

MUSIC & MEDIA

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M&M SPECIAL

BBC Radio 1 Discusses Music Policy

by Hugh Fielder

Working with labels, breaking new acts and the album playlist: In this second of a two-part special on **BBC Radio 1** (see M&M June 29), head of programmes **Chris Lycett** and head of music **Paul Robinson** talk about the station's goals and policies.

Q: How do you see the relationship between Radio 1 and the record industry?

Lycett: "Various regimes have come and gone with Radio 1 I can remember a time when promotion people were actually banned from the building. It was a particularly
(continues on page 30)



PLATINUM PARADE — ZZ Top receive platinum discs from Warner Music Finland for sales of their three latest albums, "Eliminator," "Afterburner" and "Recycler," which sold over 50,000 units each in Finland. Pictured with the band are (l-r): Warner Music Finland sales promotion manager Timo Kivinen, marketing manager Ari Lohenoja, Dusty Hill, MD Marita Kaasalainen, Frank Beard and Billy Gibbons.

Record Year For BMG; Worldwide Share 14.3%

by Adam White

Maintaining its billion-dollar momentum, **BMG International** reached record levels of sales and profits in fiscal 1990/91 and claimed a two-point increase in worldwide market share. For the year ending June 30, BMG International had gross revenues of US\$1.6 billion and operating profits of US\$131.3 million, according to president/CEO **Rudi Gassner**. These results represent increases of 45% and 53% respectively, when compared with sales of US\$1.1 billion and profits of US\$85.4 million in fiscal 1989/90.

The numbers were made

available during BMG International's MDs meeting, held on June 23-28 at Faro, Portugal. Dubbed 'Momentum '91,' the conference heard Gassner report that the division's worldwide market share (including distributed labels) had increased to 14.3% from 12.1% the previous year. He contended that BMG is within three percentage points of challenging the European market dominance of **PolyGram**, which recently claimed to have a 23% share in the region. "I think we could gain that 3% within the next couple of years," he said.

BMG International's strong 1990/91 performance was fuelled largely by local repertoire,

according to Gassner, "specifically, our ability to regionalize local repertoire and, in some cases, to globalize local and US repertoire." Successful acts included **B.B. Queens** from Japan, **Mecano** from Spain, **Vaya Con Dios** from Belgium, **Snap** from Germany, **Eros Ramazzotti** from Italy, **Patrick Bruel** from France, and **Tomas Ledin** from Sweden.

The star performers among BMG affiliates were in the German-speaking territories, which generate about 30% of the division's overall revenues. These are the responsibility of **BMG Ariola** veteran **Monti Lueftner**, who is retiring from the company in
(continues on page 30)

IT'S SHOWTIME!

FNR Wins INR1 With £1.75M Bid

by Hugh Fielder & Paul Easton

First National Radio - The Showtime Station (FNR) has been awarded the eight-year licence for the UK's first national commercial radio station with a cash bid of £1.75 million (app. US\$2.92 million), payable annually and indexed linked to inflation. The bid—announced at 15.00 on June 4 as M&M went to press—was "substantially" higher than either **UKFM** or **Classic FM**, according to Radio Authori-

ty chairman **Lord Chalfont**.

FNR plans to be on-air in the early summer of 1992 with its popular entertainment service with "personality name presenters".

The station is chaired by former **British Rail** chairman **Sir Peter Parker** and the directors include **Bob Kennedy**, who founded **Screensport** cable/satellite TV service and is a former director of several **ILR** stations, including **Capital Radio**. The
(continues on page 30)

Getting Extras: Labels Outline Radio Service Policies

by the M&M staff

To get extra service, radio has to reciprocate. And that means providing playlists to labels and putting a little extra effort behind certain promotions, say most labels.

In the last of a two-part series on service to the radio industry (see M&M July 9), M&M talks to the labels to hear their views on how it services broadcasters.

PolyGram Denmark promotion manager **Lene Thomsen** reports they only service about 35-40 of the country's many hundreds of stations. "If we don't get enough airplay we give them two warnings, stop servicing them and go to another station."

To guarantee servicing, Thomsen says, stations have to report playlists on a weekly basis. The rest is decided on a combination

of ratings and general attitude. "Extras" such as phone interviews, giveaways and merchandising are used mainly as incentives for stations which had already given support to a partic-
(continues on page 30)

No. 1 in EUROPE

European Hit Radio

PAULA ABDUL
Rush Rush
(Virgin)

Eurochart Hot 100 Singles

CRYSTAL WATERS
Gypsy Woman
(A&M)

European Top 100 Albums

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

ALICE COOPER
Hey Stoopid

THE SMASH HIT SINGLE
EXPLODING ON
EUROPEAN RADIO

THE ALBUM 'HEY STOOPID' AVAILABLE NOW!

epic

SAILOR

START DANCING LA CUMBIA

THE ULTIMATE SUMMER HIT IN '91



TAKEN FROM
THE NEW ALBUM



CD * ALBUM * CASSETTE

M&M's Top 10

Takeovers, buyout rumours and improved fundamentals drove the share prices of stocks tracked by M&M during the first six months of 1991.

● **Chrysalis Group** bounced back from a year-end depressed low of 44p to 76p, a 73% gain, while **Radio City** shares rocketed 68% after **EMAP** bought the Liverpool station operator.

● Investors have also bid up electronics multinational **Philips** 50% in 1991, expecting a turnaround in the company's operations. Philips also owns 80% of **PolyGram** (+16%), whose shares have been one of M&M's top 10 performers so far this year.

● Radio companies (five) were the most represented in M&M's top 10 best stock performers, while two music companies made the list.

● For the year, seven of 18 M&M UK stocks beat the FTSE 100 (+12.7%), while in France only two of the five outperformed the market (+15.1%).

M&M STOCKS

UNITED KINGDOM							
Co.	Price			Qtr.	YTD		
	Dec. 31	Mar. 28	Jun. 28	% chg.	% chg.		
Chrysalis	44	74	76	2.7	72.7		
Rad. City	226	216	380	75.9	68.1		
Invicta	55	64	69	7.8	25.5		
Capital	146	198	179	-9.6	22.6		
Metro	129	167	150	-10.2	16.3		
Rad. Clyde	224	268	257	-4.1	14.7		
EMAP	202	233	231	-0.9	14.4		
Pickwick	217	241	241	0.0	11.1		
Thorn	677	717	741	3.3	9.5		
Chiltern	132	140	144	2.9	9.1		
York. TV	247	299	254	-15.1	2.8		
WH Smith	383	363	373	2.8	-2.6		
T'world	97	129	93	-27.9	-4.1		
GWR	253	230	242	5.2	-4.3		
Rad. Trust	65	68	60	-11.8	-7.7		
Crown	51	42	47	11.9	-7.8		
Midlands	102	96	94	-2.1	-7.8		
TV-AM	200	212	143	-32.5	-28.5		
Avg.	192	209	210	0.5	9.4		
FTSE	2,143.5	2,456.5	2,414.8	-1.7	12.7		

FRANCE							
Co.	Price			Qtr.	YTD		
	Dec. 31	Mar. 28	Jun. 28	% chg.	% chg.		
Canal +	823	969	1,010	4.2	22.7		
Hachette	150	208	177	-14.7	18.0		
Havas	426	548	467	-14.8	9.6		
Europe 1	1,090	1,115	1,075	-3.6	-1.4		
NRJ	238	254	226	-11.0	-5.0		
Avg.	545	619	591	-4.5	8.4		
CAC 40	1,517.9	1,816.4	1,747.6	-3.8	15.1		

THE NETHERLANDS							
Co.	Price			Qtr.	YTD		
	Dec. 31	Mar. 28	Jun. 28	% chg.	% chg.		
Philips	20.3	28.0	30.5	8.9	50.2		
PolyG.	30.1	35.8	35.0	-2.2	16.3		
Avg.	25.2	31.9	32.8	2.7	30.0		
CBS Tend.	168.3	195.7	197.5	0.9	17.3		

GERMANY							
Co.	Price			Qtr.	YTD		
	Dec. 31	Mar. 28	Jun. 28	% chg.	% chg.		
Springer	712	695	630	-9.4	-11.5		
FAZ	603.1	646.8	682.5	5.5	13.2		
DAX	1,398.2	1,522.8	1,622.2	6.5	16.0		

UNITED STATES							
Co.	Price			Qtr.	YTD		
	Dec. 31	Mar. 28	Jun. 28	% chg.	% chg.		
S'stream	1.13	1.00	2.13	112.5	88.9		
Westwood	1.75	1.81	2.25	24.1	28.6		
Tribune	35.25	41.88	43.63	4.2	23.8		
Sony	43.00	47.63	45.13	-5.2	4.9		
T. Warn.	85.75	107.75	88.13	-18.2	2.8		
Viacom	26.25	24.75	26.75	8.1	1.9		
Matsui	118.00	124.00	120.00	-3.2	1.7		
Westing.	28.50	29.75	27.88	-6.3	-2.2		
Cap Cit.	459.13	464.00	428.88	-7.6	-6.6		
Avg.	88.75	93.62	87.19	-6.9	-1.8		
DJIA	2,633.7	2,913.9	2,906.8	-0.2	10.4		
S&P	330.2	375.2	371.2	-1.1	12.4		

Battle Looming For Control Of Trans World Communications?

by Steve Wonsiewicz

A showdown in the UK for control of **Trans World Communications** (TWC), **Owen Oyston's** financially troubled radio holding company, could come to a head in the next month or two. That's when the company plans a rights issue to help cover its £11.5 million (app. US\$19.2 million) debt. TWC hopes to raise at least £6 million to try and break the back of its debt, which according to one banker is probably costing the company two-three basis points above prime, or around 14%.

Recent UK rights issues have been priced anywhere from 5% to 50% discount from current stock price. To attract stockholders, a source close to the company says the discount will "have to be closer to 50% than 5%."

Pricing could finally force a confrontation between **Oyston** and major shareholders, notably **The Guardian** and **Manchester Evening News** (GMAN) and **EMAP**, which own 20% and 17.3%, respectively, of TWC. That relationship has turned somewhat bitter over the past few months, with allegations that GMAN and EMAP are reportedly working "in concert"

to gain control of TWC—claims which have been vigorously rejected. Also making headlines are rumours that GMAN and EMAP will not subscribe to the rights issue unless Oyston cedes operating control of the company. "It's difficult to see who's going to give in here, and that's the main problem," says one banker.

Regardless of the outcome of the rights issue, whoever gains control of TWC is going to have to stop the flow of red ink. TWC's radio operations posted an operating loss of £450,000 for the fiscal year ended December 31, with £1.5 million of that incurred during the last six months (see table). TWC operates four radio subsidiaries (each split into AM/FM combos): **Piccadilly/Manchester**, **Radio Aire/Leeds**, **Red Rose/ Preston** and **Red Dragon/Cardiff**.

TWC has not been immune to the UK recession that has hit advertising. The company is predicting that revenue for the first six months of 1991 will be down 18% to about £4.5 million and that operating losses could total £300,000. That's compared to £1.0 million in operating income on revenues of £5.4 million (up 3.4%) during the same period in 1990.

One of the main culprits: staff costs soared 47% to £4.1 million (31.5% of sales) versus £2.8 million (21.8% of sales) last year. Staff costs at other notable UK radio companies: **Radio Clyde** (20.7% of sales) and **Capital Radio** (18.8% of sales).

Analysts have hinted that EMAP might be interested in gaining control of TWC, and a showdown over the rights issue could be the first step toward that goal.

Trans World's Radio Operations 1989-91 (in £ millions)

	Jun 89	Dec 89	Jun 90	Dec 90	Jun 91 (est.)
Revenue	5.263	6.320	5.443	6.955	4.463
Operating Inc.	1.008	3.079	1.025	(1.520)	(0.300)
Margin	19.2%	48.7%	18.8%	n/a	n/a

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Virgin, EMI Deny Sales Talks

Just say no. That seems to be the response to rumours that **EMI Records** has been in talks to buy **Virgin Records**. Both companies have issued denials regarding a possible sale of the label for around US\$1 billion.

Reportedly, the London office of **Goldman Sachs** has circulated a prospectus on Virgin, a claim the investment bank says is "not true." While the companies involved are dismissing the news, no one appears to be dismissing the US\$1 billion price tag.

Japanese media company **Fujisankei Communications** on November 2, 1989, paid about US\$150 million for a 25% stake in the label, effectively valuing the record company at US\$600 million. Assuming a conservative 25% discount for a minority investment increases the implied value to US\$833 million. To take it one step further, factor in a 10% inflation rate for the UK-based company and you're near the US\$1 billion mark.

Whether or not a deal goes through, M&M thought it might

be interesting to see how Virgin might compare with value estimates of the big four record labels.

The table below shows vital stats and a possible range of values for the four majors. (Caveat: these are only rough estimates based on benchmarks for key record deals over the past few years.)

Here's the math: one value was reached using a multiple of two times sales, while another method was based on a multiple of 12 times trailing operating

income on imputed margins of 15%. For example, **PolyGram** paid about two times revenue for **Island Records** (US\$272) and for **A&M Records** (US\$460). Using a 12 multiple on imputed 15% operating income margins also yields comparative values for the Island and A&M deals. Brand name franchises such as **Sony**, **Warner**, **PolyGram** or **EMI Music** are probably bound to fetch those multiples IF they were to be sold, say most analysts and investment bankers. **SW**

Record Company Value Estimates (in US\$ billions)

Company	1990 Music rev.	1990 Oper. inc.	1990 margin	Value 12x	Value 2x
				op. inc.	sales
PolyGram	3.108	0.382	12.3%	5.594	6.216
Sony Corp.	3.362	n/a	n/a	6.051	6.723
EMI Records	1.880	0.207	11.0%	3.384	3.760
Warner Music	2.931	0.558	19.0%	6.696*	5.862
Tot./Avg.	11.281	1.147	14.5%	21.725	22.561

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* Based on actual operating income before depreciation/amortisation.

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EMI Autumn Campaign For Spector, Apple Re-issues

EMI Records hopes to dominate the re-issues market this autumn by releasing the Phil Spector and Apple back catalogues together with the Beatles' "Red" and "Blue" compilations. None of the material has been available on CD before.

The Phil Spector campaign will start in October with a boxed set, with more than 60 tracks containing the best from Spector's own Philles label, plus key Spector-produced tracks licenced from other labels, such as *The Teddy Bears' To Know Him Is To Love Him*, Ike and Tina Turner's *River Deep Mountain High* and *The Righteous Brothers' You've Lost That Lovin' Feeling*.

According to EMI Records strategic marketing MD David Hughes, "The tracks are being remastered by Spector himself in the original mono. And we shall be following up the box set with Spector's remastered Christmas album followed by single artist compilations from *The Crystals*, *The Ronettes* and *Bob B Soxx And The Blue Jeans* next Spring."

The Apple catalogue has been unavailable for nearly 20 years but last month EMI signed a licensing agreement with the label which was founded by The Beatles in 1968 and includes several "experimental" albums from *John Lennon* and *George Harrison*.

"We will re-release six key albums on Apple by *Badfinger*, *James Taylor*, *Billy Preston*, *Jackie Lomax*, *Mary Hopkins* and *The Modern Jazz Quartet*," says Hughes. "The second phase of the campaign will feature five more titles next year and we will follow those up with a compilation album of various hits from the label.

The two Beatles compilations, "Red" and "Blue," officially titled *The Beatles 1962-1966* and *The Beatles 1967-1970* are also scheduled for October release. Originally released in 1973, they both stayed over two years in the Top 40. They represent the group's greatest hits and will be available in two double-CD packages featuring the identical track listing. HF

Radio 2 Revamps Music; Wants Younger Age Demo

by Hugh Fielder

BBC Radio 2 is broadening its musical policy to bridge the audience gap with Radio 1. Head of music David Vercoe has sent a memo to producers encouraging them to think in terms of a younger audience "without jeopardising the listeners we already have."

Vercoe says, "When Radio 2 was relaunched five years ago it was with the aim of attracting a predominantly 50+ audience which nobody was catering to. We did that

so successfully that a gap opened up between Radio 1, which aims to attract listeners up to around 35 and Radio 2 which starts about 45."

That gap has since been exploited by the Gold AM stations which, according to Vercoe, gained more listeners when Radio 2 lost listeners to *Melody Radio* in London. "All I have said to our producers is that we can be broader in terms of the music we play. For example, six months ago I would have been wary of playing *The Eagles* or *The Rolling Stones'*

Ruby Tuesday or *As Tears Go By*. Similarly, we did not play the *Michael Bolton* album at first, but there are a couple of tracks that are quite suitable now."

He emphasises that there is no question of a U-turn. "We have no intention of losing the audience we have. It is a question of leading them gently to the kinds of music that many of them are already familiar with." He points to the fact that since the new policy was introduced two months ago, there have been no complaints.

Eight Vie For Cornwall Licence

by Paul Easton

Eight applications have been filed for the Cornwall independent radio licence, a record for a non-metropolitan station. Among the backers are *County Sound*, *GWR Group* and the recently formed *UK Radio Developments* (see M&M, March 30), as well as rock stars *Roger Taylor* and *Justin Hayward*.

According to an industry analyst, "This licence is less clear cut than it was for Lincoln. Three companies—*Cornwall FM*, *Cornwall Sound FM* (CSFM) and *Waves FM*—all have strong radio expertise and three others could also be in with a chance."

The FM service is expected to reach an adult population of around 400,000, and the *Radio Authority* will announce the winner in September. The eight applicants are:

- *Cornwall FM*—backed by *UK Radio Developments* (40%) and *County Sound* (20%). Programming will be predominantly music-based, targeting the 25-44 age group with "adult popular favourites of the 60's, 70's and 80's."

The projected first year revenue is £633,000 (approx. US\$1 million).

- *Cornwall Sound FM* (CSFM)—headed by the *GWR Group* (80%), plus local investors. The programming will be 75% music, targeted at the 22-44 age group and featuring a "quality combination of current chart music and classic tracks." First year revenue is projected at £552,000.

- *Waves FM*—backed by investment group *3i* (16%), *Queen's* drummer *Roger Taylor* (12%) and the *Cornish Enterprise Board* (10%). Programming will target the 15-44 age group with the "mainstream components of popular music, mixed with back catalogue with a contemporary feel." First year revenue is estimated at £632,000.

- *CBC* (Cornwall Broadcasting Co. Ltd)—MD *Richard Reynolds* has an ILR sales background and PD *Andy Jackson* is currently a presenter at *Essex Radio/Southend*. Programming will be "based around contemporary and classic hits" and targeted at the 20-40 age group. Estimated first year revenue is £353,000.

- *CBC-FM* (The Cornish Broad-

casting Company)—This group includes independent TV producer *Dale Le Vack* as PD and *Justin Hayward* of *The Moody Blues*. Programming will be a classic hits format with 25% album tracks although, "there will be no specialist music ghetto." First year revenue is projected at £728,000.

- *Breaker FM*—deputy chairman *Robert Stiby*, a director of *Radio Investments Ltd* and several ILR stations, including *Capital/London*, *Mercury/Crawley*, *Invicta/Kent* and *Essex/Southend*. Programming will be mainstream pop. Projected first year revenue is £446,000.

- *Cornwall 2000*—The only two named consultants are retired management consultant, *Geoffrey White*, and property consultant, *Andrew Bird*. Music would be "current to Gold" with a daily 10.00-12.00 phone-in. First year revenue is estimated at £357,000.

- *Fresh FM*—This group has also applied for the Lincoln licence (see M&M June 22) and both applications are virtually identical in programming, staffing and financial forecasts. Projected first year revenue is £1.045 million.

NEWS IN BRIEF

New Radio Licence For Salisbury

The *Radio Authority* is advertising an FM licence for Salisbury this week, designed to cover the city and "as much of south Wiltshire as proves technically possible." Estimated population coverage is 55,000 adults and the closing date for applications is October 15. HF

IRS Wins East Anglian National Sales Contract

East Anglian Radio has switched its national sales house from *Broadcasting Marketing Services* (BMS) to *Independent Radio Sales* (IRS) after fierce competition from *Media Sales & Marketing* (MSM) and the *Radio Sales Company*. The move gives IRS almost 50% of the UK radio market. MD *Pat Falconer* says, "We now have effective coverage of

every region in England and Wales."

BMS, which is now left with only *Trans World* stations and *Radio City/Liverpool*, plus a number of small local stations, has been the subject of sale rumours. Although IRS and MSM have both expressed interest, no deal has been forthcoming. HF

Unique To Market Pavarotti Concert Radio Rights

Unique Broadcasting is handling European radio rights for the *Pavarotti In The Park* concert on July 30. Says PD *Tim Blackmore*, "We have had immediate interest from the continent. There are three deals already confirmed and we are in serious discussion with another five companies." In the UK, *Melody Radio* will be broadcasting the concert live. HF



The Sixteenth SOUND BROADCASTING EQUIPMENT SHOW

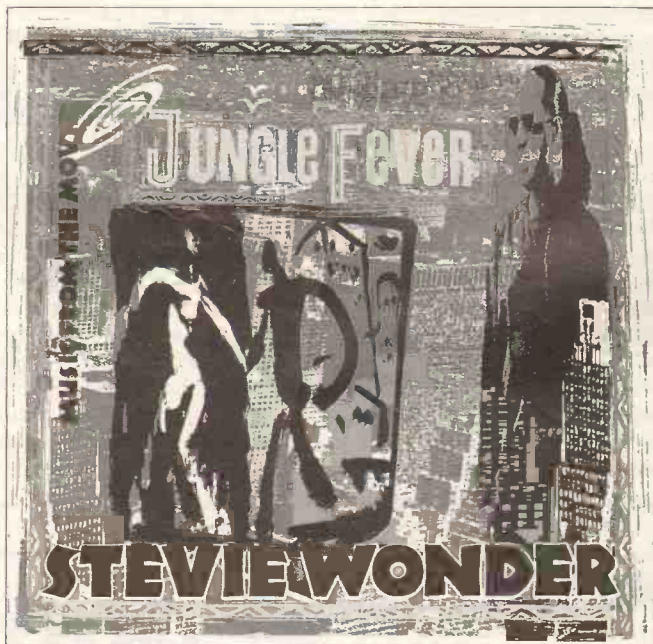
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"MAKE SURE YOU'RE SURE"
"FUN DAY"

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STEVIE WONDER FOR A WONDERFUL
NOISE PRODUCTION



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SACEM Looks To Technology, Europe For More Growth

Performing mechanical rights society SACEM MD **Jean-Loup Tournier** is strongly convinced that technology and Europe can bring the best and the worst to authors.

Tournier is also president of **GESAC**, the group of 17 European performing rights societies created in December 1990 to speak "with one single voice" before the various EC organisations. He wants the concept of intellectual works to be treated in the forthcoming European Political Treaty, currently being discussed by the EC states.

Says Tournier, "The Rome Treaty, which set up the basis of Europe more than 30 years ago, simply forgot to mention cultural goods. So authors rights were treated as any other commercial or industrial product. We had to wait until 1989 to have a real understanding from the European Commission, and especially from its president Jacques Delors. The Commission is now

engaged in a vast programme to harmonize the different rights. But it is only valid because the men who decided to endorse this want to do it. What will happen if these men are changed? That is why we want the cultural issue to be added to the European Treaty."

In the technological field, Tournier remarks that the "formats reproducing or broadcasting music are multiplying." Interactive CD (CDI) can be a threat to authors rights and is a very complex issue, he says, adding, "CDI can store up to 16 hours of music and reproduce indefinitely music or images without any loss in quality. Mozart feared being copied. Today, we are in the same situation as Mozart. There is an urgent need for action on this matter." Tournier, calling for a European solution, asks, "Are the current most sophisticated laws adapted to these new formats?" *EL*

SACEM Revenues Up 12%; 'Globally Very Satisfying'

by Emmanuel Legrand

SACEM MD Jean-Loup Tournier is calling the 1990 revenues of the French performing/mechanical rights society **SACEM/Sdrm** "globally very satisfying." The revenues reached Ffr2.345 billion (app. US\$391 million), an increase of 11.93% compared with 1989 and Tournier attributes this to the use of all styles of music on all formats and media.

Management costs at SACEM reached 23.48% of the total—two thirds covering salary costs—but were reduced by financial revenues totalling Ffr122 million. Actual costs amounted to 18.23%, making SACEM "one of the cheapest performing rights societies in the world," according to Tournier.

In 1990, SACEM distributed rights to 50,000 French and foreign authors, composers and publishers for the use of some 500,000 different musical works from all styles. About 100,000 new works from foreign countries were registered at SACEM in 1990, while new national works reached 80,000 and 3,700 new French authors, composers and

publishers registered at SACEM in 1990. About 27,000 SACEM members, received money from SACEM; over 14,000 received less than Ffr6,000; 4,000 gained between Ffr6,000 and Ffr60,000; and only 81 received more than Ffr1 million. Among the 3,000 publishing companies registered at SACEM, 143 received more than Ffr1 million.

National repertoire accounts for 54.3% of the total amount distributed. International repertoire used in France came mainly from the US, UK, Germany, Italy and Belgium. However, compared to 1989, the share of French repertoire sold in France has decreased by about two points, to 46.7%.

About 26.88% (Ffr559 million) of SACEM's revenue comes from the audiovisual media. TV channels contribute 19.46%, while 7.22% comes from the radio industry. Public stations **Radio France**, **RFI** and **RFO** paid Ffr70.5 million, a rise of 11.22% compared with the previous year, due to an increase in licence fee allocation. The contributions of two main AM stations, **RTL** and **Europe 1** are added to **RTL TV**,

as they are considered foreign. Contributions from two other AMs, **RMC** and **Sud Radio**, has also decreased 23.61% to Ffr12.5 million. FM stations (local and networks) have increased their payments to SACEM by 31.97% to Ffr24.2 million. SACEM notes, "The resources of peripheral stations (AM stations) continue to decrease globally, without being compensated by the increase of the main head of networks of local stations (FM stations)."

Other sources of revenue are as follows:

- Public use or recorded music—24.5%
- Phonograms, videograms and private copying—22.22%
- Foreign revenues: 14.88%
- Live music: 8.75%
- Cinema: 2.27%

SACEM also is involved in cultural and social activities. In 1990, a budget of Ffr48 million was devoted to help finance record production concerts and training organisations. A social budget of Ffr112 million is also devoted to finance two funds, one helping senior members over 55 and another for disabled members.

Czech's Europa 2 Converts To Local Programming

Europa 2 in Prague, Czechoslovakia, is now a real local radio station with its roots planted firmly in the country. The station officially debuted on March 21, 1990, but was only transmitting the programme from France. Since June 10, however, Europa 2 station has aired its own programming with local hosts and news in Czech.

This situation is the result of one year of work from **Martin Brisac**, general manager of **Europe 2**, and **Michel Fleischmann**, general manager of the Czechoslovakian station.

In January 1990, Brisac signed a deal with the new director of national radio, **Karel Stary**, to create two ventures: a radio station, transmitting a programme similar to Europe 2 in France, and an advertising representative. The programme started on one frequency of Czechoslovak radio. When Stary was replaced in April 1990, the new head of the radio **Mr. Pavlicek** decided to call the deal into question. After a year of pressure and discussions with the Czech government, a broadcasting authority (RFTS) was created and eventually granted an independent frequency to Europe 2 last March

on 88.2FM.

Although it is a frequency granted for "an experimental period of two years", it was a relief for **Fleischmann**, who says, "Now I really have the feeling that we are a Czech station." Seven other stations also received allocations of frequencies.

The station is operated by a Czech company set up by **Europe Developpement**, an affiliate of Europe 2's mother company **Europe 1 Communication**, with 95% of the shares. The remaining 5% is owned by **Fleischmann**. Explains Brisac, "We are having discussions with several local companies who are interested in becoming partners in this venture."

The station now has offices and a studio in the center of Prague, with material coming from France. The 1KW transmitter covers the greater area of Prague and reaches over a million potential listeners. According to a **Mediametrie** January survey, the station reached 35% of the population. Since the new programmes went on the air, Brisac estimates the share went up to 50%.

The local programme is on

from 06.00-20.00 with a musical programme similar to that of Europe 2, with seven daily local news items and advertising. The rest of the time the station continues to broadcast the programme sent via satellite from France. Fifteen people are employed, including programme director **Joseph Vleck**, seven DJs (chosen after 200 people answered an on air call for DJs), two journalists and a head of promotion. Presenters shift every four hours.

Local news is important, says **Fleischmann** and he adds, Europe 2 has brought a new way of presenting news. He says, "Our news items are brief, without comments. We just give plain and basic facts. News from France and from the local news agency is aired almost instantly, which is quite unusual in this country, where each news item has to be checked by several people before being aired on the national radio."

The programme owes a lot to Europe 2, but has a more rock-oriented sound. The vast majority of songs are western-oriented, with three French songs an hour and no Czech acts, so far. **Fleischmann** explains, "Our audience does not



want local music. They reject it. We will try to implement some of it little by little. Anglo-saxon music is for the moment the most wanted because they have been starved for it and it has no conflicting meanings." Records are sent from Paris, because of the shortage on the local market. But **Fleischmann** says, "records from all around Europe are welcome" and can be sent directly to the station.

Advertising is the key to the financial success of the station. Estimates for 1991 turnover are about Ffr2.5 million (app. US\$416,000). Says Brisac, "When we started we were billing 50,000 crowns a month. Now the average is about one million crowns (app. Ffr200,000) and rising. Advertising is 99% local."

Europe 2 sponsors major

events, like **SOS Racisme** in March 1990 or the **Rolling Stones** concerts. Recently Europa 2 sponsored **Paul Simon's** concert on June 25 in Prague's main stadium, attended by over 30,000 people. The concert was a co-venture of Hungarian promoter **Multimedia Organisation** and Czech state-owned promoter **Pragokonzert**.

Europa 2 will also start a monthly TV programme before the end of the year on the third public channel, hosted by stations DJs.

The ambition of Brisac is to set up a real national network of local stations that will share the same musical programming broadcast from Prague with local advertising and local news. Europa 2 will start a new station in August in Bmo, 200km south east of Prague, with more to follow. *EL*

Intercord Celebrates 25th Anniversary; Record Year

by Robert Lyng

Intercord, which is wholly owned by the **Georg von Holtzbrink GmbH**, one of Germany's leading media groups, celebrated its 25th anniversary by breaking all records in 1990.

The record company, founded in Stuttgart in May 1966, achieved a 1990 turnover of DM84 million (app. US\$47.5 million), a 46.8% increase over 1989. Intercord MD **Herbert Kollisch** attributes much of the jump to sales in the five new German states. "The currency union of the two Germany's on June 1, 1990 contributed an approximate increase of 15% to our turnover. Now a year later, the market in the new states is cooling down. We have to wait and see how the retail structure will develop in the former east German states. We are definitely not anticipating the same kind of increases in 1991."

Top Acts

Intercord, which currently has 127 employees, sold 8.2 million records during 1990, bringing the total number of records sold since 1966 to 84 million units. The most successful of the 190 artists currently under contract or included in distribution deals with Intercord are singer/songwriter **Reinhard Mey**, who has been signed to the company for 24 years, **Roger Whittaker**, and **Depeche Mode**, who are signed to the **British Mute** label, which has been distributing in Germany, Austria and Switzerland through Intercord for the last 10 years. These artists alone have provided 30 of the 37 gold and platinum records awarded

during the company's history.

Local Production Budget

Last year, Intercord invested DM1.4 million in its own productions. A total of 64 LPs and 77 singles were released. Artists whose LPs made the charts include the **Gipsy Kings**, **WMO**, **Roger Whittaker**, **Depeche Mode**, **Jule Neigel Band**, **Reinhard Mey**, **Annihilator**, **Pur** and **Claudia Young**. Only eight singles by **Depeche Mode**, **Frank Zander**, **Erasure**, **KLF** and **Claudia Young** had this honour in 1990.

Unfortunately, Kollisch sees even harder times for the single format and places much of the blame on radio. "There are currently more than 300 radio stations in Germany, practically all of them playing current hits all day long. People hardly need to buy records any more. We have had to watch singles sales sink ever since private broadcasting was launched here. It is not surprising since they either play evergreens or Top 40 hits to assure good listener ratings. Why should somebody spend DM6 for a single, if he can hear his favourite song a number of times each day on any one of numerous stations?"

"Nevertheless, record companies need the single as a promotional tool for its LPs and CDs. The single is also critical for launching newcomers. If it dies out, so will career opportunities for many new artists. We are trying to convince radio and TV programmers to give these artists a chance."

International Ventures

On an international level, Inter-

cord closed a joint venture deal with both **Sonet**, Scandinavia's largest independent multi-media company, and Italy's **Dischi Ricordi** in 1990. The aim of this venture is the international exploitation of new productions. One of the new company's first successes is a four-year contract with **Hollywood Records**, which is owned 100% by **Walt Disney Enterprises**.

National Repertoire

Intercord strongly supports not just German artists, but also German language productions. According to A&R boss **Peter Cadera**, 32% of 1990's turnover was made with national productions.

Stressing the company's commitment to local and regional talent scouting, Cadera points to the German language rock pop group **Pur**. "The group's first LP sold only 20,000 units, but we stuck to our guns. With the second album we were able to increase sales to 30,000 and by the release of third album, the band had really caught on.

"Approximately 150,000 units have been sold so far and, of course, the first two LP's sales have also increased with this boom. With their next album, which will be released this autumn, we anticipate sales exceeding 250,000, which means gold."

According to Kollisch, Intercord is aiming for a 5% German market share. The company earned a 2.45% album chart share for the December 1990 - May 1991 period, and a 3.92% singles chart share during the same period.



HOOKED ON RADIO NRW — Circa/Virgin Records artist Sydney Youngblood kicked off the promotion tour for his new single "Hooked On You" in the studios of Radio NRW in Oberhausen. Youngblood was guest on the afternoon show "Pop Hits." Pictured (l-r) are Radio NRW head of music Jeff van Gelder, Youngblood and "Pop Hits" presenter Ralf Blasberg.

Radio Salü Expects Improved Market Share

by Mal Sondock

Radio Salü, a youth-oriented EHR station for the 18-30 age group, is expecting to see a higher market share when the new figures are published later this year. The station garnered a 52% share of its target group and a 21% share of the overall market area after just four months on air.

Claude Fabre, ex-director general of **Europa 1** and now GM of **Radio Salü**, stresses, "We are not changing any personnel or the format of the station. I am happy to report that we will be listed for the first time in the **MA** (Media Analysis) for 1991. Saarland only has one million inhabitants over the

age of 14 and our entire listener range only covers 1.8 million, but our unique form of broadcasting has attracted a large audience in a very short period of time."

The station, renowned for its promotions, contests and innovative ideas, is owned 45% by **Europa 1**. Others include public station **SR**, which has a 20% stake, **Landesradio**, an independent group, holds 12%, the banking group **Sparkasse** and **Giroverband** has a 10% share, publishing group **Union Druck** has a 6% stake, **Leismann**, a magazine distributor and publisher, holds 5% and **Paulinus Druckerei**, of the catholic church, holds the remaining 2%.

BMG Ariola Update

Regarding **BMG Ariola's** restructuring (**M&M**, June 22), a few points need to be clarified.

Andreas Scheuermann is the new assistant to MD **Thomas Stein** and will be in charge of coordinating repertoire.

The sales force has been divided into three divisions:

The first will handle the firm's labels—**Ariola**, **Arista**, **Island**, **DDD**, **Logic**, **Chlodwig** and **Jive/Silvertone**. The second will operate the local labels—**Hansa**, **White Records**, **Coconut**, **Global**, **Jupiter** and **Baby Records**, as well as the German schlager, the folk music repertoire, and the TV and radio

advertised records. The deputy MD of **BMG Ariola** **Albert Czapski** will be in charge of this division.

A third sales force will be in charge of the distribution of **BMG Ariola** Hamburg labels **RCA**, **MCA**, **Geffen** and **Motown**. The classical division is also handled by this sales force.

BMG Ariola Miller, the budget division, is under the direction of MD's **Rolf Lerschmacher** and **Christoph Schmidt**. Schmidt is also deputy MD of **BMG Ariola**/Munich and financial head of all the **BMG Ariola** companies in Germany, Austria and Switzerland **MS**

Louis Armstrong's 'Wonderful World' Voted Best Ad Song

A survey covering tracks that have become popular through advertising campaigns has been carried out by a group of radio stations including the four **Radio Gong** stations in Bavaria, **RTL Radio** in Stuttgart, **OK Radio** in Hamburg and **Radio IN** in Ingolstadt.

The survey covered 30 of the top 100 most broadcast songs and listeners were asked to pick their favourites. The contest was further supported by the advertising and sales trade

paper, **Werben & Verkaufen**, and the organisation of private broadcasting and telecommunications, **VPRT**.

The final results for the top seven were:

1. *What A Wonderful World*, **Louis Armstrong**, **Opel Automobiles**; 14.5%
2. *Eternal Flame*, **The Bangles**, **Ford Escort**; 11.5%
3. *Bacardi Feeling*, **Bacardi**; 8.5%
4. *The Joker*, **Steve Miller Band**, **Levis**; 6.2%
5. *It Takes Two*, **Tina**

Turner/Rod Stewart, **Pepsi Cola**; 5.6%

6. *The First Time*, **Robin Beck**, **Coca Cola**; 5.5%

7. *Sea Of Love*, **The Honey Drippers**, **Chanel No. 5**; 5.2%

Radio Gong chief **Ulrich Clef** presented the awards for the "World Hit Of Advertising" to **Rainer Koch** of **Adam Opel AG** and **Uwe Winter** of the **Broadcast Night Show** during the recent radio meets advertising conference held in Cologne. **MS**

Rete 105 Flooded With J&B Talent Contest Hopefuls

Over 100 tapes a week are pouring into private national station **Rete 105** in connection with its "J&B Talent Scout" competition. The contest is open to musicians of all ages and is being sponsored by the **J&B Whisky** company. The eventual winner will receive a recording contract with an as yet unnamed major record company and the station will be involved in the management of the act or artist.

Each contestant has to submit a tape to the station which includes two songs. These can be cover versions or original compositions. A jury of music experts picks out the best five, which are aired from Monday to Friday at 15.00. Listener phone calls and the jury's decision then decides which con-

tant will go into the final, to be staged in Milan in September.

Station music director **Alex Peroni** comments, "We were contacted by the **Dateo** firm which distributes J&B Whisky on national territory. Together we decided that something different was needed instead of the usual 'Holiday in Los Angeles' type of prize. But the real launch of an artist's career took the firm by surprise. I understand that the project was discussed at an international meeting of J&B Whisky and that the contest may be repeated on other territories."

Peroni says major artists will be present at the September final and that the event may be televised. "The contest is proving so popular that we hope it will turn into an annual event." he says. DS

Polydor Switches Tactics On 'Black'

Polydor has switched promotional tactics in an effort to boost the sales of the new album by **Black**. It released the single *Feel Like Change* simultaneously with other territories, but **Stefano Zappaterra**, head of promotions at the company, comments, "There was resistance from some radio stations who felt it was too slow. The track *Learning How To Hate* is a good up tempo song and we tested it with a number of stations. There was a good response from all so we sent out a special promotional single to each station that we work with."

Zappaterra says he understands the problem programmers face with slow songs, particularly in a market which is currently dominated by dance music. "Usually artists start with a fast single to promote their album and leave a slow one until second. You just have to look at **Sting** or **George Michael**. Some stations, however, have been pleasantly surprised by the change of



Black

style on *Learning How To Hate*."

Rete 105 music director **Alex Peroni**, however, remains largely unimpressed by both songs. He comments, "We first bought a copy of the *Feel Like Change* single on import. We played it a few times, then dropped it. A slow song has to be great for airplay. You can play *Imagine* by **John Lennon** forever, and for **Black**, it is also sad because we promoted his *Wonderful Life* single."

Learning How To Hate has suffered a similar fate, according to Peroni. "It is rocky, but it is not that good. We gave it some rotation, but have now dropped it from the playlist. Nothing was going to happen with it anyway." DS

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Virgin Plans First Megastore In Italy; August Debut Set

by David Stansfield

Virgin is to open its first Megastore on national territory at the end of August. A special inauguration ceremony, attended by chairman **Richard Branson**, will be staged on September 19.

The store has a floorspace of 1,500 square meters and is situated in the **Duomo Centre**, a new complex to be shared with the **Auto Grill** catering firm. MD at the **Virgin Retail Italy S.r.l** **Celeste Pietro Milani** estimates operation costs of the Megastore at around L8 billion (app. US\$6 million) so far. He says of the venture, "We aim to change the small shopkeeper mentality that exists on the local market. We are convinced the arrival of a **Virgin Megastore** will mark the start of a new phase in the Italian retail industry."

Milani hints that a second store may be launched in **Rome** in the future. The **Milan** store will carry computer games, books, hi-fi accessories and T-shirts, as well as soundcarriers and home video cassettes. CDs will account for 43% of the stock, LPs 13%, MCs 25%, CD singles/12" mix-version singles 2%, and video cassettes 17%.

Milani says he believes the presence of **Auto Grill** will be beneficial to the Megastore. He comments, "With the service they offer, members of the public will be able to drink a coffee and listen to **Phil Collins** or eat a sandwich and listen to **Mozart**. They will be drawn naturally to our store downstairs and will feel almost obliged to buy something."

The **Ricordi** company opened its own **Milan** megastore in

November 1989, but **Milani** is not worried about the competition. He says, "We have three times the space and will provide more international news and information. We are also studying some spectacular strategies in promotion, merchandising and direct marketing which will improve the concept of music in Italy."

Milani confirms he is currently negotiating with a private national network radio station which will broadcast live from the store each day. "It will be a leading broadcaster and will give atmosphere to the store," he says.

The **Milan** store will be staffed by more than 70 people, some multi-lingual, and will be open seven days a week. Asked to predict a figure for the first year's annual turnover, **Milani** replies, "My mission is 4-5% of the market."

'Sting Italian Meeting' Broadcast On Soviet TV

Soviet TV transmitted a **Sting** music special on June 29 and the programme's creator **Andrea Olcese** is claiming an Italian exclusive for the event.

The 30-minute programme titled "Sting Italian Meeting" was broadcast on **Gostelradio's Soviet Channel Two**. It was originally produced for the popular **Rock Cafe** TV programme, which is broadcast daily on state channel **RAI 2**.

Says **Olcese**, "We recorded the original show in English as an experiment for the international market. **Artemy Troitski**, who is head of programming at the **Russian TV and Radio Co.** is also the Russian correspondent for **Rock Cafe**. He did the Russian voiceover."

Sting is not a big personality on Russian territory, according to **Olcese**, but he says because of the political content of his music, **Troitski** felt the time was right to screen the special, which includes **Sting** recording with Italian artist **Zucchero**.

Rock Cafe is also to broadcast its own **Sting** special on July 12. Titled "Live Compilation Sting," it contains 60 minutes of live acoustic concert footage taken from shows in the UK, Holland and Italy. Com-

ments **Olcese**, "Critics have always asked **Sting** why he performs his more intimate songs with a powerful band. We are now presenting the public with a perfect alternative." DS



BREAK IN THE ACTION — **Sting** takes a break during the filming of a special for "Rock Cafe," the daily news bulletin of music for pubcaster **RAI 2**. **Sting's** latest special for the programme, "Sting Italian Meeting," is slated to be aired on Soviet TV.

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BACK IN GOLD — AC/DC receive gold discs in Finland for sales of "The Razors Edge." The band kicked off their European tour in Helsinki. Warner Music Finland executives pictured with the band are (l-r): Brian Johnson, marketing manager Ari Lohenoja, managing director Marita Kaasalainen, Chris Slade, sales representative Glenn Pedersen, Angus Young, sales manager Timo Kivinen, Malcolm Young, assistant Mii Saraskaski, controller Petri Kauste and Cliff Williams.

'Rock, Love & Understanding' At Amnesty International

by David Rowley

The Danish wing of **Amnesty International** has put together a 16-track record, featuring acts from across Scandinavia, to celebrate the 13th anniversary of the human rights organisation.

The album called *Rock, Love And Understanding* has already racked up sales of 40,000 units, mainly in Denmark and Sweden, since its May 28 release. The record was the brainchild of two Amnesty Danish fundraisers **John Lind Madsen** and **Nanna Kalinka Bjerke**,

both music industry veterans.

Says Madsen, "It originally started out as a Danish-only project, but the concept was to do covers of classics in English. We then realised it was a natural to cross borders and, at the same time, give something to the artists in terms of profile in other countries."

Strongest sales have been in Denmark, which has the greatest bulk of acts on the album. The LP reached no. 7 in the sales charts and has sold some 16,000 copies, Says Madsen. "Support albums do not work like they used to, particularly if they are filled with worthy messages. We had to find a new concept. As a result, the record is not very serious but it does reach a lot of people, earns some money and hopefully changes a dusty image. We also have information in the album packaging about Amnesty International," he adds.

Electra Records Denmark put down the money for production costs and additional sponsorship came from **Tuborg**

Brewery, one of the largest music sponsors in the region.

"We knew we could do it relatively cheaply, but we had to find sponsors so there was no risk of losing money."

Although the album has its share of big local names such as Danes **Sanne Salomonsen**, **Thomas Helmig**, and **TV2**, and Swedes **Tomas Ledin** and **Freda**, there are also a few lesser known acts like **Her Personal Pain** and **Bass And Trouble**, both from Denmark.

Tracks covered include **The Doors Hello I Love You**, **Van Morrison's Brown Eyed Girl**, **Velvet Underground's Sweet Jane** and **Todd Rundgren's I Saw The Light**.

Bert Karlsson Single Banned In Sweden

Bert Karlsson, the man who almost 10 years ago discovered this year's Eurovision winner **Carola**, is back in the spotlight again with the single *Drag Under Galoscherna*.

The song reportedly has been banned from national radio because of its political nature in support of a new populist party

called "New Democracy" formed by Karlsson. Karlsson immediately protested the decision. "It is a cowardly decision", says Karlsson, who adds, "The song is harmless and it is not like a **Coca Cola** ad."

In the latest opinion polls, the party has been getting 9-11% of the vote, more than enough to get

into parliament during the September elections.

Chart producer at **National Radio**, **Arne Larsson**, defends the decision. "The song contains a political message and is used by the New Democracy in their campaigning. We don't even allow songs that support one ice hockey or football team or the other." SW

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RTBF Slates September Launch for FM Bruxelles

by Marc Maes

Marcel Major, coordinator of the RTBF's radio programmes, has confirmed that as of September 2, RTBF will launch a new radio station **FM Bruxelles**.

Previous rumours about **Radio 21** being limited to the Brussels area are being denied. According to Major, the new outlet is just another regional operation within the RTBF. He com-

ments, "We have several regional production centres with regional programmes daily between 06.30 and 09.00. These programmes are all aired on **Radio 2** frequencies save for *Bruxelles 21*, which was using a Radio 21 frequency. We have now decided to allocate the 99.3 Mhz frequency (one of **La Une**'s frequencies for Brussels) to FM Bruxelles."

RTBF's latest move is intended to strike a balance between its regional centres and Brussels which, at this point, has no

regional station. "In this context, you could also possibly calculate some competition to **Bel RTL** (the **RTL-TVi** station set for a September launch), but our main aim is to have a more balanced programme," says Major.

FM Bruxelles will operate daily between 09.00 and 19.00. **Claude Delacroix** will be launching the station as coordinator, with Radio 21's **Christine Goor** as head of music. A format has not yet been decided upon.



TAMBOURAIN — Dutch 60's band *Tambourine* have debuted their new Polydor album "Waterland" in the city of the same name. Celebrating during a rainy launch party are (l-r): Polydor A&R manager Paul Brinks, *Tambourine* members Bart van Poppel, Martin Zee and Jac Biko, the mayor of Waterland, Mr. van der Goes van Naters, *Tambourine* member Saskia van Orly and Polydor MD Albert van der Kroft.

Flemish Council Act Boosts Radio Services

Radio service companies are expected to get a boost from a recent **Flemish Council** decree regarding private stations. The decree stipulates the abolishment of networks and calls for the introduction of new logo names and station identification.

The decision has already spurred Antwerp-based company **Breakout Radiomedia** to send out a mailing to all Flemish privates (including 200 clients) to offer them new jingle packages.

The company, started in March 1990 and headed by **Michel**

Orthier, uses studio facilities at **Mediacom** in Antwerp. Orthier is convinced many stations will take advantage of the opportunity the new decree offers to present completely new jingle packages and station ID's on the air. Breakout offers spots in the US\$40-US\$120 price range, and also CD spots.

Breakout also started up a new syndicated two hour radio show, "The Partyzone," on July 1. Says Orthier, "The show, hosted by myself, **Carl Schmitz** and **Lucas van Praag**, will contain dance-oriented music, with 50% dance

classics." "The Partyzone" is being specifically targeted, and will not be used to fill rosters. "The show, which can easily be split into two parts, contains no advertising and we are limiting ourselves to two hours because we want to have top quality programming," says Orthier.

"The Partyzone" is being offered on some 20 stations at US\$10 per show. Orthier is currently negotiating details with both **IFPI** and the Belgian author's rights organization, **SABAM**. **MM**

Cross Promos For RTL 4 Radio, TV

by Chris White

RTL 4 Radio, the new radio offshoot of the Luxembourg-based but Holland-targeted TV company, is planning to do cross promotions and offer joint advertising packages with its parent company when the station is officially launched on cable in early autumn. The station started satellite broadcasting on June 28 to an estimated 150,000 households in Holland and Luxembourg.

RTL 4 Radio is on air 24 hours a day, with a non-stop middle-of-the-road playlist which includes names like **Phil Collins**, **REM** and **The Carpenters**, plus oldies and selected Dutch-language records.

Harry Severens, an RTL 4 spokesperson, says "It is early days for the new station but the response from the Dutch music industry, and potential advertisers has been very positive. Talks are currently underway with various cable operators and once broadcast deals have been finalised,

then we will announce the precise details of RTL 4 Radio programming plans. The current satellite broadcasts are really testing the water for the future development of the station."

Severens adds, "We know there is a lot of radio competition in Holland and Luxembourg, but one of RTL 4 Radio's major strengths will be its close links to the TV station, which is probably the most watched station in Holland. There will be cross promotions between the TV and radio stations and potential advertisers will be offered special packages that will also include RTL's teletext system. There are many opportunities for RTL 4 Radio to capitalise upon and increase its market share."

The station is currently being operated by a staff of three, but a head of programmes is expected to be named soon. "RTL TV is very much a family station and its radio equivalent will probably take a similar path," Severens says.

SPAIN

REE's World Service Gets A New Look Starting July 1

by Anna Marie de la Fuente

Radio Exterior de España (REE), the state-run broadcaster, launched its revamped Spanish world service (modelled on the **BBC** and **Radio France** short wave service) on July 1st.

The service consists of 24-hour non-stop Spanish programming as opposed to the previous format, which consisted of eight different blocks transmitted to specific regions. The new offering will include news, interviews, and an overview of the

Spanish press and special reports, with music playing a minor role.

REE director **Homero Valencia** explains, "We used to have three teams to handle transmissions to the US, the Pacific and Africa. Now we only need one."

Backed by a Pta4 billion (app. US\$37 million) budget and a staff of 250, the new REE model will help control the RTVE deficit, which totalled Pta20 billion in 1990.

Valencia sees the launch as a natural outcome of a study conducted earlier this year. "It is simply a change in our internal working system," he says, adding that the foreign language service remains the same.

The survey, in which 10,000 REE listeners were questioned between November 1989 and January 1990, produced an overwhelming 61.2% declaring their preference for more news, followed by 15.3% for cultural programmes and 8.7% for sports news.

Heavy Investment Reduces COPE's Profit by Pta2m

Cadena COPE, the private church-owned station, reported net profits of Pta1.3 million (app. US\$12,000) in 1990 compared with Pta1.5 million during the same period a year ago. Says COPE press officer, **Jose Maria Mellado**, "It is only logical that profits are slightly down this year as we have been investing heavily.

Competition has also increased in the form of **ONDA CERO**, a new network owned by **ONCE**, (the Spanish National Association for the Blind, which owns 100 radio stations nationwide)."

Last year, COPE had invested Pta1.5 million in the renovation of its technical infrastructure, as well as in furnishings and share acquisitions in other media companies. It also recently acquired 49% of the Catalonian network **Miramar** and underwent a capital expansion worth Pta800 million last year, doubling it to Pta1.6 billion.

In a general stockholder's meeting held early June, the members agreed to a distribution of Pta300 per share dividends and an allotted Pta790 million to the company's reserves. **AMdIF**

Music & Media Upcoming Specials

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Advertising deadline: July 16

Issue 33: Radio & Advertising

Publication date: August 17

Advertising deadline: July 23

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Publication date: August 24

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- How to use other media to market your station
- How to negotiate effectively with your staff and with advertisers and suppliers
- How to establish the public image you want for your station
- How to forecast your revenues accurately

SINGLES

Kim Appleby*Mama* - Parlophone

Appleby puts all of her emotion into this slow and sentimental tribute to her mother. Interesting to hear her from this side, the acoustic version is even better and could work well on all formats. No. 3 in "Chartbound" this week.

Carter The Unstoppable Sex Machine*Sheriff Fatman* - Chrysalis

The terrorists of the indie-scene have now signed to Chrysalis, but they have retained their dangerous attitude. A good melody, handclaps, a pulsating bassline, the right vibes, and incredibly hilarious lyrics, everything is there for their first top 10 hit record.

Aretha Franklin*Everyday People* - Arista

The return of the queen of soul on the house scene. Just like Dianna Ross before her, she stands a chance on this totally different level. Is it because of her lovely voice?

Golden Earring*Temporary Madness* - Columbia

Royal Warrant holder for over three decades, everything these rockers touch turn into gold or even platinum. This song—the follow-up to *Going To The Run*—shows singer Barry Hay at the tops of his nerves. Meanwhile guitarist George Kooymans excels on his wah-wah pedal.

Amy Grant*Every Heartbeat* - A&M

This is the second single off her *Heart In Motion* album, and a follow-up to the global hit *Baby Baby*. The tempo is much higher, many "heartbeats per minute." Of, course it's very tuneful as well. Another hit.

Heatwave*Feel Like Making Love* - Tremor

Records featuring soul singer Jocelyn Brown should be an automatic on every playlist. Here's another, produced by Aswad's drummer Zeb and Tony Gad. Remember the original version by Roberta Flack, which was a number one hit in the Billboard Hot 100 Singles in 1974?

Freedy Johnston*No Violins* - Demon/Sound Products

Desperate rock 'n' roll like you never hear anymore. Speedy Freedy got his guitar by mail order. Unfortunately, the catalogue didn't provide violins. That's what this funky tune is all about. Pure madness for EHR.

Viktor Lazlo*Teach Me To Dance* - Polydor

This is a sensual reggae tune by the Belgian chanteuse who once presented the Eurovision song contest. EHR programmers do your duty, and let transistor radios and ghetto blasters spread the news on the beaches.

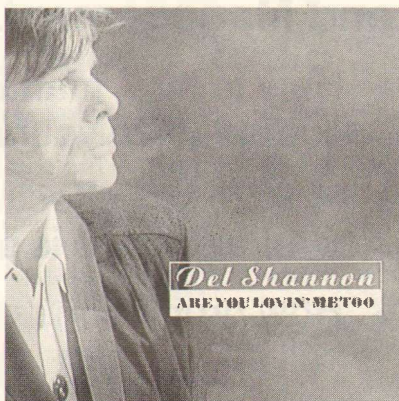
Los Manolos*All My Loving* - RCA

Is covering internationally well-established artists a new trend in Spain? First it was Rum

Beat, drawing attention with their medley (listen to M&M CD-insert, issue 27), now it is Los Manolos taking the old Beatles classic by the hand. Spanish guitars give the tune a summertime feeling.

Roachford*Stone City* - Columbia

On the second single from the *Get Ready* album, the UK soul rockers play it dirty. They push down the pedal and provide real kick your ass rock 'n' roll, with a commanding guitar riff, a tinkling piano and a nice refrain. A new entry in "Chartbound".

Del Shannon*Are You Lovin' Me Too* - Silvertone

If this tune was recorded for the soundtrack of a movie, it would top the charts for a complete summer. This is a real classic single, taken from his jukebox album *Rock On!*, and produced by the supremo of the producers board, Jeff Lynne.

Jimmy Soul*If You Wanna Be Happy* - Epic

After Cher's *Shoop Shoop Song*, this is the second single from the original motion picture "Mermaids." It was originally released in 1963, but now this "toga party" classic is looking at no. 1 in the '90s.

NEW TALENT

Bass And Trouble*Deep* - Elektra (LP) (Denmark)

Can white men play reggae? Yes sir. This Copenhagen-based band are showing themselves to be real experts. They play a funky variant—really groovy stuff. The single *Mankind*, with its acoustic intro, is a great song for EHR, as is the opening track *African Continent*. Contact Jesper Tejstø on tel. (+45) 33.151 700; fax: 33.151 350.

D.A.M.N.*Live Positive* - Provogue (LP) (Holland)

The full name of this Dutch rap crew is Don't Accept Mass Notion and it's also the title of their 1989 debut mini-album. The duo, rapper L Rock and Deejay Bass, inventive and tasteful in using samples, prefer the dry beats of '60s and '70s soul and jazz records. Quite a puzzle to discover the originals. Their message, however, is quite simply, *Live Positive*. Contact Ron Euser on tel. (+31) 1738 8020; fax: 1738 9642

Babylon Fighters*Shut Up, Don't Shut Down* - BMG Ariola

Rock music gets a strong injection from new young French bands these days. Mano Negra introduced the new name for rock, called "Patchanka", a mixture of all different styles which clash in the big multi-ethnic cities. The Babylon Fighters are spreading the same message. They continue where UK punk/reggae band—or was it the other way round?—The Ruts stopped at the end of the '70s. Babylon is burning again with anxiety, with war anthems like *Black Terrorist*, *Riot Poor Class* and *Dead Zone*, in a matching "terrorist-production" by Jean-Marie Aerts (Urban Dance Squad).

Andy Baum & The Trix*Extra Feathers* - Polydor

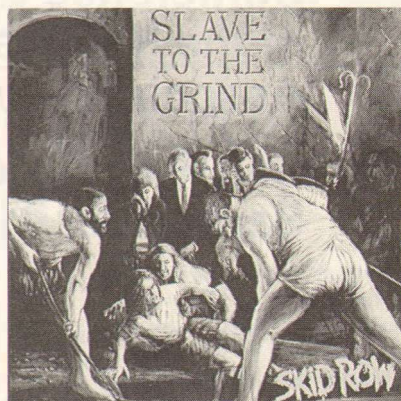
In this AOR-type of music, Austrian Baum follows the same path that brought Foreigner and Bryan Adams to stardom. Producer Polio Brezina is also featured on Hammond organ. That instrument enlightens the track *Don't Betray Yourself* beautifully. The power rock ballad duet with a lady called "Max," is even better, and what's more, very fashionable these days.

Dr. Feelgood*Primo* - Grand

The Feelgoods from UK R&B mecca Canvey Island will last forever. Their 13th studio album in a career spanning 20 years is surprisingly fresh sounding. Singer Lee Brilleaux's enthusiasm is intact after all those years on the road. Produced by aficionado Will Birch, they go back to basics from the good old days. *World In A Jug* is their version of the Canned Heat classic. Also, they recycle the title of their own 1974 debut album in the Jimmy Reed-moulded song *Down By The Jetty Blues*. The track *My Sugar Turns To Alcohol* listens like a reconstruction of both 1978 classics *Milk And Alcohol* and *Down At The Doctors*. Strong recipe for EHR, to be taken daily 10 times.

School Of Fish*School Of Fish* - Capitol

Good pop albums seem to be falling out of trees this year, or perhaps out of fishing nets? We've had Jellyfish, Maggie's Dream, Redd Kross, Tom Petty and Crowded House already. Now we have the debut album of these young Americans, produced by John Porter (Buddy Guy). *3 Strange Days* and the punky track *King Of The Dollar* are just two examples of an impressive collection of pop tunes. With the recent success of the Rembrandts in mind, EHR programmers should give it a spin.

Skid Row*Slave To The Grind* - Atlantic

This second album by New Jersey rockers proves to be a worthy successor to the 1989 self-titled debut, which turned out to be one of that year's most successful rock albums. Once again produced by Michael Wagener, they've cranked up the volume, sometimes even entering the speed metal danger zone. The most remarkable tracks are the up-tempo rockers, like the first single *Monkey Business* and the title track. Big mouth Sebastian Bach never sounded so sweet. Even the ballad *In A Darkened Room* rips off your ears. This one entered the Billboard Top 100 Albums at no. 1. Hearing is believing.

Tambourine*Waterland* - Polydor

Holland has its "Westcoast" too. Harlem-based band Tambourine revive the '60s with respect. In their second album, Saskia van Orly's sparkling vocals give the music extra depth. The version of Ronnie Shannon's *I Never Loved A Man*—the only cover on the album—shows her vocal capacities at best. Flautist Thys van Leer (Focus) is featured on the Hammond organ-dominated song *Shameful*. EHR programmers—stop your "California dreaming" and play the single *I'll Come Back*.

Sydney Youngblood*Passion Grace And Serious Bass* - Circa

This Germany-based black American singer is really outstanding in the soul/dance genre with its interchangeable acts. His second album, again produced by Claus Zundel, fulfills the album's title completely. Gracefully his supple voice swings on top of dance rhythms. He's emotionally yours on *Hooked On You*, the first single, a new entry in "Chartbound" this week.

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

JAZZ RENAISSANCE?

Can one speak of a renaissance of jazz in Europe? Or is it nearer the truth to say that there is a flowering of interest in jazz, a renewed attention to an art whose energy and innovation has never, in fact, diminished for a moment? The push given to jazz by a new generation of young players critically aware of their roots, as well as a growing appreciation for the music of other cultures and continents, has certainly had an impact on broadening the jazz audience. The number and diversity of acts participating in this summer's festivals is a remarkable testament to this phenomenon. Closer to home, the gratifying response from both the music and radio industries to last month's Jazz Special and Jazz Page premier proves that the industry is ready to respond to what may be a vastly underrated market.

FOR JAZZ STATION REPORTS: SEE PAGE 23

JAZZ WAVES

David Fishel: Jazz Scene

Liverpudlian **David Fishel**, resident in Norway nine years, has found unexpected and unprecedented success with his one hour weekly program "Jazz Scene." Now well into its second year, "Jazz Scene" was begun almost on a whim by longtime jazz-lover Fishel. Former promotion manager at **PolyGram Norway**, the relative lack of attention given to jazz by the industry disturbed him. "There's a popular misconception that jazz doesn't sell," he says. "But it's obvious that there's a jazz wave gathering in Europe, and that more and more people, including young people, are beginning to become interested in the music." So the idea of a jazz show seemed tenable. From the beginning the programme has been produced from his home studio, where he has been active creating radio advertising spots for companies such as **Mitsubishi** and **Levi Strauss**.

Success followed quickly. First broadcast by **Radio Oslo**, due to scheduling problems the show soon moved to **Radio Tango**, one of Norway's largest commercial stations. Then another station, **Radio Lillehammer**, called. "When that happened, I realized that there might be a greater potential than I'd imagined," explains Fishel. "I sent a letter to various stations, and the respons-

es began to pour in." It wasn't long before 15 stations carried the show. But even that was just the beginning. "There are now 29 stations that I service directly with cassette, and at the beginning of June we started broadcasting via satellite, which means a possible 26 more outlets."

The satellite is used primarily by **Radio I** in Oslo to transmit its hourly news program to subscribing stations.

Another interesting development is the addition of Oslo based **Radio Roks** transmitting to Leningrad, as well as Radio Moscow. Thus, "Jazz Scene" reaches a good part of Soviet Russia every week. Not bad for a whim less than two years old.

The guest roster has included such artists as **Stan Getz**, **Nils Pedersen**, **Kip Hanrahan**, and the **Art Ensemble of Chicago**.

The show is sponsored by **M.B.S. Fjerndata**, and supports, via free spots, the World Wildlife Fund. David sometimes enlists the help of fellow jazz aficionado and writer **Tor Hammerø**. Label support has been uniformly enthusiastic.

Wonders Fishel, "What would happen if the labels invested as much time and money to promote their jazz acts as they do for their pop acts? I think they would be very pleasantly surprised."

EUROPEAN JAZZ TOP 20 SALES

- | | | | |
|-----|------|---|-----------------|
| 1. | (7) | STAN GETZ / <i>Serenity</i> | (Emarcy) |
| 2. | (4) | SHIRLEY HORNE / <i>You Won't Forget Me</i> | (PMV) |
| 3. | (-) | BUDY GUY / <i>Damn Right, I've Got The Blues</i> | (Silverstone) |
| 4. | (-) | STAN GETZ & GILBERTO GIL / <i>Getz & Gil</i> | (Verve) |
| 5. | (-) | SO BLUE SO FUNKY / <i>Various Artists</i> | (Blue Note) |
| 6. | (-) | STAN GETZ / <i>Anniversary</i> | (Verve) |
| 7. | (-) | CRUSADERS / <i>Healing The Wounds</i> | (MCA) |
| 8. | (16) | LOUIS ARMSTRONG / <i>The Wonderful World Of Louis Armstrong</i> | (MCA) |
| 9. | (9) | KEITH JARRETT / <i>Paris Concert</i> | (ECM) |
| 10. | (1) | WYNTON MARSALIS / <i>Standard Time Vol. 2</i> | (Columbia) |
| 11. | (5) | PAQUITO D'RIVERA & ARTURO SANDOVAL / <i>Reunion</i> | (Messidor) |
| 12. | (-) | THE ROSENBERG TRIO / <i>Gipsy Summer</i> | (Dino) |
| 13. | (-) | MICHEL PETRUCCIANI / <i>Playground</i> | (Blue Note) |
| 14. | (10) | HARRY CONNICK JR. / <i>We're In Love</i> | (Columbia) |
| 15. | (12) | AZIZA MUSTAFA ZADEH / <i>Aziza Mustafa Zadeh</i> | (Columbia) |
| 16. | (2) | KEITH JARRETT / <i>Köln Concert</i> | (ECM) |
| 17. | (3) | BRANFORD MARSALIS / <i>Crazy People Music</i> | (Columbia) |
| 18. | (-) | TAJ MAHAL / <i>Like Never Before</i> | (Private Music) |
| 19. | (-) | ASTRUD GILBERTO / <i>Compact Jazz</i> | (Verve) |
| 20. | (-) | ORIGINAL SOUNDTRACK BIX / <i>Various Artists</i> | (RCA) |

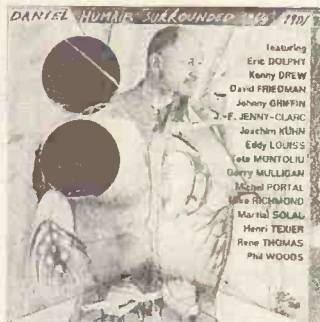
Compiled by sales reports from the following retailers: Bote & Bock/Berlin; Crisol/Madrid; Doctor Music/Rome; Fame Music/Amsterdam; FNAC/Brussels; Free Record Shop/Brussels; HMV/London; Jazz Collectors/Berlin; Jazz & Beek/München; Jazz Inn/Amsterdam; Jecklin Musikhaus/Zurich; Music Mecca/Copenhagen; Ricordi/Milano; Ricordi/Roma; Ricordi/Torino; Saturn/Köln; Staffross/Utrecht; SkivAkademien/Stockholm; Tower Records/London; Virgin/Edinburgh; Virgin/Glasgow; Virgin/Paris; WOM/München.

MOST-PLAYED ALBUMS

- | | |
|---|--------------|
| JOEY CALDERAZZO - <i>The Door</i> | (Blue Note) |
| STEVE COLEMAN - <i>Black Science</i> | (Novus) |
| JON FADDIS - <i>Hornucopia</i> | (Columbia) |
| STAN GETZ - <i>Serenity</i> | (Emarcy) |
| GREAT JAZZ TRIO - <i>Standards</i> | (Alpha Jazz) |
| HARPER BROTHERS - <i>Artistry</i> | (Verve) |
| DONALD HARRISON - <i>For Art's Sake</i> | (Candido-Do) |
| KEYVYN LETTAU - <i>Keyvyn Lettau</i> | (Nova) |
| EDDY LOUISS - <i>Trio</i> | (Dreyfus) |
| MICHEL PETRUCCIANI - <i>Playground</i> | (Blue Note) |
| DIANNE REEVES - <i>I Remember</i> | (Blue Note) |
| STUFF SMITH - <i>Jivin' At The Onyx</i> | (Affinity) |

The jazz albums listed above appear alphabetically by artist, and reflect a consensus of airplay among M&M's Jazz Reporters.

Daniel Humair



Surrounded 1964 - 1987 - Blue Flame

A superlative selection from the career of this remarkable drummer. Eric Dolphy, Tete Montoliu, Johnny Griffin, and Joachim Kühn are a few of the fellow masters who accompany him here. Rhythmically flawless, perfect time is merely the starting point for his percussive inventiveness. Like his spiritual father, Max Roach, his drumming adds an essential texture to the music, whether he's playing straight-ahead bop, or more open forms. A wonderful *Walking Shoes* with Gerry Mulligan, a wild *Nite at St. Nick's* with Phil Woods, or an unusual duet with Michel Portal, all demonstrate his extraordinary range. A living treasure, and a fine record. Contact Ilona Ortner on tel. (49) 7151-544-94; fax: 7151-544-25.

Aziza Mustafa Zadeh

Aziza Mustafa Zadeh - Columbia
Evocative as Debussy, melancholy as a Chopin nocturne, but played with the wave-like lyric force of McCoy Tyner. Add the strange scales of Mogum, the music of her native Azerbaijan, and together they hint at the richness to be discovered in this recording. The writing is almost

classical, the playing definitely jazz in tempo and feel. From the opening track, *Quiet, Alone*, to the last, *Two Candles*, this album demands attention. *Tea on the Carpet* highlights her technique, and *Aziza's Dream* is a ballad "in the tradition." Constantly surprising, each song further confirms the talent and originality of this young player/composer. Surely the debut of the year. Contact Ian Graham on tel. (49) 69-130-5243; fax: 69-285-476.

Various

Blue Bossa, Love Me Blue, Jazz Hot & Blue, Ballads In Blue, So Blue So Funky - Blue Note
Tunes from Blue Note's archives arranged thematically on five CDs. *Heroes of the Hammond* is the subtitle of one, *The Music Of Lennon and McCartney* another. Among many fine, if familiar, cuts are some lesser-known gems, such as Eliane Elias's trio date *Agua De Beber*, from the Bossa Nova collection, or *It's Alright With Me* played scorchingly by Johnny Griffin on the Cole Porter disc. Interesting to hear also like Quebec's more laid-back version of the same song that follows. A cool collection of hot tracks that inspires some interesting comparisons and reappraisals. Contact Tony Harlow on tel. (44) 71-486-4488; fax: 71-465-0770.

Vienna Art Orchestra

Chapter II - Amadeo
Austria, and by extension Europe, have in their midst one of the finest, most consistently innovative jazz bands around. In their latest foray this by now veteran group pushes back the borders of swing without losing either their

senses of humour or time. Recorded live, the band negotiates some tricky charts with impressive zeal. Rudi Berger's violin soars above things, and Thomas Alkier's drumming is always both supple and driving, to mention only two among a raft of good soloists. Of particular interest are *Sizilianische Eröffnung*, *Response From An Outstanding Horn* and *Incubi et Succubi*. Contact Wolf Müller on tel. (83) 15-24-0; fax: 83-13-00.

Paquito D'Rivera & Arturo Sandoval



Reunion - Messidor
Great music by two wonders of modern jazz. Paquito (reeds) and Arturo (trumpet & flugelhorn), former members of renowned Cuban group Irekere, now living in exile, play with a wondrous spirit music to drive all blues away. Aided by pianist Danilo Perez, Fareed Haque on guitar and the fiery percussion of Giovanni Hidalgo, this set of Afro-Cuban jazz simply cooks from start to finish. Check out the title track, Sandoval's *Caprichosos* or the beautiful Chucho Valdés ballad *Claudia*. Contact Goetz Woerner on tel. (49)-69-295-113; fax: 69-288-667.

THERE'S ONLY ONE WAY - GO JAZZ



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Boz Scaggs,
Robben Ford,
Steve Gadd,
Jon Hendricks,
Will Lee,
Ralph McDonald,
Richard Tee

GoJ/vBr 2043



BEN SIDRAN
Cool Paradise
Featuring:
Bill Peterson,
Gordy Knudison,
Bob Malach,
Ricky Peterson

GoJ/vBr 2041



BOB MALACH
Mood Swing
Featuring:
Vinny Colaiuta,
Dr. John,
Russ Ferrante,
Robben Ford,
Steve Gadd,
Eddie Gomez,
Will Lee,
Bob Mintzer

GoJ/vBr 2045



RICKY PETERSON
Smile Blue
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GoJ/vBr 2049

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A CONSULTANT'S VIEW ON PRODUCTION

Keeping Focused On The Basics

by Donna Halper

Most of the articles I've seen on production tend toward the technical end of things. If you are looking for a discussion of the latest gadgetry and how to use it, there are others who have far more expertise than I.

On the other hand, as I think about what I've heard on the air over the last 11 years of consulting, it becomes clear that good production is a lot more than just being a wizard with the newest equipment. While most major cities today are rapidly converting to the latest technology, in smaller markets production directors of the future are learning their craft on equipment that is about to become obsolete. Not every station has state-of-the-art studios, and some still hand the production director a reel of tape and razor blades with best wishes for a successful career.

So what should an aspiring production director keep in mind? Here are a few suggestions:

● **Don't overlook the basics.** I saw a famous golfer on TV recently. He missed an incredibly easy putt, mainly because he was hurrying and didn't pay attention. How many of you occasionally record across the splice? Amazingly, I still hear this, even in major markets. Do you watch your levels? I've heard commercials where the announcer's voice was drowned out by the music, or vice versa. And as obvious as it may sound, do you take the time to keep the studio clean? Many production directors think it's no longer necessary to do simple (and seemingly thankless) tasks like cleaning the heads, and then wonder why eventually everything they record sounds so muddy.

● **Commercial copywriting is an art.** Some of you may be masters of multi-track, but the fact remains that, at many stations, the production director is not only expected to produce the commercial, but also to write the copy. There is an on-going struggle at many stations between the sales department and the people in programming. Frequently, the two departments don't work together as closely as they should. Someone from sales casually drops a piece of paper with perhaps two facts about the client on the production director's desk and announces the commercials begin that evening at 17.00. Or, the client wants 60 seconds worth of copy in a 30-second spot.

When sales and programming don't cooperate, the end result is a commercial that reflects the pro-

duction director's frustration more than his or her creativity. I suggest the programme director and the production director be invited to sales meetings on a regular basis, and that those in sales attend programming meetings when they can. This keeps misunderstandings to a minimum. It also provides channels for working out problems before they have a chance to grow.

At too many stations, the general manager assumes the production director knows what is wanted. While we are all allegedly in the communication business, it's amazing how poorly we communicate sometimes. Then, when something goes wrong, such as the client disliking the commercial, managers often seem more intent on blaming the production department than on solving the problem and seeing that it doesn't recur.

At stations that are successful, sales and programming know they are allies, not adversaries. I suggest sales managers sit down with the production manager on a frequent basis to discuss potential problem accounts or to convey client concerns. Nothing is more infuriating to a production director than spending hours on a commercial (having been given no guidance whatever) and then being told the client wanted something entirely different.

The wise production director keeps a file on the station's clients. The more information you have about the type of product or service the client offers, the benefits, the better able you are to convey something positive in the commercial.

Ask questions. Be perceived as someone who cares about the clients. The more interested you seem, the more likely the sales department will be to help you. Successful production directors learn it is a good idea to be perceived as a team player, eager to create a commercial that makes a difference.

● **Learn to write conversationally.** Whatever your native language it is important that you don't talk down to your audience. The style should not be professorial. It should seek to inform, but not necessarily to educate. Yet, I still hear commercials where the writing style reminds me of a college course. If the average person (the one who doesn't have a doctorate) has no idea of what you talking about, perhaps the commercial needs to be rewritten.

I hear spots that are too wordy, that wander all over and never get to the point. I also hear some ghastly over-used expressions,

such as "Their friendly, courteous staff will assist you." In fact, would any merchant have an unfriendly, discourteous staff? It's better to find some definite, positive things to say about the subject, rather than resorting to the same old claims that everybody makes.

Research shows consumers are becoming more and more cynical. They don't believe it when they hear "the lowest prices," because everybody says that.

Beware of mistakes in grammar. In the States, some production directors misuse the word "unique." Like the word "pregnant," either you are or you aren't. A good commercial should be written the way you would convey information to a friend. Chances are also good that the time you do make that mistake in grammar or pronunciation of a brand name, that will be the time the client is listening and calls to complain!

So, read over your copy before you record it. Ask yourself if it is understandable, concise, clearly put, and natural. Those artificially smiley voices just sound forced and insincere. If you feel comfortable with what you have written, it will come out much easier when you have to read it.

● **Avoid being too clever.** Not all of us are comedians. If you are not good at humour, don't feel obligated to keep producing funny commercials. At the same time, remember the age of your audience.

Some young production directors get so excited about the new sound effects package they just received that they start inserting them in places where they don't fit at all. I've heard some commercials that sounded perfect for a teenager, except they were aired on a soft Adult Contemporary. Granted, certain national or agency-produced spots get sent to us and we have to run them as is. But when we do have some control, I always remind production managers to make sure the commercial blends in nicely with the station's format and over-all sound.

Also, remember that it's the 1990's. Don't expect your female announcers to use a sexy or excessively breathy style when reading commercials, and don't expect your male announcers to force their voice down into their deepest range. The best announcers know that the key to a good commercial is a warm friendly delivery. Again, just talk to the listeners. Be their friend. If you can find a cute or amusing way to attract their attention in a commercial, by all means do so; but sometimes, a lot

Production Pointers

- Don't overlook the basics.
- Commercial copywriting is an art.
- Learn to write conversationally.
- Avoid being too clever.
- Use third person.

of fancy sound effects just distract them from the message of the commercial. So be creative, but use caution!

● **Use third person.** Although a client may give you a commercial written in the first person (we or I), it is usually best to change it to the third person (he, she, they). For example, I cringe when I hear a station announcer saying, "We have the best pizza in town at Joe's Pizza." Unless your station has turned into a pizza parlour, you should be saying, "They have the best pizza..." Of course, if Joe, himself, or his paid representative comes into the studio to do the commercial, he can say whatever he likes. You, however, should not. Listeners often regard what they hear on the radio as the truth. Better they should hear the sponsor making those claims, and not the radio station. So, unless you are the official spokesperson, change the pronouns.

● **Take pride in your work.** Even in a small market, no matter how you are treated, think of yourself as an important part of the station. Good production directors all start somewhere, most in places where they had old tape recorders and a general manager who seldom spoke to them. Use each station as a learning experience: develop patience, become more organised, maintain a sense of humour even when chaos is breaking out around you. You are the station's ambassador; its link with the business community. Make a favourable impression on the clients, and take pride in your work even when it seems nobody notices.

Without interesting, informative production, no station can prosper. Your talents really do matter, and if you continue to fine-tune and discipline them, you will advance. A good production director needs to learn how to work well under pressure.

Even at the major market level where the big salaries are, there will still be last-minute commercials to produce. So, if you are reading this at some station where you'd rather not be, start by using the time productively. Instead of being angry, put your energy into

learning about the latest trends in music, and the likes and dislikes of your station's target audience. Read as many trade publications as you can. Talk to other production directors and exchange ideas. Listen to production from other markets and other stations; you may not only pick up some helpful tips, but you may also learn what not to do.

Keep a reel of your own production so that you can mark your progress, and try to find somebody in a bigger market to critique you. If your station has a consultant, ask him or her for suggestions too. While not everyone has a lot of time to chat, most of us in the industry don't mind spending some time with someone who is eager to improve. In fact, some PD's that I know are actually flattered when someone in a smaller market (someone who is not job hunting, but is genuinely seeking advice) contacts them and asks for constructive criticism.

To sum up, with the economy a problem in many parts of the world, more and more radio stations are concerning themselves with serving the client by means of outstanding production. Today's production directors are thus, essential, to any commercial station's image. A station with sloppy, poorly done production cannot hope to make the impression it needs to now in such a competitive universe. Where years ago, small stations sometimes felt they had a captive audience, today's listener has so many choices that it is imperative for a station to present a total air-sound that has appeal. And that total air-sound includes good production. Good production, well thought out and well executed, can be accepted as just one more information element at a radio station. And it all begins with you, the person who can make it happen. Good Luck!

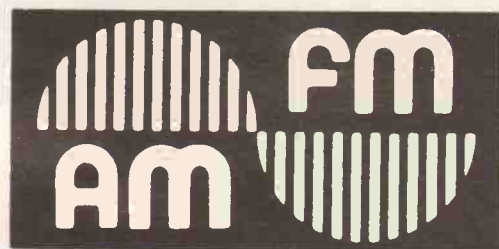
Based in Boston, Donna L. Halper specialises as a consultant for small and medium market stations. She can be reached at (617) 786-0666 or faxed at (617) 786-1809.

MUSIC & MEDIA READER PROFILE

“ I find Music & Media's excellent overview of the European market an invaluable ingredient to the magazine's success over its competitors. ”

Clive Dickens Network Head of Music Chiltern Network

Clive Dickens began his radio career at Chiltern Radio in 1982 as a Saturday volunteer. He rapidly rose to his current position as head of music of the Chiltern Network, six FM stations covering the south of England. His main achievement has been pioneering the playing of new bands on daytime radio, whilst still increasing Jicrar on four consecutive samples.



Chiltern Network

CHILTERN FM NETWORK
T.S.A. is 3.2m, of which they reach 38% each week.
Source: Jicrar 1990

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Europe's Music Radio Newsweekly
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ATMOSPHERE AND ACOUSTICS

Recording Studios—It's In The Mix

Choosing a recording studio is one of the most important decisions to make in planning the production of a new album or single. But what are the studios themselves doing in order to attract artists to use their facilities?

One of the side effects of the current recession in the recording industry is the increase in competition. Studios are working hard to offer clients the best facilities, both technical and social. In the Benelux, where studios have an excellent reputation, attracting more international acts is seen as one of the keys to success.



Wisseloord Studios

Bart Sloothaak, electronics engineer at Wisseloord Studios in Hilversum agrees that attracting international business is the key to fighting recession. "The studio was opened in 1978 with the intention of recording mainly domestic acts but there was a recession soon afterwards.

"A decision was taken to widen the studio's scope and attract international clients. The first two to use Wisseloord were **The Police** and **Status Quo**." He feels that the open mentality of the Dutch is an attraction to possible studio clients. "That and the fact that language is no problem in Holland, attracts many record-

"What is unusual about the studio is that, unlike most others, it gets daylight inside. It is like a normal house."

— Dan Lacksman, Synsound

ing artists here. Dutch acts account for around 20% of our business, the rest is international."

The studio, which is owned by

PolyGram International, but operates autonomously, has been home to names like **Elton John**, **Mick Jagger**, **Frankie Goes To**

Hollywood and **T'Pau**. Studio 1 is ideal for big hard rock and pop acts and can accommodate up to 50 musicians. Studio 2 is a little

Isn't it about time you add your name to the list of famous artists who recorded at our studios ?

Austria: Opus, **Belgium:** Francis Goya, Soulsister, Clouseau, Quadroponia, Technotronics, Noordkaap, **Great-Britain:** Chris Andrews, Barclay James Harvest, Mike Batt, Petula Clark, Def Leppard, Barbara Dickson, Electric Light Orchestra, Iron Maiden, Mick Jagger, Elton John, Killing Joke, Magnum, Orchestral Manœuvres in the dark, The Stranglers, The Police, Sade, Saxon, Status Quo, David Sylvian, T'Pau, U.F.O., Paul Young, Vicky Brown, David Bowie, Simple Minds, Judas Priest, David Knopfler, Paul McCartney, Robert Palmer, Shirley Bassey, Sting, **France:** Indochine, Vicky Leandros, George Zamfir, **Germany:** Klaus Lage Band, Peter Sarstedt, Victory, Kristiana Levy, Veronika Fischer, Spider Murphy Gang, Peter Maffay, Craaft, Heinz Rudolph Kuenze, Roko, The Scorpions, **Greece:** Nikos Ignatiadis, Tina Selini, **Holland:** B.Z.N., Frank Boeijen Groep, Nadieh, V.O.F. De Kunst, Richenel, Herman Brood, Tol & Tol, I Travel, Gerard Joling, The Nits, Harry Sacksioni, De Dijk, Christine Deutekom, Benny Neyman, Johnny Baby, André van Duin, Lois Lane, Laurens van Rooyen, Forrest, G'Race, Fatal Flowers, Hessel, **Ireland:** Cactus World News, Undertones, No Sweat, **Japan:** Satomi Matsushita, Justy Nasty, **Portugal,** Salada de Frutas, Rao Kyao, **Spain:** Paco De Lucia, **Sweden:** Imperiet, Treat, **Switzerland:** Steve Thomson, **Taiwan:** Lee Tai Hsiang, **U.S.A.:** Randy Crawford, Dr. Hook, Barry Manilow, David Lee Roth, Telly Savalas, David Soul, Tina Turner, Mink Deville, Queensryche, Kingdom Come, Danger Danger

WISSELOORD STUDIOS

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smaller but the acoustics are ideal for someone like Elton John while Studio 3 is used as a mixing room.

At **Synsound** in Belgium they have also taken the international approach, with customers including members of Japan's **Yellow**

complex nearby and plans to open a second studio next year.

One of Holland's newest recording studios is **Soetelieve** in the southern part of the country which features the most up to date technology and equipment

stay a pleasant and enjoyable one," Jagt says. "The studio's facilities include a relaxation room with a bar, which is converted into a restaurant in the evenings. We employ a cook who caters for all tastes including vegetarian and even macrobiotic meals. There are also pinball machines and football games for relaxation."

She adds, "It is important to attract clients from other countries and Soetelieve has been used by French, German, Italian and British artists. The studio is also geared up for all kinds of popular music—we recently had a 40-piece orchestra in for several sessions—and is used for recording jingles and commercials.

"I see my own role as being very similar to that of an A&R

"We are very welcoming to people and the door is open at any time if they want to come around and have a look."

Kitsch was set up by Stevens and his business partner musi-

best equipment available," Stevens says.

"Kitsch offers residential facilities, and our clients become our friends. Although the studio is very close to the

"We are very welcoming to people and the door is open at any time if they want to come around and have a look."

— Bruno Stevens, Kitsch Studios

Music Orchestra, German band **Camouflage**, US rock drummer **Myeke Curry** (who works with **Bryan Adams**) and French singer **Sara Mandiano**. Owner **Dan Lacksman** points out that the ambience and atmosphere of a recording studio is very important in attracting clients.

Studio Ambience

Lacksman is a musician himself, and has worked as a studio engineer since the age of 14. He opened his original 24-track recording studio with the help of royalties he received from an album of synthesiser music he recorded back in the 70s.

"Synsound is based in a converted house north of Brussels. The studio is on the ground floor with live-in accommodation above. What is unusual about the studio is that unlike most others, it gets daylight inside. It is like a normal house, clients can look out and see the big garden or the street. Artists seem to like it, and we are usually fully booked for several months ahead."

Synsound has been so successful that Lacksman has recently bought a second house in the same street, and converted it into several flats for the use of the studio's customers. He has also taken over an old industry

including a Sony 56-channel, computerised mixing board, Quested monitors, and digital and analog recording machines. Studio manager **Inge Jagt** says they have not been affected by the recession. "In fact we are in a position where we have sometimes had to say no to potential

"It makes sense for them to come to Holland, which is very much a melting pot with an informal atmosphere."

— Bart Sloothaak, Wisseloord Studios

customers. Many of Holland's recording studios are concentrated between Hilversum and Amsterdam so there is a lot of competition between them, whereas Soetelieve Studios is in the south of Holland, a beautiful part of the country and an obvious attraction to customers."

Special Facilities

Soetelieve was started by **Paul Stienstra**, a musician himself who has always wanted to have a studio, and opened for business only last summer. "We always do our best to make the clients

person, in that I am making recordings with artists which we then try to sell to record companies. Two productions have been sold already."

The staff at **Kitsch Studios** in Brussels like to consider their facilities to be different from much of the competition. Co-owner **Bruno Stevens** says the atmosphere is informal and artists immediately feel at home.



Control room Studio 3, Wisseloord

musician **Thierry van Roy**, in 1982. Initially it had 16-track facilities and has since grown into one of the leading forces in the Belgian studio world, pioneering several pieces of equipment in the country, including a Publison and an SSL. "We are probably the most expensive studio in Belgium but that is because we have all the

centre of Brussels, it has a back garden, terrace and lawn and affords privacy. Basically we are a home studio with two Mitsubishi, and SSL and a Neve. Not only do we have the best equipment, some great rooms and good engineers, but our clients like the atmosphere. We want this studio to feel like a



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Audio Productions
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 The Netherlands
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 Fax: (0)73 - 424880

Each and every [det + det non-rev] each individual (person or thing) in a group of people or things, without exceptions: every 1

160

home, and in fact on our logo we call Kitsch 'the studio with an atmosphere'."

"We have a restaurant for lunches and dinners, a pool room plus facilities like table soccer and rooms for producers to do their private business," says Wisselords' Bart Sloothaak. "We don't

so there is a lot of space but also a great degree of privacy."

Fighting Recession

Sloothaak adds, "We have suffered from the recession but nothing too dramatic, there are still a lot of international acts using the facilities, ranging from **Simple**

ing pot anyway with a very informal atmosphere."

"Business could maybe be better but even so, we have had our best year yet," says Kitsch's Bruno Stevens. "About 70% of our clients are international, and there is loyalty from them. **Michael Nyman** has recently been back to mix his album, he has worked here before and wanted to come back. When there is a recession, record companies want to be sure of how their money is being spent, which means that they like to use studios with a good reputation like Kitsch."

He adds that Belgium generally has a good reputation with its recording studios. "There are several good studios in Brussels—we might be the most expensive but are still cheaper than our French, German or UK equivalents."

"Business can be difficult for recording studios in Belgium," Lacksman says. "Some studios have kept their prices artificially low which is bad for business generally—we have to be realistic in what we charge in order to invest in future equipment. I recently formed an association with several other studios to try and combat this. This is a business that I love and want to re-invest in, for everyone's benefit."



Control room at Kitsch

have any accomodation facilities but within a 10 minute drive of the studio there are many hotels, ranging from cheap to expensive. Schiphol Airport is only 30 minutes away and Amsterdam is the same distance. The studio is situated in the middle of a wood,

Minds to Shirley Bassey. Many of our clients come from Germany—Hilversum is only five hours by road from Hamburg, whereas Hamburg is 10 hours away from Munich, so it makes sense for them to come to Holland, which is very much a melt-

Kitsch Studios

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1050 Brussels
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Tel: (+32) 2.640 0880
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Soetelieve Studios

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So, as our studios are not in an old Dutch windmill in a "tulips from Amsterdam" setting and our engineers do not wear wooden shoes while working, there have to be other reasons for our international clients coming to Wisseloord. . .

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Catharina van Renneslaan 10
1217 CX Hilversum – The Netherlands
Telephone: (0)35 - 217256 – Fax: (0)35 - 44881

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

UNITED KINGDOM

BBC RADIO 1/London

Paul Robinson - Prog. Dir.

A List:

- AD Seal**- The Beginning
B List:
AD Billy Bragg- Sexuality
Cola Boy- 7 Ways To Love
Dan Reed Network- Mix It Up
Driza Bone- Real Love
Jesus Jones- Right Here Right
Rebel Pebbles- Dream Lover
This Picture- Naked Rain

METRO FM/Newcastle

Giles Squire - Prog. Contr.

- A List:**
AD Colo Boy- 7 Ways To Love
Bee Gees- Only Love
Tony Banks- Gift
Cathy Dennis- Just Another
Lisa Lisa & Cult Jam- Let The Jive Bunny- Hot Summer Salsa
Beverley Craven- Holding On
Bomb The Boss- Winter In July
Ruby Turner- Vibe Is Right
MC Hammer- They Put Me In Seal- The Beginning
Heavy D & The Boyz- Now That Little Angels I Ain't Gonna Boy Crazy- That's What Love

PICCADILLY RADIO/Manchester

Keith Pringle - Head Of Music

- A List:**
AD Natalie Cole- Unforgettable
Whitney Houston- My Name Is
Voice Of The Beehive- Monsters
Alice Cooper- Hey Stoopid
C&C Music Factory- Things That
B List:
AD INXS- Bitter Tears
Omar- There's Nothing Like
OMD- Pandora's Box

GLR/London

Trevor Dann - Head Of Music

- A List:**
AD Tom Petty- Learning To Fly
Mark Germino- Let Freedom Ring
B List:
AD Bonnie Raitt- Something To Talk
INXS- Bitter Tears
Crowded House- Chocolate Cake
Walter W. Washington- Ain't No

BRMB/Birmingham

Robin Valk - Head Of Music

- A List:**
AD Aaron Neville- Everybody Plays
Beverley Craven- Holding On
Incognito- Always There
Seal- The Beginning

B List:

- AD Whycliffe**
Cathy Dennis- Just Another

- Ruby Turner**- The Vibe Is Right
Cygnets Ring- Love Crime
Nils Lofgren- Walkin' Nerve
Draed Zepellin- Stairway To
Little Angels- I Ain't Gonna
Mighty Lemon Drops- Unkind
Siouxsie/Banshees- Shadowtime
Enemy Within- Thirst

RADIO CLYDE/Glasgow

Alex Dickson - Prog. Dir.

- A List:**
AD Bee Gees- The Only Love
Aaron Neville- Everybody Plays
Cathy Dennis- Just Another
Seal- The Beginning

B List:

- AD Top**- Number One Dominator
Siouxsie/Banshees- Shadowtime
Chuck Jackson- All Over The
Botany 5- Nature Boy

RADIO CITY/Liverpool

Tony McKenzie - Head Of Music

- B List:**
AD OMD- Pandora's Box
Jamanda- Got A Love For You
Erasure- Chorus
Yello- Rubberbandman
Jason Donovan- Any Dream Will
Oleta Adams- Circle Of One

RADIO TRENT GROUP/Nottingham

Len Groat - Deputy Prog. Dir.

- A List:**
AD Gipsy Kings- Baila Me
Sydney Youngblood- Hooked On
Railway Children- Music Stop
B List:
AD Whitney Houston- My Name Is
Bros- Are You Mine
Terry Reid- Fifth Of July
Aaron Neville- Everybody Plays

DOWNTOWN RADIO/Belfast

John Rosborough - Head Of Prog.

- A List:**
AD Aaron Neville- Everybody Plays
Seal- The Beginning
Bee Gees- Only Love
Bros- Are You Mine
Voice Of The Beehive- Monsters
Mock Turtles- And Then She

CHILTERN RADIO & NORTHANTS RADIO & SEVERN SOUND/Dunstable/ Northampton/Gloucester

Clive Dickens - Head Of Music

- A List:**
AD Colo Boy- 7 Ways To Love
Beverley Craven- Holding On
B List:
AD Julian Cope- Head
Yes- Saving My Heart
Whycliffe- I Tried

GWR/Bristol/Swindon

Andy Westgate - Head Of Music

- B List:**
AD John Farnham- Burn For You
Banderas- She Sells
INXS- Bitter Tears
Bros- Are You Mine
Love & Money- My Love Lives
Stevie Wonder- Gotta Have You

RADIO FORTH/Edinburgh

Colin Somerville - Head Of Music

- A List:**
AD Bros- Are You Mine
C&C Music Factory- Things That
Whitney Houston- My Name Is
Guns N Roses- You Could Be
Kenny Thomas- Thinking About
Vanilla Ice- Rollin' In My

RED ROSE/Preston/Blackpool

Kenni James - Head Of Music

B List:

- AD Whitney Houston**- My Name Is
Seal- The Beginning
Amy Grant- Every Heartbeat
Cathy Dennis- Just Another
Michael Bolton- Time Love

ATLANTIC 252/County Meath

Paul Kavanagh - Head Of Music

- A List:**
AD Omar- There's Nothing Like
Wilson Phillips- The Dream Is
Incognito- Always There
Alice Cooper- Hey Stoopid

HORIZON RADIO & GALAXY RADIO

Milton Keynes/Bristol

Clive Dickens - Head Of Music

- A List:**
AD Bomb The Boss- Winter In July
Party- Summer Vacation
Shades Of Rhythm- Sound Of
B List:
AD Parti Day- Right Before
Botany 5- Nature Boy
Chuck Jackson- All Over The

RADIO HALLAM/Sheffield

Dean Peppal - Head Of Music

- B List:**
AD Bee Gees- The Only Love
Honeychild- More Than The
Cola Boy- 7 Way To Love
Milltown Bros- Apple Green
Seal- The Beginning
Extreme- Get The Funk Out
Terry Reid- Fifth Of July
Judie Tzuke- Outlaw
Queensryche- Best I Can
Jimmy Soul- If You Wanna Be
DJH- I Like It
Cubic 22- Night In Motion
Carter USM- Sheriff Fatman
Alice Cooper- Hey Stoopid
Natalie Cole- Unforgettable
Bros- Are You Mine
INXS- Bitter Tears
Whitney Houston- My Name Is
C&C Music Factory- Things That
Top- Number One Dominator
Aaron Neville- Everybody Plays

RADIO BROADLAND/Norwich

Dave Brown - Head Of Music

- A List:**
AD Bee Gees- The Only Love
Billy Griffin- Technicolor
Aaron Neville- Everybody Plays
Siouxsie/Banshees- Shadowtime
Little Angels- I Ain't Gonna
Londonbeat- A Better Love
Bros- Are You Mine
Ruff- My Heart Is Failing Me
Cathy Dennis- Just Another

FOX FM/Oxford

Steve Ellis - Prog. Contr.

- A List:**
AD Beach Boys- Do It Again
C&C Music Factory- Things That
Cathy Dennis- Just Another
DJH- I Like It
INXS- Bitter Tears
Chuck Jackson- All Over The
Nils Lofgren- Walkin' Nerve
Londonbeat- A Better Love
Kirsty MacColl- Walking Down
Moody Blues- Say It With Love
Seal- The Beginning

RTL 208/London

Jeff Graham - Prog. Dir.

- PP INXS**- Bitter Tears
Guns N Roses- You Could Be Mine
A List:
AD 35 Summers- I Didn't Try
Ion McNabb- Great Dreams Of
B List:
AD Rebel MC- Tribal Base
Incognito- Always There
C&C Music Factory- Things That
Seal- The Beginning
Whitney Houston- My Name Is
Little Angels- I Ain't Gonna
Cathy Dennis- Just Another

SWANSEA SOUND/Wales

Rob Rendry - Head Of Music

- B List:**
AD Londonbeat- A Better Love
Jive Bunny- Hot Summer Salsa
Aaron Neville- Everybody Plays

INVICTA FM/Canterbury

Johnny Lewis - Head Of Music

- B List:**
AD Tom Petty- Learning To Fly
Color Me Badd- I Wanna Sex You
Cher- Love & Understanding
Incognito- Always There
Rod Stewart- The Motown Sng
Bryan Adams- Everything I Do
Whitney Houston- My Name Is
Sonia- Only Fools
Chesney Hawkes- I'm A Man Not
Omar- There's Nothing Like
Lenny Kravitz- It Ain't Over
OMD- Pandora's Box

Jason Donovan

- Any Dream Will
INXS**- Bitter Tears
Chris Rea- Looking For The
Moody Blues- Say It With Love
Alice Cooper- Hey Stoopid
Erasure- Chorus
Natalie Cole- Unforgettable
Sydney Youngblood- Hooked On
Kenny Thomas- Thinking About
Paula Abdul- Rush Rush

OCEAN SOUND/POWER FM/Faraham

Jim Hicks - Head Of Music

B List:

Screaming Jets

C'Mon
Billy Griffin- Technicolour

BEACON RADIO/Wolverhampton

Peter Wagstaff - Prog. Dir.

- A List:**
AD Cher- Love & Understanding
Latour- People Are Still
Whitney Houston- My Name Is
Billy Griffin- Technicolour
OMD- Pandora's Box
Massive- Safe From Harm
Alice Cooper- Hey Stoopid
Driza Bone- Real Love

Crowded House

- Chocolate Cake
Forget Me Not**- So Good
Huey Lewis- It Hit Me Like A
Father Father- Love Life And
Brothers In Rhythm- Such A
DJ Jazzy Jeff- Summertime
Rod Stewart- When A Man's In
Behaviour- I'll Do Anything

FRANCE

RTL/Paris

Monique Le Marcis - Head Of Prog.

- AD Kirsty MacColl**- Walking Down
Liane Faly- Va Savoir
Sting- All This Time
Patrick Gaspard- Je Hais Les
Pauline Ester- Une Fênelte
France Cartigny- Sensation
**AL Tom Petty
Twin Peaks**- O.S.T.

EUROPE 1/Paris

Yvonne Lebrun - Prog. Dir.

- AD Sergio Dalma**- Bailar Pegados
La Mousse- Cri De La Mousse
Patrick Gaspard- Je Hais Les
Luc De La Rocheliere- Cash
Peter & E.K.B.- Dad Laisse
Alma De Noche- Mama
Crystal Waters- Gypsy Woman
Midi,Maxi,Efti- Bad Bad Boys
Timmy T.- One More Try
OIO- Anima
Anna Cristensen- Isolate Your
AL Nigel Kennedy

RMC/Paris

Nathalie Andre - Head Of Music

- AD Malou**- Es El Amor
Jesus Loves You- Generations
UB40- Here I Am
James Brown- Move On
Whitney Houston- My Name Is
Art Mengo- Côte Cour
**AL Gipsy Kings
Mecano**

SUD RADIO/Toulouse

Marie Ange Raig - Prog. Dir.

- AD Whitney Houston**- My Name Is
Liane Faly- Va Savoir
Jimmy Somerville- Run From
Viktor Lazlo- Teach Me To
Beautiful South- Let Love
AL Dominique Dalcant

NRJ NETWORK/Paris

Max Guazzini - Dir.

- AD Heatwave**- Feel Like Making
Indra- Misery
Chris Isaak- Wicked Game
Yannick Noah- Saga Africa
Sara Mandiano- J'AI Des Doutes
Thierry Hazard- Brouillards

SKYROCK NETWORK/Paris

Laurent Bauneau - Prog. Dir.

- AD Londonbeat**- No Woman No
Roch Voisine- On The Outside
Ano Christensen- Isolate Your
Les Satellites- Minie Moog

FUN RADIO/Paris

Bruno Witte - Prog. Dir.

- Hervé Lemaire**- Prog. Ass.
AD Patrick Bruel- Decale
Elton John- Easier To Walk

EUROPE 2 NETWORK/Paris

Marc Garcia - Prog. Dir.

- J.P. Michel**- Music Dir.
PP Jeran-Jacques Goldman- Ne En 17
AD Art Mengo- Cote Cour
Rita Mitsouko- Don't Forget
R.E.M.- Losing My Religion
Sara Mandiano- J'AI Des
AL R.E.M.

SCOOP/Lyon

Philippe Teissier - Prog. Dir.

- AD Bananandance**- Bananandance
Emile Wandelmer- Lover Cafe
Bananarama- Long Train
Patrick Bruel- Decale
Color Me Badd- I Wanna Sex
Rembrandts- Just The Way It
**AL Roachford
Rembrandts**

RVS NORMANDIE/Rouen

Frank Orcel - Prog. Dir.

- A List:**
Liane Faly- Goodbye Lover
R.E.M.- Losing My Religion
Dana Dawson- Tell Me Bonita
Inconnus- Auteuil Neullly
Crystal Waters- Gypsy Woman
Yannick Noah- Saga Africa
AD Inconnus- Rapetout
Voice Of A...- Albioni
Rembrandts- Just The Way It

RADIO NANTES/Nantes

NEWS

* The success story of

SAILOR continues:

After enormous airplay and the high chart entry in Holland, Belgium seems to be infected by the "La Cumbia" fever as well.

SAILOR are going to perform "La Cumbia" on the Belgian chart show, "Tien Om Te Zien," July 22. Besides the Benelux, airplay in Germany is fantastic and it's just a matter of time until "La Cumbia" will enter the German charts.

* DANCE WITH A STRANGER

visited London last week.

The stars from Norway did a photo session with KEVIN WESTENBERG. The new album can be expected at the beginning of October.

* German Hard'n'Heavy

rocker BONFIRE announced the title of their new album: "KNOCK OUT". The band is actually still recording with producer MACK at the MUSICLAND studio in Munich. "Knock Out" is due for release on September 16.



BMG Ariola Hamburg GmbH
A Bertelsmann Music Group Company

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- AD Cathy Dennis**- Just Another
Whitney Houston- My Name Is
INXS- Bitter Tears
OMD- Pandora's Box
Roachford- Stone City
Kenny Thomas- Thinking About

Extreme- Get The Funk Out
Sounds Of Blackness- Optimistic
Omar- There's Nothing Like
Voice Of The Beehive- Monsters

KISS FM/London

Gordon McNamee - Prog. Dir.

- A List:**
AD Omar- There's Nothing Like This
Driza Bone- Real Love
Whitney Houston- My Name Is
DJH- I Like It
Lis Lisa & Cult Jam- Let The

RED DRAGON FM/Cardiff

John Dash - Head Of Music

- PP Erasur**- Chrus
Lenny Kravitz- It Ain't Over
Kim Appleby- Mama
Paula Abdul- Rush Rush

A List:

- AD Cher**- Love & Understanding
Bryan Adams- Everything I Do
Incognito- Always There
Seal- The Beginning
Londonbeat- A Better Love
Daniel Ash- Walk This Way
Cathy Dennis- Just Another Dream

B List:

- AD LA Guns**- Over The Edge
Guns N Roses- You Could Be
Thirst- The Enemy Within

COOL FM/Belfast

John Paul Ballantine - Head Of Music

- A List:**
AD Seal- The Beginning
Waterboys- A Man Is In Love
Firehouse- Don't Treat Me Bad
Died Pretty- Stop Myself
Incognito- Always There

B List:

- AD Almighty**- Little Lost

HEAR WENDY JAMES TALKING

ABOUT THE NEW ALBUM

"LITTLE MAGNETS VERSUS

THE BUBBLE OF BABILE"

LIVE ON JULY 11TH ON ROCKSAT

MC, CD, LP RELEASED JULY 15TH

MYLENE FARMER "Désenchantée"



France's
No. 1 Smash Hit
Play It!

Philippe Nossent - Prog. Dir.
PP Extreme - More Than Words
AD Stephan Eicher - Dejeuner En O.I.O. - Almeria
AL Stephan Eicher

RMC COTE D'AZUR/Monte Carlo
AD Amina - Le Dernier Qui A Parlé
Dave Stewart - On Fire

RIVIERA RADIO/Monaco
Daevind Fortune - Music Dir.
AD TPau - Only A Heartbeat
Hue & Cry - My Salt Heart
Rod Stewart - The Motown Song
Bee Gees - When He's Gone
Kaoma - Dança Tago Mago

GERMANY

SWF 3/Baden Baden
Ulli Frank - DJ/Prod.
A List:
Jason Donovan - Any Dream Will
Beverley Craven - Woman To
Erasure - Chorus
Roxette - Fading Like A Flower
Chesney Hawkes - The One And
KLF - Last Train To
Chesney Hawkes - I'm A Man Not
Mike & The Mechanics - Word Of
Kraftwerk - The Robots
AD Zucchero/Young - Semza Uho

WDR 1/Cologne
HIT CHIPS - Weekdays 1-3 PM
Werner Hoffmann - Prod.
AD Jason Donovan - Any Dream Will
Billy Bragg - Sexuality
Alice Cooper - Hey Stupid
Escape Club - I'll Be There
Huey Lewis - It Hit Me Like A
Dr. Alban - Stop The Pollution
Ten Sharp - You
Kraftwerk - The Robots

WDR 1/Cologne
POP SESSION - Weekdays 6-8 PM
Hans-Halger Knocke - Prod.
Selection Thomas Koch
A List:
Taj Mahal - Squat That Rabbit

Gang Starr - Lovesick
Axel Schulz - Lili Und Der March
Dubrovniks - Love Is On The
Aaron Neville - Louisiana 1927
Chris Witley - Poison Girl
AD Amina - Le Dernier Qui A Parlé
Cleveland Watkins - Movie Star
Chuck Trees - Nena
Billy Cobham - Stratus

WDR 1/Cologne
SCHLAGERRALLYE - Sat. 1-3 PM
Wolfgang Roth - Prod.
AD Mo - Sunday Morning
Man Go Fish - I Do Believe
Billy Bragg - Sexuality
Huey Lewis - It Hit Me Like A
Escape Club - I'll Be There
Kraftwerk - The Robots

SDR 3/Stuttgart
Hans Thomas - Prod.
PP Bryan Adams - Everything I Do
AL Van Halen

RB 4/Bremen
Axel Sommerfeld
Burghard Rausch - DJ/Prod.
AD Bryan Adams - Everything I Do
Daryl Braithwaite - Higher Than
Jo Cong - Islands
Desmond Child - Love On A
Erasure - Chorus
Firehouse - Don't Treat Me Bad
Incognito - Always There
Omar - There's Nothing Like
Rhythm Syndicate - PASSION
Screaming Target - Knowledge
ZZ Top - Hamburger Man

RADIO 4U/Berlin
Peter Radzuhn - Prog. Dir.
Bernd Albrecht - Prog. Dir.
A List:
AD Kraftwerk - The Robots
Pet Shop Boys - Jealousy
INXS - Bitter Tears
All About Eve - Farewell Mr.
Candy Kings - For What It's
Huey Lewis - It Hit Me Like A
O.M.D. - Pandora's Box

B List:
AD Cathy Dennis - Touch Me
TPau - Whenever You Need Me
Gary Clail - Food Clothes
Stevie Wonder - Gotta Have

Conspiracy - I Don't Need A
Jo Cong - Islands
Vanilla Ice - Rollin' In My 5.0
AL Wishbone Ash
G.W. McLennan

RIAS 2/Berlin
Henry Gross/Andreas Dorfmann -
Head Of Music
AD Umberto Tozzi - Gli Innamorati
Lavine Hudson - All I Need
Huey Lewis - It Hit Me Like A

RSH/Kiel
Martin Schwebel - Head Of Music
PP Wolf Maahn - 100.000 Meilen
AD David Hasselhoff - Do The Limbo
Die Prinzen - Gabi & Klaus
Bryan Adams - Everything I Do
Bananarama - Long Train

RADIO FFH/Frankfurt
Sabine Neu - Head Of Music
PP Rembrandts - Someone
AD Color Me Badd - I Wanna Sex
Bonnie Raitt - Something To
Blue System - Testamente
Gloria Estefan - Con't Forget
Tom Petty - Learning To Fly
INXS - Bitter Tears
TPau - Whenever You Need Me

HUNDERT.6/Berlin
Fred Schoenagel - Head Of Music
PP David Hasselhoff - Do The Limbo
Natalie Cole - Unforgettable
AD Wolfgang Ziegler - Hass Mich
Sailor - La Cumbia
Romantic Flamingos - Hey
Bananarama - Long Train
Dieter Krebs - Ich Bin Der
Carole - Captured By A
Cher - Love And Understanding

DT 64/Berlin
Wolfgang Martin - Head Of Music
A List:

Paula Abdul - Rush Rush
Clash - Should I Stay Or
New Kids On The Block - Call It
Kylie Minogue - Shocked
Michele Baresi - Süsse Liebe
Stoppok - Der Nackte Man
Terry Hoax - Waterland
Fury/Slaughterhouse - Romantic
Nina Hagen - Hold Me
Smiles In Boxes - Citizens Are
Rausch - Eternity
Chicoree - Freunde
Swimming The Nile - The Monkey
Throw That Beat - Rockin'
Fehlfarben - Einsam
Fair Sex - Cold Contempt
Keimzeit - Amsterdam
H.R. Kunze - Alles Gelogen
FM Einheit - Frühlingserwachen

RTL/GERMANY/Luxembourg
Stephan Halfpap - Head Of Music
AD Lenny Kravitz - It Ain't Over
Soulsister - Sweet Dreamer

RADIO GONG 2000/Munich
Fredy Kogel - Music Dir.
PP Lenny Kravitz - It Ain't Over
Londonboys - Sweet Soul Music
Rod Stewart - The Motown Song

A List:
AD Cher - Love And Understanding
Gang Starr - Lovesick
Kylie Minogue - Shocked

B List:
AD Blue Pearl - Alive
Fantastischen 4 - Hausmeister
Rembrandts - Someone

RADIO GONG/Nuremberg
Steffen Meyer - Music Dir.
AD R.E.M. - Shiny Happy People
Kraftwerk - The Robots
Yello - Rubberbandman
Bee Gees - The Only Love
Technotronic - Move That Body
Michael Bolton - Love Is A

RADIO CHARIVARI/Nuremberg
Mathias Hofmann - Music Dir.
PP Cher - The Shoop Shoop Song
Roxette - Fading Like A Flower
Paula Abdul - Rush Rush
Lenny Kravitz - It Ain't Over
Soft Cell - Tainted Love
AD Rod Stewart - The Motown Song

STAR'SAT RADIO/Grünwald
Jo Lueders - Prog. Dir.
AD Sheila E. - Droppin' Like Flies
Tom Petty - Learning To Fly
Aaron Neville - Everybody
Ray Stevens - Working For The
Chesney Hawkes - The One And
Peabo Bryson - Can You Stop

RADIO REGENBOGEN/Mannheim
Rolf Balschbach - Music Dir.
PP Gypsy Kings - Baila Me
AD Chesney Hawkes - I'm A Man Not
Angie Layne - Gimme All Your
Stefan Wagershausen - Die Angst

Huey Lewis - It Hit Me Like A
Cher - Love And Understanding
Tommy Page - Whenever You Close
AD Arthur Baker - Let There Be
Aretha Franklin - Everyday
Stephanie - You Don't Die From
Jason Donovan - Any Dream Will

RADIO XANADU/Munich
Benny Schnier - Head Of Music
A List:
Marc Cohn - Walking In Memphis
Southern Sons - Heart In
Glass Tiger - AnimalHeart
Clash - Rock The Casbah
Huey Lewis - Couple Days Off
Restless Heart - Long Last
Kane Roberts - Does Anybody
AC/DC - Are You Ready
Simple Minds - See The Lights
Roxette - Fading Like A Flower

SCHWARZWALD RADIO/Freiburg
Pete Traynor - Head Of Music
AD Deuces Wild - This Boy
Crystal Waters - Gypsy Woman
TPau - Whenever You Need Me
Burkhard Brozart - Verrückt

RADIO SALÜ/Saarbrücken
Adam Hahne - Prog. Dir.
PP Tony Banks - I Wanna Change
Rod Stewart - The Motown Song
Lenny Kravitz - It Ain't Over
Electronic - Get The Message
Paula Abdul - Rush Rush
A List:
Joe Jackson - Stranger Than
Simple Minds - See The Lights
Yes - Lift Me Up
Crystal Waters - Gypsy Woman
Deacon Blue - My Swaying
Beverley Craven - Promise Me
Hue & Cry - My Salt Heart
AL Zucchero

RADIO T.O.N./Bad Mergentheim
REINHARD BÄRENZ - HEAD OF MUSIC
PP Kim Appleby - Mama
AD Erasure - Chorus
Rod Stewart - The Motown Song
Father Father - Love Life And
Marc Cohn - Walking In Memphis
Chesney Hawkes - I'm A Man Not
Gypsy Kings - Baila Me
Lenny Kravitz - It Ain't Over
Moody Blues - Say It With Love

RADIO NRW/Oberhausen
Jeff Van Gelder - Head Of Music
AD Blue System - Testamente
Stefan Wagershausen - Angst
Huey Lewis - It Hit Me Like A
Pe Werner - Kribbeln Im Bouch
Mylene Farmer - Désenchantée
Sailor - La Cumbia
Tony Banks - I Wanna Change

RADIO F/Nuremberg
Sigi Hoga - Prog. Dir.
A List:

Hartz/Kaczman - Katamaran
Rod Stewart - Rhythm Of My
Amy Grant - Bobby Baby
PM Sampson - How I Miss You
AD Sacco & Macetti - What They Call
Zucchero/Young - Senza Uno
Blue System - Testamente
Xanadu - Ein Tag Eine Nacht
Bernie Paul - You For Me And
Paula Abdul - Rush Rush

RADIO RT4/Reutlingen
Dorothee Seyser - Music Director
AD Deuces Wild - This Boy
Natalie Cole - Unforgettable
Jason Donovan - Any Dream Will
Chesney Hawkes - I'm A Man Not
Amy Grant - Every Heartbeat

RADIO FF8 - UKW 91.7/Fürstenfeldbruck
Chris Baumann - Head Of Music
PP Michael V.Bolton - Love Is A
Lavine Hudson - All I Need
Mylene Farmer - Désenchantée
Zucchero/Young - Senza Uno
AD Scorpions - Wind Of Change
Paula Abdul - Rush Rush
Katia Maria Yertlin - No Lubido
Sydney Youngblood - Hooked
Wolfgang Ziegler - Hass Mich

ITALY

RETE 105/Milan
Alex Peroni - Prog. Dir.
A List:
Crystal Waters - Gypsy Woman
Rozalla - Faith
Terry Ronald - Calm The Rage
Rodeo Jones - City Life
Ziggy Marley - Kozmik
AD All About Eve - Farewell Mr.
Spider - Who Do You Love

Deacon Blue - Your Swaying
Cher - Love And Understanding
AL Stefano Secchi
Seal
Roachford
Bingoboy
R.E.M.

RAI STEREOUNO/Rome
E.Molinari - Dir.
E.Bellisario - Prog. Dir.
PP Crystal Waters - Gypsy Woman
Gino Paoli - Quattro Amici
Michael Bolton - Love Is A
Ladri Di Bicicletta - Lunga Vita
Raf - Siamo Soli Nell'Immenso
AD Roberto Vecchioni - Piccole
Scorpions - Wind Of Change
Black - Learning How To Hate
Double Dee - Don't You Feel
Bingoboy - How To Dance
Jimmy "Bo" Horne - Sittin' On
Ladri Di Bicicletta - Bella
Kirsty MacColl - Walking Down
Richie Havens - It Ain't Over
Kym Mazelle - Na One Con Love
Vanilla Ice - Satisfaction
Deacon Blue - Your Swaying

RADIO DIMENSIONE
SUONO/Rome
Carlo Mancini - Music Director
PP Kenny Thgomas - Thinking About
Bryan Adams - Everything I Do
Crystal Waters - Gypsy Woman
Lenny Kravitz - It Ain't Over
Prince - Get Off
AD Stevie Wonder - Fun Day
Terry Ronald - Calm The Rage
Sydney Youngblood - Hooked
Danii Minogae - Jump To The
O.M.D. - Pandora's Box

R.T.L. 102.5 HITRADIO/Bergamo
Luca Viscardi - Head Of Music
Grant Benson - DJ/Prod.

AD Psychedelic Furs - Until She
Incognito/Brown - Always There
Bryan Adams - Everything I Do
Riccardo Cocciante - Vivi La
Mattia Bazar - Si Pui'
Robbie Nevil - Just Like You

Scialpi - A...Amore

PETER FLOWERS FM/Milan
Marco Garavelli - Prog. Dir.
Franco Lazzari - Prog. Dir.
PP Tom Petty - Learning To Fly
AD Cher - Love And Understanding
Spagna - Only Words
Mylene Farmer - Désenchantée
AL Crystal Waters

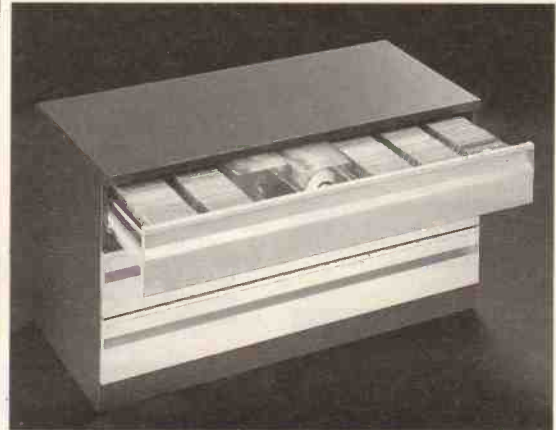
RADIO VERDE RAI/Rome
Maurizio Riganti - Dir.
Antonella Condorelli
Isabella Arati
Francesco Acampora
DJ's
A List:

Terry Ronald - Calm The Rage
Tom Petty - Learning To Fly
Van Halen - Pound Cake
Vanilla Ice - Satisfaction
Hue & Cry - My Salt Heart
Marillion - Cover My Eyes
Gladys Knight - Men
Aretha Franklin - Everyday
Ziggy Marley - Kozmik
Space 1 - Peace 4 Unity

101 NETWORK/Milan
Gigio D'Ambrosio - Prog. Dir.
AD FPI Project - Let's Go
Prince - Get Off
Eve Gallagher - Love Is A
C&C Music Factory - Things
Bryan Adams - Everything I Do

RADIO KISS KISS/Naples
Gianni Simioli - Prog. Dir.
PP Unique Physique - Temptation
AD Gypsy Kings - Baila Me
Cher - The Shoop Shoop Song
E.L.O. - II - Honest Men
Tommy Page - Whenever You
Rod Stewart - The Motown Song
Double Dee - Don't You Feel
Mylene Farmer - Désenchantée
Stress - Flowers In The Rain
Kaoma - Dança Tago Mago
Alison Moyet - Wishing You
Chesney Hawkes - I'm A Man Not
Vanilla Ice - Satisfaction

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STATION REPORTS

AL Clive Griffin
Spagna
Gipsy Kings

RADIO BABBOLEO/Genova
Lenny - Prog. Dir.
PP Biaggio Antonacci - Pero Ti Amo
A List:

Crystal Waters - Gypsy Woman
Simple Minds - See The Lights
Seal - Future Love Paradise
R.E.M. - Losing My Religion
Joy Salinas - Rockin' Romance
Blessing - Highway 5
Bliss - Watching Over Me
Lamont Dozier - The Quiet's Too
Huey Lewis - Couple Days Off
Banderas - This Is Your Life

ANTENNA DELLO STRETTO/Messina
Filippo Pedeli - DJ
PP Jimmy "Bo" Horne - Sitting At
AD Spagna - Only Words
Lena P - Hard To Be A Lover
Francesca Salvì - Ignorante
AL Adriano Celentano

RADIO STAR/Vicenza
Maurizio Maresi - Prog. Dir.
PP Hue & Cry - She Makes A Sound
AD Double Dee - Don't You Feel
Moonshine - Live In Joy
FPI Project - For Your Love
Sydney Youngblood - Hooked
Incognito - Always There
AL Paolo Vallesi
Kirsty MacColl

RADIO CLUB 91/Naples
Franco Mary Russo - Prog. Dir.
AD Ziggy Marley - Good Times
Sydney Youngblood - Hooked On
Double Dee - Don't You Feel
Marillion - Cover My Eyes
Feargal Sharkey - I've Got News
Banderas - She Sells
Rod Stewart - The Motown Song
Kim Appleby - Mama
Zucchero - Wonderful World
Vanilla Ice - Satisfaction
AL Les VRP
Doors

POWER RV1 THE BLACK
RADIO/Turin
Paolo Lauri - Head Of Music
PP Keith Washington - Rich In
AD Sonic Family - Never Stop
Kirsty MacColl - Walking Down
Vanilla Ice - Satisfaction
D Rail - Bring It On Down
ML In The House - The Message
Double Dee - Do You Feel
AL FPI Project

RADIO CENTRO SUONO/Rome
Alberto Castelli - Prog. Dir.
PP Aretha Franklin - Everyday
After 7 - Nights Like This
Miles Jaye - Sensuous
AD Joy - Shine On
Teddy Pendergrass - I Find

HOLLAND

VERONICA/Hilversum
Hans Van Der Veen - Prog. Dir.
Unico Glorie - Prod.
PP Alice Cooper - Hey Stoopid
A List:
Sailor - Lo Cumbia

Sniff N' The Tears - Driver's
Bryan Adams - Everything I Do
Paula Abdul - Rush Rush
Ziggy Marley - Kozmik
Stereo MC's - Lost In Music
Massive Attack - Safe From Harm
Crystal Waters - Gypsy Woman
Scene - Blow
Lonnie Gordon - Gonna Catch
Color Me Badd - I Wanna Sex
Gang Starr - Lovesick
Black Crowes - Jealous Again
AD Erasure - Chorus
Bette Midler - From A Distance

NOS/Hilversum
Tom Blomberg - Prod.
PP Rosenberg Trio - Rio Ancho
AL Tom Petty

VARA/Hilversum
Rolf Kraes - Head Of Music
PP Freedy Johnson - No Violins

AVRO/Hilversum
Jan Steeman - Head Of Music
PP Stefano Secchi - I Say Yeah
Eric & His Burden - Don't Let

TROS/Hilversum
Ferry Maat - Head Of Music
PP Scorpions - Send Me An Angel
AD Vaya Con Dios - Don't Cry For
Dimitri Van Toren - Er Storen
Scorpions - Send Me An Angel
Rembrandts - Someone
Normaal - Door Maak Ik Geen
Rumba Tres - Baila Mi Rumba
Loose Bruce - She's A
Gloria Estefan - Nayib's Song
Natalie Cole - Unforgettable
LaTour - People Are Still
Willy Sommers - Mijn Hart Is
AL R.E.M.

KRO/Hilversum
Paul Van Der Lugt - Head Of Music
AD Aretha Franklin - Everyday
Nadiéh - Words
Siaouxie & The Banshees - Kiss
Golden Earring - Temporary Ma
Roachford - Stone City

NCRV/Hilversum
Jaap De Groot - Prod.
AD Lisa Lisa & Cult Jam - Let The

RADIO NOORD-HOLLAND/HAARLEM
Pieter Buijs - Prod.
Bonnie Raitt - Something To
B.B. Queen - I Wanna Be Next
Nadiéh - Words
Moody Blues - Say It With Love
Aretha Franklin - Everyday
Mecano - El 7 Del Septiembre
Tom Petty - Learning To Fly
Aaron Neville - Everybody

CFNB/Brunsum
Lou Rowland - Head Of Music
PP Toni Childs - I Got To Go Now
AD Chesney Hawkes - I'm A Man Not
Tom Petty - Learning To Fly
Moody Blues - Say It With Love
AL Marillion

BELGIUM

BRT STUDIO BRUSSELS/Brussels
Jan Hautekiet/Marc Coenen - Prod.
AD Jesus Loves You - Generations

Niagara - La Vie Est Peut
Pale Saints - Kinky Love
Gang Starr - Lovesick
Levian - Interiors
Los Lobos - Bertha
Gary Clail - Escape
Freedy Johnson - No Violins
Wigbert - Moelikheden
Feargal Sharkey - Women And I
Roachford - Stone City
C&C Music Factory - Things
Bob Dylan - Blind Willie
Candy Skins - Submarine Song
Arthur Baker - Let There Be
Rick Astley - Never Knew Love
Milltown Brothers - Apple Green
AL Tom Petty
G.W. McLennan
Dow Jones
Psychedlic Furs
Will T. Massey
Screaming Target
Mecano
Crystal Waters

BRT RADIO 2/East Flanders
Rudi Sinia - Prod.
AD Michael Bolton - Love Is A
Enigma - Principles Of Lust
Technotronic - Move That Body
Mylene Farmer - Désenchantée
LaTour - People Are Still
Willy Sommers - Mijn Hart Is
Will Tura - Zoals Die Zomer
AL R.E.M.

RTBF RADIO 2/Hainaut
A. Birenne/Ph. Jauniaux
AD Pleasure Game - Le Dormeur
François Feldman - Le Serpent
Roch Vaisine - On The Outside
AL François Feldman
Jean-Jacques Goldman

RADIO CONTACT F/Brussels
Jean-Lou Berlin - Prog. Dir.
AD Adeline Hallyday - Les Envoies
Massive Attack - Safe From Harm
Plain Soleil - Medley '70
Sandra Kim - Je N'Ai Pas Fini
Gaps - Mama E
Jean-Luc Lahaye - Il Est Parti
Extreme - More Than Words
Jill Caplan - Nathalie Wood
Natalie Cole - Unforgettable
Dr. Alban - No Coke
Queensryche - Silent Lucidity
Bernard Lavilliers - Outremer

RADIO CONTACT NL/Brussels
Danny De Bruin - Prog. Dir.
AD Sailor - Lo Cumbia
Tajana - You And Me
Will Tura - Zoals Die Zomer
Rolling Stones - Ruby Tuesday
Gabs - Mama El El
Clouseau - Hilda
Ziggy Marley - Kozmik
Rhyme Beat - Feel The Beat
Erik Van Neygen - Geen Zorgen
John Otis - In The Morning
Bert Decorte - Bij Jou
Timmy T. Paradise
Sniff N' The Tears - Driver's
Benny B - Dis Moi Bebe
INXS - Bitter Tears
Willy Sommers - Mijn Hart Is
Left 2 Right - No AIDS

RADIO EXPRES/Antwerp
Marc Dhollander - Head Of Music
AD Kaoma - Dança Togo Mago
Juan Luis Guerra - Burbujas
Bee Gees - When He's Gone
Robert Coggi - Medley

Extreme - More Than Words
Jason Donovan - Any Dream Will

RADIO ANTIGON/Antwerp
Piet Keizer - Dir.
PP Kaoma - Dança Togo Mago
AD Marillion - Cover My Eyes
Sailor - Lo Cumbia
Radios - She Talks To The Rain
Madonna - Holiday
Chris Rea - Looking For The

RADIO ROYAAL/Hamont-Achel
Tom Holland - Prog. Dir.
PP BB Queen - I Wanna Be Next To
AD Sniff N' The Tears - Driver's
Marillion - Cover My Eyes
Doors - Light My Fire
Bob De Rooy - Giddy Up '90
Lonnie Gordon - Gonna Catch
Vaya Con Dios - Don't Cry For
Rembrandts - Someone
Timmy T. Paradise
Natalie Cole - Unforgettable
Mecano - El 7 Del Septiembre
Rod Stewart - The Motown Song
Moody Blues - Say It With Love
Taj Mahal - Don't Call Us We'll
AL Mae Moore

SPAIN

RADIO MADRID/SER
Rafael Revert - Music Mgr.
A List:
AD La Frontera - Palabras De Fuego
Black - Feel Like Change

B List:
AD Niños Del Brazil - Las Curvas
KLF - Last Train To Trancentral
Tahures Zurdos - Tocare
Vanilla Ice - Play That
Paul McCartney - I've Just
Rosendo - Deja Que Les Diga
Seal - Future Love
El Regresso - Atarccion Fatal
Cabaret Pop - Jimmy Se Va
Fixx - How Much Is Enough
Los Rodriguez - A Los Ojos
2 In A Room - She's Got Me
Highstreet - Yo, Leave The

POPULAR FM/CADENA
COPE/Madrid
Carlos Finaly - Music Director
A List:
AD Duncan Dhu - Mundo De Cristal
Roxette - Fading Like A
Rod Stewart - The Motown Song
Huey Lewis - Couple Days Off

TOP 97.2/Madrid
Raul Marchant - Music Mgr.
A List:
AD Crystal Waters - Gypsy Woman
Azucar Moreno - Mambo
Tennessee - Tu Debes Decidir
La Frontera - Palabras De Fuego
C&C Music Factory - Here We Go
Bob Marley - Could You Be
Banderas - This Is Your Life

RADIO 16/Madrid
Jorge De Anton - Prog. Dir.
PP Roachford - Stone City
Tennessee - Tu Debes Decidir
Bonnie Raitt - Something To
REM - Shiny Happy People
A List:
AD Daniel Ash - Walk This Way

Los Confidentes - Cree En Mi
Pet Shop Boys - Jealousy

SWEDEN

SAF RADIO CITY/Stockholm
Martin Loogna - Head Of Music
B List:
AD Cher - Love & Understanding
Jim Jidhed - Stan Ar Inte Stor
Vienna Parade - Wonderland
Aretha Franklin - Everyday
Blue Pearl - Alive
Amy Grant - Every Heartbeat
Robbie Nevil - Just Like You
Desmond Child - Love On A
Unit 3 - We Are Family
Jean Paul Wall - Ålskling
Yazz - Word's Out
Yasmin - Wanna Dance
Celine Dion - The Last To Know
Heavy D & The Boyz - Now That
Munks Of Funk - Wonderful

CITY 103/Gothenburg
Lars Bodin - Music Director
PP Father Father - Love Life & Life
A List:
AD Rod Stewart - The Motown Song
Cher - Love & Understanding
Ulf Lundell - Pojkarna Långst
Kylie Minogue - Shocked
Flowered Up - Take It
Color Me Badd - I Wanna Sex You

RADIO GOTHENBURG
Leif Wivatt - Head Of Music
B List:
AD Crystal Waters - Gypsy Woman
Tromsø/Tromsø
Roxette - The Big L
Bonnie Raitt - Something To
Jerry Williams - If You See Her
Bryan Adams - Everything I Do
Cher - Love & Understanding
Wilmer X - Mambo Fever
Chris Whitley - Living With The

RADIO P4/Lund
Hans Strandberg - Music Dir.
PP Arthur Baker - Let There Be Love
Glen Frey - Part Of Me Part Of
B List:
AD Dan Reed - Baby Now I
Sanne - Where Blue Begins
Jean Paul Wall - Ålskling
Chesney Hawkes - I'm A Man Not
Desmond Child - Love On A
Ulf Lundell - Pojkarna Långst
OMD - Pandora's Box
Sheena Easton - You Can Swing
Bryan Adams - Everything I Do

RADIO LIDINGO/Stockholm
Mikael Orjansberg - DJ/Prod.
AD Color Me Badd - I Wanna Sex You
Bryan Adams - Everything I Do
Lonnie Gordon - I'm Gonna Catch
Black Box - Strike It Up
Paula Abdul - Rush Rush
Jean Paul Wall - Ålskling
Karl Keaton - Love Burns

RADIO VSD/Gothenburg
Bosse Hansson - Prog. Dir.
A List:
AD Kylie Minogue - Shocked
Crystal Waters - Gypsy Woman
Cathy Dennis - Touch Me
Erasure - Over The Rainbow

RADIO HUDDINGE/Stockholm
Robert Sehlberg - Prog. Dir.
PP Tomas Ledin - En Dag På Stranden
Terry Ronald - Calm The Rage
A List:
AD Chesney Hawkes - I'm A Man Not
Eva Dahlgrén - Gunga Mig
Bryan Adams - Everything I Do
Triplets - You Don't Have To
AL Triplets

NORWAY

NRK/Oslo
Vidar Lonn-Arnesen - Prod.
AD BG King - Jeg Vil Ha 6 Med Deg
Cher - Love Hurts
Starship - Good Heart
Waterboys - Whole Of The

RADIO 1/Oslo
Bjoern Faarlund - DJ
A List:
AD Cher - Love & Understanding
Crystal Waters - Gypsy Woman
Color Me Badd - I Wanna Sex You
Chris Rea - Looking For The
Whitney Houston - My Name Is
B List:
AD Hue & Cry - My Soft Heart
Huey Lewis - It Hit Me Like A

Desmond Child - Obsession
Kim Appleby - Mama
Natalie Cole - Unforgettable
Chesney Hawkes - I'm A Man Not
OMD - Pandora's Box
September - When Mama Won't

RADIO OST/Rade
Siw Mariann Olsen - DJ/Prod.
B List:
AD Roxette - Fading Like A Flower
Madonna - Holiday
Just 4 Fun - All I Really
Cher - Love & Understanding
Sanne - Where Blue Begins

RADIO VEST/Stavanger
BJARTE JOSTHEIM - HEAD OF MUSIC
PP Tom Petty - Learning To Fly
A List:
AD Sanne - Where Blue Begins
Daffodils - My Kind Of Girl
OMD - Pandora's Box
Alice Cooper - Hey Stoopid
Crowded House - Chocolate Cake
Jackie Quinn - Deep Water

RADIO 102/Haugesund
Egil Houeland - Head Of Music
A List:
AD Tom Petty - Learning To Fly
Crowded House - Chocolate Cake
Bonnie Raitt - Something To
Guns N Roses - You Could Be
Desmond Child - Obsession
B List:
AD Glass Tiger - My Town
Barton/Pettersen - Carry Your
UB40 - Red Red Wine
AL Tom Petty

STUDENTRADIOEN
TROMSØ/Tromsø
Rune Hagen - Head Of Music
AD Tom Petty - Learning To Fly
Dr. Alban - Sing Shi-Wo-Wo
Sanne - Where Blue Begins
Guns N Roses - You Could Be
Linton Kwesi Johnson - Story
Rebel Pebbles - Dream Love

RADIO NORD/Harstad
Tom Berg - Head Of Music
A List:
AD Barton/Pettersen - Carry Your
Sanne - Where Blue Begins
Desert Rose Band - Come A Little

DENMARK

DANMARKS RADIO/Århus
Leif Wivelsted - Head Of Prog.
AD Bryan Adams - Everything I Do

RADIO VOICE/Copenhagen
Signe Nielsen - Prog. Dir.
A List:
AD Foreigner - Low Down & Dirty
Crowded House - Chocolate Cake
Natalie Cole - Unforgettable
Rebel Pebbles - Dream Lover

RADIO VIBORG
Henning Kristensen/Poul Faged -
Head Of Music
A List:
AD Bob Dylan - Blind Willie McTell
Gloria Estefan - Nayib's Song
B List:
AD Willy DeVille - Hello My Lover
Stevie Wonder - Gotta Have You
John Farnham - Burn For You

RADIO HORSENS/Horsens
Jan Boagaloo - Head Of Music
AD Ya Kid K - Awesome
Erasure - Chorus
Miss B Haven - Til Sommer
Whitney Houston - My Name Is
OMD - Burning

RADIO ABC/Randers
Stig Hartvig Nielsen - Prog. Contr
B List:
AD Bingoboy - Borrowed Love
Ray Stevens - Working For The
Bryan Adams - Everything I Do
Yes - Saving My Heart
Ib Grønbech - De Lange
Ib Grønbech - Læg Dog Mærke

RADIO SYDKYSTEN/Copenhagen
Peter Hald - Head Of Music
AD Gregorian - Once In A Lifetime
Bryan Adams - Everything I Do
Robert Cray - Consequences
Toff - Slik Mig Et Smil
Chesney Hawkes - I'm A Man Not

RADIO HOLBÆK/Holbæk
Stig Nielsen - DJ/Prod.
A List:
AD Pat Benatar - True Love
Bryan Adams - Everything I Do
Sanne - Where Blue Begins

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STATION REPORTS

Sydney Youngblood- Hooked On
Tony Banks- I Wanna Change
Stevie Wonder- Jungle Fever

IRELAND

DISCOPRESS/Tampere

Tuija Lindell - Co-Ord.
AD De La Saul- Ring Ring
Technotronic- Move That Body
Hausmylly- Se Musta Miles
Dr. Alban- No Coke
KLF- Last Train To Central

RADIO 100+/Tampere

Pentti Teravainen - Music Dir.
PP Boppers- The Mix
AD Kid Safari- Heaven
Gregorian- Once In A Lifetime
Paat- Shanghain Satamassa

AUSTRIA

ANTENNE AUSTRIA/Vienna
Mario Weitzl - Head Of Music

AD London Boys- Sweet Soul Music
Karl Keaton- Love's Burn
Jason Donovan- R.S.V.P.

CD INTERNATIONAL/Bratislava

Peter Lossack - Head Of Music
PP Crystal Waters- Gypsy Woman
AD Soft Cell- Tainted Love
Whitney Houston- My Name Is
Marillion- Cover My Eyes
Toni Childs- I've Got To Go
Cathy Dennis- Touch Me
Secret Wish- Wonder Why
Livia- Ein Freund Ging Nach
Bongo Talk- My Girl
Quartz- Naked Love
Chesney Hawkes- I'm A Man
Lisa M- People
Etta Scolio- Mr. Love
Manfred Mann's- Sikelele
Mariah Carey- There's Got To

SWITZERLAND

DRS 3/Basel

Christoph Alispach - Music Co-ord.
AD Definition Of Sound- Wear Your
Will T. Massey- I Ain't There
Mecano- Una Rosa Es Una Rosa

Sweetmouth- I Know Why The
Richard Thompson- I Feel So
AL Charlelie Couture
Marshall Crenshaw
Bonnie Raitt
Tom Russell Band

COULEUR 3/Lausanne

Gerard Saudan - Head Of Music
PP Screaming Target- Knowledge
Psychedelic Furs- Until She
AD Peyer Astor- Street Of Lights
Kirsty MacColl- Walking Down
Ice-T- Mic Contract
Bongo Talk- Octopus
Moe Tucker- Too Shy
Limbomanics- Shake It
Rebel MC- Black Meaning Good

RETE 3/Lugano

Giorgio Passera - Head Of Music
PP Aaron Neville- Angola Bound
Tuck & Patti- Voodoo Music
AD Little Tony- La Fine D'Agosto
Francesco Baccino- Qua Qua
Wonder Stuff- Welcome To The
Monada- El Arcoris
Sweet Mouth- Forgiveness
High- Box Set Go
Jannacci/Gaber- La Strana
World Of Twist- Sons Of The
Stan Ridgway- I Wanna Be
Sinead O'Connor- My Special

RSR LA PREMIERE/Geneva

Catherine Colombara - Prod.
AL Stephan Eicher
Bernard Lavilliers
François Feldman
Mecano
T'Pau
Massive Attack
De La Saul

RADIO 24/Zurich

Clem Dalton - DJ/Co-ord.
AD Patricia Kaas- Regarde Les
Fury/Slaughterhouse- Trapped
Cher- Love And Understanding
Rod Stewart- The Motown Song

RADIO FORDBAND/Bern

Res Hassenstein - DJ/Co-Ord.
PP Bryan Adams- Everything I Do
AD Living Colour- Salce Of You
Rod Stewart- The Motown Song
Doors- Light My Fire
Bee Gees- The Only Love

RADIO AKTUELL/St. Gallen

Richard Fischbacher - Head Of Music
AD Jean-Jacques Goldman- Ne En 17
Pe Werner- Kribbeln Im Bauch
Tommy Page- Whenever You Close
Kim Appleby- Mama
Natalie Cole- Unforgettable

FINLAND

CENTURY RADIO/Dublin

Declan Meehan - DJ/Prod.

A List:

AD Whitney Houston- My Name Is
OMD- Pandora's Box
Cher- Love & Understanding
Rod Stewart- Have I Told You
Amy Grant- Every Heartbeat

PORTUGAL

CORREIO DA MANHA/Lisbon

Rui Pego - Prog. Dir.

A List:

AD Eve Gallagher- Love Is A Master
Bryan Adams- Everything I Do
Lisa M- People
Sydney Youngblood- Hooked
Rui Veloso- Lançado

B List:

AD Enigma- Principles Of Lust
Ann Peebles- Color My Life

GREECE

ERA 2/Athens

Vassilis Loukas - Head Of Music

AD Amy Grant- Baby Baby
Lenny Kravitz- It Ain't Over
D.J. Jazzy Jeff- Summertime

JGRS JERONIMO GROOVY/Athens

Takis Fotiou - DJ/Prod.

A List:

Dr. Alban- U & Mi
Sofia Vassou- Tell Me
Kylie Minogue- Shocked
Jason Donovan- R.S.V.P.
R.E.M.- Shiny Happy People
Samantha Fox- Hurt Me Hurt Me
Keedy- Save Some Love
Seal- Future Love Paradise
Sheena Easton- What Comes
Soft Cell- Tainted Love

SEVEN X, 98.7 FM/Athens

APOSTOLOS LASKARIDES - Prog. Dir.

PP Ziggy Marley- Kozmik

Bananarama- Long Train
Natalie Cole- Unforgettable
Desmond Child- Love On A
Golden Earring- Going To The
Rod Stewart- The Motown Song
Mike & The Mechanics- Stop
Girl Overboard- I Can't Believe

POP 92.4 FM/Athens

Isaac "Easy" Coutiyl - Prog. Mgr.

A List:

Aaron Neville- Everybody
Roxette- Fading Like A Flower
Sandee- Love Desire

Lia- The Girl From Ipanema

Harriet- Woman To Man

Vanilla Ice- Rollin' In My 5.0

Ray Parker Jr.- She Needs

Stewart/Dulfer- Lily Was Here

Lisa Lisa & Cult Jam- Let The

Cher- Love And Understanding

Spider- Who Do You

R.E.M.- Shiny Happy People

Ten Sharp- You

BG Prince Of Rap- This Beat

MC Hammer- Yo! Sweetness

YUGOSLAVIA

STUDIO D/RADIO NOVO MESTO

Rasto Bozic - DJ/Prod.

AD Mariah Carey- There's Got To Be

Dr. Alban- U & Mi

POLAND

POLSKIE RADIO 1 & 2/Warsaw

Bogdan Fabianski - DJ/Prod.

PP Tony Scott- From Da Soul

Jamel-Ski- Let's Do It In To

Neutron 9000- Love's Got A

George McRae- Calling Love

Shawn Christopher- Another

Viktor Lazlo- Teach Me To

R.E.M.- Shiny Happy People

AD Nostredamus- Love Is A Key

Vision Fields- Want You Back

Model 6- Crazy For You

POLSKIE RADIO 3/Warsaw

Marek Niedzwiedzki - Prod.

PP Frazier Chorus- Cloud 8

AD Jon Bon Jovi- Never Say Die

Wilson Phillips- The Dream Is

Whitney Houston- My Name Is

Chris Isaak- Lie To Me

Basia- Ordinary People

Skid Row- Monkey Business

Feargal Sharkey- To Need

George Michael- Heal The Pain

RADIO RMF/Cracow

Piotr Metz - Head Of Music

PP Tom Petty- Learning To Fly

AD Bryan Adams- Everything I Do

New Model Army- Space

Chris Rea- Looking For The

AD Rick Astley- Never Knew Love

Michael Bolton- Time Love And

Amy Grant- Every Heartbeat

Huey Lewis- Build Me

Moody Blues- Say It With Love

Queen- I Can't Live Without

EUROPE

VOA/Europe

June Brown - Director

AD Bryan Adams- Everything I Do

Michael W. Smith- Place In

DJ Jazzy Jeff- Summertime

MTV/London

Brian Diamond - Prog. Dir.

NO NEW REPORT RECEIVED

JAZZ STATION REPORTS

JAZZ FM/London

Malcolm Laycock - Prog. Controller

"Presenters Picks" (Daytime):

Charlie Parker- Cole Porter Songbook [Verve]
Kenia- Love Lives On [Denon]
Chet Baker- All Blues [Arco]
Hilton Ruiz- Moments Notice [BMG]
"Somehin' Else" (Nighttime):
Paul Motian- Bill Evans [JMT]
Tammy Payne- Take Me Now [Talking Loud]
Steve Coleman- Black Science [Novus]
Lester Bowie- Organizer [DIW]
Roy Hargrove- Public Eye [Novus]
Power Trio- Power Trio [Novus]
Peter Applebaum- Signs Of Life [Antilles]
Various- Jazz Funk Masterpieces- [M.C.]

FOX FM/Oxford

Alyn Siptan

"Jazz & Big Bands:"

Nat King Cole- Big Band Cole [Capitol]
Ellis Marsalis- Trio [Blue Note]
B. Lagrene- Acoustic Moments [Blue Note]
Rebirth Brass Band- Kickin' [Special Deliv.]
King Oliver- Vols. 1 & 2 [BBC]
Blue Mitchell- Blue's Blues [Mainstream]
G. Osby- Man Talk [Blue Note]
C. Freeman- Spirit Sensitive [India Nav.]
Various- S'Blue S'Funky [Blue Note]

WEAR FM/Sunderland

Alan Twelftree

"Jazz & Blues Etcetera:"

Michel Petrucciani- Playground [Blue Note]
P. Lewis/J. Nolen- Scratchin' [Charly]
Deorah Brown- Deborah [September]
Harold Land- Damisi [Mainstream]
Stuff Smith- Jivin At The Onyx [Affinity]
B. Coleman/D. Wells- In Paris [Affinity]
Supersax- Plays Bird [Capitol]
Eddie Daniels- This Is Now [GRP]

BBC RADIO SCOTLAND/Edinburgh

Gordon Cruickshank - Presenter

Benny Carter- All Of Me [Bluebird]
Jim Hall- All Across The City [Concord]
Spike Robinson- Stairway To The Stars [Hep]
Various- Jazz Hot & Blue [Blue Note]
Stan Getz- At Storyville [Roulette]
Vince Jones- Trustworthy Little [Intuition]
Stan Kenton- Cuban Fire [Capitol]
Sax Appeal- Flat Out [Hep]
Michael Brecker- Now You See It [GRP]
Tito Puente- Out Of This World [Concord]

JAZZ WELLE PLUS/Munich

Hans Ruland - Prod.

Teddy Wilson- At The Savoy [Black Lion]
Emely Remler- Retrospective (2) [Concord]
Stuff Smith- Jivin' At The Onyx [Affinity]
Soprano Summit- Live At Concord [Concord]
Manhattan Jazz Quintet- Funky [Sweet Boss!]
Marian McPartland- Live At Maybeck [Concord]
F. Navarro/T. Dameron- Royal [Fresh Sounds]
D. Ellington- Unreleased 1965-72 [Limelight]
Stan Getz- In Denmark 1958-59 [Olufsen]

SDR/Stuttgart

Hans Thomas - Prod.

New Releases:
Mel Lewis Jazz Orch.- To You [Limelight]
Ellis Marsalis- Trio [Blue Note]
Harper Bros.- Artistry [Verve]
Kenny Warner- Uncovered Heart [Sunyside]
Michel Petrucciani- Playground [Blue Note]
Re-releases:
Chet Baker Quintet- Baker & Crew [Pacific]

Lennie Tristano- Tristano [Atlantic]

Henry Red Allen- World On A [Bluebird]

T. Jones/P. Adams- Mean What You [Milestone]

Steve Lacy/Don Cherry- Evidence [Prestige]

RADIO GONG 2000/Munich

Bob Borrink - Prod.

"Swing Time:"

Claude Thornhill- Tapestry [Charly]
P. Morris Superband- At Town Hall [Concord]
Dick Willebrands 20- 1943 [Grannyphone]
Anita O'Day- In A Mellow Song [DRG]
Barbara Dennerlein- Hot Stuff [Enja]
Count Basie- High Voltage [MPS]
Johnny Dankworth- Vintage Years [Sepia]
Harry Connick Jr.- We Are In Love [Columbia]
Andre Previn- Uptown [Telarc]
Klaus Kreuzeder- Soxappeal [Trick Music]

RADIO BREMEN/Bremen

Torsten Müller - Prod.

Steve Lacy/Mal Waldron- Hot House [Novus]

W. Marsalis- Standard Time (2) [Columbia]

Raducano- Gypsy In Blue [Navigator]

D. Ellington- Jungle Nights [Bluebird]

Tuck & Patti- Dream [Windham Hill]

Betha Hope Trio- In Search [Steeplechase]

D. Harrison Quintet- For Art's Sake [Candid]

T. Dagradi- Images From A Floating [Core/Line]

FRANCE MUSIC/Paris

Claude Carriere

Jean Delmas - Prod.

"Jazz Club:"

Eddy Louiss- Trio [Dreyfus]
Dave Frishberg- Let's Eat Home [Concord]
Marlon Jordan- Leonard's Return [Columbia]
Great Jazz Trio- Standards [Alpha Jazz]
Clark Terry- Duke w/a Difference [Riverside]
Kevin Hays Quintet- Sweetear [Steeplechase]
Henri Texier Trio- The Scene Is [Label Bleu]
Bessie Smith- Compl. Recordings. [Columbia]
John Lewis- Afternoon In Paris [Dreyfus]
Carmen McRae- The Ultimate [Mainstream]
Enrico Pierganunzi- Parisian Portraits [IDA]

EUROPE 1/Paris

Michel Pacaud - Prod.

"Jazz Mag"

Quincy Jones- Listen Up [WEA]
Michel Patrucciani- Playground [Blue Note]
Dianne Reeves- I Remember [Blue Note]
Jon Faddis- Hornucopia [Columbia]
Vinx- Rooms In My Faith's House [IRP]
Joey Calderazzo- In The Door [Blue Note]
Laurent Cugny- Santander [Emarcy]
Various- Rhythmistick [Polygram]
Jean-Luc Ponty- Tchokola [Epic]
Eddy Louiss- Trio [Dreyfus]

RADIO CENTRO SUOMO/Rome

Alberto Castelli - Prog. Dir.

Marco Full - Presenter

Dee Dee Bridgwater- In Montreaux [Gala]
Dianne Reeves- I remember [Blue Note]
Jim Beard- Song Of The Sun [CTI]
Jon Lucien- Listen Love [Mercury]
Gary Burton- Cool Nights [GRP]
Steve Coleman- Black Science [Novus]
Robben Ford- Inside Story [WEA]
Ben Sidran- Cool Paradise [Polystar]
Crusaders- Healing The Wounds [GRP]
Keyvin Lettau- [Nova]
Carmen McRae- Sarah [Novus]
Eduardo Del Barrio- Free [A&M]
Dory Caimmy- Brazilian Serenata [Qwest]
Cassandra Wilson- She Wha Weeps [JMT]

RADIO MONTECARLO/Milqn

Novella Massaro - Prod.

"World Music"

Debarah Henson-Conant- Talking Hands [GRP]

Diane Schuur- Pure Schuur [GRP]

Joe Sample- Ashes To Ashes [WEA]

Keyvin Lettau- Keyvin Lettau [Nova]

Freddie Ravel- Midnight Passion [Polygram]

Michael Franks- Blue Pacific [WEA]

George Howard- Love & Understanding [GRP]

CFNB/Brunssum

Chris Lark - DJ

Branford Marsalis- Crazy People Music [CBS]

Thelonius Monk- Blue Note Years [Blue Note]

Benny Goodman- At Carnegie Hall [CBS]

Various- Happy Ann. Charlie Brown [GRP]

Holly Cole Trio- Girl Talk [Alert]

BRF/Eupen

Walter Eicher - Prod.

Claudio Roditi- Two Of Swords [Candido-Da]

Fredy Studer- Seven Songs [VeraBj]

Cleveland Watkiss- Blessing In [Polydor]

Frank Band- Looser [Jazzhaus]

Donald Harrison- For Art's Sake [Candido-Da]

Salif Keita- Amen [Mango]

Harper Bros.- Artistry [Verve]

Buddy Guy- Damn Right I've Got [Silvertone]

JAZZ SCENE/Oslo

David Fishel - Prod.

Masqualero- Re-Enter [ECM]

Bill Cosby- My Appreciation [Verve]

Dianne Reeves- I Remember [Blue Note]

Patricia Barber- Split [Floyd/MCA]

Michel Patrucciani- Playground [Blue Note]

John Faddis- Hornucopia [Columbia]

Shirley Horn- You Won't Forget Me [Verve]

Yellow Jackets- Greenhouse [MCA]

Bob Mintzer- Art Of The Big Band [DMP]

Walt Weiskopf- Exact Science [Iris]

DANMARKS RADIO/Frederiksberg

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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	16 R.E.M. Out Of Time - Warner Brothers	UK,F.D,B,NL,E,A,CH,S,PDK,I,N,SF,GR,Ir	35	36 19 Juan Luis Guerra & 4.40 Bachata Rosa - Karen	NL,E,P	69	54 9 Huey Lewis & The News Hard At Play - EMI USA	D,CH,DK,SF
2	2 13 Roxette Joyride - EMI ▲	UK,D,B,NL,E,A,CH,S,DK,N,SF,GR,Ir	36	46 2 Harry Connick Jr. We Are In Love - Columbia	UK	70	61 9 The Waterboys Best Of 81-90 - Chrysalis	UK,D,P,GR,Ir
3	3 15 Eurythmics Greatest Hits - RCA ▲2	UK,D,B,NL,E,A,CH,S,DK,I,SF,GR,Ir	37	30 5 Electronic Electronic - Factory	UK,S,DK,GR,Ir	71	63 7 Sergio Dalma Sintiendonos La Piel - Horus	E
4	4 6 Seal Seal - ZTT/WEA	UK,F,D,B,NL,A,CH,S,DK,N,GR,Ir	38	43 8 Gino Paoli Matto Come Un Gatto - WEA	I	72	65 34 Elton John The Very Best Of... - Rocket ▲5	UK,D,B,A
5	7 33 Scorpions Crazy World - Mercury ▲	F,D,B,NL,A,CH,S,PDK,N,GR	39	24 4 Deacon Blue Fellow Hoodlums - Columbia	UK	73	70 29 Roch Voisine Double - GM/Ariola ▲	F
6	5 14 Rod Stewart Vagabond Heart - Warner Brothers	UK,F,D,A,CH,S,DK,N,SF,GR,Ir	40	47 2 Adriano Celentano Il Re Degli Ignoranti - Clan	I	74	66 10 Soundtrack - Dances With Wolves Dances With Wolves - Columbia	D,E,A,CH,DK
7	10 2 Cher Love Hurts - Geffen	UK,D,NL,A,S,DK,N,Ir	41	45 49 M.C. Hammer Please Hammer Don't Hurt 'Em - Capitol ●	UK,F,D,P,GR	75	78 4 Pino Daniele Pino Daniele Tra Musica E Magia - EMI	I
8	8 9 Michael Bolton Time, Love & Tenderness - Columbia	UK,D,NL,E,A,CH,S,PDK,N,SF,GR,Ir	42	40 24 Fredericks, Goldman & Jones Fredericks, Goldman & Jones - Columbia ▲	F,B	76	NE Stephan Eicher Engelberg - Barclay	CH
9	6 14 Soundtrack - The Doors The Doors - Elektra	UK,F,D,B,NL,E,A,CH,PDK,SF,GR,Ir	43	44 13 The Doors The Best Of The Doors - Elektra	UK,NL,CH,SF,Ir	77	75 32 Madonna The Immaculate Collection - Sire	UK,NL,Ir
10	9 12 Simple Minds Real Life - Virgin	UK,F,D,B,NL,E,A,CH,S,PDK,I,GR	44	31 8 E.M.F. Schubert Dip - Parlophone	UK,D,DK,SF,GR,Ir	78	98 2 Duncan Dhu Supernova - D.R.O.	E
11	11 3 Skid Row Slave To The Grind - Atlantic	UK,D,CH,S,DK,N,SF,Ir	45	39 12 Massive Attack Blue Lines - Wild Bunch/Circa	UK,D,NL,A,S,GR	79	96 2 Runrig The Big Wheel - Chrysalis	UK,DK
12	12 13 Lenny Kravitz Mama Said - Virgin	UK,F,D,B,NL,A,CH,S,GR,Ir	46	49 4 Technotronic Body To Body - ARS	UK,D,E,CH,P,DK,SF	80	NE Hue And Cry Stars Crash Down - Circa	UK
13	13 17 The KLF The White Room - KLF Communications	UK,D,B,NL,A,CH,S,DK,SF,GR	47	37 24 Chris Isaak Wicked Game - Reprise	D,NL,E,P,SF,GR	81	85 3 Extreme Extreme II Pornografiti - A&M	UK,NL
14	32 2 Van Halen For Unlawful Carnal Knowledge - Warner Brothers	UK,D,NL,CH,S,DK,SF,Ir	48	53 4 Felix Gray & Didier Barbelivien Les Amours Cassees - Talar	F,B	82	77 2 Yannick Noah Black And What - Carrere	F
15	14 29 Enigma MCMXC A.D. - Virgin ▲	F,D,PL,GR	49	35 5 Paula Abdul Spellbound - Virgin	D,B,NL,CH,S,DK,GR	83	83 7 Umberto Tozzi Gli Altri Siamo Noi - CGD	I
16	16 18 Chris Rea Auberge - East West	UK,F,D,B,NL,CH,SF,GR	50	51 39 AC/DC The Razor's Edge - Atco	D,DK	84	NE Roberto Vecchioni Il Capolavoro - EMI	I
17	58 3 Zucchero Fornaciari Zucchero - London	D,B,NL,S,DK,N	51	50 3 T'Pau The Promise - Virgin	UK,DK,Ir	85	NE Vasco Rossi Vasco Live 10.7.90 San Siro - EMI	I
18	20 9 Mylene Farmer L'Autre - Barclay ●	F,B,CH	52	52 80 UB40 Labour Of Love II - Virgin	F	86	NE Kirsty MacColl Electric Landlady - Virgin	UK
19	25 15 Bee Gees High Civilization - Warner Brothers	D,A,CH,DK	53	41 5 Beach Boys Very Best Of - Capitol	D,NL,S,DK,SF	87	90 3 New Model Army Raw Melody Men - EMI	D
20	18 7 De La Soul De La Soul Is Dead - Tommy Boy	UK,D,B,NL,CH,S,DK,SF,GR	54	57 4 Doe Maar Doe Maar De Beste - Telstar	B,NL	88	79 3 Vasco Rossi Viaggiando - Fonit Cetra	I
21	15 23 Sting The Soul Cages - A&M ▲	F,D,E,PL,GR	55	34 3 James Last Pop Symphonies - PolyGram TV	UK	89	RE Gipsy Kings Mosaïque - PEM	D,P,GR
22	19 18 Soundtrack - Grease Grease - Polydor I	F,B,NL,E	56	55 17 Marco Masini Malinconia - Ricordi	I	90	89 6 Coluche Seş Meilleurs Moments Sur R.F.M. - Polydor	F
23	NE Marillion Holidays In Eden - EMI	UK,D,NL	57	NE Foreigner Unusual Heat - Atlantic	UK,D,NL,CH,S,DK	91	74 6 The Saw Doctors If This Is Rock & Roll - Solid	Ir
24	17 13 Rolling Stones Flashpoint - Columbia ●	F,D,B,NL,A,CH,P	58	56 33 Phil Collins Serious Hits...Live! - Virgin/WEA	UK,D,NL,DK	92	86 9 Blue System Seeds Of Heaven - Hansa/Ariola	D,A
25	22 8 O.M.D. Sugar Tax - Virgin	UK,D,CH,S	59	80 3 Sanne Salomonsen Where Blue Begins - Virgin	S,DK	93	93 5 De Kreuners Het Beste Van - EMI	B
26	23 7 Bob Marley Legend - Island	UK,B,NL,S,Ir	60	42 22 Queen Innuendo - EMI ▲	D,NL,CH,P,I	94	88 11 Roberto Vecchioni Per Amore Mio - EMI	I
27	29 11 The Stranglers Greatest Hits 1977-1990 - Epic	UK	61	68 18 Juan Luis Guerra & 4.40 Ojala Que Lueva Cafe - Karen	E	95	NE Loquillo Y Los Trogloditas Hombres - EMI	E
28	26 6 The Doors In Concert - Elektra	UK,F,D,B,NL,CH,SF,Ir	62	48 3 the Rembrandts the Rembrandts - Atco	D,A,DK	96	92 15 Riccardo Cocciante Cocciante - Virgin	B,I
29	28 79 Patrick Bruel Alors Regarde - RCA ▲	F,B	63	67 5 Dexys Midnight Runners The Very Best Of Dexys Midnight Runners - Mercury	UK	97	87 12 Roch Voisine Helene - GM/Ariola	F
30	38 6 Beverley Craven Beverley Craven - Epic	UK	64	NE Bonnie Raitt Luck Of The Draw - Capitol	UK,NL,N,Ir	98	99 28 Soundtrack - Twin Peaks/Angelo Badalamenti Music From Twin Peaks - Warner Brothers	B,P
31	27 14 Dr. Alban Hello Afrika - Swemix	D,NL,A,CH,P,GR	65	64 8 Mano Negra King Of Bongo - Virgin	F	99	71 32 Jimmy Somerville The Singles Collection 1984/1990 - London ▲	D,B
32	21 3 Kraftwerk The Mix - EMI	UK,D,B,NL,S,Ir	66	82 6 Soft Cell/Marc Almond Memorabilia - Mercury	UK,P,GR	100	NE Klassiske Mesterværker 14 Klassiske Perler - Columbia	DK
33	33 2 Mecano Aidalai - Ariola	B,NL,E	67	59 22 Gloria Estefan Into The Light - Epic ●	UK,D,NL,Ir			
34	NE Yello Baby - Mercury	UK,D,CH,S	68	73 2 Northside Chicken Rhythms - Factory	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

THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)
1	15	The Shoop Shoop Song (It's In His Kiss) Cher - Epic (Alley/Trio/Hudson Bay)		18	17 25	Wind Of Change Scorpions - Mercury (Almo/Testatyme Music)		35	40 2	Le Serpent Qui Danse Francois Feldman - Phonogram (Marilu/Carol-Line)	
2	11	Senza Una Donna (Without A Woman) Zucchero Fornaciari & Paul Young - London (Warner Chappell/PolyGram/EMI)		19	20 26	Crazy Seal - ZTT/WEA (Beethoven Street/Perfect)		36	37 2	Light My Fire The Doors - Elektra (Rondor Music)	
3	6	Gypsy Woman (La Da Da La Da Dee) Crystal Waters - A&M PM (BMG)		20	22 8	Promise Me Beverley Craven - Epic (Warner Chappell)		37	NE	(Everything I Do) I Do It For You Bryan Adams - A&M (MCA/Rondor/Zomba)	
4	5 14	The One And Only Chesney Hawkes - Chrysalis (Warner Chappell)		21	18 19	Joyride Roxette - EMI (Jimmy Fun Music)		38	47 2	Dejeuner En Paix Stephan Eicher - Barclay (Electric Unicorn)	
5	11 5	Rush Rush Paula Abdul - Virgin (EMI Songs)		22	25 4	Kozmik Ziggy Marley & The Melody Makers - Virgin (Screen Gems/EMI)		39	34 4	Losing My Religion R.E.M. - Warner Brothers (Warner Chappell)	
6	15 5	It Ain't Over 'Til It's Over Lenny Kravitz - Virgin America (Miss Bessie Music)		23	24 4	Only Fools (Never Fall In Love) Sonia - I.Q. Records (Hyde Park/Cordella/EMI)		40	26 11	One More Try Timmy T. - Quality (RM)	
7	6 4	I Wanna Sex You Up Color Me Badd - Giant (Hip Hop/Hifrost)		24	29 4	Auteuil, Neuilly, Passy (Rap B.C.B.G) Les Inconnus - Productions Lederermann (Lederermann)		41	36 3	Bow Down Mister Jesus Loves You - More Protein (Virgin)	
8	9 10	Baby Baby Amy Grant - A&M (Age To Age/Edward Grant/Yellow Elephant)		25	32 3	Thinking About Your Love Kenny Thomas - Cooltempo (EMI/Rondor)		42	46 2	You And Your Sister This Mortal Coil - 4AD (Copyright Control)	
9	4 17	Rhythm Of My Heart Rod Stewart - Warner Brothers (WB/Jamm/Bibo)		26	28 3	Remember Me With Love Gloria Estefan - Epic (EMI)		43	NE	Any Dream Will Do Jason Donovan - Really Useful (Really Useful)	
10	7 18	Just The Way It Is, Baby the Rembrandts - Atco (WB/Warner-Tamerlane/Tiger God)		27	30 10	Sailing On The Seven Seas O.M.D. - Virgin (Raw Unlimited/Virgin)		44	27 3	Looking For The Summer Chris Rea - East West (Magnet)	
11	10 14	Désenchantée Mylène Farmer - Polydor (Requiem Publishing)		28	23 8	Touch Me (All Night Long) Cathy Dennis - Polydor (Chrysalis/Memory Lane)		45	44 2	Walking In Memphis Marc Cohn - Atlantic (Copyright Control)	
12	8 7	Fading Like A Flower (Every Time You Leave) Roxette - EMI (EMI)		29	NE	I'm A Man Not A Boy Chesney Hawkes - Chrysalis (Trinifold/Plongent Vision)		46	48 2	Chocolate Cake Crowded House - EMI (Roundhead/Rebel Larynx)	
13	13 3	The Motown Song Rod Stewart - Warner Brothers (MCA/Geffen)		30	31 3	Jealousy Pet Shop Boys - Parlophone (Cage/10 Music)		47	NE	Baila Me Gipsy Kings - P.E.M./Columbia (PEM)	
14	12 19	Secret Love Bee Gees - Warner Brothers (Gibb Brothers/BMG Music)		31	38 4	Walking Down Madison Kirsty MacColl - Virgin (Virgin/Warner Chappell)		48	NE	Décale Patrick Bruel - RCA (14 Productions)	
15	16 10	Love Is A Wonderful Thing Michael Bolton - Columbia (Warner Chappell)		32	35 3	Né En 17 A Leidenstadt Jean-Jacques Goldman - Epic (JRG/Marc Lumbroso)		49	NE	Cover My Eyes (Pain And Heaven) Marillion - EMI (Charisma/Rondor)	
16	21 6	Shiny Happy People R.E.M. - Warner Brothers (Warner Chappell)		33	19 6	Mad About You Sting - A&M (Magnetic/Regatta/Illegal)		50	NE	La Cumbia Sailor - RCA (K-Works)	
17	14 10	Future Love Paradise Seal - ZTT/WEA (Beethoven Street/Perfect)		34	50 2	I Touch Myself Divinyls - Virgin America (B.Steinberg/D.Barry/EMI)		The European Airplay Top 50 is compiled from the individual national airplay charts below. Circled songs indicate increased or maintained airplay is expected for the following week.			

NATIONAL AIRPLAY

UNITED KINGDOM

Most played records on BBC stations and major independents.

- (1) L.Kravitz - It Ain't Over 'Til It's Over
- (5) Sonia - Only Fools (Never Fall In Love)
- (2) Amy Grant - Baby Baby
- (3) Rod Stewart - The Motown Song
- (19) Chesney Hawkes - I'm A Man Not A Boy
- (4) Kenny Thomas - Thinking About Your Love
- (20) Jason Donovan - Any Dream Will Do
- (17) Paula Abdul - Rush Rush
- (13) The Divinyls - I Touch Myself
- (7) Color Me Badd - I Wanna Sex You Up
- (9) R.E.M. - Shiny Happy People
- (-) Kirsty MacColl - Walking Down Madison
- (-) Betty Midler - From A Distance
- (8) Gloria Estefan - Remember Me With Love
- (10) Cher - The Shoop Shoop Song
- (-) Driza Bone - Real Love
- (17) The Doors - Light My Fire
- (-) Salt 'N' Pepa - Do You Want Me
- (-) Erasure - Chorus
- (-) Cher - Love And Understanding

GERMANY

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

- (1) Roxette - Fading Like A Flower
- (2) Zucchero/Paul Young - Senza Una Donna
- (3) Cher - The Shoop Shoop Song
- (4) M.Bolton - Love Is A Wonderful Thing
- (11) Amy Grant - Baby Baby
- (7) Paula Abdul - Rush Rush
- (6) Rembrandts - Just The Way It Is, Baby
- (9) Scorpions - Wind Of Change
- (5) Chesney Hawkes - The One And Only
- (13) Rod Stewart - The Motown Song
- (14) Rod Stewart - Rhythm Of My Heart
- (-) L.Kravitz - It Ain't Over 'Til It's Over
- (8) Bee Gees - Secret Love
- (14) Color Me Badd - I Wanna Sex You Up
- (17) Cathy Dennis - Touch Me (All Night Long)
- (15) Crystal Waters - Gypsy Woman
- (12) Marc Cohn - Walking In Memphis
- (-) O.M.D. - Sailing On The Seven Seas
- (16) Seal - Future Love Paradise
- (20) Soulsister - Sweet Dreamer

FRANCE AM

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

- (3) Mylene Farmer - Désenchantée
- (2) Stephan Eicher - Déjeuner En Paix
- (9) Liane Foly - Goodbye Lover
- (1) J.J.Goldman - Né En 17 A Leidenstadt
- (-) Zucchero/Paul Young - Senza Una Donna
- (6) Seal - Crazy
- (-) Gipsy Kings - Baila Me
- (-) Amina - Le Dernier Qui A Parlé
- (-) Patrick Bruel - Décale
- (4) Bernard Lavilliers - Outremer
- (-) Elmer Food Beat - Je Vais Encore Dormir...
- (-) Roch Voisine - On The Outside
- (-) Les Inconnus - Auteuil, Neuilly, Passy
- (17) J.Hallyday - Diego Libre Dans Sa Tête
- (5) F.Feldman - Le Serpent Qui Danse
- (13) Crystal Waters - Gypsy Woman
- (11) Patricia Kaas - Regarde Les Riches
- (10) Yannick Noah - Saga Africa
- (-) Beverley Craven - Promise Me
- (12) R.E.M. - Losing My Religion

FRANCE FM

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

- (1) Zucchero/Paul Young - Senza Una Donna
- (9) Les Inconnus - Auteuil, Neuilly, Passy
- (2) Beverley Craven - Promise Me
- (3) Seal - Crazy
- (12) Robert Palmer - Mercy Mercy Me/I Want You
- (6) Rod Stewart - Rhythm Of My Heart
- (4) Sting - Mad About You
- (7) R.E.M. - Losing My Religion
- (5) UB40 - Honey Girl
- (11) Mylene Farmer - Désenchantée
- (8) Monie Love/True Image - It's A Shame
- (12) Madonna - Rescue Me
- (13) Crystal Waters - Gypsy Woman
- (20) F.Feldman - Le Serpent Qui Danse
- (-) Patrick Bruel - Décale
- (18) Scorpions - Send Me An Angel
- (-) Paula Abdul - Rush Rush
- (10) W.Houston - All The Man That I Need
- (17) Roch Voisine - On The Outside
- (16) George Michael - Cowboys And Angels

ITALY

Most played records on RAI Stereo Due.

- (-) Terry Ronald - Calm The Rage
- (-) Tom Petty/Heartbreakers - Learning To Fly
- (-) Van Halen - Poundcake
- (10) Vanilla Ice - Satisfaction
- (1) Hue And Cry - My Salt Heart
- (-) Marillion - Cover My Eyes
- (-) Gladys Knight - Men
- (15) Aretha Franklin - Everyday People
- (6) Ziggy Marley/Melody Makers - Kozmik
- (-) Space 1 - 4 Peace 4 Unity
- (2) Paula Abdul - Rush Rush
- (3) T'Pau - Whenever You Need Me
- (4) Amy Grant - Every Heartbeat
- (5) Color Me Badd - I Wanna Sex You Up
- (7) Cher - Love And Understanding
- (8) Stevie Wonder - Jungle Fever (LP)
- (9) The Doors - Light My Fire
- (11) Lindy Layton - Wait For Love
- (12) Soft Cell/Marc Almond - Tainted Love
- (13) E.Costello - The Other Side Of Summer

SPAIN

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

- (5) La Unión - DameLo Ya
- (2) Sergio Dalma - Bailar Pegados
- (1) Tennessee - Lluève En Mi Corazon
- (4) Simple Minds - Let There Be Love
- (7) Seguridad Social - Chiquilla
- (11) Loco Mía - Loco Vox
- (8) Gloria Estefan - Seal Our Fate
- (9) Bananarama - Long Train Running
- (10) Los Flechazos - Lo Consegui
- (14) Héroe Del Silencio - Despertar
- (12) Greta Y Las Garbo - Tu Dulce Amor
- (15) N.K.O.T.B. - Call It What You Want
- (16) C&C Music Factory - Here We Go
- (-) La Frontera - Palabras De Fuego
- (18) A.Sanz - Los Dos Cogidos De La Mano
- (17) Oil - Pensando
- (19) Miguel Ríos - Libres
- (-) Black - Feel Like Change
- (20) Los Especialistas - Wenda
- (-) Los Inhumanos - Aleluya Mix

HOLLAND

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

- (10) Sailor - La Cumbia
- (-) J.L.Guerra/40.4 - Burbujas De Amor
- (14) Cher - The Shoop Shoop Song
- (-) Bryan Adams - I Do It For You
- (5) Crystal Waters - Gypsy Woman
- (17) Ziggy Marley/Melody Makers - Kozmik
- (19) Nadie - Words
- (3) Color Me Badd - I Wanna Sex You Up
- (4) This Mortal Coil - You And Your Sister
- (-) R.E.M. - Shiny Happy People
- (-) Sniff 'N' The Tears - Driver's Seat
- (2) Crowded House - Chocolate Cake
- (16) Timmy T - Paradise
- (-) Marillion - Cover My Eyes
- (8) Extreme - More Than Words
- (9) The Scene - Blauw
- (12) L.Kravitz - It Ain't Over 'Til It's Over
- (-) Natalie Cole/Nat 'King' Cole - Unforgettable
- (-) Freedy Johnston - No Violins
- (-) Rosenberg Trio - Rio Ancho

AUSTRIA

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

- (1) Seal - Future Love Paradise
- (2) Bee Gees - Secret Love
- (3) Chesney Hawkes - The One And Only
- (4) Rod Stewart - Rhythm Of My Heart
- (5) Jesus Loves You - Bow Down Mister
- (6) Rembrandts - Just The Way It Is, Baby
- (7) Cher - The Shoop Shoop Song
- (8) M.Bolton - Love Is A Wonderful Thing
- (9) Timmy T. - One More Try
- (10) INXS - By My Side
- (11) BINGOBYS/Princessa - How To Dance
- (12) James - Sit Down
- (13) Mylene Farmer - Désenchantée
- (14) Carola - Captured By A Lovestorm
- (15) Scorpions - Wind Of Change
- (16) Banderas - This Is Your Life
- (17) The Pet Shop Boys - Where The... Seriously?
- (18) Zucchero/P.Young - Senza Una Donna
- (19) De La Soul - Ring Ring Ring
- (20) Frank Zappa - Bobby Brown Goes Down

SWITZERLAND

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

- (2) Zucchero/Paul Young - Senza Una Donna
- (3) Chesney Hawkes - The One And Only
- (1) Rembrandts - Just The Way It Is, Baby
- (4) Roxette - Fading Like A Flower
- (6) Cher - The Shoop Shoop Song
- (15) Bee Gees - Secret Love
- (7) De La Soul - Ring Ring Ring
- (-) Paula Abdul - Rush Rush
- (9) Roxette - Joyride
- (11) Crystal Waters - Gypsy Woman
- (14) Yello - Rubberbandman
- (16) Gipsy Kings - Baila Me
- (18) Ziggy Marley/Melody Makers - Kozmik
- (-) The Pet Shop Boys - Where The... Seriously?
- (9) Scorpions - Wind Of Change
- (19) R.E.M. - Shiny Happy People
- (5) Rod Stewart - Rhythm Of My Heart
- (20) Seal - Crazy
- (-) Aaron Neville - Everybody Plays The Fool
- (7) Mylene Farmer - Désenchantée

M&M's National Airplay charts reflect the 20 songs receiving the most airplay in each country listed. The individual charts are compiled by various media controllers and research organizations, based on reports from participating stations representing various formats. These charts are combined and weighted to comprise the European Airplay Top 50 chart above.

M&M also surveys nearly 100 contemporary music stations to develop the European Hit Radio chart, which can be found on page 31. That chart and its related statistics detail singles-based airplay at stations specifically targeting 12-34 year-olds on a full-time or part-time basis.

National product is highlighted in red.

UNITED KINGDOM

- Singles**
- 1 Jason Donovan - Any Dream Will Do
 - 2 Erasure - Chorus
 - 3 B.Adams - (Everything I Do) I Do It For You
 - 4 Kenny Thomas - Thinking About Your Love
 - 5 Color Me Badd - I Wanna Sex You Up
 - 6 Bette Midler - From A Distance
 - 7 Rod Stewart - The Motown Song
 - 8 L.Kravitz - It Ain't Over 'Til It's Over
 - 9 Salt N' Pepa - Do You Want Me
 - 10 Driza Bone - Real Love

- Albums**
- 1 Cher - Love Hurts
 - 2 R.E.M. - Out Of Time
 - 3 Eurythmics - Greatest Hits
 - 4 Seal - Seal
 - 5 Strangers - Greatest Hits 1977-1990
 - 6 Beverly Craven - Beverly Craven
 - 7 Marillion - Holidays In Eden
 - 8 Van Halen - For Unlawful Carnal Knowledge
 - 9 Harry Connick Jr. - We Are In Love
 - 10 Deacon Blue - Fellow Hoodlums

SPAIN

- Singles**
- 1 Crystal Waters - Gypsy Woman
 - 2 Mecano - El 7 Del Septiembre
 - 3 Los Manolos - All My Loving
 - 4 Antico - We Need Freedom
 - 5 The Farm - All Together Now
 - 6 Pet Shop Boys - Where The.../...Seriously?
 - 7 The KLF - Last Train To Trancentral
 - 8 Dr. Alban - No Coke
 - 9 J.Travolta/O.Newton-John - Grease Megamix
 - 10 Afrika Bambaataa - Just Get Up And Dance

- Albums**
- 1 Mecano - Aidalai
 - 2 J.L.Guerra & 4.40 - Bachata Rosa
 - 3 Soundtrack - Grease
 - 4 R.E.M. - Out Of Time
 - 5 J.L.Guerra & 4.40 - Ojala Que Lluvea Cafe
 - 6 Sergio Dalma - Sintiendo La Piel
 - 7 Duncan Dhu - Supernova
 - 8 Loquillo Y Los Trogloditas - Hombres
 - 9 Emilio Aragon - Te Huelen Los Pies
 - 10 Status Quo - Rocking All Over The Years

DENMARK

- Singles**
- 1 Brian - De Sku' Ha' No'En Bank
 - 2 Cher - The Shoop Shoop Song
 - 3 Scorpions - Wind Of Change
 - 4 Cut'n Move - Take No Crap
 - 5 The KLF - Last Train To Trancentral
 - 6 Chesney Hawkes - The One And Only
 - 7 Mental Generation - Slom
 - 8 Zucchero/Paul Young - Senza Una Donna
 - 9 Erasure - Chorus
 - 10 Rod Stewart - The Motown Song

- Albums**
- 1 Sanne Salomonsen - Where Blue Begins
 - 2 Klassiske Mesterværker - 14 Klassiske Perler
 - 3 Roxette - Joyride
 - 4 Bamses Venner - Lyseblå Dage
 - 5 Sko/Torp - On A Long Lonely Night
 - 6 Michael Bolton - Time, Love & Tenderness
 - 7 Johnny Madsen - Bounty Blue
 - 8 Rod Stewart - Vagabond Heart
 - 9 Beach Boys - Very Best Of
 - 10 Seal - Seal

SWITZERLAND

- Singles**
- 1 De La Soul - Ring Ring Ring (Ha Ha Hey)
 - 2 Scorpions - Wind Of Change
 - 3 Zucchero/Paul Young - Senza Una Donna
 - 4 M.C. Eugster - Zillertaler Hochzeitsmarsch
 - 5 Roxette - Fading Like A Flower
 - 6 The KLF - Last Train To Trancentral
 - 7 Roxette - Joyride
 - 8 Crystal Waters - Gypsy Woman
 - 9 Cher - The Shoop Shoop Song
 - 10 Technotronic feat. Reggie - Move That Body

- Albums**
- 1 Roxette - Joyride
 - 2 Stephan Eicher - Engelberg
 - 3 Seal - Seal
 - 4 Soundtrack - The Doors
 - 5 R.E.M. - Out Of Time
 - 6 Rod Stewart - Vagabond Heart
 - 7 Scorpions - Crazy World
 - 8 Simple Minds - Real Life
 - 9 Michael Bolton - Time, Love & Tenderness
 - 10 Bee Gees - High Civilization

GERMANY

- Singles**
- 1 Scorpions - Wind Of Change
 - 2 Crystal Waters - Gypsy Woman
 - 3 Cher - The Shoop Shoop Song
 - 4 Zucchero/Paul Young - Senza Una Donna
 - 5 Roxette - Fading Like A Flower
 - 6 The KLF - Last Train To Trancentral
 - 7 Color Me Badd - I Wanna Sex You Up
 - 8 Jesus Loves You - Bow Down Mister
 - 9 De La Soul - Ring Ring Ring (Ha Ha Hey)
 - 10 O.M.D. - Sailing On The Seven Seas

- Albums**
- 1 Roxette - Joyride
 - 2 Scorpions - Crazy World
 - 3 Eurythmics - Greatest Hits
 - 4 R.E.M. - Out Of Time
 - 5 Rod Stewart - Vagabond Heart
 - 6 Bee Gees - High Civilization
 - 7 Seal - Seal
 - 8 Soundtrack - The Doors
 - 9 Zucchero Fornaciari - Zucchero
 - 10 O.M.D. - Sugar Tax

HOLLAND

- Singles**
- 1 Crystal Waters - Gypsy Woman
 - 2 Extreme - More Than Words
 - 3 Color Me Badd - I Wanna Sex You Up
 - 4 Zucchero/Paul Young - Senza Una Donna
 - 5 Cher - The Shoop Shoop Song
 - 6 T99 - Anastasia
 - 7 Mannenkoor Karrespoor - Mooi Man
 - 8 Scorpions - Wind Of Change
 - 9 Sniff 'N' The Tears - Driver's Seat
 - 10 R.E.M. - Shiny Happy People

- Albums**
- 1 Bob Marley - Legend
 - 2 Doe Maar - Doe Maar De Beste
 - 3 Lenny Kravitz - Mama Said
 - 4 R.E.M. - Out Of Time
 - 5 Eurythmics - Greatest Hits
 - 6 Het Goede Doel - Het Beste Van...
 - 7 Seal - Seal
 - 8 Zucchero Fornaciari - Zucchero
 - 9 Roxette - Joyride
 - 10 Chris Rea - Auberger

NORWAY

- Singles**
- 1 Zucchero/Paul Young - Senza Una Donna
 - 2 Cher - The Shoop Shoop Song
 - 3 Scorpions - Wind Of Change
 - 4 B.Adams - (Everything I Do) I Do It For You
 - 5 Alice Cooper - Hey Stupid
 - 6 Chesney Hawkes - The One And Only
 - 7 Color Me Badd - I Wanna Sex You Up
 - 8 R.E.M. - Losing My Religion
 - 9 The KLF - Last Train To Trancentral
 - 10 R.E.M. - Shiny Happy People

- Albums**
- 1 Roxette - Joyride
 - 2 Michael Bolton - Time, Love & Tenderness
 - 3 Cher - Love Hurts
 - 4 Zucchero Fornaciari - Zucchero
 - 5 Gasolin - Rabalderstraede
 - 6 Scorpions - Crazy World
 - 7 Tor Endresen - Solo
 - 8 Danko/Fjeld/Andersen - Danko, Fjeld, Andersen
 - 9 Return - Fourplay
 - 10 Bjelleklang - Dæng Dæng

AUSTRIA

- Singles**
- 1 Cher - The Shoop Shoop Song
 - 2 Scorpions - Wind Of Change
 - 3 Chesney Hawkes - The One And Only
 - 4 Frank Zappa - Bobby Brown Goes Down
 - 5 Jesus Loves You - Bow Down Mister
 - 6 Crystal Waters - Gypsy Woman
 - 7 Roxette - Fading Like A Flower
 - 8 Bee Gees - Secret Love
 - 9 The KLF - Last Train To Trancentral
 - 10 Bingoboy & Princessa - How To Dance

- Albums**
- 1 Roxette - Joyride
 - 2 Eurythmics - Greatest Hits
 - 3 Die Hektiker - Endlich
 - 4 Seal - Seal
 - 5 Scorpions - Crazy World
 - 6 R.E.M. - Out Of Time
 - 7 Dr. Alban - Hello Afrika
 - 8 Rod Stewart - Vagabond Heart
 - 9 Bee Gees - High Civilization
 - 10 Soundtrack - The Doors

FRANCE

- Singles**
- 1 Les Inconnus - Auteuil, Neuilly, Passy
 - 2 Mylene Farmer - Désenchantée
 - 3 Yannick Noah - Saga Africa
 - 4 Lagaf - La Zaubida
 - 5 F.Gray/D.Barbelivien - E Vado Via
 - 6 Beverley Craven - Promise Me
 - 7 Zucchero/Paul Young - Senza Una Donna
 - 8 Mecano - Hija De La Luna
 - 9 Fredericks/Goldman/Jones - A Nos Actes Manques
 - 10 Roch Voisine - On The Outside

- Albums**
- 1 Mylene Farmer - L'Autre
 - 2 Patrick Bruel - Alors Regarde
 - 3 Enigma - MCMXC A.D.
 - 4 Fredericks/Goldman/Jones - Fredericks, Goldman & Jones
 - 5 Soundtrack - Grease
 - 6 UB40 - Labour Of Love II
 - 7 F.Gray/D.Barbelivien - Les Amours Cassees
 - 8 Soundtrack - The Doors
 - 9 Mano Negra - King Of Bongo
 - 10 Roch Voisine - Double

BELGIUM

- Singles**
- 1 Crystal Waters - Gypsy Woman
 - 2 Zucchero/Paul Young - Senza Una Donna
 - 3 The KLF - Last Train To Trancentral
 - 4 S Paganelli - Dance Computer 5
 - 5 Julie Masse - C'Est Zero
 - 6 Mylene Farmer - Désenchantée
 - 7 F.Gray/D.Barbelivien - E Vado Via
 - 8 Pleasure Game - Le Dormeur
 - 9 Wamblee - Anitouni
 - 10 Cher - The Shoop Shoop Song

- Albums**
- 1 De Kreuners - Het Beste Van
 - 2 Stef Bos - Is Dit Nu Later
 - 3 Bob Marley - Legend
 - 4 Willy Sommers - Sommers 20
 - 5 The KLF - The White Room
 - 6 Mylene Farmer - L'Autre
 - 7 Roxette - Joyride
 - 8 R.E.M. - Out Of Time
 - 9 Francois Feldman - Magic' Boul'vard
 - 10 De La Soul - De La Soul Is Dead

FINLAND

- Singles**
- 1 Juice Leskinen Grand Slam - Pienestä Pitiäen
 - 2 Eppu Normaali - Lensin Matalalla
 - 3 Madonna - Holiday
 - 4 Pet Shop Boys - Jealousy
 - 5 Londonboys - Sweet Soul Music
 - 6 Bat & Rydd - Saarna
 - 7 De La Soul - Ring Ring Ring (Ha Ha Hey)
 - 8 Klamydia - Hihhilit Tuloo
 - 9 Carola - Fångad Av En Stormvind
 - 10 Technotronic feat. Reggie - Move That Body

- Albums**
- 1 Roxette - Joyride
 - 2 Juice Leskinen Grand Slam - Taivaan Kappaleita
 - 3 Skid Row - Slove To The Grind
 - 4 Eppu Normaali - Paskahatun Paluu
 - 5 Suurlähtiläät - Omituisten Otusten Kerho
 - 6 Beach Boys - Very Best Of
 - 7 Matti Ja Teppo - Taivaan Merkit
 - 8 Pate Mustajärvi - Pam Pam Pauli Vaan
 - 9 Hanna Ekola - Hanna Ekola
 - 10 R.E.M. - Out Of Time

GREECE

- Singles**
- 1 The KLF - Last Train To Trancentral
 - 2 Dr. Alban - Hello Afrika
 - 3 Nomad feat. MC Mikee Freedom - Devotion
 - 4 De La Soul - Ring Ring Ring (Ha Ha Hey)
 - 5 Technotronic feat. Reggie - Move That Body
 - 6 Dr. Alban - No Coke
 - 7 Enigma - Mea Culpa Part II
 - 8 Paula Abdul - Rush Rush
 - 9 C&C Music Factory - Gonna Make You Sweat
 - 10 The KLF - 3 A.M. Eternal Live At The SSL

- Albums**
- 1 R.E.M. - Out Of Time
 - 2 Dr. Alban - Hello Afrika
 - 3 The KLF - The White Room
 - 4 Massive - Blue Lines
 - 5 Scorpions - Crazy World
 - 6 E.M.F. - Schubert Dip
 - 7 Enigma - MCMXC A.D.
 - 8 Roxette - Joyride
 - 9 Eurythmics - Greatest Hits
 - 10 M.C. Hammer - Please Hammer Don't Hurt 'Em

ITALY

- Singles**
- 1 Crystal Waters - Gypsy Woman
 - 2 Claudio Bisio - Rapput (Senza Fiato)
 - 3 Joy Salinas - Rocking Romance
 - 4 Banderas - This Is Your Life
 - 5 Francesco Baccini - Qua Qua Quando
 - 6 L.U.P.O. - So Hard
 - 7 Riccardo Cocciante - Se Stiamo Insieme
 - 8 Simple Minds - See The Lights
 - 9 Space 1 - 4 Peace, 4 Unity
 - 10 Simple Minds - Let There Be Love

- Albums**
- 1 Adriano Celentano - Il Re Degli Ignoranti
 - 2 Gino Paoli - Matto Come Un Gatto
 - 3 R.E.M. - Out Of Time
 - 4 Marco Masini - Malinconia
 - 5 Sting - The Soul Cages
 - 6 Vasco Rossi - Viaggiando
 - 7 Vasco Rossi - Vasco Live 10.7.90 San Siro
 - 8 Umberto Tozzi - Gli Altri Siamo Noi
 - 9 P.Daniele - Pino Daniele Tra Musica E Magia
 - 10 Roberto Vecchioni - Il Capolavoro

SWEDEN

- Singles**
- 1 Zucchero/Paul Young - Senza Una Donna
 - 2 Scorpions - Wind Of Change
 - 3 O.M.D. - Sailing On The Seven Seas
 - 4 Pelle Almgren & Wow Liksom - Omåomigen
 - 5 The KLF - Last Train To Trancentral
 - 6 Chesney Hawkes - The One And Only
 - 7 Paula Abdul - Rush Rush
 - 8 Crystal Waters - Gypsy Woman
 - 9 Army Of Lovers - Crucified
 - 10 Cher - The Shoop Shoop Song

- Albums**
- 1 Roxette - Joyride
 - 2 Michael Bolton - Time, Love & Tenderness
 - 3 Rod Stewart - Vagabond Heart
 - 4 Seal - Seal
 - 5 Paula Abdul - Spellbound
 - 6 O.M.D. - Sugar Tax
 - 7 Cher - Love Hurts
 - 8 Skid Row - Slave To The Grind
 - 9 R.E.M. - Out Of Time
 - 10 Scorpions - Crazy World

IRELAND

- Singles**
- 1 Jason Donovan - Any Dream Will Do
 - 2 Kathy Durkin - Working Man
 - 3 Bette Midler - From A Distance
 - 4 Christie Hennessy - Roll Back The Clouds
 - 5 R.E.M. - Shiny Happy People
 - 6 Erasure - Chorus
 - 7 B.Adams - (Everything I Do) I Do It For You
 - 8 Rod Stewart - The Motown Song
 - 9 The Doors - Light My Fire
 - 10 Cher - The Shoop Shoop Song

- Albums**
- 1 Cher - Love Hurts
 - 2 The Saw Doctors - If This Is Rock & Roll
 - 3 R.E.M. - Out Of Time
 - 4 Rod Stewart - Vagabond Heart
 - 5 Christy Moore - Ride On
 - 6 Dermot Morgan - Scrap Saturday - The Tapes
 - 7 Seal - Seal
 - 8 Roxette - Joyride
 - 9 Eurythmics - Greatest Hits
 - 10 Christy Moore - Smoke & Strong Whiskey

PORTUGAL

- Singles**
- 1 Gipsy Kings - Hotel California
 - 2 Chris De Burgh - The Simple Truth
 - 3 Dr. Alban - Hello Afrika
 - 4 Roxette - Joyride
 - 5 Technotronic feat. Reggie - Move That Body
 - 6 Bobby Vinton - Blue Velvet
 - 7 Enigma - Sadness Part 1
 - 8 The KLF - 3 A.M. Eternal Live At The SSL
 - 9 Snap - Snap Megamix
 - 10 Bananarama - Long Train Running

- Albums**
- 1 Beach Boys - The Collection
 - 2 Enigma - MCMXC A.D.
 - 3 Soundtrack - Music From Twin Peaks
 - 4 Michael Bolton - Time, Love & Tenderness
 - 5 Technotronic - Body To Body
 - 6 R.E.M. - Out Of Time
 - 7 Supertramp - The Very Best Of...
 - 8 M.C. Hammer - Please Hammer Don't Hurt 'Em
 - 9 Simple Minds - Real Life
 - 10 The Waterboys - Best Of 81-90

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

New Operations Tips For Broadcasters

Last month's NAB "Small Market Roundtable" in Minneapolis generated many creative ideas for everyday broadcasting situations. Here are some recommendations:

1. Persuade small appliance stores to tune in your radio station on some floor radios used for demonstration, instead of piping in the station over a sound system. Car dealers can also be approached about demonstrating their car audio systems.
2. Conduct volunteer sales training classes at night for prospective sales people. Those with minimal interest will drop out; those with staying power become the serious

contenders, and they've already started their training.

3. Send "thank you" notes to the spouses of employees who have been working extra hours. Ask the spouse what their favorite restaurant is and send the couple there.
4. Offer a cash bonus to staff who refer candidates who are later hired.
5. Work out a deal with a cellular phone company to trade promotions for free usage. One way to work this into a promotion: broadcast from a shopping centre on Mother's Day weekend. Allow promotion participants to call their mothers for free.

Radio Moves To Branding

The practice of branding and "trademarking" of radio station names will become the norm by the end of this decade. With the prospect of national stations com-

ing via satellite, and with American radio learning more about what is occurring in Europe (already inundated with national brands), look for the end of

names such as "Kiss", "Lite", "Magic", "Mix", "Fox", and just plain call letters alone.

Stations will have to have their own brand identity to survive and to stay out ahead of the pack. For openers, American radio will borrow from TV, leaning toward cable and looking for names like TV has, such as "Lifetime", "TNT", "Cinemax", "VH-1" and others.

Some radio stations in the USA are already working to build brand identities which will stand alone as product names, much like "Crest", "Coke", "Kleenex", "Flex", and other brands stand alone among packaged goods. Watch for more stations to call themselves names associated with landmarks ("Cities", "The River", "Coast", "Heartland", "Blue Ridge"), and look for a different kind of marketing attitude to follow.

Courtesy of Radio Watch.

NAB Radio 1991 Session Update

As part of M&M's coverage of the forthcoming NAB "Radio 1991" conference in San Francisco September 11-14, here are some of the newest sessions planned:

1. **Positioning Your Radio Station To Win**—Covers the importance of image and what it takes to develop a winning positioning campaign.
2. **Who Should Manage? Who Should Own?**—How to make the leap from management to owner-

ship, and the responsibilities involved.

3. **Programming, Ownership and Financial Strategies For Survival and Success**—Discussion of financial workouts, time brokerage, joint sales and consequences of ownership deregulation.
4. **Revenue Forecasting—Clearing up Your Crystal Ball**—Media prognosticators discuss the market, industry, and economic indicators used to forecast revenues.

SINGLES

Billboard

ALBUMS

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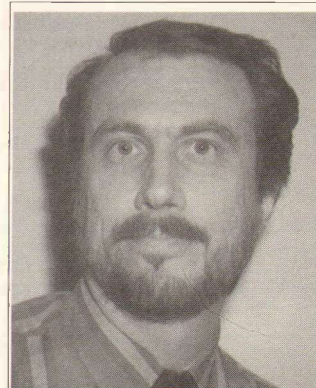
TW	LW	Artist/Title	Label
1	1	PAULA ABDUL/Rush Rush	Captive
2	2	EMF/Unbelievable	EMI
3	5	JESUS JONES/Right Here, Right Now	SBK
4	3	COLOR ME BADD/I Wanna Sex You Up (From "New Jack City")	Giant
5	4	LUTHER VANDROSS/Power Of Love/Love Power	Epic
6	7	MICHAEL W. SMIT/Place In This World	Reunion
7	10	UB40/Here I Am (Come And Take Me)	Virgin
8	14	TARA KEMP/Piece Of My Heart	Giant
9	15	RYTHM SYNDICATE/P.A.S.S.I.O.N.	Impact
10	8	CRYSTAL WATERS/Gypsy Woman (She's Homeless)	Mercury
11	16	DAVID A. STEWARD/Lily Was Here	Anxious
12	20	D.J. JAZZY JEFF/Summertime	Jive
13	13	MARC COHN/Walking In Memphis	Atlantic
14	31	BRYAN ADAMS/(Everything I Do) I Do It For You	A&M
15	6	EXTREME/More Than Words	A&M
16	11	LISA FISCHER/How Can I Ease The Pain	Elektra
17	19	WILSON PHILLIPS/The Dream Is Still Alive	SBK
18	25	LENNY KRAVITZ/It Ain't Over 'Til It's Over	Virgin
19	22	AMY GRANT/Every Heartbeat	A&M
20	18	LONDONBEAT/A Better Love	Radioactive
21	9	R.E.M./Losing My Religion	Warner Brothers
22	26	CORINA/Temptation	Cutting
23	17	SURFACE/Never Gonna Let You Down	Columbia
24	28	THE ESCAPE CLUB/I'll Be There	Atlantic
25	30	ROXETTE/Fading Like A Flower (Every Time You Leave)	EMI
26	23	STEELHEART/I'll Never Let You Go	MCA
27	12	ANOTHER BAD CREATION/Playground	Motown
28	32	SCORPIONS/Wind Of Change	Mercury
29	24	SALT-N-PEPA/Do You Want Me	Next Plateau
30	33	CHER/Love And Understanding	Geffen
31	21	BLACK BOX/Strike It Up	RCA
32	37	AFTER 7/Nights Like This (From "The Five Heartbeats")	Virgin
33	NE	HI-FIVE/I Can't Wait Another Minute	Jive
34	39	BOYZ II MEN/Motownphilly	Motown
35	29	MARIAH CAREY/I Don't Wanna Cry	Columbia
36	NE	THE KLF/3 A.M. Eternal	Arista
37	36	YO-YO FEATURING/You Can't Play With My Yo-Yo	East West
38	NE	SEAL/Crazy	Sire
39	27	MICHAEL BOLTON/Love Is A Wonderful Thing	Columbia
40	NE	KEITH WASHINGTON/Kissing You	Qwest

TW	LW	Artist/Title	Label
1	NE	VAN HALEN/For Unlawful Carnal Knowledge	Warner Brothers
2	1	SKID ROW/Slave To The Grind	Atlantic
3	2	PAULA ABDUL/Spellbound	Captive
4	4	GARTH BROOKS/No Fences	Capitol
5	5	C&C MUSIC FACTORY/Gonna Make You Sweat	Columbia
6	3	N.W.A./Efil4zaggin	Ruthless
7	6	R.E.M./Out Of Time	Warner Brothers
8	8	MARIAH CAREY/Mariah Carey	Columbia
9	9	THE BLACK CROWES/Shake Your Money Maker	Def American
10	7	MICHAEL BOLTON/Time, Love And Tenderness	Columbia
11	25	NATALIE COLE/Unforgettable	Elektra
12	10	ANOTHER BAD CREATION/Coolin' At The Playground	Motown
13	12	EXTREME/Extreme II Pornograffiti	A&M
14	13	EMF/Schubert Dip	EMI
15	11	SOUNDTRACK/New Jack City	Giant
16	14	LUTHER VANDROSS/Power Of Love	Epic
17	16	AMY GRANT/Heart In Motion	A&M
18	18	BOYZ II MEN/Cooleyhighharmony	Motown
19	15	WILSON PHILLIPS/Wilson Phillips	SBK
20	20	L.L. COOL J/Mama Said Knock You Out	Def Jam
21	27	SCORPIONS/Crazy World	Mercury
22	NE	3RD BASS/Derelects Of Dialect	Def Jam
23	17	ALAN JACKSON/Don't Rock The Jukebox	Arista
24	22	QUEENSRYCHE/Empire	EMI
25	23	RICKY VAN SHELTON/Backroads	Columbia
26	26	STEVIE WONDER/Music From "Jungle Fever"	Motown
27	21	ROD STEWART/Vagabond Heart	Warner Brothers
28	29	JESUS JONES/Doubt	SBK
29	28	ROXETTE/Joyride	EMI
30	30	ICE-T/O.G. Original Gangster	Sire
31	37	D.J. QUIK/Quik Is The Name	Profile
32	24	GARTH BROOKS/Garth Brooks	Capitol
33	36	VANILLA ICE/Extremely Live	SBK
34	19	PAUL MCCARTNEY/Unplugged - The Official Bootleg	Capitol
35	39	TRAVIS TRITT/It's All About To Change	Warner Brothers
36	35	FIREHOUSE/Firehouse	Epic
37	31	VARIOUS ARTISTS/For Our Children	Walt Disney
38	38	MADONNA/The Immaculate Collection	Sire
39	32	ENIGMA/MCMXC A.D.	Charisma
40	34	M.C. HAMMER/Please Hammer Don't Hurt 'Em	Capitol

Multi-faxing Technology Coming

New Jersey-based FAX MAX Services has petitioned the Federal Communications Commission (FCC) for spectrum space dedicated to fax-received data transmissions. The company hopes to transmit advertising and news services to business and private fax machines via the airwaves.

The receiver plugs into the back of a fax machine, where the telephone line is generally hooked up. The new system would allow for an unlimited number of fax machines to receive messages simultaneously, an impossible feat by current phone technology standards. Experimental broadcasts may take place in the New York City area as early as October.



The US page is edited by Tom Kay of Minneapolis-based Main Street Marketing & Promotion.

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EUROCHART HOT 100 SINGLES



THIS WEEK LAST WEEK WKS on CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED
1 4 8	Gypsy Woman (La Da Da La Da Dee) Crystal Waters - A&M (BMG)	UK,D,B,NL,E,A,CH,S,Ir,SF,I	35 51 2	Real Love Driza Bone - 4th & Broadway (Rondor)	UK	69 60 13	Strike It Up Black Box - deConstruction (Warner Chappell/Copyright Control)	D,B,NL,A
2 1 12	Senza Una Donna (Without A Woman) Zucchero Fornaciari & Paul Young - London (Warner Chappell/PolyGram/EMI)	F,D,B,NL,A,CH,S,PDK,N	36 30 5	Jealousy Pet Shop Boys - Parlophone (Cage/10 Music)	UK,D,B,CH,SF	70 53 8	Fångad Av En Stormvind Carola - Rival/BMG (Rival Music)	B,A,S,P,SF
3 2 24	Wind Of Change Scorpions - Mercury (Almo/Testatyme Music)	F,D,B,NL,A,CH,S,DK,N	37 48 17	Losing My Religion R.E.M. - Warner Brothers (Warner Chappell)	F,B,S,DK,N,I	71 70 4	Send Me An Angel Scorpions - Mercury (Almo/Testatyme Music)	F,B
4 3 12	The Shoop Shoop Song (It's In His Kiss) Cher - Epic (Alley/Trio/Hudson Bay)	UK,D,B,NL,A,CH,S,DK,Ir,N	38 41 10	Future Love Paradise Seal - ZTT/WEA (Beethoven Street/Perfect)	D,A,CH,S,SF	72 58 9	Touch Me (All Night Long) Cathy Dennis - Polydor (Chrysalis/Memory Lane)	UK,D,A,DK
5 5 7	I Wanna Sex You Up Color Me Badd - Giant (Hip Hop/Hifrost)	UK,D,B,NL,S,DK,Ir,N	39 28 19	Should I Stay Or Should I Go The Clash - Columbia (Nineden)	D,CH,S,PDK	73 54 9	Anastasia T99 - Who's That Beat/PIAS (P&M)	B,NL
6 6 10	Last Train To Trancentral/The Iron Horse The KLF - KLF Communications (EG/Zoo/WC/Wandee/BMG)	D,B,NL,E,A,CH,S,DK,Ir,GR	40 33 29	Crazy Seal - ZTT/WEA (Beethoven Street/Perfect)	F,D,CH	74 42 5	Only Fools (Never Fall In Love) Sonia - I.Q. Records (Hyde Park/Cordella/EMI)	UK
7 7 3	Any Dream Will Do Jason Donovan - Really Useful (Really Useful)	UK,Ir	41 45 28	The Grease Megamix John Travolta & Olivia Newton-John - Polydor (Warner Chappell)	F,E,DK	75 RE	Hello Afrika Dr. Alban - SweMix (Progressive/Misty/SweMix)	E,P,GR
8 39 2	Chorus Erasure - Mute (Sonet/Andy Bell)	UK,D,S,DK,Ir	42 40 4	I Touch Myself Divinyls - Virgin America (B.Steinberg/D.Barry/EMI)	UK,Ir	76 NE	Rollin' In My 5.0 Vanilla Ice - SBK (Copyright Control)	UK,IF
9 19 4	(Everything I Do) I Do It For You Bryan Adams - A&M (MCA/Rondor/Zomba)	UK,B,S,Ir,N	43 86 2	There's Nothing Like This Omar - Talkin' Loud (PolyGram/Congo)	UK	77 98 2	Dance Computer 5 S Paganelli - NBS (Copyright Control)	
10 9 14	Désenchantée Mylène Farmer - Polydor (Requiem Publishing)	F,D,B,NL	44 NE	Always There Incognito feat. Jocelyn Brown - Talkin' Loud (Carlin)	UK	78 NE	Unforgettable Natalie Cole with Nat 'King' Cole - Elektra (Bourne)	UK,B
11 19 4	Auteuil, Neuilly, Passy (Rap B.C.B.G) Les Inconnus - Productions Ledermann (Ledermann)	F,B	45 88 3	On The Outside Roch Voisine - GM/Ariola (Ed. Georges Mary)	F,B	79 82 4	De Sku' Ha' No'En Bank Brian - Genlyd (Genlyd)	DK
12 8 17	The One And Only Chesney Hawkes - Chrysalis (Warner Chappell)	D,B,A,CH,S,DK,N,SF	46 50 4	Hijo De La Luna Mecano - RCA/BMG (Ba Ba Blaxi Music)	F,B	80 NE	Rapput (Senza Fiato) Claudio Bisio - Epic (Aspirine/Sony)	I
13 13 11	Ring Ring Ring (Ha Ha Hey) De La Soul - Tommy Boy (WC/Tee Girl/Curio/Chelsea/Island/MCA)	D,B,NL,A,CH,S,DK,SF,GR,I	47 34 5	Holiday Madonna - Sire (Chrysalis)	UK,B,SF	81 79 5	Le Dernier Qui A Parlé Amina - Philips (PolyGram Music)	F,B,NL,S
14 10 9	Fading Like A Flower (Every Time You Leave) Roxette - EMI (EMI)	D,B,NL,A,CH,S,DK	48 63 4	Safe From Harm Massive Attack - Wild Bunch (Island/Chippendale/Copyright Control)	UK,D,B,NL	82 NE	Omåomigen Pelle Almgreen & Wow Liksom - Metronome (Sonet)	S
15 24 6	Rush Rush Paula Abdul - Virgin (EMI Songs)	UK,D,B,NL,S,Ir,GR	49 38 16	Where The Streets Have No Name/..Seriously? Pet Shop Boys - Parlophone (a.EMI/Warner Chappell aa.Cage/10)	D,E,A,CH,I	83 67 9	Just A Groove Nomad - Rumour (Skratch)	D,B,A,CH
16 12 5	Thinking About Your Love Kenny Thomas - Cooltempo (EMI/Rondor)	UK	50 35 15	A Nos Actes Manques Fredericks, Goldman & Jones - Columbia (JRG/Marc Lumbroso)	F	84 71 9	Se Stiamo Insieme Riccardo Cocciante - Virgin (Boventoon/L'Altra Meta)	B,I
17 16 5	Saga Africa Yannick Noah - Carrere (Copyright Control)	F,B	51 64 19	No Coke Dr. Alban - SweMix (SweMix Publishing)	D,B,NL,E,CH,GR	85 RE	See The Lights Simple Minds - Virgin (Virgin)	D,DK,I
18 17 7	Shiny Happy People R.E.M. - Warner Brothers (Warner Chappell)	UK,D,B,NL,S,Ir,N	52 44 4	Bobby Brown Goes Down Frank Zappa - Zappa (Not listed)	D,A,CH	86 NE	Tell Me Bonita Dana Dawson - Columbia (Sony)	F
19 18 3	The Motown Song Rod Stewart - Warner Brothers (MCA/Geffen)	UK,D,B,DK,Ir	53 62 18	Secret Love Bee Gees - Warner Brothers (Gibb Brothers/BMG Music)	D,A,CH	87 NE	Mama Kim Appleby - Parlophone (C N'K/Perfect)	UK,D
20 14 3	From A Distance Bette Midler - Atlantic (Julie Gold/Wing & Wheel)	UK,Ir	54 32 5	Light My Fire The Doors - Elektra (Rondor Music)	UK,Ir,SF	88 93 4	Rubberbandman Yello - Phonogram (Warner Chappell/Axxis)	D,CH
21 20 7	Move That Body Technotronic feat. Reggie - ARS (ADM/SOF)	UK,F,D,B,CH,S,P,Ir,SF,GR	55 55 11	Homely Girl UB40 - Virgin (Virgin/Intersong)	F	89 NE	7 Ways To Love Cola Boy - Arista (Copyright Control)	UK
22 15 8	Baby Baby Amy Grant - A&M (Age To Age/Edward Grant/Yellow Elephant)	UK,D,NL,A,S,Ir	56 47 11	Just The Way It Is, Baby the Rembrandts - Atco (WB/Warner-Tamerlane/Tiger God)	D,A	90 90 2	Pienestä Pitäen Juice Leskinen Grand Slam - Grand Slam (Grand Slam/Love)	SF
23 23 4	It Ain't Over 'Til It's Over Lenny Kravitz - Virgin America (Miss Bessie Music)	UK,D,B,NL,S,Ir	57 36 7	Je Me Battrai Pour Elle Frederic Francois - Trema (Barracato/Lercara)	F,B	91 56 7	Tainted Love/Where Did Our Love Go? Soft Cell/Marc Almond - Mercury (Burlington/Warner Chappell)	UK,D,B
24 11 18	Joyride Roxette - EMI (Jimmy Fun Music)	D,A,CH,PDK,I	58 46 13	One More Try Timmy T. - Quality (RMI)	D,B,A,S	92 75 3	Zillertaler Hochzeitsmarsch/HipHop Remix M.C. Eugster - Fresh (Fresh Music)	CH
25 37 4	E Vado Via Felix Gray & Didier Barbelivien - Multi/Talar (Zone Musique)	F,B	59 65 11	How To Dance Bingoboy & Princessa - Atlantic (Copyright Control)	D,B,A,CH	93 81 4	El 7 Del Septiembre Mecano - Ariola (BMG Music)	E
26 25 5	La Zoubida Lagaf - Flarenasch (Copyright Control)	F,B	60 69 2	I'm A Man Not A Boy Chesney Hawkes - Chrysalis (Trinifold/Plangent Visions)	UK,Ir	94 95 2	The Simple Truth (A Child Is Born) Chris De Burgh - A&M (Rondor Music)	P
27 21 16	Rhythm Of My Heart Rod Stewart - Warner Brothers (WB/Jamm/Bibo)	F,D,A,CH,S,DK	61 57 8	U & Mi Dr. Alban - SweMix (SweMix/Misty Music)	D,A,CH	95 NE	Les Brouillards De Londres Thierry Hazard - Columbia (Sony)	F
28 31 9	Promise Me Beverly Craven - Epic (Warner Chappell)	UK,F,Ir	62 59 2	Hotel California Gipsy Kings - Columbia (Long Run/Fingers/Warner)	E,P,GR	96 78 2	Tribal Base Rebel MC feat. Tenor Fly & B. Levy - Desire (Fiction/Copyright Control)	UK
29 26 13	Sailing On The Seven Seas O.M.D. - Virgin (Raw Unlimited/Virgin)	D,A,S	63 52 16	Let There Be Love Simple Minds - Virgin (Virgin Music)	F,D,I	97 NE	Sheriff Fatman Carter The Unstoppable Sex Machine - Big Cat (Island)	UK
30 29 6	Bow Down Mister Jesus Loves You - More Protein (Virgin)	F,D,A	64 68 19	Mea Culpa Part II Enigma - Virgin (Data Alpha/Mambo/Siegel)	F,P,GR,I	98 NE	C'Est Zero Julie Masse - Ariola (Ed. Georges Mary)	B
31 49 3	More Than Words Extreme - A&M (Rondor)	D,B,NL,S	65 43 18	This Is Your Life Banders - London (One Life/Island/Elysian)	D,I	99 RE	Diego Libre Dans Sa Tete Johnny Hallyday - Phonogram (Apache)	F
32 74 2	Hey Stoopid Alice Cooper - Epic (EMI/BMG/Sony)	UK,S,N,SF	66 NE	My Name Is Not Susan Whitney Houston - Arista (Zomba)	UK,B,NL,S	100 NE	Gypsy Woman Homeless - Power Brothers (Basement Boys)	D
33 22 4	Do You Want Me Salt N' Pepa - Ifrr (Copyright Control)	UK,Ir	67 66 3	Get The Funk Out Extreme - A&M (Rondor)	UK,Ir			
34 27 4	People Are Still Having Sex LaTour - Polydor (Take 2)	UK,B,Ir,SF	68 84 2	Night In Motion Cubik 22 - STT (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

NEW JAZZ FM OWNERS?: Jazz FM/London has reportedly agreed to a £1 million financing package from a new commercial radio investment company headed by **David Astor, David Maker, Tim Waterstone, Brian Brolly** and **Westpool Investment Trust** which owns the freehold to Jazz FM's London headquarters.

The deal could result in the group taking control of the station. According to a statement from Jazz FM, "appropriate co-financing arrangements have been agreed upon with the investors." Jazz FM MD **John Bradford** would not say how much investment is being put into the station or what shareholding and board membership the new group would acquire. As **M&M** went to press on July 4, a meeting between the new investors and Jazz FM was scheduled for Monday July 7.

According to various sources, Jazz FM is believed to be earning around £400,000 in revenue, with half of that coming from sponsorship. The station is also believed to have spent over £4 million in launch and operating costs in the last 18 months.

Jazz FM has recently been in talks with several companies over a rescue package or outright acquisition. Companies reported to be talking to Jazz FM included **EMAP/Allied Entertainments** group and French radio **NRJ**. But both reportedly walked away from the negotiating table when the Radio Authority wouldn't budge on letting new owners radically change the format.

SONET SALE NEAR: At press time, it looked very likely that the sale of Scandinavian independent **Sonet** to a major is imminent. **M&M** expects confirmation on Friday, July 5, just after deadline.

RENAULT JOINS RTL: **Patrick Renault**, in charge of communication for performing rights society **SACEM**, has been appointed director of artistic services and director of variety programmes at AM station **RTL**. The position has been vacant since the departure last March of **Jean-Pierre Dusséaux**, who went to public channel **Antenne 2** as head of programmes. Renault starts on July 15.

SAN REMO FIREWORKS: The San Remo Song Contest, always known for its controversy as well as quality music, is in the news again. The issue this time refers to the 1989 edition which Rome promoter **Adriano Aragazzini** organised for the first time. Various people connected with the festival have been arrested following allegations that Aragazzini had to pay £870 million in bribes to ensure that he could win the organising rights. The case continues.

Radio 1

(continued from page 1)

low ebb in the relationship between Radio 1 management and the music industry. I believe it's a fundamental part of our role to liaise with the music industry. It's important that we talk to them about what we are trying to do, and for them to let us know what their plans are, what bands they are launching.

Robinson: "I find the pluggers very professional. I find it useful to sit down for 10 minutes and talk. They get an idea of what we are looking for and we can feed back the response to the record. **Lycett:** "The only complaint I have is that I wish the record industry would be slightly more selective about the amount of product it puts out.

Q: How important is it for Radio 1 to break new acts. Do you need that track record?

Robinson: "I think you play records because they are good for radio and good for the audience. The size of the audience outnumbers the singles buyers by about 10 to one. You have to programme for the listening audience."

Lycett: "It's not a league table but its crucial that we do give new artists exposure because, if we don't, who will? And why should commercial radio? Their duty is to their shareholders, and familiarity is what people want."

Q: Since you introduced the

album playlist in March, there have been criticisms that the tracks have tended to be singles-oriented.

Robinson: "That's not true. We've playlisted over 90 tracks since we started and the majority have not become singles and never will. Tracks by **De La Soul, OMD** and **Pandora's Box** will never be singles. **Lenny Kravitz's Stand By My Woman** was playlisted from the album but the single is **It Ain't Over**. Inevitably some tracks will become singles because if we choose a track that's radio friendly. Its quite likely that the record company will come to the same decision."

Lycett: "If we had given it a B-list rotation, that would have heightened the profile of that track. Then they would think that if a track is getting that number of plays, they should be making it available as a single."

Q: Is it not more difficult to maintain a consistent sound with hand built shows?

Robinson: "With computer built radio you are adhering to places in a programme clock, whereas with our system there is an allocation of playlist records and the producer uses his skill to put those records in the right places with all the other ingredients the competitions, the features, the oldies, the LP tracks."

INRI

(continued from page 1)

station plans to be on-air in the early summer of 1992 with its popular entertainment service and "personality name presenters."

Says Kennedy, "We value the licence highly. It's a very important licence and a national commercial monopoly on FM. The station will be light and entertaining. We will be doing some speech and interviews but we will obviously keep to the specifications laid down."

FNR's backers include **Chiltern Radio**, which has the management contract for the station including programming, operational management, administration and other facilities.

Details Chiltern MD **Colin Mason**, "It will be a lighter sound than **[BBC] Radio 2**. We wouldn't go into it if we didn't think we could make money." FNR will broadcast from Chiltern's Milton Keynes studios and its own studios in cen-

tral London.

Reaction from the radio industry was generally cautious. Says **Trevor Morse** at **Boyfield Morse & Letwin**, "The level of the cash bid seems high, particularly in view of the higher than forecast transmission costs and rumours that Showtime's revenue projections for the early years were lower than Classic FM. They may well have problems finding a pricing strategy which avoids the "commodity" trap. Much of the station's hopes rest on launching into a market that is pulling quickly out of the recession"

Giles Squire, Metro FM programme controller, says, "I hope they have plenty of sherpas because they have a few mountains to climb, like how to persuade older listeners who are set in their ways to listen to an FM station which means many of them will have to buy a new radio, persuading advertisers that there really is a market for older people, and overcoming the restrictive format of the station."

BMG

(continued from page 1)

November at the age 60.

The Faro conference saw an emotional and heartfelt tribute paid to Lueftner during a special dinner. The company's MDs, led by Gassner, formed a full-blooded choir to perform *The Monti Song*, written for the occasion by producer **Jack White**. "Monti has influenced every person in this room, one way or another," said **Bertelsmann Music Group** chairman/CEO **Michael Dornemann**.

"My dreams came true," said Lueftner, of his 30-plus years with **BMG Ariola**. Gassner subsequently told **M&M** that "certain reporting lines and responsibilities" within the **G/A/S** territories will be

changed after Lueftner's retirement. "Monti will become an exclusive consultant for us," he added.

Gassner revealed that five **BMG** affiliates outside the **G/A/S** group (France, Spain, Italy, Mexico and Japan) each produced more than US\$10 million in profits in fiscal 1990/91. Newcomers to this cluster are the Mexican and Japanese subsidiaries. Next year, the company hopes to enlarge the number to seven.

He also noted that the company's return on sales is generally higher (around the 15% mark) where affiliates claim 10% market share or more. There are currently 21 affiliates with market shares exceeding that benchmark. "It is rewarding to go after market share," Gassner said, "providing

Annual Payments	
Radio Authority licence fee	£985,000
Wireless Telegraphy licence	£75,000
Cash bid (indexed after year 1)	£1,750,000
Transmission costs app.	£4,500,000
Qualifying revenue (ad/sponsorship)	4%
PRS copyright	up to 9%
PPL copyright (subject to Copyright Tribunal)	up to 20%
Frequency - Between 99.9 and 101.9FM	
Coverage	
Required to start with seven named transmitter sites serving over 70% of the UK population. It will be expected to cover approximately 85% of the population within two years. statutory requirements.	
Format	
At least 75% of airtime in any three consecutive hours must be devoted to music. The remainder may be speech or music. At least 75% of the music in any three consecutive hours must be non-pop (as defined by the Radio Authority. There is no requirement to carry news.	

Record Service

(continued from page 1)

ular artist."

Virgin Norway head of radio and press promotion **Marit Nielsen** explains, "The 60 to 70 stations we service in Norway are chosen using a number of different criteria. We look at location, how high the ratings are, how many stations they share a frequency with and we try to find out who their audience is."

Virgin works on an A and B list of stations, most of which receive singles. "Most do not play albums tracks," says Nielsen, adding, "It's a waste of time and money to service them."

Luciano Linzi, head of promotions at Italian record label **CGD**, says he uses the annual **Audiradio** listener statistics to target their service but adds, "New stations come along and existing stations can increase their popularity quite quickly," so decisions are not solely made on these figures.

In servicing stations with extras,

Linzi tries for equality with both national and local stations. Artists and concert promoters often make suggestions about the best stations for artist/act interviews. The location of tour dates also influences which station gets the freebies for listener competitions.

Polydor Italy head of promotions **Stefano Zappaterra** emphasises the problem of discovering what type of music each station plays. "We tune into stations everyday but it is not possible to listen without a lot of interruptions," he says, adding "I can never understand why some stations are so protective about their playlists."

According to **Columbia France** GM **Patrick Decam**, **Sony Music** services over 80 stations. Additional services such as giveaways and joint marketing campaigns are used to either "motivate the station or thank the station for having taken a risk with artists."

Island Records UK radio promotions **James McDonnell** stresses the importance of getting the service to suit the station. "There's

you go about it the **BMG** way."

Specifically, the multinational is looking to improve its share in large markets such as the UK, France and Japan, maintain its strength in **G/A/S**, develop further in Scandinavia and consolidate and improve its profit base in Belgium, the Netherlands and Italy.

In addition, **BMG** is aiming for intensive exploitation of **MCA/Geffen** repertoire worldwide, current and catalogue. Gassner also wants "a speedier improvement of our classical business." He said, "We have to spend the necessary marketing money. I was shocked to learn how good our competitors are in this field." Development of jazz market share is another priority, to be aided by **BMG's** upcoming European marketing venture with **GRP**.

a place for everything at **Radio 1** but **Capital** and many of the regional stations concentrate on a Top 40 sound while stations like **Kiss FM/London** and **Greater London Radio** tend to specialise.

"Depending on the interest shown, we will send out advance cassettes up to six weeks ahead of release, white labels three to four weeks ahead and the finished copy two or three weeks ahead."

At **EMI Belgium**, radio promotion officer **Marjolijne de Groot** reports, "We follow the **IFPI** guidelines, but privates call us to send them two or three copies of a single (national product only) to give away in a competition."

In Spain, **RCA** marketing director **Lydia Fernandez**, insists that stations should airplay their product, but adds, "There are stations who will not unless you advertise. It is not as bad as in the US, however, where I've observed some stations in New York hiring someone to accept financial incentives."

EHR TOP 25

TW	LW	WOC	Artist/Title	Label
①	2	4	PAULA ABDUL /Rush Rush (Virgin)	
②	4	5	CRYSTAL WATERS /Gypsy Woman (La Da Da La Da Dee) (A&M)	
3	3	12	CHER /The Shoop Shoop Song (It's In His Kiss) (Epic)	
4	1	7	ROXETTE /Fading Like A Flower (EMI)	
⑤	11	4	LENNY KRAVITZ /It Ain't Over 'Til It's Over (Virgin)	
⑥	7	4	COLOR ME BADD /I Wanna Sex You Up (Giant)	
⑦	10	3	ROD STEWART /The Motown Song (Warner Brothers)	
8	6	12	ZUCCHERO FORNACIARI/PAUL YOUNG /Senza Una Donna (London)	
9	9	4	R.E.M. /Shiny Happy People (Warner Brothers)	
10	5	10	AMY GRANT /Baby Baby (A&M)	
11	8	11	MICHAEL BOLTON /Love Is A Wonderful Thing (Columbia)	
⑫	18	3	KENNY THOMAS /Thinking About Your Love (Cooltempo)	
13	13	3	PET SHOP BOYS /Jealousy (Parlophone)	
14	14	3	BEVERLEY CRAVEN /Promise Me (Epic)	
⑮	24	2	CHESNEY HAWKES /I'm A Man Not A Boy (Chrysalis)	
⑯	NE		BRYAN ADAMS /(Everything I Do) I Do It For You (A&M)	
17	19	11	SEAL /Future Love Paradise (ZTT/WEA)	
18	17	3	KIRSTY MACCOLL /Walking Down Madison (Virgin)	
19	16	15	CHESNEY HAWKES /The One And Only (Chrysalis)	
⑳	NE		SONIA /Only Fools (I.Q. Records)	
21	12	6	CATHY DENNIS /Touch Me (All Night Long) (Polydor)	
⑳	NE		KYLIE MINOGUE /Shocked (PWL)	
23	23	3	SCORPIONS /Winds Of Change (Mercury)	
24	24	2	CHRIS REA /Looking For The Summer (East West)	
25	22	6	SIMPLE MINDS /See The Lights (Virgin)	

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

EHR NEW ADD LEADERS

BRYAN ADAMS /(Everything I Do) I Do It For You (A&M) 10
CHER /Love & Understanding (Geffen) 10
TOM PETTY /Learning To Fly (MCA) 10
ROD STEWART /The Motown Song (Warner Brothers) 7
MARIAH CAREY /There's Got To Be A Way (Columbia) 6
O.M.D. /Pandora's Box (Virgin) 6

The EHR "New Add Leaders" are those songs which received the highest number of playlist additions during the week. In the case of a tie, songs are listed alphabetically by artist.

EHR "A" ROTATION LEADERS

CHER /The Shoop Shoop Song (It's In His Kiss) (Epic) 33
AMY GRANT /Baby Baby (A&M) 33
CRYSTAL WATERS /Gypsy Woman (La Da Da La Da Dee) (A&M) 32
R.E.M. /Shiny Happy People (Warner Brothers) 31
PAULA ABDUL /Rush Rush (Virgin) 30

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

EHR TRACKING REPORT

Artist/Title	Total	A	B	Add
1 PAULA ABDUL /Rush Rush 56 30 20 4				
2 CRYSTAL WATERS /Gypsy Woman 48 32 14 1				
3 LENNY KRAVITZ /It Ain't Over 'Til It's Over 44 29 10 4				
4 CHER /The Shoop Shoop Song (It's In His Kiss) 42 33 8 0				
5 R.E.M. /Shiny Happy People 41 31 8 2				
6 COLOR ME BADD /I Wanna Sex 41 28 12 1				
7 ROD STEWART /The Motown Song 41 27 4 7				
8 AMY GRANT /Baby Baby 39 33 4 1				
9 ZUCCHERO/YOUNG /Senza Una 38 29 7 1				
10 ROXETTE /Fading Like A Flower 38 26 11 0				
11 MICHAEL BOLTON /Love Is A 32 28 3 1				
12 PET SHOP BOYS /Jealousy 29 14 11 4				
13 KENNY THOMAS /Thinking About Your Love 28 17 5 1				
14 SEAL /Future Love Paradise 28 16 10 1				
15 CHESNEY HAWKES /I'm A Man (Not A Boy) 28 14 8 3				
16 BRYAN ADAMS /(Everything I Do) I Do It For You 26 8 4 10				
17 KIRSTY MACCOLL /Walking Down Madison 25 16 9 0				
18 BEVERLEY CRAVEN /Promise Me 24 17 7 0				
19 CATHY DENNIS /Touch Me (All Night Long) 24 14 10 0				
20 CHRIS REA /Looking For The Summer 23 12 9 2				
21 KYLIE MINOGUE /Shocked 23 11 12 0				
22 SONIA /Only Fools 22 17 4 1				
23 SIMPLE MINDS /See The Lights 22 10 10 2				
24 DE LA SOUL /Ring Ring Ring (Ha Ha Hey) 21 15 6 0				
25 CHESNEY HAWKES /The One And Only 21 15 4 2				
26 SCORPIONS /Winds Of Change 21 14 6 1				
27 ROD STEWART /Rhythm Of My Heart 21 13 8 0				
28 WHITNEY HOUSTON /My Name Is Not Susan 21 11 5 5				
29 DOORS /Light My Fire 21 9 11 1				
30 KIM APPLEBY /Mama 21 4 12 5				

The EHR Tracking Report represents the simple, unweighted, total number of EHR reporting stations playing a song overall, how many stations have that song in either an "A" or "B" rotation, and how many new adds it has received. If the number of songs in "A" and "B" combined do not match the total station count, it is because some stations either have reported it as part of album airplay or have not indicated it in "A" or "B" rotation yet. In the case of a tie, songs are listed by "A" rotation.

CHARTBOUND RECORDS

DE LA SOUL /Ring Ring Ring (Ha Ha Hey) (Tommy Boy) 21/0
ROD STEWART /Rhythm Of My Heart (Warner Brothers) 21/0
KIM APPLEBY /Mama (Parlophone) 21/5
WHITNEY HOUSTON /My Name Is Not Susan (Arista) 21/5
DOORS /Light My Fire (Elektra) 21/1
CHER /Love & Understanding (Geffen) NE 20/10
TOM PETTY /Learning To Fly (MCA) NF 20/10
ERASURE /Chorus (Mute) 20/4
REMBRANDTS /Just The Way It Is, Baby (Atco) 19/1
T'PAU /Whenever You Need Me (Siren) 19/1
THE KLF /Last Train To Trancentral/The Iron Horse (KLF Communications) 19/0
SALT-N-PEPA /Do You Want Me (ffrr) 18/3
MADONNA /Holiday (Sire) 18/2
EXTREME /More Than Words (A&M) 18/1
LATOUR /People Are Still Having Sex (Polydor) KE 17/4
THE MOCK TURTLES /And Then She Smiles (Siren) 17/3
ALICE COOPER /Hey Stoopid (Epic) NE 17/2
JASON DONOVAN /Any Dream Will Do (Really Useful) 17/1
MYLENE FARMER /Désenchantée (Polydor) 17/1
MASSIVE ATTACK /Safe From Harm (Wild Bunch) 16/4
ROACHFORD /Stone City (Columbia) NE 15/4
SYDNEY YOUNGBLOOD /Hooked On You (Circa) NE 15/4
HI-FIVE /I Like The Way (The Kissing Game) (Jive) 15/1
DIVINYLS /I Touch Myself (Virgin) 15/0
MARILLION /Cover My Eyes (Pain & Heaven) (EMI) 14/2
BANDERAS /This Is Your Life (London) KE 14/1
SOFT CELL /Tainted Love/Where Did Our Love Go (Mercury) 14/0
DEACON BLUE /Your Swaying Arms (Columbia) 13/0
OMAR /There's Nothing Like This (Talkin' Loud) 13/4
FEARGAL SHARKEY /Women And I (Virgin) 13/2

The EHR "chartbound" chart lists the total number of EHR reporting stations playing newer songs that do not yet have enough airplay points to rank among the EHR Top 25. The second number represents how many stations reported it to M&M for the first time. Records which have previously charted and are still active, although forced off the Top 25 by other songs, may qualify for "Chartbound". 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. Arrows indicate new entries in Chartbound.

Airplay Action

by Machgiel Bakker

While **Paula Abdul** remains on top of **Billboard's Hot 100 Singles** for the fourth consecutive week, she is also reigning the **EHR Top 25**. **Rush Rush** is played on 56 stations (48 last week) and has 30 "A" rotations. It marks **Virgin Records'** first no. 1 in EHR. Strong reports come from EHR stations in the UK, Germany, Italy, Denmark and Belgium.

Lenny Kravitz, another Virgin signing, is also having an impact on EHR stations. **It Ain't Over** is jumping from 11 to 5 this week and is being played in 10 European markets with the emphasis on the UK, Norway and Germany.

Rod Stewart scores his second top 10 single with **The Motown Song** moving from 10 to 7; airplay is best in the UK, Germany and Denmark. **Kenny Thomas's** **Thinking About Your Love** is another good climber (18->12) and although the record is getting almost exclusive airplay in the UK, first reports are coming in from Italy, Germany and Denmark.

Bryan Adams' pop ballad **(Everything I Do) I Do For You**, from the **Kevin Reynolds**-directed movie "Robin Hood", is the highest entry at 16 in the EHR Top 25 this week. It is played in seven markets, notably in the UK, Denmark and

Norway. Other entries include **Sonia** and **Kylie Minogue**. **Whitney Houston's** **My Name Is Not Susan** makes a big jump in Chartbound. Currently played best in the UK, Belgium, Germany and Sweden, the single has more than a chance of entering the Top 25 if more rotations are added next week.

Together with Bryan Adams, both **Cher's** **Love And Understanding** and **Tom Petty's** **Learning To Fly** score 10 new adds this week. In fact, the latter two records do well in exactly the same markets: Denmark, Italy, Scandinavia and the UK.

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