*Soy Gitano*,' launched in both Spain and France last year, has sold 80,000 units, a record unusual for a flamenco album. His latest double album, *Autobiografia*, released in France as well, has gone gold.

Last year, Isla and flamenco pop band Ketama brought the house down at the New Music Seminar, along with EMI-distributed act El Ultimo de la Fila. Ketama's career is highlighted by the honours heaped on its third album *Songhai* on Hanibal Records, which took "Best World Music Record of the Year" in the 1988 World Music Festival in London.

Its debut album for PolyGram, *Y Es Ke Me Han Kambiao Los Tiempos*, was released in France, the US, Japan, Holland, Germany and the UK, where it has received rave reviews from the press. Meanwhile, the band's latest album *Para Gente Con Alma*, released in late October, features strong Caribbean strains and will be promoted with a video clip, radio, press interviews and TV gigs locally and abroad. The use of the band's songs in the sound track of some Spanish TV and film productions also provide more impetus to its particular fusion of jazz, rumba and African rhythms.

Pop acts signed to the Polydor label like Miguel Rios, La Frontera, Modestia Aparte and Rico have been released in Latin America, Spain's traditional and easiest export market. Polydor marketing manager Carlos Borallo believes the company should continue with this policy. "Miguel Rios, for one, is very famous in that part of the world," he says. "He'll be playing gigs throughout the continent in November."

EMI-Hispavox's export hopes lie mainly with veteran flamenco-pop band El Ultimo de la Fila, which has performed live outside Spain many times. The band is off on a European tour in December playing in France, Italy,

Switzerland, Germany, Belgium, Holland and England. "Whether a second tour in spring next year goes ahead or not depends on the results of this tour," says EMI International marketing manager Ana Villacorta. An Italian version of the band's newest album, titled *Musica Loco* abroad, may be launched in February. EMI already released an Italian cut of *Cuando El Mar Te Tenga* last June which scored moderate success on Italian radio and television.

Another EMI act set to sweep through Europe is rock band Heroes de Silencio whose latest album, released Europe-wide is well on its way to posting 400,000 units, mostly in local sales. A tour in November through Belgium, Holland, Germany and Switzerland is being planned. "Some UK concert promoters have already expressed interest," says Villacorta.

## Remixing

EMI expects to register sure hits with its club mixes led by the new remixed version of Argentinian Waldo de los Rios's *Mozart Mania*, published 20 years ago and retitled *Mozart In The House*. The more upbeat version, released at the end of September and already receiving good airplay in Spain, is set to coincide with the Mozart Bicentennial celebrations. European release dates are still being finalised.

Former Studio 54 DJ Raul Orellana, whose remixing skills led his debut club music album *Real Wild House* to chart in the UK, is now signed to Hispavox. The company expects the disco-flamenco beat of *Gypsy Rhythm*, the first single of his new Hispavox album, to go over just as well. A strong pan-European promotion in clubs will be backed by posters and a promo video.

Warner Music's leading cross-border act is still Miguel Bosé, whose rugged charm and catchy pop tunes have won over the French, Italians and Mexicans. His performance in the TV and radio event "Guitar Legends"



Laventura

pushed him further into the global limelight. The October release in France of his penultimate album *Los Chicos No Lloran* includes a track in French, the classic tune *Madrid, Madrid*. It remains to be seen whether it will chart and earn as much praise as did Mecano for its French versions. A new album is scheduled for release next spring, followed by a tour of Spain, Venezuela, Colombia, Mexico and the US.

Touted as the next "Latin Lover" crooner in the Iglesias mold is Bertin Osborne, signed to Warner in Miami where he, like Iglesias, is based. At present, he enjoys a

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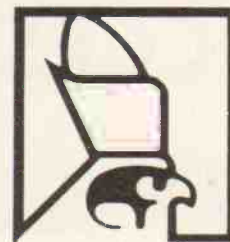
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La Frontera

moderate success, averaging gold on sales of his albums.

Twenty-two-year-old **Alejandro Sanz**, one of Warner's top national priorities, has fared extraordinarily well in Spain. His debut album *Viviendo de Prisa* went past gold in five months and is projected to go double platinum in record time. Warner released his album of romantic ballads in Mexico, Colombia and Venezuela in early October. "Mexico remains Spain's most important Latin American market," says local A&R head **Jose Luis de la Pena**.

**Latin America**

Meanwhile, popular pop band **La Union** is set to travel this autumn for a series of gigs in Miami, New York, Mexico and Venezuela. They are one of the many Spanish bands who prefer to record in London because the price/quality ratio continues to surpass that of Madrid. The snob appeal attached to a London recording is also a factor.

Jazz-pop fusion group **Presuntos Implicados**, whose album *Alma de Luz* sold 170,000 units in Spain, has a clear market in Latin America and some US states, says A&R de la Pena. Its album *Ser De Agua*, recorded in London and released in October, has been shipped to the US, Latin America, France and Italy.

**Sony Music's** sultry duo **Azucar Moreno** (Brown Sugar), signed to **Epic**, is unmistakably the company's most promising and exportable crossover act. The sisters' flamenco-house and disco-rumba fusion has translated into a worldwide chart success and triple platinum sales in Spain and Latin America for their summer release, *Mambo*. A TV ad for **Coca-Cola Lite**, to be shot in Los Angeles in mid-November, may push them further into the mainstream.

While acceptance in the US and Latin American markets is more or less assured, the European market has proved to be a tougher nut to crack. Comments **Sony Music MD Claudio Conde**, "Introducing an artist in Europe has always been a more difficult task." However, there are encouraging signs. At press time, the single *Torero* was charting number 10 in Portugal and receiving good airplay on Swedish radio.

Little more needs be said about **Sony Music's** perennial best-selling conductor **Luis Cobos**, whose popular arrangements of classical themes have scored gold and platinum sales around the world. He is presently recording celebrated Latin American songs, most of which will be Brazilian in origin.

The company also sees strong cross-over potential in new pop acts **Emilio Aragon**, **Los Especialistas** and **Los Rolin**. Already a noted TV personality in his own right,

**Aragon's** debut album with **Sony Music** reached triple-platinum status in record time. The major is toying with the idea of an Italian version of his witty songs and just began releasing the album in Latin America. It remains to be seen whether he can be equally successful without the TV exposure he gets in Spain.

The Caribbean-African rhythms of **Los Especialistas** comes on the tail-end of the trend started by **Peter Gabriel** and **Paul Simon**. However, the company is optimistic about the band's prospects in Latin America.

**Cover Versions**

**Sony Music's** answer to the summer rage **Los Manolos**, whose rumba version of Beatles songs put them in the airplay charts all over Europe, is **Los Rolin**. The band's entire debut album consists of Beatles cover versions in a rumba style, produced by renowned producer **Jorge Alvarez**, who has also worked with **Luis Cobos** and **Mecano**.

MD **Claudio Conde** is banking on the presence of a Spaniard in **Sony Music's** London head office to boost his acts. **Manolo Diaz**, **Sony Music Spain's** former MD, is now **Sony Music European Regional** director. "With **Manolo** in London, we can expect Spanish acts to get their due recognition," he says.

In a country where local product accounts for at least 50% of total album sales, it is a small wonder that all the majors are taking meticulous care of their domestic acts. Some are even restructuring their companies with the local market in mind.



El Ultimo de la Fila

The last one to join the bandwagon is **Virgin** which hired a local A&R director **Jose Luis Isasi** this year to handle four new artists launched this autumn. "Virgin used to launch an average of two local artists a year. Now we've put out four in one go," says **Isasi**.

"The trouble with being the youngest major (seven years) is that most of the good artists have already been snapped up by the veteran companies," declares **Virgin**

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Publishing's Juan Marquez. Out of the new acts Virgin has launched, Marquez sees great crossover potential in **Phoenix que Renace**, which brings to mind Virgin Germany's phenomenal studio-mix hit **Enigma**.

Phoenix que Renace adds a dance beat to such renowned Spanish classics as *Concierto de Aranjuez*. Its November release in Germany, France and Spain will be followed in Italy. "I wouldn't be surprised if it became more popular in Germany than in Spain," says Marquez, citing Enigma's success as a clear indication of a market for this type of product.

Virgin's cross-border expectations also rest on the duo **Nativos**, boosted by the strong voice of lead singer **Nati Lomas**. The duo's jazz/ballad renditions have a definite mainstream appeal. "How they progress in the local market will determine our export plans for them," says Isasi. The same policy applies to ballad singer/composer **Jose Luis Abel**, who Marquez deems a probable success in Latin America, and to teen pop band **Laventura**, which features a reggae track in its self-titled debut album.

**International Success**

BMG Ariola is probably the envy of all of the majors in Spain at present. Its prize act is Mecano, and its spectacular success in France has fast paved the way for a pan-European appeal. It must be noted, however, that its breakthrough into the European mainstream pop market came with a French translation of *Mujer Contra Mujer*, with its

lyrics on lesbianism. Whether the song could have done as well in its original form is debatable. In a market dominated by Anglo-American product, Spanish (and other non-English artists for that matter), engage in an uphill struggle against the established lingua franca of pop.

as salsa-fusion artist **Juan Luis Guerra**, signed to **Karen** and distributed by BMG, or the rhumba band **Los Manolos**, which was all the rage last summer. Its popularity continues to spill across Spain's borders.

Juan Luis Guerra topped the chart for three weeks in Holland, the first non-Latin country to take him in. He has also charted in Belgium and Portugal, and is receiving airplay in Germany, France, England and Italy are also picking up on the craze.

Los Manolos rhumba cover version of Beatles classic *All My Lovin'* hit on a formula that has proven to be a best seller. Their album *Pasion Condal* has nearly reached the triple-platinum mark in local sales. The band is also doing exceptionally well in Scandinavia and Finland. "It seems the colder the country, the better," laughs **Sandra Rotonda**, BMG International exploitation manager. The 10-piece band went on a mini-promo tour late October, swinging through Sweden, Norway, Denmark and Finland.

While the likes of Los Manolos successfully exploits the country's musical roots, bands like Mecano are breaking this mold, playing a pop sound that remains Spanish and yet appeals to other nationalities. What has become more than apparent in the light of Mecano's success is that any act that holds its own and does not simply imitate Anglo-American artists can make it in Europe and the rest of the world.

*Anna Marie de la Fuente*



*Los Manolos*

The fact that BMG Ariola opted to release French, Italian and English versions of Mecano's lyrical ballads points to a common solution to a constant problem: translate the song and hope for the best.

The rule doesn't seem to apply to root-based acts such

tate Anglo-American artists can make it in Europe and the rest of the world.

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# Spanish Independence

Faced with the financial clout and extensive global reach of the major labels, Spain's independents scramble to fill niches most of the multinationals are unable or reluctant to cover.

Some of Spain's 200 indie labels have been highly successful, while others are still striving to make ends meet. Mostly based in Madrid and Barcelona, and quite diverse in approach and musical sphere, Spain's indies agree that while the majors have the financial scales tipped in their favour, their very size impedes their ability to react swiftly to changes and trends in the market. "We are faster at making decisions because we don't have to consult New York," states Zafiro marketing director Jesus Pozo.

## Small Is Beautiful

It is widely believed that it is precisely the smallness of the indies that works to their advantage. "Being more agile, there is more room for creativity and less red tape to get entangled in," says Frank Andrada, head of the 11-month-old Dino Music in Barcelona.

Like many indies, Dino relies on a major to absorb a significant bulk of its operations/distribution. "We make use of their infrastructure and their capacity to move massive volumes while keeping our company small and, thus, more nimble," says Andrada.

Seen from this point of view, it seems the independent labels enjoy the best of both worlds. However, a common complaint is that many of the acts they break move on to the majors once they have become successful.

Comments founder and owner of Pasion Records Paco Martin, "The quality products tend to be cornered by the major labels." He laments the fact it has

grown increasingly difficult to discover new local talent. "To date, our company's top priority has been national music, especially flamenco, but the creative crisis in Spain has forced us to resort to our international catalogues for some economic respite. Unfortunately, even out there, few and poor choices exist these days."

Another thorn in the independents' side is the lack of government support. "The (Spanish) Ministry of Culture has always shoved us to one side," declares Martin, adding it is getting tougher to survive without any official backing.



Charlatans

As in all cases, it simply comes down to the survival of the fittest. Some indies pursue similar priorities and objectives while others differ entirely. Top-selling Divusca, for instance, distributes its own catalogue of popular Spanish music and international labels. "It is fundamental to operate your own distribution in order to compete best with the majors," says DG Gabriel Orfila, taking the meaning of the word "independent" to heart. "We get along with the majors precisely because we fill voids they can't or won't fill."

## Distribution

Independent dance label Metropol also follows this policy. Label manager Joan Campa comments, "We consider our own local product distribution and production a top priority." Aside from dance music, the Barcelona-based label specialises in hip-hop and pop music. "Competing with the majors means two things," says Campa. "First, you need the ability to anticipate trends ahead of them and second, you need to be effective."

At DRO/GASA/Twins, which withstood the onslaught of several takeover bids last year, allotting distribution operations to Sony Music was the price the company had to pay in order to remain a 100% Spanish independent. "In truth, there isn't much of difference (between the majors and indies) on a marketing level," says A&R manager Jose Carlos Sanchez. "The main differences lie in the kind of products we publish, in their gradual promotion and the credibility of the people behind them."

Bolstered by a good track record of breaking highly successful Spanish pop and rock artists, the independent  
(continues on page 28)

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Duncan Dhu

is aiming for a 6.5% market share. Some top acts signed to this triumvirate include **Duncan Dhu**, **Danza Invisible**, **Celtas Cortos**, **Hombres G** and **Seguridad Social**.

Barcelona-based **Ginger Music** places its priorities on the distribution of its labels, both local and foreign. Having started in 1984 with a special focus on alternative music under the **Ginger Music** label, it later clinched the exclusive distribution deal for reputable heavy metal label **Music for Nations**, and in 1986, created the dance label **Boy Records**. Comments international affairs manager **German Terol**, "Our record launches are obviously not of the same calibre as that of a major, nor are our ad campaigns as well-funded but, thanks to our sales force, national distribution and promotions network, we've managed to establish a name

for ourselves here and abroad".

**Mario Pacheco**, head of **Nuevos Medios**, believes the key to staying ahead of the majors lies in the quality of the product. "It means going for things new, strong, attractive and different," he says. Pacheco claims that **Nuevos Medios** played an important role in the introduction of nearly all independent British pop in Spain and is the first Spanish company to specialise in modern jazz. Local production is geared towards new flamenco. "Our aim is to

stay small and foster alternative types of music the majors wouldn't touch," he adds.

**Different Genres**

Salsa label **BAT Discos** has focused on another neglected musical genre, Latin American pop. It has had tremendous success with **Carlos Mata**, signed to its **Home Discos** label. The Venezuelan soap opera actor and singer's album **Cautivo** went gold in Spain. "Our main objective is to create a market for Latin American music in general, and to help boost its prestige," says production A&R head **Pedro Herrer**.

Meanwhile, Barcelona-based dance and pop label **Blanco y Negro** opts for alternative distribution as well as artists, making use of specialised record stores and

clubs, as well as major retailers. "This is what helps us stay one step ahead of the majors," says spokesperson **Esther Segura**.

**Horus** label **MD Eugenio Serch** voices a collective view of the independents. He says, "The majors have the money and the power, so we find we need to work harder and make optimum use of our imagination." Also based in Barcelona, **Horus** handles some of the most important Spanish roots music—sevillanas and rumba. It's top international priority act is **Sergio Dalma**, Spain's Eurovision entry last year, whose debut album **Sintiendose La Piel**, has sold 350,000 units to date. **Horus** has the distinction of having poached acts from some majors. **Maria del Monte**, formerly with **BMG**, is another top seller. Her latest album **Al Alba** has sold 200,000 units.

Like **DRO/GASA/TWINS**, **Dino Music** and some other indies, **SANNI Records** finds having a major, in this case, **Sony Music**, handling its national physical distribution, makes it easier to concentrate on marketing, sales and product development. Says **MD Stig von Bahr**, "Our competitive edge over the majors probably



Los Inhumanos

comes from the flexibility and speed with which we choose and develop our products."

In contrast with the other indies' "small-is-beautiful" policy, von Bahr's long-term objective is to further expand his company, already said to be the biggest independent international in Spain.

It was not until this year that **SANNI Records** signed local acts **Los Que Faltaban**, **Marco** and **Mango**. Since its founding in 1984, it has concentrated on international pop/rock with a mass-market appeal and jazz/funk music. It has a good line-up of international artists like **Kylie Minogue**, **Depeche Mode**, **Chris White**, **Pixies** and **Erasure**.

Just like **Dino Music**'s use of TV spots to promote its compilations of the season's top hits, **Victoria Ediciones Musicales** also banks on TV spots to advertise its compilation albums, the most successful being **Campeones**, a collection of themes from a variety of private TV station **Telecinco**'s animation series. The first volume went past double-platinum in sales and the second has sold 100,000 units to date.

According to founder/**MD Gerhard Haltermann**, formerly international manager of **Discos Colombia** (now **BMG**-owned), the company mainly handles artist-by-artist deals and back catalogues, and was the first to release 12" maxi-singles.

Of its national acts, **Victoria** is taking special care of singer **Peret**, who was internationally known 10 years ago for his song **Borriquito**. His latest album, released last July, has gone past gold and is presently being licenced out to European and US record companies.

The 40-year old **Zafiro** is Spain's oldest independent. Specialising in a variety of Spanish music ranging from traditional to urban pop, it is also noted for its roster of successful artists. These include **La Guardia**, whose last two albums posted sales of 500,000 units, and whose latest **Al Otro Lado**, out at the end of September, has already gone past gold; **La Trampa**, whose new album, out early this year, is scraping platinum sales; and **Los Sabanderos**, whose latest release went double platinum.

"Our main objective is to keep breaking new acts," says **Pozo**. He also laments the fact that many artists introduced by indies onto the market eventually fall into the clutches of the majors once they score a few hits. "Its frustrating but its our destiny," he says with resignation.

Anna Marie de la Fuente

**spain live music**

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# 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 Jams - It's Cold Up North  
Minogue/Washington - If You Were

**CAPITAL FM/London**  
Richard Park - Prog Contr  
A List:  
AD Bassheads - Is There Anybody  
Belinda Carlisle - Do You Feel  
Chris Rea - Winter Song  
Don McLean - American Pie  
Extreme - Hole Hearted  
Julian Lennon - Help Yourself  
Love & Money - Winter  
Neil Diamond - If There Were  
Seal - Killer  
Tori Amos - Silent All These

**METRO RADIO GROUP/Newcastle**  
Liz Elliott - Music Organiser  
A List:  
AD Belinda Carlisle - Do You Feel  
Control - Dance With Me  
Neville/Ronstadt - Close Your Eyes  
Paul Varney - So Proud Of You  
Sonia - You To Me  
Tina Turner - Way Of The

**PICCADILLY RADIO/Manchester**  
Keith Pringle - Head Of Music  
A List:  
AD INXS - Shining Star  
Kiri Te Kanawa - World In Union  
Michael Bolton - When A Man  
Paul Young - Don't Dream  
Pet Shop Boys - DJ Culture  
Prince - Diamonds  
Zoe - Lightning

**BRMB FM/Birmingham**  
Robin Valk - Head Of Music  
A List:  
AD Chris Rea - Winter Song  
Primal Harum - The Truth Won't  
Seal - Killer  
Tina Turner - Way Of The  
Wet Wet Wet - Put The Light

**RADIO CLYDE/Glasgow**  
Alex Dickson - Prog Dir  
A List:  
AD R.E.M. - Radio Song  
B List:  
AD B.B. King - Back In L.A.  
Little Feat - Things  
Love & Money - Winter  
Michael Bolton - When A Man  
Rhythm Syndicate - Hey Donna  
Runrig - Flower Of The  
Stevie Nicks - I Can't Wait

**RADIO TRENT/Nottingham**  
Len Groat - Dep Prog Dir  
A List:  
AD Ce Ce Peniston - Finally  
Forget Me Nots - So Good  
Zoe - Lightning  
B List:  
AD Enya - Carribean Blue  
Glass Tiger - My Town  
Hue & Cry - She Makes

Lloyd Cole - Weeping Wine  
Midge Ure - I See Hope  
Minogue/Washington - If You Were  
Roberta Flack - Set The Night

**DOWNTOWN RADIO/Belfast**  
John Rosborough - Prog Dir  
A List:  
AD Belinda Carlisle - Do You Feel  
Chris Rea - Winter Song  
Little Feat - Things  
Love & Money - Winter  
Minogue/Washington - If You Were  
Seal - Killer  
Zoe - Lightning

**CHILTERN NETWORK**  
Dunstable/Northampton/Gloucester  
Clive Dickens - Head Of Music  
A List:  
AD Other Two - Tasty Fish  
R.E.M. - Radio Song  
Roxette - Spending My Time  
B List:  
AD Belinda Carlisle - Do You Feel  
MC Buzz B - Never Change  
Tina Turner - Way Of The

**GWR FM/Bristol/Swindon**  
Andy Westgate - Head Of Music  
A List:  
AD Marc Bolan - Metal Guru  
Michael Bolton - When A Man  
B List:  
AD Chris Rea - Winter Song  
Father Father - Washington Rain  
Jay Henry - If You Love  
Lloyd Cole - Weeping Wine  
Main Thing - My Lover's Keeper  
Midge Ure - I See Hope  
Noiseworks - R.I.P.  
Patti Day - Hot Stuff  
Stevie Nicks - I Can't Wait  
Top - Buzzin'

**RED ROSE RADIO/Preston/Blackpool**  
Dave Sander - Head Of Music  
A List:  
AD Bomb The Bass - The Air That You  
Jellyfish - I Wanna Stay  
M-People - How Can I Love  
Michael Bolton - When A Man  
Minogue/Washington - If You Were  
Seal - Killer  
Simple Minds - Real Life  
Stevie Nicks - I Can't Wait  
Tina Turner - Way Of The  
Zoe - Lightning

**ATLANTIC 252/County Meath**  
Paul Kavanagh - Head Of Music  
A List:  
AD Billy Falcon - Power Windows  
Ce Ce Peniston - Finally  
Deacon Blue - Closing Time  
Genesis - No Son Of Mine  
Paul Young - Don't Dream  
Vic Reeves/Wonder Stuff - Dizzy

**RADIO BROADLAND/Norwich**  
Dave Brown - Head Of Music  
A List:  
AD Tina Turner - Way Of The  
B List:  
AD Crowded House - Fall At Your  
Don McLean - American Pie  
Hue & Cry - She Makes  
Michael Bolton - When A Man  
Minogue/Washington - If You Were  
Primal Harum - The Truth Won't  
Rebel Pebbles - How Do You  
Tafari - You Know How

**FOX FM/Oxford**  
Steve Ellis - Prog Contr  
A List:  
AD 2 Unlimited - Get Ready 4 This  
Belinda Carlisle - Do You Feel  
Crowded House - Fall At Your  
Jellyfish - I Wanna Stay  
Kiri Te Kanawa - World In Union  
Love & Money - Winter  
M-People - How Can I Love  
Main Thing - My Lover's Keeper  
Michael Bolton - When A Man  
Queen - The Show Must Go  
Rhythm Syndicate - Hey Donna  
Scorpions - Wind Of Change  
Slade - Radio Wall  
Wilson Phillips - Daniel

**RADIO LUXEMBOURG/London**  
Jeff Graham - Prog Dir  
Power Play:  
AD Dire Straits - Heavy Fuel  
Ethan Johns - This Is Not  
Sensitize - Maniac  
Stevie Nicks - I Can't Wait  
A List:  
AD Michael Bolton - When A Man  
B List:  
AD Kraftwerk - Radioactivity  
Primal Harum - The Truth Won't

**SWANSEA SOUND/Wales**  
Rob Rendry - Head Of Music  
B List:  
AD Driza-Bone - Catch The Fire  
Glass Tiger - My Town  
Little Feat - Things  
Minogue/Washington - If You Were

**RED DRAGON FM/Cardiff**  
John Dash - Head Of Music  
Power Play:  
Lisa Stansfield - Change  
Pet Shop Boys - DJ Culture  
Queen - The Show Must Go  
AD Vic Reeves/Wonder Stuff - Dizzy  
A List:  
AD A-Ha - Move To Memphis  
Michael Bolton - When A Man  
Minogue/Washington - If You Were  
Rhythm Syndicate - Hey Donna  
Tori Amos - Silent All These

**BEACON RADIO/Wolverhampton**  
Peter Wagstaff - Prog Dir  
A List:  
AD A-Ha - Move To Memphis  
Belinda Carlisle - Do You Feel  
Driza-Bone - Catch The Fire  
Glass Tiger - My Town  
Hue & Cry - She Makes  
James Brown - Get Up  
Michael Bolton - When A Man  
Minogue/Washington - If You Were  
Moby - Go  
Pet Shop Boys - DJ Culture  
Tina Turner - Way Of The

**HORIZON RADIO**  
Milton Keynes/Bristol  
Clive Dickens - Head Of Music  
A List:  
AD Congress - 40 Miles  
Seal - Killer  
B List:  
AD Heavy D & The Boyz - Peaceful  
K-Klass - Rhythm Is A  
System 7 - Habibi

**KISS FM/London**  
Gordon McNamee - Prog Dir  
B List:  
AD Digital Underground - Kiss  
Extortion - How Do You  
Heavy D & The Boyz - Peaceful  
House Crew - Keep The Fire  
K-Klass - Rhythm Is A  
Mica Paris - I Should've Known  
Rozalla - Faith  
S.L. II - DJ's Take Control  
Shades Of Rhythm - Ecstasy

**SUNSET RADIO/Manchester**  
Duncan Smith - Prog Dir  
A List:  
AD Adele - It Should've Been  
Boyz II Men - Motownphilly  
Driza-Bone - Catch The Fire  
Loose Ends - Time Is Ticking  
Mariah Carey - Emotions  
Rodeo Jones - Get Wise  
Shanice Wilson - I Love  
Tafari - You Know How  
Will Downing - Something's

**COOL FM/Belfast**  
John Paul Ballantine - Head Of Music  
A List:  
AD Dire Straits - Heavy Fuel  
Minogue/Washington - If You Were  
Rhythm Syndicate - Hey Donna  
B List:  
AD Baby Animals - Early Warning  
Belinda Carlisle - Do You Feel  
INXS - Shining Star  
Neil Diamond - Hooked On The  
Tina Turner - Way Of The  
U2 - The Fly

## FRANCE

**NRJ NETWORK/Paris**  
Max Guazzini - Dir  
A List:  
AD Francis Cabrel - Petit Marie  
Lisa Stansfield - Change  
Mariah Carey - Emotions  
Roxette - The Big L  
Zucchero - Moma

**SKYROCK NETWORK/Paris**  
Laurent Bouneau - Prog Dir  
Mano Negra - Out Of Time

**RADIO VIBRATION/Centre De La France**  
Jean-Francois Vilette - Music Dir  
A List:  
AD Chris Rea - Looking For The  
Jesus Loves You - Generations

**ISABELLE FM/Tocane Saint Apre**  
Patrick Lapeyronnie - Prog Dir  
B List:  
AD Azikmen - Source Of Goodness  
Crystal Waters - Makin' Happy  
Fly Girls - Yo Crank  
Gianna Nannini - Sorridi  
Jean-Luc Lahaye - Le Debut  
Rozalla - Faith  
Sydney Youngblood - Hooked On  
Vanessa Williams - Running Back  
William Sheller - Un Homme  
Yannick Noah - Don't Stay

**RMC RADIO MONTE CARLO/Monte Carlo**  
Nathalie Andre - Prog Dir  
A List:  
AD Indochine - La Guerre Est Fini  
Jean Ferrat - Dans La Jungle

Patricia Kaas - Une Derniere  
Sara Mandiano - Defense  
AL Bashung  
Garland Jeffries  
Renaud  
Reno Isaac

**RTL/Paris**  
Monique Le Marcis - Head Of Programmes  
A List:  
AD Claude Nougaro - Tendre  
Dick Rivers - Gatsby  
Jean Leloup - 1990  
Julian Lennon - Saltwater  
Julien Clerc - Quitter Entance  
Kaoma - Mama Africa  
Remo Isaac - Doulber Tout  
AL Bashung  
Garland Jeffries  
Jean Ferrat  
Patrick Bruel

**EUROPE 2 NETWORK/Paris**  
Christian Savigny - Prog Dir  
A List:  
AD Bernard Lavilliers - Outremer  
Stephan Eicher - Dejeuner En

**RADIO NANTES/Nantes**  
Philippe Nossent - Prog Dir  
Power Play:  
AD Manu Katché - Change  
A List:  
AD A-Ha - Move To Memphis  
AL Catherine Lara

**RMC COTE D'AZUR/Monte Carlo**  
A List:  
AD R.E.M. - Shiny Happy People  
String - Why Should I Cry  
Tom Petty - Learning To Fly

**RADIO RIVIERA/Monte Carlo**  
David Fortune - Music Dir  
A List:  
AD Del Shannon - Let's Dance  
Kenny Thomas - Best Of You  
Kirsty MacColl - He Never  
Lloyd Cole - She's A Girl  
Martika - Love Thy Will  
Mariah Carey - Emotions  
Paula Abdul - The Promise Of A  
R.E.M. - Shiny Happy People  
Rick Astley - Never Knew Love  
Robbie Robertson - What About  
Tom Petty - Into The Great

**RADIO SERVICE/Marseille**  
Christian Vichi - Prog Dir  
A List:  
AD Eros Ramazzotti - Ancora  
Lisa Stansfield - Change  
Mecano - Naturaleza Muerta  
N.K.O.T.B. - Hangin'  
Rozalla - Everybody's Free

## GERMANY

**SWF 3/Baden Baden**  
Ulrich Frank - DJ  
A List:  
AD BAP - Verdamp Lang Her  
Bryan Adams - Everything I Do  
Genesis - No Son Of Mine  
Guns N' Roses - Don't Cry  
N.K.O.T.B. - Baby  
Scorpions - Send Me An Angel  
Simply Red - Something Got Me  
Ten Sharp - You  
AD Queen - The Show Must Go  
Salt-N-Pepa - Let's Talk About

**WDR1/Cologne**  
Hans-Holger Knocke - Producer  
A List:  
Belinda Carlisle - I Plead  
Black Uhuru - Colorblind  
Die Prinzen - Mein Bester Freund  
Enya - Carribean Blue  
John Mellencamp - Get A Leg Up  
Patti LaBelle - I Hear  
Prince - Willing And Able  
Simply Red - Your Mirror  
Tin Machine - Amlapura

**WDR1/Cologne**  
Wolfgang Roth - Producer  
Power Play:  
Axxis - Little Look Back  
BAP - Verdamp Lang Her  
Bryan Adams - Everything I Do  
Erasure - Love To Hate You  
Genesis - No Son Of Mine  
Julee Cruise - Falling  
Leningrad Cowboys - Those  
Pur - Lena  
Queen - The Show Must Go  
Rausch - Eternity  
Roxette - Fading Like A Flower  
Roxette - The Big L  
Scorpions - Send Me An Angel  
Sniff N' The Tears - Driver's Seat  
A List:  
AD All About Eve - Dreamer  
Belinda Carlisle - Live Your Life  
Brings - Ich Schenk Mir  
Chris Rea - Winter Song  
Element Of Crime - Blaulicht  
Heinrich Beats The Drum They  
Herbert Groenemeyer - Video

**King Of The Hill** - If I Say  
Natural Selection - Do Anything  
Nina Hagen - Blumen Für  
R.E.M. - Radio Song  
Slade - Radio Wall  
Southside Johnny - It's Been A  
Toten Hosen - Carnival In  
White Heart - Desert Rose

**SDR 3/Stuttgart**  
Hans Thomas - Producer  
Power Play:  
AD ABC - Say It  
AL Richard Marx

**Radio 4U/Berlin**  
Bernd Albrecht/Peter Radszuhn -  
Heads Of Music  
A List:  
AD Galliano - Jus' Reach  
Genesis - No Son Of Mine  
Gloria Estefan - Live For Loving  
Joe Cocker - Night Calls  
Paul Young - Don't Dream  
PM Dawn - Paper Doll  
R.E.M. - Radio Song

**B List:**  
AD All About Eve - Dreamer  
Amy Grant - That's What Love  
Brand New Heavies - Never Stop  
Marc Cohn - Ghost Train  
Moodswings - Spiritual  
N.K.O.T.B. - Baby  
Nina Hagen - Blumen Für  
Tone Loc - All Through

**RB 4/Bremen**  
Axel Sommerfeld - Dj/Producer  
A List:  
AD L.A. Style - James Brown Is Dead  
Oceanic - Insanity  
B List:  
AD ABC - Say It  
Extreme - Hole Hearted  
Genesis - No Son Of Mine  
Los Manolos - All My Loving  
Richard Marx - Keep Coming Back

**RIAS 2/Berlin**  
Henry Gross - Head Of Music  
A List:  
AD Beats International - The Sun  
Herbert Groenemeyer - Video  
Queen - The Show Must Go  
Richard Marx - Keep Coming Back

**RSH/Kiel**  
Ralf Bukowski - Head Of Music  
Power Play:  
AD Roxette - Spending My Time

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# STATION REPORTS

**B List:**  
AD Glass Tiger- My Town  
Kick- Sehnsucht

**RADIO GONG/Nuremberg**  
Peter "Marc" Stringl - Head Of Music  
Power Play:  
AD Arthur Baker- Leave The Guns  
Marc Almond- Jacky

**A List:**  
AD Color Me Badd- I Adore  
Dance With A Stranger- Living  
Lisa Stansfield- Change  
Los Manolos- All My Loving  
Mike & The Mechanics- Everybody  
Pe Werner- Kribbeln Im Bauch  
Queen- The Show Must Go  
AL Erasure

**RADIO CHARIVARI/Nuremberg**  
Mathias Hofmann - Music Dir  
Power Play:  
Bob Seger- The Real Love  
Joe Cocker- Night Calls  
Martika- Love Thy Will  
Midge Ure- Cold Cold Heart  
Rod Stewart- Broken Arrow

**A List:**  
AD Roberta Flack- Set The Night  
B List:  
AD River Boys- Flying Horses

**STAR \* SAT RADIO/Gruenwald**  
Jo Lueders - Prog Dir  
B List:

AD Clinton Gregory- Satisfy Me  
Jermaine Jackson- You Said  
Michael Van Dyke- Lonely  
Smokey Robinson- Double Good  
Sonia- Be Young Be Foolish  
Sydney Youngblood- Wherever

**RADIO REGENBOGEN/Mannheim**  
Martin Schwebel - Music Dir  
Power Play:  
A-Ha- Move To Memphis

**A List:**  
AD Achim Reichel- Kuddel Daddel  
Commitments- Try A Little  
D. Twins- Falling  
Johnny Logan- How About

**B List:**  
AD Gladys Knight- Superwoman  
Kim Appleby- If You Cared

**RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
Power Play:

Martika- Love Thy Will  
AD Michael Bolton- Time Love &  
Mike & The Mechanics- Everybody  
OMD- Pandora's Box  
Scorpions- Send Me An Angel

**A List:**  
AD Karyn White- Romantic  
Ten Sharp- You

**RADIO SAUU/Saarbruecken**  
Adam Hahne - Prog Dir  
B List:  
AD Franz Benton- Let's Have A  
Jason Donovan- Happy Together  
AL Simply Red

**RADIO T.O.N./Bad Mergentheim**  
Reinhard Baerenz - Head Of Music  
Power Play:  
AD Chesney Hawkes- Secrets  
A List:  
AD Gypsy Vagabonds- Boxeador  
Los Manolos- All My Loving  
Stefan Waggershausen- Rikki

**RADIO N 1/Nuremberg**  
Cetin Yaman - Prog Dir  
Power Play:  
Construction- Oh Girl  
A List:  
AD Arthur Baker- Leave The Guns  
Driza-Bone- Catch The Fire  
Jamestown- She Got Soul  
Natural Selection- Do Anything

**RADIO XANADU/Munich**  
Benny Schnier - Head Of Music  
A List:  
Bryan Adams- Everything I Do  
Dan Reed Network- Baby Now I  
Dr. Feelgood- My Sugar Turns  
Foreigner- I'll Fight For You  
Law- Come Save Me  
White Lion- You're All I Need  
AD Bad Company- Walk Through Fire  
Crowded House- Fall At Your  
Dire Straits- Calling Elvis  
Julian Lennon- Saltwater

**RADIO GONG 2000/Munich**  
Freyd Kogel - Music Dir  
Power Play:  
Joe Cocker- Night Calls  
Prince- Cream  
AD Arthur Baker- Leave The Guns  
A List:  
AD Lisa Stansfield- Change  
B List:  
AD Gladys Knight- Superwoman  
Hall & Oates- Philadelphia  
Natural Selection- Do Anything

**SCHWARZWALD RADIO/Freiburg**  
Pete Traynor - Head Of Music  
A List:  
AD Enya- Carribean Blue  
Joe Cocker- Night Calls  
Monty Python- Always Look

**RADIO F/Nuremberg**  
Ziggie Hoga - Prog Dir  
A List:  
Bellamy Brothers- Fly Me To  
Juan Luis Guerra- Burbujas De

Kristina Bach- Antonio  
Michy Reincke- Für Immer  
River Boys- Still Loving You  
T. Ark- Carry Me  
Undercover- Sound Of A  
AD Al Bano & Romina Power- Vincerei  
Chyp Notice- I Can't Get  
Los Reyes- Oh Señor

**DT64/Berlin**  
Wolfgang Head of Martin - Head Of Music  
A List:  
AD Julian Lennon- Saltwater  
Karl Keaton- Remember

**RADIO NRW/Oberhausen**  
Jeff van Gelder - Head Of Music  
A List:  
AD Chris Rea- Winter Song  
Cliff Richard- Scarlet  
E.A.V. Jambo  
Enya- Carribean Blue  
John O'Kane- Dance Goes On

## ITALY

**RETE 105 NETWORK/Milan**  
Alex Peroni - Head Of Music  
B List:  
AD A-Ha- Move To Memphis  
Kenny Thomas- Best Of You  
Love Revolution- Give It  
Tina Turner- Simply The Best

**RAI STEREOUNO/Rome**  
Elio Molinari - Prog Dir  
Power Play:  
Jovanotti- Muoviti Muoviti  
Prince- Cream  
U2- The Fly  
AD Stadio- Ho Bisogno Di Voi  
Zucchero- Anytime

**A List:**  
AD Adeva- It Should've Been  
Billy Bragg- You Woke Up  
Ce Ce Peniston- Finally  
Enya- Carribean Blue  
Eric Clapton- Bad Love  
Paul Young- Don't Dream  
Sting- Why Should I Cry  
Swimming The Nile- Carry  
AL Tina Turner

**RADIO DIMENSIONE SUONO/Rome**  
Carlo Mancini - Music Dir  
Power Play:  
PM Dawn- Paper Doll  
Richard Marx- Keep Coming Back  
Simply Red- Something Got Me  
AD Enzo Avitabile- Io Non  
A List:  
AD A-Ha- Move To Memphis

**Driza-Bone- Catch The Fire**  
Genesis- No Son Of Mine

**RADIO BABBOLEO/Genoa**  
Lenny Rattana - Prog Dir  
Power Play:  
AD Genesis- No Son Of Mine  
A List:  
AD Guns N' Roses- Don't Cry  
Paul Young- Don't Dream  
Prince- Cream

**RADIO VENARIA 1/Turin**  
Paolo Head Of Lauri - Head Of Music  
Power Play:  
AD Moodswings- Spiritual  
A List:  
AD Digital Underground- Kiss  
Lisa Stansfield- Change  
Vanessa Williams- Running Back

**B List:**  
AD 1001 People- Aah Aah  
Anitcapella- 2v231  
Now Now Now- Problem  
AL Digital Underground  
Urban Dance Squad

**DEEJAY NETWORK/Milan**  
Dario Uselli - DJ  
Power Play:  
AD INXS- Shining Star  
A List:

AD A-Ha- Move To Memphis  
Congress- 40 Miles  
Genesis- No Son Of Mine  
Jovanotti- One Nation  
MC Hammer- 2 Legit To Quit  
Terry Ronald- What The Child

**RAI STEREO DUE/Rome**  
Maurizio Riganti - Dir  
A List:

Bryan Adams- Everything I Do  
Martika- Love Thy Will  
Mariah Carey- Emotions  
Simply Red- Something Got Me  
Tina Turner- Nutbush City Limits  
AD Aaron Neville- Everybody  
Julian Lennon- Saltwater  
Oleta Adams- Don't Let The Sun  
Toni Childs- I've Got To Go  
AL Dire Straits

**RADIO KISS KISS NETWORK/Naples**  
Gianni Simioli - Prog Dir  
Power Play:  
AD Congress- 40 Miles  
A List:  
AD 2 Unlimited- Get Ready 4 This  
Airhead- Funny How  
Pati LaBelle- Feels Like Another  
PM Dawn- Paper Doll  
Prince- Daddy Pop  
Westbam- I Can't Stop  
AL Commitments  
Robbie Robertson

**ANTENNA DELLO STRETTO/Messina**  
Filippo Pedeli - DJ  
Power Play:  
AD Arnold Jorgvis- I Want 2  
A List:  
AD Anitcapella- 2v231  
Garland Jeffries- Hail Hail  
Pet Shop Boys- DJ Culture

**RADIO STAR/Vicenza**  
Maurizio Maressi - Prog Dir  
Power Play:  
AD Genesis- No Son Of Mine  
AL Belinda Carlisle  
Matt Bianco  
Taja Sevelle

## HOLLAND

**VERONICA/Hilversum**  
Hans van der Veen - Prog Dir  
Power Play:  
Lisa Stansfield- Change  
Robbie Valentine- Over And  
AD Slade- Radio Wall  
A List:  
AD Pater Moeskroen- Roodkapje  
Queen Latifah- Fly Girl  
Shanice Wilson- I Love  
T99- Nocturnes

**NOS/Hilversum**  
Tom Blomberg - Dj/Producer  
A List:  
AD Adamski & Polo- Never  
Alison Moyet- This House  
De Dijk- Vijf Ur  
Rob Zorn- Mazzoel  
Rowen Heze- Bestel Mar  
AL Annie M.G. Schmidt

**AVRO/Hilversum**  
Jan Steeman - Head Of Music  
Power Play:  
AD Gotchal- Da 10 Is  
Marillion- Dry Land

**TROS RADIO 3/Hilversum**  
Ferry Maat - Head Of Music  
Power Play:  
AD Sundance Kid- Girl  
A List:  
AD A-Ha- Move To Memphis  
Boyz II Men- Under Pressure  
Egma- Let The Boss Kick  
Esiter Teule- Incredibly  
Holy Noise/GIP- JB Is Still  
Incognito- Crazy For You  
Jan Rot/Rick De Leeuw- Op Een  
Koos Alberts- Geen Mens Zal  
Normaal- Breng Terug  
Sequential- Cyclades  
Slade- Radio Wall

**KRO/Hilversum**  
Paul Van Der Lugt - Head Of Music  
Power Play:  
Esther Teule- Incredibly  
A List:  
AD Alison Moyet- This House  
Dire Straits- Heavy Fuel  
Gotchal- Da 10 Is  
Roberta Flack- Set The Night

**NCRV/Hilversum**  
Jaap de Groot - Producer  
Power Play:  
AD Scorpions- Tease Me

**HIT RADIO/Bussum**  
Koen Van Tijn - Music Dir  
Power Play:  
Heavy D & The Boyz- Is It  
L.A. Style- James Brown Is Dead  
B List:  
AD Boyz II Men- Under Pressure  
Joe Cocker- Night Calls  
Julee Cruise- Falling  
LaToya Jackson- Sexbox  
Roch Voisine- On The Outside  
Shanice Wilson- I Love

**POWER FM/Amsterdam**  
Peter MD Belt - MD  
Power Play:  
Bryan Adams- Can't Stop  
Extreme- Hole Hearted  
Garland Jeffries- Hail Hail  
Heavy D & The Boyz- Is It  
Lisa Stansfield- Change  
Prince- Cream  
Rozalla- Everybody's Free  
Salt-N-Pepa- Let's Talk About  
U2- The Fly

**AD INXS- Shining Star**  
B List:  
AD A-Ha- Move To Memphis  
Esiter Teule- Incredibly  
Genesis- No Son Of Mine  
Level 42- Overtime  
Queen Latifah- Fly Girl  
Tony Scott- Gimme Some

**VARA/Hilversum**  
Rolf Kroes - Head Of Music  
Power Play:  
AD Billy Falcon- Power Windows  
B List:  
SKY RADIO/Bussum  
Tom Lathouwers - Operations Mgr  
Power Play:  
Bryan Adams- Everything I Do  
Color Me Badd- I Adore  
Roch Voisine- On The Outside  
Simply Red- Something Got Me

**RADIO NOORD-HOLLAND/Haarlem**  
Pieter Buijs - Producer  
A List:  
AD Danny De Munk- Vrienden  
John Mellencamp- Get A Leg Up  
Queen- The Show Must Go  
River City People- Special  
Van Morrison- Why Must I  
Zoe- Sunshine On A Rainy

## BEGIUM

**RADIO CONTACT F/Brussels**  
Jean Lou Bertin - Prog Dir  
B List:  
AD Bryan Adams- Can't Stop  
Charles Aznavour- Napoli  
Claude Barzotti- Mais Quel  
Clouseau- Close Encounters  
Erasure- Love To Hate You  
Eros Ramazzotti- Ancora  
Fiordaliso- I Love You  
Genesis- No Son Of Mine  
L.A. Style- James Brown Is Dead  
Lisa Stansfield- Change  
Marky Mark- Good Vibrations  
Marc Lavoine- Paris  
Nilda Fernandez- Nos Fian Alles  
Prince- Cream  
U2- The Fly

**RADIO CONTACT N/Brussels**  
Danny de Bruin - Prog Dir  
B List:  
AD Dinky Toys- One More Try  
Eg & Alice- Indian  
Pet Shop Boys- DJ Culture

**RADIO EXPRES/Antwerp**  
Marc Dholander - Head Of Music  
B List:  
AD BC/Basic Boom- Your Hair  
Garland Jeffries- Hail Hail  
Joe Cocker- Night Calls  
Robin Nills- Ik Ben Een

**RADIO ROYAAL/Hamont-Achel**  
Tom Holland - Prog Dir  
Power Play:  
AD Genesis- No Son Of Mine  
A List:  
AD Chesney Hawkes- Secrets  
Corry Konings- Hilmmedley  
Danny De Munk- Vrienden  
Esiter Teule- Incredibly  
Lisa Stansfield- Change  
T99- Nocturnes  
Toast- Kijk Daar

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### THIS DAY IN MUSIC for Saturday, September 19, 1992

- Sept. 19, 1988—Erasure's "A Little Respect" is released.
- Sept. 19, 1985—A U.S. Senate committee hears testimony on labeling and rating of rock music, initiated by Parents Music Resource Center.
- Sept. 19, 1983—No. 1 Billboard Pop Hit: "Tell Her About It." Billy Joel. The video features Joel performing the song on "The Ed Sullivan Show."
- Sept. 19, 1981—Simon & Garfunkel reunite for a concert in New York's Central Park.
- Sept. 19, 1973—Gram Parsons is found dead in a hotel room in Joshua Tree, Calif.
- Sept. 19, 1952—Nile Rodgers of Chic is born in New York.
- Sept. 19, 1941—Cass Elliot of the Mamas & the Papas is born in Baltimore.
- Sept. 19, 1931—Brook Benton (Ben Franklin Peay) is born in Camden, S.C.

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# STATION REPORTS

U2: The Fly  
AL Lee Towers

**BRT RADIO 2-EAST FLANDERS/Ghent**  
Rudi Sinia - Producer  
A List:  
AD 2 Unlimited: Get Ready 4 This  
(Dinky Toys - One More Try  
Frank & Niels William: Dat  
Heavy D & The Boyz: Is It  
Holy Noise/GIP: JB Is Still  
Mama' Jasje: Zo Ver Weg  
Salim Seghers: Alles Draait  
U2: The Fly  
AL Paul Young

**RTBF RADIO 2/Hainaut**  
Philippe Jauniaux - Music Dir  
A List:  
AD Francois Feldman: Magic  
Prince: Cream  
AL Jean-Louis Murat

## SPAIN

**RADIO MADRID/Madrid**  
Rafael Revert - Music Mgr  
Power Play:  
AD Alejandro Sanz: Pisando Fuerte  
A List:  
AD A.S.A.P.: I Feel Good!  
E.M.F.: Lies  
Los Rebeldes: Tu Mano  
MC Hammer: 2 Legit To Quit  
Nativos: Ni Yo Sin Ti  
Pop De Black: Sin Dormir  
Seal: Killer  
Seguridad Social: Tenochtitlan

**TOP 97.2/Madrid**  
Raul Marchant - Music Mgr  
A List:  
AD Bee Gees: Medley  
Michael Bolton: When A Man  
Rod Stewart: Your Song

**RADIO 16/Madrid**  
Carlos Honorato - Prog Dir  
Power Play:  
Bryan Adams: Can't Stop  
AD Pet Shop Boys: DJ Culture  
Richard Marx: Keep Coming Back  
A List:  
AD Beverley Craven: Holding On  
Everything But The Girl: Friends  
OMD: Then You Turn Away

## SWEDEN

**SAF RADIO CITY/Stockholm**  
Niklas Ehrling - Head Of Music  
A List:  
AD 3 Pieces Of A Puzzle: Black Man  
Army Of Lovers: Candyman  
Garland Jeffries: Hail Hail  
Gladys: Some Old Songs  
Oceanic: Insanity  
Rebel Pebbles: How Do You  
Robyn Hitchcock: So You Think  
Roxette: The Sweet Hello  
Soul Family Sensation: Perfect  
Southside Johnny: I'm Coming Back

**CITY 103/Gothenburg**  
Lars Bodin - Music Dir  
Power Play:  
AD Ziggy Marley: Good Time  
A List:  
AD A-Ha: Move To Memphis  
Chris Rea: Winter Song  
Gibson Brothers: Let's All Dance  
Irma: Nagonstons  
Mike & The Mechanics: Stop  
Simple Minds: Real Life  
Simon Rowe: Play With Me  
Soul Family Sensation: Perfect  
Spandau Ballet: True  
AL Anders Glenmark

**RADIO P4/Lund**  
Camilla Mellner - Music Dir  
Power Play:  
AD Jesus Jones: Real Real Real  
Natural Selection: Do Anything  
A List:  
AD Dance With A Stranger: Let Go  
Kenny Thomas: Best Of You  
Kid'N'Play: Ain't Gonna  
PM Dawn: Paper Doll  
River City People: Special  
Silje: What Is Bobby  
Taj Mahal: Love Up  
W.E.T.: Under The Blue  
AL Pugh Rogefeldt

**RADIO OREBRO/Orebro**  
Arne Holmberg - Music Dir  
A List:  
AD Anders Glenmark: More More  
Dire Straits: My Porties  
Irma: Nagonstons  
OMD: Then You Turn Away  
Robbie Robertson: What About  
Roxette: The Sweet Hello  
Sydney Youngblood: Wherever  
Towe Jaarnæk: Candles In The

**RADIO STOCKHOLM/Stockholm**  
Ulo Maasing - Dj/Producer  
A List:  
AD 3 Pieces Of A Puzzle: Black Man  
Army Of Lovers: Candyman  
Bikinis: Baby Boy  
Congress: 40 Miles  
DaYeene: Alright  
Enya: How Long Can I  
Frankie Knuckles: It's Hard  
Jams: It's Cold Up North  
Kraftwerk: Radioactivity  
Marky Mark: Wildside  
Roxette: Spending My Time  
Simone: My Family Depends  
St. Etienne: Girl  
Zodiac Youth: Fast Forward

**HIT FM/Stockholm**  
Johan B. Bring - Prog Dir  
A List:  
AD Anglarna: Ögon  
A-Ha: Move To Memphis  
Adeva: It Should've Been  
Army Of Lovers: Candyman  
Gibson Brothers: Let's All Dance  
Human Resource: Dominator  
Kenny Thomas: Best Of You  
Milla: Angel  
Moby: Go  
Simple Minds: Real Life  
Ten Sharp: You  
Ziggy Marley: Good Time

**RADIO VSD/Gothenburg**  
Bosse Hansson - Prog Dir  
A List:  
AD Adeva: It Should've Been  
Citysound: Time Is Right  
Tina: You've Got The

**RIKSRADIO P3/KLANG & CO./Stockholm**  
L.G. Nilsson - Producer  
A List:  
AD Bruce Cockburn: A Dream Like  
Dance With A Stranger: Let Go  
AL Anders Glenmark  
Arthur Baker  
Garland Jeffries

**RADIO MALMÖHUS/Malmö**  
Olle Nilsson - Head Of Music  
Power Play:  
Marc Collie: Born & Raised  
A List:  
AD Fish: Internal Exile  
Julian Lennon: Saltwater  
Rebel Pebbles: How Do You  
Triplets: Spanish Surrender

**RADIO RYD/Linköping**  
Peter Barkland - Head Of Music  
Power Play:  
AD Dance With A Stranger: Let Go  
A List:  
AD Natural Selection: Do Anything  
PM Dawn: Paper Doll  
Richard Marx: Keep Coming Back  
Roxette: Spending My Time  
AL Pontus & Amerik  
Southern Sons

**RADIO HUDDINGE/Stockholm**  
Robert Sehlberg - Prog Dir  
Power Play:  
AD Roxette: Spending My Time  
Tom Petty: Into The Great  
A List:  
AD Irma: Nagonstons  
Mauro Scocco: Till Dom  
U2: The Fly  
AL Anders Glenmark

## NORWAY

**RADIO 1/Oslo**  
Bjorn Faarlund - Dj/Producer  
A List:  
AD Army Of Lovers: Crucified  
Extreme: Hole Hearted  
Harry Connick: We Are In Love  
Lisa Stansfield: Change  
Silje: Where You Are  
B List:  
AD Bonnie Tyler: Bitter Blue  
DJ Jazzy Jeff: Ring My Bell  
Edin-Adah: Jog Lever  
Incognito: Crazy For You  
Kiri Te Kanawa: Heart To Heart  
Maxi Priest: Just A Little  
MC Skat Kat: Skat Strut  
Michael Bolton: When A Man  
Mike & The Mechanics: Stop  
Richard Marx: Keep Coming Back  
Sabrina Johnston: Peace  
Salt-N-Pepa: Let's Talk About  
Simple Minds: Real Life  
Stage Dolls: Sorry  
Ten Sharp: You  
Texas: In My Heart

**RADIO VEST/Stavanger**  
Bjarte P Tjosheim - Head Of Music  
Power Play:  
AD Ten Sharp: You  
A List:  
AD Dire Straits: Heavy Fuel  
Genesis: No Son Of Mine  
INXS: Shining Star

**Katrina And The Waves: Tears Of**  
MC Skat Kat: Skat Strut  
Screaming Jets: Better  
AL Bruce Cockburn

**RADIO OSLO/Oslo**  
S.E. Sutterud - Prog Dir  
A List:  
AD C&C Music Factory: Bong  
Extreme: Hole Hearted  
B List:  
AD Driza-Bone: Catch The Fire  
Gladys Knight: Superwoman  
MC Skat Kat: Skat Strut  
Robbers In Rhythm: Such A  
S.O.S. Band: Sometimes I Wonder  
Ten Sharp: You

**RADIO 102/Haugesund**  
Egil Houeland - Head Of Music  
A List:  
AD Dire Straits: Heavy Fuel  
Genesis: No Son Of Mine  
Marky Mark: Good Vibrations  
Vestlandsanden: Livet Har  
De Lillos

**RADIO NORD/Harstad**  
Knut Forsaa - Head Of Music  
A List:  
AD Key: Have They Seen  
Petter Wavold: Gammel Kjørtighet

**RAINBOW RADIO/Oslo**  
Minister Tommy Tee - Prog Dir  
A List:  
AD D-Nice: 25 To Life  
Digital Underground: Kiss  
Digital Excitation: Mikki House  
Ice-T: Recouche  
Lisa Stansfield: Change  
Love Revolution: Give It  
Program 2: Omen

**NRK-REPORT 1/Oslo**  
Vidar Lann-Arnesen - Producer  
A List:  
AD Danger Danger: I Still  
Paul Young: Everything You  
Salt-N-Pepa: Let's Talk About  
Stage Dolls: Sorry  
B List:  
AD Katrina And The Waves: Tears Of

**STUDENTRADIOEN/Tromsø**  
Rune Hagen - Head Of Music  
A List:  
AD Bjelleklang: Vi Gjör'n  
Cud: Oh No Won't Do  
Joe Cocker: Night Calls  
Marc Almond: Jacky

**RADIO GRENLAND/Skien**  
Anders Tvegaard - Music Dir  
A List:  
AD Dire Straits: Heavy Fuel  
Dream Police: It's Only Love  
Maxi Priest: Just A Little  
MC Skat Kat: Skat Strut  
Ten Sharp: You  
Texas: Why Believe In You

## DENMARK

**THE VOICE/Copenhagen**  
Lars Kjaer - Prog Dir  
A List:  
AD Dr. Baker: Turn Up The Music  
Silje: What Is Bobby  
U2: The Fly

**RADIO VIBORG/Viborg**  
Poul Foged - Head Of Music  
A List:  
AD Al Bano & Romina Power: Vince-roi

**Amy Grant: That's What Love**  
Army Of Lovers: Obsession  
Enya: Caribbean Blue  
Lars Muhl: How Many Teardrops  
Marc Cohn: Ghost Train  
Off Time: Udenfor Nummer  
Southside Johnny: It's Been A  
Thomas Kjellerup: Ved Siden  
Ulla Bjerre: Det' Bare Altid  
B List:  
AD Adeva: It Should've Been  
Incognito: Crazy For You  
Marky Mark: Good Vibrations  
Moodswings: State Of  
Rhythm Syndicate: Hey Donna  
Slade: Radio Wall

**ARHUS NAERRADIO/Århus**  
Jesper Schousen - Head Of Music  
A List:  
AD Amy Grant: That's What Love  
Banderas: May This Be  
Kenny Thomas: Best Of You  
Richard Marx: Keep Coming Back  
Roberta Flack: Set The Night  
See Bee/D' Generation: Finos

**UPTOWN FM/Copenhagen**  
Niels Pedersen - Head Of Music  
B List:  
AD Glass Tiger: My Town  
Nikolaj & Piloterne: Kommer

**RADIO HORSENS/Horsens**  
Jan Boogaloo - Head Of Music  
Power Play:  
AD Army Of Lovers: Crucified  
Gnags: Blåbærbob  
PS 12: Tog Kæresten  
Silje: Where You Are  
U2: The Fly  
A List:  
AD Alice Cooper: Love's A Loaded  
Enya: Caribbean Blue  
Malcom McLaren: Something's Jumpin'  
TV 2: Sex Kan Også

**RADIO HOLBAECK/Holbaeck**  
Stig Nielsen - Prog Dir  
A List:  
AD Beats International: The Sun  
Incognito: Crazy For You  
John Lee Hooker: Mr. Lucky  
Laus Højbye: Krumme's Sang

## FINLAND

**RADIO 1/91.1 FM/Helsinki**  
Jake Linnamaa - Prog Dir  
A List:  
AD Bad English: Time Stood Still  
Bonnie Raitt: Slow Ride  
Dire Straits: Heavy Fuel  
Erasure: Love To Hate You  
John Lee Hooker: Mr. Lucky  
Julian Lennon: Saltwater  
Marc Almond: Jacky  
Michael Bolton: When A Man  
Smithereens: Top Of The Pops

**DISCOPRESS/Tampere**  
Tuija Lindell - Co-Ord  
A List:  
AD Army Of Lovers: Crucified  
Right Said Fred: I'm Too Sexy

**RADIO 100+/Tampere**  
Pentti Teravainen - Music Dir  
A List:  
AD Color Me Badd: All 4 Love  
Harpo: Down At The Club  
Juhamatti: Vain Hän  
Prince: Cream  
Simply Red: Stars

## AUSTRIA

**ANTENNE AUSTRIA/Vienna**  
Mario Weitzl - Head Of Music  
A List:  
AD Blue System: Deja Vu  
Simply Red: Something Got Me  
B List:  
AD Belinda Carlisle: Live Your Life  
Bob Seger: The Real Love  
Mariah Carey: Emotions  
Mike & The Mechanics: Everybody  
Paul Young: Don't Dream  
Ten Sharp: You

**CD INTERNATIONAL/Vienna**  
Peter Lossack - Head Of Music  
Power Play:  
Midge Ure: Cold Cold Heart  
A List:  
AD Mariah Carey: Emotions  
B List:  
AD Aaron Neville: Everybody  
Belinda Carlisle: Live Your Life  
Boris Bukowski: Ich Bin  
Danube Dance: Unique  
LaTour: People Are Still  
Monty Python: Always Look  
Sheena Easton: Manic Panic

**OE 3/Vienna**  
Gunter Lesjak - Head Of Music  
A List:  
AD Julian Lennon: Saltwater  
B List:  
AD Bilgeri: Keep Your Love  
Kate Yanai: Bacardi Feeling

## SWITZERLAND

**RADIO BASILISK/Basel**  
Nick Schulz - Co-Ord  
A List:  
AD Erasure: Love To Hate You

**RADIO FOERDERBAND/Bern**  
Res Hassenstein - Dj/Producer  
Power Play:  
AD Zucchero: Wonderful World  
A List:  
AD Bonnie Tyler: Bitter Blue  
Cliff Richard: Scarlet  
Garland Jeffries: Color  
Genesis: No Son Of Mine  
Oleta Adams: Don't Let The Sun  
Pogues: Rainy Night

**DRS 3/Basel**  
Christoph Alispach - Music Co-Ord  
A List:  
AD Garth Brooks: Shameless  
Kent: Au Revoir Adieu  
L.L. Cool J: Who's Afraid  
Soul II Soul: Kiss The Girl

**Toad The Wet Sprocket: Walk**  
**COULEUR 3/Lausanne**  
Thierry Catherine - Head Of Music  
Power Play:  
AD MC Solaar: Caroline  
A List:  
AD Bashung: Osez  
Beatmasters: Boulevard  
Carter USM: After The  
Kent: Tous Les Momes  
MC 900 Ft. Jesus: The City  
Monochrome Set: Jack  
Senseless Things: Different  
Thousand Yard Stare: No

**RETE 3/Lugano**  
Giorgio Passera - Head Of Music  
Power Play:  
Billy Bragg: Cindy Of A  
Georgie Fame: Moondance  
A List:  
AD Antonello Venditti: Noi  
Enya: Caribbean Blue  
James Taylor: Stop  
Nirvana: Lithium  
Teresa De Sio: Song'E  
B List:  
AD Eric Clapton: Border Song  
Halsapple/Stamey: Angels  
Levelers: One Way  
Nomadi: Gli Aironi Neri  
Table: It's Alright

**RSR LA PREMIERE/Geneva**  
Catherine Colombora - Producer  
AL Jean-Pierre Huser  
Prince  
Simply Red  
Texas

## PORTUGAL

**RFM/Lisbon**  
Pedro Tajar - Head Of Music  
A List:  
AD Bob Seger: The Real Love  
Dire Straits: Heavy Fuel  
Roberta Flack: Set The Night  
U2: The Fly

## YUGOSLAVIA

**STUDIO D/Novo Mesto**  
Rasto Bozic - Dj/Producer  
A List:  
Chris Isaak: Blue Spanish  
Dire Straits: Colling Elvis  
Extreme: Hole Hearted  
Gloria Estefan: Live For Loving  
Huey Lewis: It Hit Me  
Marc Nelson: I Want You  
Mylene Farmer: Je T'Aime  
Paula Abdul: The Promise Of A  
Stevie Wonder: Fun Day  
Zucchero: Wonderful World

## GREECE

**POP 92.4 FM/Athens**  
Isaac "Easy" Cautiyel - Prog Dir  
A List:  
AD A-Ha: Move To Memphis  
Johnny Winter: Life Is  
Marky Mark: Good Vibrations  
Marky Mark: Wildside  
Paula Abdul: Blowing In The  
Pet Shop Boys: DJ Culture  
U2: The Fly  
B List:  
AD Crash Test Dummies: Superman's  
Gloria Estefan: Live For Loving  
Kate Bush: Rocket Man  
Wilson Phillips: Daniel

**JERONIMO GROOVY/Athens**  
Takis Fotiou - Dj/Producer  
A List:  
AD Bonnie Tyler: Bitter Blue  
Lisa Stansfield: Change  
MC Hammer: 2 Legit To Quit  
Pet Shop Boys: DJ Culture  
U2: The Fly  
Whitney Houston: I Belong To You

**STAR FM STEREO/Thessaloniki**  
Vassilis Turonis - Prog Dir  
A List:  
AD Blessing: Highway 5  
Brand New Heavies: Never Stop  
B List:  
AD Dannii Minogue: Bobby Love  
Paul Young: Don't Dream  
Robbie Nevil: For Your

## POLAND

**POLSKIE RADIO 3/Warsaw**  
Marek Niedzwiecki - Producer  
Power Play:  
AD Genesis: No Son Of Mine  
A List:  
AD Belinda Carlisle: Live Your Life  
Elvis Costello: So Like Candy  
Enya: Caribbean Blue

Kate Bush: Rocket Man  
Lisa Stansfield: Change  
Rod Stewart: Your Song  
U2: The Fly

**RADIO RMF/Krakow**  
Piotr Metz - Head Of Music  
Power Play:  
AD Simply Red: Stars  
A List:  
AD Bonnie Raitt: Slow Ride  
Genesis: No Son Of Mine  
Guns N' Roses: Live And  
Roxette: Spending My Time  
B List:  
AD Lisa Stansfield: Change  
Lita Ford: One Shot

**RADIO ZET/Warsaw**  
Darek Andrzejewski - Head Of Music  
Power Play:  
Marc Almond: Jacky  
A List:  
AD Dire Straits: Heavy Fuel  
B List:  
AD Genesis: No Son Of Mine  
Julian Lennon: Saltwater  
Lisa Stansfield: Change  
MC Hammer: 2 Legit To Quit  
Omar: There's Nothing Like  
Roxette: Spending My Time

## EUROPE

**VOICE OF AMERICA/Europe**  
June Brown - Dir  
B List:  
AD Richard Marx: Keep Coming Back



**MTV EUROPE/London**  
Brian Diamond - Prog Dir  
Heavy Rotation  
Bryan Adams: Can't Stop  
Dire Straits: Heavy Fuel  
PM Dawn: Set Adrift  
Prince: Cream  
Salt-N-Pepa: Let's Talk About  
Simply Red: Something Got Me  
U2: The Fly  
Active Rotation

Army Of Lovers: Crucified  
Cher: Save Up All Your  
Genesis: No Son Of Mine  
Guns N' Roses: Don't Cry  
Joe Cocker: Night Calls  
John Lee Hooker: Mr. Lucky  
Lisa Stansfield: Change  
Marky Mark: Good Vibrations  
Mariah Carey: Emotions  
Scorpions: Send Me An Angel  
Tina Turner: Nutbush City Limits

**Buzz Bin**  
Fishbone: Everyday Sunshine  
Nirvana: Smells Like  
R.E.M.: Radio Song  
Sounds Of Blackness: Pressure  
Ziggy Marley: Good Time  
**Medium Rotation**  
Bryan Adams: Everything I Do  
Dire Straits: Colling Elvis  
Guns N' Roses: You Could Be  
Heavy D & The Boyz: Now That  
Metallica: Enter Sandman  
Prince: Gett Off  
Roxette: The Big L

**Break Out**  
Cult: Wild Hearted Son  
A-Ha: Move To Memphis  
Alice Cooper: Love's A Loaded  
Claudeau: Close Encounters  
Crowded House: Fall At Your  
Erasure: Love To Hate You  
Extreme: Hole Hearted  
Glass Tiger: My Town  
Kate Yanai: Bacardi Feeling  
Lenny Kravitz: Stand By My  
Ozzy Osbourne: No More Tears  
Pet Shop Boys: DJ Culture  
Ten Sharp: You  
Tom Petty: Into The Great

**Prime Break Out**  
Belinda Carlisle: Live Your Life  
Commitments: Try A Little  
Julian Lennon: Saltwater  
MC Skat Kat: Skat Strut  
Public Enemy: Can't Truss It  
Right Said Fred: I'm Too Sexy  
Rozalla: Everybody's Free

# RICHARD MARX

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KEEP COMING BACK  
OUT NOW





# EUROPEAN TOP 100 ALBUMS

Buma stemra

| THIS WEEK     |  |   | THIS WEEK     |   |                     | THIS WEEK   |  |                   |
|---------------|--|---|---------------|---|---------------------|---|--|-------------------|
| LAST WEEK     | ARTIST   | COUNTRIES CHARTED                       | LAST WEEK     | ARTIST  | COUNTRIES CHARTED   | LAST WEEK   | ARTIST   | COUNTRIES CHARTED |
| WKS ON CHARTS | TITLE - ORIGINAL LABEL   |   | WKS ON CHARTS | TITLE - ORIGINAL LABEL  |                     | WKS ON CHARTS   | TITLE - ORIGINAL LABEL   |                   |
| 1             | Bryan Adams<br>Waking Up The Neighbours - A&M ▲  | UK.F.D.B.N.L.E.A.CH.S.P.DK.I.N.SF.GR.IR | 35            | Peter Maffay<br>38317 - Teldec  | D                   | 69  | Ligabue<br>Lambusco, Coltelli, Rose & Pop Corn - WEA             | I                 |
| 2             | Dire Straits<br>On Every Street - Vertigo ▲2   | UK.F.D.B.N.L.E.A.CH.S.P.DK.I.N.SF.GR    | 36            | Jean Michel Jarre<br>Images - The Best Of Jean Michel Jarre - Dreyfus                 | UK.B.DK.IR          | 70  | Eros Ramazzotti<br>Eros In Concert - DDD                         | I                 |
| 3             | Simply Red<br>Stars - East West  | UK.F.D.B.N.L.E.A.CH.S.P.DK.I.SF.GR.IR   | 37            | Francis Cabrel<br>D'Un Ombre A L'Autre - Columbia                                     | F.B                 | 71  | Extreme<br>Extreme II Pornograffiti - A&M                        | UK.D.A.CH.SF      |
| 4             | Guns N' Roses<br>Use Your Illusion II - Geffen ▲   | UK.F.D.B.N.L.E.A.CH.S.P.DK.I.N.SF.GR.IR | 38            | Mylene Farmer<br>L'Autre - Barclay ●  | F.B                 | 72  | Marc Bolan & T. Rex<br>The Ultimate Collection - Telstar         | UK                |
| 5             | Tina Turner<br>Simply The Best - Capitol   | UK.D.B.N.L.E.A.CH.S.P.DK.I.N.SF.GR.IR   | 39            | Daryl Hall & John Oates<br>Looking Back - The Best Of... - RCA                        | UK.NL               | 73  | Color Me Badd<br>C.M.B. - Giant                                  | UK.D.NL.DK        |
| 6             | Prince & The New Power Generation<br>Diamonds And Pearls - Paisley Park                    | UK.F.D.B.N.L.E.A.CH.S.P.DK.I.N.SF.GR.IR | 40            | O.M.D.<br>Sugar Tax - Virgin  | UK.D.CH.S.DK.GR     | 74  | Hammer<br>Too Legit To Quit - Capitol                            | UK.IR             |
| 7             | Guns N' Roses<br>Use Your Illusion I - Geffen ▲  | UK.F.D.B.N.L.E.A.CH.S.P.DK.I.N.SF.GR.IR | 41            | Van Morrison<br>Hymns To The Silence - Polydor  | D.B.NL.CH.S.P.DK.IR | 75  | Rod Stewart<br>Vagabond Heart - Warner Brothers ▲                | D.CH.S            |
| 8             | R.E.M.<br>Out Of Time - Warner Brothers ▲3   | UK.F.D.B.E.A.CH.P.DK.I.SF.GR.IR         | 42            | Neil Young & Crazy Horse<br>Weld - Reprise  | UK.NL.DK            | 76  | David Essex<br>His Greatest Hits - Mercury                       | UK.IR             |
| 9             | Erasure<br>Chorus - Mute   | UK.D.A.S.DK.IR                          | 43            | Soundtrack - Twin Peaks/Angelo Badalamenti<br>Music From Twin Peaks - Warner Brothers | D.NL                | 77  | Jose Luis Perales<br>America - CBS                               | E                 |
| 10            | Joe Cocker<br>Night Calls - Capitol  | D.B.NL.A.CH.S.P.DK.I.N.SF.GR            | 44            | Harry Connick Jr.<br>Blue Light, Red Light - Columbia                                 | UK.IR               | 78  | Gianni Morandi<br>Questa E' La Storia - Ariola                   | I                 |
| 11            | Paul Young<br>From Time To Time - The Singles Collection - Columbia ●                      | UK.D.B.NL.S.DK.N.SF.IR                  | 45            | Pixies<br>Trompe Le Monde - 4AD   | UK.D.B.NL.GR        | 79  | Soundtrack - Atlantis<br>Atlantis - Virgin                       | F.B               |
| 12            | Mariah Carey<br>Emotions - Columbia  | UK.B.NL.CH.S.P.DK.N.SF.GR.IR            | 46            | Juan Luis Guerra & 4.40<br>Bachata Rosa - Karen                                       | B.NL.E.P            | 80  | Barricada<br>Por Instinto - PolyGram                             | E                 |
| 13            | Scorpions<br>Crazy World - Mercury ▲   | UK.F.D.NL.A.CH.P.DK.I.GR                | 47            | The Pogues<br>The Best Of The Pogues - Pogue Mahone                                   | UK.S.P.IR           | 81  | Lagaf'<br>La Zoubida - Florenasch                                | F                 |
| 14            | John Lee Hooker<br>Mr. Lucky - Silvertone  | UK.D.B.NL.A.CH.S.DK.SF.GR               | 48            | Public Enemy<br>Apocalypse 91...The Enemy Strikes Black - Def Jam                     | UK.D.NL.S.DK.SF.GR  | 82  | Red Hot Chili Peppers<br>Blood Sugar Sex Magik - Warner Brothers | D.B.NL.DK.N.SF    |
| 15            | Metallica<br>Metallica - Vertigo   | F.D.B.NL.E.A.CH.S.DK.SF.GR              | 49            | Fredericks, Goldman & Jones<br>Fredericks, Goldman & Jones - Columbia ▲               | F.B                 | 83  | D.A.D.<br>Riskin' It All - Medley                                | S.DK.N            |
| 16            | Gipsy Kings<br>Este Mundo - Columbia ●   | F.D.B.NL.E.A.CH.P.GR                    | 50            | Europe<br>Prisoners In Paradise - Epic  | D.NL.CH.S.DK.SF     | 84  | Simple Minds<br>Real Life - Virgin                               | D.E.CH            |
| 17            | Cher<br>Love Hurts - Geffen ▲  | UK.D.A.CH.S.DK.GR                       | 51            | Pe Werner<br>Kribbeln Im Bauch - Intercord  | D                   | 85  | Dance With A Stranger<br>Atmosphere - Norsk                      | N                 |
| 18            | Kenny Thomas<br>Voices - Cooltempo   | UK                                      | 52            | Eva Dahlgren<br>En Blekt Blondins Hjarta - Record Station                             | S.SF                | 86  | Jethro Tull<br>Caffish Rising - Chrysalis                        | D.A.CH            |
| 19            | R.E.M.<br>The Best Of R.E.M. - I.R.S.  | UK.D.B.NL.S.DK.GR.IR                    | 53            | Seal<br>Seal - ZTT/WEA ▲  | UK.F.D.NL.E         | 87  | Mötley Crüe<br>Decade Of Decadence '81 - '91 - Elektra           | UK.CH.S.DK.SF     |
| 20            | Roxette<br>Joyride - EMI ▲   | UK.D.B.NL.E.CH.S.DK.SF.GR               | 54            | Patrick Bruel<br>Alors Regarde - RCA ▲  | F.B                 | 88  | Zucchero Fornaciari<br>Zucchero - London                         | F.D.CH            |
| 21            | Soundtrack - The Commitments<br>The Commitments - MCA                                      | UK.N.IR                                 | 55            | Tom Petty & The Heartbreakers<br>Into The Great Wide Open - MCA ●                     | D.CH.S.DK.SF        | 89  | Marc Cohn<br>Marc Cohn - Atlantic                                | UK.D              |
| 22            | Stephan Eicher<br>Engelberg - Barclay  | F.B.CH                                  | 56            | Michael Bolton<br>Time, Love & Tenderness - Columbia                                  | UK.E.DK.IR          | 90  | Pur<br>Nichts Ohne Grund - Intercord                             | D                 |
| 23            | Belinda Carlisle<br>Live Your Life Be Free - Offside                                       | UK.S.DK.IR                              | 57            | Lenny Kravitz<br>Mama Said - Virgin America   | F.D.NL.E.A.GR       | 91  | Lis Sørensen<br>Vis Dit Ansicht - Ariola                         | DK                |
| 24            | Matthias Reim<br>Reim 2 - Polydor  | D.A.CH                                  | 58            | Lloyd Cole<br>Don't Get Weird On Me Babe - Polydor                                    | F.S.P               | 92  | Mecano<br>Descanso Dominical - Ariola                            | F                 |
| 25            | Texas<br>Mothers Heaven - Mercury  | F.D.B.NL.E.CH.S                         | 59            | Kylie Minogue<br>Let's Get To It - PWL  | UK.IR               | 93  | Alice Cooper<br>Hey Stoopid - Epic                               | D.CH.SF.GR        |
| 26            | Mecano<br>Aidalai - Ariola   | F.B.E                                   | 60            | Blue System<br>Déjà Vu - Hansa/Ariola   | D                   | 94  | BAP<br>Affrocke - Electrolo                                      | D.CH              |
| 27            | Antonello Venditti<br>Benvenuti In Paradiso - Ricordi                                      | I                                       | 61            | Salt-N-Pepa<br>The Greatest Hits - Next Plateau                                       | UK                  | 95  | Natalie Cole<br>Unforgettable - With Love - Elektra              | D.E.P.DK.SF       |
| 28            | The Cult<br>Ceremony - Virgin  | D.NL.E.CH.S.P.DK.SF.GR                  | 62            | Francois Feldman<br>Magic' Boul'vard - Philips  | F                   | 96  | Roy Black<br>Rosenzeit - WEA                                     | D                 |
| 29            | Soundtrack - Robin Hood: Prince Of Thieves<br>Robin Hood: Prince Of Thieves - Morgan Creek | F.D.B.E.A.P                             | 63            | John Mellencamp<br>Whenever We Wanted - Mercury                                       | UK.D.NL.CH.S.DK     | 97  | Tony Christie<br>Welcome To My Music - White/Ariola              | D.NL.A            |
| 30            | Les Inconnus<br>Boulevardier - Lederman  | F.B                                     | 64            | Status Quo<br>Rock 'Til You Drop - Vertigo  | UK.CH.S.DK          | 98  | Jason Donovan<br>The Greatest Hits - PWL                         | UK.B.IR           |
| 31            | Eric Clapton<br>24 Nights - Reprise  | UK.B.NL.P.DK.IR                         | 65            | Gianna Nannini<br>Giannissima - Metronome/Ricordi                                     | D.CH.I              | 99  | Chris Rea<br>Auberge - East West ▲                               | F.D               |
| 32            | Eurythmics<br>Greatest Hits - RCA ▲2   | UK.D.B.NL.IR                            | 66            | William Sheller<br>En Solitaire - Philips   | F                   | 100   | Cathy Dennis<br>Move To This - Polydor                           | UK                |
| 33            | David Hasselhoff<br>David - White Records/Ariola   | D.A.CH                                  | 67            | Mina<br>Caterpillar - PDU   | I                   | UK = United Kingdom, D = Germany, F = France, CH = Switzerland, A = Austria, I = Italy, E = Spain, NL = Holland,<br>B = Belgium, IR = Ireland, S = Sweden, DK = Denmark, N = Norway, SF = Finland, P = Portugal, GR = Greece. |  |                   |
| 34            | Ozzy Osbourne<br>No More Tears - Epic  | UK.D.CH.S.DK.SF.GR                      | 68            | Christian Morin<br>Aquarella - DEE  | F                   | ○ = FAST MOVERS      NE = NEW ENTRY<br>RE = RE-ENTRY  |  |                   |

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# EUROCHART HOT 100 SINGLES



| THIS WEEK<br>LAST WEEK<br>WKS ON CHARTS | TITLE<br>ARTIST - ORIGINAL LABEL (PUBLISHER)   | COUNTRIES CHARTED                                     | THIS WEEK<br>LAST WEEK<br>WKS ON CHARTS | TITLE<br>ARTIST - ORIGINAL LABEL (PUBLISHER)   | COUNTRIES CHARTED    | THIS WEEK<br>LAST WEEK<br>WKS ON CHARTS | TITLE<br>ARTIST - ORIGINAL LABEL (PUBLISHERS)  | COUNTRIES CHARTED |
|---|--|---|---|--|----------------------|---|--|-------------------|
| 1                                       | 18 <b>(Everything I Do) I Do It For You</b><br>Bryan Adams - A&M (MCA/Rondor/Zomba)                | UK, F, D, B, N, L, E, A, CH, S, PDK, IR, N, SF, GR, I | 35                                      | 34 6 <b>Ich Hab' Mich So Auf Dich Gefreut</b><br>Matthias Reim - Polydor (Not Listed)                                      | D, A                 | 69                                      | 55 8 <b>Dominator</b><br>Human Resource - R&S/IMC (MCA)                                    | UK, B, NL         |
| 2                                       | <b>The Fly</b><br>U2 - Island (Blue Mountain)  | UK, D, B, N, L, DK, IR, N, I                          | 36                                      | 33 34 <b>Losing My Religion</b><br>R.E.M. - Warner Brothers (Warner Chappell)  | F, A, CH             | 70                                      | 61 13 <b>Enter Sandman</b><br>Metallica - Vertigo (Creeping Death/PolyGram)                | D, CH, S, SF      |
| 3                                       | 3 9 <b>Let's Talk About Sex</b><br>Salt-N-Pepa - fr (Next Plateau/All Boys)                        | UK, D, B, N, L, CH, IR, N                             | 37                                      | <b>Raptout (Vampire)</b><br>Les Inconnus - Lederman (Lederman)   | F                    | 71                                      | 69 11 <b>Aloha Heja He</b><br>Achim Reichel - WEA (Gorilla Musik)                          | D                 |
| 4                                       | 14 4 <b>Get Ready For This</b><br>2 Unlimited - PWL (MCA)  | UK, B, IR   | 38                                      | 41 6 <b>Nutbush City Limits</b><br>Tina Turner - Capitol (EMI)   | D, B, N, L, DK, I    | 72                                      | 59 5 <b>Déjà Vu</b><br>Blue System - Hansa (Warner Chappell)                               | D, A              |
| 5                                       | 12 9 <b>Good Vibrations</b><br>Marky Mark & The Funky Bunch feat. L.Holloway - Interscope (WC/EMI) | D, B, N, L, CH, S, DK, N                              | 39                                      | 40 8 <b>The Big L</b><br>Roxette - EMI (EMI/Jimmy Fun)   | D, B, A, CH, S       | 73                                      | 35 3 <b>Walking In Memphis</b><br>Marc Cohn - Atlantic (Museum Steps)                      | UK, D             |
| 6                                       | 2 41 <b>Wind Of Change</b><br>Scorpions - Mercury (PolyGram Music/Copyright Control)               | UK, D, A, CH, DK, IR                                  | 40                                      | 38 15 <b>Do The Limbo Dance</b><br>David Hasselhoff - White Records/Ariola ("Young" Musikverlag)                           | D, A, CH             | 74                                      | 81 2 <b>Finally</b><br>Ce Ce Peniston - A&M (PolyGram)                                     | UK                |
| 7                                       | 8 10 <b>Calling Elvis</b><br>Dire Straits - Vertigo (Chariscourt/Rondor)                           | F, D, B, N, L, E, A, CH, S, P, I                      | 41                                      | 36 3 <b>Baby Love</b><br>Dannii Minogue - MCA (Island/EMI/Arenar)  | UK, IR               | 75                                      | 91 4 <b>Spread Love</b><br>Cu'N'Move - Medley (Minder Music)                               | DK                |
| 8                                       | 5 12 <b>Set Adrift On Memory Bliss</b><br>PM Dawn - Gee Street (MCA/Reformation)                   | D, B, N, L, E, A, CH, S, DK, GR, I                    | 42                                      | 29 5 <b>Live Your Life Be Free</b><br>Belinda Carlisle - Virgin (Virgin)   | UK, D, S, DK, IR, GR | 76                                      | 75 7 <b>Asi Me Gusta</b><br>Chimo Bayo - Area (Not Listed)                                 | E                 |
| 9                                       | 9 7 <b>Don't Cry</b><br>Guns N' Roses - Geffen (Warner Chappell)                                   | D, N, L, E, CH, S, PDK, N, SF, GR, I                  | 43                                      | 44 21 <b>Send Me An Angel</b><br>Scorpions - Mercury (PolyGram Music)  | D, B                 | 77                                      | 37 5 <b>Best Of You</b><br>Kenny Thomas - Cooltempo (Rondor)                               | UK                |
| 10                                      | 46 2 <b>Dizzy</b><br>Vic Reeves & The Wonderstuff - Sense (Lowery/BMG)                             | UK  | 44                                      | 72 2 <b>Go</b><br>Moby - Outer Rhythm (MCA)  | UK                   | 78                                      | 95 2 <b>American Pie</b><br>Don McLean - Liberty (MCA)                                     | UK, IR            |
| 11                                      | 19 7 <b>Something Got Me Started</b><br>Simply Red - East West (EMI/So What)                       | UK, F, D, B, N, L, A, CH, S, GR, I                    | 45                                      | 39 14 <b>Ich Bin Der Martin, Ne</b><br>Dieter Krebs & Gundula - RCA (EMI Music)  | D                    | 79                                      | 79 6 <b>Obsession</b><br>Army Of Lovers - Ton Son Ton (Team Sonet)                         | S                 |
| 12                                      | 7 13 <b>Bacardi Feeling (Summer Dreaming)</b><br>Kate Yanai - WEA (La Frette Music Paris)          | D, A, CH  | 46                                      | 97 2 <b>Radio Wall Off Sound</b><br>Slade - Polydor (Jim Lea/Whild John)   | UK                   | 80                                      | 67 17 <b>Love And Understanding</b><br>Cher - Geffen (EMI)                                 | D, B, A           |
| 13                                      | 17 9 <b>James Brown Is Dead</b><br>LA Style - Decadance (Orfa/Hi-Tension)                          | D, B, NL  | 47                                      | 88 2 <b>Don't Dream It's Over</b><br>Paul Young - Columbia (EMI)   | UK, D, IR            | 81                                      | 96 2 <b>Falling</b><br>Julee Cruise - Warner Brothers (MCA Music)                          | D, NL             |
| 14                                      | 4 4 <b>World In Union</b><br>Kiri Te Kanawa - Columbia (Skarbek/Standard)                          | UK, IR  | 48                                      | <b>Sa Ké Chô</b><br>Zouk Machine - Ariola (Virgin)   | F                    | 82                                      | 66 2 <b>Nathalie Wood</b><br>Jil Caplan - Epic (Jay Alanski)                               | F                 |
| 15                                      | 16 8 <b>Dejeuner En Paix</b><br>Stephan Eicher - Barclay (Electric Unicorn)                        | F, B  | 49                                      | 87 2 <b>The Show Must Go On</b><br>Queen - Parlophone (Queen/EMI)  | UK, D, IR            | 83                                      | 77 8 <b>Peace</b><br>Sabrina Johnston - East West (MCA)                                    | UK, S, DK         |
| 16                                      | 10 7 <b>Cream</b><br>Prince & The New Power Generation - Paisley Park (Warner Chappell)            | UK, F, D, B, N, L, E, S, P, N, SF, I                  | 50                                      | 58 7 <b>Crucified</b><br>Army Of Lovers - Ton Son Ton (Team Sonet)   | D, B, NL             | 84                                      | 86 3 <b>Onnellinen Perhe</b><br>Ne Luumaaet - Poko (Poko)                                  | SF                |
| 17                                      | 11 17 <b>You Could Be Mine</b><br>Guns N' Roses - Geffen (Warner Chappell)                         | D, E, CH, S, PDK, SF, GR, I                           | 51                                      | 49 3 <b>Nocturne</b><br>T99 - PIAS (Emphasis/Sony)   | UK, B, N, L, S, SF   | 85                                      | <b>If You Were With Me Now</b><br>Kylie Minogue & Keith Washington - PWL (Various)         | UK                |
| 18                                      | 6 4 <b>Always Look On The Bright Side Of Life</b><br>Monty Python - Virgin (Oops)                  | UK, IR  | 52                                      | 43 11 <b>Misery</b><br>Indra - Carrere (Carrere/Orlando)   | F                    | 86                                      | 70 14 <b>Baila Me</b><br>Gipsy Kings - P.E.M./Columbia (PEM)                               | D, A, GR          |
| 19                                      | 21 20 <b>More Than Words</b><br>Extreme - A&M (Rondor)   | F, D, CH, S, PDK, SF                                  | 53                                      | 50 16 <b>Pandora's Box</b><br>O.M.D. - Virgin (Virgin)   | D, B, A, S           | 87                                      | 92 14 <b>Taras E Manias</b><br>Marco Paulo - EMI (EMI Songs)                               | P                 |
| 20                                      | 23 3 <b>Change</b><br>Lisa Stansfield - Arista (Big Life)  | UK, D, B, N, L, S, DK, IR, GR, I                      | 54                                      | <b>Move To Memphis</b><br>A-Ha - Warner Brothers (Warner Chappell)   | UK, IR, N            | 88                                      | <b>Just The Way It Is, Baby</b><br>the Rembrandts - Atco (WB/Warner-Tamerlane/Tiger God)   | F                 |
| 21                                      | 20 22 <b>La Zoubida</b><br>Lagaf - Flarenasch (Copyright Control)                                  | F, B  | 55                                      | 48 6 <b>Jacky</b><br>Marc Almond - Some Bizarre (Carlin)   | UK, B, S, F, GR      | 89                                      | 68 13 <b>Summertime</b><br>DJ Jazzy Jeff & The Fresh Prince - Jive (Various)               | D, CH             |
| 22                                      | 15 8 <b>Can't Stop This Thing We Started</b><br>Bryan Adams - A&M (Adams/Almo/Zomba)               | D, B, N, L, S, P, SF                                  | 56                                      | 64 4 <b>Magic' Boul'vard</b><br>Francois Feldman - Big Bang (Marilu/Carol-Line)  | F, B                 | 90                                      | <b>40 Miles</b><br>Congress - Inner Rhythm (Copyright Control)                             | UK                |
| 23                                      | 13 17 <b>Now That We Found Love</b><br>Heavy D & The Boyz - MCA (Warner Chappell)                  | D, B, E, A, CH, S, DK                                 | 57                                      | 51 4 <b>Too Many Walls</b><br>Cathy Dennis - Polydor (EMI)   | UK, D, IR            | 91                                      | <b>I Adore Mi Amor</b><br>Color Me Badd - Giant (CC)                                       | B, NL, P          |
| 24                                      | 22 8 <b>Everybody's Free (To Feel Good)</b><br>Rozalla - Pulse 8 (Peer/Upfront)                    | UK, B, N, E, I  | 58                                      | 31 10 <b>Insanity</b><br>Oceanic - Dead Dead Good (DDGR)   | UK                   | 92                                      | <b>Lygtemandens Sang/Blåbærbob</b><br>Gnags - Genlyd (SingSing)                            | DK                |
| 25                                      | 45 2 <b>DJ Culture</b><br>Pet Shop Boys - Parlophone (Cage/Ten)                                    | UK, D, B, DK, IR                                      | 59                                      | 62 6 <b>Das Ganze Leben Ist Ein Quiz</b><br>Hape Kerkeling - Ariola (Not Listed)   | D                    | 93                                      | <b>Maravilhoso Coração</b><br>Marco Paulo - EMI (EMI Songs)                                | P                 |
| 26                                      | 26 7 <b>Love To Hate You</b><br>Erasure - Mute (MM-Sonet/AndyBell/Sony)                            | UK, D, A, CH, S, DK, SF                               | 60                                      | 56 18 <b>Rapput (Senza Fiato)</b><br>Claudio Bisio - Epic (Aspirine/Sony)  | I                    | 94                                      | <b>We Need Freedom</b><br>Antico - Max (Copyright Control)                                 | E                 |
| 27                                      | <b>No Son Of Mine</b><br>Genesis - Virgin (Genesis/Hit & Run)                                      | UK, D, B, N, L, IR, N                                 | 61                                      | 73 2 <b>Oh Fortuna</b><br>Fortuna - SC Records (Not Listed)  | B                    | 95                                      | 60 3 <b>Dis Moi Bébé</b><br>Benny B - PLR (PLR)  | F                 |
| 28                                      | 24 10 <b>Gett Off</b><br>Prince And The New Power Generation - Paisley Park (Warner Chappell)      | D, E, A, CH, S, PDK, GR                               | 62                                      | 42 29 <b>Senza Una Donna (Without A Woman)</b><br>Zucchero Fornaciari & Paul Young - London (Warner Chappell/PolyGram/EMI) | F, CH                | 96                                      | 76 13 <b>J'Ai Des Doutes</b><br>Sarah Mandiano - Polydor (Kondo Music)                     | F, B              |
| 29                                      | 25 11 <b>Regrets</b><br>Mylene Farmer & Jean-Louis Murat - Polydor (Requiem Publishing)            | F, B  | 63                                      | <b>Angelina</b><br>P.S.Y. - Ariola (BMG Music Publishing)  | F                    | 97                                      | <b>Keep Your Love Alive</b><br>Bilgeri - WEA (Nessie-Hanseatic/Hazienda)                   | A                 |
| 30                                      | 28 29 <b>The Shoop Shoop Song (It's In His Kiss)</b><br>Cher - Epic (Alley/Trio/Hudson Bay)        | F, D, CH  | 64                                      | 100 2 <b>After The Watershed (Early Learning The Hard Way)</b><br>Carter - The Unstoppable Sex Machine - Big Cat (Island)  | UK, IR               | 98                                      | 53 15 <b>Move Any Mountain - Progen 91</b><br>The Shamen - One Little Indian (Amokshasong) | B, CH, DK, SF     |
| 31                                      | 27 14 <b>I'm Too Sexy</b><br>Right Said Fred - Tug (Hit & Run)                                     | UK, B, N, L, S, DK, IR, N, GR                         | 65                                      | 57 17 <b>Le Dormeur</b><br>Pleasure Game - Touch Of Gold (Scorpio/Now Disc)  | F, B                 | 99                                      | <b>Shining Star EP</b><br>INXS - Mercury (Tol Music/MCA)                                   | UK                |
| 32                                      | 32 5 <b>Emotions</b><br>Mariah Carey - Columbia (Sony/Virgin)                                      | UK, D, N, L, S, DK, IR, GR                            | 66                                      | 30 14 <b>Danca Tago Mago</b><br>Kaoma - Columbia (Adageo/BM Productions)   | F, B                 | 100                                     | <b>Kribbeln Im Bauch</b><br>Pe Werner 7 - Intercord (Kick/Nobile)                          | D                 |
| 33                                      | 18 7 <b>Saltwater</b><br>Julian Lennon - Virgin (EMI/Various)                                      | UK, D, N, L, IR                                       | 67                                      | 80 20 <b>Any Dream Will Do</b><br>Jason Donovan - Really Useful (Really Useful)  | A                    |   |  |                   |
| 34                                      | 52 2 <b>Caribbean Blue</b><br>Enya - WEA (EMI)   | UK, B, IR   | 68                                      | 89 2 <b>Song Of Ocarina</b><br>Jean Philippe Audin & Diega Modena - Delphine (Delphine)                                    | F                    |   |  |                   |

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

**○** = FAST MOVERS      **NE** = NEW ENTRY  
**RE** = RE-ENTRY

**UNITED KINGDOM**

- Singles*
- 1 U2 - The Fly (Island)
  - 2 Vic Reeves & The Wonderstuff - Dizzy (Sense)
  - 3 2 Unlimited - Get Ready For This (PWL)
  - 4 Kiri Te Kanawa - World In Union (Columbia)
  - 5 Monty Python - Always Look On The... (Virgin)
  - 6 Bryan Adams - I Do It For You (A&M)
  - 7 Scorpions - Wind Of Change (Phonogram)
  - 8 Lisa Stansfield - Change (Arista)
  - 9 Pet Shop Boys - DJ Culture (Parlophone)
  - 10 Genesis - Na Son Of Mine (Virgin)

- Albums*
- 1 Erasure - Chorus (Mute)
  - 2 Simply Red - Stars (EastWest)
  - 3 Kenny Thomas - Voices (Cooltempo)
  - 4 Bryan Adams - Waking Up The Neighbours (A&M)
  - 5 Tina Turner - Simply The Best (Capitol)
  - 6 Belindo Carlisle - Live Your Life Be Free (Virgin)
  - 7 Mariah Carey - Emotions (Columbia)
  - 8 Paul Young - From Time To Time (Columbia)
  - 9 Prince/The N.P.G. - Diamonds And Pearls (Warner Music)
  - 10 Soundtrack - The Commitments (MCA)

**SPAIN**

- Singles*
- 1 Chimo Bayo - Asi Me Gusta (Aria)
  - 2 Rozalla - Everybody's Free (Blanco Y Negro)
  - 3 Antico - We Need Freedom (Max)
  - 4 Bryan Adams - I Do It For You (PolyGram)
  - 5 PM Dawn - Set Adrift On Memory Bliss (BMG)
  - 6 Anon - Nothing Like Your Love (EMI)
  - 7 Guns N' Roses - You Could Be Mine (RCA)
  - 8 199 - Anasthasia (Blanco Y Negro)
  - 9 Terry Ronald - Calm The Rage (Ariola)
  - 10 Prince/The N.P.G. - Cream (Warner Music)

- Albums*
- 1 Dire Straits - On Every Street (PolyGram)
  - 2 Mecano - Aidalai (Ariola)
  - 3 R.E.M. - Out Of Time (Warner Music)
  - 4 Guns N' Roses - Use Your Illusion I (RCA)
  - 5 Guns N' Roses - Use Your Illusion II (RCA)
  - 6 Bryan Adams - Waking Up The Neighbours (PolyGram)
  - 7 Jose Luis Perales - America (Sony Music)
  - 8 Barricada - Por Instinto (PolyGram)
  - 9 Prince/The N.P.G. - Diamonds And Pearls (Warner Music)
  - 10 Juan Luis Guerra/4.40 - Bachata Rosa (RCA)

**DENMARK**

- Singles*
- 1 Cut N' Move - Spread Love (Medley)
  - 2 Bryan Adams - I Do It For You (PolyGram)
  - 3 Gnags - Lygtemandens Sang/Blåbaerbob (Fenylid)
  - 4 Marky Mark/Funky Bunch/L.Halloway - Good Vibrations (Warner Music)
  - 5 Sebastian - Ronja (PolyGram)
  - 6 Guns N' Roses - Don't Cry (BMG)
  - 7 U2 - The Fly (BMG)
  - 8 Heavy D/Boyz - Now That We Found Love (BMG)
  - 9 PM Dawn - Set Adrift On Memory Bliss (BMG)
  - 10 Lis SØrensen - 100 Gange Til (BMG)

- Albums*
- 1 Tina Turner - Simply The Best (EMI)
  - 2 Lis SØrensen - Vis Dit Ansicht (BMG)
  - 3 Bryan Adams - Waking Up The Neighbours (PolyGram)
  - 4 D.A.D. - Riskin' It All (Medley)
  - 5 Gnags - Lygtemandens Sang (Genlyd)
  - 6 Joe Cocker - Night Calls (EMI)
  - 7 Prince/The N.P.G. - Diamonds And Pearls (Warner Music)
  - 8 Simply Red - Stars (Warner Music)
  - 9 Dire Straits - On Every Street (PolyGram)
  - 10 Alberte - lyse Nætter (Pladecom)

**SWITZERLAND**

- Singles*
- 1 Bryan Adams - I Do It For You (PolyGram)
  - 2 Kate Yanai - Bacardi Feeling (Warner Music)
  - 3 Guns N' Roses - Don't Cry (BMG)
  - 4 Prince/The N.P.G. - Gett Off (Warner Music)
  - 5 Guns N' Roses - You Could Be Mine (BMG)
  - 6 Simply Red - Something Got Me Started (Warner Music)
  - 7 Extreme - More Than Words (PolyGram)
  - 8 Dire Straits - Calling Elvis (PolyGram)
  - 9 Scorpions - Wind Of Change (PolyGram)
  - 10 PM Dawn - Set Adrift On Memory Bliss (BMG)

- Albums*
- 1 Bryan Adams - Waking Up The Neighbours (PolyGram)
  - 2 Dire Straits - On Every Street (PolyGram)
  - 3 Simply Red - Stars (Warner Music)
  - 4 Guns N' Roses - Use Your Illusion II (BMG)
  - 5 Guns N' Roses - Use Your Illusion I (BMG)
  - 6 Prince/The N.P.G. - Diamonds And Pearls (Warner Music)
  - 7 Tina Turner - Simply The Best (EMI)
  - 8 Joe Cocker - Night Calls (EMI)
  - 9 Cher - Love Hurts (BMG)
  - 10 John Lee Hooker - Mr. Lucky (BMG)

**GERMANY**

- Singles*
- 1 Bryan Adams - I Do It For You (Polydor)
  - 2 Salt-N-Pepa - Let's Talk About Sex (Metronome)
  - 3 Kate Yanai - Bacardi Feeling (WEA)
  - 4 PM Dawn - Set Adrift On Memory Bliss (Ariola)
  - 5 Marky Mark/Funky Bunch/L.Halloway - Good Vibrations (WEA)
  - 6 Scorpions - Send Me An Angel (Phonogram)
  - 7 D.Krebs/Gundula - Ich Bin Der Martin, Ne (Ariola)
  - 8 M.Reim - Ich Hab' Mich So Auf Dich Gefreut (Polydor)
  - 9 LA Style - James Brown Is Dead (Zyx)
  - 10 H.Kerkeeling - Das Ganze Leben Ist Ein Quiz (Ariola)

- Albums*
- 1 Bryan Adams - Waking Up The Neighbours (Polydor)
  - 2 Dire Straits - On Every Street (Phonogram)
  - 3 Simply Red - Stars (WEA)
  - 4 Guns N' Roses - Use Your Illusion II (MCA)
  - 5 Tina Turner - Simply The Best (EMI)
  - 6 Joe Cocker - Night Calls (EMI)
  - 7 Matthias Reim - Reim 2 (Polydor)
  - 8 Guns N' Roses - Use Your Illusion I (MCA)
  - 9 Scorpions - Crazy World (Phonogram)
  - 10 Prince/The N.P.G. - Diamonds And Pearls (WEA)

**HOLLAND**

- Singles*
- 1 LA Style - James Brown Is Dead (Indisc)
  - 2 Salt-N-Pepa - Let's Talk About Sex (Phonogram)
  - 3 Bryan Adams - I Do It For You (Polydor)
  - 4 Rozalla - Everybody's Free (Indisc)
  - 5 Bryan Adams - Can't Stop This Thing We Started (Polydor)
  - 6 Prince/The N.P.G. - Cream (Warner Music)
  - 7 Garland Jeffreys - Hail Hail Rock N' Roll (Ariola)
  - 8 Simply Red - Something Got Me Started (Warner Music)
  - 9 Andre Van Duin - 35 Koeien (CNR)
  - 10 Marky Mark/Funky Bunch/L.Halloway - Good Vibrations (Warner Music)

- Albums*
- 1 Dire Straits - On Every Street (Phonogram)
  - 2 Bryan Adams - Waking Up The Neighbours (Polydor)
  - 3 Paul Young - From Time To Time (Sony Music)
  - 4 Tina Turner - Simply The Best (EMI/Bovema)
  - 5 Prince & The N.P.G. - Diamonds And Pearls (Warner Music)
  - 6 Guns N' Roses - Use Your Illusion II (RCA)
  - 7 Simply Red - Stars (Warner Music)
  - 8 Soundtrack - Music From Twin Peaks (Warner Music)
  - 9 BZN - Congratulaties (Phonogram)
  - 10 Mariah Carey - Emotions (Sony Music)

**NORWAY**

- Singles*
- 1 Bryan Adams - I Do It For You (PolyGram)
  - 2 Marky Mark/Funky Bunch/L.Halloway - Good Vibrations (Warner Music)
  - 3 A-Ha - Move To Memphis (Warner Music)
  - 4 U2 - The Fly (BMG)
  - 5 Salt-N-Pepa - Let's Talk About Sex (BMG)
  - 6 Right Said Fred - I'm Too Sexy (BMG)
  - 7 Prince/The N.P.G. - Cream (Warner Music)
  - 8 Guns N' Roses - Don't Cry (BMG)
  - 9 Stage Dolls - Love Don't Bother Me (PolyGram)
  - 10 Genesis - No Son Of Mine (Virgin)

- Albums*
- 1 Dance With A Stranger - Atmosphere (Norsk)
  - 2 Bryan Adams - Waking Up The Neighbours (PolyGram)
  - 3 Dire Straits - On Every Street (PolyGram)
  - 4 Paul Young - From Time To Time (Sony Music)
  - 5 Guns N' Roses - Use Your Illusion II (BMG)
  - 6 Tina Turner - Simply The Best (EMI)
  - 7 Prince/The N.P.G. - Diamonds And Pearls (Warner Music)
  - 8 Soundtrack - The Commitments (BMG)
  - 9 Halvdan Sivertsen - Hilsen Halvdan (INA)
  - 10 Guns N' Roses - Use Your Illusion I (BMG)

**AUSTRIA**

- Singles*
- 1 Bryan Adams - I Do It For You (PolyGram)
  - 2 David Hasselhoff - Do The Limbo Dance (BMG)
  - 3 Jason Donovan - Any Dream Will Do (PolyGram)
  - 4 Scorpions - Wind Of Change (PolyGram)
  - 5 Bilgeri - Keep Your Love Alive (Warner Music)
  - 6 M.Reim - Ich Hab' Mich So Auf Dich Gefreut (PolyGram)
  - 7 Kate Yanai - Bacardi Feeling (Warner Music)
  - 8 Simply Red - Something Got Me Started (Warner Music)
  - 9 Cher - Love And Understanding (BMG)
  - 10 O.M.D. - Pandora's Box (Virgin)

- Albums*
- 1 Bryan Adams - Waking Up The Neighbours (PolyGram)
  - 2 Simply Red - Stars (Warner Music)
  - 3 Guns N' Roses - Use Your Illusion II (BMG)
  - 4 Dire Straits - On Every Street (PolyGram)
  - 5 Rainhard Fendrich - Nix Is Fix (BMG)
  - 6 Guns N' Roses - Use Your Illusion I (BMG)
  - 7 David Hasselhoff - David (BMG)
  - 8 Tina Turner - Simply The Best (EMI)
  - 9 Gipsy Kings - Este Mundo (Sony Music)
  - 10 Alexander Bisenz - Auszuckte Gfrafta (Sony Music)

**FRANCE**

- Singles*
- 1 Bryan Adams - I Do It For You (Polydor)
  - 2 Stephan Eicher - Dejeuner En Paix (Barclay)
  - 3 Lagaf - La Zoubida (Flarensch)
  - 4 Mylene Farmer/Jean-Louis Murat - Regrets (Polydor)
  - 5 Cher - The Shoop Shoop Song (Sony Music)
  - 6 Les Inconnus - Raptout (Vampire) (Lederman)
  - 7 Dire Straits - Calling Elvis (Phonogram)
  - 8 Extreme - More Than Words (Polydor)
  - 9 Zouk Machine - Sa Ké Chò (BMG)
  - 10 Indra - Misery (Carrere)

- Albums*
- 1 Dire Straits - On Every Street (Phonogram)
  - 2 Stephan Eicher - Engelberg (Barclay)
  - 3 Les Inconnus - Bouiversifiant (Lederman)
  - 4 Francis Cabrel - D'Un Ombre A L'Autre (Sony Music)
  - 5 Mylene Farmer - L'Autre (Polydor)
  - 6 R.E.M. - Out Of Time (Warner Music)
  - 7 Fredericks/Goldman/Jones - Fredericks, Goldman, Jones (Sony Music)
  - 8 Patrick Bruel - Alors Regarde (RCA)
  - 9 Francois Feldman - Magic' Boulevard (Phonogram)
  - 10 William Sheller - En Solitaire (Phonogram)

**BELGIUM**

- Singles*
- 1 LA Style - James Brown Is Dead (Decadance/Hi-Tension)
  - 2 Bryan Adams - I Do It For You (PolyGram)
  - 3 Fortuna - Oh Fortuna (Distri)
  - 4 2 Unlimited - Get Ready For This (Boudisque)
  - 5 Army Of Lovers - Crucified (Dureco)
  - 6 Roger Milla - Un Enfant C'Est La Vie (Yes)
  - 7 Human Resource - Dominator (MMI)
  - 8 Right Said Fred - I'm Too Sexy (Dureco)
  - 9 Stephan Eicher - Dejeuner En Paix (PolyGram)
  - 10 Paul Severs - Zeg'ns Meisje (CNR)

- Albums*
- 1 Bryan Adams - Waking Up The Neighbours (PolyGram)
  - 2 Dire Straits - On Every Street (PolyGram)
  - 3 Clouseau - Close Encounters (EMI)
  - 4 Tina Turner - Simply The Best (EMI)
  - 5 Guns N' Roses - Use Your Illusion II (BMG)
  - 6 Guns N' Roses - Use Your Illusion I (BMG)
  - 7 Prince/The N.P.G. - Diamonds And Pearls (Warner Music)
  - 8 Pixies - Trompe Le Monde (PIAS)
  - 9 Paul Young - From Time To Time (Sony Music)
  - 10 Gert En Samson - Gert En Samson (CNR)

**FINLAND**

- Singles*
- 1 Ne Luumaa! - Onnellinen Perhe (Poko)
  - 2 Guns N' Roses - Don't Cry (BMG)
  - 3 Nyyppäät - Kings Of Polka (Poko)
  - 4 Guns N' Roses - You Could Be Mine (BMG)
  - 5 Pojat - Pasi Virtanen (Poko)
  - 6 Marc Almond - Jacky (Warner Music)
  - 7 Bad Boys Blue - House Of Silence (BMG)
  - 8 Kraftwerk - Radiokativität (EMI)
  - 9 Extreme - More Than Words (Finnlevy)
  - 10 Public Enemy - Can't Truss It (Sony Music)

- Albums*
- 1 Bryan Adams - Waking Up The Neighbours (Finnlevy)
  - 2 Dire Straits - On Every Street (Finnlevy)
  - 3 Guns N' Roses - Use Your Illusion II (BMG)
  - 4 Tina Turner - Simply The Best (EMI)
  - 5 Guns N' Roses - Use Your Illusion I (BMG)
  - 6 Kirka - Kasvot Peilissä (Flamingo)
  - 7 Eric Clapton - Eric Clapton Story (Warner Music)
  - 8 The Cult - Ceremony (Sonet)
  - 9 Prince/The N.P.G. - Diamonds And Pearls (Warner Music)
  - 10 Eva Dahlgren - En Blekt Blondins Hjärta (BMG)

**GREECE**

- Singles*
- 1 Bryan Adams - I Do It For You (PolyGram)
  - 2 PM Dawn - Set Adrift On Memory Bliss (BMG)
  - 3 Mariah Carey - Emotions (Sony Music)
  - 4 Prince/The N.P.G. - Gett Off (Warner Music)
  - 5 Right Said Fred - I'm Too Sexy (BMG)
  - 6 Marc Almond - Jacky (Warner Music)
  - 7 Simply Red - Something Got Me Started (Warner Music)
  - 8 De La Soul - "Saturdays" (Warner Music)
  - 9 Quadrophonia - Quadrophonia (Sony Music)
  - 10 Bomb The Bass - Winter In July (Sony Music)

- Albums*
- 1 Bryan Adams - Waking Up The Neighbours (PolyGram)
  - 2 Guns N' Roses - Use Your Illusion II (BMG)
  - 3 Dire Straits - On Every Street (PolyGram)
  - 4 Guns N' Roses - Use Your Illusion I (BMG)
  - 5 Simply Red - Stars (Warner Music)
  - 6 Prince/The N.P.G. - Diamonds And Pearls (Warner Music)
  - 7 John Lee Hooker - Mr. Lucky (BMG)
  - 8 Cher - Love Hurts (BMG)
  - 9 Metallica - Metallica (PolyGram)
  - 10 The Cult - Ceremony (Warner Music)

**ITALY**

- Singles*
- 1 Dire Straits - Calling Elvis (Phonogram)
  - 2 Claudio Bisio - Rappuf (Senza Fiato) (Sony Music)
  - 3 Bryan Adams - I Do It For You (Polydor)
  - 4 Prince/The N.P.G. - Cream (WEA)
  - 5 FPI Project - Let's Go (Energy)
  - 6 U2 - The Fly (Island)
  - 7 Simply Red - Something Got Me Started (WEA)
  - 8 Guns N' Roses - You Could Be Mine (BMG)
  - 9 Tina Turner - Nutbush City Limits (EMI)
  - 10 Jovanotti - Muoviti Muoviti (Ricordi)

- Albums*
- 1 Antonello Venditti - Benvenuti In Paradiso (Ricordi)
  - 2 Simply Red - Stars (WEA)
  - 3 Dire Straits - On Every Street (Phonogram)
  - 4 Eros Ramazzotti - Eros In Concert (DDD)
  - 5 Tina Turner - Simply The Best (EMI)
  - 6 Mina - Caterpillar (EMI)
  - 7 Ligabue - Lambrusco, Coltelli, Rose & Pop Corn (WEA)
  - 8 Gianni Morandi - Questa E' La Storia (BMG)
  - 9 Guns N' Roses - Use Your Illusion II (BMG)
  - 10 Bryan Adams - Waking Up The Neighbours (Polydor)

**SWEDEN**

- Singles*
- 1 Bryan Adams - I Do It For You (PolyGram)
  - 2 Marky Mark/Funky Bunch/L.Halloway - Good Vibrations (Metronome)
  - 3 Bryan Adams - Can't Stop This... (PolyGram)
  - 4 Army Of Lovers - Obsession (Sonet)
  - 5 Heavy D/Boyz - Now That We Found Love (BMG)
  - 6 Erasure - Love To Hate You (Warner Music)
  - 7 Angel - Sommaren I City (PolyGram)
  - 8 Europe - Prisoners In Paradise (Sony Music)
  - 9 Guns N' Roses - Don't Cry (BMG)
  - 10 PM Dawn - Set Adrift On Memory Bliss (BMG)

- Albums*
- 1 Bryan Adams - Waking Up The Neighbours (PolyGram)
  - 2 Eva Dahlgren - En Blekt Blondins Hjärta (Record Station)
  - 3 Dire Straits - On Every Street (PolyGram)
  - 4 Guns N' Roses - Use Your Illusion II (BMG)
  - 5 Guns N' Roses - Use Your Illusion I (BMG)
  - 6 Irma - Irma (Sony Music)
  - 7 Simply Red - Stars (Metronome)
  - 8 Prince/The N.P.G. - Diamonds And Pearls (Warner Music)
  - 9 Peter Lemarc - Söngen Dom Spelar.. (MNV)
  - 10 Tina Turner - Simply The Best (EMI)

**IRELAND**

- Singles*
- 1 U2 - The Fly (BMG)
  - 2 Monty Python - Always Look On The ... (Virgin)
  - 3 Four Of Us - Baby Jesus (Columbia)
  - 4 Bryan Adams - I Do It For You (A&M)
  - 5 Kiri Te Kanawa - World In Union (Columbia)
  - 6 Scorpions - Wind Of Change (PolyGram)
  - 7 Pet Shop Boys - DJ Culture (EMI)
  - 8 Enya - Caribbeon Blue (Warner Music)
  - 9 2 Unlimited - Get Ready For This (Warner Music)
  - 10 Right Said Fred - I'm Too Sexy (Telstar)

- Albums*
- 1 Soundtrack - The Commitments (MCA)
  - 2 Paul Young - From Time To Time (Columbia)
  - 3 R.E.M. - The Best Of R.E.M. (Record Services)
  - 4 Erasure - Chorus (Solid)
  - 5 Bryan Adams - Waking Up The Neighbours (A&M)
  - 6 Eurythmics - Greatest Hits (BMG)
  - 7 Christie Hennessey - Rehearsal (Record Services)
  - 8 Hammer - Too Legit To Quit (EMI)
  - 9 John Hogan - The Best Of (K-Tel)
  - 10 The Pogues - The Best Of The Pogues (Warner Music)

**PORTUGAL**

- Singles*
- 1 Bryan Adams - I Do It For You (PolyGram)
  - 2 Marco Paulo - Taras E Manias (EMI)
  - 3 Marco Paulo - Maravilhoso Coração (EMI)
  - 4 Guns N' Roses - Don't Cry (Ariola)
  - 5 Rui Veloso - Logo Que Passe A Monção (EMI)
  - 6 Dire Straits - Calling Elvis (PolyGram)
  - 7 Juan Luis Guerra/4.40 - Burbujas De Amor (Ariola)
  - 8 Ban - Mundo De Aventuras (EMI)
  - 9 Extreme - More Than Words (PolyGram)
  - 10 Holy Noise - Get Down Everybody (Sony Music)

- Albums*
- 1 Bryan Adams - Waking Up The Neighbours (PolyGram)
  - 2 Tina Turner - Simply The Best (EMI)
  - 3 Juan Luis Guerra/4.40 - Bachata Rosa (Ariola)
  - 4 R.E.M. - Out Of Time (Warner Music)
  - 5 Guns N' Roses - Use Your Illusion I (Ariola)
  - 6 Joe Cocker - Night Calls (EMI)
  - 7 Lloyd Cole - Don't Get Weird On Me Babe (PolyGram)
  - 8 Joanna - O Que É Que Eu Faço (BMG)
  - 9 Dire Straits - On Every Street (PolyGram)
  - 10 Guns N' Roses - Use Your Illusion II (BMG)

Based on the national sales charts from 16 European markets. Information supplied by MRIB (UK); Bundesverband Der Phonographischen Wirtschaft/Media Control/Musikmarkt (West Germany); Europe 1/Canal Plus/Tele 7Jours (France); RAI Stereo Due/Musica E Dischi/Mario De Luigi (Italy); Stichting Nederlandse Top 40 (Holland); SABAM/IFPI (Belgium); GLF/IFPI (Sweden); IFPI/Johan Schluter (Denmark); VG (Norway); Gallup/AFVYE (Spain); Seura/IFPI (Finland); IFPI (Ireland); AFP (Portugal); Austria Top 30 (Austria); Media Control/Musikmarkt (Switzerland); IFPI (Greece).

# Queen



Queen's new compilation album *Greatest Hits II* covers the second half of the band's successful career which spans two decades. The 17 tracks are taken from the string of albums that started with *Hot Space* in 1982 and ended with *Innuendo*, released in February of this year. EMI has lined up a majestic marketing campaign that perfectly suits the band's 20th anniversary.

According to EMI European marketing manager Neil Cox, sales targets for the album are 2.5 million, 1.6 million for mainland Europe and 900,000 for the UK. A nationwide TV advertising campaign has been set up in 11 European countries: the UK, Germany, France, Italy, Holland, Belgium, Norway, Finland, Spain, Portugal and Greece. On October 21, a one-week teaser campaign with seven to eight

10-second spots daily began on MTV Europe; the second phase with five 20-second spots a day will run for a period of two weeks from November 24.

Says Cox, "We can also benefit from having a track of the album *I Want It All* used as a TV ad for Seat automobiles across Europe, especially in France where it is the current single." In all other territories, *The Show Must Go On*—the fourth single from the *Innuendo* album—has been put out.

In most European countries, nationwide radio campaigns have been set up. Some 3,500 copies of a special sampler—enclosed with M&M issue 43 as a CD-insert—have been serviced to all European key media and retailers. A promotion box has also been issued, containing the album plus the video *Greatest Flix II* and the picture book *Greatest Pix II*.

A TV special, "Days Of Our Life," hosted by Guns N' Roses lead singer Axl Rose will be offered to stations across Europe for broadcast around Christmas. Says Cox, "The difference with the album is that this special spans the whole career of the band and not only the second half."

Extensive press advertising, in-store and flyposting campaigns in all European countries complete the marketing picture. (M&M will publish an advertorial tribute to Queen in next week's issue)

Robbert Tilli

# The Blessing

Does touring help sell records? MCA act **The Blessing** is one of those bands which still reverts to the old-fashioned way of record promotion—an album release and a concert tour to back it up. In November and December, the band goes on a 36-date concert trek through continental Europe as a support act to Level 42.

After the band's debut album *Prince Of The Deep Water* was released to critical acclaim on May 13, the group undertook various promotional visits combined with the one-off concert.

According to MCA Records director of international marketing **Chris Griffin**, now is the time to embark on a more extensive concert to further boost the band's profile. "We realised that it is an extremely busy time [for touring], but we are destined to get the band's name and image across. It's the music that's gonna speak and people need to be exposed to it." Griffin identifies the band's musical style as appealing to "older kids and adults who are not necessarily singles buyers; the 'Q' magazine segment."

Germany will be the focus point of the campaign and the band will perform 11 dates, including Munich (November 13, 14), Erlangen (15), Berlin (17), Hamburg (18), Bielefeld (19), Hannover (21), Ludwigsburg (22), Dusseldorf (24), Offenbach (25) and Bremen (26).

Hamburg-based MCA Music Entertainment has lined up a consumer competition in cooperation with **Panasonic**. Leaflets with multiple-choice questions are handed out before the concerts; prizes include a portable radio/recorder/with CD player, as well as 100 sweatshirts. The leaflets—in a print-run of 15,000—also contain the dial codes for a Blessing hotline that gives snippets of the album.

*Hurricane Room* is the current single release in Germany, but airplay is not encouraging. Says MCA Music marketing manager **Jorg Eiben**, "It's too sophisticated for the out-and-out, die-hard EHR stations. We have hired [Cologne-based independent promotion company] **Splendid**, but to no avail. They all like the song, but it doesn't fit their format."

Some weeks ago, MCA issued a special double pack CD-5, including the new **Neil Dorfsman**-produced single *Hurricane Room*, and an interview with leaddesigner and songwriter **William Topple**. In addition, a four-track promotional CD has been released containing *Hurricane Room*, *Highway 5*, *Let's Make Love* and the current single in the UK, *Flames*. Says Eiben, "We've mailed out 500 of these to give radio stations a little bit of a choice. If they don't want to play *Hurricane Room*, they can play something else and prove they really like the band."

Machgiel Bakker

# NATIONAL AIRPLAY

National product is highlighted in red

## UNITED KINGDOM

Most played records on BBC stations and major independents.

- (5) Scorpions - Wind Of Change
- (19) Lisa Stansfield - Change
- (4) Kenny Thomas - Best Of You
- (-) U2 - The Fly
- (13) Cher - Save Up All Your Tears
- (2) Belinda Carlisle - Live Your Life Be Free
- (12) Marc Almond - Jacky
- (3) Mariah Carey - Emotions
- (8) Marc Cohn - Walking In Memphis
- (-) Dannii Minogue - Baby Love
- (9) Erasure - Love To Hate You
- (12) Sabrina Johnston - Peace
- (-) Genesis - No Son Of Mine
- (-) INXS - Shining Star
- (-) Queen - The Show Must Go On
- (-) Slade - Radio Wall Of Sound
- (-) Enya - Caribbean Blue
- (-) PM Dawn - Paper Doll
- (-) Simply Red - Something Got Me Started
- (-) Pet Shop Boys - DJ Culture

## GERMANY

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

- (2) Simply Red - Something Got Me Started
- (4) Matthias Reim - Ich Hab' Mich So ...
- (-) Extreme - More Than Words
- (-) Bernd Clüver - Der Ganz Normale Wahnsinn
- (18) Udo Jürgens - Na Und.?!
- (-) Joe Cocker - Night Calls
- (-) Julian Lennon - Saltwater
- (1) Bryan Adams - I Do It For You
- (3) Roxette - The Big L
- (-) R.E.M. - Losing My Religion
- (-) Prince/The N.P.G. - Cream
- (-) Cher - The Shoop Shoop Song
- (-) Bryan Adams - Can't Stop This ...
- (-) Scorpions - Wind Of Change
- (-) Die Prinzen - Gabi Und Klaus
- (10) Bob Seger/Silver Bullet Band - The Real Love
- (8) Dire Straits - Calling Elvis
- (-) Martika - Love... Thy Will Be Done
- (17) Mariah Carey - Emotions
- (-) Rod Stewart - Rhythm Of My Heart

## FRANCE AM

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

- (-) Genesis - No Son Of Mine
- (1) Stephan Eicher - Dejeuner En Paix
- (-) Renaud - Marchand De Cailloux
- (3) Fredericks/Goldman/Jones - C'Est Pas DL'Amour
- (15) Texas - Alone With You
- (-) Thierry Hazard - Un Jour C'Est Oui...
- (7) Bryan Adams - I Do It For You
- (11) Jean-Louis Murat - Col De La Croix Morand
- (17) Simply Red - Something Got Me Started
- (12) Catherine Lara - Les Romantiques
- (-) Rembrandts - Just The Way It Is, Baby
- (2) Dire Straits - Calling Elvis
- (-) Lloyd Cole - She's A Girl And I'm A Man
- (9) Jil Caplan - Nathalie Wood
- (6) Cher - The Shoop Shoop Song
- (-) PSY - Angelina
- (17) Zouk Machine - Sa Ké Chô
- (-) Les Inconnus - Raptout
- (8) Alain Bashung - Osee Josephine
- (-) Marc Lavoine - Paris

## FRANCE FM

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

- (1) Bryan Adams - I Do It For You
- (2) Stephan Eicher - Dejeuner En Paix
- (3) Rembrandts - Just The Way It Is, Baby
- (6) Fredericks/Goldman/Jones - C'Est Pas DL'Amour
- (4) Cher - The Shoop Shoop Song
- (8) Dire Straits - Calling Elvis
- (11) Extreme - More Than Words
- (9) Seal - Future Love Paradise
- (5) Color Me Badd - I Wanna Sex You Up
- (10) Paul Young - Don't Dream It's Over
- (11) Simply Red - Something Got Me Started
- (12) Les Inconnus - Raptout
- (14) Roachford - Get Ready!
- (7) Mylene Farmer/Jean-Louis Murat - Regrets
- (13) UB40 - Here I Am
- (16) Texas - Alone With You
- (-) Rod Stewart - The Motown Song
- (-) Prince/The N.P.G. - Cream
- (18) Omar - There's Nothing Like This
- (15) Lenny Kravitz - It Ain't Over Till...

## NORWAY

Most played records on 40 Norwegian stations. Compiled by Radio Topp 20/Scaneco, Young & Rubicam.

- (7) A-Ha - Move To Memphis
- (4) Simply Red - Something Got Me Started
- (1) Lisa Stansfield - Change
- (2) Prince - Cream
- (10) Silje - What Is Bobby Doing?
- (15) Genesis - No Son Of Mine
- (-) Ten Sharp - You
- (6) Bonnie Tyler - Biterblue
- (17) Stage Dolls - Sorry (Is All I Can Say)
- (5) Åge Aleksandersen - Akkurat No
- (3) Dance With A Stranger - Let Go
- (11) Salt-N-Pepa - Let's Talk About Sex
- (-) Monty Python - Always Look On ...
- (16) Guns N' Roses - Don't Cry
- (-) U2 - The Fly
- (8) Dance With A Stranger - In The Atmosphere
- (14) Henning Kvitnes - Songs People Play
- (-) Katrina & The Waves - Tears Of A Woman
- (-) Dream Police - It's Only Love
- (-) Michael Bolton - When A Man Loves A Woman

## SPAIN

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

- (7) Dire Straits - Calling Elvis
- (4) Alejandro Sanz - Pisando Puerte
- (3) Bros - Are You Mine?
- (8) Martika - Love... Thy Will Be Done
- (13) La Frontera - Hambre De Tu Amor
- (17) Chesney Hawkes - I'm A Man Not A Boy
- (20) Paula Abdul - The Promise Of A New Day
- (9) El Regreso - Quiero Voltarte A Ver
- (12) Emilio Aragón - Hey Mr. Waiter
- (9) El Golpe - Nos Queda La Noche
- (11) Level 42 - Guaranteed
- (-) Guns N' Roses - Don't Cry
- (-) Texas - Why Believe In You
- (15) Heavy D/Boyz - Now That We Found Love
- (16) La Granja - Angel De Mañana
- (-) Huey Lewis/News - It Hit Me Like A Hammer
- (-) Los Inhumanos - Mas Vale Foca En Mano
- (-) Los Secretos - Y No Amanece
- (-) Various - Medley "Sabado Noche"
- (-) Terry Ronald - Calm The Rage

## HOLLAND

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

- (6) Robbie Valentine - Over And Over...
- (4) Extreme - Hole Hearted
- (7) Simply Red - Something Got Me Started
- (11) Genesis - No Son Of Mine
- (20) Queen - The Show Must Go On
- (-) Lisa Stansfield - Queen
- (10) Salt-N-Pepa - Let's Talk About Sex
- (14) Gordon - Kon Ik Nog Maar Even Bij ...
- (1) Garland Jeffreys - Hail Hail R&R
- (5) Esther Tuely - Incredibly Red
- (12) Rozalla - Everybody's Free
- (-) Gloria Estefan - Live For Loving You
- (3) Margriet Eshuys - Take It Out On ...
- (-) Jan Rot/Rick De Ieuwe - Op Een Mooie ...
- (2) Henk Wijngaard - Ik Moet Nog Wat Jaren ...
- (-) Color Me Badd - I Adore Mi Amor
- (-) Marco Borsato - Sentio
- (-) Oleta Adams - Don't Let The Sun Go Down Fishhospital - Mister Van Meter
- (8) U2 - The Fly

## SWITZERLAND

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

- (6) Simply Red - Something Got Me Started
- (4) Matthias Reim - Ich Hab' Mich So Auf...
- (1) Extreme - More Than Words
- (-) Bernd Clüver - Der Ganz Normale Wahnsinn
- (-) Udo Jürgens - Na Und.?!
- (6) Joe Cocker - Night Calls
- (11) Bryan Adams - I Do It For You
- (2) Bryan Adams - I Do It For You
- (16) Roxette - The Big L
- (14) R.E.M. - Losing My Religion
- (-) Prince/The N.P.G. - Cream
- (12) Cher - The Shoop Shoop Song
- (13) Bryan Adams - Can't Stop This Thing...
- (8) Scorpions - Wind Of Change
- (-) Die Prinzen - Gabi Und Klaus
- (16) Bob Seger/Silver Bullet Band - The Real Love
- (7) Dire Straits - Calling Elvis
- (-) Martika - Love... Thy Will Be Done
- (-) Mariah Carey - Emotions
- (-) Rod Stewart - Rhythm Of My Heart

## FINLAND

Most played records on private radios as compiled by Discopress.

- (1) Bryan Adams - I Do It For You
- (10) Dire Straits - Calling Elvis
- (4) Kirka - Peilissa
- (17) Juice Leskinen - Norjalainen Villapaita
- (13) Meiju Suvas - Pure Maa
- (3) Reijo Taipale - Oli Täysikuu
- (-) Bryan Adams - Can't Stop This Thing We Started
- (11) Four Cats - Taas Twistataan
- (6) Samuli Edelmann - Peggy
- (-) Raptori - Karvanoppaivis
- (11) Cliffters - Sormus
- (7) Tapani Kansa - Täysikuu
- (-) Arja Koriseva - Me Kaksi Vain
- (-) Heavy D/Boyz - Now That We Found Love
- (-) Simply Red - Something Got Me Started
- (-) Guns N' Roses - Don't Cry
- (-) Markku Aro - Yksi Huurreinen
- (15) Värttinä - Miinan Laulu
- (14) Cliffters - Sänky
- (8) Värttinä - Marilau

## SWEDEN

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

- (1) Anders Glenmark - Greyhound Bus
- (12) Perssons Pack - 1000 Dagar Härifrån
- (5) Simply Red - Something Got Me Started
- (3) Prince/The N.P.G. - Cream
- (19) Belinda Carlisle - Live Your Life Be Free
- (4) Lisa Stansfield - Change
- (-) Eva Dahlgren - Vem Tänder Stjärnorna
- (-) Irma - Precis Som Du
- (16) Pontus & Amerikanerna - Godmorgon Columbus
- (-) Genesis - No Son Of Mine
- (11) Mariah Carey - Emotions
- (-) Salt-N-Pepa - Let's Talk About Sex
- (-) Eg Ad Alice - Indian
- (-) Sabrina Johnston - Peace
- (-) Zoe - Sunshine On A Rainy Day
- (8) Bryan Adams - Can't Stop This Thing...
- (-) So What - Let's Walk Together
- (-) Erasure - Love To Hate You
- (20) Peter Lemarc - Et Av Dom Sätt
- (-) Stonecake - Tuesday Afternoon

**IT'S A DATE:** Off The Record has learned M-40, the new SER-backed EHR radio network in France created from the Maximum/Metropolys merger, is scheduled to be launched on January 6. No word yet on who will be PD, but OTR hears that he's Spanish and hails from Cadena Ser.

**COMING TO THE RESCUE?:** BPW, the German record industry trade group, has rallied to support state-funded EHR station DT64/Berlin, which is scheduled to go dark at year-end when the government pulls the plug on its finances. In a letter addressed to the minister presidents of the five new federal states and to Rudolf Mühlhens, the official in charge of developing new broadcast law in the area, BPW chairman of the board Thomas M. Stein has called for quick action to keep the station running.

**RADIO RESTRUCTURING:** Radio veteran Meta de Vries has left Dutch pubcaster AVRO after 26 years as DJ and producer of popular light-music programmes. The move comes after a drastic restructuring at the third national channel, which is effective January 1, 1992.

**A FLYING START:** The new U2 single, *The Fly*, has taken a flying start in the UK by entering the charts at no. 1. It's the third time this year a single debuted in pole position in that market, following Queen's *Innuendo* and Iron Maiden's *Bring Your Daughter To The Slaughter*.

**SNEAK PREVIEW:** EMI marketing managers were treated to a special English language showcase of Belgian band Clouseau on October 24th. Parts of the show were taped by MTV Europe to support the pan-European release of the record *Close Encounters*, which is currently riding high in the Belgian charts.

**NOW THAT'S CULTURE:** French minister of culture Jack Lang was a guest DJ for an hour at EHR net Skyrock on October 26. Not surprisingly, of the 12 songs played by Lang, which were selected by Skyrock, 10 were in French and two in English. Among the songs played: Mano Negra's *Mala Vida*, MC Solaar's *Bouge de Là* and Stephan Eicher's *Déjeuner en Paix*.

**EUROPE AT A GLANCE:** Which car company is sponsoring next year's Genesis world tour? Is an ad sales company planning to do its own ratings research because it is fed up with waiting for the official stats? Has a German major recently reorganised its marketing department? Which Danish private station has picked up the most listeners?

## DAB

(continued from page 1)

unachievable in radio broadcasting."

DAB research and development has already reached a stage to allow German telecommunications authorities to set 1995 as the date for turning over the TV channel 12 to digitized radio broadcasting. By then, the hardware and standards for radio receivers will be in place. An estimated 8,000 DSR receivers have already been sold. Those sets can currently receive 16 programmes with CD quality broadcast on DT's *Kopernikus 1* satellite. Cabled households can also plug into the satellite programmes with very little cost involved.

Companies and research institutes in France, the UK and Holland are also hard at work on the hardware solutions. In Germany, companies such as Grundig, Philips, Telefunken, AEG, Daimler-Benz, Intermetall, Blaupunkt and Bosch are also researching the problems involved. An engineer at Bosch, Gert Siegel, says that the aim is to have a digital radio receiver ready by 1995 that would cost about the same as a standard car radio.

Currently, DSR receivers from a

small company called Technisat are selling for about DM900 (app. US\$530), while the Telefunken receivers are going for a retail minimum of about DM1,500.

One of the leading companies involved in the DSR race is Technifax, a small west German firm using know-how developed by a research institute in east Germany. Technifax, located in Daun, just southeast of Bonn, has based its receivers on a chip to process the digitized waves at a commercially viable price from the east German state-run Center For Science And Technology in Dresden. The first receiver, which came on the market in 1985, was very bulky, but the newest models are about the size of a book.

The only competitor for the chip market is Philips. Grundig, which is owned by Philips, is now getting into the DSR field.

Technifax, which also owns the satellite radio news/talk station Radiropa, formed a new company with the east Germans called Technisat Digital, in October 1990. With funding of DM3 million, it is setting up production for digital radio receivers in Dippach in east Germany. The facility will be able to produce about 3,000 DSR receivers per month.

## Quotas

(continued from page 1)

Comments Delcros, "The diversity of the situations and the formats require a flexible system in order to come up with minimas that will be freely negotiated."

The group's announcement follows a first series of meetings at the Ministry of Culture after Lang said last August that he was worried about the status of French production on airwaves. A Ministry of Culture spokesperson says that "even if its is not yet unanimous, this announcement goes in the direction [approved

## INR2

(continued from page 1)

BBC Radio 3, but due to be relinquished early next year when it becomes an FM-only network.

Unlike the "non-pop" INR1 licence awarded to Classic FM, INR2 will be open to all formats. Comments RA chairman Lord Chalfont, "INR2 is wide open to almost any programme format. Applicants can apply for the licence with proposals ranging from rock, pop, or easy listening to any kind of speech, or a mixture of speech and music. The only limitation is that the proposed service must be different from Classic FM."

"We are absolutely neutral on programming. Most people will probably expect a pop music station to have a good chance of winning, but we have no preference."

The closing date for applications is 14.00 on February 4, 1992. All bidders must pay a non-refundable fee of £10,000 (app. US\$17,000). The RA will then publish the names of the applicants, a brief summary of their programme proposals and the amount of their cash bid. The applications will then be examined to ensure that they meet the

## Vive La Radio

(continued from page 1)

Europe 1, predicts "the next five or six years will be crucial for the radio industry [in France]."

That view was shared by the vast majority of attendees at Vive La Radio, the three-day gathering held in Paris on October 24-26 celebrating 10 years of FM radio. For Beniot Sillard, general manager of FM net Fun Radio and president of Vive La Radio, the event was a breakthrough for industry. The conference marked the first time since the Broadcasting Law of 1981—which put an end to the state monopoly of the airwaves—that the industry has come together for such an event. According to the organizers, an estimated 3,000 people, including professionals representing some 1,800 stations (non-profits, locals, networks and public service) attended the conference and market.

President François Mitterand opened the event by calling for a system that would continue to

of] by the minister of culture."

However, FM net Skyrock says it is not affected by the proposed actions mentioned in the communique. Skyrock president Pierre Bellanger reports the web is no longer affiliated with the SNR and that it will continue to operate on its own. Bellanger says he prefers to have "direct negotiations with SNEP" and that he will come up with "concrete proposals."

He also adds the fact that Skyrock was the only national network to have signed a deal with broadcast collection rights organization SPRE. "It shows that Skyrock can be a reliable partner and

other requirements of the Broadcasting Act. The licence is expected to be awarded to the highest bidder by early/mid-March, unless the RA feels there are "exceptional circumstances" which would cause the Authority to offer it to another applicant.

The successful licensee will have to begin broadcasting pre-recorded test transmissions within six weeks of being awarded the licence so that the frequencies will not remain dormant for too long once the BBC stops using them.

It is possible that INR2 could begin broadcasting before Classic FM, which is aiming for an autumn 1992 launch. Because the BBC's transmitters and distribution network are already in place, it is expected the winner will be able to reach an arrangement to rent them from the BBC; discussions have already taken place between the RA and the BBC over this. The restrictions normally imposed on the BBC's right to offer transmission services on the open market—designed to protect the newly privatized National Transcommunications Ltd. in its early years—do not apply in this case.

Assuming that agreement is reached with the BBC, the RA believes transmission costs could

that the music industry has an interest in dealing directly with us," he says.

Bellanger adds that Lang's input has spurred stations to seek a solution independently rather than having regulations imposed on them. "The meetings we had at the Ministry of Culture proved there was no need to implement what I would call a musical apartheid [quotas], and that it was, instead, better to search for a dialogue," he comments. "The discussion has to be conducted with respect for each other in order to set up joint strategies to promote French production." EL

be "under £1.5 million" a year. This would be a considerable savings on the estimated £4.5 million for INR1 because of the fewer number of transmitters needed for national coverage on AM.

However, the winner will still have to pay the annual RA licence fee of £645,000, as well as the index-linked cash bid and 4% of qualifying revenue to the government.

It is not known at this stage how many applications the RA is likely to receive. Last year, 23 "Letters of Intent" were sent by groups interested in applying for a national AM licence. Nine wished to remain confidential. When INR1 was advertised, there were only three applicants, despite the Authority having received 35 "Letters of Intent" for a national FM licence.

However, many of these were from groups interested in providing a national rock or pop FM service, which were effectively prevented from applying by the non-pop nature of the licence.

The frequency itself may discourage some bidders. Not only is it on the less-attractive AM band, but it also suffers from poor reception after dark, including co-channel interference from Radio Tirana/Albania.

accept the diversity of the different stations. "What would be the use of multiplying the number of stations if they are all broadcasting the same songs," asked Mitterand. The president added that linking "the legitimate economic interests of companies and cultural pluralism is a tricky alchemy."

Nevertheless, Mitterand saluted the "major rise" of national music networks, saying that he would like to see the same type of programming on TV, a reference to the yet-to-be-born music channel. He also urged stations to "fulfill their cultural responsibility, mainly when it comes to the broadcasting and the promotion of French music."

Mitterand's address touched on all the elements of the debates about the future of French radio that followed during the two days of panel discussions at the conference: the existence and survival of different formatted stations; the evolving regulation of the industry; technological changes;

the economic viability of radio groups; and international expansion. (See next week's M&M for a complete round-up of the conference.)

Jean Maheu, president of the public station Radio-France, summarised the challenges facing broadcasters. "In the future, the radio industry will face three challenges: the continuing uniformity of products, the scarcity of money and the rarity of frequencies." Member of the broadcasting authority CSA Roland Faure believes one of the major tasks facing regulators is to "manage that rarity" in order to maintain a good balance between different types of operators until new technologies "double or triple the number of frequencies available." As an example, Faure cited the allocation of frequencies in the Alps/Riviera region. "There are 225 frequencies available and 920 applications. How many unhappy and frustrated people have we created?" he asks.

**EHR TOP 40**

| TW | LW | WQC | Artist/Title  | Label              | Total | A  | B  | Add |
|----|----|-----|---|--------------------|-------|----|----|-----|
| 1  | 1  | 8   | <b>SIMPLY RED</b> /Something Got Me Started               | (East West)        | 65    | 56 | 9  | 0   |
| 2  | 2  | 14  | <b>BRYAN ADAMS</b> /(Everything I Do) I Do It For You     | (A&M)              | 48    | 40 | 8  | 0   |
| 3  | 4  | 7   | <b>PRINCE</b> /Cream                                      | (Paisley Park)     | 47    | 34 | 13 | 0   |
| 4  | 3  | 7   | <b>MARIAH CAREY</b> /Emotions                             | (Columbia)         | 48    | 43 | 5  | 1   |
| 5  | 5  | 11  | <b>JULIAN LENNON</b> /Saltwater                           | (Virgin)           | 46    | 37 | 9  | 1   |
| 6  | 10 | 4   | <b>LISA STANSFIELD</b> /Change                            | (Arista)           | 45    | 33 | 12 | 7   |
| 7  | NE |     | <b>GENESIS</b> /No Son Of Mine                            | (Virgin)           | 38    | 30 | 8  | 20  |
| 8  | 9  | 10  | <b>ROXETTE</b> /The Big L                                 | (EMI)              | 38    | 28 | 10 | 1   |
| 9  | 7  | 8   | <b>BRYAN ADAMS</b> /Can't Stop This Thing We Started      | (A&M)              | 40    | 30 | 10 | 3   |
| 10 | 6  | 11  | <b>DIRE STRAITS</b> /Calling Elvis                        | (Vertigo)          | 32    | 28 | 4  | 0   |
| 11 | 8  | 6   | <b>BELINDA CARLISLE</b> /Live Your Life Be Free           | (Virgin)           | 41    | 31 | 10 | 2   |
| 12 | 28 | 2   | <b>U2</b> /The Fly  | (Island)           | 34    | 27 | 7  | 12  |
| 13 | 12 | 6   | <b>PAUL YOUNG</b> /Don't Dream It's Over                  | (Columbia)         | 31    | 20 | 11 | 1   |
| 14 | 13 | 7   | <b>ERASURE</b> /Love To Hate You                          | (Mute)             | 28    | 24 | 4  | 0   |
| 15 | 11 | 12  | <b>MARTIKA</b> /Love...Thy Will Be Done                   | (Columbia)         | 27    | 20 | 7  | 1   |
| 16 | 20 | 11  | <b>CATHY DENNIS</b> /Too Many Walls                       | (Polydor)          | 31    | 22 | 9  | 3   |
| 17 | 15 | 12  | <b>PM DAWN</b> /Set Adrift On Memory Bliss                | (Gee Street)       | 29    | 22 | 7  | 2   |
| 18 | 18 | 5   | <b>CHER</b> /Save Up All Your Tears                       | (Geffen)           | 30    | 22 | 8  | 3   |
| 19 | 16 | 8   | <b>GUNS N' ROSES</b> /Don't Cry                           | (Geffen)           | 26    | 22 | 4  | 1   |
| 20 | 14 | 7   | <b>SABRINA JOHNSTON</b> /Peace                            | (East West)        | 26    | 19 | 7  | 0   |
| 21 | 19 | 9   | <b>SALT-N-PEPA</b> /Let's Talk About Sex                  | (ffrr)             | 32    | 25 | 7  | 1   |
| 22 | 17 | 5   | <b>COLOR ME BADD</b> /I Adore Me Amor                     | (Giant)            | 30    | 20 | 10 | 3   |
| 23 | 31 | 5   | <b>KENNY THOMAS</b> /Best Of You                          | (Cooltempo)        | 24    | 22 | 2  | 4   |
| 24 | NE |     | <b>RICHARD MARX</b> /Keep Coming Back                     | (Capitol)          | 23    | 14 | 9  | 9   |
| 25 | NE |     | <b>PET SHOP BOYS</b> /DJ Culture                          | (Parlophone)       | 21    | 15 | 6  | 7   |
| 26 | 21 | 6   | <b>MARC ALMOND</b> /Jacky                                 | (Some Bizzare/WEA) | 24    | 17 | 7  | 1   |
| 27 | 26 | 6   | <b>ROZALLA</b> /Everybody's Free                          | (Pulse 8)          | 25    | 19 | 6  | 0   |
| 28 | 23 | 14  | <b>SCORPIONS</b> /Wind Of Change                          | (Mercury)          | 22    | 17 | 5  | 0   |
| 29 | 25 | 14  | <b>EXTREME</b> /More Than Words                           | (A&M)              | 23    | 12 | 11 | 0   |
| 30 | 24 | 14  | <b>CHER</b> /Love & Understanding                         | (Geffen)           | 18    | 12 | 6  | 0   |
| 31 | 35 | 14  | <b>MARC COHN</b> /Walking In Memphis                      | (Atlantic)         | 22    | 15 | 7  | 3   |
| 32 | 29 | 7   | <b>BAD ENGLISH</b> /Straight To Your Heart                | (Epic)             | 20    | 13 | 7  | 0   |
| 33 | 22 | 7   | <b>TINA TURNER</b> /Nutbush City Limits (The 90s Version) | (Capitol)          | 22    | 16 | 6  | 1   |
| 34 | 27 | 6   | <b>OLETA ADAMS</b> /Don't Let The Sun Go Down On Me       | (Fontana)          | 24    | 16 | 8  | 4   |
| 35 | RE |     | <b>SCORPIONS</b> /Send Me An Angel                        | (Vertigo)          | 16    | 10 | 6  | 0   |
| 36 | 34 | 5   | <b>BEVERLY CRAVEN</b> /Woman To Woman                     | (Epic)             | 18    | 11 | 7  | 0   |
| 37 | NE |     | <b>ARMY OF LOVERS</b> /Crucified                          | (China)            | 21    | 17 | 4  | 3   |
| 38 | 30 | 12  | <b>LEVEL 42</b> /Guaranteed                               | (RCA)              | 17    | 10 | 7  | 0   |
| 39 | NE |     | <b>JOE COCKER</b> /Night Calls                            | (Capitol)          | 19    | 14 | 5  | 2   |
| 40 | 33 | 2   | <b>R.E.M.</b> /The One I Love                             | (Warner Brothers)  | 19    | 14 | 5  | 2   |

The EHR Top 40 chart is based on a weighted-scoring system. Songs score points by achieving airplay at M&M's EHR reporting stations that 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.

**AIRPLAY ACTION**

by Machgiel Bakker

While **Simply Red** remains steady on top for the second week, **Prince's** *Cream* single is moving to no. 3, getting its best airplay in Holland, Sweden, Denmark and France. It marks Prince's highest position in EHR so far, following the recent success of *Gett Off* (that peaked at no. 10) and last year's *New Power Generation* (11).

While **Arista** launches **Lisa Stansfield's** new album, *Real Love* this week (see spotlight on page 16), the album's leadoff single *Change* is shooting up EHR. Airplay in the UK is very good (71% of our EHR reporters in that market report the single) as well as in Holland, Sweden, and to a lesser extent, Denmark.

**Genesis** crashes the EHR Top 40 with *No Son Of Mine* scoring on 38 stations, an increase of 223% compared to last week. The single enters at no. 7, the second best debut of 1991, following **Roxette's** *Joyride* that entered at no. 4 the second week of March. With 20 new additions this week, the

track scores best in the UK, Germany, France, Holland and Denmark.

Another track that is breaking in EHR is **U2's** *The Fly* single that jumps from 28 to 12. Although airplay in major markets like France and Germany is still hesitant, it is getting its best reports from the UK, Holland, Denmark and Italy.

**Richard Marx**, has the second best entry this week (24) with the first single from the album *Rush Street*, that's receiving the biggest penetration in the UK, Italy and Germany. With nine new additions, it is the third-ranked New Add leader this week.

Hot on the heels of Marx, is the new **Pet Shop Boys** single *DJ Culture*, taken from the forthcoming *Discography* album on **Parlophone**. Entering at 25, it scores well in Italy, Spain and the UK.

Highest entry in Chartbound for **Enya** with the haunting *Caribbean Blue* (WEA). It is primarily played on EHR stations in the UK, although first reports are coming in from Holland and Belgium too.

**EHR NEW ADD LEADERS**

|                                       |                   |    |
|---------------------------------------|-------------------|----|
| <b>GENESIS</b> /No Son Of Mine        | (Virgin)          | 20 |
| <b>U2</b> /The Fly                    | (Island)          | 12 |
| <b>RICHARD MARX</b> /Keep Coming Back | (Capitol)         | 9  |
| <b>A-HA</b> /Move To Memphis          | (Warner Brothers) | 8  |
| <b>LLOYD COLE</b> /Weeping Wine       | (Polydor)         | 8  |
| <b>DIRE STRAITS</b> /Heavy Fuel       | (Vertigo)         | 7  |
| <b>PET SHOP BOYS</b> /DJ Culture      | (Parlophone)      | 7  |
| <b>LISA STANSFIELD</b> /Change        | (Arista)          | 7  |

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**

|   |                |    |
|---|----------------|----|
| <b>SIMPLY RED</b> /Something Got Me Started           | (East West)    | 56 |
| <b>MARIAH CAREY</b> /Emotions                         | (Columbia)     | 43 |
| <b>BRYAN ADAMS</b> /(Everything I Do) I Do It For You | (A&M)          | 40 |
| <b>JULIAN LENNON</b> /Saltwater                       | (Virgin)       | 37 |
| <b>PRINCE</b> /Cream                                  | (Paisley Park) | 34 |
| <b>LISA STANSFIELD</b> /Change                        | (Arista)       | 33 |
| <b>BELINDA CARLISLE</b> /Live Your Life Be Free       | (Virgin)       | 31 |
| <b>BRYAN ADAMS</b> /Can't Stop This Thing We Started  | (A&M)          | 30 |
| <b>GENESIS</b> /No Son Of Mine                        | (Virgin)       | 30 |
| <b>ROXETTE</b> /The Big L                             | (EMI)          | 28 |

The EHR "A" Rotation Leaders are those songs which have the highest number of stations playing them in "A" or heavy rotation during the week. Rotation definitions are set by the individual stations. In the case of a tie, songs are listed alphabetically by artist.

**CHARTBOUND RECORDS**

|  |                   |      |  |                   |      |
|--|-------------------|------|--|-------------------|------|
| <b>GLORIA ESTEFAN</b> /Live For Loving You                         | (Epic)            | 19/5 | <b>LENNY KRAVITZ</b> /Stand By My Woman                  | (Virgin America)  | 13/3 |
| <b>R.E.M.</b> /The One I Love                                      | (Warner Brothers) | 19/2 | <b>SIMPLE MINDS</b> /Real Life                           | (Virgin)          | 13/2 |
| <b>TOM PETTY &amp; THE HEARTBREAKERS</b> /Into The Great Wide Open | (MCA)             | 17/2 | <b>AMY GRANT</b> /Every Heartbeat                        | (A&M)             | 13/1 |
| <b>ENYA</b> /Caribbean Blue*                                       | (WEA)             | 16/6 | <b>MARKY MARK &amp; THE FUNKY BUNCH</b> /Good Vibrations | (Interscope)      | 13/0 |
| <b>PAULA ABDUL</b> /The Promise Of A New Day                       | (Virgin America)  | 16/3 | <b>RIGHT SAID FRED</b> /I'm Too Sexy                     | (Tug/BMG)         | 13/0 |
| <b>GLASS TIGER</b> /My Town  | (Capitol)         | 16/3 | <b>A-HA</b> /Move To Memphis*                            | (Warner Brothers) | 12/8 |
| <b>GARLAND JEFFRIES</b> /Hail Hail Rock 'N' Roll                   | (RCA)             | 16/1 | <b>PM DAWN</b> /Paper Doll*                              | (Gee Street)      | 12/5 |
| <b>OMD</b> /Pandora's Box  | (Virgin)          | 16/1 | <b>MIKE &amp; THE MECHANICS</b> /Stop Baby*              | (Virgin)          | 12/3 |
| <b>BOB SEGER &amp; THE SILVER BULLET BAND</b> /The Real Love       | (Capitol)         | 15/1 | <b>LEVEL 42</b> /Overtime                                | (RCA)             | 12/2 |
| <b>ZOE</b> /Sunshine On A Rainy Day                                | (M&G/Polydor)     | 15/0 | <b>CE CE PENISTON</b> /Finally                           | (A&M)             | 12/1 |
| <b>DIRE STRAITS</b> /Heavy Fuel*                                   | (Vertigo)         | 14/7 | <b>DEACON BLUE</b> /Closing Time                         | (Columbia)        | 12/1 |
| <b>AMY GRANT</b> /That's What Love Is For*                         | (A&M)             | 14/3 | <b>WHITNEY HOUSTON</b> /I Belong To You                  | (Arista)          | 12/1 |
| <b>ROBERTA FLACK &amp; MAXI PRIEST</b> /Set The Night To Music     | (Atlantic)        | 14/2 | <b>TEXAS</b> /Why Believe In You                         | (Vertigo)         | 12/1 |
| <b>VOICE OF THE BEEHIVE</b> /I Think I Love You                    | (London)          | 14/0 | <b>INXS</b> /Shining Star*                               | (Mercury)         | 11/6 |
| <b>QUEEN</b> /The Show Must Go On*                                 | (Parlophone)      | 13/4 | <b>CROWDED HOUSE</b> /Fall At Your Feet                  | (Capitol)         | 11/3 |

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.

**"A" ROTATION PERFORMANCE**

| Artist/Title/Label   | "A" %           |
|--|-----------------|
| <b>KENNY THOMAS</b> /Best Of You                             | (Cooltempo) 91  |
| <b>INXS</b> /Shining Star                                    | (Mercury) 90    |
| <b>COLOR ME BADD</b> /All 4 Love                             | (Giant) 86      |
| <b>QUEEN</b> /The Show Must Go On                            | (Parlophone) 84 |
| <b>GARLAND JEFFRIES</b> /Hail Hail Rock 'N' Roll             | (RCA) 81        |
| <b>ARMY OF LOVERS</b> /Crucified                             | (China) 80      |
| <b>BOB SEGER &amp; THE SILVER BULLET BAND</b> /The Real Love | (Capitol) 80    |

"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       |
|------------------------------|----------------------|
| <b>ENYA</b> /Caribbean Blue  | (WEA) 16             |
| <b>A-HA</b> /Move To Memphis | (Warner Brothers) 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.

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de **JOAQUÍN RODRIGO**

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**PACO DE LUCÍA**

*con*

**LA ORQUESTA DE CADAQUÉS**

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L I V E

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# Making The Most Of The Best

When a band is as big as INXS, marketing should be a pushover. First, record the album. Second, film the video. Third, let millions of fans buy the product and peripheral merchandise; and fourth, laugh all the way to the bank.

Wrong, says INXS manager Chris Murphy. "Marketing a super-group is harder than marketing a new band, as funny as that may sound." If a new band's first album falls out of the charts or a single flops, there is time to lick your wounds, sort out the problems and try again, says Murphy. With a top-selling band, every move that you make is critical.

"The strategy has got to be very pinpointed, very precise and it's all got to line up; and it's hard to get everything to line up in the all the countries at the same time," he adds.

Via fax and phone, Murphy keeps a constant monitor on global record sales and can instantly see if one country's sales are falling compared to others. "You've got to get a response quickly, otherwise you have, after three weeks, an album building and rising through the charts or through sales...and suddenly you have your reps and retailers and marketing guys and everyone else having heart attacks, thinking the album is not happening.

## All Formats

"This campaign (*Live Baby Live*) has been a real test because we are going out with a four formatted configuration: CD, cassette, LP and video, which is very rare," he says. Instead of dealing solely with record companies, the video has added a new dimension to Murphy's already considerable workload. It means making time to watch video promotion and sales and prepare a world-wide cinema launch.

The material associated with *Live Baby Live* is part of a comprehensive global marketing strategy. Headquartered in Sydney, Murphy is also responsible for running Mark Murphy and Associates (MMA's original title), which he took over from his father. MMA offices in London, New York and Hong Kong (opened on November 1) are constantly in touch with the record companies distributing the album, PolyGram worldwide and Atlantic in the US, as well as distribution of the *Live Baby Live* video.

Demonstration copies of the *Shining Star* single went to djs in early October for official retail release on October 21. The album had a worldwide release date of November 4 (available to the media on October 28) and worldwide cinema screenings of the 92-minute concert movie, *Live Baby Live*, were booked for late October.

Everything had to be in the right place at the right time and having to deal with scores of countries, Murphy has his own law: anything that could go wrong can't be allowed to go wrong.

In London, PolyGram International's marketing manager Peter Schultz says the *Live Baby Live* audio and video is being closely associated with the dozen or so cities in which the album was recorded. "The TV spots we've done are very clearly a plug for the video live at Wembley, a plug for the album, and at the end, with the final shot of the sleeve, you've got CD, cassette, LP and laserdisc."

Every country has clear instructions that it is responsible for its own advertising, its own layouts, but "this is the way we want it to be and we stress everywhere, we want equal billing for the video." *Live Baby Live* is being marketed as "the greatest hits, live," says

Schultz. All the billboards, posters, radio and television advertising is geared to remind people that the album is a package of the best tracks.

## The Campaign

Each country has its own system of working. Video is big in Australia, as is radio. In France, says Murphy, radio is more important than video. "You have to try to work each territory and respect their problems," he says.

Murphy says he has had to make adjustments—particularly relating to the release of the single *Shining Star*—for the UK market. "They have this very instant situation: debut albums at number one and the pressure on singles [to] debut very high and jump very quickly, otherwise you fall off the radio chart list," he adds. While new bands have time to generate interest, a super-group like INXS, has "the pressure of entering the charts high and motoring up them pretty quickly."

By way of contrasting perspectives, Schultz says the French market is very slow and takes longer to break singles. "Usually they miss out on singles. So, if the UK releases four singles on an album, by the time the UK gets onto the third, the French are considering going on to their second one. The French are just releasing *Bitter Tears* (from *X*) as a single, but suddenly they discover they've got a live album."

Murphy says that well before anything happened for INXS in London, other European countries had already opened up. While the English music press was doing its worst, INXS was number one in France and top 10 in



# MEMPHIS



## MUSIC-CONCERTS

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# INXS

T H E E X C E L L E N C E C O N T I N U E S

Holland, France and Germany, despite being more receptive to INXS in the early days, sell far fewer units. *Kick* sold one third as many copies in France and Germany as it did in the UK. The last album, *X*, sold about half the number in the two largest continental countries.

In terms of management strategy, Murphy saw that successive singles from *X* were achieving lower and lower chart positions. By the time *The Stairs* was being thought of as a fourth or fifth single, he pulled the plug. It was just too good a song to allow to start low and fall off the charts. A live version might become a single from *Live Baby Live*.

Each European territory is purposely given as much time as the UK. Staff in MMA's London office are sent to the continent nearly every week to keep in tune with all the markets.

### Marketing The Video

*Live Baby Live* is the entire Wembley show (with the exception of the song *Lately*) shot on 35mm film by David Mallet, directing 16 cameras. The production quality is exceptionally high and with a low price differential between it and the CD, it is far better INXS-minute per dollar value. Murphy says video is a fast growing market, but people haven't yet realized that they can pump it through their audio systems. "I think this video will have a very dynamic effect on the music buying public," says Murphy. He believes the industry underestimates the video market. "I treat it as a growing format, but at the moment it is treated as a different industry. I think they should start treating it as a format." INXS has been selling videos since *Shaboo Shooobah* (1982) and has released a *Greatest Video Hits* tape and *Kick: The Video Flick*, which went gold in many countries.

At PolyGram, Schultz says the intention

is to sell the video and audio through the same media. Although they are different programmes, they carry the same artwork and titles and are both INXS live.

"The video markets in Europe are all very different," says Schultz. In the UK there is a very advanced market, huge sales potential and stand alone video shops. The French market has equally taken off, but in a lot of countries in Europe, even Germany, which is the biggest record market in Europe, the

video market is comparatively primitive. So we're putting a lot of effort into developing the market."

"This has been one of the biggest projects ever undertaken by PolyGram Video International both in terms of the production and the marketing activities," says head of marketing Nadia Ostacchini. "We have overseen the international screenings with a list of venues that reads like a tour itinerary from London to Rome to Finland to 34 screenings

across France. Every territory has participated in what we believe to be a truly multinational event."

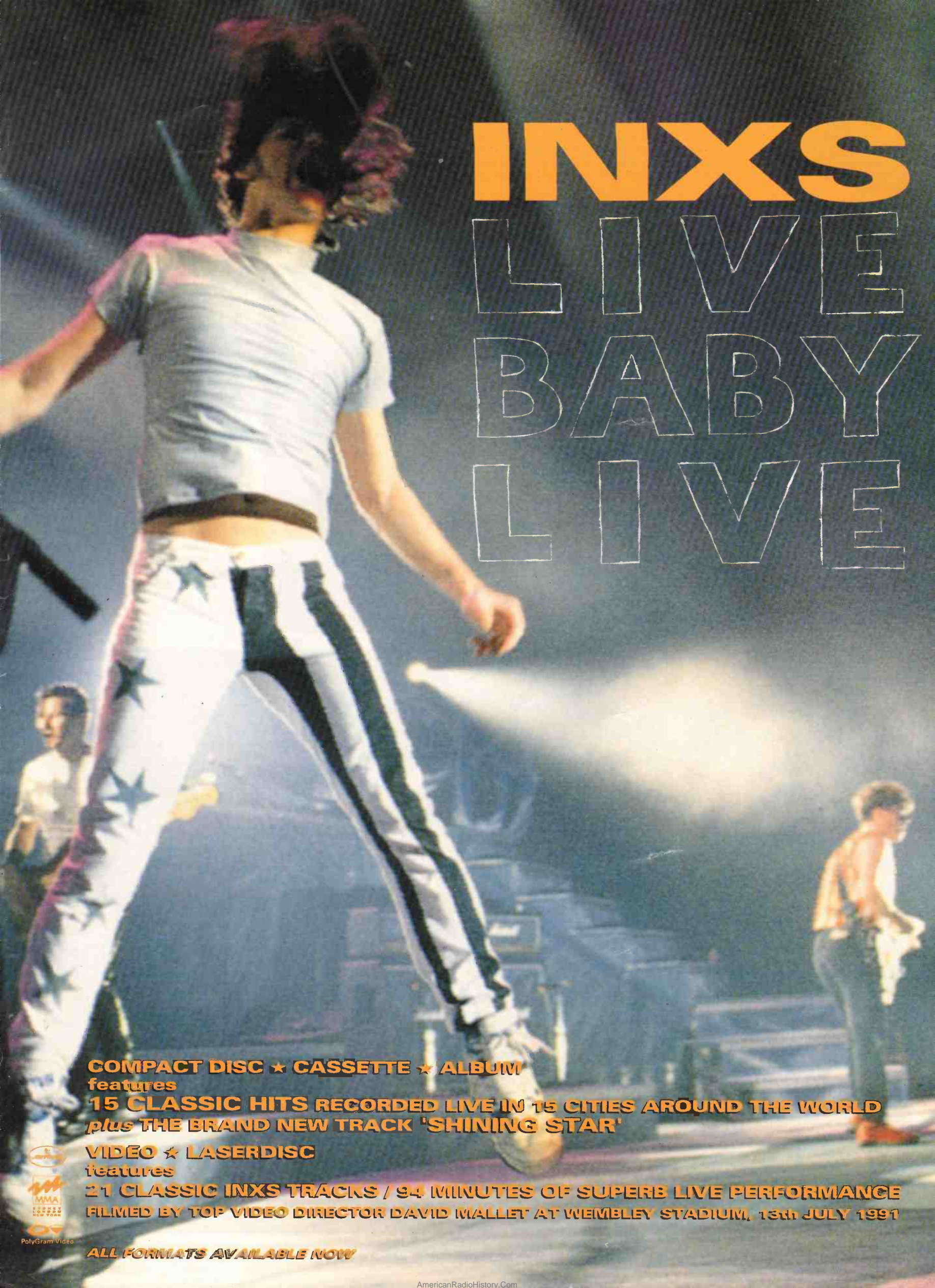
### The Media Package

Between MMA and the record company, anyone who can be useful in promoting INXS can get most of what they need to do so. An "electronic press kit" is available on VHS tape. The 30-minute programme, "Talk Baby Talk", includes a history of the band and a few excerpts from Wembley, involving interviews with each of the six members. Working out who is who—particularly with three Farris brothers—is confusing, but there is plenty of material for radio and television producers to put together inserts for programmes.

Schultz says the tape is useful to the sales force as a visual biography, and it's good to have extra copies for any INXS fans in retail operations. "They love having things like that, but primarily it's a tool for promotion. A lot of countries do use them quite extensively for TV broadcast." Schultz says it is not yet an essential tool for promoting a band, but the trend is in that direction. "You can do a very modest one on a new band and be very economical." An audio interview with the band was to have been made available but a series of technical problems scotched an otherwise good idea. Instead, a 55 page hand-written transcript of the interview has been made available for any radio station that wanted INXS voices in the studio.

Along with "Talk Baby Talk," there are three television advertisements for the album. They use a cut from the Wembley concert, introduced by an Australian voice announcing, "Ladies and gentlemen, would you welcome the greatest rock 'n' roll band in the world - INXS."





# INXS

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