## USS G A ED A

**German Publishers Face** New Realities Of The '90s. Also, GSA Today Reviews The Latest Releases. See Pages 11-14 & 15.

Europe's Music Radio Newsweekly. Volume 9. Issue 17. April 25, 1992. £ 3, US\$ 5, ECU 4



BRTN CELEBRATES RADIO DONNA LAUNCH — BRTN director general Cas Goossens (middle right) and BRTN Radio director Piet van Roe (middle left) sign the guestbook to kick off the March 27 launch of EHR Radio Donna, the Belgian pubcaster's fifth radio channel. At the party, bands such as The Radios and Leyers, Michiels & Soulsister played for a 300+ crowd. (Photo: Raf Serruys)

18.9% SHARE IN 1ST QUARTER

## **RTL France Keeps** Ratings Crown

by Steve Wonsiewicz & David Roe

RTL continues its winning streak as France's ratings leader with an 18.9% audience cume share, a quarterly increase of 1.2 points based on the January-March 1992 Mediametrie sweep.

The CLT-owned full-service powerhouse sustained its wide lead over runner-up generalist net Europe 1, which had an 11.7% cume share, up 0.7 points from the 1991 November-December

M&M 1st Qtr. Chart Champs

period. Both stations, however, had a falloff from a year earlier, when many listeners were tuned into the nets for Gulf War cover-

Pubcaster France Inter news/ talk and FM EHR net NRJ earned the number three and four spots with audience cume shares of 11.3% and 9.7%, respectively.

Rounding out the top five was another pubcaster, news/talk France Info, which capitalized on the country's elections to score

(continues on page 26)

### **Newspapers** Upset Over Swedish Radio Plans

by Gerard O'Dwyer

Sweden's first private commercial radio licences will be issued this autumn and stations are expected to be allowed to begin broadcasting in 1993, according to a new report entitled "Rules & Conditions For Private Radio" released by the country's Ministry of Culture (MOC).

The report, intended as a guideline for MPs in advance of a full-blown debate in the Riksdag (Parliament) later this spring, has angered newspaper owners, which will be limited to a 40% stake of new private stations. The recommendations, if upheld, also would prevent major media groups such as state broadcaster Sveriges Radio and Nordisk Television from owning com-

(continues on page 26)

### Task Forces Map BBC's Landscape

by Mike McGeever

BBC Radio can breathe a temporary sigh of relief after learning that no major concerning changes gramming or the possibility of taking select advertising have been recommended in the initial-draft reports from the 15 task forces appointed by the BBC.

Unauthorized copies of the drafts were made public last week by the Broadcasting Entertainment Cinematograph and Theatre Union (BECTU), the largest at the BBC. BECTU has charged that the BBC is planning to cut 10.000 jobs-more than a (continues on page 26)

#### four million units across Europe. That album alone accounts for no less than 7.4% of total album shares, the highest of the quarter.

In the wake of that success, the original 1981 Greatest Hits album re-entered the European Top 100 Albums and reached the five-million mark in Europe. Other Queen albums that contributed to EMI's

EMI European Album

Winner, Led By Queen

For the first time, EMI earned top honours for chart

share in M&M's 1992 first-quarter European Top

100 Albums analysis. The company's share of 20.4%

sales of the band's Greatest Hits II album to over

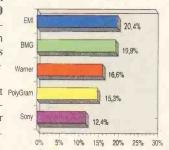
Freddie Mercury's passing last year boosted

was largely attributable to one band-Queen.

number one position include Innuendo and A Kind Of Magic.

EMI's impressive album chart PolyGram share is likely to be continued following the purchase of Virgin near the end of the first quarter (Feb. 28).

**European Top 5 Album Companies** 



## PolyGram Grabs Top Spot In EHR Top 40

Contributions from a wide variety of labels, including newly licensed Motown, propelled PolyGram to the top spot in M&M's 1992 first quarter EHR Top 40 chart share. PolyGram, which scored a 26.3% share, compared to runner-up Sony Music's 21.6% share, had 26 of the 97 records that entered the EHR

PolyGram's most successful title and third most

popular song overall was Shanice Wilson's I Love Your Smile (Motown). Although it never hit number 1 (it stayed a month at number 2), the song surpassed Michael Jackson's six-week charttopper Black Or White in total chart points.

Other PolyGram-marketed records that fared well include (in order of total chart points) U2's Mysterious Ways (Island), Wet Wet Wet's Goodnight Girl (Pre-

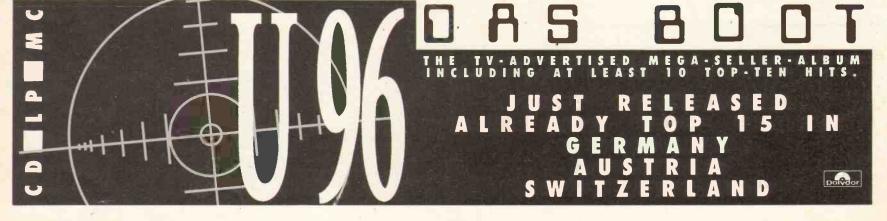
(continues on page 26)

#### No. 1 in EUROPE

**European Hit Radio**BRUCE SPRINGSTEEN Human Touch (Columbia)

Coca-Cola Eurochart MR. BIG To Be With You (Atlantic)

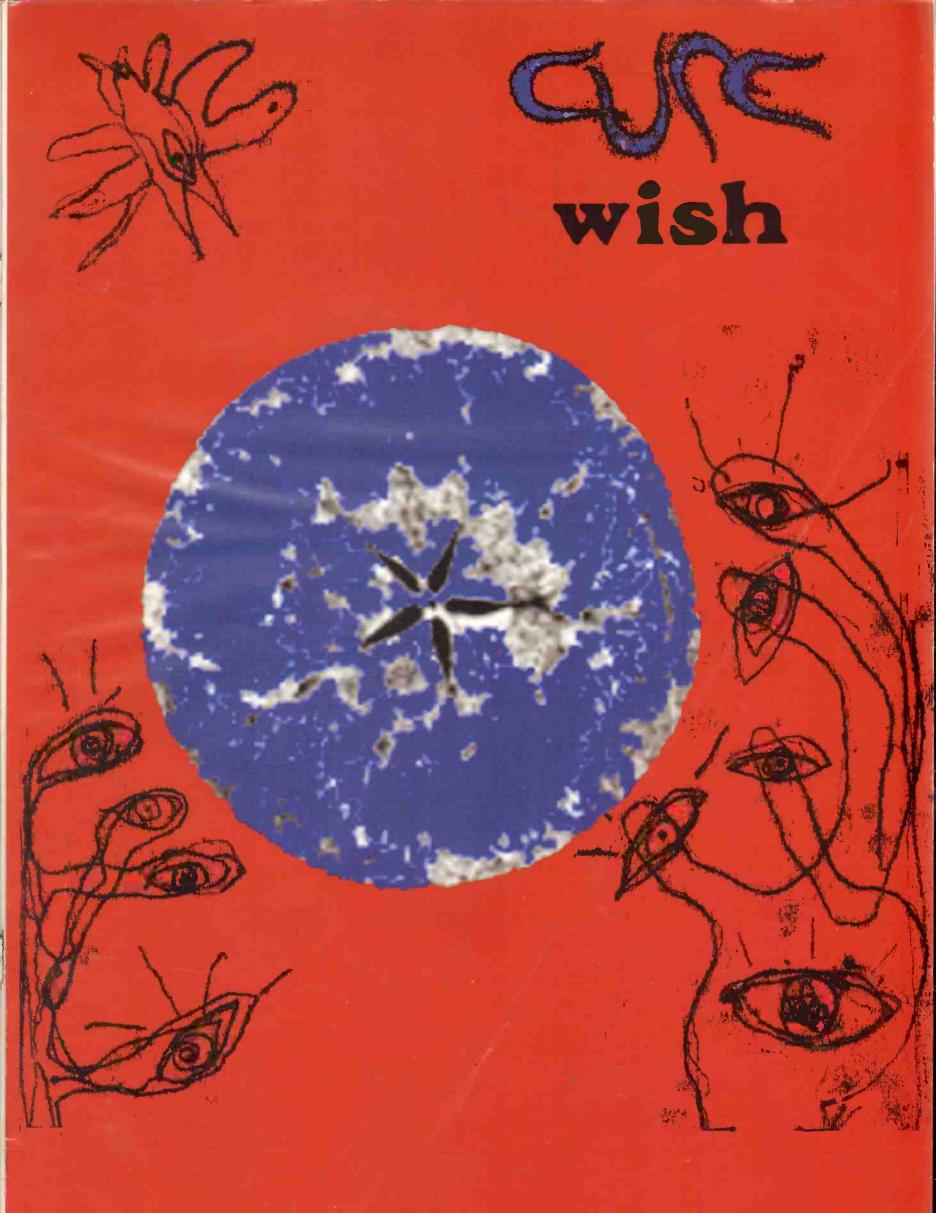
European Top 100 Albums BRUCE SPRINGSTEEN Human Touch (Columbia)



WE'VE GOT THE RIGHT

FELLISTOR YOUR
FOR YOUR
STANDARD
STANDA

CONY MUSIC PUBLISHING GERMANY.



the cure · new album · wish · worldwide release 20 · 4 · 92



## wish the stunning new album from the cure who have sold over twenty million albums worldwide 1992 is the year of the cure

	and the party of the party to the party
january	<ul> <li>the cure finish recording wish.         music industry primed with 1992 cure calenders,         1992 cure sweatshirts, hits cds at radio and all year         point of sale boards for retail.         polydor worldwide planning meeting.</li> </ul>
febrero	<ul> <li>the cure host international media conference and album playback.</li> <li>fifty front cover international magazine interviews completed.</li> </ul>
mars	<ul> <li>worldwide release of first single, high.</li> <li>exclusive launch of tim pope video and immediate mtv rotation.</li> </ul>
ebrill	<ul> <li>worldwide release of album, wish.</li> <li>worldwide run of front cover stories.</li> <li>worldwide instore decoration and street postering.</li> <li>artworked presentation boxes serviced to media.</li> <li>pre release fan playbacks.</li> <li>warm up club tour of uk.</li> </ul>
mei	• worldwide release of second single. world tour commences in usa.
juni	• wish tv advertised.  usa tour continues and takes in central america.
luglio	back catalogue campaign. usa tour continues and engulfs canada.
augusti	• tour goes to australia and licks new zealand.
syyskuu	• worldwide release of third single. european tour starts.
ekim	• european tour approaches crescendo.

novembro

worldwide release of fourth single.
further tv advertising of wish.
tour climaxes spectacularly.

desember • christmas repromotion of wish. further back catalogue campaign.





#### MUSIC & MEDIA

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## 1991 German Music Sales Up 11%

by Robert Lyng

Recorded music shipments in Germany by members of country's industry trade organization BPW increased 10.8% to a record DM4.04 billion (app. US\$2.44 billion) during 1991. The BPW also estimated that another DM413.7 million in trade deliveries were shipped by non-member companies. Dealer-direct imports/ exports are estimated at 5.5% and illegal pirate recordings at 3% (DM150 million) of total turnover. The results cemented the country's ranking as the world's third largest and Europe's largest market at 9.5% of the worldwide turnover of US\$24 billion.

Two-thirds of the 10.8% growth in turnover (DM395 million) is attributed to sales in the five new states, while only 33% of the growth can be attributed to west Germany.

CDs were once again the leading soundcarrier, increasing 34% to 102.2 million units shipped (96.6 million to retail and 5.6 million to clubs and mail order), and accounting for 62% of all sales.

Cassette deliveries edged up slightly, increasing 1.5% to 75.8 million units (70.8 million to retail and five million to clubs); that represented 23% of all BPW member sales.

As expected, vinyl album shipments continued to decline. dropping 47% to 23.4 million units (20.7 million retail, 2.7 mil-

West

Repertoire Share

lion clubs); the format comprised only 9% of total trade deliveries.

Singles, which made up only 6% of total shipments, also continued to drop, down 8.5% to 24.9 million units for all formats. While CD single trade deliveries rose by 55% to 14.6 million units, vinyl seven-inch singles and 12inch maxi singles sold only 7.3 million and three million units, respectively.

Album shipments increased 3.4% to 201.4 million units, while single deliveries dropped 8.5% to 24.9 million units.

Six percent of the German population (app. 80 million) purchased 10 or more soundcarriers last year, comprising 45% of the total turnover. Another 14% of the turnover is spent by 21% of the population who buy between three to 10 recordings per annum, while 28% of the population purchases only one or two each year. Some 45% of the population does not buy pre-recorded music.

The 29-year-and-under age group, which comprises 30% of the population, is the biggest buyer, making up 48% of the soundcarrier market. The 30-39year-olds (17% of the population) make up 23% of the music market. The 40-49-year-old age group makes up 15% of both the population and the market, while the over-50, the largest population group at 38%, makes up a mere 14% of the turnover for recorded music.

**Format Share** 

East

40.0%

West

PolyGram Germany chairman Wolf-D. Gramatke points out that sales in former east Germany, which totalled approximately DM600 million, comprised 13% of the unified German turnover. He also stressed significant differences in buying patterns between the east and the west Germans, pointing out that those in the new states clearly prefer more German-language product.

Gramatke also noted that buyers in eastern Germany are more price conscious than their western counterparts. They tend to buy

considerably more low-priced product. For some labels, these sales comprise up to 60% of their turnover.

The price of CDs was one of the most hotly debated topics of 1991. Virgin Germany MD Udo Lange says that while the cost of concert tickets has risen to DM50-60, CD prices have continually dropped. EMI/Electrola's Helmut Fest indicates that in 1990, the consumer paid an average DM29.70 for a full-price CD compared to DM36.10 in 1983.



JOHN JOINS POLYGRAM — PolyGram president/CEO Alain Levy (right) and Elton John celebrate the artist's move to a PolyGram label in the US. Phonogram has been marketing John's product elsewhere in the world since 1977. Under the new deal, John will reportedly deliver up to six albums for the company.

MONTREUX MONITOR

#### 6.1% 7.5% Classical 11.5% Cassettes 17% 39.0% Rock/heavy metal 13.1% Vinly LPs 10% 17.5% 3.5% German schlager 8 3% 15.5% 6% Singles 4.8% German rock 4.5% Volksmusik 8 6%

East

40.1%

## Bright Prospects For German Music Video Market: Up 60%

An estimated 2.1 million music video units were shipped in Germany last year, a 60% increase over 1990, according to the results of a study commissioned by the video working group of the German recording industry association BPW and carried out by G&I. The companies involved include BMG Ariola, Castle Communications, MCEG Virgin, PolyGram, Rainbow, Sony Music, EMI Electrola, east west Records and Warner Music.

Video shipments totalled DM66 million (app. US\$40 million). The average unit price was DM31.20. The price categories DM35-39 and DM25-29 each comprised 25% of the market, while the DM30-35 and DM15-20 price groups made up 17% of the market, respectively.

Fifty percent of all music videos were sold in record stores. Department stores accounted for 25%, mail order 11%, consumer

markets 9%, clubs 6%; pop music represented 60% of all deliveries, while rock comprised 20%. Classical productions made up less than 2% of the total.

G&I also revealed that 56.9% of music video buyers purchase 10 or more CDs per year. With an estimated potential of 3.9 million consumers, the study forecasts shipments of four to five million units per annum by the middle of the decade. While the 20-29-yearolds and the 30-39-year-olds buy the most videos, taking 35% and 28% of the market, respectively, the study indicates the potential development of the under-20 age group, which is expected to inherit old model VCRs as their parents upgrade equipment.

The video music working group predicts a turnover of DM120 million by 1994, at which time nationally released product will comprise 80% of the sales.

Learning About Your Listeners As privatiza-

adio

JUNE 10-13, 1992

MONTREUX

tion of Europe's radio markets begins to take hold. a greater em-

phasis will be placed on listener research. European advermay increasingly demand that private station owners reveal their audience numbers or face possible withdrawals of advertising. Welcome to the real world of competitive radio.

Audience measurement techniques are widely used by US broadcasters to pre-test programming ideas, conduct studies on preferred transmission hours and develop underserved target audiences. Many stations' fortunes rise and fall on audience numbers.

When private US radio was in its infancy, there was no real need for listener research. One or two radio stations were the only game in town, giving them little choice or leverage. But increasing competition changed that picture forever in the US-a change which is likely to take shape in Europe

over the next two or three years, one which underscores the need to develop audi-

ence research techniques which advertisers value and demand.

NAB Radio Montreux, held June 10-13, is designed to show European broadcasters how they can meet these advertiser expectations. A special session has been developed featuring some of Europe's top broadcasters, explaining how Europe's radio industry can develop listener research. This session will focus on surveys specifically tailored to attract more advertising dollars for stations and to deliver bottom-line results for advertis-

To register for the NAB conference in Montreux, call NAB Radio Montreux in Switzerland at tel: (+41) 21.963 1212; fax: (+41) 21.963 7895. For information, tel: (+41) 21.963 3220; fax: (+41) 21.963 8851.

## **Regional Specialist Format** Plans Get Mixed Reviews

by Mike McGeever

The Radio Authority's tentative plan to advertise at least five regional specialist-format licences in the autumn has met with mixed reaction in the commercial radio and related industries

A top executive with one of the country's larger broadcasting groups has his doubts about the commercial viability of the stations. "The services won't appeal to local advertisers because they want to reach a specific area or city," he says. "They are not looking for a region. Meanwhile, national advertisers will be hard to convince because specialist formats are unlikely to reach more than 15% of the area-half of the reach of the primary services. There is very little local advertising, certainly not enough to make a living.

However, regional stations may bring in new advertising revsays, suggesting that it may come from local newspapers.

London consultant/research group Hallett Arendt chairperson Deanna Hallett is more confident about the outlook for such stations. "Radio is already being sold on a regional basis," she says. But, Hallett adds, it is important for the stations to identify those niches which will win listeners without eroding the audience of existing commercial broadcasters, therefore making it both attractive to advertisers and acceptable to the rest of the industry.

London-based Radio Sales Company MD Don Thomson argues that anything which expands the commercial radio market in terms of the total number of listeners is good news. "Business is business. People have to understand that," he says. "The more radio stations there are-as long as they are professionally run—the provides for listener choice and competition.

Media buyer Zenith Media broadcasting director Steve Hyde says it is difficult to see the advertising appeal of the stations because nearly all of the important regions are already covered by ILR outlets. "The listener appeal of the format and its commercial viability are two different things, he says. "Some stations such as Melody Radio/London don't make a great deal of money, but have a large audience."

Hyde says he thinks the Authority should wait until after the forthcoming re-advertisement of existing licences, and until the national commercial franchises are on-air before embarking on new franchises. He also predicts disagreements at the Authority over format definitions and advocates that new services be determined by specific types of music, rather than the current ambiguous definitions.

Hyde also questions why the regional licences were not advertised before the national franchises were offered, saying, "I'm not sure there would have been quite so much competition for the peen regional before." national franchises if there had opportunities

## Straight To **Direct WEA's** Int'l Roster

Following the appointment of Moira Bellas as the new MD of WEA (M&M, March 21), Phil Straight will join the company as director of international artist development.

Straight, who was rumoured to be close to an international marketing job at EMI Music Europe, returns to the company he left in 1986 when he joined Warner Brothers in the US as VP international. In his new role, he will be responsible for WEA's international roster, as well as the exploitation of UK product.

Meanwhile, previous marketing manager Tony McGuinness has been appointed marketing director at WEA.

#### For The Record

In the country music article in last pean director of the Country Music Association Martin Satterthwaite should have been quoted as saying, "Country stars have a good chance of becoming successful not only in the UK, but in the rest of Europe too."



KEEP IT IN THE FAMILY - PolyGram International Music Publishing has signed a worldwide, multi-album publishing deal with A&M Records artist Joan Armatrading. Included in the agreement is her next studio album "Square The Circle," scheduled for a June release. Pictured (I-r) are: PolyGram International Music Publishing chief executive David Hockman, Armatrading and her manager Mike Noble.

## Independents Prep For INR Challenges

by Jeff Green

Facing a new, big-signal competitor? UK's independent radio (IR) broadcasters soon will be, now that Classic FM and IMR are scheduled to deliver the UK's first national FM and AM commercial powerhouses, respectively, in the coming year. How will the independent local radio stations (ILRs) compete?

To tackle the challenge from new competitors, Association of Independent Radio Companies director Brian West and Media Sales & Marketing chief executive Paul Davies recently prepared an overview outlining what IR is likely to confront and their recommended strategic responses.

This autumn, Classic FM will begin providing popular classical music targetting an upwardly mobile 25-45-year-old demo. Its benefits include a unique, limitedinventory selling proposition, listeners who are less price-sensitive, an easy national buy and useful regional opt-outs.

On the other hand, Classic FM's actual age profile is possibly less attractive than existing IRs: it somewhat duplicates BBC Radio 3's classical output, and it must attract new advertising categories. It is widely held that Classic FM's audience will be smaller than IR, even if it triples Radio 3's audience.

On the AM band, IMR's plan to introduce a format heavy with classic rock, with some contemporary rock, could threaten IR: gold hits represent a significant part of most IR station programming. The 35 million IR listeners aged 15+ will have a chance to hear a more extensive library and many artists previously unavailable to them. Like Classic FM, IMR will offer an easy national buy, and the advantages include a more attractive age profile and a more foreground advertising presentation than Classic FM.

A key threat to IRs is that IMR. as a competitor for IR-advertised brands, could drive down ad rates. But perhaps most significant is the fact that IMR will also provide an alternative for IR's audience, many of whom grew up on BBC Radio 1 and Radio Luxembourg's contemporary/rock programming.

IMR's biggest problem will be its signal disadvantage, especially after dark. However, these former BBC frequencies had neither signal processing, nor as many transmitters. It's believed that as many as five new transmitters will be mandatory to fill in certain areas.

West and Davies maintain that IR's strategy with IMR must include building on local strengths and improving the profile of their personalities. They will also need to emphasize FM signal superiority. Evening programming should be strengthened in order to ensure that listeners wake up to it the following morning. Broadcasters are advised to review their promises of performance and carry out research to keep in touch with listener

It is inevitable that the public will sample these stations, and so the IRs will need to increase marketing and promotional spending. But it's hoped that, as the profile of commercial radio improves overall, these expenses will be offset by an increase in business.

With IR getting only £150 million (app. US\$250 million) of the £6-7 billion spent on UK advertising, broadcasters worry that instead of growing, the radio pie will be cut into smaller pieces, particularly if the new INRs (especially IMR) can compete regionally.

In that case, marketing and competition will become more intense and more expensive. IR's reaction is then expected to include budget reassessment, repositioning and further narrrowcasting.

## The World's Greatest Line-up?

The World's Greatest Music Station/Peterborough (WGMS) has signed up a marathon runner, a stand-up comedian and a 140-kilo heavyweight as the cornerstones in its new DJ lineup. The new presenters (pictured below), in order of specialty, are Andy Grahamme, Rob Jones and Dougie King.

WGMS, which hit the air-

and '70s, as well as airing regular news reports and sports. WGMS parent company, the

Mid Anglia Radio Group, has also acquired the franchise for Kings Lynn and will launch Kings Lynn FM later this year.

waves on April 14 broadcasting

on 1332 AM, features a gold

mix of oldies from the '50s, '60s



Andy Grahamme



Dougie King



Rob Jones

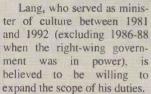


#### Lang, Jeanneney Add New Duties

lack Lana

Some key ministers in the arts and media have been affected by the recent government changes in France since Pierre Bérégovoy replaced Edith Cresson as prime minister on

April 2. Although no major policy revisions are expected in these areas, former minister of culture and communications Jack Lang has become the unofficial deputy, adding to his former duties that of education minister.



He will be assisted by Jean-Noël Jeanneney as under-secretary of state in charge of communications. This position was formerly held by Georges Kiejman, who moves to the ministry of foreign affairs. Jeanneney, a former history teacher, has held various positions in the civil service, including minister of foreign trade in the former Cresson cabinet.

It is too early to know how policies on communications will be affected, but insiders speculate that radio will not be Jeanneney's major priority. TV issues continue to dominate the agenda, as the outcome of private channel La Cinq—declared bankrupt by a court last

week—is still unclear.

Lang has been very supportive of the music industry and artists, introducing a series of measures including a blank tape levy and a law on neighbouring rights, which have raised the

revenues of a music industry threatened by home recording and increasing radio and TV broadcasting.

Lang's interest in current musical trends was highlighted in 1989 when he named Bruno Lion as his assistant for popular music. Lang caught the radio industry by surprise last September when he announced that he was in favour of an increasing share of Francophone music on French airwaves. In order to avoid legal quotas, the radio and music industry held negotiations which eventually ended in contracts signed by some key broadcasters regarding the level of Francophone music they were ready to play.

EL

## LIÈGE IS FIRST STOP FOR AC FM NET

## RFM Moves Into Belgium, Eyes Brussels By Summer

by Emmanuel Legrand

French AC FM network RFM has started broadcasting in Belgium as part of a plan to expand its international coverage. RFM, 49%-owned by UK media group Crown Communications, is now available on FM in the Belgium city of Liège on 105.4. Its aim is to be present in five or six cities in the French-speaking part of Belgium by year-end.

Negotiations are being held with broadcasters in the cities of Charleroi and Namur; Brussels is also being seriously considered. RFM president Andrew Manderstam explains, "It might be a little bit more difficult [to find a frequency] in Brussels, but I hope that we will

be able to broadcast there befor the summer."

Manderstam says the total investment for the Belgian

expansion will reach a "modest" Ffr1.5 million (app. US\$280.000). Local advertising is scheduled to begin in May.

The Liège outlet currently plays the French RFM programming 24 hours a day, broadcast via satellite. RFM has chosen a system of franchising with local broadcasters who subscribe to its service.

"But we encourage them to carry local programming, especially news," says Manderstam, who adds that local journalists will be invited to Paris for training.

Manderstam says RFM is

already present in Norway, and has plans for Switzerland and Turkey. It has also managed to secure two frequencies in Russia—St. Petersburg and Moscow.

Says Manderstam, "We haven't made any final decision in Russia. We don't think the market is ready for French programmes with no local content. We need to have programmes in

Russian. A decision will be taken in October."



Andrew Manderstam

## SNRP's Zenou Criticizes Baudecroux On Categories A/B

by David Roe

Private radio association SNRP president Marc Zenou has attacked NRJ Network president Jean-Paul Baudecroux in a letter published in the weekly magazine Communication News on April 6.

The letter is a reply to statements made by Baudecroux in an interview in the March 30 edition of the same magazine, in which he argues that the only

practical means of survival for stations in category B (local commercial independents) is to cross over into category C (radio affiliated or franchised to a national network) if the stations in question wish to do so.

The letter states that the objective of the SNRP is to struggle for the right of existence of operators in both categories, and to ensure that stations in both categories have the "real" means to survive.

Zenou writes, "The conduct of Baudecroux is known: vindictive towards all those who resist. Yesterday, he slammed the CSA for its 'stupidity'. Before that, it was his colleagues in other networks who were under attack. In believing to be in advance of the

law, he ends up by believing himself to be above it.

"No opposition is tolerable and he cannot accept contradiction. Whoever doesn't bow before him must be 'eliminated' by either lies or calumny," he adds.

Baudecroux calls Zenou's reaction "a little hysterical. What I said in the interview was merely to underline the fact that in order to maintain local stations as viable commercial enterprises, I think it is necessary that those in category B be allowed to cross over to category C if they want or need to. What I find surprising is that a syndicate claiming to represent local operators should adopt the position it has."

## **UPCOMING SPECIALS IN MUSIC & MEDIA**

MAY 16 ISSUE:

SYNDICATION

**STREET DATE: 12.05.92 AD DEADLINE: 21.04.92** 

MAY 23 ISSUE:

• BBC RADIO 1

25TH ANNIVERSARY

STREET DATE: 19.05.92 AD DEADLINE: 28.04.92

**MAY 30 ISSUE:** 

AIRPLAY MONITORING

RADIO PROGRAMMING
 SOFTWARE

**STREET DATE: 26.05.92 AD DEADLINE: 05.05.92** 

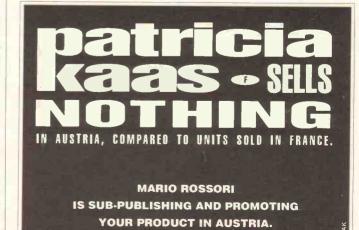
#### **NEWS IN BRIEF**

## RMC Researches Eastern Europe

RMC has drawn up a Ffr40 million (app. US\$7.1 million) budget for its media studies series, "Media Focus on Eastern Cities," which includes surveys of St. Petersburg and Moscow. The research is being carried out in April and May and will consist of 1.050 interviews over three weeks. The results will be available on subscription at the beginning of June. . DR

## Radio Pays Tribute To Birthday Of Caroline

Five hundred stations in France celebrated the 28th birthday of **Radio Caroline** on April 19 by playing the Caroline jingle at noon. *DR* 



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### East, West Meet On Copyrights

rights and neighbouring rights will take place on June 15-16, organized by the ian government.

The symposium, to be held at the Budapest Hilton hotel, is a result of recent developments in eastern Europe, with Poland, Hungary and Czechoslovakia signing European agreements The sessions on June 15 will be presided over by Hungarian Bureau For Author's Rights (ARTISJUS) director general Gyorgy Boytha, and will include sessions on EC objectives on copyrights. On June 16, head of the division of the EC's F4 department (dealing with Industry Affairs and Internal Market) Jean-François Verstrynge will welcome IFPI representatives for the opening session on neighbouring rights; that will be followed by seminars on the EC's policy towards Eastern European countries and presentations by both Czechoslovakian and Polish speakers on recent rights developments in those territories.

Organizations are invited to send up to three representatives to the symposium and the organizers hope to include more eastern European countries by the end of May.

For more information, contact Euro Conferences; 61 Southover High Street: Lowes, East Sussex BN 71 A: tel: (+44) 0273.48 3293; fax: (+44) 0273, 48 3396.

## **Belgium Lowers** Audio/Video VAT **Rates To 19.5%**

by Marc Maes

The decision on April 1 by the Belgian government to lower VAT rates for both audio/video and recorded music product to 19.5% is being applauded by industry groups involved.

At Sony Belgium-marketleader in audio and video hardware-head of consumer division Gilbert Declercq says, "The decrease of VAT rates from 33% down to the new 19.5% will have very positive effects on the trade in Belgium.'

Sony Belgium has been able to boost its growth by 21%, despite the general decrease in sales in the Belgian audio/video market.

Sony and the rest of the industry were also facing serious competition with its border-region dealers because a considerable number of customers crossed into Holland, Germany or Luxembourg to purchase TV sets, stereo equipment and video hardware, where VAT rates were far lower than those in Belgium.

IFPI Belgium director Vincent van Mele welcomes the government's decision, saying, We are very happy with the current measurements, but remain a bit critical since we still have a big difference between the VAT on books [6%] and the new VAT rate on record material, which dropped from 25% to 19.5%. Although the drop might have positive effects on record sales here, I think that the difference is still too small to stimulate consumers to buy more records."

In IFPI's annual report, the group illustrated that a possible VAT drop to 18.5%, such as exists in France, would pay off within two years as a result of increased sales to consumers, who will benefit from the current lower rates.



LOVE THAT SMILE - Polydor Holland welcomes Shanice, the first Motown artist to visit the label in the Netherlands. The 18-year-old singer was in the country recently to promote her latest album "Inner Child." Pictured (I-r) are: Shanice's manager Bill van Dern, Polydor Holland marketing manager Kees van Weijen, Shanice, PolyGram Holland president Paul Hertog and Polydor Holland MD Albert van der Kroft.

## **Holland Loosens Cable Regs**

by Marlene Edmunds

Dutch broadcasters who want to start new radio and television cable operations in the Netherlands will now have an easier time.

Minister of culture Hedy D'Ancona has rescinded a regulation requiring would-be cablers to show that they have signed 60% of cable subscribers in a specific region before they are granted a licence. In its place, new Dutch cable broadcasters will be given up to a year to come up with the 60% figure, and if they are not successful, their licences will be revoked Would-be cable companies had previously complained that they were caught in a vicious circle: not able to obtain subscribers until they had come up with acceptable programming and not able to come up with acceptable programming until they knew who their subscribers were. The plan does not need parliamentary approval.

Foreign broadcasters are not required to comply with the 60% requirement because such a proviso would contravene EC broadcasting regulations.

> Four Vie For 50% Of The Voice

At least four media compa-

nies-one from France, one

#### **SCANDINAVIA**

## BMG Norway Buys 40% Of Stageway

by Kai Roger Ottesen

BMG Ariola Norway has bought 40% of Norwegian language music label Stageway Records, as well as picking up sales and distribution rights for the Oslo-based company. Stageway's booking agency in Bergen was not included in the deal. No price was disclosed.

BMG Ariola MD Erling Johannessen will have a place on the board, along with Stageway MD Per Alm and Arne Svare,

who owns the other 60%.

Comments Johannessen, "This move is a part of our strategy to increase market shares in Norwegian repertoire. We have our own local A&R department, and we bought 10% of the shares in Norsk

Plateproduksjon last year simply because we believe Norwegian music will be even more popular in the future.'

Stageway currently has artists such as Jonas Fjeld, Ole Paus and Stain Monsters on its roster. Also included is UK band Smokie. Says Johannessen, "It's not Norwegian, but it's a popular band."

Until now, Stageway's distribution has been handled by Sony Music Norway, CNR Records and PolyGram Records. Sony Music is distributing Biørn Afzelius, CNR is handling bands such as Vikingarna, while Poly-Gram is taking care of Oslo gospel choir Get Together, Hilde Heltberg, Stain Monsters and Smokie vocalist Alan Barton. Stageway's Alm says the repertoire will eventually go over to BMG's catalogue.

Asked about the reasons for having BMG invest in the company, Alm adds, "It's not a matter of money. The partnership we can achieve with BMG is vital for our development. As a small company, we are not able to open affiliates in other countries. BMG has offices abroad, and thinking about future pan-European releases, it's a great benefit. We have done this to secure our future and to develop our artists."

from the UK and two from Denmark—have expressed interest in buying the 50% share of Danish EHR station The Voice owned by Klaus Petersen. who filed f o r

> bankruptcy earlier this year. The Voice MD Otto Reedtz-Thott. who owns the other 50%, has

Reedtz-Thott

right first refusal on any sale. He says, "It's not impossible that I will buy it all."

of

The Voice began broadcasting in 1984 and currently has six stations. A 1991 year-end survey by Gallup for The Voice's three largest stations Copenhagen show 368.000 listeners (+3.1%), Odense with 103.000 (+21.2%) and Alborg with 72.000. KRO

## Fazer Music Consolidates Position, Söderholm Takes Over As New MD

by Gerard O'Dwyer

Long-time Fazer Music MD John Eric Westö was recently replaced by former Discus sales manager Harry Söderholm. The appointment comes at an important time of expansion for Fazer, crowned by the acquisition of music companies Discophon and Edition Coda in March

Söderholm's arrival will mark the start of a reorganization of Fazer's key business divisions, with the planned merger in 1993 of music companies Fazer Retail and Discus with the parent group, creating an entity with annual sales of US\$500 million.

Eager to boost its export performances, Fazer Music has signed an agreement with Internationale Musikverlage Hans Sikorski

(IMHS) under which IMHS will act as Fazer's publishing agent in Germany, Austria and Switzerland.

The agreement between Fazer and Novello & Co. also has been extended to foster a higher marketing and sales profile for Finnish music produced by Fazer in Europe, Australia, South Africa and New Zealand.

Söderholm says the idea for the expansion was triggered by the. unique nature of the Finnish market, where every second LP, CD or tape cassette sold is made by a Finnish artist—double the amount of domestic music sold in Sweden.

In adding Discophon and Edition Coda, Fazer Music has added 2.000 song titles to its portfolio. The deal came with full rights to re-launch titles which represent some of the most popular music

from the '60s and '70s in Finland.

Fazer's market share has been reduced in recent years with the expiration of representative contracts with PolyGram, Sony, Warner, EMI and Bertelsmann, which are now firmly established on the Finnish market through their own subsidiaries.

Nevertheless, Fazer's strong market position was clear during the recent Emma Awards, when it collected 14 accolades, which represented about 65% of the total. The company was responsible for 70% of the music produced in Finland last year.

However, with Finnish state and local commercial stations playing less new music in an effort to cut operating costs, Fazer has forecast a drop in royalties-related earnings this year.

MUSIC & MEDIA APRIL 25 1992

## RTL 102.5 Bows 'Explosive' **Sweeps To Cut DJ Chatter**

to improve and increase the

by David Stansfield

Private national EHR station RTL 102.5 Hit Radio has intro-

duced what it calls "Miscela Esplosiva" (explosive mixture), a series of three-record sequences aired at stratepoints throughout the day

RTL head music Grant Benson admits.

"This is nothing particularly

exciting as far as avant-garde



amount of non-stop music we RTL 102.5 has always prided itself on its low-talk content. Benson says he has listened to stations in France, Holland, the UK and the US and has noted that

Italian DJs generally speak far more than those at stations with similar formats in other territories. "There's possibly a cultural reason behind it," he says. "But most things that Italian DJs say in 30 seconds could be said in 10 seconds by most people on this

While Benson acknowledges that RTL's new strategy will be nothing new to many stations in

is fresh for the Italian market.

Benson says RTL 102.5 is not scheming to be included in the growing number of music-only stations in the domestic market. He believes the trend is part of the natural evolution of pop radio in Italy. "About 10-to-15 years ago, there was a spate of automated stations in the US because listeners were sick of DJs," he says. "Things went from one extreme to the other, but now there's the happy medium of relatively intelligent DJs interrupting music with something more than telling listeners how wonderful they are. That's a policy we've always adopted."

### Radio Centro Suono Picks Up CMC Club Programmes

Rome-based regional R&B station Radio Centro Suono (RCS) has signed a deal with CMC Club Music, an arm of the UK-based CMC Group, to broadcast its music shows "House to House" and "Back To Black." They are being featured in the first part of the station's all night programme "Centro Suono Rave" aired on Saturdays, and include dance music genres such as swing beat (described as "black American music") and house from indie techno labels.

Three US DJs are presenting the shows, which started on April 18. Sir Charles Dixon and Benji Candelario were already slated at presstime for an initial two-month deal, while the third was still unconfirmed. The programmes will be sponsored by CMC for the first four weeks, but 'the firm hopes to involve co-sponsors.

Comments CMC associate partner Michael Chigbue, "If the shows become as popular as we think they will, we stand to gain by bringing in co-sponsors. And the biggest gainers are the featured DJs. We've had co-sponsorship deals with US firms in the past and when the shows with Centro Suono take off, we'll commit to bringing a DJ to Rome for a live show at least once a month."

CMC has worked with sta-

tions in the UK, Spain, Brazil, US and Japan, but this is the firm's first experience in Italy. "We spent all of January doing research on Radio Centro Suono," explains Chigbue. "We asked a lot of people what the station was about and what it was doing. We also asked about its attitude, because a lot of stations are staid and don't like to shift programmes or try new ideas. When we heard how progressive Centro Suono was, we contacted them and they were very interested.'

Station PD Alberto Castelli says the CMC shows fit his format perfectly. "This deal is the first step towards future international projects for the station," he adds. "And that includes satellite."

Castelli hopes Radio Centro Suono will act as syndicator for CMC programmes on the domestic market in return for exclusive broadcast rights for the Rome and Lazio regions.

Chigbue says it's too early for such a prospect, but confirms his interest in the Italian market. "We've found that the music is accepted regardless of territory as long as it's put across well-the way we do it. I'd love some syndication, but I'll be in a better bargaining position once the shows take

SPAIN

## Sanz, Mecano Highlight Un Año De Rock Awards

by Anna Marie de la Fuente

New teenage singer Alejandro Sanz beat a veteran field to win the Best Artist award at the third Un Año De Rock (A Year Of Rock) awards night on April 9 in Madrid. The Warner Musicsigned Sanz, whose sales of his debut album Viviendo Deprisa is currently topping the 600.000unit mark, also picked up Best New Artist honours and Best Song Of The Year with his single Pisandro Fuerte.

Mecano walked away with the remaining three top awards: Best Album (Aidelai), Best Video (for the single 7 De Septiembre) and Best Live Act. Nearly 900.000 units of Aidelai have been sold locally, while about 1.5 million have been bought in Europe and Latin America.

Mecano and Sanz's dominant sweep of the Coca Cola-sponsored awards clearly revealed them as the strong favorites of the over 50.000 voters who had mailed in their choices. A jury composed of various local music and broadcasting professionals granted the Special Jury award to soloist Antonio Vega.

In the international section, R.E.M. seized two of the three categories they were nominated for, winning Best Album for Out Of Time and Best Song for Losing My Religion; Michael Jackson's Black Or White took the Best Video category. The Best New Artist award went to Ches-

ney Hawkes-the only international artist present to receive his award.

The duo Roxette took the Best Live Act award, while

Bryan Adams won over Guns N' Roses, Michael Jackson. New Kids On The Block and R.E.M. for the Best Artist award. The Special Jury award in the international category was given to Lenny Kravitz.





Mecano



Un Año de Rock was broad-

cast live on leading EHR station

SER Los 40 Principales and was

shown at a later date over its pay-

TV affiliate, Canal Plus.

Alejandro Sanz

## Catalunya Musica Boosts **Special Programming**

Barcelona public classical music station Catalunya Musica is expanding its format with the introduction of more specialized programming.

Among the additions is a classical morning programme from 7.00-10.00, and a two-hour theme slot on weekdays at 14.00 which will focus on areas such as new talent, choral music and regional composers. Increasing listener requests have also led to a new programme entitled "El Dia de l'Oyente" (Listener's Day), which runs on Fridays from 16.00-22.00 and Saturdays from 10.00 to

Meanwhile, the new hour-long

"La Musica Etnica" broadcast each Tuesday night features classical and traditional music from all over the world. Other new shows are dedicated to new-age music, jazz and cinema soundtracks. Says station musical coordinator Pere Bures, "We offer a range of music that fits in with our main aim-to broadcast a high quality cultural product while maintaining a specifically Catalan context."

Catalunya Musica, which is in its fifth year, is run by the official regional body the Catalan Radio **Television Corporation** (CCRTV).

#### Real World Featured In Milan Multimedia Show

World music on Virgin's Real World label as given an exclusive Italian boost in Milan from April 2-15 with the multimedia project "Progetto Real World."

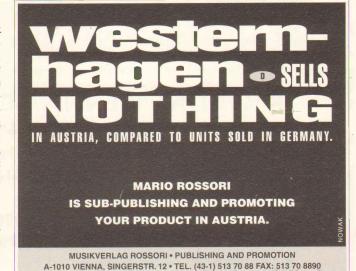
The event was sponsored by Italian stylist Romeo Gigli and organized by Virgin (Italy). Ino Mostre and Arci Nova. Gigli's new fashion line was dedicated to musicians from Africa. Asia and Europe, and was presented alongside the photograph and music exhibition Interpretazioni, which featured acts and artists Musicians Of The Nile (Egypt), Nusrat Fateh Ali Khan (Pakistan), The Guo Brothers (China), Mari Boine Persen (Norway) and Geoffrey Ovrema (Uganda)

Photographers Duane Michaels (US),

Arthur Tress (US), Riwan Tromuer (France), Timo Keleranta (Finland) and Joan Fonmtcuberta (Spain) attended the

A concert featuring Real World artists Remmy Ongala & Orchestra Super Matimila, Terem Quartet, Guo Yue and Geoffrey Oyrema was also staged in the

Founder of the Real World label Peter Gabriel was present for the launch, and was pleased with the 14-day event, saying, "It's a chance to introduce our music to a wider audience. I can see definite links with what Romeo Gigli has pulled off and I'm very appreciative of the support we've



## Radio Gong 2000 Plans Format Change, A Tighter Playlist

by Miranda Watson

Multi-formatted Radio Gong 2000/ Munich is revamping its image in an effort to combat slumping ratings over the last few years. It is rumoured that the station, which programmes a mix ranging from MOR to gold to EHR, will change its name to Radio Gong 96.3 FM.

MD Stefan Zobel says the audience demo of the "new-look" station will be the 14-40 age group, and the station's emphasis on local information will increase. Possible changes are being tested at the moment. The station has signed on Kiel-based Funk Büro, the consultancy set up by ex-Radio Schleswig-Holstein PD Hermann Stümpert.

"After so many successful years of a similar format, we have decided that it's time to change," Zobel says. "We are going to modernize our programming format and the image of Radio Gong 2000. Our main priorities will be to strengthen and tighten up our format and our DJ-ing. We might also start playing more hit radio than we used to."

Zobel says the present name is a little outmoded and wordy. DJs have different names for the station in their programmes which, he adds, is causing some confusion. "We are going to agree upon one name for the station, which will probably

mean dropping the '2000'. We will definitely keep the Gong part, as it's so well established, and we might introduce some reference to FM in the title."

Reactions in Münich to the planned changes have been mixed. Classic rockformatted Radio Xanadu MD Benny Schnier says, "They have had a lot of problems over the last years and lost a lot of listeners, so I think they have realized that they have to do something. Their mistake has been trying to cover all tastes and they have really gone down in the ratings since stronger formatted stations such as Radio Arabella and ourselves started up."

Arabella marketing director Martin Schmitz says he was expecting the station to make a much sharper change of image. "I thought they would make more alterations to their format. From the test runs I've heard, they haven't changed much, just speeded things up. I get the impression that Stümpert has just made the station concentrate on its good points."

Charivari Radio PD Inge Seibel comments, "They had to move on. They've stayed the same for so long, while all the other stations have been changing. Radio Gong 2000 has known this for some time, but has taken a long time to do something about it."



**MORE THAN A 2 DAY DEAL** — Deutsche Schallplatten Berlin (DSB) will help roll out indie Music Plus Frankfurt's new label 2 Day on a worldwide basis. The first release is the new Robin Beck album "Human Instinct." Pictured (I-r) are: DSB business affairs manager Henning Zimmermann, DSB marketing director Chris Georgi, Music Plus owners Andreas Kirnberger and Peter Hauke and DSB managing partner Jorgen Larsen.

## DoRo Productions Plays Tribute To Mercury

The latest feather in the cap for Austrian video producers **DoRo Productions** is its involvement in the **Freddy Mercury** Trib-

ute concert in London this week.
Nicknamed "The Torpedo
Twins" by Freddy Mercury,
Rudi Dolezal and Hannes
Rossacher have directed 13
video clips and three long-form
videos for Queen since 1985
and their final tribute to Mercury
is the co-direction of an interactive video wall at the concert to
integrate the legendary star into
the event.

Dolezal explains, "The video wall was designed to bring Freddy back for the concert, and

enable him to join in and even get the crowd to sing along. We had a very close relationship with Freddy and this is our way of saying 'thank you' to him."

DoRo Productions is currently working on the ultimate Mercury documentary, a project which was discussed with the artist shortly before his death. To be entitled "The Legend Lives On," it will chronicle Mercury's career. This and the final Queen video "Magic Years Part 4" will be released around September.

Since its involvement with Queen, the two producers have since worked with the Rolling Stones, La Toya Jackson, Tom Waits, Sting and Gianna Nannini. One of their latest successes is the video for Westernhagen's *Krieg*, the first German-language video to be played on hit rotation on MTV Europe. DoRo is now working on

the video of the album *Ja*, *Ja*, which is due for release in late summer.

Dolezal says, "We are hoping Western-

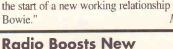
hagen's success will show that German artists can compete on an international level too. One problem is that many GSA record companies don't think it's worth making expensive videos, which is a big mistake. MTV is just beginning to recognize the GSA as one of the biggest markets in the world. Also, you never have a second chance to document your music. In 10 years time, artists like Westernhagen and **Nina Hagen** will be putting out com-

pilation videos and reaping the profits."

DoRo has just finished a 40-minute video for David Bowie's Tin Machine

entitled "Tin Machine Live."

Says Dolezal, "It is a live film of a concert in Hamburg using a new concept, which gives the effect of a trip through the past, present and future, mixing black and white and colour film. We hope that this is the start of a new working relationship with Bowie."



'Whiter Shade Of Pale'
Koch International is releasing a reggae/dance version of the 1967 Procul Harem classic A Whiter Shade Of Pale. Sung by Jamaican-born Ria Hamilton, the single is getting good airplay on 100.6, SFB, Rias/Berlin. as well as Antenne Bayern and SWF I. It is being released in the GSA initially, with other territories to follow.

## Sony Hunts For German Talent

TALENT AWARD '92

The discovery of new German talent is the aim of the Sony UX-S Talent Award '92, sponsored by Sony's Recording Media Products Group.

This year the awards are being backed by Fachblatt Musik Magazin, Sony Music, Kick Musikverlag, Electrola, Maarweg Studios and POPKOMM.

The competition is open to all German musicians who have never had a con-

tract with a major company. The winners will be given money, studio production facilities, promotional and marketing strategies and production sampling, as well as professional advice to help launch them in the music business. The most interesting

new acts will also perform live at this year's POPKOMM in Cologne in August.

Entries will be judged at the Nord-

Rhein-Westphalien centre for music culture and the best ones will then be listened to by judges from Sony Music, Electrola and the other partners, who will the choose the final winners.

There were over 1.500 entrants last year and the winners The Stroke and Hands On The Wheel were signed to record contracts with Sony Music and Electrola, respectively. Although neither have had chart success yet, they have been touring Germany over the last year.



Rudi Dolezal

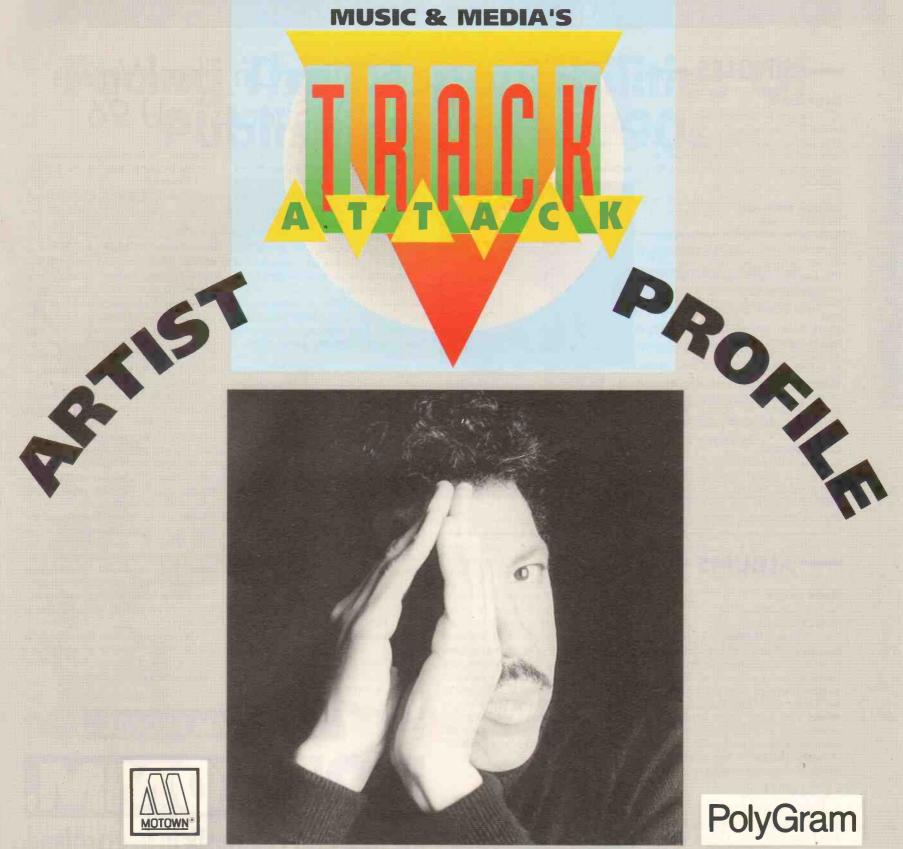
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**RADIO PROGRAMMERS:** If you are interested in receiving the promo CD of this artist, please call Inez at Music & Media, tel. (+31) 20.669 1961.

ello, please welcome back **Lionel Richie**, one of the world's most successful songwriters. Do It To Me, his first release in five years on the legendary **Motown** label, is again a top flight ballad. Pull the CD-insert off this page and give your listeners the dose of passion they have missed for so long.

The former **Commodore** has written some of the most emotive and successful ballads in pop music history. Do It To Me is in that long line of romantic songs that have touched all our lives since his first global hit, the all-time classic *Three Times A Lady*. As a solo artist, most of Richie's hits have been romantic ballads. However, he's always had the ability to write great dance music from the 1978 Commodores hit *Brickhouse* to the Carribean-flavoured uptempo funker *All Night Long* in 1983.

One year later, the man had the world at his feet with the unforgettable ballad *Hello*, which will always be remembered by the accompanying video with the blind sculptor girl. With 1985's *Say You, Say Me* he strengthened his image as a specialist in slow songs. This year Richie celebrates his 20th year with Motown, whose European license agreement has recently switched from **BMG** to **PolyGram**. He is the only composer who scored US number 1 hits in seven consecutive years, including his 1981 duet *Endless Love* with **Diana Ross** and the song *Lady*, written especially for **Kenny Rogers**. Together with two other new songs, *My Destiny* and *Love Oh Love*, the new single will be included along with the classics on the new *Back To Front* greatest hits

A complete new album is not in the making yet. Comments Motown product manager **Nick West**, "Lionel has been away for so long now that we thought it best to re-establish him first. A world tour is planned for next year."

& MUSIC MEDIA

#### - SINGLES ---

#### CHYP-NOTIC

I Can't Get Enough - Coconut/Ariola PRODUCER: Chereyne/Jamski

This German dance trio has one leg in radio and the other firmly planted in mainstream discotheques. Verging on the

#### GLORIA GAYNOR

The Wild Boys - BCM

PRODUCER: Andy Hill/Stock/Aitken/Waterman On her label debut for BCM, the singer of hits such as Never Can Say Goodbye and I Will Survive remains faithful to her soul roots. Because of the modern Soul II Soul beats, she confidently stands the test of

#### **RIA HAMILTON**

A Whiter Shade Of Pale - Koch PRODUCER: Bernie Paul

Giving the Procol Harum classic sunny treatment, this Jamaican singer's reggae version replaces the original dramatic aspect of the song with a festive mood.

#### **CINDY PERESS**

Somewhere In Switzerland - Shamrock PRODUCER: C. Peress/T. Agterberg/H.Bekking The American songstress has taken her guitar to Austria to sing this fragile song about the neighbouring country.

#### POTSCHKA/PERXON

Freund Und Feind - K&P Music/BMG PRODUCER: Potschka/Perxon/Oleak

The German duo fuses an Anglo-American-styled rock riff with their own central European influences, providing the ultimate "Euro-blues."

#### ACHIM REICHEL



Auf Der Ralltreppe - WEA PRODUCER: Achim Reichel

Keeping in style with the lazy beat to this soulful pop song, Reichel takes the "rolltreppe"—the escalator—to heaven instead of the proverbial stairway. Taken from the current album Melancholie Und Sturmflut.

#### - ALBUMS —

#### TONY CAREY

The Long Road - east west PRODUCER: Erwin Musper

The former Rainbow keyboardist, nowadays a German resident, furnishes a pleasant set of middle-of-the-road rock. Melodies are the real forte of this man, who has composed songs for the likes of Joe Cocker and Chris Norman, among others. The poppy song Sandy is a potential hit, as is Goodnight America, enhanced with a lovely slide guitar. Musically, this perfect mix of pop with country blues is most soothing.

#### JOHNNY LOGAN

Endless Emotion - WEA

PRODUCER: Jürgen Fritz/Ralf-René Maué

The Eurovision Song Contest winner's first album for WEA is a good showcase of Logan's vocal talents. His emotional delivery fits the mainstream mid-tempo material, while the glossy production adds to the overall romantic sophistication of the project. Best tracks: How 'bout Us (a cover of the Champaign 1981 hit), Close To The Edge and It's Only Tears.

#### PEACOCK PALACE

Adding Wings - Columbia PRODUCER: Nhogh

Time out for some real talent. Because of its constellation with female lead singer Petra Jansen, this German outfit is slightly following the same path as the American band 10.000 Maniacs. They share the same semi-acoustic setting and the knack of writing great songs. Yeah I Can Ride could have come out the Steely Dan songbook. Like A Snake is the track MTV Europe has been supporting heavily. We strongly recommend that EHR go for the ballad Henry's Song.

#### RAUSCH

Good Luck - Vertigo PRODUCER: Paul Grau

History has proved that the best rock 'n' roll has always been made on the razor's edge. Rausch, from Germany, is definitely a band that fits this description. Although best characterized as an alternative band, its third album is more accessible than ever. The rough edges remain, but are now more functional, as is evident on C'est Pas Vrai, the only track sung in French. No Message, ornamented with exquisite vocal harmonies and crystal clear acoustic guitars, holds out hope for pure pop in this dance-dominated era.

#### ROKO



Open Invitation - Polydor PRODUCER: Albert Boekholt

This is a German rock band with unmistakable international potential. Supported by Boekholt's ornamental production, Roko's second album for Polydor stays nicely on the more sophisticated end of hard rock. And they sure know how to write excellent power ballads; Is It Love is remarkably radiofriendly, as are Heaven and All Your Love. For more meaty material, check out Miles Away.

## Sailing On The Waves Of Success - U 96

Following the huge success of Germany's first number 1 techno record Das Boot, U 96's debut album, also entitled Das Boot and released by Polydor at the beginning of March, is sailing towards gold status.

Presently at number 11 in the German sales charts, the album has also been released in Austria and Switzerland and is now number 10 in the album charts in both countries. Produced by Matiz, it comprises 10 tracks, including as a bonus the classic version of Das Boot, as well as more house and ambient music-oriented numbers.

The album's release has been backed by over 100 20-second TV advertising spots on MTV Europe, while adverts have been placed in magazines such as Bravo and Popkorn and U-Boat mobiles have been sent to the trade press. Polydor progressive music director Tim Renner says, "We concentrated mainly have promotions in the teen press to try to establish Alex Christensen, the DJ producer behind U 96, as a person to keep the whole thing alive. Normally, having a big dance hit doesn't mean that you will be automatically selling

The single Das Boot, the theme song to the movie of the same name, stayed at the top of the charts for 12 weeks and is now close to reaching platinum status. It has also charted in Holland, Austria, Belgium, Switzerland, Sweden, Denmark and Finland, and the video is still being played on MTV. The single also has

the distinction of being the first number 1 to be available only on one format, the 12-inch LP.

The new single I Wanna Be A Kennedy, also released only on 12inch format, has been at number 4 in the German sales charts for three weeks after storming straight in at number 15. It has sold over 100.000 units so far. Renner remarks that despite the success of the first single, I Wanna Be A Kennedy is not getting radio airplay in Germany. "The taste of music of German kids just isn't reflected by radio. Instead, I think the kids go watch MTV to inform themselves. It is fast becoming a substitute for radio."

Renner thinks, however, that despite the high profile given to techno music since Das Boot, techno's days are numbered. "Once a trend becomes too well known, people start jumping on the bandwagon and spoil it. There are now about 10 techno compilations coming out in Germany every week and often what they claim to be "techno" is ridiculous. Techno and the ideology behind it gets weakened.

"I think the over-exploitation we have from other record companies will mean that the word techno will disappear in about two or three months. The dance scene that created techno will carry on and its baby will get a new name.'

The next single from U 96 will be a double A-side with an ambient/house song Come Together and another techno number Der Kommodant.

#### POPKOMM PROFILE

## BOBKOM

## Die Messe für Popmusik in Deutschland.

The 1992 PopKomm conference in Cologne, supported by economically important companies in Germany, is shaping up to be the central meeting place and discussion forum for the German music

Companies attending the festival and presenting their latest acts from August 20-23 are: Bellaphon, BMG Ariola in Munich, BMG Ariola in Hamburg, BMG UFA Musikverlage, Chlodwig Musik, Deutsche Austrophon, DINO, east west Records, Efa, EMI Germany, Electrola, EMI Publishing, Kick Musik, Koch Intercord, International, MCA, Metronome, Phonogram, Polydor, Normal. Roadrunner, Trade, Rough Semaphore, Sony Music, SPV. Virgin, Warner Chappell, WEA and Wintrup Musikverlage.

After only three years, PopKomm is

now the third largest music trade fair in the world, with over 3.500 attendees. It is taking place in Cologne's Congress Centre, which offers more room and facilities than in previous years.

Discussions, seminars performances will take place in rooms in close proximity to each other and a press centre will be available for media and trade press.

PopKomm is not just intended as a trade fair; it is also Germany's biggest rock and pop festival, performances from over 160 bands in 1991. This year an added attraction will be the new German bands chosen as winners of the Sony UX-S Talent Awards '92.

Also, Northrhine Westfalia minister of economics Günter Einert will present a special award on August 22 to a small-label company for outstanding artistic quality.

## Facing The Responsibilities Of Publishing In The '90s

The face of music publishing in Germany is continuing to change. As in other countries, income from the sales of sheet music is long gone, along with the days of sitting back and waiting for the mechanical reproduction royalties to roll in.

ot only must contemporary music publishers cope with intense, highly concentrated competition and an almost restrictive media landscape on a national basis, they must also begin thinking globally with the merger of Europe and the internationalization of the recorded music market.

It no longer suffices to simply acquire sub-publishing rights; publishers must develop and nurture new writers and their repertoire. Modern publishers must provide their composers and/or lyricists with a wide range of abilities and services, allowing immense room for creativity and a personalized style and making the artists influential members of the creative team.

One of the most critical problems facing the German music industry is the development of successful national artists of all sorts. The work-laden record company A&R managers are often overwhelmed with material for artists already under contract, and are not always in a position to scout the countryside for new talent. German publishers—if one can put all of these eggs in one basket—have recognized this challenge, and can often

be found "on the streets" in search of diamonds.

Comments Frankfurt-based Sony Music Publishing

MD-Mike Weller. "It's difficult to find record company A&R managers who have the time and the means to look for good new songwriters. It's as obvious to me that a publisher should participate actively in A&R as it is for a bank to seek out new investment possibilities." Siegel Music's MD Joachim Neubauer sees his role as an agent between two worlds. "One of the publisher's primary functions is to

nurture the contact between the artist and the record companies," says Neubauer, "as well as assisting in demos, pre-production or production. They must do a lot of A&R work developing songwriters and artists, and try to bring the two together. We must prepare everything

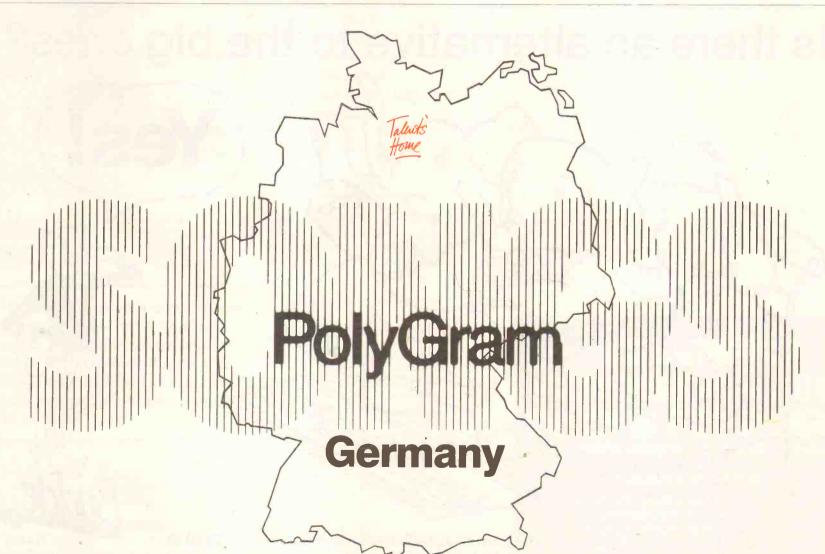
up to the point that all the record company A&R manager has to do is nod his or her head. That has

"Since EMI is an international publisher, crossovers are something we have always held as top priority...We've had two continental meetings so far, where we've worked on promoting our signings and focused on transferring them into the Anglo-American market."

— Peter Ende, MD of EMI Music Publishing

become the rule. Nowadays most of the successful ideas seem to be coming from publishers."

Although some projects are developed by the publisher to the point that a tape lease deal can be made, (continued on page 12)



Polygram Songs, D-2000 Hamburg 1, Glockengießerwall 3, Tel.: 4940/3087-315 · Fax: 4940/3087-368

(continued from page 11)

the majority of the production work provided by the publishers is demo and pre-production work. "I don't tie up our resources in production," explains BMG/Ufa president Hartwig Masuch. "We have excellent relations with all of the record companies, and it presents no real problem placing product we really

believe in. In my opinion, producing finished product seems to indicate a lack of confidence in your ability to convince a record company of the quality of your act. PolyGram Songs MD Joost van Os would surely have another opinion on this matter. He was able to score a 100.000-unit hit in France with an album by the German artist/producer Gregorian, which his company financed.

Regardless of to what extent any publisher is willing to invest in production, all of the German publishers surveyed have agreed they also have a primary responsibility to provide career and management consulting to

their writers and composers. Since the end of World War II, the German labour office interpreted the nation's labour laws as implying a state monopoly in terms of licensing artists' managers and agents, thereby inhibiting the development of these critical career areas. With recent court decisions shaking the foundation of this outmoded interpretation, Germany has finally taken the first steps taken in a positive direction.

Nonetheless, there is still a critical lack of

experienced managers in a nation of 80 million inhabitants, and publishers are filling this gap. Kick Musikverlag's Alexander Elbertzhagen, co-owner with his brother Götz Elbertzhagen and partner Heinz Kremer, has a definite idea of what the consultation provided by the publisher should offer. "It must include

advice over which record company can provide the best

"It's difficult to find record company A&R managers who have the time and the means to look for good new songwriters. It's as obvious to me that a publisher should participate actively in A&R as it is for a bank to seek out new investment possibilities." - Mike Weller, MD of Sony Music Publishing

> setting for the artist, which styles and genres are preferred by various companies, the advantages and disadvantages of various companies and how the artist can possibly negotiate for better terms in his or her contract. The publisher must also inform the artist about competition on the market in general. Musicians usually know all of the hits, but are not familiar with all of the flops," says Elbertzhagen.

Good professional advice is not enough, however.

He adds, "We have to offer more than just telling an artist we believe in him. They have a right to expect

#### **Several Investment Areas**

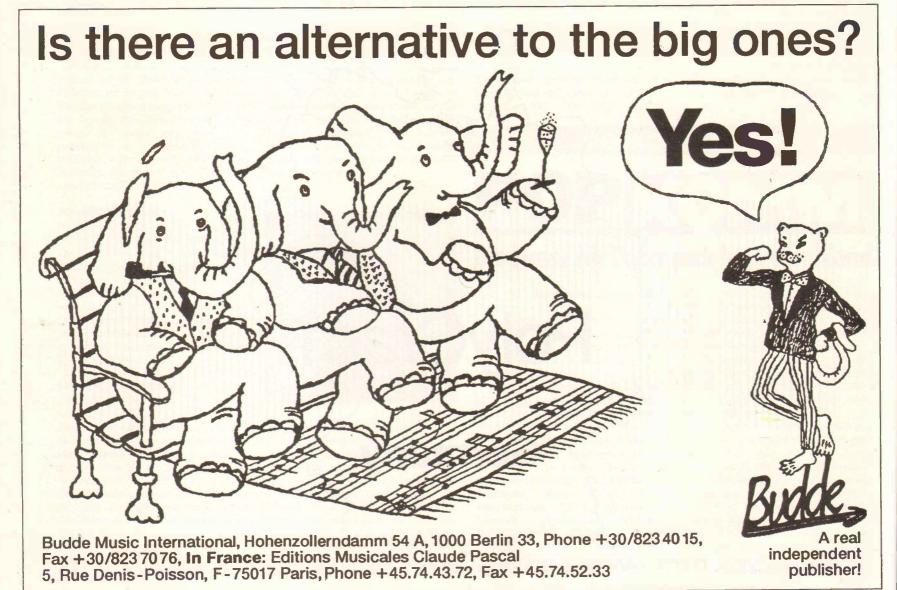
All of today's publishers are investing in other areas of artist development, marketing and promotions to

assist in the exploitation of their copyrights. The differences in the focus of such investments show a wide range of alternatives. MCA Publishing MD Adrian Facklan-Wolf, who has acquired the Star Music catalogue (with artists including Udo Lindenberg and Vicky Leandros) and the Italian Di Angelis brothers Magister catalogue, is now also helping develop such young acts as Fury In The Slaughterhouse (SPV). Facklan-Wolf prefers to invest in areas such as photo sessions, the arrangement of showcase performances and the services of independent promoters. "We are still a small company in Germany," explains Facklan-Wolf, "so we do not have our own promotion staff. We work very closely with MCA Records, and for special projects such as the Australian band Indecent Obsession, I have received very good media results working together with the independent

promotion company Splendido in Cologne.

EMI Music Publishing invests a large amount of time and attention to crossover acts. Explains MD Peter Ende, "Since EMI is an international publisher, crossovers are something we have always held as top priority. As far as continental Europe is concerned, we've had two meetings so far, where we've worked on promoting our signings and focused on transferring them

(continued on page 13)



#### GERMAN PUBLISHING

(continued from page 12)

to the Anglo-American market. Our next continental meeting is in May, to be held in Stockholm. Here, all of the professionals from EMI in Europe will get together and work on our current and future acts." Living up to his own words, Kick's Elbertzhagen offers full promotional service. Within a staff of 22 people in all of its divisions, Kick employs seven radio promoters, two TV promoters and two press promoters.

BMG/Ufa's Masuch views the question of promotion more critically. "It would be a welcome development if the major publishers would install real promotion departments and do their jobs efficiently. But that is not currently the case. It's a whitewash. The really big publishers use two or three people for this job and promise their artists effective promotion of their records. This seems misleading in light of the number of radio and TV stations that must be covered, not to mention the amount of repertoire that has to be represented. If a publishers can promote effectively, I give all my respect to them.

"I think the best way to show your commitment to an act is through money," continues Masuch. "We provide the record companies with sufficient means to promote our copyrights by assisting in the financing of their marketing and promotions plans. This, in my opinion, is often better received by record companies than a publishing company promoter is with the same records in his or her hand.

PolyGram's Van Os tries to combine the best of both services. Working with independent radio promoters, Van Os also utilizes the promotional opportunities offered by the international press by writing for

will be interested in dancefloor product to make it worthwhile for samplers in the future.

Masuch sees a brighter future for this form of exploitation. "Ten years ago, nobody thought there

would be an interest in repertoire from the mid '70s. In England, the successful compilations are now punk, and that is how it will be with the hip hop and house megahits. The sentimental effect will be felt by people in their mid-20s in about 10 years. It's the same today with former punks who are now in their mid-20s.

Although very pleased with the success of compilation albums on the German market, publishers are no longer satisfied with collecting

mechanical reproduction fees and broadcasting rights. As in the US and the UK, synchronization rights are gaining an increasing amount of attention. The marriage of music and advertising and the excellent royalties that can be earned from such licences-according to Melodie der Welt's copywriter Hans Mai, approximately 5% of the entire campaign budget for TV

advertising —has awakened hunger.

Some of the large publishers, including EMI, already have staffed departments responsible for exploitation of synchronization rights. Kick has also founded a new division, Position, handle licensing requests and actively acquire placement in advertising and film soundtracks. Other publishers

Munich.

are working with freelancers. MCA, for example, placed Born To Be Wild with Puma and PolyGram Songs has placed Spencer Davis group's Keep On Running with a gasoline company and Elton John's Your Song with a

The Future For Talent

The future—whether it lies in selfcontained artists who write their own material or in authors and lyricists not necessarily artists themselves—is another point of division among publishers. As Sony's Weller points out. "In contrast to England and the US, Germany does not have a tradition of song plugging." The way the future is envisioned often determines how the publishers work together with their signings. Kick, with offices in Berlin and Hamburg, tends to work with self-contained artists. Says Elbertzhagen, "They interpret their material the best. I think the chances for pure composers and lyricists will diminish in the future.

MCA's Facklan-Wolf, working closely together with writer/producer Christoph Busse, shares this dark view of the future for composers and lyricists and recognizes the need to do more for them in such areas as film soundtracks and advertising, as well as to develop new areas. Masuch and Neubauer tend to disagree with this frame of mind. Explains Neubauer, "We have to

"I also try to financially support the record company's marketing and promotion budgets so they can do that little bit extra,"

> - Joost van Os, MD of PolyGram Songs



give more chances to people who have studied music. The moment somebody has a keyboard and puts a few things on top of a rhythm, that's composing. The Siegel companies have always had pure writers under contract. They have the opportunity to work on demos, which we then offer to other artists." It is also in this area that smaller publishers like SPV (helping develop Fury In The Slaughterhouse) or Jürgen Thürnau's Mambo Music (working closely with authors including Hubert Kemmler and Thomas Löh, Münchener Freiheit, Sandra and Michael Cretu, all administered by Siegel) can offer their writers the right creative atmosphere. This may be part of the reason that the American superstars the Bellamy Brothers have signed directly to Siegel and are currently producing their next album in

Masuch also sees more opportunities for writers, which he attributes partly to the fact that an increasing amount of self-contained artists are willing to co-write. Says Masuch, "Artists are beginning to understand that it is not realistic to think you can come up with 16 top songs every 18 months."

**Sunny Skies** 

All in all, there seems to be a bright future for German publishers. The companies surveyed. representing only a small part of the hundreds of large and small houses in Germany, have reported notable successes and exciting times ahead. Kick, which has published numerous multi-platinum albums by German superstars Hebert Groenemeyer and Marius Müller-Westernhagen, has scored a number of international releases and TV appearances for (Metronome) and Swimming The Nile (WEA), which have been released.

(continued on page 14)



"...We do not have our own promotion staff. We work very closely with MCA Records, and for special projects...I have received very good media results working together with [an] independent promotion company." — Adrian Facklan-Wolf, MD of MCA Publishing

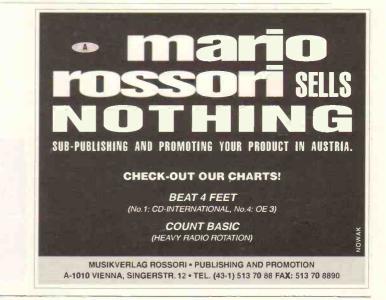
European radio programmers, using cooperative advertising, arranging opening slots and supporting tours (including artists such as German-language pop singer Petra Laser or the Dutch/German group Scäm Luiz

"We have to give more chances to people who have studied music. The moment somebody has a keyboard and puts a few things on top of a rhythm, that's composing." —Joachim Neubauer, MD of Siegel Music

with Metronome). "I also try to financially support the record company's marketing and promotion budgets so it can do that little bit extra," says Van Os.

Compilations

A major source of licensing income for German publishers is compilation albums. Siegel's Neubauer sees composers returning to more melodious compositions. "I'm not convinced that enough people



(continued from page 13)

in most European territories, including Austria, Switzerland, Sweden, France, Italy, and also in Indonesia. German-language star Pe Werner's album Kribbeln Im Bauch, which sold over 200.000 units at home, was released in both the German and Swedish languages in Sweden.

The group Pur has sold over 180.000 units of their latest album (Intercord). George McCrae is released in South Africa and Hong Kong, where he holds a place in the charts. Other artists whom Kick is currently developing include Micky Reinke, Ulrich Tukor, Hans-Christian Müller, I.C. Falkenberg and Wigald Boning.

EMI's Ende can boast a number of hits in the past and is currently enjoying chart success. Says Ende, "Last year we had five of our new signings appearing in the charts. At the moment our priority is Valerie's Garden, who entered the charts at 52, the highest entry last week

Because MCA Publishing is a young company in Germany, Facklan-Wolf is still trying for his first major national success. He has been instrumental in helping develop Fury In The Slaughterhouse, whose third album was published by MCA.

Facklan-Wolf is also busy working closely with Christian Busse, the writer, developing a number of German folk music projects, as well as the artists Hartwig Rudolz and Renee Knapp, who were in the Hamburg cast of *Phantom Of The Opera*. Their first

recording Campanions d'Amour is being released on Polydor.

Although not long at his job, Sony Music's Weller can already look back on a number of national and international successes, including Ten Sharp. Other signings include award-winning Irish artist Ralf René

"In my opinion, producing finished product seems to indicate a lack of confidence in your ability to convince a record company of the quality of your act."

—Hartwig Masuch, president of BMG/Ufa



Muaé, who produced the 10-year-old singer Sarah (Sony Herzklang).

#### The List Goes On

Masuch sees an exciting future for his company as well, which owns enormous catalogues of evergreens. Current and upcoming releases include such artists as Smiles In Boxes (Sony), Element Of Crime (Polydor), Tara G. (Intercord), Brings (EMI) and Westbam (Low Spirit/Polydor), Blind Guardian (Virgin), Casanova

and Twice As Nice (both WEA), Christian Demant (east west), Max (BMG/MCA) and Anna Haigis (BMG/Munich). "Regardless of the fact that Anna's new album is in English and was produced in Nashville and Los Angeles, it's a dream," says Masuch. "It's the best album to ever come out of the German-speaking area."

The first single from Anna Haigisis expected to be released at the end of

Besides having such valuable copyrights as Bruce Springsteen and The Bellamy Brothers, Siegel Music (which has A&R offices in Austin, Texas, and Los Angeles, California, among other locations) is also very active in working with back catalogue and developing new artists.

Currently number 14 in the German charts, the single Jive Connie has given singer Connie Francis a new lease on life. Having found the Scottish duo Paul and Andy in Turkey, Neubauer produces demos with them and placed the effervescent pop product with Sony. World On Edge has reached gold status in Canada, and great hope and a lot of work is being

placed into the acts Tomas Friedrich (Fata Morgana) and Clouseau.

Although the royalties may not be rolling in as they were in the good old days of sheet music, few of the German publishers today are heard complaining. More successful publishers are using their new responsibilities of nurturing their artists to stay ahead of the stiff competition in the publishing industry today.

Robert Lyng

## MUSIC CRUISING AROUND GERMANY



FAN BÖHLE . KUNSTFI

#### **SPAIN**

## Presuntos Implicados

- Signed to Warner Music Spain.
- Publisher: Warner Chappell.
- Management: Tratos/Valencia.
- New album: *Ser De Agua*, released on October 7. At presstime, it is at number 5 in Spain and at number 66 in the **European Top 100 Albums**.
- New single: LLovio, released on February 1.
   Recorded at Kirios Studios/Madrid,
   Pertegás/Turia Townhouse and Olympic Studios, the latter two located in London.
- Producer: Presuntos Implicados.
- Marketing: Warner Music set up a special TV campaign, culminating in a TVE 1 recorded live performance by the band in Madrid on March 6 which has already been broadcast twice.
- Promotion: The band presented two showcases in Germany, one in Hamburg and one in Frankfurt, on March 12 and 14, respectively.
- Concerts: From April to September 24, the band is touring Spain extensively (over 60 dates). In October, the rest of Europe will follow.
- European releases: Apart from the UK, the album and single are out across Europe.

Valencia-based trio Presuntos Implicados is Spain's best kept secret on the international front, but with their new album Ser De Agua, a Warner Music international priority, it will most likely not be for very long. Their style is not unlike Gloria Estefan's music, a digestive mix of soft soul, jazz and Latin music, and a touch more sophisticated. More than any EC law could, the warm voice of

lead singer **Sole** will bring down all barriers between different countries and radio formats. The current single, the moody midtempo song *Llovio*, deserves a multi-format approach.

The smooth jazzy title track has already been embraced by Dutch AC/news stations Radio 1 and Radio 2. AC programmers are wise to check out the beautifully arranged torch song *Recibes Cartas*. The melody of *Como Hebos Cambiado*, the opening track of the album, sounds like Swing Out Sister's big European hit *Breakout* "revisited" in Spanish, and the song's instant hum-along factor and uncomplicated hookline make it a promising EHR contender.

Top sessioneers like **Prefab Sprout**'s drummer **Neil Conti** and **George Michael**'s band leader/keyboardist **Chris Cameron** perfectly understood the laidback ambiance the band was looking for. All that teamwork resulted in the best Spanish material this year for programmes during the upcoming Olympic Games in Barcelona.



#### ITALY

## Luca Barbarossa

- Signed to Sony Music Italy.
- Publisher: Sony Music/Persica.
- Management: Marsigli/Rome.
- New album: Cuore D'Acciaio, released on February 29, it is at number 7 in the Rai Stereodue chart and at number 10 in the Musica E Dischi chart. In the European Top 100 Albums, it is number 77.
- New single: *Portami A Ballare*, released on February 29; currently, it is at number 4 in the Rai chart and at number 8 in the Musica E Dischi chart. In March, it peaked at number 81 in the Coca-Cola Eurochart Hot 100 Singles.
- Recorded at Fonoprint/Bologna.
- Producer: Roberto Costa.
- Marketing: In the first week of March, 15-second radio spots were running on all the major Italian networks, plus the regional radio stations. On April 1, a major TV advertising campaign started on Tele Monte Carlo and the three Berlusconi-owned private channels.
- Promotion: Barbarossa gave many radio interviews and was featured in the big TV talk shows after winning the San Remo Festival on February 29.
- Concerts: In May he will tour Italy extensively.
- European releases: The album is already out in Belgium and Switzerland, while French and Spanish releases are pending.

Although it's a cliché, "la mamma," the strong Italian mother figure, still exists. Luca Barbarossa won the prestigious San

Remo Song Festival with *Portami A Ballare*, a song about his mother. Translated in English, the title means "Take Me Dancing," which initially sends you in the wrong direction, as you may tend to think he's singing about his girlfriend. Suddenly the word "mamma" slips in, which gives the piano ballad a very original angle. The jury, as well as the Italian audience, fell immediately for the song. Both the single and the album *Cuore D'Acciaio* made the top 5 in no time.

"Well, it is a bit of a stereotype, but the subject of the song marks a typical Latin attitude; we're also planning a Spanish version of the song," says Sony Music Italy international manager Selma Howell.

Judging by the high quality of the album, the man appears to have even more aces up his sleeve, including E'Vita, another piano ballad with a memorable melody line. Jazz rock influences surface on the track Ho Fatto L'Eroe, the best arranged song on the entire album.

The most poppy track for EHR is probably Forse No, which sounds like a combination of Bruce Willis' version of the classic Under The Boardwalk and Juan Luis Guerra's Burbujas De Amor. A double dose of pleasure is guaranteed.

Mamma Barbarossa really has the chance now to nurse her son, who broke his cheekbone in a football game. After recovering from the minor accident, Barbarossa will be touring Italy in May.

## FINLAND

## **Kurre**

- Signed to Warner Music/Finland.
- Publisher: Warner Chappell.
- New album: *Elän Haveistain* released on March 30.
- New single: En Rakkauttas Saa released on February 28; currently, it is at number 1 in Finland and at number 84 in the Eurochart Hot 100 Singles.
- Recorded at Private Notes/Helsinki.
- Producer: Jokke Sappälä.
- Marketing: From mid April to May TV spots are run on commercial station Mainos - TV/Helsinki.
- Concerts: Kurre is currently heavily gigging in Finland, with 10 to 15 concerts a month.

Every year Finnish commercial TV Station Mainos - TV organizes a song contest called "Syksyn Sävel" ("The Song Of The Autumn"). The winner of last year's edition, Kurre (a.k.a. Kurt Westerlund) came totally out of the blue.

Apart from the local Warner Music affiliate who signed him just before the festival, nobody had ever heard of the 27-year-old singer. Actually, it was the company's book keeper who happened to share the same hobby with Westerlund—floor-

ball—who tipped the A&R department on Kurre's talents.

It may sound strange for an artist out of cold northern Europe, but the winning song, Jäit Sateen Taa ("After The Rain"), was a warm Italian-styled ballad. With 19% out of more than 200.000 votes, the nation melted for this special tune. The single, produced by Sweden's Bernard Löhr at Stockholm-based Polar Studios, entered the Finnish airplay charts at number 1 and stayed there for two months, while it peaked at number 7 in the official sales chart.

According to Warner Music/Finland marketing manager Ari Lohenoja, the company deliberately waited with the release of the album Elän Haveistain. "It would have been easy to cash in the sudden success and have an album ready for the Christmas market. But if we did that, it wouldn't have been so good. We would rather see him as a long-term signing, so we just recently released it."

Five out of the total of 13 tracks on the **Jokke Seppälä**-produced album are accompanied by English-language subtitles. Adds Lahenoja, "That gives us the opportunity to make English versions in case international interest appears."

Robbert Tilli

#### **Upcoming Album Releases**

Artist
Adamski
Arc Angels
Beastie Boys
The Black Crowes
Marc Bonilla
Chris De Burgh
Tracy Chapman
Julian Colbeck
Colorhaus
The Cure
Do Youngstas
Danzig
Stacy Earl
Electric Boys
The Fam-Lee
Jeffrey Gaines
Hardline
The Immaculate Fools
Howard Jones
Wynonna Judk
Kodo
Kris Kross
Lyle Lovett
Lynch Mob
Max
David Murray
Dovid Murray
Dovid Murray
Dovid Murray
Dovid Murray
Dovid Murray
The Sisters Of Mercy
Slaughter
Kathy Sledge
Saul II Soul
Jesse Strange
Sun-60
Swing Out Sister
Tevin Campbell
Richard Thompson
Three Shades Brown
Keith Tippett
TIC
Two Tribes
Various Artists
Victory
Grover Washington Jr.
Mike & Kate Westbrook
Wildside

Title
Noughty
Are Angels
Check Your Head
The Southern Harmony...
Ee Ticket
Power Of Ten
Matters Of The Heart
One For You Dudu
Woter To The Soul
Wish
Woter To The Soul
Wish
How The Gods Kill
Slacy Earl
Groovus Moximus
Runs In The Fam-Lee
Jeffrey Gaines
Double Eclipse
The Toy Shop
In The Running
Wynonna
Irodari
Totally Krassed Out
Joshua Judges Ruth
Lynch Mob
Silence Running
Wynonna
Irodari
Totally Krassed Out
Joshua Judges Ruth
Lynch Mob
Silence Running
Wynonna
Irodari
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Irodari
Totally Krassed Out
Joshua Judges Ruth
Lynch Mob
Silence Running
Wynonna
Irodari
Totally Krassed Out
Joshua Judges Ruth
Josha Warrior
David Murrary's Big Band
Beethoven
Le Voyageur
Anything Can Happen
Upfront
Summer In Yukon
Some Grifs Wander By Mistake
The Wild Life
Hearts
Just Right
Jesse Strange
Sun-60
Swing Out Sister
I.E. V.I.N.

Wwest Tolker OST
Stronger Than Strong
One For You
Ooooh On The TLC Trip
Two Tibes
Spanish Fiesta - Olympic...
You Bought II...
Next Exil
London Bridge
Under The Influence
Dozzling Display
Nonsuch
The Spent Poels

Label
MCA
Copfiel
Copfiel
Copfiel
Copfiel
Copfiel
Copfiel
Copfiel
Coffie

Beastie Boys/Mario Caldato Jr.
George Drakaulias
Not listed
Rupert Hine
Jimmy lovine/Tspcy Chapman
Julian Colibeck/Chris MacLead
Phil Rodford/Bob Mitchell
David M. Allen/The Cure
Lawrence & Ann Goodman
Glen Danzig
Various
Electric Boys
Various
Not listed
Neol Schon
Andy Ross
Ross Cullum
Tony Brown
Keit-chi Nakomura
Jermaine Dupri
Not listed
Keith Olsen
Not listed
Werth Warray
David Murray
Dav

The Spent Poets
The Spent Poet

Steve Wynn XTC

## **New Ventures At Philips Classics**

by Terry Berne

With the release of Rarities & Surprises at the year's end, Philips Classics' monumental 45-volume, 180-CD Complete Mozart Edition was finally completed, six years after preparatory work had begun in 1985. Including known authentic works by Mozart, many never recorded. before edition-launched to commemorate the bicentennial of the composer's death-became a huge and unexpected success, selling over 40.000 complete sets in its first year, an astounding 7.2 million CDs

Mozart Edition project manager Stef Collignon acknowledges that many things aside from the high artistic standard of the series itself inspired its creation. "First, Mozart is the most popular composer. Second, he is even more well known as a result of the film Amadeus, and the Mozart Year has brought so many exhibitions, broadcasts and concerts, increasing his popularity. Lastly, every other classical label has been focusing on their Mozart repertoire. All of these points ultimately helped us in its creation.

Despite the time and effort invested in this series, the most ambitious in recording history, other projects were also awaiting development. In order to assure proper support for these rather unusual undertakings, Collignon

assumed the newly created position of product manager for crossover repertoire

How does he view his new role within Philips Classics? Explains Collignon, "When we started using CDs 12 years ago, everybody bought Beethoven and Brahms because that was the basic place to begin building a new library. But symphonies by Beethoven and Brahms simply don't do as well as they used to. These symphonies are still recorded, but you can't expect the bulk of your product to come from that sort of repertoire.

"So we have to look in different directions, and that's where crossovers come in," he explains. "A crossover is not just classical musicians performing other repertoire, like Kiri Te Kanawa's recent album of jazz standards Sidetracks; it's also classical repertoire that somehow appeals to a broader audience. It's artists reaching out. Not only is it interesting to be involved in something other than the mainstream music; it's a commercial consideration as well."

Two current examples of this thinking are taking shape at Philips. The first is an exclusive contract with the new and highly acclaimed Hollywood Bowl Orchestra. A collection of carefully selected and produced film scores, Hollywood Dreams as well as the album Gershwin in Hollywood have sold 40.000 copies within months of being released.

In the near future, the complete overtures of Rogers & Hammerstein, as well as a new recording of The King & I with Julie Andrews and Ben Kingsley, will be issued.

Another important development is the creation of a new label. Point Music, which will feature a wide variety of progressive new music. A joint venture of Philips Classics and American composer Philip Glass's Euphorbia Productions, the label will concentrate on music that defies the normal formats, but remains audience-oriented. Says Collignon, "We have very high expectations for Point Music. Its association with Philip Glass assures its artistic integrity as well as a high commercial profile."

The first three CDs will be released in Europe within the next several months



One of the first releases of Philips Classics new label Point Music

## Concert Radio: State Of The Art

Concert Radio/Amsterdam is one of the few private stations in Europe broadcasting classical music 24-hours a day. Started in 1989 as Radio 10 Klassiek with the purpose of testing the market, it was reborn in April 1991 under its current name. Received via cable and satellite by five million homes in Holland and another half million in Belgium, the most recent available figures find an average of 700.000 households tuned in to the all-classical station

With a computerized CD-only policy and state of the art Sony hardware, PD Wouter Spijker believes that high quality sound is a major part of its allure. The company concentrates its marketing efforts on the serious classical music audience, advertising in such publications as the programmes for the Amsterdam Concertgebouw Orchestra and Opera Scala, as well as printing its full programme schedule in the Dutch music magazine Luister, which boasts 25.000 readers a

Although its policy curently is to play complete works with no announcements, the station will soon begin to identify music played on the air. Another change has been the addition of a twiceweekly programme featuring complete operas. These and other changes are the direct result of listener interest as expressed in frequent audience including a recent 30-question survey published in Luister.

Concert Radio airs advertisements in-between pieces, and is experimenting with corporate sponsors. "Our sponsorship program has been a little difficult to get off the ground," says Spijker, as it is still such a new concept in Holland." Label support, however, was also slow at the beginning, but grew quickly as record companies became aware of the station's growth.

Programmes are broadcast at the same time each week and are generally divided into musical types, such as chamber music or symphonies, since there are also shows focusing on older, acclaimed releases from the LP era. In addition to Spijker and programmer Eric Bleys, there is a special advisory panel composed of music professionals to help make programming decisions. Though focused mainly on music of the period from 1650 to 1940, some early music as well as postwar music is played.

Despite imminent changes in Dutch broadcast regulations, Concert Radio will remain cable and satellite-based for the time being. And although the station is currently concentrating on Dutch speaking territories, the pan-European potential offered by its satellite link is an option for the

#### CLASSICAL STATION REPORTS

BBC WORLD SERVICE/London

John Tusa - Music Director

Rossini - Soloists/Glyndebourne Fest.

Chorus & Orch./Gui

Le Comte Ory [EMI]
Rossini - De los Angeles/Alva/Bruscanti/

Royal Ph.O./Gui

Il Barbiere Di Siviglia [EMI] Rossini - Soloists/Glyndebourne Fest.

Chorus & Orch./Gui

Brahms - Stefan Vladar

iano Sonata No.1 in C, Four Bollades [Sony Classical]

Mozart - Peter Frankl/Tamas Vasary

iano Duets [ASV]

Poulenc, Debussy & Satie - Kun Woo Paik

Schubert - Radu Lapu

Piano Sonatas [Decco

Dvorak - Prague Phil. Choir/Czech Ph.O.

Stabat Mater, Psalm 149 [Chandos] Various (Purcell e.a.) - Cambridge

Singers/Rutter
Music Of The English Church [Collegium]

Cardoso, Rebelo & Pedro de Christo - Choir Of Westminster Cathedral/James O'Donnell

Masterpieces Of Portuguese Polyphony, Vol. 2

Howells - Kennard/Ainsley

Hymnus Paradisi [Hyperion]

Eternal Caballé [RCA/BMG]

KLASSIK RADIO/Hamburg Various - Montserrat Caballé Takemitsu - John Williams, London Sinfonietta/E.P. Salonen

To The Edge of Dreams, Beotles Songs etc.

Paganini, Saint-Saëns, Waxman - Maxim Vengerow, Israel Ph.O.

Works For Violin & Orchestra [Teldec]
Beethoven - Anatol Ugorski

Vivaldi - Anner Bylsma Various - Boston Pops/John Williams

Friedrich II/Timur Leng - Sarband Music Of The Emperors [Jaro]

Nielsen, Grieg, a.o. - Guildhall String Ensemble

Scandinavian Suite [RCA/BMG]

SWF (\$ 2 KULTUR)/Baden-Baden Anette Sidhu - Prog. Editor Monteverdi - Jürgen Jürgens

Vespro Della Beata Vergine [Ambitus]
Rossini - Cecilia Bartoli/Charles Spencer

Various - Kronos-Quartett

Pieces Of Afrika [Nonesuch]
R. Strauss - Bernard Haitink

Der Rosenkavalier [EMI]

Manuel De Falla - Josep Pons

El Amor Brujo/El Retablo De Moese Pedro [Harmonia Mundi]

RADIO NEPTUNE/Brest

Jean Le Corvoisier - Prog. Dir.

Dvorak - Firkusny/Ridge Piano Quintets [RCA]

Strauss - C. Kleiber

1992 New Year's Concert [Sony]

Handel - G. Lesne Lucrezia [Virgin]

Brahms - Brendel/Abbado

Liszt - Pogorelich

Campra - W. Christie ée [H.M.]

Ravel - Ansermet Orchestral Works [Decca]

Schumann - Arrau Piano Works [Philips]

CONCERT RADIO/Amsterdam

Eric Bleys - Programmer Wouter Spijker · Prog. Dir. Mendelssohn ! N. Marriner

naconcerto No. 2, Op.40 [CBS] Milhaud - Boston Symphony Orch./C. Munch

La Creation Du Monde [RCA] Dvorak - Alban Berg Quartet

Stringquartet No. 12, Op. 96 [EMI]

Liszt - V. Cliburn
Sonato in B Minor [BMG]

Sjostakovitsj - Nieuw Sinfonietta

Amsterdam, L. Markiz mersinfonie, Op. 118a [Fidelio]

Bach - A. Nicolet/K. Richter

Mozart - Nieuw Sinfonietta Amsterdam, L. Markiz Symphony No 29 [Globe]

Bach - S. Richter

Das Wohltemperierte Klavier I, 8-14 [RCA] Mahler - J. van Nes/Het Gelders

Orkest/Y. Talmi Rückertlieder [Ottavo]

Rameau - Leonhardt

Various Pieces For Harpsichord [DHM]

OPUS RADIO/Zurich

Christoph Hänggi - Producer

Bach - Kathleen Battle & Itzhak Perlmann

Bobby McFerrin/Yo-Yo Ma

Rossini - Cecilia Bartoli Various - Kronos Quartet

Pieces of Africa [Nonesuch] Carlos Kleiber/Wiener Phil.

Neuiohrskonzert 1992 [Sony] Giaccomo Puccini

La Fancuilia Del West ISony

Various - Werner Bärtschi Mozart a a [FCM]

Mozart - Anne-Sophie Mutter

Wolfgang Amadeus Mozart [EMI]
Milhaud - Orch. Du Capitole De Toulouse

Symphonien No. 1&2 [DGG] Kiri Te Kanawa/André Prévin Kiri Sidetracks -The Jozz Album [Philips]

MUSIC & MEDIA APRIL 25 1992

# Kurt Masur · New York Philharmonic A Great Partnership

"I believe that honesty as an artist is the most important point." Kurt Masur, music director of the New York Philharmonic

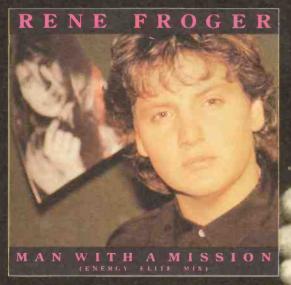




## FINALLY! HAPPENING ALL OVER EUROPE...



RENÉ FROGER MAN WITH A MISSION (AND THE MISSION IS YOUR HEART...)



- \* DANCE TO THE SINGLE (ENERGY 'ELITE' MIX)
- \* SEE THE VIDEOCLIP (SHOT IN PARIS) CRACKER OF THE WEEK / SUPER CHANNEL
- LISTEN TO HIS INTERNATIONAL ALBUM
  "MATTERS OF THE HEART" (GOLD IN THE BENELUX)

\* SOMETIMES A SONG NEEDS A REAL SINGER

RENÉ FROGER, YOU CAN'T STOP QUALITY!

A DINO INTERNATIONAL RELEASE

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 recieves special emphasis for the week, as well as featured new CD's and LP's indicated by the designation "AL." All playlists must be recieved by Monday at 3 o'clock.

#### UNITED KINGDOM

BBC RADIO 1 /London A List: AD Michael Jackson- In The Close Extreme Song Of Love Iron Maiden Be Quick Or Kim Wilde Love Is Holy Nomad Your Love Is Simply Red Thrill Me

CAPITAL FM/London Richard Park - Prog Contr

Extreme Song Of Love
Extreme Love Of.
Michael Jackson In The Closet
Michael Ball: One Slep
Simply Red-Thrill Me
Tevin Campbell: Tell Me What
XTC-The Disappointed

LETRO RADIO GROUP/Newcastle z Elliott - Music Organiser ower Play: Michael Margan-Ich Mog Dich

A List:
AD M People Someday

t:
Bomb The Bass-Keep
Extreme Song Of Love
Guns N' Roses-Pretty
Jaki Graham-Band
Kim Wilde-Love Is Holy
Mare Almond: The Doys
Richard Marx-Hozord
Sound On Sound: Time
Spice Don't Do!!

Spice Don't Do It Tevin Campbell-Tell Me What

ATLANTIC 252/London Paul Kavanagh - Prog Dir

t: Celine Dion-Beauty David Byrne Girls On My Mind Swing Out Sister- Am | ZZ Top- Viva Las Vegas

PICCADILLY RADIO/Mancheste Keith Pringle - Head Of Music

Bamb The Bass-Keep Celine Dion-Beauly Dan E-Love Makes Extreme-Song John O'Kane-Slay With Me Mariah Garey-Make It Richard Marx-Hazard

ther Could've Been You Cygnet Ring: Love Crime Kim Wilde: Love Is Holy Marc Almand: The Days

BRMB FM/Birmingham Robin Valk - Head Of Music Extreme: Song Of Love Richard Marx- Hazard

Black Crowes Remedy
Don E. Love Makes
E.M.F. Getting Through
Gun-Higher Ground
House Of Love Feel
Kim Wilde-Love Is Holy
Love Decade | Feel You
M People Someday
St. 2- On A Rogge
Souled Out-In My Life

RADIO CLYDE/Glosgow Alex Dickson · Prog Dir A List: AD Cher Could'yo Roa

it:
Cher-Could've Been You
Cicero-That Loving
Kylie Minogue-Finer
Randy Crawford-Who's Crying
Rod Stewart-Your Song

Julian Lennon Get A Life Tom Petty Too Good

st:
Big Bugs-Marry For The
C.K.T.C.- Hang On
Haoters-Satellite
Jerry Burns-Pale Red
Kylie Minogue-Finer
Tracy Chapman-Bang Bang Bang

OWNTOWN RADIO/Belfast hn Rosborough - Prog Dir It John O'Kane Stay With Me Kim Wilde Lave Is Holy Kylie Minague Finer Marc Almond The Days Mary Black No Frontiers Richard Marx Hazard

A List:
AD Texas-Tired Of Being Alone
B List:
AD C.K.T.C. Hang On
Pasadenas-Make It With You
Squeexe-Cool For Cots

ADIO FORTH/Edinburgh

n Sommerville - Head Of Must Black Crowes-Remedy Blur-Popscene Don E. Love Mokes EMF-Unexplained Extreme Song Gun-Higher Ground House Of Love Feel Jerry Burns-Pole Red John O'Kone-Stay With Ma Kim Wilde Love Is Holy LT-Presed We're Dead Marx Almond The Doys Richard Marx-Hazard Simply Red. Thrill Me

DIO BROADLAND/Norwich

Brown - Head Of music-ir Play: Annie Lennox: Why Curtis Stigers You're All Genesis: Hold On My Heart Mr. Big To Be With You Swing Out Sister-Am | Ten Sharp-You

tr.

Dr. Robert- Simpler Place
Jody Wattey: "im The One
Kim Wilde Love is Holy
Kylie Minogue- Finer
Marc Almond: The Days
Richard Marx: Hozard
Rod Stewart- Your Song
Tevin Campbell- Tell Me What

B List: AD Jerry Burns Pale Red

FOX FM/Oxford Steve Ellis - Prog Contr Steve Ellis - Prog B List:
AD C.K.T.C.- Hang On
En Vogue- My Lovin'
Marc Almond. The Days
Randy Crawford- Who's Crying

RADIO LUXEMBOURG/London
Jeff Graham - Prog Dir
Power Play:
AD If Saturday's Angels
Kim Wilde-Love is Holy
Love/Hate Waysted
Mission-Never Agoin
A List:

lan McCulloch Dug For Love Rod Stewart Your Song Rush Ghost Texas Tired Of Being Alone

Texas- Tired Of Being Alone
B List:

AD Julian Lennon: Get A Life
Primitives: Lead Me
They Might Be Giants- Guitar
Tracy Chapman- Bong Bang Bong
ZZ Top- Viva Los Vegos

WANSEA SOUND/Wales sb Rendry - Head Of Music swer Play: Rendy Crawford- Who's Crying C.K.T.C. Hang On Texas- Tired Of Being Alone

st:
Angie Giles Submerge
Jody Wattey: I'm The One
Kim Wilde Love Is Haly
Rod Stewart Your Song
Temptations- Get Ready
Ten Sharp- You

INVICTA RADIO/Canterbury John Lewis - Head Of Music

st: Cher-Could've Been You Kylie Minogue-Finer M People-Someday Marc Almond-The Days Michael Jackson-In The Closef

Cicero That Loving
Julian Lennon-Get A Life
Rod Stewart-Your Song
Sounds Of Blackness-Testify
Steve Harley-Make Me Smile

POWER FM/Fareham Jim Hicks - Head Of Music Jim Hicks - neuc - A List:
AD Mariah Carey-Make !!
Prince Money Don't Mott
Swing Out Sister-Am I

st: Temptations- Get Ready

RED DRAGON FM/Cardiff John Dash - Head Of Music

John Dash - Head Of Music Power Play: Curtis Stigers- You're All Kym Sims- Take My Advi Soul II Soul- Joy AD ZZ Top Vivo Las Vegas A Lice

st:
C.K.T.C. Hong On
Julian Lennon Get A Life
Kylie Minogue Finer
Marc Almond. The Days
Swing Out Sister-Am I
Tears For Fears. Woman In
Tears For Fears Fears Fears. Woman In
Tears For Fears. Woman In
Tears Fears Fears Fears Fears Fears Fears Fears Fear

te Black Crowes-Remedy Brand New Heavies-Hold |I Down Iron Maiden-Be Quick Or Jody Watley- I'm The One Metallica-Nothing Else Matters Soundgarden- Jesus Christ Rose

BEACON RADIO/Wolverhampton Peter Wagstaff - Prog Dir

10 CC- Woman In Foreigner- Waiting For A Girl Kylie Minogue- Finer Steve Harley- Make Me Smile

ist:
Jaki Graham Band
Kim Wilde Love Is Holy
Love Decade I Feel You
Marc Almond: The Days
Squeexe Cool For Cats

SUNSET RADIO/Manchester Duncan Smith - Prog Dir A List: AD Alison Williams- Can't

Alison Williams- Con't Have Cherrelle- Tears Degrees Of Motion- Do U Leray Hudson- Share Your Love Modest Fo'lk- Promise Me Swing Out Sister- Am I

CHOICE FM/London Merritt Crawford - Head Of Music

B List:
AD Damian & Dame Gotta Learn
Mike Davis When Only
Reggie Hall Music
Robyn Springer All In
Ronny Jordan Get To Grips
Whistle Get The Love

GLR/London Trevor Dann - Head Of Music A List: AD 10 CC- Woman In t: 10 CC- Woman In Annie Lennox- Walking On Rod Stewart Your Song

Chris De Burgh- Separate Tables Level 42: My Father's Shoes Melissa Etheridge Ain's It Heavy Peter Case: Dream About You Tracy Chapman: Bang Bang Bang

COOL FM/Belfast
John Paul Bollantine - Head Of Music
BTist:
AD Def Leppard- Heaven is th Def Leppard-Heaven is John O'Kane-Stoy With Me Kim Wilde-Lave is Holy Melissa Etheridge-Ain'l II Heavy Mighty Fall-Try Too Hard Stunning-December Sky

#### FRANCE

Art Mengo Gino Crowded House Fall At Your

SKYROCK NETWORK/Paris Laurent Bouneau - Prog Dir

t:
Martika-Martiko's Kitchen
Vanessa Williams- Save The Best
XTC-The Disappointed

Zucchero/Crawford Diamonte

ti Billy. Ties Ma Nona Bryan Adams. Thought I'd Died Ce Ce Peniston Finally Claudia Philips Donne-Mai Kenny Thomas Best Of You Laurence Jalbert les Yeux Michel Sardou. Boc G U2- One Wet Wet Goodnight Girl.

ISABELLE FM/Tocane Saint Apre Patrick Lapeyronnie - Prog Dir Power Play: Art Mengo-Gino Bashung-Madame Rêve

Bashung-Modome Kève

ti

Au Pit Bonheur-Mouricette
Chris De Burgh-Separate Tables
Etienne Daho Attractions
Etienne Daho Attractions
Fabian-Paradiso
Gary Moore-Separate Woys
Jevetha Steele-Say A Little Prayer
Katherine E-Then I
Les Valentines-Aussi Beya
Ofra Haxao Naw Da Hiya
Randy Crawfard-Who's Cnying
Tracy Chopman Bang Bang Bang
Umberto Toxxi-Gli Alim

RTL/Paris
Monique Le Marcis - Head Of Programm
A List:
AD Alain Boshung

Alain Bashung-Madame Rêve Francois Feldman Tombé d'Amour Guesch Pathi-Wake Up Peacack Paloce Like A Snake Roch Voisine- Avec Tes Yeux Melissa Etheridge Pierre Perret

EUROPE 2 NETWORK/Paris Christian Savigny - Prog Dir Concrete Blande Someday Prince Money Don't Matter U2 One

RMC COTE D'AZUR/Monte Carlo t: Des'ree-Feel So High Mr. Big: To 8e With You Right Said Fred-I'm Too Sexy

RADIO RIVIERA/Monte Carlo Andrew Astbury - Music Dir

Andrew Astrony A List: AD Cher. When Love Calls John Lee Hooker: Mr. Lucky Lightmig Seeds Life Of Michelle Shocked: Come A Long Way Soul: II Soul-Joy

L'ONDE LATINE/Aix en Pro-Power Play: AD Pow Wow Le Chat

Bernard Lavilliers-Saigon David Koven-Bord Mylene Farmer-Beyond Tanya St. Val-Tropical MC Solaar

#### GERMANY

WDR1/Cologne Wolfgang Roth - Producer

tgang Roth - Producer
st:
Adamski: Get Your Body
Beastie Boys- Poss The Mic
Definition Of Sound: Moira Jane's
Def Leppard- Let's Get Rocked
Hanne Boel: Folling In Love
Hr. Nielsson: Pippi
Marrio Jardan- Weich Ein
Bean/Smeor Campoign- Eleded
National Galerie Hollo
Non Art Art | Wonder
Pur Lied Fill All Die
Rausch No Message
Soup Pragons- Divine Thing
Sugarcubes: Walkabout
They Might Be Giants Guitar

SDR 3/Stuttgart Hans Thomas - Producer Power Play: AD Rod Stewart-Your Song AL Nick Kamen

RADIO 4U/Berlin Bernd Albrecht - Prog Dir Peter Radszuhn - Prog Dir

t:

Ce Ce Peniston: We Got A Love
Crowded House: It's Only Natural
En Vogue: My Lovin'
Opus III: It's A Fine Day
Primal Scream: Movin' On

B List: AD Adamski- Get Your Body Adamskr- Get Your Body Boomers- Wishes James- Ring The Bells Soul II Soul- Joy Sugarcubes- Wolkabout Timo- Louisiana Lonely Wet Wet: More Than Love Westernhagen

RB 4/Bremen Axel Sommerfeld - Dj/Producer I Sommerfeld - Di/Producer st.

Adamski- Get Your Body
Ce Ce Peniston- We Got A love
Clouseau- Anna
Edo Zankie Lieben Wer
Genesis- Hold On My Heart
Kym Sims - Dale My Advice
Melisso Etheridge - An't It Heary
National Galerie - Hollo
Naughry By Natures Everything
NW1- The Band Royed
Portschkar/ Person- Freund &
Sophie B. Hawkins- Donn
Swing Out Sister - Am !
Victory- Rock-O-Modic
X-Clan- Fice & Corth
XTC. The Disoppointed

RIAS 2/Berlin Henry Gross - Head Of Music.

t:
Bonnie Tyler- Where
Genesis- Hold On My Heart
Mr. Big. To Be With You

Cher Could've Been You Chris De Burgh Separate Tables Land: Round Round Maggie Reilly Touch Mariah Carey. Make It Shakespears Sister-Slay Shanice Wilson-I'm Crying

RSH/Kiel Ralf Bukowski - Head Of Music Power Play: AD Cher Could've Been You A List:
AD Mr. Big. To Be With You
Shakespears Sister- Stay

RADIO FFH/Frankfurt Sabine Neu - Head Of Music

Sobine Neu - Head Ot Music B List: AD Clouseau-Anna Crowded House: It's Only Natural Garth Brooks Shameless Genesis: Hold On My Heart Peter Maffay Zweil In Rainhard Fendrich-Tutti Tracy Chapman: Bong Bang Bang

HUNDERT 6/Berlin
Rainer Gruhn - Music Dir
Power Play:
Udo Jürgens Im Kühlschr
AD Rainhard Fendrich Tuti
Tony Carey- Wonderland AD

Tony Carey. Wonderland
A List:
AD Andy Borg Bleib Bei Mir
Bellamy Brathers. Miomi Moon
Blaue Engel-Lich Am
Blue System Romeo And
Collin Raye Every Second
Fernandez/Kenh Perdona
G.G. Anderson Rosalier The
Michael Jackson Remember Ho Michael Morganic Mog Dich
OIO. Almeria
Relax Blue Forewell River
Rod Stewart Your Song
Sonny & Cher I Ger You
Wind-Traume Sind Für

RADIO GONG 2000/Munich Andy Wenzel - Head Of Programmes Power Ploy: Blue System-Rameo And Bruce Springsteen Humon Touch Simply Red-For Your Bobies B List:

Annie Lennox-Why
Michael Bolton-Steel Barr
Nirvana-Come As You Are

RADIO GONG/Nuremberg Peter "Marc" Stingl - Head Of Music Power Play: AD John Parr: Man With A XTC-The Disappointed

Army Of Lovers- Ride Cure-High Vanessa Williams- Save The Best Annie Lennox

RADIO CHARIVARI/Nuremberg Mathias Hofmann - Music Dir Mathias Hofmann - I Power Play: Ten Sharp-You A List:
AD R.E.M. Losing My Religion
B List:

Bryan Adams- Thought I'd Died Mama's & The Papa's- Dream A Litle

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

RADIO REGENBOGEN/Mannheim Martin Schwebel - Music Dir st: Clouseau- Anna Genesis- Hold On My Heart Jule Neigel Band- Wenn Dier Mariah Carey- Moke It

tr Brand New Heavies-Never Stop Castelli-Cuore Di Liberta Pur-Lied Für All Die Shawn Christopher-Dan't Lose The Tracy Chapman-Bong Bong Bong

RADIO SALU/Saarbruecken Adam Hahne - Prog Dir A List: AD Beautiful South- We Are Each

Maggie Reilly-Touch Randy Crawford- Who's Crying Right Said Fred-Deeply

Army Of Lovers Ride Chris De Burgh. Separate Ta N.K.O.T.B. If You Go Away Planet Claire. Heaven Queen: Who Wants To Live Fo Annie Lennox

RADIO T.O.N./Bad Mergentheim Reinhard Baerenz - Head Of Music Reinhard Baerenz
A List:
AD Alexander Mexek-Templation
Chris De Burgh-Separate Tables
Connie Francis-Jive Connie
Julian Lennon-Help Yourself
Shanice Wilson-I Lave

RADIO N 1/Nuremberg Cetin Yaman - Prog Dir Power Play: Shanice Wilson-I Love AD Shanice Wilson-I'm Crying the Genesis Hold On My Heart Inner City-Hallelujoh Opus III: It's A Fine Day Pasadenas Make It With You

B List: AD . Paris Red. Ain't No Moutain RADIO XANADU/Munich Benny Schnier - Head Of Music A List: AD Boomers Love You

SWF 3/Baden Baden Joerg Lange Kathy Troccoli- Everything Changes
Udo Lindenberg: Sanderzug

NDR 2/Hamburg Lutz Ackermann - Head Of Music Ackermann - Nead Of Music st: Castelli: Cuore Di Liberto Dan Hills | Fall All Jody Watley: I'm The Oe Johnny Logan: It's Only Jule Neigel Band: Wenn Die OMD: Then You Turn Away Planet Claire - Harven Tony Jenkins: Boby Come Bock

RADIO F/Nuremberg Ziggie Hoga - Prog Dir t:
Avalanche- If You Ever Want
Dirk Busch- Du Kennst
Engelbert- Dream With You
Michael Morgan- Ich Mag Dich
Thommy Raiker- Living As

RADIO RT 4/Reutlingen
Dorothee Seyer - Head Of Music
A List:
AD Clouseau Anna
Genesis Hold On My Heart
Jule Neigel Band Wann Die
Pur Lied für All Die
Rad Stewart Your Song

RADIO NRW/Oberhausen Jeff van Gelder - Head Of Musiç t: Fernandez/Kent-Perdona Genesis: Hold On My Heart Pur-Lied Für All Die Rod Stewart: Your Song Swing Out Sister-Am I

#### ITALY

Str.

Cure Friday I'm In Love
PPI Project-Feel II
Lightning Seeds Life Of
Liffiba Bambino
Shown Christopher-Don't Lose The
Sophile B. Hawkins-Dom
Soul II Soul-Joy
Stage Dolls- Love Don't Bother Me

STEREORAI/Rome Elio Molinari -Head of Dept. Eodele Bellisario - Prog Dir

Annie Lennox Why
Bruce Springsteen Human Touch
Cure- High
KLF-America: What Time Is Love?
U2-One

ts Beautiful South. We Are Each Frankie: I Need Your Lovin' Jesus & Marry Ch. Far Gone Luca Carbani. Mare Mare Tracy Chapman. Bong Bong Bong Def Leppard

RADIO DIMENSIONE SUONO/Rome
Carlo Mancini - Music Dir
Power Play:
Crowded House- Weather With
Curtis Stigers - I Wonder
Cure- High
Genesis: Hold On My Heart
Soul II Soul Joy
A List:

Outfield Closer To Me Swing Out Sister Am st:

Bas Noir- Superficial Love
Eddie Money Falling In
Eric Carmen-My Heart Staps
Frankie I Need Your Lovin'
Jaddeep Singh Who's Gona
Joy Salinas- Stay Tonight
Kid Frost: No Sunshine
Stage Dolls Love Don't Bother Me
Riley/Lucas- Is It

PETER FLOWERS FM/Milan Marco Garavelli - Producer Franco Lazzari - Head Of Music Power Play: AD Tony Hadley- Just The A List: AD John Norum/Joey Tempes John Norum/Joey Tempest: We Will Be Right Said Fred: Don't Talk

RADIO BABBOLEO/Genoa Lenny Rattona - Prog Dir Power Play: AD Tracy Chapman-Bong Bang Bang

RTL 102.5 - HIT RADIO/Bergamo Grant Benson - Head Of Music 

POWER RV1 THE BLACK RADIO/Turin Paolo Louri - Head Of Music Power Play: AD Carol Bailey- Understand Me A List: AD Yazz One True Woman Sima Kiss My Lips Wrecks'N'Effect Ready

RADIO MONTE CARLO/Milan Francesco Migliozzi - Prog Contr

Francesco Migliozzi - Prog Contr A List:

Annie Lennax - Why
Bruce Springsteen Human Touch
Bruce Springsteen Better Days
Michael Jackson Remember The
Teors For Fears Loid So
Ten Sharp-You
UZ: Mysterious Ways
UZ: One
AD Annie Lennax Precious

ANTENNA DELLO STRETTO/Messina Filippo Pedeli - DJ A List: AD Angelique Kidio Wé-Wé

t: Angelique Kidjo Wé-Wé Beastie Boys-Pass He Mic Lisa Stansfield: Time To Scialpi: Sesso O Esse Tameka Starn Going In ZZ Top-Vivo Las Vegos

RADIO CLUB 91/Naples Franco Russo Mory - Prog Dir A List: AD Chaka Khan All Martin

St. Choka Khan All My Lifetine
Hammer Do Not Pass
Jesus & Marry Ch. Far Gone
Marc Almond The Days
Midhelle Shocked Come A Lang Way
Tony Hadley Just In
Tracy Chapman-Bang Bang Bang
ZZ Top Viva Las Yegas

#### HOLLAND

VERONICA/Hilversum
Hans van der Veen - Vice MD
Unico Glorie - Producer
Power Play:
AD txabella: Shame Shame Sha
List:
AD FM- Only The Strong t:

FM- Only The Strong
Lidell Townsell - Nu Nu
Prince- Money Don't Matter
Red Hot Chili Peppers- Under
Wiger V- Even Bellen

NOS/Hilversum Tom Blomberg - Dj/Producer Power Play: Hans De Booij-Groene Smart

Curtis Stigers, You're All Havenzangers, Cumbo la Rumbo-Kim Wilde Love Is Holy Sophic Runini Tam Petty: Taa Good Powerplay Van het Groenewoud Tröckener Kecks

STATION 3/Hilversum
Carla Versloot - Co-Ord
Power Play:
Ultramagnetic MCs-One To
AD Feel-Slave

the Bonnie Raith Not The Only Buffelo Tom Taillights Erasure Breath Of Life Joe Public Live And Kim Wilde Love Is Holy Michael Jockson In The Closet Rebell MC Rich And Santone Right On Seydinah Folie TROS RADIO 3/Hilversum Ferry Maat - Head Of Music Ferry Maat - Head Of Music Power Play: AD Lionel Richie Do II To Me A List:

Anny Schilder-Working Girl
Anny Schilder-Working Girl
Billy Vera Something like
Def Leppard Laf's Celt Rocked
Dries Roelvink. Jip Bent
Henk Westbrook Woor Ze
Izabella: Shame Shame
Perception: Feri Dur
KTC. The Diappointed

HIT RADIO/Bussum Koen Van Tijn - Music Dir Power Play: AD Genesis Hold On My Hear

POWER FM/Amsterdam Power Play: AD R. Kelly-Honey Thief B List: Genesis-Hold On My Heart Henk Westbroek: Waar Ze Mass Order-Lift Every Voice Roxette Church Sounds Of Blockness-Testify Ten Sharp Rich Man Tevin Campbell-Tell Me What

SKY RADIO/Bussum
Tom Lathouwers - Operations Mgr
Power Play:
Annie Lennox: Why
Crowded House Weather With
Dinah Washington Mad About
Wet Wer Wet: Goodnight Girl

t: Mr. Big-To Be With You Rod Stewart-Your Song Ten Sharp-Rich Mon

RADIO NOORD-HOLLAND/Haarlem Pieter Buijs - Producer A List: AD Billy Vera-Something Like Don H.- Harley

Eleven: Rainbow Geoffrey Williams: Not A Love Jody Watley: I'm The One Mass Order: Lift Every Voice Perception: Feed Ronny Jordan: So What Sokkel: & Funkel: Sportclub

CrNB/Brunsson
Lou Rowland - Head Of Music
Downey Play:
AD Betsy Cook - How Can I
A List:
AD Peter Case Dream Aboul You
Tony Joe White Love M.D.
Tracy Chapman-Bong Bong
AL One 2 One

#### BELGIUM

Cher-Could've Been You
Dinky Toys-The Best
Double You-Please Don't Go
Marc Almond-The Days
Red Hot Chili Peppers-Under
Robert Palmer-Every Kind Of
Rod Stewart-Your Song
Soulisiter-Locks And
Toast-Vroeg Of Last

RADIO EXPRES/Antwerp Marc Dhollander - Head Of Music Bart Vandenbossche Opo is Helmut Latti- Nooit Meer Right Said Fred Deeply Roch Voisine La Promesse Seydinah Fole Tony Hadley-Lost In Wigbert-Rob

RADIO ROYAAL/Hamont-Achel Tom Holland - Prog Dir r Play: Henk Westbroek- Waar Ze Army Of Lovers-Ride
Beautiful South We Are Each
Boyz II Men It's So Hard
Double You Mease Don't Ga
Double You Mease Don't Ga
Dries Roelvink. Iji Bent
Genesis-Hold On My Heart
Up On Despring My Cliri
Up 40 Dos Book

Double You Please Dan'l Go R. Kelly: Honey Thief Roy Orbison I Drove Shawn Christopher Don't Lose The Snape Rhythm is A Doncer Tom Browne Funkin' Vanessa Williams Save The Best

B List:
AD ZZ Top- Viva Los Vegas

BRT STUDIO BRUSSELS/Brussels

tt
Candy Skins Submarine
Danish Butter Coakies Getting
Fille D'Ernest Systeme O
Genesis Hold On My Heart
Kym Sims Toke My Advace
Mary & The Girt Time Turns
Peter Case SixPack Of Love
Tracy Chapman Bong Bong Bong
Vincent Van Gogh La Beaule BRT RADIO 2-EAST FLANDERS/Ghent

Army Of Lovers Ride Chic-Chic Mystique Dinky Toys: The Best Double You-Please Don!! Go John Terra: Alles Gaat Goed Opus III: It's A Frie Day Pop Gun- Wherever Yothu Yindi- Treaty AL Red Hot Chili Peppers

BRT RADIO 2-WEST FLANDERS/Kortrijk ver Play: Swing Out Sister: Am I Annie Lennox

RTBF RADIO 2/Hainaut Philippe Jauniaux - Music Dir A List: AD Cure High Str. Cure High
Eddy Mitchell Tell It
KLF: America: What Time Is Love?
Michel Sardou-Boc G

BRF/Eupen
Guy Janssens - Producer
Power Play:
AD Bonnie Tyler- Where
Marc Almond- The Days
Prince- Money Dan't Matter
Pur- Lied Für All Die Benny B- Parce Qu'On Nirvana-Come As You Are

#### SPAIN

40 PRINCIPALES/Madrid Luis Merino - Music Mgr uis Merino - Music Mgr ower Play: Nirvana Smells Like

Nirvana antena a...

AL List:

AD Bruce Springsteen Better Days

Cure High

Juanja Y Tomas: Nos Volverenas

Los Lunes: Los Anos Que

Sergio Dalma: Ave Lucia

RADIO MADRID/Madrid Luis Merino - Music Mgr Power Play; AD Presuntos Implicados-Llovio to Double You Please Don't Go Elegantes No Soy Emilio Aragon Susanita Patrick Bruel Romper Ronaldos Tu Veras

rafin Zubiri Todo Esta Sonora: Algunos Corazones Soup Dragons: Divine Thing

TOP 97.2/Madrid Raul Marchant - Music Mgr Power Play: AD Dania Invisible Solo El Amor Garth Brooks Burning
Los Lunes Los Anos Que
Michoel Jackson Remei
Sergio Dalma Ave Lucio
Shanice Wilson | Love
David Santisteban

RADIO 16/Madrid
Carlos Honorato - Prog Dir
Power Play:
AD Ronaldos-Tu Veras
Soul II Soul-Joy
Tracy Chapman-Bong Bang Bang
A List: A List:
AD Esclarecidas El Tren
Ten Sharp-You
AL Bruce Springsteen

#### SWEDEN

SAF RADIO CITY/Stockholm Niklas Ehring - Music E Power Play: Kriss Kross-Jump Alyson Williams: Con't Have Christer Sandelin: Galen Curis Shigers: You're All Hanne Boel: Falling In Love Meladie MC. You Body Michael Bolton Missing Nic Peeples: Kissing The Wird Pasadenas- Male II With You Sophie B. Hawkins Dann West Of Sunset Giving Annie Lennox Lisa Nilsson

er Play: Howard Jones- Lift Me Up

st:
Crowded House Wachter Wilh
Curfts Stigers You're All
Dan Hill! I Fall Al
Geoffrey Williams Not A Love
George McCrae Breathless
Gerold Levert-School Me
Hanne Boel Falling In Love
Nio Peeples. Kissing the Wind
Pasadenas Moke It With You
Annie Lennox

CITY RADIO/Malmö Fredrik Hellström - Music Dir

RADIO P4/Lund Camilla Mellnert - Music Dir Transcription of the Control of the

the Geoffrey Williams: Not A Love Giant: Chains Howard Jones: Lift Me Up Julian Lennon: Get A Life Nikolay Steen I Worll You Orup. Niah Annon Pasadenas: Make It With You Sophie B. Hawkins: Damn West Of Sunset: Giving

RADIO RYD/Linkoping Mattias Arwidson - Head Of Music Mattias Arwidson - Head Of Power Play: Snap Rhythm Is A Dancer

It Blue Train: The Hordest Thing Electric God. Picture
Kym Sims: Take My, Advice
Terry Ronald: One More Dollar
Tracy Chapman: Bong Bang Bang
Orup

HIT FM/Stockholm Johan B. Bring - Prog Dir in B. ming - Prag Uir if
2 House Go Techno
BB Jerome/Bang Gang Shock Rock
Black Machine How Gee
Christer Bjorkman - Morgan
Curris Stigers You're All
Dr. Alban if S. My Life
En Vague My Lovin'
Hanne Boel Falling in Love
PS 12- Kartighed
Queen: Who Wants To Live Forever
Right Said Fred. Deeply
Ten Sharp - Ain't My Bedring

RIKSRADIO P3/Stockholm L.G. Nilsson - Producer A List: AD Eric Clapton Tears B List: t: Chaka Khan- All My Lifetime Jennings & Nelson- Silver Stallian Leon Russel- No Man's Land Sator-I Wanna Sophie B. Hawkins- Domn Svenne Rubins- Långa Bollar

RADIO MALMOHUS/Malmo Olle Nilsson - Head Of Music Power Play: Lisa Nilsson Himlen Runt

sus crisison: rumen Kurl
st:

Buckroo Beats Bring II

Buckroo Beats Bring II

Christer Bjortkman I Morgan

Curits Sfigers I Worder

Diesel Park West Fall

Eric Clapbon Iears

Hanne Boet Came Inlo My

Pasadenas I "M Going

Tom Petty- The Dark

Trocy Chapman-Bong Bong Bang

Lars Demion

Little Village

En Vogue My Lovin' Michael Bolton Missing Prince Money Dan't Motter Swing Out Sister Am I Lisa Nilsson

#### NORWAY

RADIO 1/Oslo Bjorn Faarlund - Dj/Producer B List: Bean/Smear Campaign Elected ZZ Top Vivo Los Vegas

RADIO VEST/Stavanger Bjarte P Tjostheim - Head Of Music Power Play: Orup-Non Annon t:
Julee Cruise- Summer Kisses
Matti Rössland- Stjölen Båt
Michael Morgan- Ich Mag Dich
Pogo Pops- Hit The Ground
Treble & Bass- My Sweet

it Dr. Alban: It's My Life Howard Jones-Lift Me Up Opus III: It's A Fine Day Tracy Chapman: Bang Bang Bang

RADIO OSLO/Osla Alison Chase - Prog Dir A List

Bruce Springsteen-Human Touc Bruce Springsteen-Better Doys Def Leppard: Lei's Gell Rocked Gary Moore Cold Bay Izabella Shame Shame Shame KLF-America: What Time Is Loved Mitcheel Jackson Remember Th Mr. Big 10 Be With You Richard Marx- Hazard Shanice Willsen-ILove Shakespears Sister-Stay Ten Sharp You

RADIO 102/Haugesund Egil Houeland A List: AD Curtis Stigers You're Curtis Stigers-You're All Eleven-Roinbow Genesis-Hold On My Heart Grethe Svensen-The Right Thing Izabella-Shame Shame Shame Soul II Soul-Joy Tony Carey

NRK-REPORT 1/Oslo

t: Guns N' Roses-November Roin Halleluja 92-Inner City Treble & Bass-My Sweet Erasure Breath Of Life
John Norum/Joey Tempest-We Will Be

STUDENTRADIOEN/Tromso Rune Hagen - Head Of Music Rune Hagen - Head Of Power Play: Bel Canto Summer

t:
Breeders-Sofari
James-Ring The Bells
Kristine Frey: This Is
Stone Roses-Waterfall
Fracy Chapman-Bang Bang Bang
Barbie Bones

RADIO TRONDHEIM/Trondheim John Brances - Head Of Music John Brances - 122 Power Play: Dinah Washington-Mad About t Celine Dion: If You Asked L & A Engbergs Ork. Tusen Skal Matti Rössland: Stjälen Båt Tor Endresen: Luxembourg

t: Chaka Khan- All My Lifetime Genesis- Hold On My Heart Jody Watley- I'm The One

#### DENMARK

THE VOICE/Copenhagen Lars Kjær - Prog Dir A List: AD News-Goodbye k (2) News-Goodbye Is Goodbye Swing Out Sister-Am I Yazz-One True Woman

RADIO VIBORG/Viborg Poul Foged - Head Of Music Poul Foget - Heau G. A List:

AD Allan Olsen-Er Det Mig
Celine Dion II You Asked
Chris De Burgh Separate Tables
Genesis-Hold On My Heart
Kinks-Du Yo
Maggie Reilly-Touch
Mark Chestnutt-Jukebox
Tracy Chapman-Bang Bang Bar
B List:

Dræsinebanden-Sang Fenders-Solens Born Kenny & Lotte-Alt Det Kym Sims-Toke My Advice Lightning Seeds-Life Of Pasadenas-Make It With Yu Queen-Who Wants To Live I

UPTOWN FM/Copenhagen Niels Pedersen - Head Of Music A List: AD Celine Dion: If You Asked t: Celine Dion-If You Asked Genesis-Hold On My Hear Kim Larsen-Donas Have Shakespears Sister-Stay Shu-bi-Dua-Famillen Temptations-My Girl

RADIO ABC/Randers Stig Hartvig Nielsen - Prog Contr t: Alpha Blondy-Rendez-Yous Kinks- Did Ya Maggie Reilly-Touch MC Lyte-Poor Georgie Posadenas-Make It With You

Bertel Abildgaard Joy Bertel Abildgaard Tæer Sa Damian & Oome Gatta Lec Damian & Oame Galta Lean
En Vogue My Lovin'
Geoffrey Williams Not A Love
Nick Cave Strotght To You
Red Hot Chill Peppers Under
Shu-bi-Dua Familien
Shu-bi-Dua Sexchikane
Sophie B. Hawkins-Dam
Soul II Soul-Joy Soul II Soul-Joy
Swing Out Sister-Am |
Treble & Bass- My Swee
Westwood-Once In
XTC-The Disappointed
ZZ Top- Viva Los Vegos
Shu-bi-Dua

DANMARKS RADIO/Copenhagen Leif Wivelsted - Prog Dir

the Bruce Springsteen Human KLF-America: What Time Is to Mr. Big- To Be With You Shanice Wilson- I Love Ten Sharp-You

RADIO SYDKYSTEN/Copenhagen Peter Hald - Head Of Music A List: Shu-bi-Dua Fomilien Swing Out Sister- Am I

RADIO HOLBAECK/Holbaeck Stig Nielsen - Prog Dir Power Play: AD Euphoria Love You A List: AD Her Power

I: SxFar Hundeprutsongen Chris De Burgh Separate Tables Genesis- Hold On My Heart Geoffrey Williams- Not A Love Jenny Morris- Break In John Parr-Mon With A Madness-It Must Be Mariah Carey Make It Wet Wet Wet More Than Love Yazz-One True Woman

#### FINLAND

AD Bruce Springsteen All Or Nothin
Def Leppard: Heaven Is
Gary Moore Separate Ways
Juice Leskinen Pää

: Alivaltiosihteeri-Tampereelle Everything But The Girl-Time After Time Jenny Morris-Breok In Wilma-Loutolla

RADIO 100+/Tampere
Penthi Teravainen - Music Dir
A List:
AD Bouces K Boycott Knock On Wood

#### AUSTRIA

CD INTERNATIONAL/Vienna Peter Lossack - Head Of Music Power Play: Gorland Jeffreys-Hoil Hail Gorland Jeffreys Hoil Hail

8 List:

Everything But The Girl-Love is Strange
Guns N. Roses November Rain
Hammer-Do Nat Pass
Indecent Obsession-Kiss Me
Max & Mario Colars-Walking in
MC 900 Ft. Jesus-The Clare
Mc Fingers-Closer
Red Hot Chili Peppers-Under
Soup Dragons-Divine Thing
Steve Hardey-Iresistible
Tony Hadley-Lost in
ZZ Top-Viva Las Vegas

OE 3/Vienna Gunther Lesjak - Head Of Music Annie Lennox: Why Bruce Springsteen-Better Days Hans Theessink: Call Me J. Goffried: Call Me J. Kathy Troccoli Everything Changes Maggie Reilly: Tauch

#### SWITZERLAND

RADIO ZUERISEE/Staefa Ueli Paul Frey - Head Of Music Uell You Frey
AD Bryan Adams Thought I'd Died
Mariah Carey: Make It
Ochsenknecht: Only One
Randy Crawford: Wha's Crying

Beautiful South-Old Red Eyes Bonnie Tyler- Where Celine Dion If You Asked Desmond Child- Obsession Garland Jeffreys- Hoil Hoil Michael Learns To Rock- The Actor

RADIO 24/Zurich
Dani Richiger - Head Of Music
Power Play:
Annie Lennox- Why
Bruce Springsteen- Human Tauch
Eric Clapton Tean
Gorland Jeffreys- Hail Hoil
Mr. Big: To Be With You
B List:

B List:
AD Chris De Burgh Separate Tables
Joe Cocker-Feels Like

RADIO FOERDERBAND/Bern Res Hassenstein - Di/Producer Power Play: Annie Lennox-Why B List: t: Maggie Reilly-Touch Randy Crawford: Who's Crying Tracy Chapman: Bang Bang Bang

DRS 3/Basel Christoph Alispach - Music Co-Ord AL Au P'tit Bonheur

COULEUR 3/Lausanne Thierry Catherine - Head Of Music Power Play: AD Destree-Mind Single Gun Theory: From A Million Single Gun Theory

A List:

AD Cud-Through the Roof
Immaculate Fools-Stand Down
Jesus & Mary Ch. Far Gene
Keziah Jones The Wisdom
Liberty Horses Believe
Swans The Sound Of Freedom
Tanite Tikaram Men and
Temptatfons The Jones
X Tal-Black Russian

B List: AD Massive Attack- Be Thankful

RETE 3/Lugano Giorgio Passera - Head Of Music Power Play: AD Happy Head Fabulous Bruce Springsteen-Souls Of Howard Jones-Lift Me Up Matthew Sweet-Giffriend Michelle Shocked Come A Long Way Poi Dog Pondering-The Hardest Thing Soup Dragons-Divine Thing

RSR LA PREMIERE/Geneva Catherine Colombara - Producer Bruce Springsteen Michel Sardou

#### PORTUGAL

RADIO RENASCENCA/Lisbon A List:
AD James-Ring The Bells
Moby Dick-S

#### SLOVENIA

STUDIO D/Novo Mesto
Rasto Bozic - Dj/Producer
A List:
AD Bruce Springsteen-Human Touch
KLF- America: What Time Is Love?

#### GREECE

POP 92.4 FM/Athens Isaac "Easy" Coutiyel - Prog Dir POP \*\*\*
Isaac "Easy" Coutyer

A List:

AD Gary Wright-Dream Weaver
Howard Jones: Lift Me Up
Nilde Fernandez. Mes Victor

Queen Latifah. How Do I Lo.

Right Said Fred Don't Talk

Riley/Lucas. Is il

Riley/Lucas Is It str.

Aron Hall- Don't Be Afraid Chris Walker- Take Time Spheeris/Youdouris Enchantme Color Me Badd All 4 Love David Byrne Gris On My Mind Elton John Down On Me KLF Justified & Ancient L.A. Gurs It's Over Lisa Stansfield All Woman Opus Itl It's A Fine Day Prince Money Don't Matter Sall-N-Pepe You Showed Me Tito Puente Rhan Khan Khan Inony Hadley- Lost In U.2- One

Elias Xinopuolos
A List:
A List:
Mi Jody Wattey- I'm The One
Kim Sims- Toke My Advice
Michael Jackson- In The Closel
Prince- Money Don't Matter

tt Bruce Springsteen-Belter Days Concrete Blonde: It's A Man's World Cure: High Joe Jackson-| Dream Lou Reed: What's Good

STAR FM STEREO/Thessoloniki Vassilis Turonis - Prog Dir A List: AD Chris Walker-Take Time En Vogue My Lovin' Lightning Seeds Life Of Marc Almond The Days Shakespears Sister-Slay Swing Out Sister Am I

t: Devonsquire- If You Could Gary Moore- Cold Day Kriss Kross- Jump Randy Crawford- Who's Crying

#### POLAND

POLSKIE RADIO 3/Warsaw Marek Niedzwiecki - Producer Power Play: AD Genesis Hold On My Heart A Liste st:
Cher Could've Been You
Crowded House Weather Wit
Def Leppard Let's Get Rocked
Jody Wattey- I'm The One
Julian Lennon Get A Life
Soul II Soul- Joy
Tam Petty- Too Good

RADIO 4 U/Warsaw
Bagdan Fabianski - Dj/Producer
Power Play:
AD: Tracy Chapman Bang Bang Bang
A List:
AD Clauseau Close Encounters
Erienne Daho Soudade
Kym Sims: Take My Advice
OMD: Then You Turn Away
Soul II Soul Jay
Wolfsheim If's Not Too Late
ZZ Top-Viva Las Vegas

RADIO RMF/Krakow Piotr Metz - Head Of Music Power Play: Def Leppard-Let's Get Rocked Det Leppus

A List:
AD Curtis Stigers-You're All
Devonsquire- If You Could
Ian McCulloch Lover Lover
Tony Hadley- Lost In B List:
AD Amy Grant | Will Remembe
Eddie Money Falling In
Gun-Steal Your Fire

RADIO ZET/Warsaw Darek Andrzejewski - Head Of Music Power Play: Tears For Fears-Laid So A List:
AD Maanam Zlote Tango

AD Def Leppard-Let's Get Rocked
Genesis- Hold On My Heart
Mano Negra- Hola Vida

Pearl Jam-Even Flow Sugarcubes-Walkobou U 96- Das Boot

RADIO MERKURY/Poznan Ryszard Gloger - Head Of Music Power Play: AD Troggs: Don't You Know A List:

AD IrogsA List
AD Bobby McFerrin-Hush
Bruce Cockburn-Mighly Trucks
Chris De Burgh, Separate Tables
Fats Domino I'm Walking
Law-Come Save Me
Tom Petty-Too Good

#### RUSSIA

RADIO MAXIMUM/Moscow Alexander Kasparov - Prog Dir Alexander Kaspe.

A List:

AD KMC Kru- Talk Dirty
Rush- Brovado

ts
Barry White Volare
Bonnie Roitt Nat The Only
Ian McCulloch Lover Lover
Kriss Kross Jump
Red Hot Chili Peppers Under

#### EUROPE

VOICE OF AMERICA/Europe VOICE OF Amening,
June Brown - Dir
B List;
AD Chris Walker-Toke Time
Paula Abdul-Will You
Prince-Money Don't Motte
Richard Marx-Hozard

MUSIC TELEVISION MTV EUROPE/London Brian Diamond - Prog Dir Heavy Rotation

ITV EUROPE/London
rian Diamond - Prog Dir
evry Rotation
Bruce Springsteen Human Touch
KLF-America: Which Ilime Is Love?
Mr. Big-To Se Wish You
Nirvano Come As You Are
Red Hot Chill Peppers- Under
Shakespears Sister-Stoy
U 96 Das Boot
citive Rotation
2 Unlimited Twilight Zona
Annie Lennox: Wij
Chic Chic Mystique
Curris Stigers- I Wender
Cure High
Def Leppard Let's Get Rocked
Des'ree-Feel So High
Garry Moore Cold Dry
Prince Money Don't Matter
Rozalla- Are You Ready
UZ- Ond
UZ- Ond
UZ- Ond
Hosterhalpse Midde
Det Tha Funkee H- Mistado
Jesus & Marry Ch- Fer Gone
Ugly Kid Joe- Everything
Medium Rotation
Genesis I Can't Donce
KLF Listliedd & Ancient

Music & Media's FAX number for reporting playlists is: (+31) 20-669-1951.

## **Time For More Radio Creativity**

by Daniel Flamberg

For years, radio people have complained that the industry loses revenue because creatives are unwilling (or unable) to produce anything besides lush four-colour print ads or 30-second TV commercial shots on location in Tahiti, Dakar or Rome. And while radio is not central to the career path or advancement of agency creative types, there hasn't been much correlation so far between the preferences of creatives and the media selected for delivering ad messages.

To confront this chicken and egg question once and for all, Jim Thompson and his colleagues at Group W Radio put up US\$1 million in a 10-year time span for this one question: If radio rewards creative excellence in the medium, can we move the sales needle? With a top prize of US\$100.000, the Mercury Awards are open for entries. The first winners will get their checks on May 11, 1992.

This is an idea that several radio trade groups have thrown around for a long time. It is another PR opportunity for radio and a way to spike out one of the dominant false objections to radio advertising. Now the industry, in effect, can say "put up or shut up" to the creative community and once and for all track the impact of ego-stroking on long-term sales development.

#### **Tactics for Taking** Control

During 1991, radio broadcasters acted like solo sailors in a hurricane. They tied down the tiller, went below and lashed themselves in. At each step, they

clients' hesitating behavior? How can you convince a retailer to believe in advertising if you don't believe? Have you noticed that the Wall Street Journal has tripled its ads on the topic? What do they

tion brings a big bag of tricks to the party. Remote broadcasts, traffic-building promotions, DJ appearances and co-op coordination are all proven, powerful selling techniques. The real chal-

#### Now is the time to work on packaging your station: programming, image and inventory.

know that you don't? They know that bad times offer opportunities for leaders to extend their lead and for advertisers to make spectacular come-backs against complacent competitors.

If you aren't using every available medium to promote your station and its value to your clients, you are missing the boat.

Since every other medium in town is also suffering, you can trade time and space for attractive discounts. Your air should be filled with promo spots featuring client testimonials. And you should be inviting clients into your station for marketing seminars, creative brainstorming and a taste of show biz.

#### 2. Take The Mountain To Mohammed

People are worried and anxious. They are desperate to know what's coming next. And they are anxious for someone to show them a way out. You can be that someone by actively organizing your sales and marketing effort to make your station and its commercial inventory available and accessible to clients.

Now is the time to hold a sale, to create special "introductory' packages and to design neighborhood or mail-oriented campaigns

lenge is communicating this power, emphasizing your ability to help find co-op/vendor funding or your understanding that the modest costs of this effort actually calculate out to pennies per day (or per customer).

Appealing to the stressed client requires an understanding of negative motivation. Very few. clients are pro-active, even when times are good. This year you can't expect anyone to see, understand or move for the right rea-

You must make a direct appeal to fear-fear of failure, fear of loss, fear of humiliation or fear of future consequences are driving businesses today. Why else would we be willing to lay off record numbers of employees and make drastic cuts in firms of all sizes? To penetrate the client's current mind set, you must frame your appeal in terms of what he will miss or how he will be harmed if he doesn't act

It is not the traditional benefitselling tact, but if you do your homework right, you will see that overcoming fear is the client's biggest need. And we are in a need-fulfilling business.

#### 3. Just Do It

Times are so bad that the moment has come to try out your craziest ideas. You have little or nothing to lose. Promotions, daypart programming, themes and concepts you hesitated to use just a month ago are now fair game.

Consider programming consultant Walter Sabo's observation, "In a business that depends on reflecting the needs and tastes of the audience, we remain insular. As a business that must spot trends and anticipate pop culture, we lust after the familiar. The worst crime in other media is to repeat the past. In radio, introduce a new idea and you will be asked, 'So who else has done it?' Now is the time to abandon our secret lives as lemmings and try new things.

#### 4. Packaging Is Everything

or products perceived to be the same, the one with the most

### Have you considered any of the following:

1. Committing to a newspaper schedule at most-favored nation rates and combining it with spots plans in a themed promotion?

2. Representing the local cable operator or interconnect or the weekly county newspaper as the seller/pack ager of his inventory?

Making a tactical alliance with the local distributor/publisher of phone books, Valu-Paks or direct marketing vehicles to sell in combination?

Striking a short-term alliance with non-affiliated TV stations to create a retail-oriented electronic media package that breaks the newspaper hold on the market's largest grocers, chains and mass retailers?

appealing package wins. Sure, she has a slightly crooked nose, home-bleached hair, plastic shoes and, if you look real close, a zit or two. But the perceived image of the entire package brought you across the room hot to trot.

Now is the time to work on packaging your station: programming, image and inventory. Look at the consistency of the messages you are projecting, conduct the research, carefully select your target listeners and sculpt a unique posture to convince your clients and listeners that they are making the right choice by tuning you in. Remember, radio is entertainment, information, comfort, companionship and friendship. Keep in mind that TSL, AQH and cume/reach are psychological as well as mathematical indicators and use that data to get closer to your audience and to offer your clients greater persuasion and impact with your listeners.

#### 5. Master Multimedia Marketing

Did you notice that GM bought a US\$95 million multimedia campaign from Time Warner and that radio didn't get one cent of it? Multimedia marketing is a reality on Madison Avenue. The only ones not making deals, alliances and pacts in record numbers are radio networks and radio reps. Soon multimedia will be everywhere. If you don't anticipate it and control the ball, you will be the big loser. Have you considered any of the following:

1. Committing to a newspaper schedule at most-favored nation rates and combining it with spots plans in a themed promotion?

2. Representing the local cable operator or interconnect or the weekly county newspaper as the seller/packager of his inventory?

3. Making a tactical alliance with the local distributor/publisher of phone books, Valu-Paks or direct marketing vehicles to sell in combination?

Striking a short-term

alliance with non-affiliated TV stations to create a retail-oriented electronic media package that breaks the newspaper hold on the market's largest grocers, chains and mass retailers?

If not, why not? Now is the time to anticipate the future, understand the synergies between and among media and put them into service to aid your station and your clients.

The outlook is a paranoid's dream come true. But that's no reason to retreat to your room and hide under the covers. The uncertainty of the economy gives us unusual latitude to see the glass as either half empty or half full. Realistic optimists can achieve great things in uncertain times.



Longtime industry Daniel Flamberg is managing director of Morgan Rothschild & Company, Inc., a New Yorkbased 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.

#### Anger, frustration and fear have turned us into budget slashers with little vision and even less hope. The time has come to turn lean into mean and to confront our collective demons.

accepted the fact that events are out of their control and have contented themselves with holding on for dear life. Anger, frustration and fear have turned us into budget slashers with little vision and even less hope. The time has come to turn lean into mean and confront our collective demons. Consider these five tactics for taking control.

#### 1. Pump Up The Jam

Now is the time to aggressively promote radio and your station. If you are not soliciting the value of advertising in a recession, how do you expect to change your

that give retailers the radio equivalent of the local paper's "Banner Pages." Big ideas with accessible smaller-sized participation will add new business to your station, while your competitors continue business as usual. There is virtually no limit on the names you can give these efforts or the impact they can have on your clients. They require your ultimate effort in understanding the customer and his needs. Your clients and prospects are looking for someone with a "we're in this together" attitude who can palpably help them, as would a genuine partner.

In this regard, your radio sta-

In a market of parity products,

#### EUROPEAN DANCE RADIO

ED	R T	OP	25	
TW 2	2WA	WOC	Artist/Title	Label
1	1	5	SOUL II SOUL/Joy	(Ten)
2	3	16	SHANICE WILSON/I Love Your Smile	(Motown)
3	2	5	CHAKA KHAN/Love You	(Warner Brothers)
4	5	9	ROZALLA/Are You Ready	(Pulse 8)
5	22	3	JODY WATLEY/I'm The One You Need	(MCA)
6	9	5	PASADENAS/Make It With You	(Columbia)
7	8	3	PRINCE/Money Don't Matter	(Paisley Park)
8	7	11	MICHAEL JACKSON/Remember The Tin	ne (Epic)
9	11	5	MARIAH CAREY/Make It Happen	(Columbia)
10	12	3	KYM SIMS/Take My Advice	(Atco)
O	24	5	SALT-N-PEPA/Expression	(ffrr)
12	21	3	J.T. TAYLOR/Follow Me	(MCA)
13	17	3	EN VOGUE/My Lovin'	(east west)

EN VOGUE/My Lovin' 13 17 3 14 13 CHERRELLE/Tears Of Joy 3 SHAWN CHRISTOPHER/Don't Lose The Magic 15 6 16 14 3 GEOFFREY WILLIAMS/It's Not A Love Thing

**DEGREES OF MOTION/**Do You Want It Right Now 17 NE 18 16 9 CHIC/Chic Mystique 19 15 9 CE CE PENISTON/Finally

20 10 7 RAY SIMPSON/Crazy Pictures 21 SWING OUT SISTER/Am I The Same Girl NE

22 RIGHT SAID FRED/Deeply Dippy CLIVILLES & COLE/A Deeper Love 4 23 5 NE ARMY OF LOVERS/Ride The Bullet 24

TEDDY RILEY/TAMMY LUCAS/Is It Good To You (MCA) 25 25 5

European Dance Radio (EDR) is based on a weighted-scoring system and is compiled on the basis of playlists from European stations playing dance music fulltime or during specific dayparts. Songs in "A" rotation airplay receive more points than those in "B" rotation or more limited airplay exposure. The following stations have participated: Choice FM/(Indon); Club FM/Gothenburg;Hit FM/Stockholm; Hit Radio N-1/Nuremberg; Horizon Radio & Galaxy Radio/Milton Keynes-Bristol; KISS FM/London, Radio 2-Day/Munich; Radio HSR/Copenhagen; Radio Kiss Kiss Network/Naples; Radio Luxembourg/London; Radio Stockholm/Stockholm; Radio Venaria/Iurin; Radio Voltage/ Paris; Radio V5D/Gothenburg; Rainbow Radio/Oslo; Sunset 102/Manchester.

## Billboard SINGLES

© 1992, Billboard/BPI Communication Label FCO TW LW Artist/Title For week ending April 25 1992 Ruffhouse (1) 3 KRIS KROSS/lump Wing VANESSA WILLIAMS/Save The Best For Last 2 ERIC CLAPTON/Tears In Heaven Reprise UK 3 2 4 Hollywood QUEEN/Bohemian Rhapsody (5) ENVOGUE/My Lovin' Atco east west TLC/Ain't 2 Proud 2 Beg (6) LaFace MARIAH CAREY/Make It Happen Columbia 7 8 5 ATLANTIC STARR/Masterpiece Reprise 0 12 RICHARD MARX/Hazard Capitol (10) 14 JOE PUBLIC/Live And Learn Columbia 11 10 MINT CONDITION/Breakin' My Heart Perspective 12 CELINE DION AND PEABO BRYSON/Beauty And The Beast Epic (13) 19 U2/One Island IRI (14) 15 KATHY TROCCOLI/Everything Changes Reunion NE Stardog (15) UGLY KID JOE/Everything About You 11 MICHAEL JACKSON/Remember The Time Epic 16 GENESIS/I Can't Dance UK 17 13 Atlantic BRUCE SPRINGSTEEN/Human Touch/Better Days 18 Columbia 16 19 24 BRYAN ADAMS/Thought I'd Died And Gone To Heaven 20 18 MR. BIG/To Be With You Atlantic 21 CECE PENISTON/We Got A Love Thang A&M MCA 22 JODY WATLEY/I'm The One You Need RIGHT SAID FRED/I'm Too Sexy 23 Charisma UK 24 RED HOT CHILI PEPPERS/Under The Bridge Warner Brothers 25 NE PAULA ABDUL/Will You Marry Me? Captive ŲK 26 27 **DEF LEPPARD/Let's Get Rocked** Mercury 27 AMY GRANT/Good For Me A&M 21 28 25 COLOR ME BADD/Thinkin' Back Giant 22 THE KLF FEAT. TAMMY WYNETTE/Justified And Ancient 29 Arista UK 30 26 SHANICE/I Love Your Smile Motown ECO = European Country of Origin

## NATIONAL AIRPLAY

National product is highlighted in red

#### UNITED KINGDOM

Most played records on BBC stations and major independents.

- (13) Vanessa Williams Save The Best For Last
- Right SaidFred Deeply Dippy \*
  Annie Lennox Why? \*
  Curtis Stigers You're All That Matters To Me
  Prince/N.P.G Money Don't Matter
- Ten Sharp You Mr. Big To Be With You
- (4) Mr. Big 10 be with rou

  (15) Hammer Do Not Pass Me By

  (6) Swing Out Sister Am I The Same Girl \*

  (8) Def Leppard Ler's Get Rocked \*

  (9) Def Leppard Ler's Get Rocked \*

- | 12.(10) Crowded House Weather With You | 13. (9) Ce Ce Peniston Finally | 14.(12) Soul II Soul Joy \* | 15.(14) Shakespears Sister Stay \*

- 15.(14) Stuce Springsteen Human Touch
  17. (-) Genesis Hold On My Heart \*
  18.(20) Cure High \*
  19. (-) Marc Almond The Days Of Pearly Spencer \*
  20. (-) Wet Wet Wet More Than Love \*

#### GERMANY

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

- Shanice I Love Your Smile Bruce Springsteen Human Touch Right Said Fred Don't Talk Just Kiss
- (2)

- Curtis Stigers I Wonder Why
  Mr. Big To Be With You
  The Pasadenas I'm Doing Fine Now
  Genesis I Can't Dance
- Michael Jackson Remember The Time (5)
- Ten Sharp You Maggie Reilly Every Time We Touch Chyp-Notic I Can't Get Enough \* Vanessa Williams Save The Best For Last
- 13.(14) Des'Ree Feel So High
- 14. (11) Kylie Minogue Give Me Just A Little... 15. (8) Roxette Church Of Your Heart 16. (17) Simply Red Stars
- Annie Lennox Why
- 18. (-) Münchener Freiheit Liebe Auf Den Ersten...\*
  19. (20) Nicki Du Bist In Meiner Macht \*
  20. (13) Simply Red For Your Babies

#### FRANCE AM

- (1) Art wengo Jino (2)
  (7) Queen The Show Must Go On (5) Johny Hallyday Dans Un An... \* (15) François Feldman Joy (8) Dany Brilliant Suzette \* (18) Nilda Fernandez Mes Yeux Dans Ton... \*

- Au P'tit Bonheur J'Veux Du Soleil \*
  Jane Birkin Je Suis Venu Te Dire... \*
- 16. (-)

#### FRANCE FM

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

- (1) Ten Sharp You
  (2) Queen The Show Must Go On
  (3) Tears For Fears Laid So Low
- Genesis I Can't Dance Shanice I Love Your Smile Simply Red Stars Prince/N.P.G. Diamonds And...

- Michael Jackson Remember The Time (8)
- 9 (11) Michael Bolton When A Man Loves...
  10.(15) Marc Lavoine L'Amour En 30 Secondes \*
  11. (17) Joe Cocker Night Calls
  12. (9) Dire Straits On Every Street

- 13.(12) Bruce Springsteen Human Touch

- 14.(10) Garlands Jeffries Hail Hail Rock... 15.(16) Cher Love And Understanding 16.(13) G.Michael/E.John Don't Let The Sun....
- 17.(14) Jean Leloup 1990
- 18. (18) Art Mengo Gino \*
  19. (19) KLF Justified And Ancient
  20. (-) MC Solaar Caroline \*

- (5) Annie Lennox - Why?

- anice 1 Love Your Smile
- 19. (-) Tor Endresen Radio Luxembour 20. (16) Michael Learns To Rock The A

Most played records on Cuarenta Principales,

- Presuntos Implicados Llovio \*
- Emilio Aragon Susanita \*
  Soup Dragons Divine Thing
  Los Ronaldos Tu Veras \*
  Patrick Bruel Romper La Voz
  Los Elegantes No Soy Tan Duro
- Algunos Corazones \*
- Sonora Argunos Corazones

  Serafin Zubirf Todo Esto Es Musica \*
  Double You Please Don't Go
  Sergio Dalma Ave Lucia \*
- Bruce Springsteen Better Days Simply Red - For Your Babies
  2 Unlimited - Twilight Zone
- 2 Unlimited Twilight Zone Complices Ojos Gitanos \* Amistades Peligrosas Muy Peligroso
- Dire Straits The Bug
- Modestia Aparte Maria \*
- La Union Amor Fugaz \*
- Los Lunes Los Años Que..

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

- (-) Genesis Hold On My Heart
- Mr. Big To Be With You
- Nr. Fig. 10 Be with 10u Powerplay Rosie \* Rod Stewart Your Song Prince/N.P.G. Money Don't Matter Swing Out Sister Am I The Same Girl Henk Westbroek Waar Ze Loopi Te... \*
- 9. (17) Annie Lennox Waal Ze Dolph Le... 9. (17) Annie Lennox Why? 10.(13) Red Hot Chili Peppers Under The Bridge 11. (-) Rene Froger Man With A Mission \*
- Bruce Springsteen Human Touch
- 12. (c) Bruce springsten rutman found 13. (6) XCTC The Disappointed 14. (.) Double You Please Don't Go 15. (2) Crowded House Weather With You 16. (14) Gordon Blijf Jij Yannach Bij Mij \* 17. (16) UMC's One To Grow On

- 18. (-) Wet Wet Wet Goodnight Girl
  19. (-) Dinah Washington Mad About The Boy
  20.(12) Army Of Lovers Ride The Bullet

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

(1) Art Mengo - Gino

(Tabu)

(EMI)

(M&A)

(Circa)

(Tug)

(Fontana)

(Columbia)

(Ton Son Ton)

(Arista)

(Warner Brothers)

- (2) Ten Sharp You (16) Shanice I Love Your Smile
- (11) Renaud P'Tit Voleur (-) Les Inconnus C'Est 10. (-) Les Inconnus - C'Est Toi Que Je...\*
  11. (17) Marc Lavoine - L'Amour En 30 Secondes \*

- Genesis I Can't Dance Jean Leloup 1990 \* Jean-Louis Murat Sentiment Nouveau \*
- 17. (-) Keziah Jones Rhythm Is Love
  18. (-) G.Michael/E. John Don't Let The Sun...
  19. (-) Carole Laure She Says Move On
  20. (-) Bruce Springsteen Human Touch

- rivates. Compiled by Media Control/ Basel.

- 18. (-) John Parr Man With A Vision (-) Monty Python - Always Look On The..
   (14) Garland Jeffries - Hail Hail Rock...

#### SWITZERLAND

Most played records on the national station DRS 3 and

- (2) Mr. Big To Be With You
  (1) Shanice I Love Your Smile
  (3) Ten Sharp You
  (7) Bruce Springsteen Human Touch
  (9) Annie Lennox Why?
  (4) Curtis Stiget's I Wonder Why
  (8) Simply Red Stars
- (8) Simply Red - Stars (5) Eric Clapton - Tears In Heaven
- 9. (10) Ce Ce Peniston Finally 10. (6) Genesis I Can't Dance 11. (20) Pasadenas I'm Doing Fine Now 12. (11) Richard Marx Hazard 12 (11) Returned Wars's Flazand 13 (12) Des'ree - Feel So High 14. (-) G.Michael/E. John - Don't Let The Sun... 15. (-) Ochsenknecht - Only One Woman 16. (19) Zucchero/Crawford - Diamante 17. (15) Michael Jackson - Remember The Time

#### FINLAND

Most played records on private radios as compiled by

- (1) Popeda Kersantti Karoliina
- (12) Vilperin Perikunta Piirimyyjä \*
  (11) Bruce Springsteen Human Touch (3) Toni Rossi & Sinitaivas - Katseet ...
- 4. (3) 1001 ROSS & SIRRAPAS Kalseet... 5. (2) Ten Sharp You 6. (5) Tauski Peltonen Lauluni Sinulla \* 7. (19) Hausmylly Gigolo \* 8. (10) Miljoonasada 506 Ikkunaa \* (7) Anna Hanski - Jos Et Sä Soita
- 9. (7) Anna ranski Jos El Sa Sona 10. (6) Neljä Ruusua Juppihippipunkkari \* 11. (14) Riki Sorsa Silmiisi Sun \* 12. (18) Benny Törnroos Käy Muumilaaksoon \* 13. (9) Puolikuu Viimeiset Viisi... \*
- 14, (4) Tuula Amberla - Korpii \* 15. (-) Q.Stone - Train Train \* 16.(20) Kurre - En Rakkauttaas Saa \*
- 17. (8) Simply Red Stars
  18. (-) Juhamatti Oot Mun Nainen \*
  19. (-) Ressu Redford Laskeutumisval Ressu Redford - Laskeutumisvalo
- 20. (17) Veikko Lavi Ota Lövsin Rantein \*

NORWAY Most played records on 40 Norwegian stations.

Compiled by Radio Topp 20/Scaneco, Young & Rubicam

- Bruce Springsteen Human Touch
- Mr. Big To Be With You Dinah Washington Mad About The Boy

- (2) Dinan washington Mad Arobot Inte Dyn (7) Yanessa Williams Save The Best For Last (9) Crowded House Weather With You (14) The Temptations My Girl (4) Def Leppard Let's Get Rocked
- (10) Bel Canto Shimmering, Warm And Bright
- 10.(13) Richard Marx Hazard 11. (6) Kim Larsen & Bellami - Danas Have 12. (19) Fra Lippo Lippi - Thief In Paradise \* 13. (12) Prince/N.P.G. - Money Don't Matter
- Anja Garbarek Male Øynene Dine \* Chaka Khan Love You All My Lifetime Izabella Shame Shame Opus III - It's A Fine Day

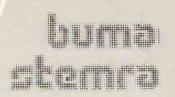
#### **SWEDEN**

Most played records on Swedish national and local

- stations. Compiled by Airplay Sweden. (1) Lisa Nilsson - Himlen Runt Hömet \*
- Orup Nån Annan Kommer Tölja. Bruce Springsteen Human Touch Mr, Big To Be With You Soul II Soul Joy (2)
- Opus III It's A Fine Day Annie Lennox Why? Just D Grannar \*
- XTC The Disappointed Stefan Andersson - Catch The Moon
- Del Tha Funkee Homosapien Mistadobalina ZZ Top Viva Las Vegas Fra Lippo Lippi Thief In Paradise Timebomh Girls
- Chaka Khan Love You All My Lifetime | 15. (-) | Chaka Khan - Love You All My Lifeting (-) | Teble And Bass - My Sweet Schorita \* | 17. (-) | Dr. Alban - It's My Life \* | 18. (17) | Shakespears Sister - Stay | 19. (-) | Alison Limerick - Make It On My Own | 20. (-) | Contenders - Radioland \* |



## EUROCHART HOT 100<sub>®</sub> **SINGLES**



ARTIST COUNTRIES CHARTED  SEE SEE STITLE - ORIGINAL LABEL (PUBLISHER)	ARTIST COUNTRIES CHARTED  STATES  ARTIST  COUNTRIES CHARTED  STATES  TITLE ORIGINAL LABEL (PUBLISHER)	X
1 7 To Be With You  UK.D.B.NLA.CH S.DK.Ir.N  Mr. Big - Atlantic (EMI/CC)	35 94 2 Viva Las Vegas UK.S.DK.Ir ZZ Top - Warner Brothers (Elvis Presley/Williamson)	Temptation F Indra - Carrere (Orlando)
2 2 17 You UK.F.D.B.A.CH.S.DK.Ir.N.SF.GR Ten Sharp - Columbia (Sony Music)	36 34 2 (I Want To Be) Elected  Wr.Bean And Smear Campaign/Bruce Dickinson · London (EMI)	On A Ragga Tip SL2 - XL (Westbury/Momentum) UK.Ir
3 6 4 Why?  Annie Lennox - RCA (La Lennoxa/BMG)	37 32 9 C'Est Toi Que Je T'Aime F Les Inconnus - Productions Lederman (Lederman)	71)90 2 Hallelujah '92 Inner City - Ten Records (Drive On/Virgin)
4 7 16 U 96 - Polydor (BavariaSonor)	38 40 5 Shame Shame Shame   B.S.DK.N   Zabella - Virgin (Sweden Music)	Falling Wedding Present - RCA (Hallin)
5 3 18 Don't Let The Sun Go Down On Me FD.B.A.CH.PDK.GR.I George Michael & Elton John - Epic (Big Pig)	39 29 6 Come As You Are Nirvana - DGC (Virgin)	73)93 6 Non Amarmi Aleandro Baldi & Francesca Alotta - Ricordi (Ricordi)
6 5 7 America: What Time Is Love? D.B.NLA.CH.S.DK.Jr.N.SF The KLF - KLF Communications (EG/Zoo/WC/MCA/Wandee)	40 37 16 Colour Of Love Snap · Logic/Ariola (Warner Chappell/Zomba)	Laid So Low (Tears Roll Down) Tears For Fears - Fontana (Virgin/Rondor)
7 4 6 Human Touch  UK.D.B.N.L.E.A.CH.S.R.DK.Ir.N.SEI  UK.D.B.N.L.E.A.CH.S.R.DK.Ir.N.SEI  2 (Zomba)	41 39 13 I Wonder Why Curtis Stigers - Arista (Sony/MCA)	75 61 5 We Got A Love Thang  D.B.NL  Ce Ce Peniston - A&M (last Song/Third Coast)
8 11 5 Right Said Fred - Tug (Hit & Run)	42) 48 3 Take My Advice Kym Sims - Arco (Sony)	76 43 15 Goodnight Girl  Wet Wet Vert Precious (Precious/Chrysalis)  B.NL
9 8 12 Stay UK.D.B.NLA.CH.S.Ir.N Shakespears Sister - London (EMI/Island/BMG)	43 51 3 Mad About The Boy Dinah Washington - Mercury (Warner Chappell)	77 59 19 Stars E.D.CH Simply Red - east west (So What/EMI)
10 10 4 Let's Get Rocked UK.F.C.H.S.P.DK.Ir.N.SF Def Leppard - Bludgeon Riffola (Bludgeon Riffola/Zomba)	44 28 5 Church Of Your Heart Roxette - EMI (Jimmy Fun/EMI)	78) 86 31 Let's Talk About Sex Salt-N-Pepa - ffrr (Next Plateau/All Boys)
UK.B.NI.CH.S.Ir Soul II Soul - Ten (Jazzie B/Soul II Soul/Virgin)	45 30 4 I'm Too Sexy Right Said Fred - Tug (Hit & Run)	Quimica Chimo Bayo - Area (Copyright Control)
12 14 14 Genesis - Virgin (Genesis/Hit & Run)	46 44 24 Jean Philippe Audin & Diego Modena - Delphine (Delphine)	80 75 3 Romeo & Juliet DA.SF Blue System - Hansa (Hanseatic)
13 9 19 Love Your Smile Shanice - Motown (Carlin)	47 35 7 November Rain Guns N' Roses - Geffen (Warner Chappell)	Je Ne Te Suffis Pas
14 13 18 Justified And Ancient ED.A.C.H.S.D.K.S.F.G.R. The KIF feat. Tammy Wynette - KIF Communications (EG/Zoo/WC/BMG)	Make It With You  UK.Ir	82 63 3 Frederic François - Trema (Barracato)  Expression Salt-N-Pepa - London (Next Plateau/All Boys)
15 12 18 Don't Talk Just Kiss Right Said Fred - Tug (Hit & Run)	49 49 5 Pasadenas - Columbia (EMI)  49 49 5 Paul Severs - Telstar (Various)	83 62 4 Do Not Pass Me By Hammer - Capitol (EMI)
High UK.ED.B.CH.S.DK.Ir.I  16 17 4 Cure - Fiction (Fiction)	50 58 5 God Gave Rock & Roll To You II Kiss - Interscope (Warner Music UK/CC)	OA - Stockholm S
17 15 11 Finally UK.D.B.A.CH.Ir  UK.D.B.A.CH.Ir	51 52 4 Dans Un An Dans Un Jour F.B. Johnny Hallyday - Phonogram (Desperado/N.B.Music)	85 Mar I The Same Girl Swing Out Sister - Fontana (Warner Chappell)
Save The Best For Last Vanessa Williams - Wing (Various)	52 46 6 Time To Make You Mine Lisa Stansfield - Arista (Big Life)  UK.B.CH.Ir	86 53 4 Mes Yeux Dans Ton Regard Nilda Fernandez - EMI (Warner Chappell)
19 18 19 Smells Like Teen Spirit Nirvana - DGC (Virgin)  FD.E.A.CH.S.N.SFI	53 55 11 Garland Jeffreys - RCA (Black & White Alike)	87 It's A Fine Day Opus III - PWI. Continental (Complete)
20 16 10 Remember The Time F.D.B.E.A.CH.S.GR.I Michael Jackson - Epic (Warner Chappell/Zomba)	Un, Deux, Trois Fredericks, Goldman & Jones - Columbia (JRG)	88 77 11 Diamante D.B.CH Zucchero Fornaciari/Randy Crawford - London [EMI/PolyGram]
21) 20 13 Twilight Zone D.B.N.L.E.A.CH.S.R.Ir.GR 2 Unlimited - PWL Continental (MCA)	55 38 7 One D.B.NLCH.Rir.I	89 66 14 Feel So High D.C.H.GR
22 19 10 François Feldman - Phonogram (Marilu)	56 47 8 Weather With You UK.NLIr Crowded House - Capital (EMI)	90 64 21 Black Or White D.CH.R.GR Michael Jackson - Epic (Warner Chappell/CC)
23 24 7 Suzette Dany Brilliant - WEA (Musicalement Votre)	Nous On Veut Des Violons Morgane - Car Music (Car Music)	91 84 3 En Rakkauttas Saa SF Kurre - WEA (Warner Chappell)
24) 26 9 Are You Ready To Fly Rozalla - Pulse 8 [Peer]	58 89 4 Jean LeLoup - Audiogram (Georges Mary/Audiogram)	92 68 2 Aan De Noordzeekusten De Vedetten - Lucky Star (Fono Service)
Tears In Heaven UK.B.NL.CH.DK.Jr	Separate Tables  UK.CH.Ir	Device On Co. F. I. I.
26 23 4 U Wanna Be A Kennedy U 96 - Polydor (BavariaSonor)  D.CH	Hold On My Heart UK.B.NL.Ir	93 % 15 Benny B - Private Life (Copyright Control)  94 82 2 I'm Walking Fats Dominio - EMI (EMI)
Please Don't Go Double You - Robyx (Robyx/Mikulski)  B.NLE	Himlen Runt Hörnet	95 73 7 Big In Japan S.SF Alphaville - WEA (Budde)
Jivé Connie	Lisa Nilsson - Diesel (Topco)  Obsession Army Of Lovers - Ton Son Ton (Team Sonel)	Hold It Down
Connie Francis - Polydor (Various)  The Show Must Go On  F.CH	Kaplaarzen NL	La Promesse
30 45 2 Queen - Parlophone (Queen/EMI)  30 45 2 You're All That Matters To Me  UK.Ir	Ride The Bullet UK.B.CHISF	Pretend We're Dead
31 25 4 Curtis Stigers - Arista (Hit & Run/Rondor/Sony)  Woney Don't Matter 2 Night UK.B.NLCH.DK.Ir Prince & The New Power Generation - Paisley Park (Warner Chappell)	Injected With A Poison	Semilla Negra
Under The Bridge	Gli Altri Siamo Noi	Pon't Cry
33 27 4 Red Hot Chili Peppers · Warner Brothers (Copyright Control)  UK.Ir.SF  UK.Ir.SF	Hazard D.CH.S.N	UK = United Kingdom, D = Germany, F = France, CH = Switzerland, A = Austria, I = Italy, & = Spain, NL = Holland, B = Belgium, IR = Ireland, S = Sweden, DK = Demank, N = Norway, SF = Finland, P = Portugal, GR = Greece
Evapor 8	Chic Mystique  D.B.N.L.A.CH	B = Belgium, IR = Ireland, 5 = Sweden, DK = Denmark, N = Norway, 5f = Finland, P = Portugal, GR = Greece  = FAST MOVERS  = RE-ENTRY
Altern 8 - Network (Kool Kat/Virgin)	Chic - Warner Brothers (Warner Chappell)	E KE-ENIKT



## TOP 10 SALES IN EUROPE

Singles

(Virgin)



#### **UNITED KINGDOM**

Sin	gles	
1	Right Said Fred - Deeply Dippy	(Tug)
2	Mr. Big - To Be With You	(WEA)
3	Soul II Soul - Joy	(Ten)
4	Annie Lennox - Why?	(RCA)
5	Vanessa Williams - Save The Best For L	1 / /
6	Ce Ce Peniston - Finally	(A&M)
7	Def Leppard - Let's Get Rocked	
8	Curtis Stigers - You're All That Matters To	
9	Shakespears Sister - Stay	(London)
10	Mr.Bean And Smear Campaign - Elec	ted (London)
Alk	oums	
1	Annie Lennox - Diva	(RCA)
2	Def Leppard - Adrenalize	(Phonogram)
3	Right Said Fred - Up	(Tug)
4	Madness - Divine Madness	(Virgin)
5	Bruce Springsteen - Human Touch	(Columbia)
6	Beautiful South - 0898	(Go!Discs)
7	Bruce Springsteen - Lucky Town	(Columbia)
8	Simply Red - Stars	(east west)
9	Tears For Fears - Tears Roll Down	(Fontana)
10	Josef Locke - Hear My Song	(EMI)

#### **SPAIN**

1	Chimo Bayo - Quimica	(Area)
2	Double You - Please Don't Go (Blan	nco Y Negro)
3	Radio Futura - Semilla Negra	(BMG)
4	Bruce Springsteen - Human Touch	(Sony Music)
5	O.B.K De Que Me Sirve Llorar (Blan	co Y Negro)
6	Rozalla - Are You Ready To Fly (Blan	co Y Negro)
7	2 Unlimited - Twilight Zone (Blan	co Y Negro)
8	O.B.K Dejame Comerte (Blan	nco Y Negro)
9	Sencillos - Bonito Es	(BMG)
10	Nirvana - Smells Like Teen Spirit	(BMG)
Alt	oums	
1	Bruce Springsteen - Human Touch	(Sony Music)
2	Bruce Springsteen - Lucky Town	(Sony Music)
3	Vangelis - The Best	(PolyGram)
4	Presuntos Implicados - Ser De Agua (1	Warner Music)
5	Luz Casal - A Contra Luz	(Hispavox)
6	Enya - Shepherd Moons (W	(arner Music)
7	Queen - Greatest Hits II	(EMI)
8	Radio Futura - Tierra Para Bailar	(BMG)
9	La Union - Tren De Largo Recorrido	Warner Music)

#### 10 Alejandro Sanz - Viviendo Deprisa (Warner Music) DENMARK

		•
Sin	gles	
1	Mr. Big - To Be With You	(Warner Music)
2	KLF - America: What Time Is Love?	(Mega)
3	KLF/Tammy Wynette - Justified And	Ancient (Mega)
4	Ten Sharp - You	(Sony Music)
5	Bruce Springsteen - Human Tou	ch (Sony Music)
6	Curtis Stigers - I Wonder Why	(BMG)
7	Right Said Fred - Deeply Dippy	(Sonet)
8	Casanova Keld - Han Kan Ikke Få Den	Op (Harlekin)
9	Dinah Washington - Mad About The	e Boy (PolyGram)
10	Def Leppard - Let's Get Rocked	(PolyGram)
All	oums	
1	Bruce Springsteen - Human Tou	ch (Sony Music)
2	Bruce Springsteen - Lucky Town	
3	Thomas Helmig - Rhythm	(Genlyd)
-4	Hanne Boel - My Kindred Spirit	1 , , ,
5	Def Leppard - Adrenalize	(PolyGram)
6	Simply Red - Stars	(Warner Music)
7	Malurt - SpØgelser	(Genlyd)
8	Annie Lennox - Diva	(BMG)
9	Queen - Greatest Hits II	(EMI)
	Curtis Stigers - Curtis Stigers	(BMG)
. 0	com ongers	(8/10)
	SWITZERLAN	VD.

Sin	gles	
1	U 96 - Das Boot	(PolyGram)
2	Mr. Big - To Be With You (V	Varner Music)
3	KLF - America: What Time Is Love?	(Phonag)
4	Bruce Springsteen - Human Touch	(Sony Music)
5	Shanice - I Love Your Smile	(PolyGram)
6	G.Michael/E.John - Don't Let The Sun	(Sony Music)
7	U 96 - I Wanna Be A Kennedy	(PolyGram)
8	Garland Jeffreys - Hail Hail Rock'l	V'Roll (BMG)
9	KLF/Tammy Wynette - Justified And Anci	ent (Phonag)
10	Michael Jackson - Remember The Time	(Sony Music)
Alb	oums	
1	Bruce Springsteen - Human Touch	(Sony Music)
2	Bruce Springsteen - Lucky Town	(Sony Music)
3	Gary Moore - After Hours	(Virgin)
4	Def Leppard - Adrenalize	(PolyGram)
5	Genesis - We Can't Dance	(Virgin)
6	Queen - Greatest Hits II	(EMI)
7	Nirvana - Nevermind	(BMG)
8	Gotthard - Gotthard	(BMG)
9	Ten Sharp - Under The Waterline	(Sony Music)
10	Patent Ochsner - Schlachtplatte	(Zytglogge)
Basi	ed on the national sales charts from 16 Europeo	an markets. Inform

#### GERMANY

GEKMAN
Singles
1 U 96 - Das Boot (Polydor)
2 Mr. Big - To Be With You (Warner Music)
3 Right Said Fred - Don't Talk Just Kiss (Intercord)
4 Connie Francis - Jive Connie (Polydor)
5 U 96 - I Wanna Be A Kennedy (Polydor)
6 Shakespears Sister - Stay (Metronome)
7 KLF - America: Whot Time Is Love? (Intercord)
8 Shanice - Love Your Smile (Polydor)
9 Curtis Stigers - I Wonder Why (Ariala)
10 Kiss - God Gave Rock & Roll To You II (Warner Music)
Albums
1 Westernhagen - Jaja (Warner Music)
2 Bruce Springsteen - Human Touch (Sony Music)
3 Genesis - We Can't Dance (Virgin)
4 Bruce Springsteen - Lucky Town (Sony Music)
5 Curtis Stigers - Curtis Stigers (Ariola)
6 Simply Red - Stars (Warner Music)
7 Queen - Greatest Hits II (EMI)
8 Tears For Fears - Tears Roll Down (Phonogram)
9 Nirvana - Nevermind (MCA)

#### HOLLAND

10 Gary Moore - After Hours

OII.	igies	
1	Red Hot Chili Peppers - Under The Bridge	(Warner Music)
2	Mr. Big - To Be With You (V	Varner Music)
3	Dingetje - Kaplaarzen	(Polydor)
4	2 Unlimited - Twilight Zone	(Boudisque)
5	Wet Wet - Goodnight Girl	(Phonogram)
6	KLF - America: What Time Is Love?	(Indisc)
7	Prince/The N.P.G Money Don't Matter 2 Nigh	t (Warner Music)
8	Dinah Washington - Mad About The Bay	(Phonogram)
9	Annie Lennox - Why?	(RCA)
10	Gordon - Blijf Je Vannacht Bij Mij	(CNR)
All	bums	
1	Red Hot Chili Peppers - BloodSugarSexMagik	(Warner Music)
2	Bruce Springsteen - Human Touch	(Sony Music)

Foreigner - The Very Best Of (Warner Music)
Genesis - We Can't Dance (Virgin) Genesis - We Can't Dance (Virgin)
Bruce Springsteen - Lucky Town (Sony Music)
Simply Red - Stars (Warner Music) Simply Red - Stars
Gary Moore - After Hours
Soundtrack - Tour Of Duty 4

(Virgin) (Magnum) 9 Wet Wet - High On The Happy Side (Phonogram)
10 Robert Long - Voor Mijn Vrienden (EMI)

#### NORWAY

Def Leppard - Let's Get Rocked KLF - America: What Time Is Love? Izabella - Shame Shame

Mr. Big - To Be With You (Warner Music)
Bruce Springsteen - Human Touch (Sony Music)

(Warner Music)

(PolyGram) (Mega)

(Sony Music)

(Virgin)

- Oldille Oldille Oldille	(*119111)
Shakespears Sister - Stay	(PolyGram)
Ten Sharp - You	(Sony Music)
Annie Lennox - Why?	(BMG)
Richard Marx - Hazard	(EMI)
Nirvana - Smells Like Teen Spirit	(BMG)
oums	
Bruce Springsteen - Human Touch	(Sony Music)
Bruce Springsteen - Lucky Town	(Sony Music)
Def Leppard - Adrenalize	(PolyGram)
Gary Moore - After Hours	(Virgin)
Randy Crawford - Through The Eyes Of Love	(Warner Music)
Mods - Originaler	(NA)
Hanne Boel - My Kindred Spirit	(EMI)
Oslo Gospel Choir - In This House	(NA)
Bonnie Tyler - Bitterblue	(BMG)
	Shakespears Sister - Stay Ten Sharp - You Annie Lennox - Why? Richard Marx - Hazard Nirvana - Smells Like Teen Spirit Dums Bruce Springsteen - Human Touch Bruce Springsteen - Lucky Town Def Leppard - Adrenalize Gary Moore - After Hours Randy Crawford - Through The Eyes Of Love Mods - Originaler Hanne Boel - My Kindred Spirit Oslo Gospel Choir - In This House

#### **AUSTRIA**

10 Kim Larsen - Wisdom Is Sexy

1	U 96 - Das Boot	(PolyGram)
2	Genesis - I Can't Dance	(Virgin)
3	KLF/Tammy Wynette - Justified And	Ancient (Echo)
4	Mr. Big - To Be With You	(Warner Music)
5	Right Said Fred - I'm Too Sexy	(Exclusa)
6	G.Michael/E.John - Don't Let The Sui	n (Sany Music)
7	Ten Sharp - You	(Sony Music)
8	KLF - America: What Time Is Love?	(Echo)
9	Right Said Fred - Don't Talk Just I	Ciss (Exclusa)
10	2 Unlimited - Twilight Zone	(Echo)
Alt	oums	
1	Bruce Springsteen - Human Touc	ch (Sony Music)
2	Bruce Springsteen - Lucky Town	(Sony Music)
3	Genesis - We Can't Dance	(Virgin)
4	Simply Red - Stars	(Warner Music)
5	Queen - Greatest Hits II	(EMI)
6	Nirvana - Nevermind	(BMG)
7	Prince/The N.P.G Diamonds And Pearls	(Warner Music)
8	Michael Jackson - Dangerous	(Sony Music)
9	Bonnie Tyler - Bitterblue	(BMG)
10	U 96 - Das Boot	(PolyGram)

#### FRANCE

	1	Ten Sharp - You	(Columbia)	
	2	G.Michael/E.John - Don't Let The S	un (Epic)	
	.3	François Feldman - Joy	(Phonogram)	
	4	Dany Brilliant - Suzette	(WEA)	
	5	Queen - The Show Must Go On	(EMI)	
	6	Les Inconnus - C'Est Toi Que Je T'Aime	(Ledermann)	
	7	Michael Jackson - Remember The T	ime (Epic)	
	8	Nirvana - Smells Like Teen Spirit	(Ariola)	
	9	Fredericks, Goldman & Jones - Un, Deux,	Trois (Columbia)	
10 Johnny Hallyday - Dans Un An Dans Un Jour (Phonogram)				
Albums				
	1	Nirvana - Nevermind	(Ariola)	
	2	Genesis - We Can't Dance	(Virgin)	
	3	Michael Jackson - Dangerous	(Epic)	
	4	J.P. Audin/D. Modena - Ocarina	(Delphine)	
	5	U2 - Achtung Baby	(Ariola)	
	6	Soundtrack - Dirty Dancing	(RCA)	
	6		(RCA)	
		Soundtrack - Dirty Dancing	(RCA) (Phonogram)	

#### **BELGIUM**

10 Patrick Bruel - Si Ce Soir

Frederic François - Je Ne Te Suffis Pas (Trema)

Sir	ngles	
1	Paul Severs - Oh Little Darling	(CNR)
2	Morgane - Nous On Veut Des Violons	(RM Records)
3	Double You - Please Don't Go	(S.O.M.)
4	Ten Sharp - You	(Sony Music)
5	De Vedetten - Aan De Noordzeeküsten	(Fono Service)
6	Cure - High	(PolyGram)
7	Mr. Big - To Be With You	(Warner Music)
8	Red Hot Chili Peppers - Under The Bridge	(Warner Music)
9	Will Tura - Alles	(PolyGram)
10	Leyers, Michiels & Soulsister - Lock	s & Keys (EMI)
All	burns	

All	oums	
1	Bruce Springsteen - Human Touch	(Sony Music)
2	Bruce Springsteen - Lucky Town	(Sony Music)
3	Tears For Fears - Tears Roll Down	(PolyGram)
4	The Radios - The Sound Of Music	(EMI)
5	Gary Moore - After Hours	(Virgin)
6	Genesis - We Can't Donce	(Virgin)
7	Michel Sardou - Nouvel Album	(Trema)
8	Pitti Polak - Silly Coincidence	(EMI)
0	Ennia Marricana - Il Etgit Una Egis Marri	cone (BMG)

10 Queen - Queen Greatest Hits

#### **FINLAND**

Singles	
1 Kurre - En Rakkauttas Saa	(Warner Music)
2 Bad Boys Blue - Save Your Lov	re (BMG)
3 KLF - America: What Time Is Lov	e? (Mega)
4 Army Of Lovers - Ride The Bu	llet (Sonet)
5 Alphaville - Big In Japan	(Warner Music)
6 Nelja Ruusua - Juppuhippipun	kkari (EMI)
7 Bruce Springsteen - Human To	ouch (Sony Music)
8 Def Leppard - Let's Get Rocked	(PolyGram)
9 Guns N' Roses - November Ra	in (BMG)
10 Blue System - Romeo & Juliet	(BMG)
Albums	
1 Bruce Springsteen - Human To	ouch (Sony Music)
2 Bruce Springsteen - Lucky Toy	vn (Sony Music)
3 Neljä Ruusua - Haloo	(EMI)
4 Ten Sharp - Under The Waterlin	ne (Sony Music)
5 Miljoonasade - Lelukaupan Hä	ät (Finnlevy)
6 Popeda - Svoboda	(Poko)
7 Hector - In Concert 1966-1991	(Flamingo)
8 Anna Hanski - Jos Et Sä Soita	(Ensio)
9 Queen - Greatest Hits II	(EMI)
10 Simply Red - Stars	(Warner Music)

#### GREECE

OVELCE
Singles
1 G.Michael/E.John - Don't Let The Sun (Sony Music)
2 2 Unlimited - Twilight Zone (F.M.)
3 KLF/Tammy Wynette - Justified And Ancient (Virgin)
4 LA Style - James Brown Is Dead (F.M.)
5 Michael Jackson - Remember The Time (Sony Music)
6 Army Of Lovers - Crucified (Virgin)
7 Holy Noise - James Brown Is Still Alive (NA)
8 Michael Jackson - Black Or White (Sony Music)
9 The Pasadenas - I'm Daing Fine Now (Sony Music)
10 Army Of Lovers - Obsession (Virgin)
Albums
1 Nirvana - Nevermind (BMG)
2 U2 - Achtung Baby (BMG)
3 Queen - Greatest Hits II (EMI)
4 Simply Red - Stars (Warñer Music)
5 Army Of Lovers - Massive Luxury Overdose (Virgin)
6 Michael Jackson - Dangerous (Sony Music)
7 Lou Reed - Magic And Loss (Warner Music)
8 Genesis - We Can't Dance (Virgin)
9 Soundtrack - Until The End Of The World (Warner Music)
10 Snap - The Madman's Return (BMG)

ITALY
Singles  Annie Lennox - Why?  G.Michael/E.John - Don't let The Sun  A.Baldi/F.Alotta - Non Amarmi Luca Barbarossa - Portami A Ballare Aeroplanitaliani - Zitti Zitti (PolyGram) Cure - High Paolo Vallesi - La Forza Della Vita F.Fortunato/F.Fasa - Per Niente Al Mondo Bruce Springsteen - Human Touch (Sony Music) A.Bono/A.Mingardi - Con Un Amico Vicino (Sony Music)
Albums  1 Bruce Springsteen - Human Touch (Sony Music)  2 Bruce Springsteen - Lucky Town (Sony Music)  3 Tears For Fears - Tears Roll Down (PolyGram)  4 Annie Lennox - Diva (BMG)  5 Luca Carboni - Carboni (BMG)  6 Paolo Vallesi - La Forza Della Vita (PolyGram)  7 Aleandro Baldi - Il Sole (Ricordi)  8 Anna Oxa - Di Questa Vita (Sony Music)  9 Antonello Venditti - Benvenuti In Paradiso (Ricordi)  10 Luca Barbarossa - Cuore D'Acciaio (Sony Music)
SWEDEN
Singles  1 Mr. Big - To Be With You (Warner Music) 2 Lisa Nilsson - Himlen Runt Hörnet (BMG) 3 Izabella - Shame Shame Shame (Virgin) 4 Orup - Stockholm (Warner Music) 5 U 96 - Das Boot (PolyGram) 6 KLF - America: What Time Is Love? (Mega) 7 Shakespears Sister - Stay (PolyGram) 8 Richard Marx - Hazard (EMI) 9 Treble & Bass - My Sweet Senorita (Sonet) 10 Ten Sharp - You (Sony Music)
Albums  1 Bruce Springsteen - Human Touch (Sony Music)  2 Bruce Springsteen - Lucky Town (Sony Music)  3 Orup - Stockholm & Andra Ställen (Warner Music)  4 Def Leppard - Adrenalize (PolyGram)  5 Stefan Andersson - Emperors Doy (Record Station)  6 Gary Moore - After Hours (Virgin)  7 Annie Lepnox - Diva (BMG)

#### **IRELAND**

(Virgin) (BMG)

	SIL	igies	
	1	Shakespears Sister - Stay	(PolyGram)
1	2	Mr. Big - To Be With You	(Warner Music)
	3	Eric Clapton - Tears In Heaven	(Warner Music)
4	4	Right Said Fred - Deeply Dippy	(Tug)
	5	Vanessa Williams - Sove The Best For	
(	6	<b>Def Leppard</b> - Let's Get Rocked	(PolyGram)
7	7	Ten Sharp - You	(Sony Music)
	8	Annie Lennox · Why?	(BMG)
	9	Altern 8 - Evapor 8	(Network)
	10	Ce Ce Peniston - Finally	(PolyGram)
,	All	oums	
	1	Def Leppard - Adrenalize	(PolyGram)
1	2	Bruce Springsteen - Human Tou	ich (Sony Music)
	3	Annie Lennox - Diva	(BMG)
4	4	Josef Locke - Hear My Song	(EMI)
-	5	Bruce Springsteen - Lucky Town	(Sony Music)
(	6	Madness - Divine Madness	(Virgin)
7	7	Tears For Fears - Tears Roll Dow	n (PolyGram)
8	8	Simply Red - Stars	(Warner Music)
(	9	Nirvana - Nevermind	(BMG)
	10	Right Said Fred - Up	(Tug)
		-	

#### PORTUGAL

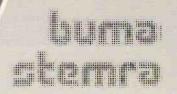
FORTOOAL				
Singles				
1 G.Michael/E.John - Don't Let The Sun (Sony Music)				
2 Salt-N-Pepa - Let's Talk About Sex (PolyGram)				
3 Guns N' Roses - Don't Cry (BMG)				
4 Snap - Colour Of Love (BMG)				
5 Bruce Springsteen - Human Touch (Sony Music)				
6 Michael Jackson - Black Or White (Sony Music)				
7 Genesis - I Can't Dance (Virgin)				
8 <b>U2</b> - One (BMG)				
9 <b>U2</b> - The Fly (BMG)				
10 <b>Def Leppard</b> - Let's Get Rocked (PolyGram)				
Albums				
1 Resistencia - Palavras Ao Vento (BMG)				
2 Bruce Springsteen - Human Touch (Sony Music)				
3 Nirvana - Nevermind (BMG)				
4 Simply Red - Stars (Warner Music)				
5 Bruce Springsteen - Lucky Town (Sony Music)				
6 Queen - Greatest Hits II (EMI)				
7 James - Seven (PolyGram)				
8 Fafa De Belém - Doces Palabras (BMG)				
9 Gary Moore - After Hours (Virgin)				

10 Guns N' Roses - Use Your Illusion II

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



## EUROPEAN TOP 100<sub>®</sub> ALBUMS



		And the state of the same of t
SI TITLE - ORIGINAL LABEL  COUNTRIES CHARTED  COUNTRIES CHARTED	X X X X X X X X X X X X X X X X X X X	XX
1 3 Bruce Springsteen Human Touch - Columbia A UK.D.B.NL.E.A.CH.S.P.DK.I.N.SE.I.	35 36 29 Dire Straits  Special Straits  Special Straits  ED.NLE.SF	Scorpions Still Loving You - Harvest
2 2 3 Bruce Springsteen UK.D.B.N.L.E.A.CH.S.P.DK.I.N.SE.Ir	36 30 6 Crowded House UK.NL.Ir Woodface - Capitol	Fredericks, Goldman & Jones Fredericks, Goldman & Jones - Columbia
3 5 19 Nevermind - DGC	37 35 18 Ocarina Delphin	71 71 3 Ochsenknecht Ochsenknecht - Metronome
<b>Genesis</b> UK.F.D.B.NLE.A.CH.S.P.DK SF.GR.Ir  We Can't Dance - Virgin ▲ 3	38 33 8 Shanice UK.D.N.L.A.CH.S.DK Inner Child - Motown	Rozalla  Everybody's Free - Pulse 8  UK.B.NL.CH.S.DK
5 3 26 Simply Red UK.F.D.B. NL.E.A.CH.S.P.DK.I.SF.GR.Ir	P.J. Harvey Dry - Too Pure	73 74 8 James UK.P
6 8 2 Def Leppard  UK.D.B.N.L.E.CH.S.P.DK.N.Ir  Adrenalize - Bludgeon Riffola	40 48 9 Pearl Jam Ten - Epic	74 61 24 Salt-N-Pepa D.NLA.CH.SF The Greatest Hits - Next Plateau
Annie Lennox Diva - RCA  UK.D B.NL.S.DK.Lir	41) 68 3 Foreigner The Very Best Of - Atlantic	75 67 8 Little Village D.N. CH.DK.SF
8 7 22 Queen UK.D.B.NI.E.A.CH.S.P.DK.I.S.F.GR Greatest Hits II - Parlophone ▲4	42 40 55 R.E.M. UK.F.D.E.DK.GR  UK.F.D.E.DK.GR	<b>76</b> 86 3 Radio Futura Tierra Para Bailar - <i>Ariola</i>
9 9 6 Tears For Fears  UK.D.B.N.L.E.CH.P.D.K.Lir Tears Roll Down (Greatest Hits 82-92) - Fontana	43 34 6 Genesis Turn It On Again '81 - '83 - Vertigo	77 62 15 Johnny Hallyday Ca Ne Change Pas Un Homme - Philips/Phonogram
10 6 Gary Moore  UK.FD.B.NLE.A.CH.S.P.DK.N.SEIr	Vangelis The Best - PolyGram	78 100 2 Jane Birkin Je Suis Venue Te Dire Que Je M'En Vais - Phonogram
Right Said Fred  UK.D.B.NL.CH.S.DK.Ir  UF - Tug	45 46 10 Snap D.NLA.CH.GR The Madman's Return - Logic/Ariola	Anna Oxa Di Questa Vita - Columbia
12 10 19 Michael Jackson Dangerous - Epic ▲3	46 49 25 <b>Joe Cocker</b> WK.D.CH.Ir Night Calls - Capital	80 92 28 Antonello Venditti Benvenuti In Paradiso - Ricordi
13 19 8 Curtis Stigers Curtis Stigers - Arista	47 37 25 Soundtrack - The Commitments UK.D.CH.DK.Ir	81)85 33 Metallica D.P.DK.GR
14 11 19 Achtung Baby - Island	48 69 2 Erasure UK.D.GR	82 65 5 David Byrne NLSJ
15 13 4 Westernhagen Joya - Warner Brothers ●	49 50 7 Soundtrack - Dirty Dancing  F Dirty Dancing - RCA	83 94 7 Nirvana Bleach - Tupelo/Sub Pop
16 18 13 Ten Sharp Under The Waterline - Columbia	Gun Gallus - A&M	La Union Tren De Largo Recorrido - WEA
17 14 7 Red Hot Chili Peppers BloodSugarSexMagik - Warner Brothers	51 38 8 Sandra Close To Seven - Virgin	85 88 11 Les Inconnus Boulversifiant - Lederman
Madness Divine Madness - Virgin	52 39 15 Army Of Lovers Massive Luxury Overdose - Ton Son Ton	86 78 19 Simon & Garfunkel The Definitive Simon & Garfunkel - Columbia
Mr. Big Lean Into It - Atlantic	53 41 9 Hanne Boel S.DK.N My Kindred Spirit - Medley	87 43 6 Frankie Valli & The Four Seasons The Very Best Of - PolyGram TV
20 17 18 Queen Greatest Hits - EMI ▲5	54 42 7 François Feldman Magic' Boul'vard - Philips	88 83 11 Treni A Vapore - Epic
21)32 8 Shakespears Sister Hormonally Yours - London	55 52 13 Magic And Loss - Sire	89 82 15 Alejandro Sanz Viviendo Deprisa - Warner Music Spain
Prince & The New Power Generation  UKED.N.EA.CH.S.R.D.K.Ir  Diamonds And Pearls - Paisley Park ▲	73 52 Roxette  Joyride - EMI ▲ 4	90 77 6 Luca Barbarossa Cuore D'Acciaio - Columbia
23 26 2 Beautiful South UK.D.Ir	57) 64 5 Frederic François Je Ne Te Suffis Pas - Trema	Orup Stockholm & Andra Ställen - Metronome
24 16 27 Waking Up The Neighbours - A&M \( \times 3 \)	58 53 3 Soundtrack - The Commitments 2 A.CH.S.DK.N.Ir The Commitments Part 2 - MCA	92 70 48 Michael Bolton Time, Love & Tenderness - Columbia
25 15 11 High On The Happy Side - Precious	59 55 8 Randy Crawford D.CH.DK.N Through The Eyes Of Love - Warner Brothers	93 95 6 Resistencia Palayras Ao Vento - Ariola
26) 29 7 Natalie Cole Unforgettable - With Love - Elektra	60 66 13 Presuntos Implicados Ser De Agua - WEA	94 81 13 Mylene Farmer L'Autre · Polydor •
27 23 20 Real Love - Arista  UK.F.D.B.NLDK	61 47 19 Bonnie Tyler D.A.S.N.SF	95 80 9 William Sheller En Solitaire - Philips
28 25 3 Melissa Etheridge D.NLA.CH.DK.N Never Enough - Island	62 59 14 Luca Carboni / Carboni - RCA	96 76 27 Eva Dahlgren En Blekt Blondins Hjärta - Record Station
29 31 3 Das Boot - Polydor	63 51 3 Robert Palmer UK Addictions Vol. 2 - Island	Stephan Eicher Engelberg - Barclay
30 24 28 Use Your Illusion II - Geffen ▲	A P. L. C. Z. ISIONA	Pasadenas UK.D
Josef Locke UK.ir	64 57 5 Augenblicke - Jupiter	Yanni D.A
Ting Turner UK.D.B.NLEA.P.GR.Ir	65 60 6 La Forza Della Vita - Sugar  66 72 15 A Contra Luz - Hispavox	75 4 Romantic Moments - Private Music  100 Queen Innuendo - EMI A 2
32 21 26 Simply The Best - Capitol ▲2		Innuendo - EMI 🛦 2  UK = United Kingdom, D = Germany, F = France, CH = Switzerland, A = Austria, I = Italy, E = Spoin, NL = Holland,
33 27 21 Enya UK.D.N.E.S.DK.N Shepherd Moons - WEA ▲	67 63 3 Aleandro Baldi	B = Belgiumi, IR = Ireland, S = Sweden, DK = Denmark, N = Norway, SF = Finland, P = Portugal, GR = Greece.

#### OFF THE RECORD

DUTCH TREMORS: The impending try-outs for Dutch cable radio on regional terrestrial frequencies (M&M, April 4) could assist in the final development of a national commercial terrestrial radio channel in the country. Could it be that Veronica founder Rob Out and Peter de Jager are busy behind the scenes? Is it true that they have bought the stocks from Vrije Ether to own the Rotterdam frequency? Are the owners of RTL4-Radio, Radio 10 and Sky Radio also behind this potential national Dutch commercial station?

AND OTHER SHAKES: Ferry Maat, longtime head of pop music at Dutch public broadcaster TROS, will leave the company reportedly because of a policy disagreement. He departs on October 1, when the new public radio restructure takes effect in Holland.

TEXANS IN POLAND: Starstream Communications has announced an agreement with Warner Music International in which the Texas-based company's 80%-owned eastern European subsidiary Polton Records will distribute Warner Music and east west product in Poland. Also, Polton has opened its first retail outlet in Warsaw. Starstream president/CEO Gary R. Firth hints that other eastern European deals are being contemplated.

CASED CLOSED?: The defamation suit between NRJ president Jean-Paul Baudecroux and Europe 2 MD Martin Brisac seems to have been called off. The trial, due to begin on April 8, was over comments made by Brisac in a French daily newspaper. Although no official statement has been released, one source says that it is likely that both parties are fed-up with the polemics that have come to characterize French radio, and that both would prefer to get on with the job at hand. How long the truce will last no one knows.

BACK TO THE PRIVATE SECTOR: Claudio Astorri, station director at Italy's RTL 102.5 Hit Radio, failed in his bid for parliament after fighting for a Republican Party seat in the general election held April 5-6. But he did give the opposition a run for its money in the Federalist stronghold of Bergamo and Brescia.

#### Newspaper

(continued from page 1)

mercial stations. The newspaper groups had hoped for a more liberal attitude to the issue of media ownership in radio companies.

"The report is against both the laws of freedom and of speech, freedom of the press and of free enterprise," comments Jan Friedman, head of Svensk Radioutveckling (SRU), the central organization owned by Swedish newspapers which is lobbying the government to approve media ownership in commercial radio.

The government, however, remains steadfast. Says minister of culture **Birgit Friggebo**, "I think 40% ownership by media firms and newspapers is quite high enough."

The MOC report recommends that private commercial radio stations be owned by independent companies and broadcast only over a clearly defined area. Advertising will be limited to 10% of the total broadcast time, with one-third of the programming produced inhouse. Licences are expected to be issued in five-year periods, with concessions for Stockholm and other major centres of population awarded to the "highest bidder" at special auctions. The cost of oneyear concessions will run from Skr50.000 to Skr70.000 (app. US\$8.300-US\$11.600).

Latest market research estimates the commercial radio market to be worth Skr500 million a year, equivalent to 5% of the total ad market.

#### Mediametrie

(continued from page 1)

a 7.8% cume share, up 0.9 points from the November-December sweep, but far below its 9.7% cume share during the Gulf War.

The biggest point-gainer during the past year and second-highest improvement during the quarter was Fun Radio. The FM EHR net, consulted by Burkhart/Douglas & Associates and 100%-owned by one of France's largest publishing companies, Hersant, earned a 5.8% cume share, an increase of 0.8 points from the previous quarter and 1.8 points from a year earlier. Fun is the only major web to have consecutive quarterly ratings increases over the past year.

#### French Radio Ratings (Audience Cume %)

	1991	1991	1992
	Jan/	Nov/	Jan/
Network (Format)	Mar	Dec	Mar
RTL (FS)	20.1	18.7	18.9
Europe 1 (FS)	12.8	11.0	11.7
France Inter (N/T)	12.0	10.8	11.3
NRJ (EHR)	9.3	9.5	9.7
France Info (N/T)	9.7	6.9	7.8
Fun Radio (EHR)	4.0	5.0	5.8
Skyrock (EHR)	5.6	4.8	5.3
RMC (MOR)	5.6	4.7	4.8
Europe 2 (AC)	5.0	4.2	4.5
Nostalgie (G)	4.0	4.7	4.3
Cherie FM (G)	n/a	2.7	2.6
RFM (AC)	n/a	2.0	n/a

Source: Mediametrie

#### **PolyGram**

(continued from page 1)

cious/Phonogram) and East Side Beat's Ride Like The Wind (ffrr).

Sony's ranking was based on the power of the number 1 song for quarter, the George Michael/Elton John duet Don't Let The Sun Go Down On Me (Epic), the first live record ever to enter the EHR chart. Although the single peaked at number 2 (and remained there for five consecutive weeks), it stayed a record 12 weeks in the top 10. A pair of EHR Top 40 number 1's from Jackson, Black Or White (six weeks) and Remember The Time (four weeks), further cemented Sony's position. The company had 15 charting records during the quarter, with top performers in the Pasadenas' I'm Doing Fine Now and Michael Bolton's When A Man

Warner Music, the third-best company with a 16.8% share, charted 14 records. Simply Red's Stars was the most successful and was the second-best-played album on EHR. The record peaked at number 3 and held that spot for six weeks, but could be broken by Jackson, Genesis and Michael/John. Other artists contributing to Warner's chart share included Prince (Diamonds & Pearls) and Kym Sims (Too Blind).

Ranked by individual label performance, Sony's **Epic** and **Columbia** comfortably grabbed the two top spots, with a chart share of 11.3% and 10.3%, respectively.

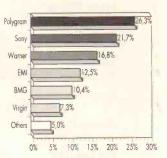
Virgin was third with 7.2%, thanks to two records by Genesis—I Can't Dance and No Son Of Mine. The former stayed in the pole position for two weeks.

EHR chart share statistics are

based on total cumulative points, grouped over a three-month period. Each week, records score points by achieving airplay on M&M's EHR roster of stations, which are primarily weighted by market size and the number of hours per week committed to the format. Each record's total chart points are in turn linked to companies and individual labels.

Machgiel Bakker

#### **EHR Company Leaders**



#### EMI

(continued from page 1)

28).

Registering 11%, the Parlophone label took the lion's share of the company's leading position. Meanwhile, the EMI label delivered 4.5%, due to Roxette's album Joyride (over three million units) as well as Pet Shop Boys' Discography.

Although EMI's reign was, for the most part, determined by established artists, BMG's runner-up position (19.9%) can be traced to one of last year's most surprising musical breakthroughs—the rise of US band Nirvana. Although MCA markets its own repertoire in the UK and Germany, the majority of the chart points that DGC (Nirvana's label)/Geffen/MCA repertoire accumulated went to its

licensing partner, BMG. Nevertheless, MCA still collected a 4.8% share due to its solid performance in Germany and the UK.

The Island label also helped BMG to second place with U2's latest album, Achtung Baby. Although Island is owned by PolyGram, BMG's still holds licensing rights until the end of 1993 in some key markets (including GSA, Benelux and Spain). Other labels that have fared well for BMG include Arista (Lisa Stansfield's Real Love) and RCA (Patrick Bruel's Ce Soir and Eurythmics' Greatest Hits).

Warner Music ranked third, thanks to east west act Simply Red (Stars) and WEA singer Enya (Shephard Moon).

On the Eurochart Hot 100 singles chart, Sony Music led with 22.1%, owing to the good performances of the Epic and Columbia

labels (the number 1 and 2 labels with 13.1% and 6.3%, respectively). Sony's biggest first-quarter hits included George Michael/Elton John's duet Don't Let The Sun Go Down On Me and two hits by Michael Jackson.

Out of the 20 songs that charted for the Columbia label during the first quarter, Dutch act **Ten Sharp**'s *You* contributed the most points.

PolyGram placed second with 18.9%, carried by Salt-N-Pepa's Let's Talk About Sex (ffrr), U96's Das Boot (Polydor and Bryan Adams' Everything I Do... (A&M). BMG was the third-ranked singles company, owing to the European successes of Nirvana's Smells Like Teen Spirit (DGC) and four singles by Geffen act Guns N' Roses, including Don't Cry and Live And Let Die.

#### BBC

(continued from page 1)

tenth in radio—before the government conducts an inquiry into the future of the pubcaster prior to its charter renewal in 1996.

The BBC has denied the allegations. In a statement, it says the recommendations in the leaked reports are only documents for discussion and that nothing has been set in stone. The BBC's boards of governors and directors are expected to discuss the research teams' recommendations and summaries during a meeting next month.

Some of the key points in a task force report titled, "BBC: The Entertainer," are:

- Radio 5 should not be continued in its present form;
- Four national networks are the minimum required for the BBC to come near to fulfilling a public service in radio;
- Even with four services, there would be a strong element of disenfranchisement among listeners who feel uncatered to by the commercial market;
- The retention of all current services would nevertheless require a remodelling of some services to make them more distinctive;
- While not the BBC's fault, public recognition of the public ser-

vice elements of Radio 1 and Radio 2 do not match the effort and imagination that is put into it; and

• Existing services should not be abandoned prematurely.

The reports also recommend that a 24-hour news service be established on the Radio 4 longwave frequency by the end of this year. The service should be based on the "news spine" of the network, with Radio 4-at least at the beginning-simulcasting the main newssequence programmes. Also, the task force recommends either goldformatted Radio news/talk/sports-formatted Radio 5 should be "remodelled as a music/sports service."

Another sore point with the union is the task forces' recommendation that, starting this year, the BBC should contract 15% of all network radio to independent producers by 1996. That probably will mean cutting jobs, says the BECTU.

Comments BECTU national industrial officer Roger Bolton, "The independent sector is likely to change from being a cottage industry to one that is dominated by fewer and more powerful companies and conglomerates."

Most of the job losses, BECTU claims, would stem from recom-

mendations that Radio 5 eliminate continuing education programming and that increased current affairs output should be more open to independent producers, which could put more jobs at risk, the union charges.

BECTU says the recommendations are, in reality, the BBC's "secret agenda." Bolton has called for a "proper and public debate on the future of the BBC, before a small group of senior managers bring about profound and damaging roles as the public service broadcaster" in this country.

The union is concerned that some of the recommendations—or options, as the BBC prefers to call them—have or will become policy and be implemented before newly appointed Heritage minister David Mellor (whose duties include broadcasting) has a chance to launch his inquiry into the charter renewal. "Mr. Mellor will find a smaller BBC before he has his feet under the desk," predicts Bolton.

BECTU members are currently being balloted for a one-day strike on May 15 to voice their lack of confidence in the corporation's top management and their objections to the BBC's policy of "producer choice." That policy gives producers the option of buying technical services from the outside.







## EHR TOP 40

TW LW WOC Artist/Title		Labe	Total	A	В	Add
1 1 5 BRUCE SPRINGSTEE	\/Human Touch	(Columbia)	67	54	13	5
2 2 6 ANNIE LENNOX/W		(RCA)	63	46	17	4
3 4 8 MR. BIG/To Be With		(Atlantic)	52	38	14	2
4 3 11 MICHAEL JACKSON		(Epic)	46	35	11	0
5 6 4 PRINCE/Money Don't		(Paisley Park)	44	32	12	4
6 5 19 SHANICE WILSON		(Motown)	48	36	12	0
7 7 U2/One		(Island)	41	23	18	3
8 8 5 ROXETTE/Church Of	our Heart	(EMI)	49	33	16	4
9 9 12 TEN SHARP/You		(Columbia)	41	30	11	2
10 11 4 VANESSA WILLIAMS	/Save The Best For La	ast (Polydor)	42	26	16	4
11 10 6 LISA STANSFIELD/Tin	ne To Make You Mine	(Arista)	38	22	16	0
12 21 2 DEF LEPPARD/Let's G	et Rocked	(Phonogram)	34	21	13	7
13 12 5 CROWDED HOUSE/	Neather With You	(Capitol)	32	23	9	0
14 29 2 SOUL II SOUL/Joy		(Ten)	31	19	12	11
15 22 11 CE CE PENISTON/Fir	ally	(A&M)	33	22	11	4
16 17 3 CURE/High		(Fiction/Polydor)	28	17	11	2
17 14 9 SHAKESPEARS SIST	R/Stay	(London)	35	20	15	- 1
18 16 11 CURTIS STIGERS/I W		(Arista)	33	24	9	2
19 25 3 RIGHT SAID FRED/D		(Tug)	32	21	-11	5
20 13 9 TEARS FOR FEARS/L	aid So Low,Tears Rol	I Down (Fontana)	28	21	7	Ò
21 15 7 ERIC CLAPTON/Tears		(Reprise)	32	16	16	2
22 NE SWING OUT SISTER		(Fontana)		19	8	12
23 18 14 GENESIS/I Can't Dan		(Virgin)		15	12	0
24 NE GENESIS/Hold On M		(Virgin)		18	5	7
25 23 10 SIMPLY RED/For Your		(east west)		16	9	1
26 19 7 BRYAN ADAMS/Tho				17	7	1
27 37 6 RICHARD MARX/Ha		(Capitol)		11	13	2
28 34 5 NIRVANA/Come As		(DGC)		14	5	2
29 24 13 WET WET WET/Good		(Precious/Phonogram)		15	7	0
CURTIS STIGERS/You	re All That Matters	(Arista)	22	13	9	2
31 27 8 CHIC/Chic Mystique		(Warner Brothers)		13	9	1
32 28 3 HAMMER/Do Not Pa		(Capitol)		12	8	1
ERASURE/Breath Of L		(Mute)		14	7	3
34 20 12 PASADENAS/I'm Doi	-	(Columbia)	23	16	7	1
35 30 14 RIGHT SAID FRED/D		(Tug)	19	14	5	2
36 26 3 LIGHTNING SEEDS/		(Virgin)		10	13	0
37 31 2 CHAKA KHAN/Love		(Warner Brothers)		11	11	0
38 40 4 OPUS III/It's A Fine D		(PWL)		11	6	3
39 35 3 WET WET WET/More		(Precious/Phonogram)	17	11	6	3
40 33 2 SHAWN CHRISTOPH The EHR Top 40 chart is based on a weighted-scoring sy			17	6 Furanean	11 Airplay Tor	2 n 50 which

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

## CHARTBOUND RECORDS

1
1
1
-17
12
-10
1:
1:
1.
14
13
13
-13
1:
1:

9/6	<b>DAVID BYRNE</b> /Girls (Luaka Bop/Warner)	12/1
8/3	<b>LEVEL 42</b> /My Father's Shoes (RCA)	12/0
8/2	<b>SOUP DRAGONS</b> /Divine Thing (Big Life)	12/0
7/4	<b>ROD STEWART/</b> Your Song* (Warner Brothers)	11/10
7/3	SALT-N-PEPA/Do You Want Me (ffrr)	11/3
6/3	<b>CLIVILLES &amp; COLE</b> /A Deeper Love(Columbia)	11/2
5/7	<b>DEL THA FUNKEE H.</b> /Mistadobalina (Elektra)	11/0
5/3	GUNS N' ROSES/November Rain (Geffen)	10/2
5/2	JAMES/Ring The Bells* (Fontana)	10/2
4/2	<b>BEAUTIFUL SOUTH/</b> We Are (Go!Discs)	10/0
3/4	YOTHU YINDI/Treaty (Hollywood)	10/0
3/2	<b>TEXAS</b> /Tired Of Being Alone* (Mercury)	9/7
3/1	EN VOGUE/My Lovin'* (east west)	9/2
2/6	MELISSA ETHERIDGE/Ain't It Heavy* (Island)	9/1
2/4	<b>RED HOT CHILI PEPPERS</b> /Under,(Warner Brothers)	9/0

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.

## **EHR Gets Rocked**

Although Annie Lennox continues to score new stations (up from 56 to 63 this week), the gain is not yet enough to dethrone Bruce Springsteen, as The Boss also increases his station total to 67 from 63 last week.

Def Leppard's Let's Get Rocked looks to break into the Top 10 next week, as its station total grew 54% in only one week! The same can be said of Soul II Soul's Joy, whose acceleration matched Def Leppard. Let's Get Rocked has scored 64% suppart in the UK, up from 55% a week ago; other strong markets include Italy and Scandinavia. Meanwhile, Soul II Soul has an equally good base in the UK; markets such as Italy, Sweden and Denmark are gaining ground, as well.

One of the more recent

gaining ground, as well.

One of the more recent surprises on EHR is the renewed activity on **Ce Ce Peniston**'s debut single Finally. The former Miss Black Arizona and Miss Galaxy singer debuted last year with this single, which peaked at number 29 in the UK **CIN** chart.

Spurred on by this success, the A&M UK company quickly released the follow-up We Got A Love Thang, while the Continent was only just starting to get Finally promoted to radio. Now the ball is rolling back to the UK again on Finally, and currently 16 UK reporting stations are re-playlisting the single.

stations are re-playlisting me single.

Right Said Fred are enjoying their third and possibly biggest EHR single. Currently at number 19 due to strong backing in Denmark, the UK and Holland, the band's earlier singles included I'm Too Sexy (peaking at number 21 in October '91) and Don't Talk Just Visc 1/4 March 1921.

and Holland, the band's earlier singles included I'm Too Sexy (peaking at number 21 in October '91) and Don't Talk Just Kiss [16; March '92].

Highest new entry this week goes to Swing Out Sister's Am I The Same Girl, an original recording by Barbara Acklin in 1968 and also covered by Dusty Springfield. Coming from the new album Get In Touch With Yourself, SOS fares well in the UK, Italy and Sweden.

Machgiel Bakker

#### MOST ADDED

SWING OUT SISTER/Am I The Same Girl SOUL II SOUL/Joy ROD STEWART/Your Song TRACY CHAPMAN/Bang Bang Bang DEF LEPPARD/Let's Get Rocked GENESIS/Hold On My Heart TEXAS/Tired Of Being Alone	(Fontana) (Ten) (Warner Brothers) (Elektra) (Phonogram) (Virgin) (Mercury)	12 11 10 8 7 7
ZZ TOP/Viva Las Vegas	(Warner Brothers)	7

Most added are those "Songs which received the highest number of playlist additions during the week. In the case of a fie, songs are listed alphabetically by artist.

#### "A" ROTATION LEADERS

BRUCE SPRINGSTEEN/Human Touch	(Columbia)	54
ANNIE LENNOX/Why	(RCA)	46
MR. BIG/To Be With You	(Atlantic)	38
SHANICE WILSON/I Love Your Smile	(Motown)	36
MICHAEL JACKSON/Remember The Time	(Epic)	35

The "A" Rotation Leaders are those songs which have the highest number of stations playing them in "A" ar 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.

## "A" ROTATION PERFORMANCE

		/ /0
2 UNLIMITED/Twilight Zone	(PWL Continental)	86
SALT-N-PEPA/You Showed Me	(ffrr)	81
ROD STEWART/Your Song	(Warner Brothers)	81
ROZALLA/Are You Ready	(Pulse 8)	80
GENESIS/Hold On My Heart	(Virgin)	78
PASADENAS/Make It With You	(Columbia)	78

\*A\* Rotation Performance is a listing of those records that have achieved the best A rotation penetration. Records listed are those outside the EFR top 20 and with a total number of reporting stotions of at least 10. Songs tied are listed alphobetically by arists.

#### TOP RECURRENTS

	เอเตเ วเตเ	ions
DES'REE/Feel So High (Sony	Soho Square)	20
G. MICHAEL/E. JOHN/Don't Let The Sun Go D	Down (Epic)	18
KYLIE MINOGUE/Give Me Just A Little More Tin	me (PWL)	17
GARY MOORE/Cold Day In Hell	(Virgin)	16
ROZALLA/Are You Ready	(Pulse 8)	15
SIMPLY RED/Stars	(east west)	15
T 0 . ( 510. 00 1 d .) ( 0 H d	to the con-	

Top Recurrents are former EHR top 20 recards that have fallen off the chort but are still recei significant airplay. In case of a tie, records are listed alphabetically by artist.

#### **NEW TOP 20 CONTENDERS**

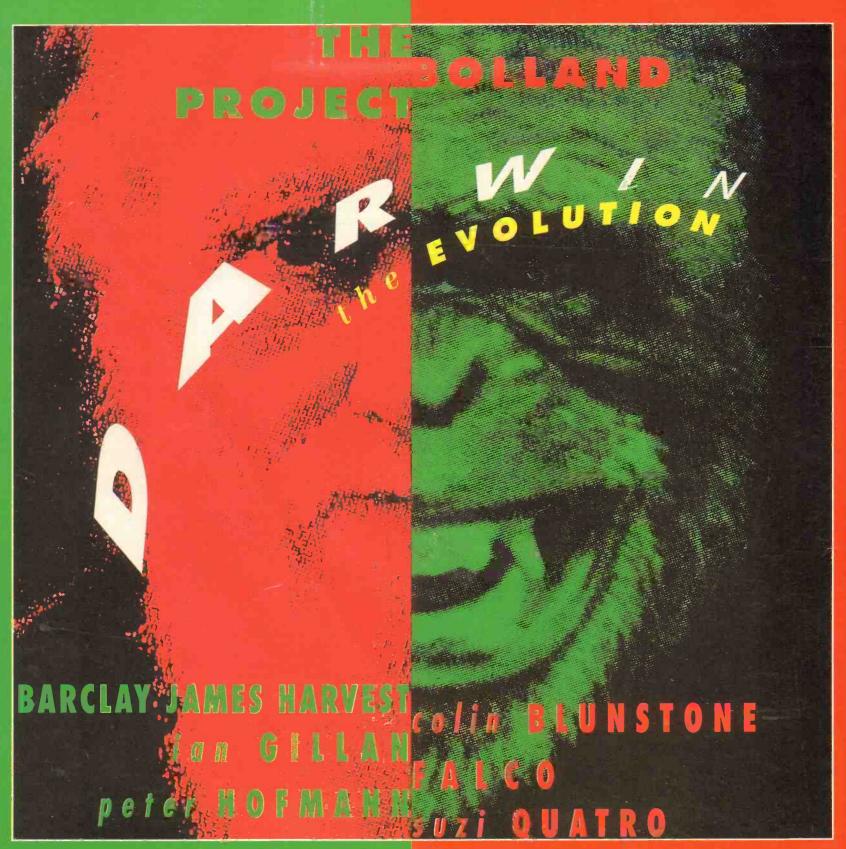
#### Total Stations

		Iolai Siali	Olia
	ZZ TOP/Viva Las Vegas	(Warner Brothers)	15
	ARMY OF LOVERS/Ride The Bullet	(Ton Son Ton)	12
	INNER CITY/Hallelujah 192	(Ten)	12
	EN VOGUE/My Lovin'	(east west)	9
-	MELISSA ETHERIDGE/Ain't It Heavy	(Island)	9
	TEXAS/Tired Of Being Alone	(Mercury)	9
	TRACY CHAPMAN/Bana Bana Bana	(Elektra)	8

New Top 20 Contenders are those artists that have not yet had an EHR top 20 hit and appear on this page for the first time with this single. Artists are listed by total number of stations. In case of a tie, recards are listed alphabetically by artist.

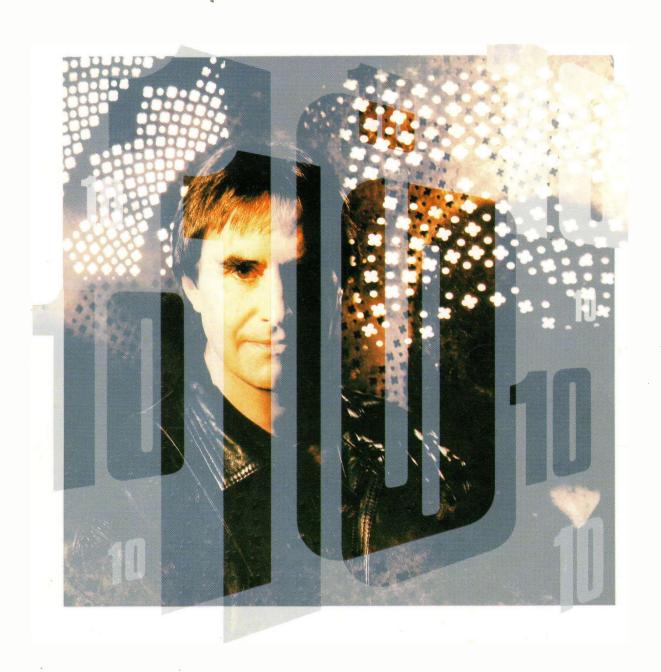
# THE BOLLAND PROJECT

DARWIN the EVOLUTION



A DINO INTERNATIONAL RELEASE

## CHRIS DE BURGH



Power of Ten

## CONGRATULATIONS



Rondor Music (London) Limited

AmericanRadioHistory.Con

Ten original studio albums is a landmark achievement few musicians can lay claim to. CHRIS DE BURGH has arrived at the elusive milestone with the release, on April 27, of POWER OF TEN, his first collection of new songs in four years and the follow-up to his multi-platinum set Flying Colours. INTERVIEWS BY MIKE HRANO

## AN ENDURING SUCCESS STORY

Dower Of Ten is much more than simply an admirable statistic in an enduring success story. According to Howard Berman, MANAGING DIRECTOR OF A&M UK, it's also the strongest album yet from De Burgh who is now the longest-serving signing to the UK label. "There's not many artists who, after ten studio albums with the same label - plus compilation albums, plus a live album - can actually genuinely claim to be at the peak of their career," he says. "Chris can, and I really think this album is going to consolidate and build on the successes that he has had in his key markets. I also think it's going to give the perfect opportunity for some of the less successful territories to really establish him once and for all."

In his nine years at A&M, Berman has watched De Burgh's career build and flourish to the point where "his position in the core market place is stronger now than it's ever been. His last two studio

albums have gone double platinum in the UK, and I would be very, very surprised if *Power Of Ten* doesn't achieve at least that. Chris and his producer Rupert Hine have provided us with a magnificent album that I'm really, genuinely enthused and excited by."

Lucie Avery, A&M'S INTERNATIONAL DIRECTOR UK REPERTOIRE, is equally delighted with the prospects created by such a dynamic record. "We have already had an outstanding promotional tool in the form of an incredibly powerful and moving first single in Separate Tables - which heralded the release of Power Of Ten in the most forceful way possible," she explains.

"He has tremendous songwriting ability, great vocals and has never taken his fans for granted"

- Howard Berman

Berman is under no illusions about what has made it possible for De Burgh to sell so many records for so long. "Firstly, he's an immensely talented artist. Secondly, he obviously was able to create his own market place and, thirdly, he just toured and toured in the early days. Way before I joined A&M, he was just going out on stage with a guitar and gradually building up a following. It was just about word of mouth and, once again, that proved to me that whatever form of marketing techniques one uses, there is ultimately no substitute for talent and word of mouth."

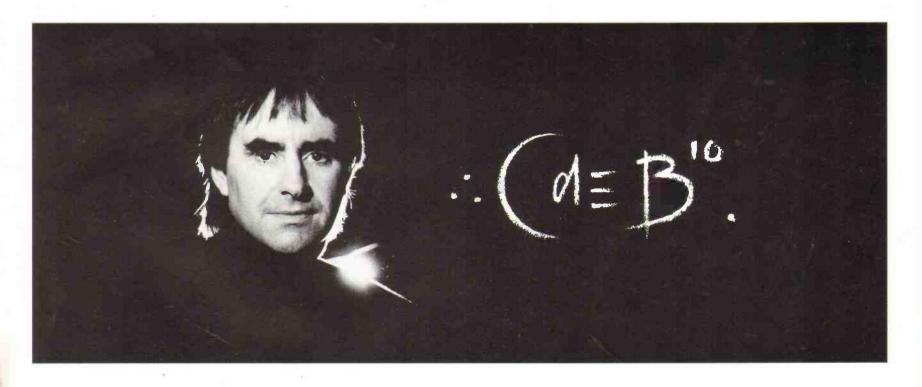
For all that, it took a while for De Burgh to break out from being a 'well-kept secret' to being a fully fledged international success. "The main hurdle we felt we had to overcome in the early days was to actually increase his fan base without alienating the core that he already had," Berman recalls. "Collectively, we were all dressed up and just waiting for a really big hit single to give us somewhere to go - and Lady In Red obviously provided that opportunity.

"But the important thing is that, because of the years preceding that song and because of the strength of his fan base which already existed, when Lady In Red happened it was the icing on the cake rather than actually being the cake itself.

It meant that rather than just having a one-off, phenomenal hit, we were actually able to use the single to take Chris to a much, much wider market place. In turn, that meant that the three albums which followed the single all went double-platinum in the UK."

Despite such eventual success, Berman believes that De Burgh has always been possessed of the constituent ingredients for the lasting career he has enjoyed. "He has a tremendous songwriting ability, he has great vocals and, perhaps most importantly, he has seen his audience grow with him. He has not lost that base; he has never alienated his fans or taken them for granted.

"In addition, he has also benefitted from being with the same management team from the start - Dave Margereson and Kenny Thomson of Mismanagement - which is one of the best management teams I've ever worked with. For me, these are the key reasons for what has been, by music industry standards, a very, very enduring success story. And, through all of this, Chris has been an absolute joy to work with."



## FROM STRENGTH TO STRENGTH

or Dave Margereson of MISMANAGEMENT, the central support line running through De Burgh's longevity can be simply summed up in three words: talent, tenacity and teamwork.

His vocal and performing talent has been there from day one. Throughout his long career he has displayed an amazing tenacity and desire to succeed, but never at any cost. I think this explains the mutual loyalty evident in the infrastructures around him, the one record label, A&M, - Mismanagement

for 14 years, promoters in Europe are the same team as always. His band has played a vital role in his career - the longest serving member has been with him for 14 years, and even the 'new boy' has been around for ten. There is a great feeling of teamwork and permanance which makes the work so rewarding.

## "He's the consummate artist" - Dave Margereson

"Live performance is the bedrock of his career, and Chris has been able to build up that live profile because, for him and his band, it's been like playing with a bunch of friends. It really has been an enjoyable thing, and Chris likens it to a great adventure; charging through

Europe and other parts of the world with these guys that we've known for so long. It's all these various aspects of continuity which has made it work."

It was Margereson who, 17 years ago and then Head of A&R at A&M signed De Burgh and, after all this time, his admiration for the man remains fully intact. "I find it amazing that he's still going from strength to strength - and he still stays fresh. He's become a real craftsman and yet still has the ability to surprise you with an innermost feeling. He's the consummate artist and many things to many people. His is a hard act to do but, he manages to do it all; he keeps the youth and he keeps the older people.

"And he's been a gentleman to work with. So, my comment on the release of his tenth studio album – which is a real reason to celebrate – is 'Well done. More power to you."



Flying Colours L.P. debuts at No.1. Left to right – Glenn Morrow, Chris, Jeff Phillips, Danny McBride, Ian Kojima, Dave Margereson, Al Marnie

#### FROM 80 PEOPLE TO 80,000

The forthcoming Power Of Ten World Tour schedule is far removed from Chris' itinerary and crowd-pulling potential in the early days, as is well remembered by Marcel Avram of MAMA CONCERTS - which will be promoting the German dates on the tour as well as co-ordinating the European shows in general.

Avram first came across Chris in the mid-'70s, when he was almost totally unknown on the continent. "I met him originally when he was the opening act for Supertramp," he says. "He was performing by himself, without a band, and his manager was running through the hall putting up his posters. I was amazed that day when I saw him alone on stage - when nobody even knew who he was because he had only been announced on the bill on the day of the concert - and startled at how much energy and personality he gave out with his presence and his music. I thought he was a wonderful artist and got really involved right away. I wanted to see how far things could go."

After the Supertramp tour ended, Chris did not return to Europe for a couple of years - until Avram arranged some low-key solo shows for him in Germany. "We decided to give him a try on his own, so we started to play him in

Germany in halls. The first concert we did was the Rhein Terrasse in Cologne. We had, I think, 80 people there the first night - but it was fantastic. It was a magical concert. Then we played a club in Munich, where his dressing room was the space between where two doors opened!

"It's like a reunion, like a romance.... between him and his audience, it is some kind of love affair.

- Marcel Avram

"But slowly, slowly we worked on him. He was always very thankful for everything we did on his behalf, and he was always prepared to listen to what we had to say. We put him on every TV show we could as much as possible – and everything we advised him with respect to TV shows or concerts, he did. He did interview after interview, he worked day and night. And we have arrived at a situation where now, in 1992, he is one of the biggest superstars in Germany."

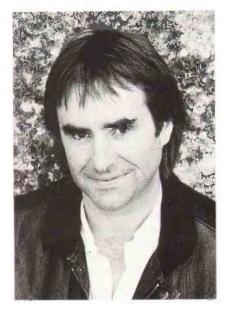
Phenomenal sales of records aside, Chris' popularity in Germany is also now measured by the tremendous demand to see his live shows. "He is able to play multiple dates, between three and four shows, in the Olympic Halls," Avram explains. "He is able to play stadiums, like he did in Hockenheim two years ago, in front of 100,000 people. In Berlin he can play to 50,000 people, in Hamburg to 80,000. This is the same Chris De Burgh who started off

in Germany playing to 80 people... Chris has become one of the biggest artists of our time."

A further indication of his stature in Germany was his appearance, in October, 1990, at the historic public celebrations to mark the reunification of East and West. At the specific request of the German Government and the Mayor of Berlin, Chris was the only international recording artist invited to perform at the event. He sang his classic ballad *Borderline* – a poignant comment on the moment and a song long held dear by his German fans – watched by two million people gathered in the shadow of the Brandenburg Gate and a further audience of many millions more via televised coverage worldwide.

Despite his early faith in De Burgh, Avram admits that even he has been amazed at the way in which his popularity in Germany mushroomed. "We never thought things would grow to this size," he says. "We knew that Chris had talent, like a piece of diamond, which needed time to grow up - but the explosion his career has had is just incredible. All we did, as promoters, was help to give him the possibility and ability to play in front of a lot of people but it was up to him and his management to deliver what they delivered.

"They came up with the stage show and the music and, when Chris is on stage, then it's up to him. The battle that he has to do in the halls, that is something between him and his audience. And, you



know, at the end of the day it's not a battle at all; it's like a reunion, like a romance. He has arrived at the situation in Germany where, between him and his audience, it is some kind of love affair."

Avram is confident that the relationship can continue indefinitely. "I would also like to congratulate Chris and wish him, from the depths of our hearts, all the best for his future life as well as for his career. We want to be associated with him for as long as possible. We were there at the start of his career – and we want to be there until he decides not to play any more."

Chris De Burgh scored High

on video with

'HIGH ON EMOTION –
LIVE FROM DUBLIN'

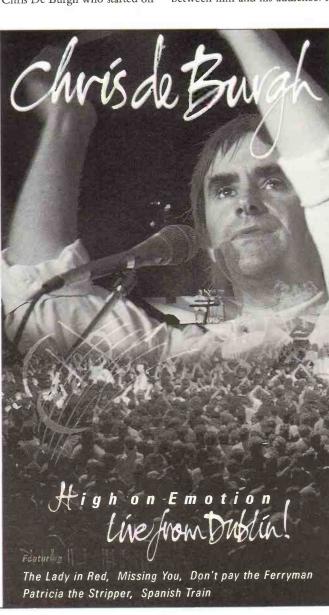
On Polygram Video

Polygram Video give Chris De Burgh

10 out of 10 for his new album.

'POWER OF TEN'

.. (d= B".



Folygram Video look

forward to a

continued and equally

successful relationship

with Chris De Burgh

and A&M in 1992.





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## CHRIS DE BURGH TOUR 1992

#### SEPTEMBER

- **OCTOBER**

- HAMBURG HAMBURG COLOGNE COLOGNE MUNICH MUNICH

- Olympiaice Nibelungenhalle Icesportshalle Maimarkhalle
- Maimarkhalle cesportshalle

- NOYEMBER

- **DECEMBER**
- 2 BELFAST

Kings Hall

TO BE CONTINUED .....

Zenith
Foret National
Cityhalle
Festhall
Hallenstadium
Hallenstadium
Deutschlandhalle
Deutschlandhalle
Icesporthalle
Cityhalle
Oberfrankenhalle
Westfalendhalle
Saarlandhalle
RDS

#### TEN YEARS ON...

Power Of Ten renews the collaboration between De Burgh and Rupert Hine which first began a decade ago with The Getaway album and subsequently continued on its follow-up, Man On The Line. The successful partnership resumed last year when the pair bumped into each other by chance at a recording studio - the first time they had met since their original involvment.

"When I first joined up with Rupert, he had seen something in me which others hadn't; the excitement of the live performer," Chris recalls. "That's what he set out to capture on our earlier records, and it certainly gave me a vision in terms of relating my albums to that. We approached Power Of Ten with a tremendous confidence in the knowledge that the partnership had worked well in the past, and that there was no reason why it shouldn't work well this time around. My only criteria with this new album, right from the start, was that every time I got into a song I thought 'How could we do this live? Will it be strong enough to be supported by performance?' The only songs I decided to record were those I felt could be."

Hine witnessed this philosophy in the early stages of pre-production for the album. "Chris went to great lengths to knock the songs into shape - I'd say more so than most artists would - to the

point of getting his live band in and throwing it all around with them. Not just in a kind of sitting around, noodling rehearsal situation, but in a real standing up and playing the songs out to an imaginary audience live kind of way. He felt that was a very necessary stage to prove whether a song had the right to exist or not; by seeing how exciting it seemed to him at that time. However crude and however dissimilar those early demo arrangements might have been to the eventual version, it was still just a concrete affirmation for him that they were performable live - even at that level. So long as I could improve on those ideas from a record point of view, then it was a confident beginning."

"I wanted to make this album more organic...more lively, more substantial - with a real feeling that there was muscle behind it..."

- Rupert Hine

Hine sees a distinct parallel between his earlier and current involvement with De Burgh. "I would say that the point of doing *Power Of Ten* was very much, ten years later, an equivalent to the point behind our combining efforts in 1981 for *The Getaway* album," he says. "At that time, Chris' albums had always sounded to me a bit on the folky side, and I had somehow got a picture of him being a bit of a balladeer – in the classic folk song sense of the word. It was when he got me to see him at a concert in Stockholm, of all places, that I changed

"I saw this incredibly romping, rocky show that was nothing like my impression of his albums at all. I went backstage and chatted to him afterwards and said 'How come this is such a rocky show? It's so unlike your albums.' And he said 'You tell me - you're the bloody record producer!' So it was completely throwing down the gauntlet since, by that very comment, he was obviously implying that he'd never intended his albums to sound like that; he'd always wanted them to sound more like he did live. So that was a very clear challenge to me then, and I enjoyed trying to get that to happen.

"Similarly, here we were ten years later where, partly because of the phenomenal success of 'that single' and the repercussions it had in terms of people's perception of him, he was no longer seen as folky. Instead, he was perceived as this rather soft, dare I say it, kind of croony singer. People who may have been totally unaware of him prior to Lady In Red would certainly have that kind of impression. I think, in a way, Chris was beginning to feel that the song was a bit of a millstone and wanted to break away from that, too – as fabulous as the track had been for his popularity.

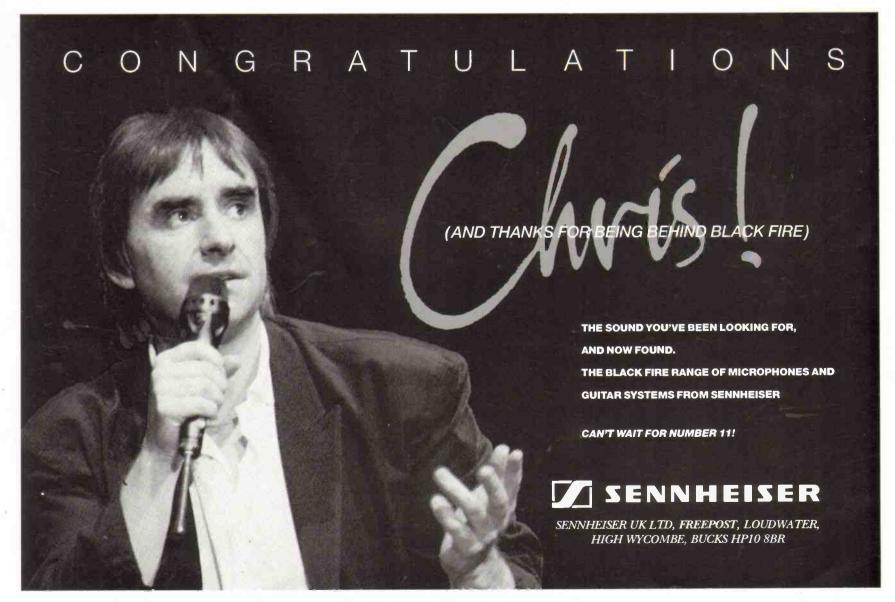
"And, of course, the breakaway was inevitably back to the more passionate, more direct and more rocky side of his live show. So it's strange, really, but the brief was perhaps a very similar one albeit ten years later with a lot of water under a lot of different bridges. The

approach would obviously have to be different from a recording point of view, and yet the point, perhaps, was strangely similar all those years later."

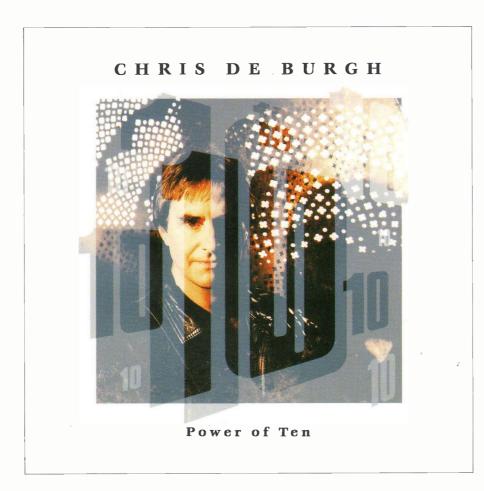
Despite the obvious advances in recording technology from one production commission to the next, Hine was keen to push machines into the background and human involvement to the fore in his treatment of the songs on *Power Of Ten*. "I wanted to make this album more...organic. Much more lively, more substantial - chunkier, with a real feeling that there was muscle behind it and it wasn't just electronic trickery. Anyone and everyone, with no skill or talent, uses that these days to make a record out of a whole pile of machinery. Anyone can do that."

More important was utilising the fact that De Burgh was a real singer of real songs. "I honestly believe that the simple answer to why he has lasted so long is because, ultimately, Chris writes for everyman," says Hine. "He is somebody who can write a song with ingredients that are all familiar, by which I mean it can be immediately communicative. And his songs can have this extra emotional aspect that Chris at his best lets flow through his voice very easily. I think the vocal on Separate Tables is a fabulous example of it.

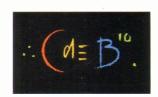
His technique of knowing when he really feels right to do a vocal that will deliver and will connect with a huge audience is at the core of his appeal."



## CHRIS DE BURGH



His new and tenth studio album



features the first single "Separate Tables"

#### also available



'Far Beyond These Castle Walls' (1974) Featuring: Hold On, Windy Nights, Satin Green Shutters. 394 516-1/2/4



'Man On The Line' (1984) Featuring: High On Emotion, The Head And The Heart, Much More Than This. 395 002-1/2/4



'Spanish Train And Other Stories' (1975) Featuring: Spanish Train, Lonely Sky, Patricia The Stripper, A Spaceman Came Travelling. 393 143-1/2/4



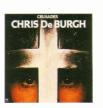
'Into The Light' (1986)
Featuring:
Lady In Red,
Say Goodbye To It All,
Fatal Hesitation.
395/121-1/2/4



'The End of a Perfect Day'
(1977)
Featuring: Broken Wings,
In A Country Churchyard,
A Rainy Night in Paris.
394 647-1/2/4



'Flying Colours' (1988)
Featuring:
Missing you,
Tender Hands.
395 224-1/2/4



**'Crusader'** (1979) Featuring: Carry On, Crusader. 394 746-1/2/4



'Best Moves' (198 395 083-1/2/4



'Eastern Wind' (1980) Featuring: The Traveller, Flying Home, Some Things Never Change. 394 815-1/2/4



'Spark To A Flame – The Very Best of Chris De Burgh' (1989) 397 034-1/2/4



'The Getaway' (1982)
Featuring:
Ship To Shore, Borderline,
Don't Pay The Ferryman.
393 929-1/2/4



'High On Emotion – Live From Dublin' (1990) 397 086-1/2/4



