

# MUSIC & MEDIA

**M&M Focuses On The State Of Independent Labels. Also, It's Hip To Be Schlager.**  
See Pages 15-22 & 10.

Europe's Music Radio Newsweekly . Volume 9 . Issue 22 . May 30, 1992 . £ 3, US\$ 5, ECU 4



**HANGIN' OUT** — Guns N' Roses kicked-off their 21-date European stadium tour in Ireland on May 16. Over 60 media people flew in to watch the Geffen act perform at Slane Castle. Pictured backstage (l-r) are: Geffen international manager Liz Morris, MCA Germany head of promotion Katharina Landahl, guitarist Slash, BMG Italy and MCA/Geffen marketing manager Marco Cestoni, BMG Holland and MCA/Geffen Fred Schröder and drummer Matt Sorum.

## UK Radio Upset Over Regional Licence Proposals

by Mike McGeever

The UK Radio Authority has drawn heavy criticism from the country's commercial radio interests and holders of the two national radio franchises following its proposal to advertise five specialist-format regional licenses in the autumn.

The Association of Independent Radio Companies (AIRC) has sent a letter outlining its 'con-

cerns' with the Authority and Minister for National Heritage David Mellor. M&M has also learned that a separate document has been filed by INRI operator Classic FM with the Authority highlighting potential problems with the regionals. The Authority and Classic FM would neither confirm nor deny the existence of the document. AIRC chairman Stuart Francis also declines to

(continues on page 34)

## German Music Sales Grow 8% In 1st Quarter

by Miranda Watson

Unit sales of soundcarriers in Germany by members of the BPW increased an estimated 8.8% during the first quarter of 1992 compared with the same period last year.

The unofficial figures show album shipments continue to rise, up 30% for the January-March period from 20.7 million units to 26.9 million. The CD single was the fastest-growing format, rising 76% over the first three months.

The numbers also show the continuing trend in the decline of vinyl formats. Vinyl album shipments were the biggest loser, falling 73% from 7.3 million units to 1.97 million units. Vinyl singles slipped 49%, while 12" sin-

(continues on page 34)

## Echoes Unite German Industry

by Miranda Watson & Machgiel Bakker

The first Echo Awards sent waves of confidence throughout the German record industry. Held in Cologne on May 18 and attended by 468 people, the awards show brought an usually divided industry together in a way that even surprised the sceptics.

Despite a few technical flaws, most industry executives say the event was a positive first step in helping increase the profile of German artists and repertoire.

There were few surprises during the ceremony (see accompanying table). Independent company Intercord picked up two awards with Pe Werner (Best National Female Artist, Newcomer), while most of the other prizes went to major record companies. Virgin won two awards with Michael Cretu's Enigma (Most

Successful Act Abroad and Best Marketing Performance).

Electrola artist Herbert Grönemeyer won Best National Male Artist, while Phonogram-signed The Scorpions scooped up the award for Best National Group after the cross-over success of the single *Winds Of Change*.

Phono-Akademie chairman and Warner Music Germany MD Gerd Gebhardt responds to the show so far have been positive. "I think the most important thing about the awards is that it is the first time we have managed to bring so many people from the record industry

(continues on page 34)



## France's Europe 1 Steps Up Activity

Net Teams With Allied

Europe 2 Plans Belgian Web

Europe 1 Communications has taken a 13.4% stake in UK radio group Allied Radio, which owns Radio Mercury and County Sound. It is the first investment in the UK by the French group network operator since its failed bid for the London franchise which ultimately was won by Jazz FM.

Europe 2 MD Martin Brisac, who represented Europe 1 in the transaction,

(continues on page 34)



Martin Brisac

French AC network Europe 2 is currently talking with Belgian officials about obtaining permission to launch a 10-station network in Belgium in September. The move follows trail broadcasts in Brussels in April. Europe 2 has also requested a meeting with the French radio authori-

ty CSA for permission to launch the network. It is unknown when a decision is

(continues on page 34)

## No. 1 in EUROPE

**European Hit Radio**  
LIONEL RICHIE  
*Do It To Me*  
(Motown)

**Eurochart Hot 100**  
MR. BIG  
*To Be With You*  
(Atlantic)

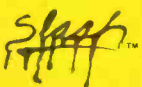
**European Top 100 Albums**  
QUEEN  
*Greatest Hits II*  
(Parlophone)

# FAITH NO MORE

## "ANGEL DUST"

LP · MC · CD

Featuring the new single "MIDLIFE CRISIS"



# FAITH NO MORE

## *Angel Dust*

THE AWESOME NEW ALBUM - OUT 8th JUNE

Featuring the single "MIDLIFE CRISIS"



From the band that brought you the 2 million selling album  
"The Real Thing"

### Major Stadium Tour with Guns N' Roses

#### MAY

26 Olympic Stadium, BERLIN

28 Neckarstadion, STUTTGART

30 Mungersdorferstadion, KOLN

#### JUNE

3 Miedersachsenstadion, HANNOVER

13 Wembley Stadium, LONDON

21 St. Jacob Stadium, BASEL

6 Hippodrome De Vincennes, PARIS

16 Gateshead Stadium, NEWCASTLE

23 Feijenoord, ROTTERDAM

9 Maine Road, MANCHESTER

20 Airfield, WUERZBURG

27 Stadium Della Alpi, TURIN

#### JULY

2 Stadium Sporting Club, LISBON

3 Dalarock, STOCKHOLM (Faith No More Only)



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# Mixed Reaction By Radio, Labels To UK Chart Changes

by Miranda Watson

Key record industry executives welcome changes to the UK's Top 75 Singles chart proposed by the Chart Supervisory Committee (M&M May 23). Those changes are due to be discussed at a general meeting on June 15.

The proposals, which centre on the introduction of a breakers chart, were put forward by chairman of the chart committee/MCA Records MD Tony Powell. He says he is hopeful the changes will be implemented very soon, claiming the initiative has the backing of the BPI, BBC Radio 1 and most retailers. Record dealers industry body BARD is set to hold a general council meeting on May 28 to discuss the implications of a breakers chart and a Top 40. Most BARD members are said to support the changes, but there are worries about how it will work. Retailers' main concern is that the number one in the breakers chart could be one with very few sales.

Says Powell, "Things are already focussed on the Top 40 in the UK and the Top 75 is redundant now. We decided to implement a breakers chart because the lower reaches of the Top 75 were filled with records slipping down the chart which no one is really interested in. The breakers chart will provide some impetus for acts which previously wouldn't have entered the Top 75. It will provide the industry with a focus on new and upcoming releases."

Powell says Radio 1 is plan-

ning to feature music from the breakers chart in a new programme. Radio 1 declines to comment, however, until any changes have been implemented.

BMG Records UK chairman John Preston supports the changes, but says the proposal is only "putative" at the moment. He comments, "A breakers chart would expose new repertoire to the market. It is more of a cosmetic change, presenting talent outside the top 40 in a more exciting way. There will no longer be the stigma of being 'only number 41.'"

Preston hopes the changes to come through. "There are concerns on the retail side," he says, "but I think these will be sorted out soon."

East west MD Max Hole says he also supports the proposed changes and that the new chart will "provide new artists with much needed profile." He adds, "The breakers chart will help all departments in the record industry to promote artists. It's much more positive to say an artist is number one in the breakers chart than number 50 in the singles chart."

RCA Records promotion director Nick Godwyn says the changes will freshen up the charts. "If this new system can give the charts more longevity then it can't be bad," he comments. "The new chart has to help new bands and it could reduce the number of one-hit wonders."

Independent commercial radio—which exclusively uses the air-play-derived Network Chart, compiled by MRIB—remains

much more sceptical to the plans. Metro FM/Newcastle-Upon-Tyne PD Giles Squire says he is not too impressed by the changes proposed and would not be interested in running the breakers chart on his station. "Reducing the singles chart to a Top 40 will make it much less revealing," he says. "It is not a good idea, as the chart will be open to suggestion rather than sales. A chart full of unfamiliar names would not be suited to radio. I think record companies forget that we are here for our listeners, not for the artists."

Radio Forth RFM/Edinburgh head of music Colin Sommerville sees the changes as nothing new. He says, "The chart is a false god that we've been worshipping for too long. The changes proposed seem to me to be just another desperate attempt to put some life into something which has long since been dead. The breakers chart seems to be a new way of marketing the positions 41-75 in the chart. I suppose it's a lot more glamorous to be able to say you're number one in the breakers chart, than outside the top 40. I think the breakers chart will be very susceptible to record promotions, but that applies to positions 41-75 at the moment."

## GEMA, SACEM Plan Joint Policy Against Private Copying

The heads of the German and French authors' rights organizations GEMA and SACEM will be working more closely together on the problems of home taping following a late April meeting.

While no concrete plan of action was drawn up at that meeting, both organizations agreed to continue meeting on a regular basis to monitor the situation in each country. GEMA president Dr. Reinhold Kreile and SACEM director general Jean-Loup Tournier discussed working together more closely on this issue in the future at the meeting held at the GEMA headquarters in Munich.

The main worry for both organizations is what will happen once border controls are scrapped in January 1993. According to head of the private copying division at GEMA Christian Kröber, a Europe sans borders will present authors' rights organizations in all territories with the challenge of preserving their current payment systems until EC-wide legislation is introduced. "The goal of all

European authors' rights associations is to have one unified European tariff for private copying, at the highest level possible," he says.

SACEM director of record and video rights Jacques Moinet agrees. "France would like to see a European directive for a unified payment on home copying," he says. "I think it should be the highest levy in Europe. GEMA and SACEM are working together on this issue because we have the most experience in collecting payment from private copying."

Kreile comments, "With the advent of the open market it will be increasingly difficult to monitor the movement of blank cassettes across borders. We want to ensure that payment is made for the cassettes in the country where they were produced. The rates of payment vary a lot from country to country, and there is a danger that other countries with higher rates like Holland and France will try and get their product licensed in Germany, where the rates are lower, and then ship the cassettes over to other territories." MW

## CLT Revenue Jumps 31%, Net Up 67% In 1991

Turnover at European group TV/radio owner CLT increased 31% to £841 million during 1991, while consolidated net income jumped 67% to £25 million.

Driving the numbers was the company's TV operations. Ad revenue leaped 48%, thanks mostly to a 48% jump in turnover that was mostly attributed to growth at RTLPlus in Germany and RTL4 in Holland.

In radio during the year, the company launched RTL/Berlin and the Bel RTL network in French-speaking Belgium. In France, the company's flagship network, full service-formatted RTL, continued to be the ratings leader with a 23.1% audience share during 1992's first quarter. SW

### For The Record

Under the new agreement between BMG and Windham Hill Productions, Anne Robinson will become managing partner, not managing director as reported in last week's issue of M&M.

In the syndication special appearing in issue 20 of M&M, WENN (World Entertainment News Network) was implied to be a product of Rock Over London. WENN is an independent worldwide network which has utilized the services of ROL to market their product in the UK.

## MONTREUX MONITOR Talk Is Money

If you were to rank the top 20 US stations by total revenue, news/talk (NT) stations would occupy at least half the list.

For this reason, many European broadcasters are anxious to duplicate the US success in information radio. But potential investors should also understand what's at stake.

Though few in number, NT stations are among the most listened-to and largest advertiser-supported radio outlets in America, generating tens of millions of dollars each year in certain large urban areas. They also bring station owners tremendous prestige within the local community and generate goodwill with government regulators.

The down side of this format is that it is expensive to produce, and it can take years to build market share. Large staff and other news-gathering costs can make this format an expensive journalistic exercise. But if you're patient, you can expect an excellent return on your investment. The average annual return for NT stations in 1990 was about 14%. Few NT stations lose money, partly because they attract less direct competition than other formats. Also, NT formats, particularly all-news stations, have thrived largely unchanged for more than 30 years.

KYW-AM/Philadelphia GM Roy Shapiro runs one of the most successful all-news outlets in the US. He attributes his success to five simple rules:

1. Repeat the hits. Top stories are the format's "hot hits," and listeners expect to hear the "hits" every time they listen.
2. Focus news coverage. All-news stations can't fulfil every news need. Stick to the basics: weather, traffic, time and business. Provide news updates every 15 minutes with fresh story slants.
3. Understand your audience. All-news listeners traditionally tune in several times a day. It's important to programme news to make listeners come back again and again.
4. Listen to your news staff. This format is a people-driven medium, staffed by talented and informed professionals. Understand it is their story judgement which will ultimately win your station greater credibility, greater listenership, and more advertiser support.
5. Reflect the needs and wants of your community. Stories should mirror local life and sentiments. These and other news formal tips will be covered at NAB Radio Montreux, June 10-13. For more information, tel: (+41) 21.963 3220; fax: (+41) 21.963 8851.

## It's Official; IMR Wins INR2 Licence

The **Radio Authority** has officially granted **Independent Music Radio (IMR)** the licence for the second Independent National Radio (INR2) service.

IMR, a consortium formed jointly by **TV-AM** and **Virgin Communications**, has satisfied the Authority that its funding can sustain the service for the life of the eight-year licence. IMR's bid of £1.88 million (app. US\$3.3 million) annually will be paid into the government's consolidated funds.

The classic rock station broadcasting on AM is scheduled to come on-air in early spring 1993. Until then IMR will be conducting test transmissions according to the Authority.

Meanwhile, the Authority is expected to announce a decision in the near future regarding the advertisement of **INR3**, which must be speech-based. *MMc*

## Capital Radio Pre-Tax Profits Decline 18%

**Capital Radio** suffered an 18% fall in pre-tax operating profits to £4.1 million (app. US\$7.3 million) for the six months up to March 31 compared with the same period last year. Turnover for the company for the half year period rose by 2.8% to £16.2 million.

Meanwhile, Capital Radio's turnover increased 4%, with national advertising up by 8%.

Latest figures show **Capital FM** and **Capital Gold** capturing 26.3% of London's total audience listening hours, with the latter showing particularly strong growth.

The down-turn in profits has been attributed to a rise in operating costs. In a recent press release, the group reveals, "The second half of the year so far shows no sign of improvement in trading conditions, and thus we continue to take a cautious view of the immediate future." *MMc*

## Southern Makes £165,000 Pre-Tax Profits In 1991

**Southern Radio** announced year-end pre-tax profits of £165,000 (app. US\$295,000) against a loss of £278,000 for the previous year. Turnover was £3.16 million compared to the previous year's £1.77 million. SR's figures are the first since its merger with **Invicta Radio/Kent**. *MMc*

# NO JUNE START SAYS AUTHORITY Classic FM Set For Autumn Launch; Names Bukht PC

by Mike McGeever

The **Radio Authority** has denied reports that **Classic FM** is planning to open in July, maintaining that UK's first national commercial radio network will come on-air in the autumn as previously believed.

In preparation for the launch, **Classic FM** has appointed **Michael Bukht** as programme controller, while newly-appointed sales director **Nigel Reeve** will be in charge of an eight-person sales team, which will be on the road in early June.

Bukht, a 30-year broadcasting veteran, is probably best known as the first PC at **Capital Radio/London**, where he worked for four years.

Commenting on his new post he says, "The launch of **Classic FM** represents the first significant step in radio this country has witnessed for almost two decades. I was involved in the last major step—the launch of **Capital Radio**—and I am delighted to take part in the next advance."

## Bukht Promises Variety, Accessibility

Outlining his programming plans, Bukht says, "We will not provide 'wall-to-wall **Vivaldi**.' The music will range from **Palestrina** to **Walton**, covering nearly five centuries of music."

He says the network will broadcast opera, operetta, romantic music, concerts, ballet, chamber music, full-scale orchestral music, live and recorded performances, plus music and personality features.

Bukht, a former **Invicta Radio MD**, (followed by **Reeve**), says the network's key objective is listener accessibility.

"The station will give easy access to classical music radio for the first time in the UK," claims Bukht.

## Sponsorship-Focused Sales Strategy

Meanwhile, **Reeve** says sponsorship will play a lead role in the network's sales strategy. "We see a high percentage of our income coming from sponsorship," he says, "either in strand packages such as traffic and weather bulletins—which will be sold within the advertising structure—or in corporate sponsorship and themed programming." He continues, "Besides targeting current radio advertisers, part of the sales strategy is to bring in new advertisers."

To help reach that goal, the network has also appointed **Tracy Long** as sponsorship director. Long has worked as an independent consultant in corporate fundraising and marketing after a career in TV production and theatre.

# Curiosity Hangs In With Comeback Album

by Miranda Watson

**RCA/Arista UK** dance band **Curiosity** could be back in the headlines if the success of the single *Hang On In There Baby* is anything to go by. The record went to number 1 in the **MRIB** airplay charts at the beginning of May and peaked at number 3 in the singles sales chart. (At presstime it stands at number 6).

Formerly known as **Curiosity Killed The Cat** and signed to **Polydor**, the jazz/dance group enjoyed a string of chart hits between '87-'89 with *Misfit*, *Down To Earth* and *Name And Number*; also, the first album *Keep Your Distance* was a Top 10 hit.

Now after over two years, three out of the original four members, headed by frontman **Ben Pierrot**, have returned with a

more pop/EHR sound. **BMG/RCA** product manager **Miller Williams** says it hasn't been too difficult to re-establish the band "as most people still remember them from the *Down To Earth* days."

He says the single has been getting good airplay across the UK. "Two of the most important stations, **Capital FM** and **Radio 1**, have put the single on their A-list rotation and all the regional stations are playing it."

The group completed a regional radio tour last month, visiting key stations such as **Piccadilly Key 103 FM**/Manchester, **Radio Forth RFM**/Edin-



**THANKS A BUNCH** — Canadian band *Grapes Of Wrath* were presented with a platinum disc in April for sales of 100,000 copies of their album "These Days." Pictured (l-r, standing) are: GOW member Tom Hooper, Capitol Parlophone ex-international marketing manager **Didier Zerath**, Capitol Parlophone GM **Tony Wadsworth**, GOW member **Kevin Kane**, producer **John Leckie**, Capitol Parlophone divisional MD **Andrew Pryor**, GOW member **Chris Hooper**, GOW member **Vincent Jones**, Capitol Canada executive **Rob Brooks**; (l-r, seated) are: manager **Safta Jeffrey**, Capitol Parlophone promotions manager **Helena Pennant-Jones** and Parlophone product manager **Arabella Crawford**.

# GWR Acquires 40% Of Spire FM

Group radio operator **GWR Group** has acquired 40% of **Spire FM/Salisbury**, a newly licensed station due to go on-air in September. The EHR station will fill the gap between the group's Wiltshire and south coast stations.

GWR acquired the stake from a founding member of **Spire FM** and a former GWR executive for £60,000 (app. US\$107,000).

The acquisition, together with the recent purchase of **Isle Of Wight Radio**, is a demonstration of GWR's current strategy, according to the group's chairman **Henry Meakin**. "Our plans include building from our core stations in the M4 corridor through whole- or part-ownership of neighbouring

stations, while also targeting major conurbations."

**Spire FM** will be marketed nationally to advertisers as part of the **2CR/Bournemouth** area. (**2CR FM** and **2C Classic Gold** are wholly owned subsidiaries of GWR).

The area was augmented with the acquisition of **Isle of Wight Radio**, and now covers 750,000 adults representing an increase of 50% since before the buyout.

GWR's portfolio now includes nine wholly owned stations and shares in four others, including a 17% stake in **Classic FM**, the first independent national station, slated to go on-air in July. *MMc*

**burgh** and **Radio Clyde 1**/Glasgow.

Meanwhile, TV and press coverage has included an exclusive performance on **ITV's "The Chart Show"**, **BBC 1's "Top Of The Pops"**, "Wogan" and "Pebble Mill," **Sky TV** and an interview on **TV-AM**.

EHR-formatted **Radio Clyde 1** head of music **Bobbie Hain** says *Hang On In There Baby* is currently one of its highest rotation singles, though he claims it is too early to tell if the band is really making a comeback.

**BRMB FM**/Birmingham (EHR) head of music **Robin Valk** is also reluctant to jump to con-

clusions. "[We have to wait] until the band has got a few more hits under their belt. They've changed their style quite a lot to do pop cover versions, which seems to be the thing this year, but it could be just a one-off hit."

Valk says he's been playing the single on medium to high rotation.

Elsewhere in Europe, Italian private network **Radio DeeJay** has been giving the single heavy airplay, and in Germany the single has climbed to number six in the airplay chart, while at presstime it stands at number 20 in **M&M's EHR Top 40**.

**Williams** reports that **Curiosity** are recording their third album, set for release in September. The band is signed to **Arista UK** and all future releases, including the next single, will be on the **Arista** label.



Curiosity

## Virgin Compiles Album For AIDS

Twenty-seven artists have put together an album of previously unreleased tracks to be launched on May 25 to help in the fight against AIDS. All proceeds from the album, entitled *Urgence*, will go to the Pasteur Institute's department of AIDS research headed by Professor Luc Montagnier, who discovered the AIDS virus.

Artists taking part in the project include **Bruel, Cabrel, Clerc, Daho, Eicher, Goldman, Hallyday, Kaas, Mano Negra** and **Renaud**.

Only 500,000 have been shipped, and if all these copies are sold, it could raise up to Ffr35 million (app. US\$6.4 million).

The idea behind the project came from **Etienne Daho**, signed to **Virgin**, and Virgin Records president **Fabrice Nataf**.

All the artists have received a breakdown of the expenses and receipts as well as the contract between the Institute Pasteur and Virgin stipulating that the money will be allocated to Montagnier's department.

Nataf was delighted to see that most of the artists have agreed to be part of the project,

saying, "I think that a lot of people are becoming really concerned with this issue."

This compilation will be backed by an extensive TV, press and radio advertising campaign, thanks to free advertising space given by most of the media. "Total advertising space given by these outlets would have reached Ffr25 million," says Nataf, adding that campaign decisions will be left to the media.

"We will not service the records to radio stations," he reports. "We feel that if they buy just one album a year, it should be that one."

Nataf dismisses accusations that it is a good way for Virgin to keep its label and sales force active. "Virgin will not make a cent on this project," he says. "We don't charge any expenses. People on our team have spent hours and days working on it. They could have spent it on more lucrative projects. Our logo is not even on the record and we don't plan to ask for the album to be charted. We did it because we thought we had to do it. And if it can help AIDS research go quicker, our efforts will be paid back." *EL*



Fabrice Nataf

## RECORD INDUSTRY'S SUMMER AGENDA

# Working With Radio Music Channel, Charts Top List

by Emmanuel Legrand

It may be a cool, sunny spring, but a few key issues are hot on the agenda of the French music industry.

● Relationship with radio Stations: Music industry organization SNEP continues to negotiate with radio stations and/or their representatives about the quantity of French music that should be broadcast. Following the recent deal with independent station representative SIRTI, SNEP has inked a deal with AC net Europe 2, and new announcements are expected soon. Some major national FM networks are still missing in the count, but according to SNEP's general manager **Bertrand Delcros**, "There is a new state of mind in the radio industry" following the new radio policy unveiled by broadcasting authority CSA in what is called "Communiqué 177." Says Delcros, "The CSA said it will take a close look at the stations' commitments to play French product. Decisions will soon be made regarding the Paris metropolitan area, and radio stations have realized that they will stand more chance of being granted a frequency if they have signed with us."

● The Music Channel: After the collapse of **La Cinq**, optimism

has been restored in the music industry regarding the fate of a terrestrial music channel. As cultural channel **Arte** is now poised to be broadcast on La Cinq's transmitter network, a series of frequencies in France's main cities have become available. Both the Ministry Of Culture and the music industry are lobbying the CSA to consider the musical channel as a serious and valid option. SNEP has decided to set up a feasibility study for such a channel and will meet with the CSA on June 15 to present the study. Comments Delcros, "We want to explain to the CSA what are the hopes and the needs of the music industry. We are going to consider all the different possibilities and come up with a realistic proposal."

● The charts: Rocking the boat has also proven to be useful on this issue. It is no secret that the industry was not pleased with the current organization of the charts, criticized for being slow and inaccurate. Following loud objections, **Europe 1**—the network operating and financing the charts through its subsidiary **Top N1**—has reacted promptly and positively. Europe 1 vice president **Jean-Pierre Ozannat** has decided to address the issue immediately. New research systems have been evaluated and

**Nielsen**, the company carrying out the in-store research, has been asked to come up with a new proposal. The solution chosen is to implement a new chart on a point-of-sales computerized system which will allow the charts to be based on sales. As a result, the current twice-monthly album chart will become weekly. The announcement is expected to be made by Ozannat before the end of the month. Comments Delcros, "They have understood that the situation was serious, and the fact that Ozannat himself got involved proves it. They have worked hard and have made good progress. We now have no reason not to trust them. I am confident that in the end we will come up with a clear and accurate system."

● Airplay Tracking: The accuracy of the airplay listings made by Strasbourg-based company **Media Control** has also come under heavy fire from SNEP. The listings have been criticized for being inaccurate; and the panel of stations has also drawn fire for not representing the reality and the diversity of French radio. Different systems have been evaluated by SNEP and a decision is expected within the next two to four weeks. Media Control is said to have come up with a proposal that has made a strong impression on SNEP.

## Kaas Takes French Chanson To American Audiences

One of the latest efforts at breaking into the US market has come from French top-seller **Patricia Kaas** who toured the USA for the first time in April this year to support her first US release on **Sony Music's Columbia** label.

Some 5,000 people saw her performing during the eight-concert tour, which kicked off in New York's Ballroom. This was followed by a sell-out concert at the 1,500-seater **Town Hall**. Then on to **The Bayou** in Washington,

### Marketing The Music

Philadelphia's Theatre For Living Art, Boston's Night Stage, San Francisco's Bimbo's, ending up at the Henry Fonda Theatre in L.A.

Kaas is managed by **Cyril Prieur** and **Richard Walter** through their Strasbourg-based company **Talent Sorcier**. Prieur calls the results encouraging, but says they could even have been

better because "neither the record company nor the local promoters really pushed the tour."

"The record company asked us to postpone the tour because...they said it could undermine their promotional efforts on the next album. We decided to go anyway because it was important for us to show Kaas's commitment to the US market. We really felt it was important for people—especially the media—to see her live. As we couldn't invite all of them to France, we found it more convenient to go over there."

Prieur admits the tour was a "money-loser," but says he considers it an investment. The total budget reached Ffr700,000 (app. US\$129,000), financed by box-office receipts, tour support from both **Columbia France** and **Columbia USA**, and a personal investment from Kaas through her own company **Note de Blues**.

Prieur has secured a dual local sub-management deal for Kaas in the US with **Dennis Oppen-**

**heimer** of the Washington-based **Performance Group**. The deal mainly covers the legal/financial affairs, while New York-based **Metropolitan Entertainment's Bill Kitchen** will deal with the day-to-day problems. Explains Prieur, "They might not be the biggest names around, but they have believed in her since the beginning, and I'd rather deal with partners like this than with a large management company, where Patricia would be 15th on the list of priorities." In addition, Kaas is on the books of the L.A.-based **William Morris Agency** under the supervision of international manager **Dick Allen**.

Despite an important contingent of French expats at her concerts, the vast majority of the crowd was American, proving that it is possible to attract local audiences with an almost exclusively French repertoire (one song was in English—a version of *Summertime*).

(continued on page 32)

## Nostalgie Affiliate Switches To NRJ

by David Roe

The **Nostalgie** affiliate broadcasting from Longueuesse in the Pas de Calais region is to change over to the **NRJ** programme as of June 15, says station programme director **Eric Bay**.

The move is the result of what Bay describes as "A lack of communication" between the head of the network [**Nostalgie**] and its local affiliate. Bay explains, "We have until now been a subscriber to **Nostalgie**, and the audience polls were good, but communication has been bad. The final straw came recently with a 'grand soirée' that **Nostalgie** organized for us. We weren't told the names of the band and the line-up was only finalized two days before the event. The result was that we were unable to organize any publicity or local advertising and audiences began to criticize

**Nostalgie**. It was really nothing to do with us and so we decided to take up a different programme."

Bay is confident that there is room for the **NRJ** programme in the area. "Apart from **Skyrock**, there is no young-adult format," he says, "and I think the people are a little bit tired of it [**Skyrock**] after three years."

He adds, "We are also developing programmes of our own, like 'Night Club,' for example, when we will transmit the 'hippest' music we can find from both French and Anglo-Saxon artists."

"There will be as much audience participation as possible through the press or minitel. At the beginning we expect to lose some of our audience, but we are certain that within a very short time we will be able to recuperate and increase on what we have at the moment."

# Norway's Price Authority Joins Parallel Import Fray

by Kai Roger Ottesen

The problems surrounding parallel imports, which is scheduled to be discussed at a June IFPI meeting in London, is heating up again in Norway.

The Norwegian price regulatory organisation, the Prisdirektoratet, has supported the right for record retailers to import product from other markets. The Prisdirektoratet was responding to plans unveiled in March—which reportedly have the support of the GGF (the Norwegian IFPI)—for a standard contact between record companies and retailers in which it was indirectly stated that retailers would only be able to buy product from the local record companies. The Prisdirektoratet is even reportedly discussing regulations which would allow more competition at the wholesale level. The



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organisation plans to discuss the matter in more detail in autumn.

Opposition to the Prisdirektoratet views has been strong. The Ministry Of Culture Affairs has announced that "it does not wish to support Prisdirektoratet's statement."

**BMG Ariola Norway MD and GGF chairman Erling Johannessen** has also joined the fray. "The industry will continue to lobby the Norwegian authorities to implement legislation which will restrict parallel imports and protect product in the established record companies' catalogues," he says.

Johannessen accuses the price authorities of "choosing the easy way out" and of neglecting both Norwegian culture and music. "It takes a lot of money to market Norwegian artists," he says. "But, my executives in Germany will not grant me larger recording budgets if

I am unable to make money in my country. In order to do that, I have to sell international artists. If the free-ride continues to come from US or wherever, we will have a gigantic problem, which will mean we have to cut down on Norwegian music. The record companies are spending a lot of money on marketing an artist, and importers are just sitting there and taking the money."

During the two first months of 1992, 40% of the CD sales were imported, estimates Johannessen. Last year, the total turnover in the Norwegian recorded music market was Nkr492 million (app. US\$76 million). It is estimated that this figure is 40% lower than it should be because of parallel imports, he believes.

Most of the imports are carried out by wholesalers, with about 80% of that market controlled by one company, **Sound Solutions**, Johannessen guesses. Major products such as albums by **Bruce Springsteen** and **Michael Jackson** usually come from the US, while

Johannessen estimates that imports for the top five artists in the national VG chart reach between 5,000-15,000 in unit sales per act.

Says Johannessen, "Wholesale prices for CDs are the lowest in

Europe: Nkr84-88. But still we are being killed by US prices. If a wholesaler imports 100 copies of **Whitney Houston**, he may sell the CD for Nkr60-62, transport included."



**ACKLES SIGNS WITH SONY** — Popular Norwegian rock 'n' roll and country artist Stephen Ackles signed a five-album contract with Sony Music's Columbia Records in March. Recording for the first album is scheduled to start in June in the US. Pictured (l-r) are: Manager Petter Bakke, Ackles, Sony Music local A&R manager Marius Lillelien (standing) and Sony Music MD Rune Hagberg.

## ITALY

# Daniele Starts Freeland For 'Ethnic-Italian' Market

by David Stansfield

Major artist **Pino Daniele** has launched the new label **Freeland**, which will concentrate mainly on what he describes as a "modern re-discovery of ethnic-Italian music."

Daniele is joined in the project by **Sergio Pisano**, who owns the adult alternative label **Folies**. Pisano also heads the **New Sounds** company which publishes the monthly magazine *New Age And New Sounds*.

Freeland product is being licensed initially to **RTI Music** (Rete Televisive Italiana), the



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The first releases on Freeland are by percussionist **Rosario Jermano** (*Living In Percussion*), pianist **Mario Rosini** (*Mediterraeo Centrale*) and Italo/Swedish guitarist **Lutte Berg** (*Mountain's Breath*). Daniele produced all three

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Daniele is quick to dispel the New Age tag that most critics have attached to the label. "I'm experimenting with producing music for the domestic market which is different from the US and UK-influenced sounds. There are European, Mediterranean, African and Arab influences in the roots of Italian music. My aim is to pull these together. Although labels such as **Real World** are committed to ethnic music, there was no label devoted to Italian music of that genre."

While Freeland will concentrate mainly on instrumental music Daniele does not rule out the prospect of releasing product by vocalists in the future.

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Comments Alabianca president **Tony Verona**, "La Falce was very interested in this project. He wants to release the album in other European territories—probably starting in Germany, as DSB has its head office in Berlin. The album will initially

be released at the end of May in Italy and Benelux on our own Alabianca label."



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Italian radio stations have already been serviced with the CD promotional single **Vola**. Verona confirms that promotional campaigns are scheduled on national Italian-music-only network **Radio Italia Solo Musica Italiana**, **Rete 105**, **Radio Dimensione Suono** and **Radio Kiss Kiss**.

Most of **Radici** was produced and mixed in the UK. The album contains nine newly recorded versions of past hits by Sorrenti, plus two new songs. **DS**



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# Pubcaster Radio 3 New Structure

RO, KRO, NCRV—now rating as **Station 3**—and RA and NOS will fill the slots from Monday-Friday 00-19.00. Evangelist broadcasters EO will occupy the 19.00-20.00 slot. Alternative broadcaster VPRO will be on-air each weekday from 21.00-24.00. The arrangement between the two will be a joint venture between all pubcast-

the right to appeal against his decisions to NOS, he reports.

Van der Lugt dismisses fears that VPRO might get sucked into the more competitive aspect of new public radio. He says, "I think VPRO has to retain a sort of independence because it is one of the main contributors to the public image of Radio 3." He calls programmers like VPRO the "soul of the public broadcasting system" because it programmes new music and highlights new trends in music. "If we only broadcast commercial music and no new music," he says, "there would be no sense in not making Radio 3 a privately owned commercial Radio station."

Van der Lugt says he believes the restructuring will be successful in walking a middle line and will "provide a good competitor to all of the commercial stations while retaining the flavour of the public system."

The new coordinators for the other public radio stations are as follows: **Radio 1—Allard Berends, Radio 2, Kees Toering, Radio 4, Carole Muizelaar, and Radio 5, Rini Spigt and Jan Haasbroek.**

Van der Lugt says he thinks broadcasters will work together in the new structure despite a long history of not getting along. "I organized a cooperation between AVRO, KRO and NCRV to team up as Station 3—the first effort on the part of the public system to organize horizontal programming—on Radio 3 last year. And everybody working on Station 3 is very happy about it." Describing his new function, he says, "I have an independent and autonomous role in this. If a station comes up with a programme and I don't think it fits in, I first go and talk with the people responsible for the programming; and if that doesn't work, I can ask them officially to stop the programme." The broadcasters have

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Pan-European private radio lobby group the **Association of European Radios (AER)** will focus on issues of freedom of speech during meetings planned in Strasbourg on May 14.

AER president **Brian West**, secretary general **Alfonso Ruiz De Assin** and members of the AER executive committee will discuss the issue of private radio broadcasts with the EC's **Human Rights Direction**. The AER's main target is to promote private

radio's interests on a European level, with particular emphasis on freedom of speech and free circulation of information.

AER representatives have also planned a meeting with the President **Egon Klepsch's** cabinet to conduct a survey on the problems faced by stations from various European countries. AER delegates will also meet with both the president and the secretary general of the Commission for Youth, Culture, Media and Sports, **Antonio La Pergola** and **Enrico Boaretto**.

—reports that he has already submitted a schedule which complies with the horizontal programming mandate given by NOS in late March when the restructure was voted on.

Van der Lugt, who also served as **KRO** station manager for Radio 3, says the new schedule, now before the NOS board for approval, will be very different from the hotch-potch it has been in the past. Of the nine public broadcasting companies now on Radio 3, Van der Lugt says



Paul van der Lugt

## SPAIN

# Radio Listening Rises To Record Levels, Says ICP

by Anna Marie de la Fuente

The total radio audience in Spain reached a record 61.9% of the population of 32 million adults aged 14+ in the first quarter of 1992, according to a study conducted by research company **ICP/Radio**. The average radio audience for the last few years was 55%, peaking only at 60%.

Private national EHR network **Los 40 Principales** continues to dominate the ratings, registering an increase of 18.9% to 4.0 million listeners. Private net **Antena**

**3** (news/talk) captured 800,000 new listeners, with a 29.5% increase taking it up to 3.5 million; rival news/talk net **Onda Cero** racked up the largest increase, jumping 51.8% to the two million listener mark two months after its relaunch—an increase of 700,000 during the last quarter.

ICP director **Raúl Domingo** comments, "This is mainly due to the incorporation of top personality **Luis Del Olmo** and his show 'Protagonistas.'"

Meanwhile, news/talk network

**COPE Convencional** is slowly recovering since Del Olmo's departure; the number of listeners increased 10.1% to 839,000 following a slump to 762,000 at the end of last year.

News/talk net **SER Convencional** continues to hold onto the number three slot, racking up 2.7 million, an increase of 6.4%. **SER Convencional** and **SER Los 40 Principales** capture 20.8% of the total radio audience between them.

ICP/radio, which uses the French **Mediametrie** ratings methodology, shows that average listening time reached its peak during the first quarter of 1992, racking up 137 minutes per listener (see chart).

ICP has also begun monitoring car radio listeners since October. The first outcome reveals that over 3.6 million individuals listen to the radio in their cars, especially during peak traffic hours from 8:00-9:00, when maximum audience levels of 869,000 listeners are reached.

### RNE Plans Stations For Huesca, Pontevedra

Pubcaster **Radio Nacional de España (RNE)** plans to open new stations in the areas of Huesca and Pontevedra this summer.

The stations will broadcast on medium wave on RNE's **Radio 5** network, the only RNE outlet with a locally based news/talk format. The move is part of RNE's overall territorial strategy to launch stations in the capital cities of Spain's autonomous regions, as well as for each municipality with over 60,000 people.

The introduction of more local pro-

gramming complements RNE's recent streamlining policy (M&M, May 23) along with the changes brought in April. These changes will reduce national programming in favour of local broadcasts, and are focussed mainly on Radio 5 and the news/talk formatted Radio 1.

The cost of opening the new stations is not particularly high, says RNE director of juridical affairs **Santiago Soroa**. RNE also intends to start work on opening another station in Segovia before the end of this year, the autonomous regions of Extremadura and Galicia.



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### Spain's Top Radio Stations (ranked by millions of listeners)

Network	Format	3rd Q '91	4th Q '91	1st Q '92	% chg.
SER Los 40 Principales	EHR	3.967	3.361	3.998	+18.9
Antena 3 Convencional	NT	3.163	2.750	3.560	+29.5
SER Convencional	NT	2.532	2.526	2.688	+6.4
Onda Cero Convencional	NT	0.547	1.295	1.966	+51.8
COPE Convencional	NT	1.953	1.292	1.449	+12.1
COPE Formula	EHR	0.942	0.762	0.839	+10.1
SER's Cadena Dial FM	Spanish Music	0.579	0.693	0.908	+31.0
Total radio audience		18.608	17.809	19.820	+11.3

Source: ICP/Radio

# Norway's Price Aut

by Kai Roger Ottesen

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by Marlene Edmunds

The umbrella group for the public broadcasting system—NOS—has appointed coordinators for all five Dutch public radio stations to serve in the newly restructured system which will become effective on October 1. Paul van der Lugt, the coordinator for Radio 3—the station with the largest listening share (33%)—reports that he has already submitted a schedule which complies with the horizontal programming mandate given by NOS in late March when the restructure was voted on.



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**JAMES BROWN IS DEAD SELLS GOLD** — Michiel van der Kuy—the man behind L.A. Style's European hit single "James Brown Is Dead" (Indisc)—recently handed a gold award to Ineke Heijsteeg of record shop Discocentrum Leerdam for selling copy number 75,000.

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AER representatives have also planned a meeting with the President Egon Klepsch's cabinet to conduct a survey on the problems faced by stations from various European countries. AER delegates will also meet with both the president and the secretary general of the Commission for Youth, Culture, Media and Sports, Antonio La Pergola and Enrico Boaretto.

## SPAIN

# Radio Listening Rises To Record Levels, Says ICP

by Anna Marie de la Fuente

The total radio audience in Spain reached a record 61.9% of the population of 32 million adults aged 14+ in the first quarter of 1992, according to a study conducted by research company ICP/Radio. The average radio audience for the last few years was 55%, peaking only at 60%.

Private national EHR network Los 40 Principales continues to dominate the ratings, registering an increase of 18.9% to 4.0 million listeners. Private net Antena

3 (news/talk) captured 800,000 new listeners, with a 29.5% increase taking it up to 3.5 million; rival news/talk net Onda Cero racked up the largest increase, jumping 51.8% to the two million listener mark two months after its relaunch—an increase of 700,000 during the last quarter.

ICP director Raúl Domingo comments, "This is mainly due to the incorporation of top personality Luis Del Olmo and his show 'Protagonistas.'"

Meanwhile, news/talk network

COPE Convencional is slowly recovering since Del Olmo's departure; the number of listeners increased 10.1% to 839,000 following a slump to 762,000 at the end of last year.

News/talk net SER Convencional continues to hold onto the number three slot, racking up 2.7 million, an increase of 6.4%. SER Convencional and SER Los 40 Principales capture 20.8% of the total radio audience between them.

ICP/radio, which uses the French Mediametrie ratings methodology, shows that average listening time reached its peak during the first quarter of 1992, racking up 137 minutes per listener (see chart).

ICP has also begun monitoring car radio listeners since October. The first outcome reveals that over 3.6 million individuals listen to the radio in their cars, especially during peak traffic hours from 8:00-9:00, when maximum audience levels of 869,000 listeners are reached.

### Spain's Top Radio Stations (ranked by millions of listeners)

Network	Format	3rd Q '91	4th Q '91	1st Q '92	% chg.
SER Los 40 Principales	EHR	3.967	3.361	3.998	+18.9
Antena 3 Convencional	N/T	3.163	2.750	3.560	+29.5
SER Convencional	N/T	2.532	2.526	2.688	+6.4
Onda Cero Convencional	N/T	0.547	1.295	1.966	+51.8
COPE Convencional	N/T	1.953	1.292	1.449	+12.1
COPE Formula	EHR	0.942	0.762	0.839	+10.1
SER's Cadena Dial FM	Spanish Music	0.579	0.693	0.908	+31.0
<b>Total radio audience</b>		<b>18.608</b>	<b>17.809</b>	<b>19.820</b>	<b>+11.3</b>

Source: ICP/Radio

### RNE Plans Stations For Huesca, Pontevedra

Pubcaster Radio Nacional de España (RNE) plans to open new stations in the areas of Huesca and Pontevedra this summer.

The stations will broadcast on medium wave on RNE's Radio 5 network, the only RNE outlet with a locally based news/talk format. The move is part of RNE's overall territorial strategy to launch stations in the capital cities of Spain's autonomous regions, as well as for each municipality with over 60,000 people.

The introduction of more local pro-

gramming complements RNE's recent streamlining policy (M&M, May 23) along with the changes brought in April. These changes will reduce national programming in favour of local broadcasts, and are focussed mainly on Radio 5 and the news/talk formatted Radio 1.

The cost of opening the new stations is not particularly high, says RNE director of juridical affairs Santiago Soroa. RNE also intends to start work on opening another station in Segovia before the end of this year. The autonomous regions of Extremadura and Galicia.



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# Sony's Herzklang Label Gaining Ground

by Miranda Watson

In just 18 months, Sony Music's Herzklang label has built a wide-ranging repertoire of German schlager, MOR and folk music. The first artist signed to the label, panpipe player Edward Simoni, has two gold albums, and is Herzklang's most successful signing to date. Popular German singer Peter Kraus became the label's first artist to enter the national album sales charts with his album *Rock 'n' Roll Schmuseparty*.

The label was set up in autumn 1990 to cater specifically for the schlager market. "We wanted to give this style of music its own platform within Sony Music," says label manager Uwe Kanthak. "This genre is becoming increasingly popular. Artists such as Die Flippers and Wildecker Herzbuben have sold over one million units." Schlager accounted for 8.3% of soundcarrier sales figures in western Germany in 1991 according to BPW.

Kanthak says the CBS label has had a lot of success with schlager stars in the past, such as Peter Hoffmann, Die Goldene Dreizehn, Paola, Ricky King and Roberto Blanco. He says the time is right to set up a label that deals specifically with this genre. Three people work

at Herzklang, Kanthak handles management and A&R; Antje Mennenga is responsible for promotion; and Gitto Hein is the general assistant/secretary.

Kanthak stresses the importance of radio in advancing artists on Herzklang. "Specialized stations playing this genre enable us to reach exactly the right target audience for our campaigns." Kanthak says the label usually works with broadcasters Bayern 1, S4, WDR 4, HR4, NDR1 Welle Nord, NDR 1 Radio Niedersachsen and private schlager formatted Radio Arabella/Munich. Radio ad campaigns have been used to promote the albums from Kraus and Simoni, as well as the recently signed Sarah.



Uwe Kanthak

New deals this year have further broadened the spectrum of Herzklang's repertoire. The debut album from Regina Thoss, a collection of 12 love songs called *Am Ende Zählt Nur Die Liebe*, was released in February. Another new signing is German schlager star Andreas Martin, whose first single *Meher Als Sehnsucht* will be released in June from the forthcoming album *Verbotene Träume*. The first single from all-round artist Frank Zander, *Alles Was Wir Haben, Alles Was Wir Brauchen*, was released this month. His album will be out in early summer.

## Pallas Retains Faith In Vinyl

Private record producer Pallas says it will continue to concentrate on the production of vinyl records in the future. While other companies are decreasing production of vinyl and moving over to CD production in the face of a declining market, Pallas says it still sees a future in "black discs."

Based in Diepholz, the company will maintain production of the full range of records, including special edition coloured discs and picture records. Pallas consists of the CD manufacturing company Compact Disc, record manufacturing plant Pallas, cassette company Orchestra and distribution firm Da Music.

New talent inked to Herzklang includes schlager singer Matthias Carras, who is releasing his second single *Gib Mir Die Hitze Der Nacht*; and Herzklang's child star Sarah who appeared this month on ZDF's "Musik Liegt In Der Luft;" her debut album *Sarah* was released at the beginning of April.

Other Herzklang recordings this year include Pete Tex's new album *Saxophonräume, Ohne Mutti Geht Es Nicht* from new German comedy act Aber Und Hallo and Hein's single *Hein Mit Dem Dritten Bein*.

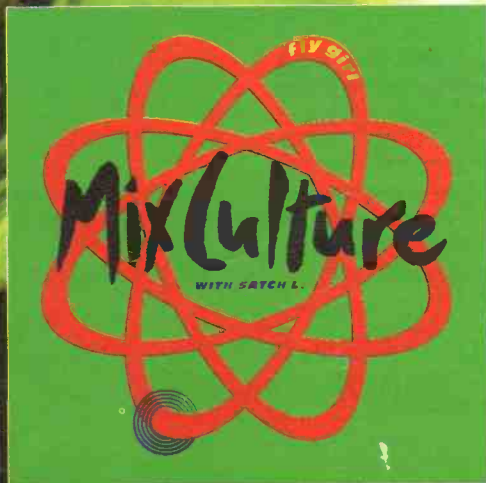


**WURFEL JOINS MCA** — MCA Music Publishing Germany MD Adrian Facklam-Wolf recently welcomed Adreas Würfel to the team as new manager of A&R international. He was formerly product development manager with Verabra Music Group. Pictured (l-r) are: A&R national executive Armand Hacaturyan, Facklam-Wolf and Würfel.

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# Bayern 3 Flips To AC; Targets Younger Demo

by Miranda Watson  
and Ellie Weinert

It's all change on the Munich radio scene at the moment. First **Radio Gong 2000** hires **Hermann Stümpert** to consult its format change and now pubcaster **Bayern 3** is flipping its format to AC in an attempt to attract younger listeners.

The Munich-based pubcaster, which previously aired a mix of EHR and oldies-formatted radio, hopes the change will bring in a 20-40 year-old demo. The station has been losing listeners over the last five years and is fighting to win them back. Figures for 1991 showed the station had 2.43 million listeners, and a daily reach of 27.7%. In an attempt to get Bavarian young listeners to tune in again, the new Bayern 3 will also include five hours of EHR programming aimed at 15-25-year-olds. Two shows will be broadcast each day under the name of "Super 3," playing chart hits from 14.00-16.00 and 19.00-22.00.

**Rüdiger Stolze**, who joined Bayern 3 as PD in January, says that after 21 years on-air the station needed to change. "I decided to give the station a more modern image and a fresher, younger pro-

gramme to make us more competitive."

Stolze says the new Bayern 3 will have a faster pace, with youth-oriented information and music content. Super 3 will be presented by younger announcers, whom Stolze says can identify better with this audience. Most of the newcomers have a journalistic background and previous air-time experience.

In line with the restructuring, Bayern 3 has terminated the contracts with 12 of its free-lance announcers as of June 1. In addition, long-time employees who apparently do not fit in the rejuvenated format have been offered other duties and new programming time slots, which has created some animosity towards the re-structuring.



Rüdiger Stolze

Three of the station's veteran DJs, **Jürgen Hermann**, **Ado Schlier** and **Fritz Egner**, have all expressed their disapproval of Stolze's changes in the Munich press and have nicknamed him "Rambo" and "Der Reformator" (the reformer).

Stolze, however, claims he has had no written complaints from any of the DJs and thought that their complaints in the press were in bad taste. "None of the full-time staff are losing their jobs at Bayern 3," he says.

## Warner Backs Chapman With Radio Promo

**Warner Musik Germany** is mounting an extensive promotion to back the release of **Tracy Chapman's** third album *Matters Of The Heart*, including a nationwide radio advertising campaign.

The album was released on April 24, debuted in the album charts at number 43 and has now climbed to number 38. A two-week radio campaign will begin on June 1, with 20-second ad spots on major public and private stations, including **NDR**, **WDR**, **HR**, **SWF**, **RTL 104.6/Berlin** and **Radio Hamburg**. This will be fol-

lowed by Chapman's German tour, playing four dates between June 24-29.

The album's release was trailed by the single *Bang, Bang, Bang*, which has not yet entered the charts. Comments marketing director **Bernd Dopp**, "The single is taking longer to get off the ground because Tracy Chapman is really much more of an album project for us. She's never been a huge single seller here." Dopp adds, however, that the video for *Bang, Bang, Bang* is now on **MTV Europe's** rotation, which should guarantee its entry into the charts. *MW*

## Ludwigs Leaves BMG/Munich

**Gerd Ludwigs** will leave **BMG Ariola Munich** at the end of June after serving over nine years with the company as A&R/marketing director. A replacement has not yet been appointed.



Gerd Ludwigs

Ludwigs joined **BMG** in 1984 as head of international marketing director, responsible for the marketing of **BMG's** international repertoire. He was appointed head of national product in 1989, in addition to his former responsibilities. *MW*

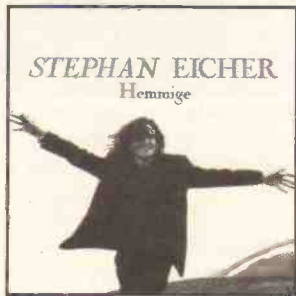
## Schmitz Joins IPA As Marketing Director

**Radio Arabella/Munich** sales and marketing director **Martin Schmitz** is moving to the sales network **IPA** (Information et Publicité Allemagne) in Frankfurt.



Martin Schmitz

Schmitz takes over from sales director **Bernd Dopp**, who is now working for Hamburg-based **RMS** (Radio Marketing Sales). As head of sales for the mid-west region of Germany, Schmitz will work with **IPA MD Ulrich Schiffler** and sales director **Peter Glave**. *MW*



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# It's Hip To Be Schlager

by Bob Lyng

Only in the last few years has it once again become "acceptable" to admit to liking schlager music in Germany. Germans have spent the last 30 years scorning and scoffing at anything even resembling middle-of-the-road pop in their own language. However, much of what they accepted from the US and UK over those years lacked only the German lyrics to be classified as schlager. The music was sometimes of the worst, most mindless sort, but at least it was American or British pop. And that could never be as bad as schlager, right? Wrong!

In the aftermath of rock 'n' roll, MOR popular music lost as much ground in the US and UK as it did in Germany. The "Lucky Strike Hit-Parade," the height of American TV music programming in the '50s, with such songs as *How Much Is That Doggy In The Window*, died a quiet death after Elvis and the Fab Four appeared on the Ed Sullivan Show, and the youth market came to dictate taste. (In 1965, 52% of the American population was 25 or younger.) Nevertheless, there was still a market, albeit a relatively silenced one, for the romantic and nostalgic, the entertaining, safe and light-hearted. Those who chose not to identify with the rebellious voice of youth wanted, and got, their music. Even Elvis, with few notable exceptions, had several songs that if sung in German would certainly classify as schlager. And what about the surfer sound, or virtually anything by Neil Sedaka, Tom Jones, and Engelbert.

Schlager is, and actually always has been quite popular music. As the name schlager says, hits! It's no longer clear just where schlager begins and ends. Just as rock and dance music have developed roots in other genres, MOR pop has not escaped the effects of other forms of popular music, ranging from rock 'n' roll to folk music and classical. Definitions have been obscured, borders have been blurred. As the rock generation's need to voice their rebellion subsides (30-39 year-olds and 40-49 year-olds buy, respectively, approximately 25% and 17% of all record music in Germany), and a new generation of young artists and consumers, with backgrounds considerably different than their parents, make their presence felt (consumers up to 29 years of age make 45% of all music purchases), the audience for Schlager has broadened. The pendulum of taste seems to be swinging back to the MOR. This time, however, it is a middle with far more diversity than some critics wish to admit.

Schlager, like every other type of music, has its gold and platinum superstars, its clowns, its legends and its embarrassments. But it is no longer possible to throw all of these artists into one common bag. Traditional schlager includes a long list of artists, such as Polydor's Paldauer sextet from Austria, South African Howard Carpendale (who will launch his album *Mit Viel, Viel Herz* with a tour of open-air venues) and Germany's million-selling Die Flippers (who recently left Dino for BMG Ariola), and many others. These artists have a very loyal audience made up of predominantly, but by no means exclusively, middle-aged and older women, a significant market segment for daytime radio programmers.

This audience, together with a remarkable portion of the younger consumers, has also flocked to the myriad neo-folk artists that have hit the market since the Naabtal Duo broke the platinum barrier with their single and album *Patrona Bavariae*. Beside the Naabtal Duo, BMG Ariola currently has such folk and neo-folk acts as the Wildecker Herzbuben (whose success exceeds their waistlines) the original Zillertaler Schürzenjäger, who incorporate their rock 'n' roll heritage into their music, Marianne and Michael, who

host a TV folk music programme, Edith Prock and Bianca Koch International, as one of the leading labels in folk and neo-folk, can boast such successful artists as the Kastelruther Spatzen and Slavko Avsenik, and is currently releasing several of its artists' most successful titles in a special mid-price series. Many of the German record companies have neo-folk signings, as can be seen in the numerous compilation albums, many of which are related to one of the over 120 folk music TV programmes per year. The east west release *Grand Prix Der Volksmusik* (a TV programme on ZDF) includes such artists as pan flutist Edward Simoni, the 13-year-old Stefanie Hertel, the Nockalm Quintet, Angela Wiedl, Gaby Albrecht, Jonny Hill and Die Wilderer.

Radio and TV music programming has gone so far in the schlager and neo-folk directions that Peter Zombik, managing director of the Bundesverband Phonographischer Wirtschaft (BPW), recently com-

right to go to Malmö, Sweden, by triumphing over such established stars as Bernhard Brink (*Der Letzte Traum*, Dino), Relax (*Blue Farewell River*, Dino) and Lena Valatis (*Wir Seh'n Uns Wieder*, BMG Ariola). The second German Song Festival, "Schlager '92," will once again be broadcast live by ZDF. This year's entries include, among others, Harry Winter with *Diese Nacht, Heute Nacht* (Eversongs), *Rendezvous* (Fliege, Mein Drachen, Koch), Matthias Carras with *Gib Mir Die Hitze Der Nacht*, Columbia/Sony), Polydor's David Brandes with *Im Dschungel Der Nacht*, the former East German Karat with *Kind* (Jupiter), *Lass Mich Doch Damit In Ruh* by Dagmar, Hanne Haller's *Schatz, Ich Will Ja Nicht Meckern* (Metronome) and Hansa's Klaus Densow with *Wir Sind Doch Alle Keine Engel*.

Schlager is also experiencing the innovative effect of a new generation. Some of these young people, such as Intercord's Pe Werner, belong more to a thoughtful and thought provoking singer/songwriter tradition characterized by Global's Konstantin Wecker or Intercord's Reinhard Mey, whose new album *Alles Geht* is being marketed with the same vigor as a pop album. Werner, whose latest gold album *Kribbeln Im Bauch* has won her the DM25.000 (app. US\$15.000) "Fred Jay Prize" as best German lyricist. Others reflect their pop and rock backgrounds even more strongly. Matthias Reim (Polydor), whose debut album went multiple platinum, was perhaps the biggest winner of the newcomers. His second album, *Reim 2*, which at presstime appears at number 78 after 30 weeks in the Top 100, has sold over 700.000 units so far in Germany. Even more rock influences in the tradition of Peter Maffay can be heard on Andreas Cisek's album *Es Kommt Sowieso Ganz Anders*, and Petra Zieger's *Lust*, produced by Dieter Falk (both Polydor).

Two Phonogram acts have been considerably more influenced by modern pop music: Petra Laser's debut single *Das Muss Liebe Sein*, and the female vocal trio Valerie's Garten, whose single *Sanfte Gefühle* made respectable showings in both the "Media Control Top 100" and the air-play charts. This area of schlager is dominated by such other long-established artists as Münchener Freiheit, who just celebrated regularly collecting precious metal at Sony for the last 10 years and Hansa's Dieter Bohlen, who ever since his Modern Talking days has been one of Germany's most successful English-language writers. Other artists successfully selling English-language schlager at the hands of German producer Jack White are teen heart-throb David Hasselhof and the blast from the past, Tony Christie.

No survey of schlager would be complete without mentioning the clowns of the genre. Undisputed leaders are the Austrian Erste Allgemeine Verunsicherung (EAV), whose album *Watumba* is still in the Top 50 after 21 weeks in the charts. Actor Dieter Krebs also scored a huge hit for BMG Ariola Hamburg (RCA) with the novelty song *Ich Ben Der Martin, Eh*. Of more questionable hit-potential for the label is *Fiep Fiep Fiep* by Wigald Boning & Die Doofen. All that this novelty song about a hamster inspires is that the chipmunks have a long, long life.

Mention should also be made of the star of the children's song, Rolf Zuckowski. Although seldom making it into the official charts with this much-neglected genre, Zuckowski is one of its leading artists. With his new album *Die Jahresuhr* recently released (currently number 32 in the Top 100), he was also awarded a disc gold (250.000 units) for the album *Rolf's Vogelhochzeit*. His film *Rolf's Liederkalender* is scheduled for broadcast on ZDF on January 1, 1993.

## Schlager In The Charts

Schlager is back and strong as ever in the charts.

The following schlager artists hold the below positions in the Musikmarkt Top 100, published May 11, 1992.

### SINGLES

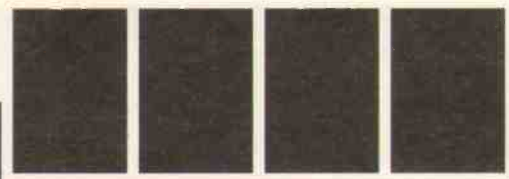
No.	Weeks	Artist	Song	Label
8	3	Mario Jordan	Welch Ein Tag	Global
28	7	Wolfgang Petry	Verlieben, Verloren, Vergessen	Hansa
42	9	Nicole	Mit Dir Vielleicht...	Jupiter
48	14	Hape Kerkling	Hurz	Ariola
55	1	Peter Maffay	Zwei In Einem Boot	eastwest
56	10	Pe Werner	Geld Zurück	Intercord
57	5	Valerie's Garten	Nächstes Mal Am Ende Der Welt	Phonogram
59	3	Howard Carpendale	Mit Viel, Viel Herz	Polydor
60	6	Münchener Freiheit	Einfach Wahr	Columbia
65	2	Hanne Haller	Du Bist Einmalig	Metronome
71	2	Die Prinzen	Mann Im Mond	Hansa
77	7	Nicki	Du Bist In Meiner Macht	Virgin
84	4	Achim Reichel	Auf Der Rolltreppe	WEA
89	10	Dirk Busch	Du Kennst Mich	Polydor
95	3	Peter Richter	Tief In Mir	Columbia
97	5	Die Flippers	Hasta La Vista	Ariola
100	3	cick!	Tausend Kleine Wunder	Koch

### ALBUMS

No.	Weeks	Artist	Album	Label
26	10	Nicole	Augenblicke	Jupiter
29	4	Blue System	Hello America	Hansa
30	18	Die Prinzen	Das Leben Ist Grausam	Hansa
32	2	Rolf Zuckowski	Jahresuhr	Polydor
49	16	Münchener Freiheit	Liebe Auf Den Ersten Blick	Columbia
50	33	Peter Maffay	38317 (Liebe)	eastwest
52	22	EAV	Watumba	Electrola
75	17	Bonnie Tyler	Bitterblue	Hansa
76	31	Matthias Reim	Reim 2	Polydor
82	2	Claudia Jung	Nah Bei Dir	Intercord

plained during a presentation of problems facing the German music industry, saying the media have left German record companies in the lurch as far as the development of rock and pop artists is concerned. "TV music programming has decreased considerably over the last few years. The current one-sided concentration on German folk music only serves to strengthen the impression that the need for musical information and entertainment is being short-changed. Fixated on their ratings, radio and TV are only interested in the megastars. Baby acts can hardly find a niche in the programme," claims Zombik.

Schlager has also retained a place on TV; that can be seen in the continued popularity of the sharply criticized *Grand Prix de Eurovision*. This year's Germany entry is the group Wind (whose *Träume Sind Für Alle Da* was composed by Ralph Siegel) and Bernd Meinunger, released on Siegel's Jupiter Records. Wind won the



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SINGLES

FREDDY BRECK

*Ich Wil Alles (Ich Wil Alles Für Dich Geben)* - DA  
 PRODUCER: German Enter Productions  
 Twenty years ago, Breck broke out of the G/S/A territories to score mega-hits in the Benelux as well, scoring a number one hit in Holland in 1973 with *Rote Rosen*. With his updated production sound, there's a fair chance of more "red roses" for the schlager singer.

KING KONG



*Don't Let Me Be Misunderstood* - Ariola  
 PRODUCER: Hoffman/King Kong  
 Don't let yourself be fooled by the Spanish guitar intro. What follows is the

most unmerciful and hard rocking version of the **Animals** classic.

DIE PRINZEN

*Mein Fahrrad* - Hansa  
 PRODUCER: Annette Humpe  
 This song should become the anthem for the German bicycle race "Rund Um Die Henninger Turm." Because of the close harmony vocals the bikers should ride on tandems for a change.

DIE TOTEN HOSEN

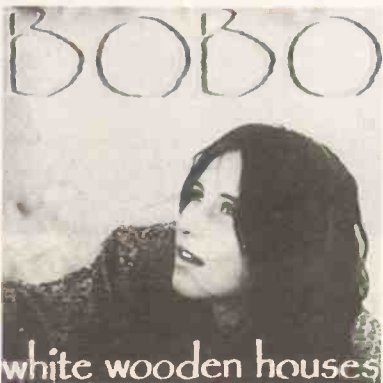
*The Nightmare Continues* - EP - Virgin  
 PRODUCER: Jon Caffery/Die Toten Hosen  
 Your listeners will surely get no sleep listening to these four cover versions of punk rock classics. In this Nirvana era, the chances for the lead track *Do Anything You Wanna Do*, originally done by **Eddie & The Hot Rods**, should not be underestimated.

WESTERNHAGEN

*Rosi (Männer Sind So Schwach)* - WEA  
 PRODUCER: M.M. Westernhagen  
 Germany's most popular singer, hits the bull's eye again. This song has the warm, beating heart of everything between Memphis and the Caribbean. In short, it's a sure summer hit.

ALBUMS

BOBO



*In White Wooden Houses* - Pilgrim/Polydor  
 PRODUCER: Jens Tröndle  
 The first female singer from the former GDR after Nina Hagen is ready to conquer the west. Bobo's brand is precious folk rock à la Fairground Convention in the early '70s. Vocally, she follows the same route as Sandy Denny. The transparent production and the uplifting songs make this a very enjoyable album. Pay attention to the guitar picking by **Frank Heise**, who's really hot. *Wide Awake* and *Blues For Niki* seem to be the best options for EHR outlets.

FAIR WARNING

*Fair Warning* - WEA  
 PRODUCER: Rofe McKenna  
 Remember the four-track EP of this German hard rock band included in one of the two M&M's "Loud & Proud" boxes accompanying the same-named special? Well, here's the complete album, and the storm of decibels haven't died down yet. Whitesnake is definitely one of their references. The melodic power ballad *The Call Of The Heart* is the perfect track to reach a mainstream audience. Head banging programmers will have a lot of fun with the muscular rock of *Crazy*.

THE LAND

*Tumbleweed* - Metronome  
 PRODUCER: The Land  
 In the past, German rock has had the reputation of being quite aggressive and industrial, but things have changed throughout the years. Bands like the Jeremy Days, Poems For Laila and Peacock Palace represent the poppy image of the country. The Land is another prime example of a band going for well-crafted pop. *Under The Blue Moon* could have been a track on Wet Wet Wet's *High On The Happy Side* hit album. With a high quality single like *Round, Round* in their hands, the band should try to cross over to the UK.

MANDOKI

*Out Of Key...With The Time* - Synergy  
 PRODUCER: Leslie Mandoki  
 This is the first product from the new A&R department of **Electrola** based in the old **Chrysalis** offices in Munich. Leslie Mandoki, is one of the last Mohicans when it comes to fusion. Surrounded by superb jazz rock musicians like **Michael Brecker**, **Al Di Meola**, **Larry Coryell**, **Bill Evans** and **Steve Kahn**, he has provided a radio-friendly and varied set. The instrumental *Light In The Dark* launches the sound of Lionel Hampton into the '90s. The first single, the Moody Blues-like ballad *Refugees*, is a passionate duet with ex-Toto singer **Bobby Kimball**.

JOHN PARR

*Man With A Vision* - Blue Martin/K-Tel  
 PRODUCER: John Parr  
 The man who sung *St. Elmo's Fire* is now looking at the world from the Swiss mountains. The title track is a tribute to reverend **Martin Luther King** and uses samples out of his famous speech "I Had A Dream." As before, the powerful production featuring a lot of keyboards and guitars is one of the most striking elements. The track *Restless Heart* will definitely fulfil the taste of AC radio in the G/S/A territories.

Hungarian Sexepil

by Miranda Watson

The fall of the Berlin Wall and the decline of communism are now giving promising eastern talent the opportunity to make inroads into the formerly impenetrable rock scene of the west.

**Sexepil**, Hungary's most popular indie band, has now been signed to Hamburg-based **Metronome**. Their new album *Love, Jealousy, Hate* was released last month in Germany and Austria. The group was brought to Metronome's attention after completing a number of successful gigs in Austria, France and Lithuania, accompanied by favourable press coverage in each territory.

Product manager/A&R **Christian Radke** claims Metronome decided to release the album straight away and send the band on tour to increase their profile and promote the album. "To target the right audience and to get as many people as possible to see a band that was unknown here in Germany, we decided to send them as the support group for the Icelandic group **The Sugarcubes**," says Radke.

**Sexepil** played six gigs from March 25 to April 2: three in Germany, one in Brussels and one in Amsterdam. Radke says that after each of the German concerts, leaflets were handed out with a short profile of the band and a print of the album sleeve. "These were to inform the audience that they could go and buy the music they'd just heard," explains Radke.

*Love, Jealousy, Hate* was "Album Of

The Week" in the 3-million-circulation German evening paper *Bild Am Sonntag*.

**Sexepil** was founded in Budapest by punk/new wave musicians-guitarist **Tamás Kocsis**, bass player **Victor László** and drummer **Tibor Vanglo** in 1984. Their debut album *United States*



(released on **Ring Records**) was voted the best independent album of the year by the national press. The trio recruited Dutch musician **Mick Ness** as their lead singer in 1989 when the east opened up. They then started working on their second and current album, which was recorded in various studios in Budapest, Amsterdam and Tartu in Estonia.

**Sexepil's** music is a melange of musical styles with a notable new wave/punk heritage, and is at times reminiscent of **The Psychedelic Furs**. With all songs performed in the English language, the album comprises 13 tracks and is on Metronome's environmentally-friendly **Nature** label, with a short note on the back sleeve on how to save the world's rain forests.



**THE GOLDEN FIGHTER** — After 25 years in the music business, **Bilgeri** is still the most successful English-singing artist in Austria. At the **Wilhelminenberg** castle in Vienna, federal chancellor **Dr. Franz Vranitzky** (center) recently awarded the artist a gold record for 25,000 sold copies of his last album "Lonely Fighter," released by Warner Music Austria. Pictured (l-r) are producer **Thomas Hen**, Warner MD **Manfred Lappe**, **Vranitzky**, **Bilgeri** and Warner marketing director **Manfred Wodara**.

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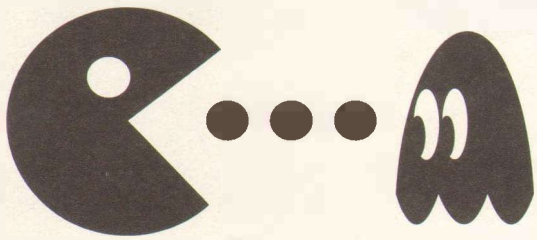
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# Independent Labels Continue To Foster



The '90s has seen the international music business in a growing state of consolidation. Following the purchases of major independent labels like A&M, Island, Chrysalis, Geffen, and Virgin, the industry looks like being cast in stone for quite some time.

Apart from increasing market share, independent labels are attractive to the majors because of their strong creative links to the artists' communities and their original signing policies. Despite the continued streamlining in the record business, new labels are booming, although many feel that a great deal of these labels will either go bankrupt with the current adverse business conditions, or will be swallowed up by a major.

To keep their independence, most European indies use a two-fold strategy. The first strategy, building up a consistent national talent roster, is the most desirable goal. Yet, signing and recording new bands is risky, seeing that only a few new artists manage to break through the established music scene. Although A&R can be a hazardous and time-intensive affair, building long-time

careers with artists who have album-selling promise is eventually the most rewarding. And with the growing appetite for pan-European pop music, the increased chances of establishing such talent in other markets can further contribute to the indie label's income.

Secondly, licensing deals and representation of foreign catalogues can bring in the necessary cash to support the quest for signing domestic talent.

This advertising supplement presents some of Europe's most exciting independent labels whose future looks bright amidst the present major label buying spree. What they offer is an infrastructure whereby talent has the chances to grow and special attention can be given to a steady build-up of careers.

**A**la Bianca was first launched as a publishing company in 1978. Publishing is still a priority for the firm which also has developed into an independent record company with international repute. It opened a Benelux branch last year and was the first Italian indie firm to sign a major deal with EMI-Toshiba in Japan.

Ala Bianca has a number of labels devoted to music, ranging from historical Italian popular culture (**Dischi De Solé**) and rare live material from the cream of domestic talent (**Dischi Del Club Tenco**) to rock (**River Nile**), pop (**Ala Bianca**), Hi-NRG (**Flea**) and house (**Mighty Quinn** and **In-Lite**).

The Dischi Del Solé label is particularly important to company president **Tony Verona**. "We have a large catalogue of songs which cover 150 years of Italian popular history, from **Garibaldi** to student protest songs of the '70s," explains Verona. "A nation like Italy, rich in culture and product, is now available on CD, which is an important document for the future. We've managed to do all this without any help from major companies or even the government."

Verona's firm is also involved in music history of a dif-



ferent kind with its Dischi Del Club Tenco label. Since 1974 the organization Club Tenco has staged an annual live event, featuring quality domestic singers and songwriters plus international artists including **Tom Waits**, **Randy Newman**, **Joni Mitchell**, **Alan Stivell** and **Joan Manuel Serrat**. Ala Bianca released a double album featuring domestic talent last year and is now planning a follow-up release which will feature international acts and artists who have appeared at the event in the past.

On the pop music front the company has just signed major artist **Alan Sorrenti**, newcomer **Elga Paoli** and, for the international market only, Neapolitan artist **Tony Esposito**. Its priority rock act **Rocking Chairs** is set to have its latest English-language album **Love And Hate Revisited** released in the GSA, the Benelux and Japan. The company recently scored a hit in the Benelux with **Running So Hard**, a dance music compilation album slated for September release.

Verona believes that speed and aggressiveness are the main weapons needed by indie companies when competing with the majors. "If we want to survive we have to find

new sectors in the market, and quickly," he says. "The majors don't succeed in the dance music market, for example, because they are too tied to their corporate structures and often don't have good connections with their affiliates. I've done master licence deals with majors in other territories and have released the product quicker on the domestic market than their Italian sister companies."

While Verona agrees that it's useless to try and take on the majors directly, he does say that with fewer financial resources his company adopts what the Italian call a 360° approach: a comprehensive, international strategy. "We started to work on the international market 15 years ago and our connections now are strong. We believe in maintaining relationships with our international partners both at major and independent companies and sometimes we become friends."

Verona believes that indie labels are ideal launching pads for new acts or artists because they can deal directly at an executive level and learn about the music business at the same time. "At a major company, it's a different story," he says. "A newcomer will first have to speak with the receptionist, the office boy and then the secretary. He'll meet the boss only once, when he signs the contract."

Every indie firm is working to improve its share of the market, according to Verona. But he never contemplates selling out his business to a major company. "I'm too busy to think about that," he says. His priority is to improve his own company's market share by one percent on the previous year. "Maybe then I can buy EMI," he quips.

"I personally think that phrases like 'competing against majors' emanate from frustrated independent record companies. I see no advantage in such a competition," states **ARS Productions MD Patrick Busschots**.

The company signed a worldwide deal (excluding the Benelux and the US) with **Sony Music** two years ago at **Midem**, after having established a strong reputation of hit records with artists such as **Hithouse** and **Technotronic**.

"Independents still focus on the artistic and musical aspect of the business, the idealism of discovering and building new talent, while the majors are fascinated by market shares and sales figures. Whereas many independent companies see the job as a 'hobby' and become very strong on the musical field, majors tend to over-concentrate on the commercial aspect," he adds.

The way Busschots sees it, both majors and independents have their own niche and goals. He prefers to think of the two as complementary to each other instead of as competitors, leaving the final decision up to the consumer.

"One of the main advantages for an artist working with an independent company is the fact that they have a smaller roster; every artist is considered special. And because we have to make a living with those six or seven artists, we carefully pick them and avoid in-house competition," explains Busschots. "We build up the artist and guide him using the major company's structure, which release the product and support it



locally. We have our own marketing plan which is being adapted in close collaboration with Sony Music."

Busschots believes independent companies are very strong in discovering and initiating new talent, but when the "big push" is necessary for promotion and budgets for videos and tours, a major record company could add the additional back-up. But after having worked with Sony Music for more than a year now (ARS also supplies Flemish-speaking artists like **Yasmine**, **Nic Alsi** to Sony Music Belgium, with other ARS product licensed to **CNR** for the Benelux), ARS had to change its strategy. "We adapted to Sony; and whereas before our one-offs often served as a basis to discover new talent, we changed our modus operandi in working with Sony, which found one-off successes not very interesting and quite expensive. We then decided to concentrate on artist development."

ARS's priorities for Sony Music in the months to come are **Grace Under Pressure** (who were introduced to ARS by producer **Bruce Forest**) and **Eden**. "Eden is a four-piece all-female unit, top vocalists and good performers, who recorded material with both **Bruce Forest** and **Eddie "Beatbox" King**," explains Busschots. "It was King who produced the top-selling releases for **Rozlyn Clarke** and **Indra**—at press time, the latter was still charting in France."

Busschots remains realistic over the possible take-over of the company by a major. "If only the perfect marriage was possible between a major and indie, we could act as a talent unit with a great

deal of independence. I must admit that I have played with the idea of becoming a label like **Chrysalis** or **Tommy Boy**. I don't mind signing to a major if they would commit themselves more to our artists and agree to split the financial risks. We would rather remain the production unit, but if somebody wants to discuss participation, why not?"



Eden

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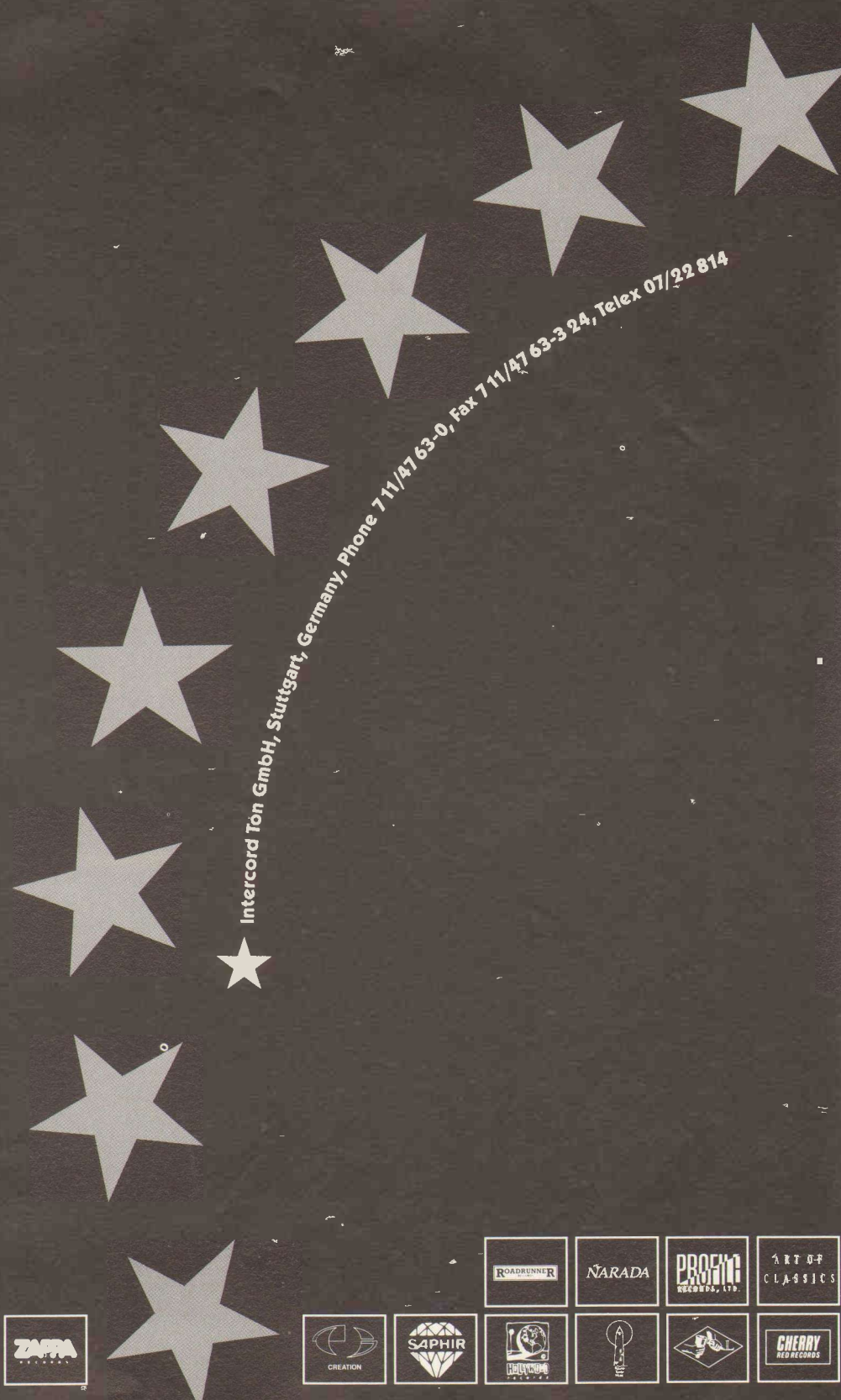
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**B**arcelona-based indie **Divucsa**, founded in 1985, owns one of the most important catalogues of Spanish folk and traditional music. More than 1,500 album and cassette titles and 500 CD titles make up the indie's current catalogue, featuring such renowned Spanish artists as **Manolo Escobar**, **Lola Florence**, **Carmen Sevilla** and **Peret**. It also distributes the works of top artists **Jose Carreras**, **Teresa Berganza**, **Victor Manuel**, **Marfil** and **Rumba 3**, among others. Aside from this, Divucsa has licensing deals with international artists and labels.



MD G. Orfila

Among the labels it owns are **Perfil**, **RCN**, **Dusty Road**, **OK**, **Baby Disco** and **Perfil Classic**.

A roster of successful artists and its own distributor network covering the whole of Spain has led Divucsa to its top-selling position among

# DIVUCSA

## DISCOS Y CINTAS

the indies, earning a 1.98% share of the market and a turnover of approximately US\$12 million.

President and MD **Gabriel Orfila** remains steadfast in his conviction that being independent presents more advantages than disadvantages. "It's better to be small and quick than big and lazy, or, as we say in Spanish, 'Es preferible ser cabeza de raton que rabo de leon,'" he says.

Orfila does not see Divucsa confronting the majors head on. "We have found our niche in the market by highlighting the back catalogue we own. The fundamental building block of our business is ownership, not licensing. Divucsa stands comfortably alongside the majors."

He rejects any plans of selling to or accepting a major as a partner. "We've enjoyed six years of progressive success and have no intentions of being absorbed by a major company."

To win artists over, Divucsa stresses its position which allows it to give more time and attention to them. "We have the resources and patience to wait for an album to succeed," he says.

Orfila sees a possibility of improvement for Spanish indies. "We understand that Spain's indies are doing well at the moment. I think that if good long-term business strategies are applied, they could improve their position. The country lacks well-established distribution networks which are fundamental for every record company. The only ones that are safe are those who have been able to set up their own distribution web as we have done. In all other aspects, the indies have equal opportunities to release and promote their recordings successfully."

He forecasts a rosy future for the local indies, provided they are well organized, stress ownership rather than licensing deals and are on the constant lookout for new chances to retain or improve their position in the marketplace. "Only the independent companies which don't respect or completely forget their own capacity and possibilities will be led into critical situations in the future," he predicts.

**I**n only a five-year time period, the Hamburg-based independent Edel has grown to a company 200 people strong. It became quite a big indie with strong muscles, and now is one of the market leaders in the GSA territories. With a 2-3% market share in Germany, Edel is the sixth largest company behind the five traditional major labels.

Founder and MD **Michael Haentjes** explains Edel's incredible success. "The difference between us and other labels is that we have the most aggressive marketing campaigns in Germany, especially on the sales level. We try to get the best out of the company we can. Any record we can sell, we will sell. We don't want to miss out on one single copy. Because the company is owned by one person, we are far more efficient than a major could ever be.

"Our company isn't structured as straight as a major. Whereas they describe the job first, we try to describe the job after the people we have. Our good financial situation makes it possible to have our own manufacturing plant. We deliver and distribute our product much faster as well, since we don't have to rely on third parties."

Under the Edel banner, one can find labels such as **Navigator**, **Academy**, **China**, **Control**, the specialized dance label, **Cube** with back catalogue material from **Joe Cocker**



to **Procol Harum**, **Higher Octave** for new age, **Edelton** for mainstream, **Silva Screen** for soundtracks (*Crocodile Dundee*, *The Godfather* and *Lawrence Of Arabia*) and **Ultrapop** the German home of Swedish hit machine **Army Of Lovers**. Those extravagants are currently Edel's biggest eye catchers.

Edel specializes in TV compilations, on which market it has a 10% share. It doesn't target on certain market segments such as schlager, folk or classical music. Apart from the TV-advertised mid-price label **Lombardoni**, Edel doesn't deal in mid-priced CDs, concentrating solely on "high price" pop.

The company advertises its product, but never its umbrella name, unless it comes to its merchandising activities. Edel, with offices in Switzerland and Austria as well, runs its own T-shirt printing facility.

Approximately 130 major label artists, such as **Madonna**, **George Michael**, **U2** and **New Kids On The Block** are merchandized by Edel. If that's not enough, Edel is also a publisher of rock books. Best sellers include books accompanying famous TV series like *Knight Rider* (over 200,000 copies sold), *Star Trek* and *The A-Team* plus original motion picture book tracks like *Indiana Jones*, *Ghostbusters* and *Terminator*.



Army Of Lovers

**A**s part of the **FNAC** family, **FNAC Music** was launched in January 1991 as a record company project. Today, FNAC Music employs a 135-strong staff, with a music production wing and licensing activities representing **Hollywood**, **Tommy Boy**, **Vanguard** and **Warp**. FNAC has its own distribution company **WMD** (Wotre Music Distribution) complete with a forwarding department, sales force and a promotion staff. Handling both its own product as well as other French and foreign labels,



MD L. Trielle

WMD currently distributes about 2,000 titles, 400 of which belong to FNAC Music. The group also contains a publishing company, **FNAC Music Edition**, with artists like **Mory Kante** and **Kevin Ayers**. The record company's turnover for 1992 is estimated at US\$40 million.

With the FNAC group operating approximately 35 record stores in France (25% of the French record market) as well as four stores in Belgium and operations in Berlin and Spain (the Madrid store is set to open at the end of this year), FNAC Music's independent status is no coincidence.

"The moment we decided to go ahead with our own record company, we knew that we were forced to become



and remain an independent," says MD **Laurent Treille**. "We simply couldn't ask a major company like **PolyGram** or **Sony Music** to distribute and sell FNAC product to our FNAC stores." FNAC Music is also planning to open branches in Germany and expanding in Spain.

Treille is well aware of the fact that being an independent involves other working methods; and although majors might have the structure to work with artists such as **U2** and **Dire Straits**, he believes the independent company has a place of its own in the music business. "We develop the artists, and our big advantage for them is the fact that we only work with artists we have selected ourselves. Contrary to a multi-national record company where priorities are very often dictated, we develop and work with the artists so they become objectives and priorities."

Being an independent also allows FNAC Music to pick different partners in each territory when international releases are concerned. Treille is constantly on the lookout for the best possible partner, with an eye for the kind of music he wants to release abroad. "Many artists who sign to a major think of

a worldwide release, which is not always the case." Treille cites **Willy Deville** as an example, whose album debut on FNAC Music is set for September. "As a distributor, we sold approximately 150,000 copies of Deville's *Victory Mixture* album, and we have also succeeded in releasing the album in Germany, Italy and Spain, supported by a European tour which puts Deville back in the spotlight. Last year, we signed a long-term deal with him."

Partners in different countries are also picked in view of the type of releases, since FNAC Music has a broad repertoire on the roster, varying from classical and jazz to dance and French rock. The only exception is in the Benelux, where Treille recently concluded a deal with **Play It Again Sam** (PIAS) for FNAC Music product. "The Benelux is an important territory for us," says Treille, "and the agreement with PIAS will enable us to develop our activities there. PIAS have agreed to distribute our complete catalogue, and with 60% of our releases being French-language product, it is very important to have a strong base in Belgium."

FNAC Music is now gearing up priority releases by **Jean LeLoup**, **Moon Martin**, **Les Tambours du Bronx**, **Manu Dibango** and **Kat Onoma**.



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## STATE OF INDEPENDENCE

What's small, rich in musical heritage, has strong links with Europe but is not yet part of it? Answer: Israel. The republic of Israel, since its inception in 1948, has always maintained natural connections with the European market and considers itself an integral part of it.

Since CBS left the country in 1988 (following the purchase by Sony), major record companies are no longer represented in Israel. One label that has kept a close eye on the development of domestic talent while not losing sight of the international market place is **Helicon Records**.

International label catalogues are dealt with by the five independent labels, of which Helicon is the latest addition. Founded in 1985 by ex-deputy MD of CBS Israel **Ronnie Braun** and **Itzhak Alshech** (owner of manufacturing plant **Israphon**), the new label secured the licensing rights to A&M within the same year. This was followed by **Virgin** in 1988 and **Chrysalis** the next year.

With singer **Ofra Haza** breaking the borders of Israel in 1988 with *Im Ninalu*, most Europe radio stations and ears received their first acquaintance with ethnic music. But data would be incomplete not to mention giants in the field of classical music such as **Daniel Barenboim**, **Itzhak Perlman**, **Pinchas Zukerman** and **Shlomo Mintz**, to mention a few. "There is no reason that the same success cannot be transposed into the fields of pop and rock," says Braun. "Technology, talent, songs and quality are there; it's only a matter of time."

If there's one company believing in the undiminished power of the single, it's independent record company **Indisc**. Although single sales are showing a general downfall, Indisc managed to be Holland's leading independent label according to 1991 figures published by national chart compiler **Stichting Nederlandse Top 40**.

Based on a total of 21 records that entered the **Top 40** chart during 1991, Indisc scored a year-end fifth position with 9.15%, ahead of **Phonogram**, **Polydor** and **Virgin**.

Under the leadership of **André de Raaff**, Indisc is quickly spreading its wings across Europe and now operates companies in four markets—



2 Brothers On The 4th Floor

Holland, Belgium, France and the UK. De Raaff joined Indisc in January of 1991 as MD of Indisc and of (mother company) **Arcade Benelux**. Later that year, **Arcade Group Of Companies** president **Herman Heinsbroek** appointed De Raaff as director of record operations **Arcade International** with the aim of expanding Indisc's interests into Europe.

Building a strong foundation of national talent: that is the priority of German independent company **Intercord**. Over the last 25 years, the Stuttgart-based company has managed to become one of the leading German companies in attracting original and long-lasting national talent.

Their endeavors in this respect are best proven by the two awards the company won at the recent German Industry Awards, the **Echo**, which took place on May 18. Female singer/songwriter **Pe Werner**—who was already voted Most Promising German Lyricist at the national **Fred Jay Award** last month—not only won in the Best Newcomer award, but also grabbed the National Female Artist Of The Year prize. This is an impressive feat if one realizes that the other 13 categories were awarded to major record companies.

But apart from newcomer Werner, Intercord can boast many other interesting artist signings. Renowned singer **Reinhard Mey** has been with the company for over 24 years and has just released his 25th album *Alles Geht*, the follow-up to the gold-selling album *Farben*. Mey will embark on a nationwide tour in the fall after a 90-minute TV special on the singer to be broadcast soon.

In addition, Intercord has a strong foothold on the German rock scene with acts like **Jule Neigel Band** (about to go on a major tour through Germany, Switzerland and Austria),

## helicon records

Meanwhile, the deals with A&M and Virgin have recently been renewed, the latter just before the purchase by EMI. For each label, Helicon managed to increase its profile in the market and has extensively worked the catalogue. And although Israel is not often chosen as the site for international promotion, many artists that Helicon represented have toured the market including **Bryan Adams**, **Suzanne Vega**, **Joan Armatrading**, **UB40**, **Jethro Tull** and **Neville Brothers**.

While Alshech concentrates on financial and administrative matters, Braun is in charge of creative operations. And with good results. The label can boast one of the most consistent domestic rosters in Israel with artists like **Rita**, **Ethnix**, **Rami Kleinstein**, **David Fischer**, **Yehudit Ravitz** and **Stella Maris**. With sales of her first two albums combined in excess of 240,000 copies (20,000 copies sold is gold; 40,000 platinum), Rita is Israel's biggest-selling female artist in Israel. Her first album of 1986 was also released on German **Teldec** (now east west) and the singer is currently recording a new album.

The music of Ethnix—combining Eastern influences with danceable rhythms—has also managed to capture the

heart of the nation. Recently voted "Group Of The Year" by national radio station **IBA**, Ethnix's first album achieved platinum and the second double-platinum status.

"Domestic sales account for no less than 50% of the total market," says Braun. "So by not being represented here, the majors are in fact losing half, probably more, of potential income. We are offering a future interested partner a strong domestic roster while also providing the international representation."



Rita

"This is a very creative market, a melting pot of various cultures. It's an immigration country, where eastern, Russian, Yemenite, Iraqi, Moroccan and American cultures meet. And because of the current political situation with its neighboring countries, the music scene here is very competitive and creative."

"If Israel is going to have peace with its neighbors, this is an optimal spot for the major record companies to do business in the Middle East region."

## INDISC

**Richard de Dapper** is GM of Indisc Belgium and **Carol Wilson** is heading the UK operation, while A&R manager **Jean Mareska** oversees France. The Dutch company has a staff of 13 and the Belgian outlet 27 (including financial administration and accounting).

De Raaff is adamant about the role that Indisc should play in the increasingly competitive record business. "We place a high value on the power of promotion. Although being a small indie, we have just as many in our promotion staff as the majors. That's part of our attraction. If you look at the chart analysis over 1991, together with Virgin, we have scored the biggest number of hit singles over 1991 out of the total amount of records that entered the Dutch 'Tipparade'. That says something about our promotional and sales muscle."

"With singles alone you can't make a profit. But they can become an extra profit-maker when used on compilation albums. With big top 10 hits, it's not rare to use them on as many as five compilations per market. In the UK, this can even raise to ten."

Some of the big international hits that Indisc enjoyed this year include **L.A. Style's** house anthem *James Brown Is Dead* (for which Indisc also held the rights in France where it hit top 10), **2 Brothers On The 4th Floor** (*Can't Help Myself* and *Turn The Music Up*) and the **Apotheosis** much-publicized house version of Carl Orff's *O Fortuna*. Indisc also hold rights for Swedish dance act **Clubland's** single *Set Me Free* (featuring **Zemya Hamilton**), a quick climber in **Billboard's** "Hot Dance Music" chart.

On the domestic side, artists such as **Mannenkoor Karrespoor**, **Annie Schilder** and **Danny de Munck** prove that Indisc is capable of building a solid talent roster. The latest addition is former **Columbia**-recording artists **Richenel** whose debut single for Indisc, *Fascinated For Love* is ready for international release.

"With national product, we definitely build for the future," continues De Raaff. "We like to profile our domestic roster as album-selling artists and the further development of national talent is a priority for our Indisc affiliates. This will not mean, however, that we will become less active in our licensing activities. On the contrary, we are interested in attracting new labels, although that becomes more and more difficult these days."

Indisc also handles the catalogues of prestigious labels like **Mute**, **Francis Dreyfus** and **Alligator**.



**Pur** and, from the metal scene, **Thunderhead**, who recently toured with **Motorhead**.

But it is English singer **Roger Whittaker** who has brought Intercord the greatest acclaim. In his 11-year association with the company, he has sold eight million units in the GSA territories alone. His latest album, *Alle Wegen Führen Zu Dir*, has just hit gold status (250,000 copies sold).

For Intercord MD **Herbert Kollisch** these successes underline the enduring power that an independent record company can have. "Indies can set new accents in the market, and there are many examples that prove it. I'm not only talking about **Mute** records [with whom Intercord already shares a 10-year exclusive licensing deal], but also about smaller production companies, like **KLF Communications** or **Total Records** (*Right Said Fred*)."

Apart from the above, Intercord also licenses product from trend-setting labels like **US Tommy Boy** (**Information Society**, **TKA**), **French Musidisc** (**Jimmy Cliff**, **Suicide**)

and **Hollywood Record**, a **Walt Disney** company affiliate.

In the increasingly competitive market place of today, where independent labels continue to be swallowed by the majors, many wonder how the indie is able to survive. Kollisch is decisive in his views. "There is always room for new entrepreneurs, as you see from the examples mentioned. Also, if you look at the British techno scene, more and more new successful production firms are emerging."

The idea of cooperating with a major is not something Kollisch immediately embraces. "It is only acceptable when there is a corresponding repertoire commitment from the major company. I find a collaboration only for the sake of market share perverse."

Intercord has started the new decade with impressive results. According to Kollisch, 1991 turnover has reached the DM100 million mark (US\$61 million), an increase of 15.8% compared to last year. The Intercord Record Service booked remarkable figures, with a growth figure of 55%.

"Intercord stands for flexibility," concludes Kollisch. "Personal attention to the artist coupled with innovative marketing concepts is something we always strive for. The consequent care for our acts is Intercord's mission."



Pe Werner



LIKE FATHERS, LIKE SONS ...

# *Gitano Boys*



First single **"ANNA MARIA"** out now  
from their brilliant debut album **"RITMO DE HOY"**

TRYGONE

ADM PUBLISHING / EVENTS PRODUCTION PUBLISHING



# Keeping Tabs On The Bottom Line

by Mike McGeever

Software designed to keep tabs on traffic and billing procedures has advanced rapidly since Colorado-based **Columbine Systems** first created an automated traffic department in 1964. The simple punch-card system was designed for a Denver radio station.

Columbine, along with other companies, is setting new standards in the industry by designing software that helps stations maximize revenue potential.

## Buy Smart

With a growing amount of programmes on the market, it makes it difficult to find the product best-suited for your station. According to **Tapscan** vice-president/radio sales **Cindy Kimbrough**, several areas should be considered before buying a package. "A broadcaster should first determine what is most important to him/her when considering the purchase of a software product," explains Kimbrough. "One should also consider the reputation of a given software company. This can be determined first by seeing if the

company has the needed software, and second, whether the company represents the basic characteristics of the type of company the broadcaster likes to do business with."

RCS vice president/general manager **Lee Facto** stresses the importance of looking at the product, not the price tag. "Always invest in quality. Too often, important decisions are made on price. The dollar saved today may become a costly mistake tomorrow when performance and reliability fall short of expectations."

Facto says service is a very crucial consideration. "Work closely with your vendor. When investing in a product, remember you are investing in a company and its people. The true test of a product is the service and support you receive after the sale." He also suggests it is a good idea to talk with others who use the product. "There is no better reference than a happy client," he points out.

Other points to look for when purchasing software are reliability, broadcast experience and 24-hour-a-day technical assistance. Facto recommends taking the time and

search for the package which provides the crucial information and customized reports to adhere to your corporate philosophy. The extra time you spend looking for the software that's right for your station will be returned three-fold when the right programme is found.

These tips can be used in looking at a variety of products currently available to radio stations. RCS in New York has a software tool designed to mirror techniques used by the most successful radio managers in America, with emphasis on the bottom line—maximizing the advertising yields of your

station. RCS's Pro-Rate software package can enhance a traffic department by compiling weeks and pages of avail and sellout data on to a single sheet of paper. The package can display percent sellout and current prices for any number of dayparts for 13 weeks, while enabling the manager to view an entire quarter of activity. This information is vital when it comes to making proper pricing decisions. This daily rate card is also available for sales people who can have the up-to-the-minute pricing guidelines which gives them better negotiating tools.

Tapscan has a Director Series package that includes a traffic,

accounting and sales management system for radio. The package incorporates up to 16 on-line users without a local network for accounting, billing, receivables, traffic or scheduling for two stations, and well as an analysis of general accounting for station management.

Texas-based **TM Century's** Flexrate package is complete with fully integrated word processing, a rate card analysis report and a relational masters accounts database. This reflects the supply and demand of inventory within the ratecard portion of the software.

## Radio Computer Software Suppliers Who Offer Traffic and Billing Programmes

Automated Business Concepts  
10650 Treena Street, Suite 103  
San Diego, CA 92131  
Tel: (+1) 619.556 8900  
Fax: (+1) 619.556 8902

Columbine Systems  
1707 Cole Blvd.  
Golden, CO 80401  
Tel: (+1) 303.237 8900  
Fax: (+1) 303.237 0085

Computer Concepts Corporation  
8375 Melrose Drive  
Lenexa, KS 66214  
Tel: (+1) 913.541 0900  
Fax: (+1) 913.541 0169

Tapscan, Inc.  
3000 Rivershace Galleria, Suite 1111  
Birmingham, Alabama AL 35244

CBSI/Custom Business Systems, Inc.  
P.O. Box 67  
Reedsport, OR 97467  
Tel: (+1) 800.547 3930  
Fax: (+1) 503.271 5721

Dataccount, Inc.  
2207 Anderson Road  
P.O. Box 3078  
Opelika, AL 36801  
Tel: (+1) 205.749 5641  
Fax: (+1) 205.749 5666

Decision, Inc.  
402 South Ragsdale, Suite 206  
Jacksonville, TX 75766  
Tel: (+1) 903.586 0557  
Fax: (+1) 903.586 6751

Jefferson-Pilot Data Services, Inc.  
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Memphis, TN 38117  
Tel: (+1) 901.762 8000  
Fax: (+1) 901.762 8038

Marketron, Inc.  
101 Lincoln Centre Drive, Suite 300  
Foster City, CA 94404  
Tel: (+1) 415.341 4004  
Fax: (+1) 415.341 8197

Master Software Systems  
Division Of Radio One  
3565 Green Street  
Muskegon, MI 49444  
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Fax: (+1) 616.733 1107

Register Data Systems  
P.O. Box 980  
404 Gen. C. Hodges Blvd.  
Perry, GA 31069  
Tel: (+1) 912.987 2501  
Fax: (+1) 912.987 7595

The Management  
P.O. Box 1-36457  
3535 Jim Wright Freeway  
Ft. Worth, TX 76136  
Tel: (+1) 912.625 9761  
Fax: (+1) 817.624 9741

RCS  
Two Overhill Road Suite 100  
Scarsdale, NY 10583  
Tel: (+1) 914.723 8567  
Fax: (+1) 914.723 6651

## STATION OPERATIONS

# Public Services Help More Than The Public

by John Irwin

I'm convinced there are big ratings and revenue for those who apply the "golden rule" concept to communities they serve. I'm not talking about improving the quality or quantity of your public service announcements. I'm talking about rolling up your sleeves and jumping into the trenches, climbing on the bandwagon and being the engine that drives the train.

In just about every major city across the US, you'll find a station that consistently ranks as one of the top five in both cumulative audience and revenue share. That station also quite often has an image of being the station at the center of causes that benefit the community. In fact, in any of these cities, you'll find several stations trying to attain the servant label.

## Information

The **Group W** (Westinghouse Broadcasting) radio and TV stations have long been amongst the best at going all-out for the communities they serve. Group W's **KYW-AM/Philadelphia**, an all-

news outlet, recently volunteered to set up and operate a telephone/computer communications centre within the station to administer the city schools' closing information on bad weather days. In the past, this task had been handled by the schools' administrative headquarters staff who carried out the process of notifying the news media.

You might ask why an already "extremely busy" news station would want to take on more. General manager **Roy Shapiro** knows that such community goodwill would only enhance his stations' strong news image by making **KYW** the source of school information affecting millions of listeners in his very competitive market.

The rewards for **KYW** are obvious. During the school year, **KYW** has educators instructing hundreds of thousands of parents to have their morning radio tuned at 1060 **KYW-AM** for the official school closing/delay information. TV and newspapers carried the initial story of **KYW's** volunteer work and ran articles throughout the winter months reminding their readers that 1060 **KYW-AM** is the

source for this information.

Was it a tremendous cost to **KYW** for providing this service? Not at all. Existing telephones and computers are used and operated by just a handful of staffers called in to work a little early on bad weather days.

## Fund Raisers

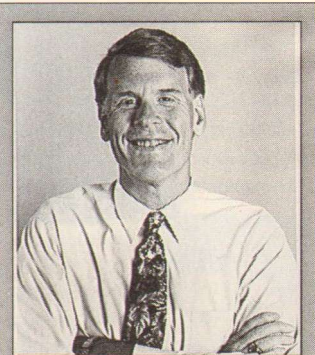
For many years, **WBZ-AM/Boston** has conducted events that have raised millions of dollars for the children's hospitals in the community. One such fund raiser started years ago when a farmer contacted morning DJ **Dave Maynard** and offered to donate some produce to a worthy cause. Maynard shared the generosity with his listening audience, instructing them to stop by the station at 10.00 (once he was off the air) and he would sell the vegetables with all proceeds going to the children's hospital; the "WBZ Farmstand" was initiated. The annual autumn Saturday morning promotion has now outgrown the station's property and is held at a fairground. It attracts hundreds of vendors and advertisers who donate everything from produce

and craft items to horse rides for the kids and balloon rides for the adults. At 05.00, hundreds are waiting in line for the grounds to open. Listeners are urged to bring something and buy something. Over 15,000 people now attend the Farmstand and spend over US\$70,000.

Any station with a decent size audience can become the community station; the key ingredient is the listener. Don't underestimate the human desire to help others. What are your listeners talking about? What are they concerned with in your city? Brainstorm an event or promotion that your staff and supporters can handle. Find an advertiser or two who can benefit from the sponsorship. Remember, listeners and advertisers want to help, and there shouldn't be a shortage of staff members who want to jump in.

There are a couple of downsides to watch out for. Pick organizations that have good management, staff and reputation. The organization's image and resources can make the difference between a fantastic event or a no-go. Secondly, don't let the emo-

tions of the campaign consume your airwaves. Educate the on-air team as to how they'll drive listeners away if they allow the promotion to dilute your main product.



**John Irwin** began his radio career as a cub reporter. Three years later, he became a 20-year-old news director. Irwin has managed top radio properties for Capitol Broadcasting, Group W and NBC. Boston-based Irwin Media, Inc., was formed to provide broadcasters with full-service consultation. Irwin can be reached at tel: (+1) 508.435 7886; fax: (+1) 508.435 7887.

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size. **STABILITY** RCS has been around for over 13 years. You can count on us being around next year and in the next century.

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## 10CC

More and more rock dinosaurs of the past are coming back to life again, often heavily driven by nostalgia and big money. 10CC's comeback to the front is another story. "...Meanwhile," their first album in eight years, out on Polydor, reveals the sound of a band still developing.

by Robbert Tilli

Whereas the reunions of bands musically usually doesn't add anything new to their rich repertoire, 10CC is still challenging. *Woman In Love*, the lead single off the new Polydor album *...Meanwhile*, is another jewel on their crown. Although

the nucleus of the band still consists of **Eric Stewart** and **Graham Gouldman**, original band members **Lol Creme** and **Kevin Godley** are also featured. The first duo is responsible for the excellent song writing, while the latter two lend their musical and vocal abilities, making this a genuine 10CC album. The trademark

vocal harmonies are completely re-installed. Hear those nightingales sing their hearts out on the track *Charity Begins At Home*.

*Welcome To Paradise*, the second single to be released early June, is another excursion of 10CC on reggae beats, like they did before on '78s *Dreadlock Holiday*. For the first time ever, the band called in the help from an outside producer; **Gary Katz**, the man behind the sophisticated sound of **Steely Dan** in the past, got the job. Ace sessioneers such as drummer **Jeff Porcaro** and pianist **Mac Rebennack**, (alias **Dr. John** "the night tripper") make the album a top notch musical event. It reaffirms your faith in timeless pop music. The midtempo ballad *Green Eyed Monster* and the regular ballad *Don't Break The Promises* will still be re-curents in the year 2020.

Polydor has planned a radio lead campaign. Comments international marketing manager **Alistair Farquhar**, "We have to re-awake the original 10CC fan base. That can only be done by radio, which can also attract new young fans. The singles are very good radio records which will excite programmers across Europe."

Selected printed advertising will be run in high quality papers. Stewart and Gouldman are currently in the middle of a heavy European promo tour that practically takes them everywhere, with a lot of major TV appearances scheduled.

**Harvey Lisberg**, the band's manager since day one back in 1971, is not entirely happy about the modern marketing techniques.

"It's totally different today. Ten or 15 years ago you could rely on people to do a job. I have to deal more with record companies than ever. I was used not to checking everything in the past; everything was just done. It's far more difficult to be a manager nowadays. I have to oversee the complete operation.

"I've got problems with the record company's attitude towards marketing the record. If they can invest so much money in acquiring the material, why don't they invest another huge amount in the marketing? There should be a phenomenal marketing campaign on this record, but there isn't. In the UK they are relying too much on the quality of the music and the word-of-mouth factor. They wait for the hits first, and only then go into full gear. But what if there will be no hits? In Holland things are much better. Last year's *The Best Of 10CC* album sold 50,000 copies, backed with a huge campaign by **Phonogram**, our record company at the time. We didn't have that back up in the UK."

Polydor UK marketing manager **John Waller** replies that Lisberg's criticism is unjust. He claims that the company did set up an appropriate campaign.

According to Lisberg, the band is partly to blame. "After the 'split' of the band [in the late '70s], things watered down. The band was never that keen on touring. The boys are not like **Genesis**, who always keep on working. We missed out on that. So the main reason of this lack of support is that we lost eight years of momentum which we have to re-create now."

## Del Amitri



Scottish band Del Amitri perfectly bridges the gap between pop and rock. Their third album "Change Everything", their second on A&M, is again rich of melodies and good grooves, which makes them easily programmable on a multitude of formats.

by Robbert Tilli

Big at home in the UK, but Europe is still to develop; Glaswegian band Del Amitri is such a band, and this quartet is a prime example of an act that could make it big

on mainland Europe. They could surely benefit from the groundwork laid by colleagues such as **Deacon Blue** and **Texas**. *Nothing Ever Happens*, one of the UK hit singles off the 1989 album *Waking Hours*—platinum in the UK (300,000

copies)—was a cult hit in Holland.

The album is a top priority for **PolyGram** worldwide. Says A&M international marketing manager **Lucie Avery**, "The album has been received by all the local PolyGram affiliates with open arms. We're determined to break the band on the continent, which has always been a bit behind the UK, the US and Australia. We will be working on this album all the way through 1993. We want to establish them as platinum selling artists globally."

The new album *Change Everything* has the potential to indeed change everything in the international field. *Always The Last To Know* is at number 20 in this week's **EHR Top 40**. Twelve out of the total of 28 stations reporting the song are based in mainland Europe. It's in heavy rotation on the newly founded **Station 3/Hilversum**, the merger from the three pubcasters **NCRV**, **KRO** and **AVRO**. Says programmer **Ben Houdijk**, "We judge records by their quality. At the same time we have a weakness for this kind of guitar-driven pop, especially during the daytime slot from 09.00 to 15.00. Del Amitri's last album got a lot of recognition by AVRO and KRO, so we logically continue along the same line."

Del Amitri's sound is an alloy of '70s west coast rock, folk rock, country and Beatle-esque pop. Producer **Gil Norton** is the right man to give his "difficult" clients a more accessible touch. He did this before with alternative bands like **Pere Ubu**, the **Pixies** and the **Triffids**. Especially with the latter band, Del Amitri shares a great interest in pop with a roots rock approach.

Semi-acoustic tracks like *Be My Downfall* and *The First Rule Of Love*—enhanced by **Iain Harvie**'s play on the dobro—display the quality of the song writing best. It shows the naked essence of the songs, and the passion singer/bassist **Justin Currie** puts in them. They bring American singer/songwriter **Peter Case** in mind at his best moments. *Just Like A Man* is a groovy pop song with **Andy Alston** excelling on the Hammond organ. *Surface Of The Moon* is not unlike **Don Henley**, while *The Ones That You Love Lead You Nowhere* is a serious case of riffing à la **Keith Richards**. Country influences are most obvious on *As Soon As The Tide Comes In*.

A&M sent out a nine-minute long EPK (electronic press kit) to media across Europe to get their hands around the project. In the UK a fold-out four-CD singles tray for collectors is being released commercially. Each single will be issued with exclusive bonus tracks. The band is currently on an extensive UK concert tour. The first two weeks of June will see them on a promo tour through the US, culminating in an appearance at the "Rock & Roll Radio Convention" in L.A. on June 11. European promotion is planned for July. The autumn will be spent with a world tour, starting off in New Zealand and taking them from Australia, the US and Canada to mainland Europe and again the UK.

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

# STATION REPORTS

Station reports include all new additions to the playlist, indicated by the abbreviation "AD." Reports from certain stations will also include a "Power Play" (PP), a track which receives special emphasis for the week, as well as featured new CDs and LPs indicated by the designation "AL." All playlists must be received by Monday at 3 o'clock.

## UNITED KINGDOM

**ATLANTIC 252/London**  
Paul Kavanagh - Prog Dir  
A List:  
AD Colourhaus: Innocent Child  
Don E Love Mates  
En Vogue: My Lovin'  
Shakespears Sister: I Don't

**BBC RADIO 1/London**  
Paul Robinson - Prog Dir  
A List:  
AD George Michael: Too Funky  
Incognito: Don't Worry  
Lisa Stansfield: Set Your

**B List:**  
AD Ce Peniston: Keep On Walkin'  
Craig McLaughlin: One Reason  
Ethan John: The One  
Kris Kross: Jump  
Urbanised: Helpless

**BEACON RADIO/Wolverhampton**  
Peter Wagstaff - Prog Dir  
A List:  
AD Annie Lennox: Precious  
Bruce Springsteen: Better Days  
Ce Ce Peniston: Keep On Walkin'  
Chic: Your Love  
Cookie Crew: Like Brother  
Cure: Friday I'm In Love  
Gary Moore: Story Of  
Guns N' Roses: Knockin'  
Lightning Seeds: Sense  
Mega City Four: Shivering  
Mr. Big: Just Take My  
Thomas Dolby: Close But  
Was (Not Was): Listen

**B List:**  
AD Bashheads: Back To The  
Benny Hill: Ernie  
Betsy Cook: Docklands  
Craig McLaughlin: One Reason  
Ethan John: The One  
Joan Armatrading: Wrapped  
Joe Cocker: Now That The  
Richard Marx: Hazard  
Shit Up & Dance: Roving  
St. Etienne: Join Our Club

**BRMB FM/Birmingham**  
Robin Volk - Head Of Music  
A List:  
AD Elton John: The One  
Incognito: Don't Worry  
Lisa Stansfield: Set Your  
Tina Turner: I Want You  
Ugly Kid Joe: Everything

**B List:**  
AD Bashheads: Back To The  
Craig McLaughlin: One Reason  
Deviation: Hammond Song  
Gris Kross: Jump  
Kiss: Icing: Constant Craving  
L.C.G.C.: I'll Take You  
Matthew Sweet: Girlfriend  
Nancy Davis: If You  
Pagues: Honky Tonk  
Pop Will Eat Itself: Karmadrome  
S'Express: Find'em  
Tia Carrere: Ballroom Blitz  
Utah Saints: Something  
Wilson Phillips: You Won't See

**CAPITAL FM/London**  
Richard Park - Prog Contr  
A List:  
AD Adeva: Until You Come Back  
Ethan John: The One  
Erasure: Loy All Your Love  
Erasure: S.O.S.  
George Michael: Too Funky  
Julia Fordham: Thought It Was  
Lisa Stansfield: Set Your  
Mr. Big: Just Take My  
Omar: Your Loss My Gain  
Pasadenas: I Believe In  
Soul II Soul: Move Me  
Swing Out Sister: Not Gonna

**B List:**  
AD Tia Carrere: Ballroom Blitz  
TLC: Ain't 2 Proud 2 Beg

**KISS FM/London**  
Gordon McNamee - Prog Dir  
B List:  
AD Aaron Hall: Don't Be Afraid  
Bashheads: Back To The  
Frankie Knuckles: Rainfalls  
F.S.O. London: Papa  
Gat Decor: Passion  
Kris Kross: Jump  
Nerbert Clarke: Sweet  
Nu Colours: Tears  
Pete Rock/7: Reminiscia  
Ray Simpson: Out There

**METRO RADIO GROUP/Newcastle**  
Liz Elliott - Music Organizer  
B List:  
AD 49'ers: Got To Be  
Adeva: Until You Come Back  
Beautiful South: Bell Bottomed  
Chic: Your Love  
Cookie Crew: Like Brother  
Ethan John: The One  
Frankie Knuckles: Rainfalls  
Incognito: Don't Worry  
Kathy Traccoli: Everything  
Lisa Stansfield: Set Your  
Nancy Davis: If You  
Rubby Fruit: Jungle Feels  
Tia Carrere: Ballroom Blitz  
Tina Turner: I Want You  
Ugly Kid Joe: Everything  
Was (Not Was): Listen  
XTC: The Ballad Of...

**PICCADILLY RADIO/Manchester**  
Keith Pringle - Head Of Music  
A List:  
AD Cure: Friday I'm In Love  
Cure: Now That The  
Robbie Craig: Nothing I  
Ugly Kid Joe: Everything

**B List:**  
AD Todd The Wet Sprocket: All I  
Craig McLaughlin: One Reason  
Lightning Seeds: Sense  
Mass Order: Let's Get  
Roy Simpson: Out There

**CHILDREN NETWORK**  
Dunstable/Norhampton/Gloucester  
Clive Dickens - Head Of Music  
A List:  
AD Elton John: The One  
B List:  
AD Cud: Rich & Strange  
Marc Cohn: Walking In Memphis  
Real People: Believer  
Ringo Starr: Weight Of The  
Robert Hart: Angel  
S'Express: Find'em  
Soul II Soul: Move Me  
St. Etienne: Join Our Club  
Sophie B. Hawkins

**CHOICE FM/London**  
Merrif Crawford - Head Of Music  
A List:  
AD Men At Large: Use Me  
Mike Davis: When Only  
Omar: Your Loss My Gain

**B List:**  
AD Eugene Wilde: How About  
Frankie Knuckles: Rainfalls  
Glenn Jones: There I  
Kym Sims: I Found Love  
MC Juice: Freak In Me  
New Investigators: Make  
Queen Latifah: How Do I Love  
Shomari: If You Feel  
Stevie K: Silly Games  
Venus Truay: All Of Me

**DOWNTOWN RADIO/Belfast**  
John Rosborough - Prog Dir  
A List:  
AD Annie Lennox: Precious  
Bernie Taupin: Belfast Bill  
Ethan John: The One  
Lightning Seeds: Sense  
Mr. Big: Just Take My  
Robert Hart: Angel  
Sarah Jory: Never Had It  
Susan McCann: Penny Arcade  
Sylvia Telle: Mr. Big  
Take That: I Only Takes

**B List:**  
AD Bruce Springsteen: Better Days  
Extreme: Song  
Joe Cocker: Now That The  
Michael Bolton: Missing  
Dina: Blue Love  
Gary Moore: Story Of  
Mass Order: Let's Get  
Real People: Believer  
Robbie Craig: Nothing I  
Romy Jordan: Get To Grips  
S'Express: Find'em  
Thomas Dolby: Close But

**INVICIA RADIO/Canterbury**  
John Lewis - Head Of Music  
A List:  
AD Bruce Springsteen: Better Days  
Extreme: Song  
Joe Cocker: Now That The  
Michael Bolton: Missing  
Dina: Blue Love  
Gary Moore: Story Of  
Mass Order: Let's Get  
Real People: Believer  
Robbie Craig: Nothing I  
Romy Jordan: Get To Grips  
S'Express: Find'em  
Thomas Dolby: Close But

**NRJ NETWORK/Paris**  
Max Guazzini - Dir  
A List:  
AD Elton John: The One  
Martika: Martika's Kitchen  
Midnight Oil: Sometimes  
Moby: Go

**M40/Paris**  
Javier Pons - Prog Mgr  
A List:  
AD Cure: Friday I'm In Love  
Genesis: Hold On My Heart  
Laurent Vauzly: Paradoxal  
Rod Stewart: Your Song  
Simply Red: For Your Babies  
Snap: Rhythm Is A Dancer  
Valentins: Assai Beau

**B List:**  
AD Tina Turner: Love Thing

**RVS/Rouen**  
Franc Ornel - Prog Dir  
A List:  
AD Poupa Claudie: Soñarita  
B List:  
AD Beverley Jo Scott: Glory  
Bryan Adams: Thought I'd Died  
Caroline Legrand: Comme Un  
François Feldman: Tombé  
Gary Moore: Separate Ways  
James: Born Of  
Martika: Martika's Kitchen  
Soul II Soul: Joy

**SKYROCK NETWORK/Paris**  
Laurent Bouneau - Prog Dir  
A List:  
AD Angelique Kidjo: WS-V6  
Cure: Friday I'm In Love  
Def Leppard: Let's Get Rocked  
Joan Jeff/Blackhearts: I Love  
Mr. Big: To Be With You

**L'ONDE LATINE/Aix en Provence**  
Pierre Schott: Je Te Voudrai  
Veronique Sanson: Rien Que  
B List:  
AD Jill Caplan: Parle Moi  
Laurent Vauzly: Paradoxal  
Out Out: La Ville

**RADIO RIVIERA/Monte Carlo**  
Andrew Astbury - Music Dir  
A List:  
AD Ce Ce Peniston: Crazy Love  
Danyël Beilwithe: One Summer  
U2: One

**RMC COTE D'AZUR/Monte Carlo**  
A List:  
AD Michael Jackson: In The Closet  
Stephen Eicher: Hemming

**SCOOP/Lyon**  
Alain Liberty - Prog Dir  
A List:  
AD Elton John: The One  
B List:  
AD Bernard Lavilliers: Saigon  
Chris De Burgh: Separate Tables  
Def Leppard: Let's Get Rocked  
Laure Milena: Tanna

**ISABELLE FM/Tocane Saint Apre**  
Patrick Lapeyronnie - Prog Dir  
A List:  
AD François Feldman: Tombé  
Peter Kingsberry: Love In  
B List:  
AD 2 Unlimited: Twilight Zone  
Audi/Modena: Implants  
Double You: Please Don't Go  
Joan Jeff/Blackhearts: I Love  
Kava Rea: Un Rendez-Vous  
Lloyd Cole: Buttery  
Metallica: Nothing Else Matters  
Strawberry Juice: That's All  
Wet Wet Wet: Goodnight Girl

**RADIO BROADLAND/Norwich**  
Dave Brown - Head Of Music  
Power Play:  
AD Dion/Bryson: Beauty  
Curiosity: Hang On  
Del Amitri: Always  
Lionel Richie: Do It To Me  
Richard Marx: Hazard  
Shakespears Sister: I Don't  
A List:  
AD Annie Lennox: Precious  
Ethan John: The One  
Lisa Stansfield: Set Your  
Robbie Craig: Nothing I

**GWR FM/Bristol/Sevendon**  
Andy Westgate - Head Of Music  
A List:  
AD Annie Lennox: Precious  
Dion/Bryson: Beauty

**HORIZON RADIO**  
Milton Keynes/Bristol  
Clive Dickens - Head Of Music  
A List:  
AD Bashheads: Back To The  
Inside Moves: The Man With  
Ray Simpson: Out There  
St. Etienne: Join Our Club  
Take That: I Only Takes

**B List:**  
AD Chapter & The Verse: Thank You  
F.O.R.C.E.: N.K. Zee Jam  
Incognito: Don't Worry  
Nu Colours: Tears  
Robbie Craig: Nothing I  
Swing Out Sister: Not Gonna

**RADIO BROADLAND/Norwich**  
Dave Brown - Head Of Music  
Power Play:  
AD Dion/Bryson: Beauty  
Curiosity: Hang On  
Del Amitri: Always  
Lionel Richie: Do It To Me  
Richard Marx: Hazard  
Shakespears Sister: I Don't  
A List:  
AD Annie Lennox: Precious  
Ethan John: The One  
Lisa Stansfield: Set Your  
Robbie Craig: Nothing I

**RED DRAGON FM/Cardiff**  
John Dash - Head Of Music  
Power Play:  
AD Del Amitri: Always  
En Vogue: My Lovin'  
KWS: Please Don't Go  
Shakespears Sister: I Don't  
A List:  
AD Annie Lennox: Precious  
Celine Dion: Beauty & The Beast

**Craig McLaughlin: One Reason**  
Guns N' Roses: Knockin'  
Lightning Seeds: Sense  
St. Etienne: Join Our Club  
Take That: I Only Takes  
B List:  
AD Bashheads: Back To The  
Incognito: Don't Worry  
Levellers: 15 Years  
Mr. Big: Just Take My  
Robbie Craig: Nothing I  
Wilson Phillips: You Won't See

**COOL FM/Belfast**  
John Paul Ballantine - Head Of Music  
A List:  
AD Amy Grant: I Will Remember  
Guns N' Roses: Knockin'  
Linda Martin: Why Me  
Robert Hart: Angel

**HUNDERT 6/Berlin**  
Rainer Gruhn - Music Dir  
Power Play:  
AD Andrew White: Without You  
Genesis: Hold On My Heart  
Ugly Kid Joe: Everything  
Was (Not Was): Listen

**EUROPE 2 NETWORK/Paris**  
Christian Savigny - Prog Dir  
A List:  
AD Curtis Stigers: I Wonder  
Laurent Vauzly: Paradoxal  
Lionel Richie: Do It To Me  
Philippe Lafontaine: L'Amant

**BB 4/Bremen**  
Axel Sommerfeld - DJ/Producer  
A List:  
AD Connie Francis: Live Connie  
Dr. Alban: It's My Life  
Maggie Reilly: Touch  
Roy Orbison: I Drove  
Sisters Of Mercy: Temple  
Vanessa Williams: Save The Best

**B List:**  
AD 2 Unlimited: Workaholic  
Al Jarreau: Blue Angel  
Heiner Pudella: Wenn Ich  
Sandra: I Need Love  
Scorpions: Hit Between The Eyes  
Udo Lindenberg: Augen Zu

**RSH/Kiel**  
Stephan Hampe - Head Of Music  
Power Play:  
AD Londonbeat: You Bring  
B List:  
AD Kiss: God Gave Rock  
Soul II Soul: Joy  
Westernhagen: Rosi  
AL Neville Brothers

**SDR 3/Stuttgart**  
Hans Thomas - Producer  
Power Play:  
AD Elton John: The One  
AL Neville Brothers

**RADIO FFM/Frankfurt**  
Sabine Neu - Head Of Music  
A List:  
AD Eric Clapton: Tears  
B List:  
AD Chris Walker: Take Time  
Julian Dawson: Power Of  
Ringo Starr: Weight Of The  
Tori Amos: Crucify

**RADIO REGENBOGEN/Mannheim**  
Merrin Schwebel - Music Dir  
Power Play:  
AD Ronettes: Be My Baby  
A List:  
AD Elton John: The One  
Wilson Phillips: You Won't See

**B List:**  
AD Achim Reichel: Ein Freund  
Al Jarreau: Blue Angel  
Chris Walker: Take Time  
Don Lucas: Someone's Girl  
En Vogue: My Lovin'  
Markus: 1000 Karten Werden  
OIO: America  
Soul II Soul: Joy  
Texas: Tired Of Being Alone  
Third Party: My Girl In

**STAR \* SAT RADIO/Gruenwald**  
Ju Luenders - Prog Dir  
B List:  
AD 10 CC: Woman In  
Color Me Badd: Slow  
Gary Moore: Story Of  
Right Said Fred: Deeply  
Simply Red: For Your Babies  
Wilson Phillips: You Won't See

**RADIO GONG/Nuremberg**  
Peter "Marc" Stingl - Head Of Music  
Power Play:  
AD Chris Cuevas: I Need You  
KWS: Please Don't Go  
Maggie Reilly: Touch  
A List:  
AD Garland Jeffreys: The Answer  
AL En-Sonic

**RADIO GONG 2000/Munich**  
Andy Wenzel - Head Of Music  
Power Play:  
AD Ochsenechte: If I Had

**WDR1/Cologne**  
Wolfgang Roth - Producer  
A List:  
AD Curtis Stigers: You're All  
Gun Higher Ground  
Kristine Frey: This Is  
Lionel Richie: Do It To Me  
Londonbeat: You Bring  
Mr. Big: Just Take My  
Neville Brothers: Fly Like

**Peps Staples: World In**  
Prinzen: Mein Fahrhad  
Robin Beck: Love Yourself  
Roko: Is It Love  
Ronettes: Be My Baby  
Steve Thomson: All Through  
Udo Lindenberg: Augen Zu  
Wilson Phillips: You Won't See

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**ENERGY/Berlin**  
Steffen Meyer - Prog Dir  
A List:  
AD Cure: High  
Dr. Alban: It's My Life  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

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Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**104.6 RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
B List:  
AD Michael Bolton: Missing  
OMD: Then You Turn Away

**Opus III: It's A Fine Day**  
Right Said Fred: Deeply  
B List:  
AD Def Leppard: Let's Get Rocked  
Red Hot Chili Peppers: Under  
Soul II Soul: Joy

**PETER FLOWERS FM/Milan**  
Marco Garavelli - Producer  
Franco Lazzoni - Head Of Music  
Power Play:  
AD Londonbeat: You Bring  
A List:  
AD Michael Jackson: In The Closet  
Bruce Springsteen: Def Leppard

**RADIO CLUB 91/Naples**  
Franco Russo Marf - Prog Dir  
A List:  
AD Angela Boelli: Love  
Boo Heverdinge: I Remember  
Curiosity: Hang On  
Dr. Alban: It's My Life  
Frankie HI-NRG: Fight  
Garland Jeffreys: Welcome To  
Kim Wilde: Love Is Holy  
Londonbeat: You Bring  
M People: Someday

**RADIO DIMENSIONE SUONO/Rome**  
Corio Mancini - Music Dir  
Power Play:  
AD Curiosity: Hang On  
Kim Wilde: Love Is Holy  
Lionel Richie: Do It To Me  
Stage Dolls: Love Don't Bother Me  
Swing Out Sister: Am I

**A List:**  
AD Alessandro Canino: Scappiamo  
Danilo Amerio: Butami  
Londonbeat: You Bring  
Mario Amadi: Accellata  
Tina Turner: I Want You

**B List:**  
AD Annie Lennox: Precious  
Chic: Your Love  
Crowded House: Weather With  
Guns N' Roses: Knockin'  
M People: Someday  
Pearl Jam: Even Flow  
Pressure Drop: Big Noise  
Soup Dragons: Divine Thing  
Was (Not Was): Listen

**RADIO KISS KISS NETWORK/Naples**  
Gianni Simioli - Prog Dir  
Power Play:  
AD Nino Buonocore: Il Mandarino  
A List:  
AD Dr. Alban: It's My Life  
Ira Levi: Free You  
Lionel Richie: Do It To Me  
Neville Brothers: Fly Like  
Ringo Starr: Weight Of The  
Tracy Chapman: Bang Bang

**AL Dr. Alban**  
Mr. Big: Just Take My  
Neville Brothers: Fly Like  
Simply Red: Thrill Me  
Tori Amos: Crucify

**RADIO RAI VERDE/Rome**  
Maurizio Riganti - Dir  
A List:  
AD Curiosity: Hang On  
Iron Maiden: Be Quick Or  
Paradise Orchestra: Take Me  
Ringo Starr: Weight Of The  
Simply Red: Thrill Me  
Swing Out Sister: Am I

**RETE 105 NETWORK/Milan**  
Alex Peroni - Head Of Music  
A List:  
AD Bastiane: It's Late  
Lil Louis: Lonely  
Londonbeat: You Bring  
Ringo Starr: Weight Of The  
Stefano Scelsi: Break Your

**RTL 102.5 - HIT RADIO/Bergamo**  
Grant Benson - Head Of Music  
B List:  
AD 49'ers: Got To Be  
Beccini: Andretti  
Colourhaus: Innocent Child  
Enrico Ruggeri: I Am Back  
Nino Buonocore: Il Mandarino

**STEREORAI/Rome**  
Elvio Molinari - Head Of Dept.  
Edele Bellisario - Prog Dir  
Power Play:  
AD Bruce Springsteen: Human Touch  
Cure: High  
Def Leppard: Let's Get Rocked  
Ligabue: Urlando Contro  
U2: One

**A List:**  
AD Black Crowes: Remedy  
Braccio Di Graci: Negativo  
Del Amitri: Always  
E.L.P.: Black Mezz  
Joe Sarnataro: E'Ascitato  
Stage Dolls: Love Don't Bother Me  
Wilson Phillips: You Won't See

**RADIO BABBOLEO/Genoa**  
Lenny Rattone - Prog Dir  
Power Play:  
AD Boccini: Andretti

**RADIO MONTE CARLO/Milan**  
Francesco Migliozzi - Prog Contr  
A List:  
AD Annie Lennox: Why  
Annie Lennox: Precious  
Bruce Springsteen: Human Touch  
Cure: High  
Def Leppard: Let's Get Rocked  
Ligabue: Urlando Contro  
U2: One

**ANTENNA DELLO STRETTO/Messina**  
Filippo Pedali - DJ  
Power Play:  
AD Lam: Round Round  
A List:  
AD 99 Posse: Rafanelli  
Curiosity: Hang On  
Debbe Cole: Feel Free  
Faretta: The Music Is  
Nino Buonocore: Il Mandarino  
AL Guernica

**POWER RY THE BLACK**  
RADIO/Rutin  
Paolo Lauri - Head Of Music  
Power Play:  
AD Londonbeat: You Bring  
A List:  
AD Lionel Richie: Do It To Me  
Sonic Family: Really True

**BRT STUDIO BRUSSELS/Brussels**  
Jan Houckelot - Producer  
A List:  
AD Bruce Cockburn: Great Big  
Joe Cocker: Five  
Salt-N-Peppa: Expression  
B List:  
AD Chic: Your Love  
Contenders: Radioland  
Del Amitri: Always  
Dive Straits: The Bug  
Don E Love Mates  
Hugo Mathijssen: Red  
Texas: Tired Of Being Alone  
Vincent Van Gogh: La Valse  
Ze Naix: Fly In Time

**RADIO CONTACT F/Brussels**  
Jean Lou Berlin - Prog Dir  
A List:  
AD Bernard Lavilliers: Saigon

**B List:**  
AD 49'ers: Got To Be  
Armanite: Love Me Or  
Axel Dee: Baby Listen  
Sir Mix-A-Lot: Mack Daddy

**RADIO STAR/Vicenza**  
Maurizio Maressi - Prog Dir  
Power Play:  
AD Lionel Richie: Do It To Me

**A List:**  
AD Corey Hart: Baby When I  
Heroes Del Silencio: Entre Dos  
Kathy Traccoli: Everything  
Kim Wilde: Love Is Holy  
Richard Marx: Hazard  
Ten Sharp: Ain't My Beating

**NOS/Hilversum**  
Tom Blomberg - DJ/Producer  
Power Play:  
AD Personell: Come With Me  
A List:  
AD Dion/Bryson: Beauty  
Clubland: Last In  
Cure: Friday I'm In Love  
Curiosity: Hang On  
Frank Boesjen: 2 Gezichten  
Linda Martin: Why Me  
Van het Groenewoud: Warme  
Salt-N-Peppa: Expression  
Shakespears Sister: I Don't  
Shrey Cats: Elvis On  
Wilson Phillips: You Won't See

**AL Clouseau**  
Kim Wilde

**STATION 3/Hilversum**  
Carla Verschoot - Co-Ord  
Power Play:  
AD Henry Vriente: Zonnebril  
Cure: Friday I'm In Love  
A List:  
AD A Tribe Called Quest: Scenario  
Ethan John: The One  
Family Stand: Plantation  
FM: I Heard It Through  
God's Gift: Would You  
The Guffers: 15 Years  
Little Village: Don't Go Away  
Mississ Eberidge: 2001  
Shakespears Sister: Don't  
Texas: Tired Of Being Alone  
Wolfgang Press: A Girl Like

**TROS RADIO 3/Hilversum**  
Ferry Maat - Head Of Music  
Power Play:  
AD Indecent Obsession: Kiss Me  
A List:  
AD 10 CC: Woman In  
Ballard & Ballard: Emma  
Bruce Springsteen: Better Days  
Guns N' Roses: Knockin'  
Hans Wellerdieck: M'n Meisje  
Londonbeat: You Bring  
Neville Brothers: Fly Like  
Robbie & The Kick: Apex  
Scene: Open  
Simply Red: Thrill Me  
Tori Amos: Crucify

**VERONICA/Hilversum**  
Hans van der Veer - Vice MD  
Unica Glorie - Producer  
Power Play:  
AD Joe Public: Live And  
A List:  
AD CFNB/Brussel  
Lou Rowland - Head Of Music  
Power Play:  
AD Jan Secada: Just Another  
A List:  
AD 10 CC: Woman In  
Bruce Springsteen: Better Days  
Mr. Big: Just Take My  
Corey Hart

**CFNB/Brussel**  
Lou Rowland - Head Of Music  
Power Play:  
AD Jan Secada: Just Another  
A List:  
AD 10 CC: Woman In  
Bruce Springsteen: Better Days  
Mr. Big: Just Take My  
Corey Hart

**RADIO NOORD-HOLLAND/Haarlem**  
Pieter Buijs - Producer  
A List:  
AD Bruce Springsteen: Better Days  
Chic: Your Love  
Chris Stills: You're All  
Dive Straits: The Bug  
Garland Jeffreys: Welcome To  
Henry Vriente: Zonnebril  
Leon Russell: Anything  
Lois Lane: Qualified  
Londonbeat: You Bring  
Personell: Come With Me  
Van het Groenewoud: Warme  
Shakespears Sister: I Don't  
Simply Red: Thrill Me  
Sophie B. Hawkins: Damn  
Tina Turner: I Want You

**SKY RADIO/Bussum**  
Tom Lathouwers - Operations Mgr  
Power Play:  
AD Annie Lennox: Why  
Annie Lennox: Precious  
Bruce Springsteen: Human Touch  
Cure: High  
Def Leppard: Let's Get Rocked  
Ligabue: Urlando Contro  
U2: One

**A List:**  
AD Black Crowes: Remedy  
Braccio Di Graci: Negativo  
Del Amitri: Always  
E.L.P.: Black Mezz  
Joe Sarnataro: E'Ascitato  
Stage Dolls: Love Don't Bother Me  
Wilson Phillips: You Won't See

**RADIO BABBOLEO/Genoa**  
Lenny Rattone - Prog Dir  
Power Play:  
AD Boccini: Andretti

**RADIO MONTE CARLO/Milan**  
Francesco Migliozzi - Prog Contr  
A List:  
AD Annie Lennox: Why  
Annie Lennox: Precious  
Bruce Springsteen: Human Touch  
Cure: High  
Def Leppard: Let's Get Rocked  
Ligabue: Urlando Contro  
U2: One

**ANTENNA DELLO STRETTO/Messina**  
Filippo Pedali - DJ  
Power Play:  
AD Lam: Round Round  
A List:  
AD 99 Posse: Rafanelli  
Curiosity: Hang On  
Debbe Cole: Feel Free  
Faretta: The Music Is  
Nino Buonocore: Il Mandarino  
AL Guernica

**POWER RY THE BLACK**  
RADIO/Rutin  
Paolo Lauri - Head Of Music  
Power Play:  
AD Londonbeat: You Bring  
A List:  
AD Lionel Richie: Do It To Me  
Sonic Family: Really True

**BRT STUDIO BRUSSE**

Merethe Tröan - Vrijoner  
**B List:**  
 AD Lisa Nilsson - Himlen Runt Horne

**RADIO OST/Rode**  
 Raymond Hossien - Head Of Music  
**Power Play:**  
 AD Christer Sandelin - Golen  
**A List:**  
 AD Bjelleklang - Strömling  
 Bruce Springsteen - Better Days  
 Dion/Bryson - Beauty  
 James Knudsen - Fire In...  
 Sophie B. Hawkins - Damn

**RADIO TÖNSBERG/Tönsberg**  
 Geir Andreassen - Head Of Music  
**Power Play:**  
 Maggie Reilly - Touch  
**A List:**  
 AD 2 Unlimited - Workaholic  
 Bjelleklang - Strömling  
 Christer Sandelin - Golen  
 Grethe Svensen - Free  
 Kim Wilde - Love Is Holy  
 Kriss Kross - Jump  
 Snik & Snik - Miska  
 Treble & Bass - My Sweet

**RADIO TRONDHEIM/Trondheim**  
 John Branaes - Head Of Music  
**Power Play:**  
 Maggie Reilly - Touch  
**A List:**  
 AD Bjelleklang - Strömling  
 Carola - All The Reasons...  
 Contenders - Munn Mot Munn  
 Grethe Svensen - Free  
 Steve Wynn - Tuesday

**B List:**  
 AD Big Money - Rich & Famous  
 Bruce Springsteen - Better Days  
 Cure - Friday I'm In Love  
 James Knudsen - Fire In...  
 Marc Almond - The Days  
 Lionel Richie

**RADIO VEST/Stavanger**  
 Bjerte P. Tjøstheim - Head Of Music  
**Power Play:**  
 AD Shakespears Sister - I Don't  
**A List:**  
 AD Bjelleklang - Mercedes Benz  
 Carola - All The Reasons...  
 Orup - Magaluf

**STUDENTRADIOEN/Tromsø**  
 Rune Hagen - Head Of Music  
**A List:**  
 AD Bjelleklang - Mercedes Benz  
 Black Crowes - Remedy  
 Black Velvet Band - Lullaby  
 Dion/Bryson - Beauty  
 Clausone - Anna  
 Cure - Friday I'm In Love  
 Del Amitri - Always  
 House Of Love - Feel  
 Luka Bloom - I Need Love  
 Morrissey - We Hate It When  
 Thomas Dolby - Close But

**AL Carter USA**  
 Indigo Girls  
 Power Of Dreams  
**B List:**  
 AD Gun - Higher Ground  
 Neville Bros. - Fly Like An  
 Bamnes Venner - Forår I  
 Gloria Gaynor - Be Soft With

**DENMARK**  
**DANMARKS RADIO/Copenhagen**  
 Leif Wivelsted - Prog Dir  
**A List:**  
 Del Leppard - Let's Get Rocked  
 Mr. Big - To Be With You  
 Ten Sharp - You  
 Eric Clapton - Tears  
 U 96 - Das Boot

**RADIO AMAGER/BRØNDBY/Kastrup**  
 Susan Dueland - Head Of Music  
**Power Play:**  
 Dion/Bryson - Beauty  
 Del The Funkies H. - Mistado  
 Geoffrey Williams - Nat A Love  
 Lionel Richie - Do It To Me  
 Treble & Bass - My Sweet  
**A List:**  
 AD Curtis Stigers - You're All  
 Maggie Reilly - Touch  
 Rozalla - Love Breakdown

**UPTOWN FM/Copenhagen**  
 Niels Pedersen - Head Of Music  
**A List:**  
 AD Lisa Nilsson - Himlen Runt Horne  
 Londonbeat - You Bring  
 Red Hot Chili Peppers - Under  
 Ringo Starr - Weight Of The  
 Simply Red - Thrill Me  
 Wilson Phillips - You Won't See

**ÅRHUS NØRRADIO/Århus**  
 Jesper Scherrens - Head Of Music  
**A List:**  
 AD Annie Lennox - Precious  
 Howard Jones - Lift Me Up  
 Londonbeat - You Bring  
 Melchior Gammal  
 Michael Ball - One Step  
 Rockers By Choice - Foot I  
 Wilson Phillips - You Won't See

**AL Big Fat Snake**  
 Celine Dion  
 Dinah Washington  
 Kenny & Lore  
 Rockers By Choice  
 Vikingsgata

**RADIO AIRPORT FM/Copenhagen**  
 Flemming Beck - Head Of Music  
**Power Play:**  
 Raul Orellana - Gypsy Rhythm  
 Rockers By Choice - Sumper  
 Rozalla - Love Breakdown  
 Temptations - Get Ready  
 Wilson Phillips - You Won't See

**A List:**  
 AD Shu-bi-Dua - Sexchikane  
**B List:**  
 AD Dance A Stranger - Everyone  
 Thomas Helming - A Cover  
**RADIO HERNING/Herning**  
 Ulrik Hystgaard - Head Of Music  
**A List:**  
 AD Euphoria - Love You Right  
 Texas - Tired Of Being Alone

**B List:**  
 AD Gun - Higher Ground  
 Neville Bros. - Fly Like An  
 Bamnes Venner - Forår I  
 Gloria Gaynor - Be Soft With

**RADIO HOLBÆK/Holbæk**  
 Sig Nielsen - Prog Dir

**Power Play:**  
 AD Del Amitri - Always  
 Giant Stay

**B List:**  
 AD Malurt - Gammel  
 Michael Jackson - In The Closest  
 Crup - Nan Annon  
 Wilson Phillips - You Won't See

**RADIO ODENSE/Odense**  
 Bjørn Mouridsen - Head Of Music  
**Power Play:**  
 Londonbeat - You Bring  
 Red Hot Chili Peppers - Under  
 Wilson Phillips - You Won't See

**A List:**  
 AD Lars H.U.G. - Natvarmer  
**B List:**  
 AD Malurt - Gammel  
 Michael Jackson - Missing

**RADIO SYDKYSTEN/Copenhagen**  
 Peter Hold - Head Of Music  
**A List:**  
 AD Annie Lennox - Precious  
 Londonbeat - You Bring  
 Snap - Rhythm Is A Dancer

**B List:**  
 AD Malurt - Gammel  
 Sonne - Responsible

**FINLAND**  
**YLE 2/RADIONAAMIA/Helsinki**  
 Jukka Haorma - Music Co-Ord  
**A List:**  
 AD Alkestis - Jossain  
 Del Amitri - Always  
 Heiskanen - Puokimpoona  
 Kim Wilde - Love Is Holy  
 Live - Pain Lies  
 Neville Brothers - Fly Like  
 Pelle Miljoona - Vi Vahat  
 Sophie B. Hawkins - Damn

**B List:**  
 AD Deadline - Walking Man  
 Yohu Yindi - Treaty

**RADIO 100+/Tampere**  
 Pentti Teravainen - Music Dir  
**A List:**  
 AD C'Vello - Dongerax  
 Corina - Now That You're Gone  
 Kaivo - Kun olet mennyt  
 Suurilähetti - Kalkkissa  
 Terri Nunn - Let Me Be

**DISCORESS/Tampere**  
 Tuja Lindell - Co-Ord  
**A List:**  
 AD Chic - Chic Mystique  
 Dr. Alban - It's My Life  
 Michael Jackson - In The Closest  
 Snap - Rhythm Is A Dancer  
 U 96 - I Wanna Be  
 ZZ Top - Viva Las Vegas

**AUSTRIA**  
**Ö 3/Vienna**  
 Günther Lesjak - Head Of Music  
**A List:**  
 AD Richard Marx - Take This Heart  
 Santana - Life Is For  
 Shakespears Sister - I Don't  
**B List:**  
 AD Curtis Stigers - You're All

**Cure** - Friday I'm In Love  
**Londonbeat** - You Bring  
**Ringo Starr** - Weight Of The  
**Tina Turner** - I Want You

**SWITZERLAND**  
**DRS 3/Basel**  
 Christoph Alispach - Music Co-Ord  
**A List:**  
 AD 10 CC - Something Special  
 Freddy Johnson - No Vellins  
 Kriss Kross - Jump  
 Misk & Rock - De Dagen Van De  
**AL Black Crowes**  
 Nick Cave  
 Vera Koo

**RADIO 24/Zürich**  
 Dani Richiger - Head Of Music  
**Power Play:**  
 David Byrne - Girls On My Mind  
 Kathy Traccoli - Everything  
 U2 - One  
**A List:**  
 AD Crowded House - Weather With  
 Marc Almond - The Days  
 Ringo Starr - Weight Of The  
**AL Neville Brothers**

**RADIO FORERBAND/Bern**  
 Res Hasenstein - DJ/Producer  
**Power Play:**  
 Michelle Shocked - Come A Long  
**B List:**  
 AD k.d. lang - Constant Craving  
 Majak Fahlk - Sand Down  
 Randy Crawford - Who's Crying

**RADIO PILATUS 104.9/Luzern**  
 Rolf Tschuppert - Music Dir  
**A List:**  
 AD Bruce Springsteen - Better Days  
 Dion/Bryson - Beauty  
 Dan Hill - I Fall  
 Lela Githa - Kote Moun  
 Londonbeat - You Bring  
 Shawn Christopher - Don't Lose  
 Texas - Tired Of Being Alone  
 Wilson Phillips - You Won't See

**RADIO ZUERISE/Staefa**  
 Ueli Paul Frey - Head Of Music  
**A List:**  
 AD Swing Out Sister - Am I  
**B List:**  
 AD 10 CC - Something Special  
 Howard Jones - Tease Me  
 Kim Wilde - Love Is Holy  
 Neville Brothers - Fly Like  
 Wilson Phillips - You Won't See

**RSR LA PREMIERE/Genève**  
 Catherine Colombara - Producer  
**AL Bibie**  
 Curtis Stigers  
 Soul II Soul

**COULEUR 3/Lausanne**  
 Thierry Catherine - Head Of Music  
**Power Play:**  
 AD Zyon - Rindrops  
**A List:**  
 AD Morrissey - We Hate It When  
 Neville Brothers - Fly Like  
 Weathermen - Around The World  
**B List:**

**AD Concrete Blonde** - Woman To  
**Faitha Mansions** - Behind The  
**Mega Rafer Scratch** - Bonto  
**Perry Rose** - Why Should  
**Silas** - Miles Away  
**To Ya Leng** - Upside Down

**RETE 3/Lugano**  
 Giorgio Passera - Head Of Music  
**Power Play:**  
 AD Weir Al Yankovic - Smells  
**A List:**  
 AD Elio E Le Storie Tese - Ramoya  
 Ivano Fossati - La Canzone  
 Joe Sarnataro - Sato Viale  
 k.d. lang - Constant Craving  
 Lyte Lovett - She Makes  
 Neville Brothers - Fly Like  
 XTC - Dear Madam Barnum

**B List:**  
 AD Blues Brothers - Band Red  
 Negu Gorriak - Gora  
 Table - Two Whales

**STUDIO 8/Dornach**  
 Jack Blacksmith - Head Of Music  
**A List:**  
 AD Alberto Fortis - Dentro  
 Bruce Springsteen - Human Touch  
 Curtis Stigers - You're All  
 John Brack - Hot Shot  
 Ringo Starr - Weight Of The  
 Rod Stewart - Broken Arrow  
 Ten Sharp - Ain't My Bedding

**PORTUGAL**  
**RADIO RENASCENÇA/Lisbon**  
**A List:**  
 AD QNR - Sogua Ocullo  
 RTZ - Until Your Love  
 Tom Petty - Too Good  
 ZZ Top - Viva Las Vegas

**SLOVENIA**  
**STUDIO D/Novo Mesto**  
 Rosta Bozik - DJ/Producer  
**A List:**  
 AD Amy Grant - I Will Remember  
 Cher - Could've Been You

**GREECE**  
**ANTENNA 97.1 FM STEREO/Athens**  
 Elias Xinoupolos - Prog Dir  
**A List:**  
 AD 2 Unlimited - Workaholic  
 Bruce Springsteen - Better Days  
 Genesis - Hold On My Heart  
 Marc Almond - The Days

**B List:**  
 AD Kim Wilde - Love Is Holy  
 Lionel Richie - Do It To Me  
 Mr. Big - To Be With You  
 Prince - Money Don't  
 Sisters Of Mercy - Temple  
 U2 - One  
 XTC - The Disappointed

**POP 92.4 FM/Athens**  
 Isaac "Essy" Coutyfil - Prog Dir  
**A List:**  
 AD Cure - Friday I'm In Love  
 Diana Ross - Battlefield  
 Metallica - Nothing Else Matters

**Ronny Jordan** - So What  
**Shabba Ranks** - Mr. Loverman  
**Tag** - The Way I Feel

**B List:**  
 AD Amy Grant - I Will Remember  
 Celine Dion - If You Asked  
 Dire Straits - On Every Street  
 Jon Secades - Just Another  
 Michael Jackson - In The Closest  
 Nilda Fernandez - Mes Yeux  
 Paula Abdul - Will You  
 Queen - Bohemian Rhapsody  
 Rod Stewart - Your Song  
 Roxette - Church  
 Salt-N-Pepa - You Showed Me  
 Shania - Silent Prayer  
 Taste - What You Give  
 Tracie Spencer - Love Me  
 Vanessa Williams - Save The Best

**STAR FM STEREO/Thessaloniki**  
 Vassilis Turanis - Prog Dir  
**A List:**  
 AD Bruce Springsteen - Real World  
 Cure - Friday I'm In Love  
 En Vogue - My Lovin'  
 KWS - Please Don't Go  
 Metallica - Nothing Else Matters  
 Sophie B. Hawkins - Damn

**B List:**  
 AD Charlattans - Tremeloe Song  
 MSG - My Lovin'  
 Rind Crawford - Who's Crying  
 WIP - Dream

**COOL FM/Athens**  
 Helen Skopis  
**A List:**  
 AD Annie Lennox - Why  
 Lionel Richie - Do It To Me  
 Nick Cave - Straight To You  
 Soul II Soul - Joy  
 Swing Out Sister - Am I

**POLAND**  
**POLSKIE RADIO 3/Warsaw**  
 Marek Niedzwiedzki - Producer  
**Power Play:**  
 AD Cure - Friday I'm In Love  
**A List:**  
 AD Amy Grant - I Will Remember  
 Ashley Maher - Stumbling Block  
 Maggie Reilly - Touch  
 Morrissey - We Hate It When  
 Swing Out Sister - Am I

**RADIO ZET/Warsaw**  
 Darek Andrzejewski - Head Of Music  
**A List:**  
 AD 2 Unlimited - Twilight Zone  
 Beautiful South - We Are Each

**B List:**  
 AD Chris De Burgh - Separate Tables  
 Gary Moore - Stay Of  
 Lionel Richie - Do It To Me  
 Live - Pain Lies  
 Simply Red - Thrill Me

**RADIO 4 U/Warsaw**  
 Bogdan Fabzianski - DJ/Producer  
**Power Play:**  
 Metallica - Nothing Else Matters  
**A List:**  
 AD Extreme - Song  
 Kim Wilde - Love Is Holy

**Kriss Kross** - Jump  
**KWS** - Please Don't Go  
**Michael Bolton** - Missing  
**Michael Jackson** - In The Closest

**RADIO MERKURY/Poznan**  
 Ryszard Gloger - Head Of Music  
**Power Play:**  
 AD Genesis - Hold On My Heart  
**A List:**  
 AD Betsy Cook - Love Is  
 Bruce Springsteen - Better Days  
 Dylans - Mary Quant  
 Kim Wilde - Love Is Holy  
 Spent Poets - All At

**RADIO RMF/Krakow**  
 Piotr Metz - Head Of Music  
**Power Play:**  
 AD Guns N' Roses - Knockin'  
**A List:**  
 AD Lighting Seeds - Sense  
 Thee Wet Sprocket - All I B

**B List:**  
 AD Altered State - Ghost Beside  
 Annie Lennox - Precious  
 Live Plan Lies...  
 Sisters Of Mercy - Temple

**RUSSIA**  
**RADIO MAXIMUM/Moscow**  
 Alexander Kasparov - Prog Dir  
**A List:**  
 AD Rod Stewart - Your Song  
 XTC - The Disappointed

**B List:**  
 AD Afrika Bambaataa - Power  
 Melissa Etheridge - Ain't It Heavy  
 Missou - Deep Kiss  
 Robert Palmer - Every Kind Of  
 Spent Poets - Mr. Einstein  
 Yohu Yindi - Treaty

**EUROPE**  
**VOICE OF AMERICA/Europe**  
 June Brown - Dir  
**B List:**  
 AD Amy Grant - I Will Remember  
 Lionel Richie - Do It To Me  
 Wilson Phillips - You Won't See

**OREDIA/Paris**  
 Sylvie Fleury  
**Eastern Top 20:**  
 1 Shakespears Sister - Stay  
 2 Ten Sharp - You  
 3 Mr. Big - To Be With You  
 4 ZZ Top - Viva Las Vegas  
 5 Vanessa Williams - Save The Best  
 6 Michael Jackson - In The Closest  
 7 Del Leppard - Let's Get Rocked  
 8 Annie Lennox - Why  
 9 Marc Almond - The Days Of  
 10 Devin Campbell - Tell Me What  
 11 David Byrne - Girls On My  
 12 Lenny Kravitz - Tell Me What  
 13 Queen - Bohemian Rhapsody  
 14 Cure - High  
 15 Simply Red - Stars  
 16 Charlattans - Wairdo  
 17 Snap - Rhythm Is A Dancer  
 18 Tamla Tikaram - You Make The  
 19 Guns N' Roses - Knockin'  
 20 Ian McCulloch - Lower, Lower

Fortnightly Eastern European Chart based on reports from four leading commercial stations in the region. Europe: 2/Prague, Fun/Belgrade, Radio ZET/Warsaw and Radio Danubij/Budapest



**MTV EUROPE/London**  
 Brian Diamond - Prog Dir  
**Heavy Rotation**

Annie Lennox - Why  
 Cure - High  
 Def Leppard - Let's Get Rocked  
 Mr. Big - To Be With You  
 Right Said Fred - Deeply  
 Shakespears Sister - Stay  
 Snap - Rhythm Is A Dancer

**Active Rotation**  
 Genesis - Hold On My Heart  
 Kriss Kross - Jump  
 Michael Jackson - In The  
 Nirvana - Come As You Are  
 Prince - Money Don't  
 Rozalla - Are You Ready  
 Soul II Soul - Joy  
 U 96 - Das Boot  
 Vanessa Williams - Save The  
 Westernhem - Krieg  
 ZZ Top - Viva Las Vegas

**Buzz Bin**  
 Adamski - Get Your Body  
 Arrested Dev - Tennessee  
 Del The Funkies H. - Mistado  
 Jeffrey Gaines - Hero  
 Ugly Kid Joe - Everything

**Medium Rotation**  
 2 Unlimited - Twilight Zone  
 Genesis - I Can't Dance  
 KLF - America, What Time Is  
 Red Hot Chili Peppers - Under  
 Right Said Fred - Don't Talk  
 Ten Sharp - You

**Break Out**  
 2 Unlimited - Workaholic  
 Black Crowes - Remedy  
 Bruce Springsteen - Better  
 Crowded House - Weather  
 Dr. Alban - It's My Life  
 En Vogue - My Lovin'  
 Frontline Assembly - Mind  
 Gary Moore - Story Of  
 Gun-Higher Ground  
 Iron Maiden - Be Quick Or  
 John Parr - Man With A  
 Maggie Reilly - Touch  
 Metallica - Nothing Else Matters  
 Nick Cave - Straight To You  
 Opus III - It's A Fine Day  
 Pearl Jam - Even Flow  
 Simply Red - Thrill Me  
 Sisters Of Mercy - Temple  
 Swing Out Sister - Am I  
 Tracy Chapman - Bang Bang  
 U2 - One

**Prime Break Out**  
 Army Of Lovers - Ride  
 Bruce Springsteen - Human  
 Don E. Love - Mates  
 E.M.L.E. - Getting Through  
 Geoffrey Williams - Nat A  
 Marc Almond - The Days  
 Tevin Campbell - Tell Me What

# STATION OPERATIONS

## Time For Some Talk

by Valerie Geller  
 Even if your show runs weekly during a time with few listeners, like late at night or early morning on weekends, airing a talk show on your station can increase your amount of listeners, not to mention giving your station a higher profile in the community. A talk show with listener calls allows the audience to feel more a part of the station because they can participate. They know they can pick up a phone and state their opinions, ask questions to a guest, talk about current events, or in some way personally influence what is happening on the air. The listeners feel they count. A talk show can build amazing listener loyalty and enhance the station.

hear what this DJ has to say on the show and who may be appearing as a guest. It can build from there. Some of the most successful stations in the US have incorporated talk with their music programming. If the personality of the host or presenter is strong enough, such as that of WRK's morning man Howard Stern in New York City, the shows often cut the records completely. Another reason to consider adding talk is to save money. Music royalty fees are expensive, especially in Europe. Even with the cost of a producer to screen calls and the phone lines, you are eliminating the music royalty fees during the time the show is airing. After a year of such shows, the money saved can really add up.

### Finding The Right Host

Selecting a host can be as easy as looking in your own office. Is there someone on your staff with opinions on everything who never shuts up? A smart, interesting person who feels there is too much music in between the talk?

Maybe this is the person who should be allowed to give talk show hosting a try. Or perhaps you know a radio journalist with a great sense of humor who has always wanted to let loose and have some fun on the radio while still talking about community awareness issues, news of the day and knowledge of people who make a difference? This person might make a great host as well. Other stations have plucked talk show hosts from the ranks of teachers, politicians, comedians, lawyers and doctors. Anyone with a strong opinion, intelligence and a sense of humor who enjoys talking to people and who isn't boring ought to be considered. Sometimes a talented host can be discovered from the audience, possibly someone who calls in frequently with great, original opinions and a lot to say. Some of the most talented talk show hosts in the US started out as callers on talk shows.

### What To Talk About

After selecting your host and your time slot, it's time for the big question: what will the show be

listeners, giving them one more reason to stay tuned in to your station. Here are some ways to make it work. First, take a look at the format of the station. Do you do much public-service programming? If not, the show may be able to pick up the need in that area by inviting some interesting politicians or community leaders to the programme. Are you a rock and roller? Perhaps interviewing some articulate musicians and artists on their work could kick off the show. If a news event occurs, invite your news reporters to come on the show or call in from the scene of the event and talk about what is going on. Be open to topics that come from the audience. If someone calls in with an interesting thought or subject, be flexible enough to go with it. Some of the best moments in live radio are spontaneous. Be as creative as you can be. Try using music in and out of the show or as background to texture the sound of the show. Have fun with it and avoid being boring. If a guest is boring, get rid of him or her and open up the phone lines. If the show is good and takes off, it can become a habit for your



Valerie Geller began her career as a radio journalist, a field in which she has won several awards. She served on the board of directors of the Associated Press wire service and held a board seat for the Radio & Television News Directors Association in California. Geller currently consults several major broadcast companies, providing a full range of media consulting services. She can be reached by tel: (+1) 212.580 3385; fax: (+1) 212.874 0221.

**UNITED KINGDOM**

- Singles*
- 1 **K.W.S.** - Please Don't Go/Game Boy (Network)
  - 2 **Curiosity** - Hang On In There Baby (RCA)
  - 3 **En Vogue** - My Lovin' (east west)
  - 4 **Guns N' Roses** - Knockin' On Heavens Door (Geffen)
  - 5 **SL2** - On A Ragga Tip (XL)
  - 6 **C.Dion/P.Bryson** - Beauty And The Beast (Epic)
  - 7 **Shakespears Sister** - I Don't Care (London)
  - 8 **Ugly Kid Joe** - Everything About You (Mercury)
  - 9 **del Amitri** - Always The Last To Know (A&M)
  - 10 **2 Unlimited** - Workaholic (EMI)

- Albums*
- 1 **Iron Maiden** - Fear Of The Dark (EMI)
  - 2 **Carter The U.S.M.** - 1992 The Love Album (Chrysalis)
  - 3 **Black Crowes** - Southern Harmony And ... (Phonogram)
  - 4 **Simply Red** - Stars (east west)
  - 5 **Right Said Fred** - Up (Tug)
  - 6 **ZZ Top** - Greatest Hits (Warner Brothers)
  - 7 **Annie Lennox** - Diva (RCA)
  - 8 **Chris De Burgh** - Power Of Ten (A&M)
  - 9 **Genesis** - We Can't Dance (Virgin)
  - 10 **Squeeze** - Greatest Hits (A&M)

**SPAIN**

- Singles*
- 1 **Double You** - Please Don't Go (Blanco Y Negro)
  - 2 **Opus III** - It's A Fine Day (Warner Music)
  - 3 **Chimo Bayo** - Quimica (Area)
  - 4 **2 Unlimited** - Twilight Zone (Blanco Y Negro)
  - 5 **OBK** - De Que Me Sirve Llorar (Blanco Y Negro)
  - 6 **Snap** - Rhythm Is A Dancer (BMG)
  - 7 **Radio Futura** - Semilla Negra (BMG)
  - 8 **D. Drama** - The Rain (Ginger Music)
  - 9 **Rozalla** - Are You Ready To Fly (Blanco Y Negro)
  - 10 **Army Of Lovers** - Crucified (Sanny Recs)

- Albums*
- 1 **Juan Manuel Serrat** - Utopia (BMG)
  - 2 **Juho Iglesias** - Calor (Sony Music)
  - 3 **Joaquin Sabina** - Fisica Y Quimica (BMG)
  - 4 **Sergio Dalma** - Adivina (Ed. Musicales)
  - 5 **Queen** - Greatest Hits II (EMI)
  - 6 **Bruce Springsteen** - Human Touch (Sony Music)
  - 7 **La Union** - Tren De Largo Recorrido (Warner Music)
  - 8 **Luz Casal** - A Contra Luz (Hispavox)
  - 9 **Presuntos Implicados** - Ser De Agua (Warner Music)
  - 10 **Tears For Fears** - Tears Roll Down (PolyGram)

**DENMARK**

- Singles*
- 1 **Mr. Big** - To Be With You (Warner Music)
  - 2 **Castle** - Elvis Has Left The Building (CNR)
  - 3 **U 96** - Das Boot (PolyGram)
  - 4 **Genesis** - Hold On My Heart (Virgin)
  - 5 **Metallica** - Nothing Else Matters (PolyGram)
  - 6 **Izabella** - Shame Shame Shame (Virgin)
  - 7 **Ten Sharp** - You (Sony Music)
  - 8 **Orup** - Stockholm (Warner Music)
  - 9 **The KLF** - America: What Time Is Love? (Mega)
  - 10 **Iron Maiden** - Be Quick Or Be Dead (EMI)

- Albums*
- 1 **ZZ Top** - Greatest Hits (Warner Music)
  - 2 **Mr. Big** - Lean Into It (Warner Music)
  - 3 **Hanne Boel** - My Kindred Spirit (Medley)
  - 4 **Def Leppard** - Adrenalize (PolyGram)
  - 5 **Queen** - Greatest Hits II (EMI)
  - 6 **Simply Red** - Stars (Warner Music)
  - 7 **The Cure** - Wish (PolyGram)
  - 8 **Johnny Madsen** - Halgal Halbal (Pladecom)
  - 9 **Bruce Springsteen** - Human Touch (Sony Music)
  - 10 **Iron Maiden** - Fear Of The Dark (EMI)

**SWITZERLAND**

- Singles*
- 1 **Mr. Big** - To Be With You (Warner Brothers)
  - 2 **U 96** - Das Boot (PolyGram)
  - 3 **U 96** - I Wanna Be A Kennedy (PolyGram)
  - 4 **Shakespears Sister** - Stay (Metronome)
  - 5 **The KLF** - America: What Time Is Love? (Phonag)
  - 6 **Def Leppard** - Let's Get Rocked (PolyGram)
  - 7 **Kiss** - God Gave Rock & Roll To You II (PolyGram)
  - 8 **Eric Clapton** - Tears In Heaven (Warner Music)
  - 9 **Bruce Springsteen** - Human Touch (Sony Music)
  - 10 **Annie Lennox** - Why? (BMG)

- Albums*
- 1 **ZZ Top** - Greatest Hits (Warner Music)
  - 2 **Queen** - Greatest Hits II (EMI)
  - 3 **Def Leppard** - Adrenalize (PolyGram)
  - 4 **Bruce Springsteen** - Human Touch (Sony Music)
  - 5 **Chris De Burgh** - Power Of Ten (PolyGram)
  - 6 **Annie Lennox** - Diva (BMG)
  - 7 **Bruce Springsteen** - Lucky Town (Sony Music)
  - 8 **The Cure** - Wish (PolyGram)
  - 9 **Mr. Big** - Lean Into It (Warner Music)
  - 10 **Genesis** - We Can't Dance (Virgin)

**GERMANY**

- Singles*
- 1 **Snap** - Rhythm Is A Dancer (Ariola)
  - 2 **Mr. Big** - To Be With You (WEA)
  - 3 **Kris Kross** - Jump (Sony Music)
  - 4 **Connie Francis** - Jive Connie (Polydor)
  - 5 **Mamas & Papas** - Dream A Little Dream ... (MCA)
  - 6 **Shakespears Sister** - Stay (Metronome)
  - 7 **Mario Jordan** - Welch Ein Tag (Ariola)
  - 8 **Right Said Fred** - Don't Talk Just Kiss (Intercord)
  - 9 **Dr. Alban** - It's My Life (Ariola)
  - 10 **Sisters Of Mercy** - Temple Of Love (1992) (Warner Music)

- Albums*
- 1 **Chris De Burgh** - Power Of Ten (PolyGram)
  - 2 **Westernhagen** - Jala (Warner Music)
  - 3 **Queen** - Greatest Hits II (EMI)
  - 4 **ZZ Top** - Greatest Hits (Warner Music)
  - 5 **Genesis** - We Can't Dance (Virgin)
  - 6 **Bruce Springsteen** - Human Touch (Sony Music)
  - 7 **Annie Lennox** - Diva (RCA)
  - 8 **The Cure** - Wish (Polydor)
  - 9 **Mr. Big** - Lean Into It (WEA)
  - 10 **Def Leppard** - Adrenalize (Phonogram)

**HOLLAND**

- Singles*
- 1 **Double You** - Please Don't Go (IMC)
  - 2 **Mr. Big** - To Be With You (Warner Music)
  - 3 **Snap** - Rhythm Is A Dancer (Ariola)
  - 4 **Kris Kross** - Jump (Sony Music)
  - 5 **Vanessa Williams** - Save The Best For Last (Polydor)
  - 6 **Izabella** - Shame Shame Shame (Virgin)
  - 7 **Metallica** - Nothing Else Matters (Phonogram)
  - 8 **U 96** - Das Boot (Polydor)
  - 9 **Michael Jackson** - In The Closet (Sony Music)
  - 10 **Red Hot Chili Peppers** - Under The Bridge (Warner Music)

- Albums*
- 1 **Queen** - Greatest Hits II (EMI)
  - 2 **Foreigner** - The Very Best Of (Warner Music)
  - 3 **Annie Lennox** - Diva (BMG)
  - 4 **Red Hot Chili Peppers** - Blood Sugar Sex Magik (Warner Music)
  - 5 **Genesis** - We Can't Dance (Virgin)
  - 6 **Ten Sharp** - Under The Waterline (Sony Music)
  - 7 **Bruce Springsteen** - Human Touch (Sony Music)
  - 8 **Crowded House** - Woodface (EMI)
  - 9 **Queen** - Queen Greatest Hits (EMI)
  - 10 **Scorpions** - Still Loving You (EMI)

**NORWAY**

- Singles*
- 1 **Mr. Big** - To Be With You (Warner Music)
  - 2 **Kiss** - Unholy (Warner Music)
  - 3 **U 96** - Das Boot (PolyGram)
  - 4 **Iron Maiden** - Be Quick Or Be Dead (EMI)
  - 5 **2 Unlimited** - Workaholic (EMI)
  - 6 **Izabella** - Shame Shame Shame (Virgin)
  - 7 **The Black Crowes** - Remedy (PolyGram)
  - 8 **Maggie Reilly** - Everytime We Touch (EMI)
  - 9 **Kris Kross** - Jump (Sony Music)
  - 10 **Lionel Richie** - Do It To Me (PolyGram)

- Albums*
- 1 **Def Leppard** - Adrenalize (PolyGram)
  - 2 **Delbert McClinton** - Never Been (Sony Music)
  - 3 **Iron Maiden** - Powerslave (EMI)
  - 4 **Vikingarna** - Kramgoa Låtar 20 (NMG)
  - 5 **Bruce Springsteen** - Human Touch (Sony Music)
  - 6 **ZZ Top** - Greatest Hits (Warner Music)
  - 7 **Grethe Svensen** - The Right To Sing (NA)
  - 8 **Kiss** - Revenge (PolyGram)
  - 9 **Lionel Richie** - Back To Front (PolyGram)
  - 10 **Chris De Burgh** - Power Of Ten (PolyGram)

**AUSTRIA**

- Singles*
- 1 **Mr. Big** - To Be With You (Warner Music)
  - 2 **U 96** - Das Boot (PolyGram)
  - 3 **Snap** - Rhythm Is A Dancer (BMG)
  - 4 **Dr. Alban** - It's My Life (BMG)
  - 5 **Del Tha Funkee Homosapien** - Mistadobalina (Warner Music)
  - 6 **U 96** - I Wanna Be A Kennedy (PolyGram)
  - 7 **Genesis** - I Can't Dance (Virgin)
  - 8 **G.Michael/E.John** - Don't Let The Sun ... (Sony Music)
  - 9 **The KLF** - America: What Time Is Love? (Echo)
  - 10 **Ten Sharp** - You (Sony Music)

- Albums*
- 1 **Bruce Springsteen** - Human Touch (Sony Music)
  - 2 **Queen** - Greatest Hits II (EMI)
  - 3 **Right Said Fred** - Up (Exclusa)
  - 4 **Genesis** - We Can't Dance (Virgin)
  - 5 **Simply Red** - Stars (Warner Music)
  - 6 **Bruce Springsteen** - Lucky Town (Sony Music)
  - 7 **Mr. Big** - Lean Into It (Warner Music)
  - 8 **ZZ Top** - Greatest Hits (Warner Music)
  - 9 **U 96** - Das Boot (PolyGram)
  - 10 **Queen** - Queen Greatest Hits (EMI)

**FRANCE**

- Singles*
- 1 **François Feldman** - Joy (Phonogram)
  - 2 **Queen** - The Show Must Go On (EMI)
  - 3 **Ten Sharp** - You (Columbia)
  - 4 **Nirvana** - Smells Like Teen Spirit (Ariola)
  - 5 **Dany Brilliant** - Suzette (WEA)
  - 6 **G.Michael/E.John** - Don't Let The Sun ... (Epic)
  - 7 **Shanice** - I Love Your Smile (Polydor)
  - 8 **Mylene Farmer** - Beyond My Control (Polydor)
  - 9 **Jenny Hallyday** - Dans Un An Dans Un Jour (Phonogram)
  - 10 **Jean LeLoup** - 1990 (FNAC)

- Albums*
- 1 **Nirvana** - Nevermind (Ariola)
  - 2 **Michel Sardou** - Le Bac "G" (Tremat)
  - 3 **Genesis** - We Can't Dance (Virgin)
  - 4 **Michael Jackson** - Dangerous (Epic)
  - 5 **J.P.Audin & D.Modena** - Ocarina (Delphine)
  - 6 **Bruce Springsteen** - Human Touch (Columbia)
  - 7 **U2** - Achtung Baby (Island)
  - 8 **Dire Straits** - On Every Street (Phonogram)
  - 9 **Bruce Springsteen** - Lucky Town (Columbia)
  - 10 **Soundtrack** - Dirty Dancing (RCA)

**BELGIUM**

- Singles*
- 1 **Double You** - Please Don't Go (S.O.M.)
  - 2 **Morgane** - Nous On Veut Des Violons (RM Recs)
  - 3 **Snap** - Rhythm Is A Dancer (BMG)
  - 4 **2 Unlimited** - Workaholic (Boudisque)
  - 5 **Mr. Big** - To Be With You (Warner Music)
  - 6 **J.P.Audin/D.Modena** - Song Of Ocarina (CNR)
  - 7 **Ten Sharp** - You (Sony Music)
  - 8 **Clouseau** - Vanavond Ga Ik Uit (EMI)
  - 9 **Benny** - Dix Neuf Huit (Distri)
  - 10 **U 96** - Das Boot (PolyGram)

- Albums*
- 1 **The Radios** - The Sound Of Music (EMI)
  - 2 **The Cure** - Wish (PolyGram)
  - 3 **Clouseau** - Doorgaan (EMI)
  - 4 **Michel Sardou** - Nouvel Album (Distri)
  - 5 **Queen** - Greatest Hits II (EMI)
  - 6 **Queen** - Queen Greatest Hits (EMI)
  - 7 **Scorpions** - Still Loving You (EMI)
  - 8 **Pierre Bachelet** - 10 Ans De Succes (RCA)
  - 9 **ZZ Top** - Greatest Hits (Warner Music)
  - 10 **Genesis** - We Can't Dance (Virgin)

**FINLAND**

- Singles*
- 1 **DJ. Konnat** - 9700-Irma (EMI)
  - 2 **Iron Maiden** - Be Quick Or Be Dead (EMI)
  - 3 **ZZ Top** - Viva Las Vegas (Warner Music)
  - 4 **Metallica** - Nothing Else Matters (PolyGram)
  - 5 **Kris Kross** - Jump (Sony Music)
  - 6 **Ne Luumäet** - Sheena Se Taas On (Poko)
  - 7 **Michael Jackson** - In The Closet (Sony Music)
  - 8 **J. Karjalainen Yhtyeinen** - Telepatisa (Poko)
  - 9 **Leningrad Cowboys** - Those Were The Days (K-Tel)
  - 10 **Neljä Ruusua** - Juppahippunkkari (EMI)

- Albums*
- 1 **ZZ Top** - Greatest Hits (Warner Music)
  - 2 **Scorpions** - Still Loving You (EMI)
  - 3 **J. Karjalainen Yhtyeinen** - Tähtilampun Alla (Poko)
  - 4 **Def Leppard** - Adrenalize (PolyGram)
  - 5 **Neljä Ruusua** - Haloo (EMI)
  - 6 **Hector** - In Concert 1966-1991 (Flamingo)
  - 7 **Iron Maiden** - Fear Of The Dark (EMI)
  - 8 **Simon & Garfunkel** - The Definitive (Sony Music)
  - 9 **Hanna Ekola** - Joutsentanssi (Sonet)
  - 10 **Anna Hanski** - Jos Et Sä Soita (Ensio)

**GREECE**

- Singles*
- 1 **Opus III** - It's A Fine Day (PWL)
  - 2 **The KLF** - Justified And Ancient (Virgin)
  - 3 **Soul II Soul** - Joy (Virgin)
  - 4 **Apotheosis** - O Fortuna (F.M.)
  - 5 **Black Machine** - How Gee (MBI)
  - 6 **2 Unlimited** - Twilight Zone (F.M.)
  - 7 **The KLF** - America: What Time Is Love? (Virgin)
  - 8 **Bruce Springsteen** - Human Touch (Sony Music)
  - 9 **Army Of Lovers** - Obsession (Virgin)
  - 10 **Right Said Fred** - Don't Talk Just Kiss (Virgin)

- Albums*
- 1 **Simon & Garfunkel** - The Definitive... (Sony Music)
  - 2 **Santana** - The Very Best Of Santana (Sony Music)
  - 3 **Gary Moore** - After Hours (Virgin)
  - 4 **Nirvana** - Nevermind (BMG)
  - 5 **Bruce Springsteen** - Human Touch (Sony Music)
  - 6 **Annie Lennox** - Diva (BMG)
  - 7 **Bruce Springsteen** - Lucky Town (Sony Music)
  - 8 **Def Leppard** - Adrenalize (PolyGram)
  - 9 **Army Of Lovers** - Massive Luxury Overdose (Virgin)
  - 10 **Michael Jackson** - Dangerous (Sony Music)

**ITALY**

- Singles*
- 1 **Elio E Le Storie Tese** - Il Pippero (Sony Music)
  - 2 **Annie Lennox** - Why? (BMG)
  - 3 **Digital Boy** - 1-2-3 Acid (Flying)
  - 4 **Luca Carboni** - Ci Vuole Un Fisco Bestiale (BMG)
  - 5 **Rozalla** - Are You Ready To Fly (Beat Club)
  - 6 **U2** - One (BMG)
  - 7 **Snap** - Rhythm Is A Dancer (BMG)
  - 8 **A.Baldi/F.Alotta** - Non Amarmi (Ricordi)
  - 9 **Paolo Vallesi** - La Forza Della Vita (PolyGram)
  - 10 **Alessandro Canino** - Brutta (Fonit Cetra)

- Albums*
- 1 **Amedeo Minghi** - I Ricordi Del Cuore (Fonit Cetra)
  - 2 **Litfiba** - Sogno Ribelle (CGD)
  - 3 **Luca Carboni** - Carboni (BMG)
  - 4 **Annie Lennox** - Diva (BMG)
  - 5 **Tears For Fears** - Tears Roll Down (PolyGram)
  - 6 **Paolo Vallesi** - La Forza Della Vita (PolyGram)
  - 7 **Bruce Springsteen** - Human Touch (Sony Music)
  - 8 **Queen** - Greatest Hits II (EMI)
  - 9 **The Cure** - Wish (PolyGram)
  - 10 **Iron Maiden** - Fear Of The Dark (EMI)

**SWEDEN**

- Singles*
- 1 **Shakespears Sister** - Stay (PolyGram)
  - 2 **Mr. Big** - To Be With You (Warner Music)
  - 3 **Lisa Nilsson** - Himlen Runt Hörnet (BMG)
  - 4 **Dr. Alban** - It's My Life (SweMix)
  - 5 **U 96** - Das Boot (PolyGram)
  - 6 **Christer Björkman** - Imorgon Är En Annan Dag (Sony Music)
  - 7 **ZZ Top** - Viva Las Vegas (Warner Music)
  - 8 **Stefan Andersson** - Catch The Moon (Rec. Station)
  - 9 **Richard Marx** - Hazard (EMI)
  - 10 **Izabella** - Shame Shame Shame (Virgin)

- Albums*
- 1 **Lisa Nilsson** - Himlen Runt Hörnet (BMG)
  - 2 **ZZ Top** - Greatest Hits (Warner Music)
  - 3 **Bruce Springsteen** - Human Touch (Sony Music)
  - 4 **Stefan Andersson** - Emperors Day (Record Station)
  - 5 **Def Leppard** - Adrenalize (PolyGram)
  - 6 **Annie Lennox** - Diva (BMG)
  - 7 **Orup** - Stockholm & Andra Ställen (Warner Music)
  - 8 **The Cure** - Wish (PolyGram)
  - 9 **Bruce Springsteen** - Lucky Town (Sony Music)
  - 10 **Just D** - Rock 'n' Roll (Telegram)

**IRELAND**

- Singles*
- 1 **Right Said Fred** - Deeply Dippy (Tug)
  - 2 **Annie Lennox** - Why? (RCA)
  - 3 **K.W.S.** - Please Don't Go/Game Boy (Network)
  - 4 **2 Unlimited** - Workaholic (EMI)
  - 5 **SL2** - On A Ragga Tip (XL)
  - 6 **Guns N' Roses** - Knockin' On Heavens Door (Geffen)
  - 7 **Metallica** - Nothing Else Matters (Geffen)
  - 8 **Ten Sharp** - You (Columbia)
  - 9 **Marc Almond** - The Days Of Pearly Spencer (WEA)
  - 10 **Vanessa Williams** - Save The Best For Last (PolyGram)

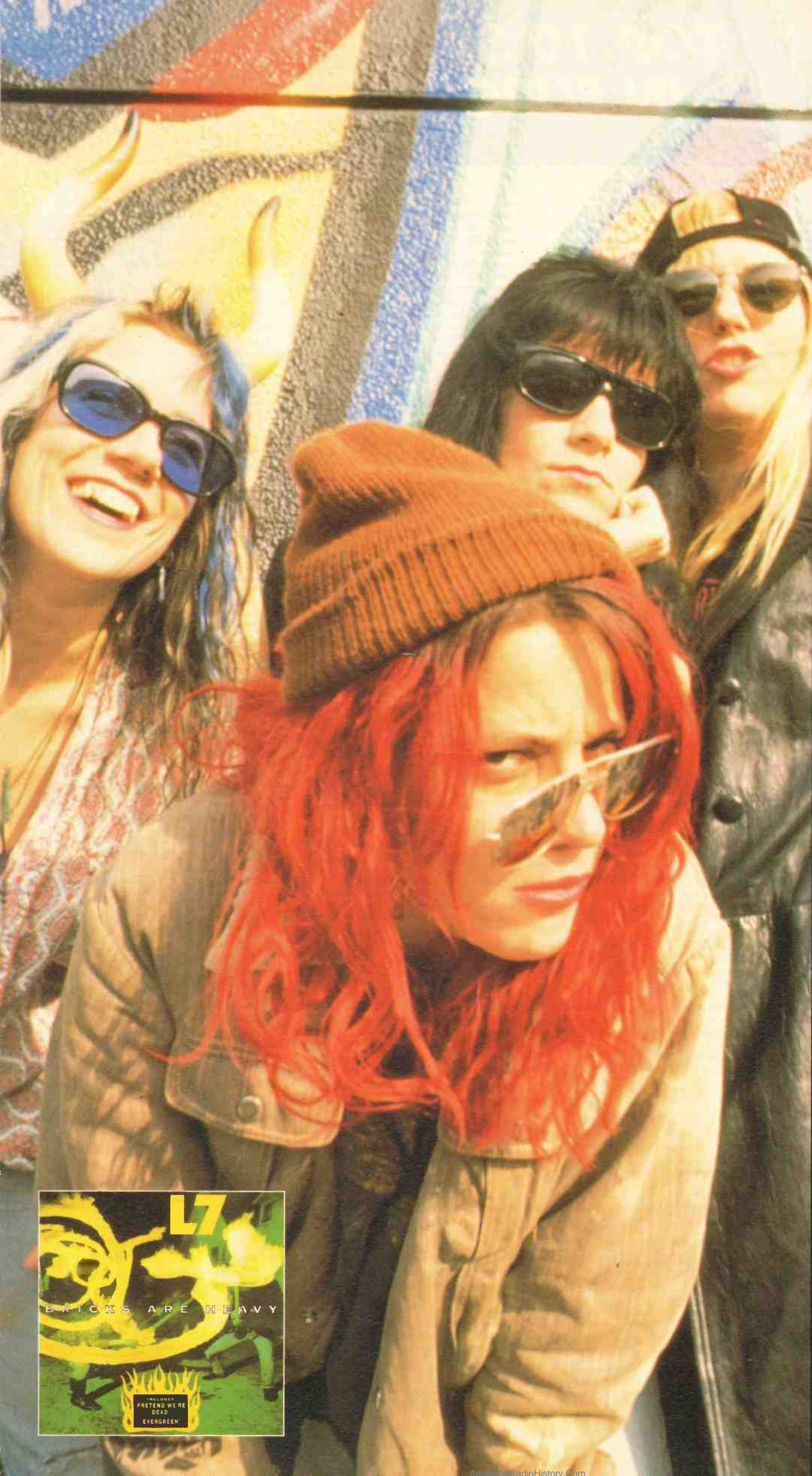
- Albums*
- 1 **The Stunning** - Once Around The World (Solid)
  - 2 **Right Said Fred** - Up (Tug)
  - 3 **Garth Brooks** - Ropin' The Wind (EMI)
  - 4 **ZZ Top** - Greatest Hits (Warner Brothers)
  - 5 **Simply Red** - Stars (east west)
  - 6 **Guns N' Roses** - Use Your Illusion I (Geffen)
  - 7 **Iron Maiden** - Fear Of The Dark (EMI)
  - 8 **Guns N' Roses** - Use Your Illusion II (Geffen)
  - 9 **Chris De Burgh** - Power Of Ten (PolyGram)
  - 10 **Soundtrack** - The Commitments (MCA)

**PORTUGAL**

- Singles*
- 1 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
  - 2 **Salt-N-Pepa** - Let's Talk About Sex (PolyGram)
  - 3 **Scorpions** - Still Loving You (EMI)
  - 4 **Bruce Springsteen** - Human Touch (Sony Music)
  - 5 **U2** - One (BMG)
  - 6 **Resistencia** - Nasce Selvagem (BMG)
  - 7 **Def Leppard** - Let's Get Rocked (PolyGram)
  - 8 **Resistencia** - Nasce Selvagem/Nao Sou O Unico (BMG)
  - 9 **Cure** - High (PolyGram)
  - 10 **F.Mercury/M.Caballe** - Barcelona (EMI)

- Albums*
- 1 **Scorpions** - Still Loving You (EMI)
  - 2 **Nirvana** - Nevermind (BMG)
  - 3 **James** - Seven (PolyGram)
  - 4 **Resistencia** - Palavras Ao Vento (BMG)
  - 5 **Simply Red** - Stars (Warner Music)
  - 6 **Fafa De Belém** - Doces Palabras (BMG)
  - 7 **The Cure** - Wish (PolyGram)
  - 8 **Queen** - Greatest Hits II (EMI)
  - 9 **Chris De Burgh** - Power Of Ten (PolyGram)
  - 10 **Def Leppard** - Adrenalize (PolyGram)

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



# L7

## The Album **BRICKS ARE HEAVY**

Includes The Single  
"Pretend  
We're Dead"  
& the New Single  
"Everglade"

## **BACK AGAIN FOR A EUROPEAN TOUR**

MAY

28 **COPENHAGEN**  
KB Halle (festival)

29 **BERGEN** Hulen

30 **Nr. STOCKHOLM**  
Fagersta Festival

31 **OSLO** Alaska

JUNE

1 **HELSINKI** Tavastia

2 **FRANKFURT** Batschkapp

3 **NURNBERG**

Serenadenhof

5 **DUSSELDORF** Tor 3

6 **LONDON** Finsbury Park

8 **BRUSSELS** Ancienne

Belgique (with Rollins Band)

9 **PARIS** Elysee Montmartre

(with Rollins Band)

10 **AMSTERDAM** Paradiso

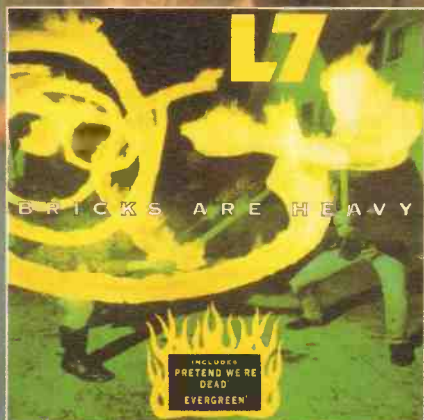
(with Rollins Band)

11 **BULLE**

Salle D'Ebullition

12 **FLORENCE** Auditorium

Flog (with Rollins Band)





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**MUSIC & MEDIA**



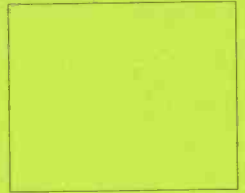
THIS WEEK	LAST WEEK	WKS on CHARTS	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED
69	68	3	Il Pippero - Le Mystere Des Voix Bulgare Elio E Le Storie Tese - Columbia (Aspirine)		
70	74	3	Missing You Now Michael Bolton feat. Kenny G - Columbia (Warner Chappell/EMI)		UK,IR
71	70	14	C'Est Toi Que Je T'Aime Les Inconnus - Productions Lederman (Lederman)		F
72	NE		Now That The Magic Has Gone Joe Cocker - Capitol (Orange)		UK
73	72	6	Himlen Runt Hörnet Lisa Nilsson - Diesel (Topco)		S
74	NE		Implora Jean Philippe Audin & Diego Modena - Delphine (Delphine)		F
75	59	6	Laid So Low (Tears Roll Down) Tears For Fears - Fontana (Virgin/Rondor)		F,D,I
76	RE		Come As You Are Nirvana - DGC (Virgin)		D,E,A,CH,GR,I
77	94	3	Le Bac G Michel Sardou - Trema (Talar)		F
78	NE		Close But No Cigar Thomas Dolby - Virgin (Last Toy People/WC)		UK
79	81	7	I'm Walking Fats Domino - EMI (EMI)		D,CH
80	79	2	Boy From New York City Alison Jordan - Arista (Leiber-Stoller)		UK
81	90	2	Love Makes The World Go Round Don-E - 4th & B'way (PolyGram)		UK
82	RE		One Step Out Of Time Michael Ball - Polydor (Cannon/Warner Chappell)		UK,IR
83	NE		15 Years E.P. The Levellers - China (Empire/Our)		UK
84	99	2	Join Our Club/People Get Real St.Etienne - Heavenly (Warner Chappell)		UK
85	100	4	Chic Mystique Chic - Warner Brothers (Warner Chappell)		D,A,CH
86	84	8	Ride The Bullet Army Of Lovers - Ton Son Ton (Team Sonet)		D,B,A
87	89	2	9700-Irma DJ. Konnat - EMI (EMI Songs)		SF
88	62	18	I Wonder Why Curtis Stigers - Arista (Sony/MCA)		D,DK
89	NE		Everytime We Touch Maggie Reilly - EMI (Mambo-Siegel)		D,N
90	NE		Caroline M.C. Solaar - Polydor (Fair & Square/BMG)		F,B
91	NE		Elvis Has Left The Building The Castle - CNR (TBM)		DK
92	93	36	Let's Talk About Sex Salt-N-Pepa - frrr (Next Plateau/All Boys)		P
93	NE		Sympathy Marillion - EMI (Carlin)		UK
94	60	3	Tired Of Being Alone Texas - Mercury (Warner Chappell)		UK,IR
95	78	5	I Can't Get Enough Chyp-Notic - Coconut (A La Carte)		D,E
96	RE		(I've Had) The Time Of My Life Bill Medley & Jennifer Warnes - RCA (Copyright Control)		F
97	NE		1-2-3 Acid Digital Boy - Flying Records (Blue Flower)		I
98	64	3	Thrill Me Simply Red - east west (EMI)		UK,B,P
99	95	7	Je Ne Te Suffis Pas Frederic François - Trema (Barracato)		F,B
100	NE		You Won't See Me Cry Wilson Phillips - SBK (EMI/MCA)		UK

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

7	57	2	En Vogue - east west America (Rondor)		
8	10	4	Hang On In There Baby Curiosity - RCA (Warner Chappell)		UK,IR
9	7	17	Stay Shakespears Sister - London (EMI/Island/BMG)		D,B,A,CH,S,DK,IR
10	12	9	Why? Annie Lennox - RCA (La Lennox/BMG)		D,B,NL,E,A,CH,S,IR,I
11	6	10	Deeply Dippy Right Said Fred - Tug (Hit & Run)		UK,D,B,NL,A,CH,S,DK,IR,GR
12	14	8	Please Don't Go Double You - DWA (Robyx/Mikulski)		UK,B,NL,E
13	NE		Knockin' On Heavens Door Guns N' Roses - Geffen (Warner Chappell)		UK,B,NL,IR
14	22	4	Workaholic 2 Unlimited - PWL Continental (MCA)		UK,B,NL,S,IR,N
15	13	15	Joy François Feldman - Phonogram (Marilu)		F,B
16	9	23	Don't Let The Sun Go Down On Me George Michael & Elton John - Epic (Big Pig)		F,D,A,CH,P,DK,I
17	16	4	Nothing Else Matters Metallica - Vertigo (PolyGram)		UK,D,B,NL,S,DK,IR,SF
18	11	4	In The Closet Michael Jackson - Epic (Warner Chappell/Zomba)		UK,F,D,B,NL,CH,S,DK,IR,SF
19	23	10	The Show Must Go On Queen - Parlophone (Queen/EMI)		F
20	8	6	On A Ragga Tip SL2 - XL (Westbury/Momentum)		UK,IR
21	18	9	Let's Get Rocked Def Leppard - Bludgeon Riffola (Bludgeon Riffola/Zomba)		F,D,B,NL,A,CH,S,P,DK,IR,SF
22	32	24	Smells Like Teen Spirit Nirvana - DGC (Virgin)		F,D,CH,I
23	50	3	It's My Life Dr. Alban - SweMix (SweMix)		D,A,CH,S
24	36	10	Shame Shame Shame Izabella - Virgin (Sweden Music)		D,B,NL,CH,S,DK,N
25	29	14	Are You Ready To Fly Rozalla - Pulse 8 (Peer)		F,D,B,E,A,CH,SF,I
26	20	8	Save The Best For Last Vanessa Williams - Polydor (WC/Virgin/PolyGram)		UK,D,B,NL,CH,S,IR
27	NE		Beauty And The Beast Celine Dion & Peabo Bryson - Epic (Campbell Connelly & Co.)		UK,IR
28	26	24	I Love Your Smile Shanice - Motown (Carlin)		F,D,E,CH
29	28	9	High Cure - Fiction (Fiction)		F,D,B,CH,S,P,I
30	37	9	I Wanna Be A Kennedy U 96 - Polydor (BavariaSonor)		D,A,CH,SF
31	25	7	Viva Las Vegas ZZ Top - Warner Brothers (Elvis Presley/Carlin)		UK,D,NL,CH,S,IR,SF,GR
32	15	12	America: What Time Is Love? The KLF - KLF Communications (EG/Zoo/WC/MCA/Wandee)		D,B,A,CH,S,DK,GR
33	53	7	Hazard Richard Marx - Capitol (EMI)		UK,CH,S,IR
34	21	19	I Can't Dance Genesis - Virgin (Genesis/Hit & Run)		F,D,A,CH
41	35	6	Connie Francis - Polydor (Various)		
42	83	2	Everything About You Ugly Kid Joe - Mercury (Copyright Control)		UK,CH,IR
43	30	23	Don't Talk Just Kiss Right Said Fred - Tug (Hit & Run)		D,A,CH,DK,GR
44	35	18	Twilight Zone 2 Unlimited - PWL Continental (MCA)		D,E,A,CH,S,P,IR,GR
45	40	10	God Gave Rock & Roll To You II Kiss - Interscope (Warner Music UK/CC)		D,A,CH,S
46	47	3	Do It To Me Lionel Richie - Motown (Rondor)		UK,B,NL,CH,DK,IR,N
47	19	5	The Days Of Pearly Spencer Marc Almond - Some Bizzare (Carlin)		UK,IR
48	49	3	Always The Last To Know del Amitri - A&M (PolyGram)		UK,IR
49	44	5	Dream A Little Dream Of Me The Mamas & The Papas - MCA (Words & Music)		D,CH
50	42	12	One U2 - Island (Blue Mountain)		F,CH,IR,I
51	55	2	Beyond My Control Mylene Farmer - Polydor (Requiem)		F,B
52	46	3	Love Is Holy Kim Wilde - MCA (Future Furniture/Shipwreck/Virgin)		UK,D,B,NL,CH,IR
53	48	11	Under The Bridge Red Hot Chili Peppers - Warner Brothers (Copyright Control)		D,B,NL
54	45	6	It's A Fine Day Opus III - PWL Continental (Complete)		D,B,E,S,GR
55	38	15	Remember The Time Michael Jackson - Epic (Warner Chappell/Zomba)		F,D,A,CH,GR,I
56	43	4	Song For Love Extreme - A&M (Rondor)		UK,IR
57	54	6	Hold On My Heart Genesis - Virgin (Genesis/Hit & Run)		UK,D,NL,DK,IR
58	63	3	Welch Ein Tag Mario Jordan - Global (Global/45 Music)		D
59	61	9	1990 Jean LeLoup - Audiogram/FNAC (Georges Mary/Audiogram)		F,B
60	51	9	Dans Un An Dans Un Jour Johnny Hallyday - Phonogram (Desperado/N.B.Music)		F,B
61	71	11	Tears In Heaven Eric Clapton - Reprise (Rondor/Copyright Control)		D,A,CH,S,DK,IR
62	34	7	You're All That Matters To Me Curtis Stigers - Arista (Hit & Run/Rondor/Sony)		UK,IR
63	NE		Keep On Walkin' Ce Ce Peniston - A&M (Last Song/Third Coast)		UK
64	69	3	Unholy Kiss - Vertigo (PolyGram)		UK,D,CH,N
65	52	8	Joy Soul II Soul - Ten (Jazzie B/Soul II Soul/Virgin)		D,NL,CH,GR,I
66	56	6	Nous On Veut Des Violons Morgane - Car Music (Car Music)		B
67	41	23	Justified And Ancient The KLF feat. Tammy Wynette - KLF Communications (EG/Zoo/WC/BMG)		D,A,CH,DK,GR
68	98	4	Night Calls Joe Cocker - Capitol (EMI)		F

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We're Dead"  
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"Everglade"**

## **BACK AGAIN FOR A EUROPEAN TOUR**

**MAY**

**28 COPENHAGEN**  
*KB Halle (festival)*

**29 BERGEN** *Hulen*

**30 Nr. STOCKHOLM**  
*Fagersta Festival*

**31 OSLO** *Alaska*

**JUNE**

**1 HELSINKI** *Tavastia*

**2 FRANKFURT** *Batschkapp*

**3 NURNBERG**  
*Serenadenhof*

**5 DUSSELDORF** *Tor 3*

**6 LONDON** *Finsbury Park*

**8 BRUSSELS** *Ancienne  
Belgique (with Rollins Band)*

**9 PARIS** *Elysee Montmartre  
(with Rollins Band)*

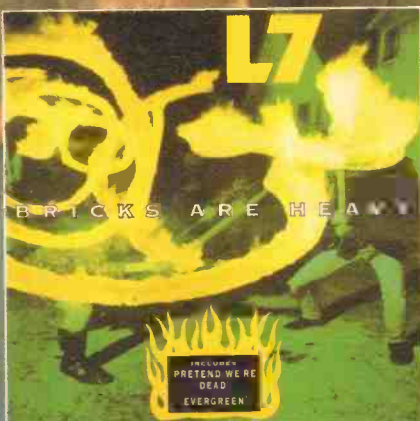
**10 AMSTERDAM** *Paradiso  
(with Rollins Band)*

**11 BULLE**

*Salle D'Ebullition*

**12 FLORENCE** *Auditorium  
Flog (with Rollins Band)*

*Slack*





THIS WEEK LAST WEEK WKS ON CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS ON CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS ON CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED
1	12 <b>To Be With You</b> Mr. Big - Atlantic (EMI)	UK.D.B.NL.A.CH.S.DK.IR.N.SF	35	24 5 <b>Be Quick Or Be Dead</b> Iron Maiden - EMI (Zomba)	NL.CH.S.DK.IR.N.SF	69	68 3 <b>Il Pippero - Le Mystere Des Voix Bulgare</b> Elio E Le Storie Tese - Columbia (Aspirine)	I
2	4 5 <b>Rhythm Is A Dancer</b> Snap - Logic (Hanseatic/Songs Of Logic)	D.B.NL.E.A.CH.S.PDK.I	36	66 2 <b>I Don't Care</b> Shakespears Sister - London (EMI/CC)	UK.IR	70	74 3 <b>Missing You Now</b> Michael Bolton feat. Kenny G - Columbia (Warner Chappell/EMI)	UK.IR
3	2 22 <b>You</b> Ten Sharp - Columbia (Sony Music)	UK.F.D.B.A.CH.S.DK.IR.SF.I	37	31 12 <b>Suzette</b> Dany Brilliant - WEA (Musicalement Votre)	F.B	71	70 14 <b>C'Est Toi Que Je T'Aime</b> Les Inconnus - Productions Lederman (Lederman)	F
4	3 21 <b>Das Boot</b> U 96 - Polydor (BavariaSonor)	D.B.NL.A.CH.S.DK.N.SF	38	17 4 <b>Temple Of Love (1992)</b> Sisters Of Mercy - Merciful Release (EMI/BMG)	UK.D.B.S.P.IR	72	72 <b>Now That The Magic Has Gone</b> Joe Cocker - Capitol (Orange)	UK
5	5 4 <b>Please Don't Go/Game Boy</b> K.W.S. - Network (Kool Kat/Virgin)	UK.IR	39	65 3 <b>Mistadobalina</b> Del Tha Funkee Homosapien - Elektra (Warner Chappell)	D.A.S.DK	73	72 6 <b>Himlen Runt Hörnet</b> Lisa Nilsson - Diesel (Topco)	S
6	39 2 <b>Jump</b> Kris Kross - Ruffhouse/Columbia (So So Def)	D.B.NL.CH.S.N.SF	40	27 11 <b>Human Touch</b> Bruce Springsteen - Columbia (Zomba)	F.D.CH.S.P.GR.I	74	74 <b>Implora</b> Jean Philippe Audin & Diego Modena - Delphine (Delphine)	F
7	57 2 <b>My Lovin' (You're Never Gonna Get It)</b> En Vogue - east west America (Rondor)	UK.NL.S.IR	41	33 8 <b>Jive Connie</b> Connie Francis - Polydor (Various)	D	75	59 6 <b>Laid So Low (Tears Roll Down)</b> Tears For Fears - Fontana (Virgin/Rondor)	F.D.I
8	10 4 <b>Hang On In There Baby</b> Curiosity - RCA (Warner Chappell)	UK.IR	42	83 2 <b>Everything About You</b> Ugly Kid Joe - Mercury (Copyright Control)	UK.CH.IR	76	76 <b>Come As You Are</b> Nirvana - DGC (Virgin)	D.E.A.CH.GR.I
9	7 17 <b>Stay</b> Shakespears Sister - London (EMI/Island/BMG)	D.B.A.CH.S.DK.IR	43	30 23 <b>Don't Talk Just Kiss</b> Right Said Fred - Tug (Hit & Run)	D.A.CH.DK.GR	77	94 3 <b>Le Bac G</b> Michel Sardou - Trema (Talar)	F
10	12 9 <b>Why?</b> Annie Lennox - RCA (La Lennox/BMG)	D.B.NL.E.A.CH.S.IR.I	44	35 18 <b>Twilight Zone</b> 2 Unlimited - PWL Continental (MCA)	D.E.A.CH.S.P.IR.GR	78	78 <b>Close But No Cigar</b> Thomas Dolby - Virgin (Lost Toy People/WC)	UK
11	6 10 <b>Deeply Dippy</b> Right Said Fred - Tug (Hit & Run)	UK.D.B.NL.A.CH.S.DK.IR.GR	45	40 10 <b>God Gave Rock &amp; Roll To You II</b> Kiss - Interscope (Warner Music UK/CC)	D.A.CH.S	79	81 7 <b>I'm Walking</b> Fats Domino - EMI (EMI)	D.CH
12	14 8 <b>Please Don't Go</b> Double You - DWA (Robyx/Mikulski)	UK.B.NL.E	46	47 3 <b>Do It To Me</b> Lionel Richie - Motown (Rondor)	UK.B.NL.CH.DK.IR.N	80	79 2 <b>Boy From New York City</b> Alison Jordan - Arista (Leiber-Stoller)	UK
13	NE <b>Knockin' On Heavens Door</b> Guns N' Roses - Geffen (Warner Chappell)	UK.B.NL.IR	47	19 5 <b>The Days Of Pearly Spencer</b> Marc Almond - Some Bizzare (Carlin)	UK.IR	81	90 2 <b>Love Makes The World Go Round</b> Don-E - 4th & B'way (PolyGram)	UK
14	22 4 <b>Workaholic</b> 2 Unlimited - PWL Continental (MCA)	UK.B.NL.S.IR.N	48	49 3 <b>Always The Last To Know</b> del Amitri - A&M (PolyGram)	UK.IR	82	78 <b>One Step Out Of Time</b> Michael Ball - Polydor (Cannon/Warner Chappell)	UK.IR
15	13 15 <b>Joy</b> François Feldman - Phonogram (Marilu)	F.B	49	44 5 <b>Dream A Little Dream Of Me</b> The Mamas & The Papas - MCA (Words & Music)	D.CH	83	78 <b>15 Years E.P.</b> The Levellers - China (Empire/Our)	UK
16	9 23 <b>Don't Let The Sun Go Down On Me</b> George Michael & Elton John - Epic (Big Pig)	F.D.A.CH.PDK.I	50	42 12 <b>One</b> U2 - Island (Blue Mountain)	F.CH.P.IR.I	84	99 2 <b>Join Our Club/People Get Real</b> St.Etienne - Heavenly (Warner Chappell)	UK
17	16 4 <b>Nothing Else Matters</b> Metallica - Verigo (PolyGram)	UK.D.B.NL.S.DK.IR.SF	51	55 2 <b>Beyond My Control</b> Mylene Farmer - Polydor (Requiem)	F.B	85	100 4 <b>Chic Mystique</b> Chic - Warner Brothers (Warner Chappell)	D.A.CH
18	11 4 <b>In The Closet</b> Michael Jackson - Epic (Warner Chappell/Zomba)	UK.F.D.B.NL.CH.S.DK.IR.SF	52	46 3 <b>Love Is Holy</b> Kim Wilde - MCA (Future Furniture/Shipwreck/Virgin)	UK.D.B.NL.CH.IR	86	84 8 <b>Ride The Bullet</b> Army Of Lovers - Ton Son Ton (Team Sonet)	D.B.A
19	23 10 <b>The Show Must Go On</b> Queen - Parlophone (Queen/EMI)	F	53	48 11 <b>Under The Bridge</b> Red Hot Chili Peppers - Warner Brothers (Copyright Control)	D.B.NL	87	89 2 <b>9700-Irma</b> DJ. Konnat - EMI (EMI Songs)	SF
20	8 6 <b>On A Ragga Tip</b> SL2 - XL (Westbury/Momentum)	UK.IR	54	45 6 <b>It's A Fine Day</b> Opus III - PWL Continental (Complete)	D.B.E.S.GR	88	62 18 <b>I Wonder Why</b> Curtis Stigers - Arista (Sony/MCA)	D.DK
21	18 9 <b>Let's Get Rocked</b> Def Leppard - Bludgeon Riffola (Bludgeon Riffola/Zomba)	F.D.B.NL.A.CH.S.PDK.IR.SF	55	38 15 <b>Remember The Time</b> Michael Jackson - Epic (Warner Chappell/Zomba)	F.D.A.CH.GR.I	89	NE <b>Everytime We Touch</b> Maggie Reilly - EMI (Mambo-Siegel)	D.N
22	32 24 <b>Smells Like Teen Spirit</b> Nirvana - DGC (Virgin)	F.D.CH.I	56	43 4 <b>Song For Love</b> Extreme - A&M (Rondor)	UK.IR	90	NE <b>Caroline</b> M.C. Solaar - Polydor (Fair & Square/BMG)	F.B
23	50 3 <b>It's My Life</b> Dr. Alban - SweMix (SweMix)	D.A.CH.S	57	54 6 <b>Hold On My Heart</b> Genesis - Virgin (Genesis/Hit & Run)	UK.D.NL.DK.IR	91	NE <b>Elvis Has Left The Building</b> The Castle - CNR (TBM)	DK
24	36 10 <b>Shame Shame Shame</b> Izabella - Virgin (Sweden Music)	D.B.NL.CH.S.DK.N	58	63 3 <b>Welch Ein Tag</b> Mario Jordan - Global (Global/45 Music)	D	92	93 36 <b>Let's Talk About Sex</b> Salt-N-Pepa - Ifrr (Next Plateau/All Boys)	P
25	29 14 <b>Are You Ready To Fly</b> Rozalla - Pulse 8 (Peer)	F.D.B.E.A.CH.SF.I	59	61 9 <b>1990</b> Jean LeLoup - Audiogram/FNAC (Georges Mary/Audiogram)	F.B	93	NE <b>Sympathy</b> Marillion - EMI (Carlin)	UK
26	20 8 <b>Save The Best For Last</b> Vanessa Williams - Polydor (WC/Virgin/PolyGram)	UK.D.B.NL.CH.S.IR	60	51 9 <b>Dans Un An Dans Un Jour</b> Johnny Hallyday - Phonogram (Desperado/N.B.Music)	F.B	94	60 3 <b>Tired Of Being Alone</b> Texas - Mercury (Warner Chappell)	UK.IR
27	NE <b>Beauty And The Beast</b> Celine Dion & Peabo Bryson - Epic (Campbell Connelly & Co.)	UK.IR	61	71 11 <b>Tears In Heaven</b> Eric Clapton - Reprise (Rondor/Copyright Control)	D.A.CH.S.DK.IR	95	78 5 <b>I Can't Get Enough</b> Chyp-Notic - Coconut (A La Carte)	D.E
28	26 24 <b>I Love Your Smile</b> Shanice - Motown (Carlin)	F.D.E.CH	62	34 7 <b>You're All That Matters To Me</b> Curtis Stigers - Arista (Hit & Run/Rondor/Sony)	UK.IR	96	NE <b>(I've Had) The Time Of My Life</b> Bill Medley & Jennifer Warnes - RCA (Copyright Control)	F
29	28 9 <b>High</b> Cure - Fiction (Fiction)	F.D.B.CH.S.P.I	63	NE <b>Keep On Walkin'</b> Ce Ce Peniston - A&M (Last Song/Third Coast)	UK	97	NE <b>1-2-3 Acid</b> Digital Boy - Flying Records (Blue Flower)	I
30	37 9 <b>I Wanna Be A Kennedy</b> U 96 - Polydor (BavariaSonor)	D.A.CH.SF	64	69 3 <b>Unholy</b> Kiss - Verigo (PolyGram)	UK.D.CH.N	98	64 3 <b>Thrill Me</b> Simply Red - east west (EMI)	UK.B.P
31	25 7 <b>Viva Las Vegas</b> ZZ Top - Warner Brothers (Elvis Presley/Carlin)	UK.D.NL.CH.S.IR.SF.GR	65	52 8 <b>Joy</b> Soul II Soul - Ten (Jazzie B/Soul II Soul/Virgin)	D.NL.CH.GR.I	99	95 7 <b>Je Ne Te Suffis Pas</b> Frederic François - Trema (Barracato)	F.B
32	15 12 <b>America: What Time Is Love?</b> The KLF - KLF Communications (EG/Zoo/WC/MCA/Wandee)	D.B.A.CH.S.DK.GR	66	56 6 <b>Nous On Veut Des Violons</b> Morgane - Car Music (Car Music)	B	100	NE <b>You Won't See Me Cry</b> Wilson Phillips - SBK (EMI/MCA)	UK
33	53 7 <b>Hazard</b> Richard Marx - Capitol (EMI)	UK.CH.S.IR	67	41 23 <b>Justified And Ancient</b> The KLF feat. Tammy Wynette - KLF Communications (EG/Zoo/WC/BMG)	D.A.CH.DK.GR			
34	21 19 <b>I Can't Dance</b> Genesis - Virgin (Genesis/Hit & Run)	F.D.A.CH	68	98 4 <b>Night Calls</b> Joe Cocker - Capitol (EMI)	F			

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

# MARKETING THE MUSIC

# BILLBOARD SINGLES

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For week ending May 30 1992

(continued from 5)

New York Times critic **Stephen Holden** writes that Kaas is doing for the French music-hall tradition of **Edith Piaf** and **Charles Aznavour** what **Harry Connick Jr.** has done for big band music in the United States. Prieur agrees that part of Kaas's message to non-Francophone audiences was to remember and respect the legacy of Piaf and others, "but in a modern and personal way."

Kaas, who has already twice won the French Music Award for best exporting artist, is building up her international career step by step. She has toured extensively not only in France but also in continental Europe (35,000 Germans have seen her live), Japan and the former USSR. Last November she performed three sell-out concerts in Moscow in front of a total of 51,000 people.

The album *Scene de Vie*, her first US release on Columbia was distributed a year-and-a-half after its French release (some imports were also sold before the local release).

The album sold close to one million copies in France alone and an additional 900,000 units abroad. In Germany sales reached 220,000 units; in Russia—300,000 (through a deal with a local label Russia Records); in Austria—90,000, and Japan—25,000.

According to Prieur, sales average 100 copies daily, and have so far reached 25,000 units for the US release. Prieur says that sales have been steady rather than rapid, and have been boosted by the recent tour. The album stayed in Bill-

board's World Music chart for some 24 weeks.

Marketing of the album has been handled by Columbia jazz product manager **Sandra Oei**, in close collaboration with the **French Music Office**, the promotional arm of the French music industry in the US. The marketing plan consisted of two showcases in June and August 1991, before and after the release of the album. The album was featured on popular TV programmes "Good Morning America" and "The Johnny Carson Show," while Kaas was tipped by a critic in *Time* as "the new Edith Piaf." Store activity was concentrated on specialized retailers and some advertising was run in the jazz consumer press.

Her next record will be released in February 1993 in France and in March or April 93 in the USA. Kaas will tour the US at the end of 1993.



TW	LW	Artist/Title	Label	ECO
1	1	<b>KRIS KROSS</b> /Jump	Ruffhouse	
2	2	<b>ENVOGUE</b> /My Lovin'	Atco east west	
3	3	<b>RED HOT CHILI PEPPERS</b> /Under The Bridge	Warner Brothers	
4	4	<b>JOE PUBLIC</b> /Live And Learn	Columbia	
5	12	<b>SIR MIX-A-LOT</b> /Baby Got Back	Def American	
6	10	<b>MICHAEL JACKSON</b> /In The Closet	Epic	
7	14	<b>SOPHIE B. HAWKINS</b> /Damn I Wish I Was Your Lover	Columbia	
8	8	<b>TLC</b> /Ain't 2 Proud 2 Beg	LaFace	
9	5	<b>QUEEN</b> /Bohemian Rhapsody	Hollywood	UK
10	7	<b>VANESSA WILLIAMS</b> /Save The Best For Last	Wing	
11	6	<b>ERIC CLAPTON</b> /Tears In Heaven	Reprise	UK
12	18	<b>CELINE DION</b> /If You Asked Me To	Epic	
13	NE	<b>MARIAH CAREY</b> /I'll Be There	Columbia	
14	9	<b>UGLY KID JOE</b> /Everything About You	Stardog	
15	11	<b>U2</b> /One	Island	IRL
16	13	<b>BRYAN ADAMS</b> /Thought I'd Died And Gone To Heaven	A&M	
17	19	<b>GENESIS</b> /Hold On My Heart	Atlantic	UK
18	24	<b>BILLY RAY CYRUS</b> /Achy Breaky Heart	Mercury	
19	20	<b>ARRESTED DEVELOPMENT</b> /Tennessee	Chrysalis	
20	17	<b>DEF LEPPARD</b> /Let's Get Rocked	Mercury	UK
21	16	<b>RICHARD MARX</b> /Hazard	Capitol	
22	22	<b>MR. BIG</b> /Just Take My Heart	Atlantic	
23	15	<b>MARIAH CAREY</b> /Make It Happen	Columbia	
24	NE	<b>LUTHER VANDROSS</b> /The Best Things In Life Are Free	Perspective	
25	30	<b>WILSON PHILLIPS</b> /You Won't See Me Cry	SBK	
26	29	<b>AMY GRANT</b> /I Will Remember You	A&M	
27	21	<b>PAULA ABDUL</b> /Will You Marry Me?	Captive	
28	NE	<b>COLOR ME BADD</b> /Slow Motion	Giant	
29	NE	<b>LIONEL RICHIE</b> /Do It To Me	Motown	
30	NE	<b>JON SECADA</b> /Just Another Day	SBK	

# NATIONAL AIRPLAY

\*National product

## UNITED KINGDOM

Most played records on BBC stations and major independents.

- (1) Marc Almond - The Days Of Pearly Spencer \*
- (2) Curiosity - Hang On In There Baby \*
- (3) K.W.S. - Please Don't Go \*
- (4) Don-E - Love Makes The World Go Round \*
- (5) del Amitri - Always The Last To Know \*
- (6) Shakespears Sister - I Don't Care \*
- (7) Kim Wilde - Love Is Holy \*
- (8) Simply Red - Thrill Me \*
- (9) ZZ Top - Viva Las Vegas
- (10) Ten Sharp - You
- (11) Curtis Stigers - You're All That Matters...
- (12) Right Said Fred - Deeply Dippy \*
- (13) Michael Jackson - In The Closet
- (14) En Vogue - My Lovin'
- (15) Texas - Tired Of Being Alone \*
- (16) Extreme - Song For Love
- (17) Lionel Richie - Do It To Me
- (18) Cure - Friday I'm In Love \*
- (19) Kylie Minogue - Finer Feelings \*
- (20) Bruce Springsteen - Better Days

## GERMANY

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

- (1) Mr. Big - To Be With You
- (2) Annie Lennox - Why?
- (3) Curiosity - Hang On In There Baby
- (4) Maggie Reilly - Evertime We Touch
- (5) Marc Almond - Days Of Pearly Spencer
- (6) Shanice - I Love Your Smile
- (7) Right Said Fred - Don't Talk Just Kiss
- (8) Bruce Springsteen - Human Touch
- (9) Lionel Richie - Do It To Me
- (10) Curtis Stigers - I Wonder Why
- (11) Genesis - Hold On My Heart
- (12) Connie Francis - Jive Connie \*
- (13) Pasadena - I'm Doing Fine Now
- (14) Mama's & Papa's - Dream A Little Dream...
- (15) Right Said Fred - Deeply Dippy
- (16) Genesis - I Can't Dance
- (17) Clouseau - Anna
- (18) Chic - Chic Mystique
- (19) Swing Out Sister - Am I The Same Girl
- (20) Vanessa Williams - Save The Best For Last

## FRANCE AM

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

- (5) Etienne Daho - Attractions Desastre \*
- (7) Mylene Farmer - Beyond My Control \*
- (-) Genesis - I Can't Dance
- (1) Queen - The Show Must Go On
- (-) Laurent Voulzy - Paradoxe Systeme \*
- (-) Veronique Sanson - Rien Que De L'Eau \*
- (6) Michel Sardou - Le Bac G \*
- (2) Johnny Hallyday - Dans Un An, Un Jour \*
- (-) Bruce Springsteen - Human Touch
- (20) Dany Brillant - Suzette \*
- (-) Axel Bauer - Etains La Lumiere \*
- (12) Pow Wow - Le Char \*
- (-) Jean LeLoup - 1990
- (14) Art Mengo - Gino \*
- (4) Renaud - Le P'tit Voleur \*
- (-) Shanice - I Love Your Smile
- (12) Ringo Starr - Weight Of The World
- (-) Tanya St. Val - Tropical \*
- (-) Bernard Lavilliers - Saigon \*
- (-) Herbert Leonard - Love Toi \*

## FRANCE FM

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

- (1) Queen - The Show Must Go On
- (4) Q.Stone - Train Train \*
- (2) Joe Cocker - Night Calls
- (5) U2 - One
- (8) Simply Red - For Your Babies
- (3) Genesis - I Can't Dance
- (7) MC Solaar - Caroline \*
- (13) Etienne Daho - Attractions Desastre \*
- (10) Crowded House - Fall At Your Feet
- (15) Mylene Farmer - Beyond My Control \*
- (17) Salt-N-Pepa - You Showed Me
- (6) Bruce Springsteen - Human Touch
- (13) Michael Jackson - In The Closet
- (18) Dire Straits - On Every Street
- (9) Shanice - I Love Your Smile
- (16) Des'ree - Feel So High
- (14) Annie Lennox - Why?
- (12) Ten Sharp - You
- (19) Marc Lavoine - L'Amour De 30 Sec. \*
- (-) Tracy Chapman - Bang Bang Bang

## NORWAY

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

- (1) Lionel Richie - Do It To Me
- (3) Maggie Reilly - Evertime We Touch
- (2) Michael Jackson - In The Closet
- (9) Sophie B. Hawkins - Damn I Wish I Was...
- (11) Ringo Starr - Weight Of The World
- (8) Genesis - Hold On My Heart
- (18) Simply Red - Thrill Me
- (16) Christer Sandelin - Galen
- (5) Mr. Big - To Be With You
- (-) Kim Wilde - Love Is Holy
- (-) Crowded House - Weather With You
- (10) Merethe Trøan - Visioner \*
- (-) Bjelleklang - Mercedes Benz \*
- (14) Grethe Svensen - The Right To Sing \*
- (-) Richard Marx - Hazard
- (7) Tom Cochrane - Life Is A Highway
- (-) Michael Learns To Rock - The Actor
- (-) Bruce Springsteen - Better Days
- (-) Right Said Fred - Deeply Dippy
- (6) Soul II Soul - Joy

## SPAIN

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

- (8) Luz - Piensa En Mi \*
- (2) U2 - One
- (3) Alejandro Sanz - Lo Que Fue Es Lo Que Soy \*
- (5) Bruce Springsteen - Human Touch
- (1) Los Sencillos - Bonito Es \*
- (6) La Union - Amor Fugaz \*
- (10) Modestia Aparte - Maria \*
- (12) La Guardia - Vives En Un Barco \*
- (11) Variuos - Maquina Total II \*
- (14) Amstades Peligrosas - Muy Peligroso \*
- (13) Revolver - Si Es Tan Solo Amor \*
- (-) Bruce Springsteen - Better Days
- (16) Complices - Ojos Gitanos \*
- (14) Dire Straits - The Bug
- (15) Duncan Dhu - Rose \*
- (16) Annie Lennox - Why?
- (-) Simply Red - For Your Babies
- (19) Def Leppard - Let's Get Rocked
- (18) Nick Kamen - You Are Not The One
- (-) O.B.K. - De Que Me Sirve Lorlar \*

## HOLLAND

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

- (-) Bruce Springsteen - Better Days
- (20) The Scene - Open \*
- (10) Wet Wet Wet - More Than Love
- (-) Colin Blunstone - Emma My Dear
- (1) Swing Out Sister - Am I The Same Girl
- (6) Mr. Big - To Be With You
- (17) Vanessa Williams - Save The Best For Last
- (2) Lois Lane - Qualified \*
- (-) Snap - Rhythm Is A Dancer
- (5) Double You - Please Don't Go
- (11) Izabella - Shame Shame Shame
- (12) Michael Jackson - In The Closet
- (-) Black Crowes - Remedy
- (-) En Vogue - My Lovin'
- (3) Kim Wilde - Love Is Holy
- (-) Kris Kross - Jump
- (-) Metallica - Nothing Else Matters
- (-) Joe Public - Live And Learn
- (-) Rowven Heze - Kroenenberg \*
- (-) Goddess - Sexual \*

## SWITZERLAND

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

- (3) Shanice - I Love Your Smile
- (6) Annie Lennox - Why?
- (1) Mr. Big - To Be With You
- (4) Bruce Springsteen - Human Touch
- (-) Marc Almond - The Days Of Pearly Spencer
- (8) Ringo Starr - Weight Of The World
- (13) Lionel Richie - Do It To Me \*
- (2) Ten Sharp - You
- (9) Fats Domino - I'm Walking
- (12) Maggie Reilly - Evertime We Touch
- (5) Eric Clapton - Tears In Heaven
- (-) Right Said Fred - Deeply Dippy
- (17) Genesis - I Can't Dance
- (-) Right Said Fred - Don't Talk Just Kiss
- (15) Curtis Stigers - I Wonder Why
- (11) John Parr - Man With A Vision
- (-) Tracy Chapman - Bang Bang Bang
- (18) Ten Sharp - Ain't My Beating Heart
- (-) U2 - One
- (-) Tina Turner - I Want You Near Me

## FINLAND

Most played records on private radios as compiled by Discopress.

- (7) Valperin Perikunta - Piirimyyjät \*
- (4) Q.Stone - Train Train \*
- (16) Riki Sorsa - Siimisi Sun \*
- (10) Tauski Peltonen - Lauluni Sinulle \*
- (3) ZZ Top - Viva Las Vegas
- (2) Neljä Ruusua - Juppipippunkkari \*
- (20) Juhamatti - Oot Mun Nainen \*
- (12) Miljoonasade - 506 Ikkuna \*
- (9) Ten Sharp - You
- (18) Kurra - En Rakkautes Saa \*
- (8) Bruce Springsteen - Human Touch
- (5) J.Karjalainen - Telepatia \*
- (1) Popeda - Kersantti Karoliina \*
- (19) Shanice - I Love Your Smile
- (13) Pave Maijanen - Yamma Yamma \*
- (15) Toni Rossi/Sinitaivas - Katsheet Kerovat \*
- (17) Matti & Teppo - Nayton Paikka \*
- (11) Mr. Big - To Be With You
- (9) Anna Hanski - Jos Et Sä Soita \*
- (-) Annie Lennox - Why?

## SWEDEN

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

- (-) Lisa Nilsson - Varje Gång Jag Ser Dej \*
- (3) Dr.Alban - It's My Life \*
- (5) Right Said Fred - Deeply Dippy
- (7) Kris Kross - Jump
- (14) Lionel Richie - Do It To Me
- (4) Christer Björkman - I Morgon Är En Annan Dag \*
- (-) Michael Jackson - In The Closet
- (1) Christer Sandelin - Galen \*
- (15) ZZ Top - Viva Las Vegas
- (13) Waterlilies - Tired Of You
- (11) Orup - Megaluf \*
- (6) Crowded House - Weather With You
- (-) Svenne Rubins - Långa Bollar På Bengt! \*
- (10) David Shutrick - Container \*
- (5) En Vogue - My Lovin'
- (-) Clubland - (I'm Under) Love Strain
- (-) Herberth Hermeliner - Rik Tjej \*
- (-) Dive - Ocean
- (8) Stefan Andersson - Catch The Moon \*
- (17) Vanessa Williams - Save The Best For Last

# EUROPEAN TOP 100 ALBUMS

THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED
1	2 27 <b>Queen</b> Greatest Hits II - Parlophone ▲4	UK,D,B,NL,E,A,CH,S,P,DK,I,SF,GR,IR	35	35 12 <b>Natalie Cole</b> Unforgettable - With Love - Elektra	UK,F,D,NL,E,CH,P,I	69	68 11 <b>Paolo Vallesi</b> La Forza Della Vita - Sugar	I
2	1 8 <b>Bruce Springsteen</b> Human Touch - Columbia ▲	UK,F,D,B,NL,E,A,CH,S,P,DK,I,N,SF,GR,IR	36	39 34 <b>Dire Straits</b> On Every Street - Vertigo ▲2	F,D,E,P	70	46 6 <b>La Union</b> Tren De Largo Recorrido - WEA	E
3	5 5 <b>ZZ Top</b> Greatest Hits - Warner Brothers	UK,D,B,NL,A,CH,S,DK,N,SF,IR	37	30 12 <b>Madness</b> Divine Madness - Virgin	UK,B,NL,GR,IR	71	63 32 <b>Bryan Adams</b> Waking Up The Neighbours - A&M ▲3	UK,D,NL,GR,IR
4	3 6 <b>Annie Lennox</b> Diva - RCA	UK,F,D,B,NL,E,A,CH,S,P,DK,I,GR,IR	38	NEW <b>Julio Iglesias</b> Calor - Columbia	B,E,P	72	79 4 <b>Cher</b> Love Hurts - Geffen ▲	UK,D
5	8 26 <b>Genesis</b> We Can't Dance - Virgin ▲3	UK,F,D,B,NL,E,A,CH,DK,GR,IR	39	NEW <b>Joan Manuel Serrat</b> Utopia - Ariola	E	73	65 20 <b>Army Of Lovers</b> Massive Luxury Overdose - Ton Son Ton	D,A,SF,GR
6	6 7 <b>Def Leppard</b> Adrenalize - Bludgeon Riffola	UK,F,D,B,E,A,CH,S,P,DK,I,N,SF,GR,IR	40	36 31 <b>Prince &amp; The New Power Generation</b> Diamonds And Pearls - Paisley Park ▲	UK,F,D,NL,E,A,DK,IR	74	61 18 <b>Presuntos Implicados</b> Ser De Agua - WEA	E
7	4 31 <b>Simply Red</b> Stars - east west ▲3	UK,F,D,B,NL,E,A,CH,P,DK,SF,GR,IR	41	38 4 <b>Metallica</b> Metallica - Vertigo	UK,D,NL,P,DK,GR,IR	75	72 68 <b>Fredericks, Goldman &amp; Jones</b> Fredericks, Goldman & Jones - Columbia ▲	F
8	13 3 <b>Chris De Burgh</b> Power Of Ten - A&M	UK,D,NL,CH,P,N,IR	42	33 30 <b>Soundtrack - The Commitments</b> The Commitments - MCA	UK,D,DK,IR	76	73 5 <b>The Stunning</b> Once Around The World - Solid	Ir
9	9 4 <b>The Cure</b> Wish - Fiction ▲2	UK,D,B,NL,E,A,CH,S,P,DK,I,N,SF,IR	43	41 33 <b>Guns N' Roses</b> Use Your Illusion I - Geffen ▲	UK,D,NL,P,DK,IR	77	76 3 <b>The Radios</b> The Sound Of Music - EMI	B
10	NEW <b>Iron Maiden</b> Fear Of The Dark - EMI	UK,D,B,NL,DK,I,SF,IR	44	NEW <b>Squeeze</b> Greatest Hits - A&M	UK	78	51 7 <b>Josef Locke</b> Hear My Song - EMI	UK,IR
11	10 24 <b>Nirvana</b> Nevermind - DGC ●	UK,F,D,B,NL,E,A,CH,S,P,DK,GR,IR	45	66 2 <b>Amedeo Minghi</b> I Ricordi Del Cuore - Fonit Cetra	I	79	NEW <b>Vikingarna</b> Kramgoa Lätar 20 - NMG	S,N
12	7 8 <b>Bruce Springsteen</b> Lucky Town - Columbia ▲	UK,F,D,B,NL,E,A,CH,S,P,DK,I,N,SF,GR	46	40 19 <b>Luca Carboni</b> Carboni - RCA	I	80	78 24 <b>Patrick Bruel</b> Si Ce Soir - RCA	F
13	11 9 <b>Right Said Fred</b> Up - Tug	UK,D,B,NL,A,CH,S,DK,SF,GR,IR	47	43 23 <b>Jean-Philippe Audin &amp; Diego Modena</b> Ocarina - Delphine	F,B	81	59 7 <b>Beautiful South</b> 0898 - GoldDiscs	UK,D
14	12 11 <b>Tears For Fears</b> Tears Roll Down (Greatest Hits 82-92) - Fontana	UK,D,B,NL,E,CH,P,DK,I,GR,IR	48	34 8 <b>U 96</b> Das Boot - Polydor	D,A,CH,S,DK,SF	82	60 14 <b>Hanne Boel</b> My Kindred Spirit - Medley	S,DK
15	17 7 <b>Mr. Big</b> Lean Into It - Atlantic	UK,D,NL,A,CH,S,DK,N	49	47 4 <b>Litfiba</b> Sogno Ribelle - CGD	I	83	82 5 <b>Santana</b> The Very Best Of Santana - Arcade	GR
16	19 6 <b>Scorpions</b> Still Loving You - Harvest	D,B,NL,A,CH,S,P,DK,I,N,SF,GR	50	37 25 <b>Lisa Stansfield</b> Real Love - Arista	UK,F,D,NL	84	77 20 <b>Alejandro Sanz</b> Viviendo Deprisa - WEA	E
17	22 3 <b>Tracy Chapman</b> Matters Of The Heart - Elektra	UK,D,B,NL,A,CH,S,P,DK,I	51	71 4 <b>Joaquin Sabina</b> Fisica Y Quimica - Ariola	E	85	83 20 <b>Johnny Hallyday</b> Ça Ne Change Pas Un Homme - Philips/Phonogram	F
18	16 24 <b>Michael Jackson</b> Dangerous - Epic ▲3	UK,F,D,NL,E,A,CH,DK,GR,IR	52	49 15 <b>Snap</b> The Madman's Return - Logic/Ariola	D,NL,A	86	69 26 <b>Enya</b> Shepherd Moons - WEA ▲	NL,E,DK
19	14 9 <b>Westernhagen</b> Jaja - Warner Brothers ●	D,CH	53	NEW <b>Lionel Richie</b> Back To Front - Motown	B,NL,CH,S,DK,N,I	87	NEW <b>The Neville Brothers</b> Family Groove - A&M	D,NL,CH,S,N
20	15 2 <b>Carter The Unstoppable Sex Machine</b> 1992 The Love Album - Chrysalis	UK,IR	54	55 30 <b>Joe Cocker</b> Night Calls - Capitol	UK,F,D,IR	88	81 13 <b>James</b> Seven - Fontana	UK,P
21	21 23 <b>Queen</b> Queen Greatest Hits - EMI ▲5	UK,D,B,NL,A,CH,DK,SF,IR	55	42 24 <b>Simon &amp; Garfunkel</b> The Definitive Simon & Garfunkel - Columbia	SF,GR	89	89 2 <b>Les Inconnus</b> Boulevardier - Lederman	F
22	NEW <b>The Black Crowes</b> The Southern Harmony & Musical Companion - Def American	UK,NL,N,IR	56	58 3 <b>Sergio Dalma</b> Adivina - Ediciones Musicales	E	90	70 3 <b>Ivano Fossati</b> Lindbergh - Epic	I
23	20 11 <b>Gary Moore</b> After Hours - Virgin	UK,F,D,NL,E,A,CH,S,P,DK,GR	57	44 8 <b>Soundtrack - The Commitments 2</b> The Commitments Part 2 - MCA	UK,D,CH,DK,IR	91	94 10 <b>Frederic François</b> Je Ne Te Suffis Pas - Trema	F
24	28 24 <b>U2</b> Achtung Baby - Island	UK,F,D,B,NL,E,GR,I,IR	58	56 4 <b>Lisa Nilsson</b> Himlen Runt Hörnet - Diesel	S	92	95 2 <b>Stefan Andersson</b> Emperors Day - Record Station	S
25	23 8 <b>Foreigner</b> The Very Best Of - Atlantic	UK,D,NL,A,CH,SF,IR	59	52 20 <b>Luz Casal</b> A Contra Luz - Hispavox	F,E	93	NEW <b>Santana</b> Milagro - Polydor	NL,CH,P,DK
26	27 12 <b>Red Hot Chili Peppers</b> Blood Sugar Sex Magik - Warner Brothers	D,B,NL,A,CH,S,DK,N,SF,IR	60	48 5 <b>Peter Hofmann</b> Love Me Tender - Columbia	D	94	100 2 <b>Roch Voisine</b> Helene - GM/Ariola	F
27	25 3 <b>The Sisters Of Mercy</b> Some Girls Wander By Mistake - Merciful Release	UK,D,B,CH,S,IR	61	74 3 <b>Extreme</b> Extreme II Pornograffiti - A&M	UK	95	NEW <b>Slaughter</b> The Wild Life - Chrysalis	UK,CH,S,DK
28	24 18 <b>Ten Sharp</b> Under The Waterline - Columbia	F,D,B,NL,A,CH,DK,SF,I	62	45 8 <b>Melissa Etheridge</b> Never Enough - Island	D,NL,A,CH,GR	96	NEW <b>Aleandro Baldi</b> Il Sole - Ricordi	I
29	18 13 <b>Curtis Stigers</b> Curtis Stigers - Arista	UK,D,CH,DK,IR	63	54 11 <b>Crowded House</b> Woodface - Capitol	UK,NL,IR	97	85 2 <b>Mecano</b> Aidalai - Ariola	F,E
30	29 33 <b>Guns N' Roses</b> Use Your Illusion II - Geffen ▲	UK,D,NL,E,A,P,DK,IR	64	57 14 <b>Pearl Jam</b> Ten - Epic	UK,D,B,NL,GR,IR	98	93 8 <b>Radio Futura</b> Tierra Para Bailar - Ariola	E
31	NEW <b>Kiss</b> Revenge - Mercury	UK,D,N	65	62 12 <b>Soundtrack - Dirty Dancing</b> Dirty Dancing - RCA	F	99	NEW <b>Blue System</b> Hello America - Hansa	D,A
32	31 13 <b>Shakespears Sister</b> Hormonally Yours - London	UK,D,A,CH,S,DK	66	53 60 <b>R.E.M.</b> Out Of Time - Warner Brothers ▲3	UK,F,D	100	97 33 <b>Antonello Venditti</b> Benvenuti In Paradiso - Ricordi	I
33	26 5 <b>Soul II Soul</b> Vol. III Just Right - Ten	UK,D,B,NL,A,CH,S,DK,GR	67	64 12 <b>François Feldman</b> Magic' Boul'vard - Philips	F			
34	32 2 <b>Michel Sardou</b> Le Bac "G" - Trema	F	68	50 31 <b>Tina Turner</b> Simply The Best - Capitol ▲2	UK,D,NL			

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

**EMI MUSIC EUROPE LATEST RESTRUCTURING:** Following an earlier restructuring at EMI Music Europe's commercial development division (M&M, March 28), continental Europe MD Alexis Rotelli has now also streamlined the company's pop marketing department. Ex-Warner Music France head of international Jean-Michel Colletti has been appointed international marketing manager, replacing Didier Zerath. Colletti will be responsible for all US repertoire including the Capitol, EMI USA and SBK labels. Previously, Zerath was responsible for Capitol product only. The other international marketing manager working at Gloucester Place, London, is Tony Harlow, who joined from EMI Records (UK) earlier this year, handling EMI and Chrysalis product.

**SIGNED, SEALED AND READY TO BE DELIVERED:** Lothar Meinertzhagen, who became GM of EMI Electrola's A&R center in Berlin in March this year, revealed his first signings to OTR. All released on the Harvest label, they include German band Abwärts, UK band Fischer Z (previously signed to BMG Ariola Munich) and Andreas Broon, ex-member of Sisters Of Mercy. Product is expected to hit the market in July-August.

**ON THE MOVE:** Jorge de Anton, former PD of Radio 16/Madrid, has been appointed PD of SER's music/news network Radio Minuto. He rejoined SER on May 4. Neil Fraser, BBC Scotland's head of radio since 1987, has resigned from the Beeb, effective in July. He says his departure is to allow him to pursue "other programming interests." Fraser has been with the corporation since 1968.

**NEW AT MCA?:** OTR hears that Max Müller, European managing editor of hard rock and heavy metal magazine Metal Hammer, is joining MCA International. He replaces Chris Griffin, who earlier this year joined PolyGram International.

**DOUBLE BILL:** The Belgian festival Torhout/Werchter has announced its final line-up of artists. Taking place on July 4-5, the double festival will feature The Scabs, Pearl Jam, Extreme, Urban Dance Squad, Luka Bloom, Crowded House, Lou Reed, Red Hot Chili Peppers and Bryan Adams. The concert of RHCP is exclusive for Torhout/Werchter.

**LISA JOINS GENESIS:** Concert promoters Solo have announced that Lisa Stansfield will be performing as special guest at three of Genesis' concerts in the UK.

**UK Radio**

(continued from page 1)

comment on the text of the AIRC's letter until it receives a formal reply from the Authority and Mellor.

What the INRs and ILRs are up in arms about is the impact the regional licenses could have on advertising. Sources say there's nothing to keep the regional licence holders from forming a network and offering attractive ad rates. They are also worried about more ad time being dumped in an already difficult trading environment. Any drain on revenues would have a corresponding impact on the return on investment that was factored into the INR/ILR licence bids, those sources contend.

Another sore point: existing stations are upset because they can't own the regional franchises in their own service areas because of the ownership rules in the 1990 Broadcasting Act. Under the Act, a group may own up to 20 ILRs and one national service as long as the ILR doesn't overlap more than 50% of an area covered by one of the group's stations. But insiders say that since the regional franchises are a new tier of services, those ownership rules—which the Authority says applies to the new stations—must be questioned. The

Authority is standing firm on its regional licence plans despite the criticism. Spokesperson Tracy Mullins says the Authority has always made clear that it would advertise licenses "of varying sizes." She says, "Capital Radio in London covers more people, about 8 million, than any of these regional stations will cover," adding that Capital could be considered a regional station.

Yes, networking could happen, she says. However, the Authority has not yet set up definitive guidelines regarding ownership and operating restrictions. The Authority is expected to release more information on the advertising and specifications of the regional stations this week.

Mullins says the Authority is treating the regionals the same as it would any ILR station. "It is the name 'regional' that is causing the concern," she says. "If you forget that name and call it ILR, exactly the same rules apply, but for larger stations."

However, Charles Levison, spokesperson for INR2 franchise holder Independent Music Radio, a joint venture between Virgin Communications and TV-AM, questions the Authority's timing when it announced the regionals. He also cites a lack of information

about the services prior to the bidding for the national franchises.

"The Authority is not definitive on what it is doing about these proposed 'regional' licenses," he says. "They have floated the idea, and we are considering it and will be making our comments to the Authority. It seems to me there is a timing issue here. And there is certainly a potential issue in relation to the information that was available at the time INR1 and INR2 were advertised. But I don't think one should jump to conclusions. Clearly we will be making representation to the Authority when we get more information from them."

**BPW**

(continued from page 1)

gles dropped 57%. Cassettes shipments, which were virtually flat last year, slumped 20%.

Several major releases in Germany in March, including West-ernhagen's *Ja Ja*, are seen as the main impetus for growth in March; however, April figures are expected to lower the overall value of the market to around 6% for the first quarter. Year-end figures for 1992 are also expected to be lower, says one industry executive, because of a dearth of blockbuster talent during the summer.

**Europe 2**

(continued from page 1)

expected from both regulators.

Despite the uncertainty, Europe 2 remains optimistic. Says network manager Alain Perez, "The Belgian station will concentrate on the AC format just like our 153 French affiliates. They will be fully independent as far as management and advertising are concerned, and are asked

to pay a lump sum [like the French affiliates] to share the cost of satellite transmission. If, however, the Belgian government raises objections about this, we will immediately stop the satellite transmission and transmit the Europe 2 signal via special telephone lines."

Europe 2 MD Martin Brisac underlines the fact that plans depend on the authorization from the French community "because we only want to operate in fully legal conditions."

Adds Perez, "We have European ambitions, and I am convinced that Europe 2's back-up and know-how will help the Bel-

gian stations obtain a significant position on the market."

Europe 2 affiliates receive 50% of their programmes directly via satellite from France, while the other 50% is produced in the station, based on Europe 2's format and its 24-45 target audience. Brussels-based ad company HMT have been asked to manage ad sales for the Brussels outlet and network, and MD Eric Degand is determined to promote the station as widely as possible. Plans include coverage of the Brussels Jazz Rally (weekend of May 23), and the Metro-event on May 27. *by Marc Maes*

**Echo**

(continued from page 1)

together in one room," he says. "I think that we can go on to establish the Echo over the next few years as 'The German Grammy.' Now we can build up and improve on what we've got."

Gebhardt says proposed changes to the ceremony will be discussed at the next BPW meeting.

EMI Music regional MD GSA Helmut Fest is very pleased with how the awards went. "It is the first time since the Second World War that the German industry has put something of international quality together," he says.

Fest says that a major reason for the awards' success was not allowing the ceremony to be televised, which helped keep the event "more of a family party." He adds, "We eventually want to have TV exposure, but only when we feel experienced and self-confident enough." Fest says he would like to see two or three live acts introduced into next year's awards as well as an orchestra.

BMG Ariola Hamburg MD Michael Anders says he thought

the awards went well. He comments, "The crème de la crème of German artists were there. I think it will show people that the German record industry is important and that we are serious about it. With artists like the Scorpions getting awards, we are showing that German artists can also compete within the pan-European frame."

Anders admits there's room for improvement, but, unlike Fest, he does not believe that necessarily involves introducing live acts. He suggests that a few more international prizes could be added in future.

Virgin Records MD Udo Lange says he thinks more awards will be introduced next year, such as Producer Of The Year. He is very positive about the Echo Awards, saying, "I think the Echoes have got off to a very good start. It was not a real Hollywood-style show, but that was not its purpose. It was an internal show, not geared towards television, which I think was the right basis."

Lange does not think live performances would be a good idea for future Echo ceremonies.

**Echo Award Winners**

Female Artist Of The Year (National)

**Pe Werner (Intercord)**

Male Artist Of The Year (National)

**Herbert Grönemeyer (Electrola)**

Female Artist Of The Year (International)

**Cher (Geffen/MCA)**

Male Artist Of The Year (International)

**Phil Collins (WEA)**

Group Of The Year (National)

**Scorpions (Phonogram)**

Group Of The Year (International)

**Queen (EMI)**

Most Successful Artist Abroad

**Enigma/Michael Cretu**

Newcomer Award

**Pe Werner (Intercord)**

Lifetime Achievement

**Udo Lindenberg (Polydor)**

Most Successful National Music Video

**Westernhagen Live (WEA)**

Media Personality Of The Year

**Dieter Gorny (Popkomm)**

Record Dealer Of The Year

**Das Ohr/Münster**

Best Marketing Performance

**Virgin for Enigma**

**Allied**

(continued from page 1)

says the alliance is part of the company's strategy to "have one partner for one country. We want to develop these companies rather than just buy stations at any price." Europe 1 now has investments in radio stations in eight countries with different investors. Besides Allied Radio, its most recent alliance was the purchase of a 38% stake in Spanish EHR network Top FM (M&M April 4).

"We had the feeling that we could be real partners with this management and develop the station into a very good business. We share their vision on the future of radio in the UK," says Brisac.

Allied Radio chairman Ken Prichard Jones says he teamed with Europe 1 because of the company's expertise in the industry. He says Europe 1 will not be involved in the day-to-day operations of the group. "They see Allied Radio as a well-managed operation, and there-

fore they will not be imposing any programming changes," he comments. "Europe 1's involvement is on a corporate level."

Prichard adds, "Europe 1 was looking to get involved in UK radio and we were looking for a substantial partner to assist us with our expansion plans." He declines to discuss what those plans are.

The deal, which happened relatively quickly, was consummated "in months rather than years," says one insider.

On May 11, Allied Radio bought 862,920 ordinary shares of Midlands Radio from Europe 1 at a price of 97.5p per share. Europe 1 had bought those shares in a private placement from Crown Communications. In return, Allied Radio issued to Europe 1 nearly 3.4 million new ordinary shares in the company at 25p.

Europe 1 then bought two million more shares in Allied, bringing its total to 13.4%.

*by Steve Wonsiewicz and Mike McGeever*



# EHR TOP 40

TW	LW	WOC	Artist/Title	Label	Total	A	B	Add
1	3	3	LIONEL RICHIE/Do It To Me	(Motown)	72	54	18	11
2	4	4	MICHAEL JACKSON/In The Closet	(Epic)	56	42	14	6
3	1	11	ANNIE LENNOX/Why	(RCA)	65	45	20	0
4	2	10	BRUCE SPRINGSTEEN/Human Touch	(Columbia)	58	40	18	0
5	6	13	MR. BIG/To Be With You	(Atlantic)	57	37	20	0
6	7	8	RIGHT SAID FRED/Deeply Dippy	(Tug)	50	40	10	1
7	5	6	GENESIS/Hold On My Heart	(Virgin)	56	38	18	6
8	10	6	SWING OUT SISTER/Am I The Same Girl	(Fontana)	45	27	18	3
9	20	4	CURIOSITY/Hang On In There Baby	(RCA)	40	32	8	12
10	11	9	PRINCE/Money Don't Matter 2 Night	(Paisley Park)	49	29	20	1
11	13	4	KIM WILDE/Love Is Holy	(MCA)	43	25	18	8
12	9	9	VANESSA WILLIAMS/Save The Best For Last	(Polydor)	48	31	17	1
13	12	17	TEN SHARP/You	(Columbia)	42	29	13	0
14	8	7	SOUL II SOUL/Joy	(Ten)	42	24	18	0
15	15	4	MARC ALMOND/The Days Of Pearly Spencer	(WEA)	41	27	14	3
16	16	6	CURTIS STIGERS/You're All That Matters	(Arista)	45	33	12	8
17	14	7	DEF LEPPARD/Let's Get Rocked	(Phonogram)	34	24	10	1
18	18	3	SIMPLY RED/Thrill Me	(east west)	39	29	10	10
19	17	12	U2/One	(Island)	29	19	10	0
20	28	2	DEL AMITRI/Always The Last To Know	(A&M)	28	19	9	8
21	21	5	ZZ TOP/Viva Las Vegas	(Warner Brothers)	31	19	12	2
22	34	2	EN VOGUE/My Lovin' (You're Never Gonna Get It)	(east west)	28	17	11	6
23	NE	➔	BRUCE SPRINGSTEEN/Better Days	(Columbia)	28	14	14	14
24	24	11	RICHARD MARX/Hazard	(Capitol)	31	13	18	2
25	27	2	KYLIE MINOGUE/Finer Feelings	(PWL)	27	17	10	4
26	23	24	SHANICE WILSON/I Love Your Smile	(Motown)	32	21	11	0
27	36	2	TRACY CHAPMAN/Bang Bang Bang	(Elektra)	28	16	12	2
28	31	2	MICHAEL BOLTON/Missing You Now	(Columbia)	26	15	11	2
29	26	5	ROD STEWART/Your Song	(Warner Brothers)	28	14	14	3
30	32	8	CURE/High	(Fiction/Polydor)	25	18	7	2
31	30	10	CROWDED HOUSE/Weather With You	(Capitol)	27	15	12	0
32	37	2	TEXAS/Tired Of Being Alone	(Mercury)	22	17	5	5
33	19	14	SHAKESPEARS SISTER/Stay	(London)	27	16	11	0
34	NE	➔	CELINE DION/PEABO BRYSON/Beauty And The Beast	(Epic)	17	8	9	6
35	22	4	MARIAH CAREY/Make It Happen	(Columbia)	21	10	11	1
36	29	16	MICHAEL JACKSON/Remember The Time	(Epic)	21	13	8	0
37	33	16	CE CE PENISTON/Finally	(A&M)	20	12	8	0
38	38	16	CURTIS STIGERS/I Wonder Why	(Arista)	21	17	4	0
39	NE	➔	MAGGIE REILLY/Everytime We Touch	(EMI)	24	17	7	4
40	40	2	IZABELLA/Shame Shame Shame	(Virgin)	22	14	8	0

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

## CHARTBOUND RECORDS

PASADENAS/Make It With You	(Columbia)	24/4	K.D. LANG/Constant Craving	(Sire)	15/4
GARY MOORE/Story Of The Blues	(Virgin)	21/8	METALLICA/Nothing Else Matters	(Vertigo)	15/4
CHRIS DE BURGH/Separate Tables	(A&M)	21/3	DOUBLE YOU/Please Don't Go	(Robyx)	15/1
SNAP/Rhythm Is A Dancer	(Logic/Ariola)	20/3	JOHN O'KANE/Stay With Me	(Circa)	15/1
WET WET WET/More Than Love	(Precious)	19/4	SOULED OUT/In My Life	(Columbia)	15/1
ARMY OF LOVERS/Ride...	(Ton Son Ton)	19/2	RINGO STARR/Weight Of The World*	(Private/BMG)	14/10
SHAKESPEARS SISTER/I Don't Care	(London)	19/2	UGLY KID JOE/Everything About You*	(Mercury)	14/7
DINAH WASHINGTON/Mad About...	(Mercury)	19/1	KATHY TROCCOLI/Everything Changes*	(Reunion)	14/4
RED HOT CHILI PEPPERS/Under...	(Warner Brothers)	18/1	KWS/Please Don't Go	(Network)	14/3
WILSON PHILLIPS/You Won't See Me Cry*	(SBK)	17/10	CURE/Friday I'm In Love*	(Fiction/Polydor)	13/8
CHER/Could've Been You	(Geffen)	17/0	SOPHIE B. HAWKINS/Damn I Wish...	(Columbia)	13/5
JODY WATLEY/I'm The One...	(MCA)	16/2	KRISS KROSS/Jump	(Ruffhouse/Columbia)	13/5
DON E/Love Makes The World... (4th & B'way)		16/1	EXTREME/Song For Love*	(A&M)	13/4
NEVILLE BROTHERS/Fly Like An Eagle*	(A&M)	15/12	LIGHTNING SEEDS/The Life Of Riley	(Virgin)	13/4
THOMAS DOLBY/Close But No Cigar*	(Virgin)	15/4	ANNIE LENNOX/Precious*	(RCA)	12/7

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.

## Richie Does It

As predicted last week, Lionel Richie has won the race on the EHR leadership from Michael Jackson. Both book impressive chart point gains, but in terms of total number of reporting stations, Do It To Me leads with a comfortable margin to In The Closet (72 and 56, respectively).

It marks Motown's first number 1 on EHR following the change of marketing/distribution from BMG to PolyGram in the beginning of this year. In fact, there is not one market where Richie is not getting airplay, although Italy and Spain are still lagging a bit behind the rest of Europe.

Meanwhile, the label's first hit single of the year, Shanice's I Love Your Smile, is still charted at number 26 after 24 weeks—the second longest-charted EHR song of this year (Bryan Adams's Everything I Do... managed to clock in a run of 25 weeks).

RCA act Curiosity hits top 10 this week with Hang On In There Baby due to good airings

in the UK, Germany, Italy, Holland and most of Scandinavia.

Another UK act faring well on EHR is A&M-signing Del Amitri (see spotlight on page 26) with Always The Last To Know moving up the EHR Top 40 from number 28 to 20 this week. UK airplay is still the dominant factor, although Holland, Sweden and Denmark are quickly catching on, too.

The highest new entry this week is for Bruce Springsteen's second single Better Days, the follow-up to the four-week chart-topper Human Touch. Best markets include the UK, Holland, Spain and Denmark. Better Days is also this week's most added song, followed by the new single from the Neville Brothers, Fly Like An Eagle, a funky rendition of the Steve Miller original hit from 1976. Although not played yet in the UK, Fly Like An Eagle is getting good reports from EHR programmers in Scandinavia, Germany and Holland.

Machgiel Bakker

## MOST ADDED

BRUCE SPRINGSTEEN/Better Days	(Columbia)	14
CURIOSITY/Hang On In There Baby	(RCA)	12
NEVILLE BROTHERS/Fly Like An Eagle	(A&M)	12
LIONEL RICHIE/Do It To Me	(Motown)	11
SIMPLY RED/Thrill Me	(east west)	10
RINGO STARR/Weight Of The World	(Private/BMG)	10

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

## "A" ROTATION LEADERS

LIONEL RICHIE/Do It To Me	(Motown)	54
ANNIE LENNOX/Why	(RCA)	45
MICHAEL JACKSON/In The Closet	(Epic)	42
RIGHT SAID FRED/Deeply Dippy	(Tug)	40
BRUCE SPRINGSTEEN/Human Touch	(Columbia)	40
GENESIS/Hold On My Heart	(Virgin)	38
MR. BIG/To Be With You	(Atlantic)	37

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

## "A" ROTATION PERFORMANCE

	"A" %	
MYLENE FARMER/Beyond My Control	(Polydor)	90
DON E/Love Makes The World Go Round	(4th & B'way)	81
OPUS III/It's A Fine Day	(PWL)	81
CURTIS STIGERS/I Wonder Why	(Arista)	80
RED HOT CHILI PEPPERS/Under The Bridge	(Warner Brothers)	77
TEXAS/Tired Of Being Alone	(Mercury)	77

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

## TOP RECURRENTS

	Total Stations	
ERIC CLAPTON/Tears In Heaven	(Reprise)	21
ROXETTE/Church Of Your Heart	(EMI)	21
SIMPLY RED/For Your Babies	(east west)	19
GENESIS/I Can't Dance	(Virgin)	17
TEARS FOR FEARS/Laid So Low...Tears Roll Down	(Fontana)	16

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

## NEW TOP 20 CONTENDERS

	Total Stations	
THOMAS DOLBY/Close But No Cigar	(Virgin)	15
NEVILLE BROTHERS/Fly Like An Eagle	(A&M)	15
RINGO STARR/Weight Of The World	(Private/BMG)	14
KATHY TROCCOLI/Everything Changes	(Reunion)	14
UGLY KID JOE/Everything About You	(Mercury)	14

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, records are listed alphabetically by artist.

# FREAKY FUN & WEIRDOS



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## SENSELESS WONDER TOUR '92

- |                  |                      |                     |                         |                    |                   |
|------------------|----------------------|---------------------|-------------------------|--------------------|-------------------|
| 14. 05. AUGSBURG | 20. 05. BRAUNSCHWEIG | 25. 05. KÖLN        | 01. 06. ÜBACH-PALENBERG | 05. 06. HAMBURG    | 09. 06. STUTTGART |
| 15. 05. FREIBURG | 21. 05. DETMOLD      | 26. 05. OFFENBACH   | 02. 06. BOCHUM          | 06. 06. WITTENBERG | 10. 06. MÜNCHEN   |
| 17. 05. NÜRNBERG | 22. 05. KREFELD      | 28. 05. SAARBRÜCKEN | 03. 06. MÜNSTER         | 08. 06. PASSAU     |                   |
| 19. 05. BERLIN   | 23. 05. HANNOVER     | 30. 05. KARLSRUHE   | 04. 06. OLDENBURG       |                    |                   |