

# MUSIC & MEDIA

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Europe's Music Radio Newsweekly . Volume 8 . Issue 32 . August 10, 1991 . £ 3, US\$ 5, ECU 4

## MTV, Unique Join Forces For Radio

by Jeff Green

MTV Europe and UK-based radio syndication specialist The Unique Broadcasting Company have formed an equal partnership to make MTV's programming resources available for the first time to radio stations in Europe.

The indefinite arrangement, for which terms were not disclosed, begins with barter/sale syndication of MTV's news programming via satellite and DAT.

Unique producer Bethan Davis will produce the as-yet-unnamed radio news programme, working with MTV news director Fione Friel, who comments, "MTV's ability to access major artists through its credibility in the industry will translate to radio as successfully as it has to televi-

(continues on page 22)



**A REAL GOOD WOMAN** — Following her recent concert in Cologne, Capitol recording artist Bonnie Raitt met with EMI Germany executives. Back row (l-r): GM EMI UK Jan Garich, director sales/marketing Marcel Ewald, Raitt, GM for radio & press promotion Winfried Ebert, Capitol product management coordinator Manuela Kohn. Seated (l-r): Capitol product manager Kai Fleschmann, EMI Music Worldwide Capitol marketing manager Didier Zerath, director/product management Michael Golla and SBK product manager Marco Quirini. Raitt's 11th album, *Luck Of The Draw*, has climbed to no. 56 in the European Top 100 Albums.

## Radio Listener Research: Stations Turning In-House

by the M&M Staff

The landmark agreement in the UK to marry the BBC Radio and Independent Radio ratings surveys (RAJAR) has focused attention on the state of the audience research in Europe (M&M August 3). An M&M informal poll shows that many radio station operators are turning to in-house research to complement data bought from ratings houses.

Comments Mike Powell, MD of County Sound/Surrey in the UK, "Traditionally we have con-

tracted out, but recently we've been doing it ourselves with a mini-research division we've set up within the company and we've made the investment in computer technology.

"We've just completed our first major commissioned research for a Cornish franchise application we are involved in. We are very pleased with the results and found it cheaper than contracting out.

"We have been so impressed with the detail and quality of the data for the Cornish research, par-

ticularly the attitudinal information, that we will now start doing it for ourselves."

Dave Lincoln, MD of Red Rose/Lancashire, agrees with Powell. "We contract out at present, although we are looking to invest in in-house research. We have the Selector programming system, which can be used to analyse the results.

"We have found it very useful. The stations around us have made mistakes when they split frequencies and we wanted to do it right.

(continues on page 3)

## GMEN'S ROCHE NOW CHAIRMAN

### Oyston Out At Trans World

by Hugh Fielder

A board meeting by UK radio group Trans World Communications being held as M&M went to press was expected to appoint new directors to replace chairman Owen Oyston and two non-executive directors who resigned minutes before last week's annual general meeting.

Harry Roche, chairman of the Guardian and Manchester Evening News (GMEN)—which has a 20% shareholding in Trans World and had been trying to oust Oyston from the board—has taken over as acting chairman

while a new non-executive chairman, "preferably with a radio background," is sought.

Michael Connolly, who was assistant MD at Trans World along with Piccadilly Radio/Manchester chairman Julian Allitt, has taken over as acting chief executive. After the annual general meeting the Trans World board comprised two executive directors (Allitt and Connolly) and three non-executive directors—Roche, Stanley Porter (GMEN's financial director) and Lord Colnbrook.

UK media group EMAP, (continues on page 22)

## EMI, VIRGIN ALSO TAKE HONOURS

### PolyGram Mid-'91 Album Leader

by Machgiel Bakker & Mark Sperwer

PolyGram is the leading album company in M&M's mid-1991 chart survey. Based on the European Top 100 Albums from January 2-June 30, PolyGram's lead of 21.17% is supported by a wide variety of labels. Those include Rocket (Elton John), Polydor (the *Grease* soundtrack), A&M (Sting), Mercury (Scorpions, INXS), London (Jimmy Somerville) and Decca (Carreras/Domingo/Pavarotti).

Warner Music ranks second with 20.55%, thanks to successes on the Warner Brothers (R.E.M., Rod Stewart), WEA International (Phil Collins), Reprise (Chris Isaak), Sire

(Madonna) and East West (Chris Rea) labels.

EMI Music has grabbed the (continues on page 22)

### No. 1 in EUROPE

**European Hit Radio**  
BRYAN ADAMS  
*(Everything I Do) I Do It For You*  
(A&M)

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

**European Top 100 Albums**  
R.E.M.  
*Out Of Time*  
(Warner Brothers)

## Lisa Lisa & Cult Jam

COLUMBIA

the single

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**POPKOMM.**  
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# Sony/ARS Set Artist Showcase

by Marc Maes

The first in a series of showcases featuring ARS artists is set to take place at the London Zoo on August 13. The event is being organised by distributor Sony Music International in London, and acts on stage include Technotronic, Quadrophonia, MSD, Melissa and Rozlyn Clarke. Four other showcases are planned in Berlin, Paris and two venues in Belgium and Holland in the months to follow.

Says SMI marketing manager Maureen Keely, "It is our plan to present these five acts to the British press, radio and TV, as well as to the most important retailers. We think that about 500 people will attend the showcase at the London Zoo, and we're very excited about what the Belgian ARS label has to offer. Their last four singles all

went into the top 50." Keely adds that "Get off your ARS and dance" T-shirts and presentation cassettes are being mailed.

The ARS roadshow in London is being backed by Capital Radio/London and from August 1, the station will be having competitions with 200 free invitations to the showcase.

In Antwerp, ARS MD Patrick Busschots wants to establish the ARS as a company "with real artists, no fake. That's why the five artists of the package will bring live vocals. The showcase will support some important releases in the UK, and if we have been a breeding ground for new talent for a while, it's time now to establish the artistic aspect of the label."

The series of showcases will run until October to coincide with ARS's 15th anniversary.

## Listener Research

(continued from page 1)

We spent £12,000 on researching what music people wanted to hear and their attitudes to Red Rose and our competitors. We followed the research to the letter when splitting frequencies, even though we didn't agree with everything in it, and the result was a 46% reach."

Powell's and Lincoln's sentiment is echoed by Piet Keizer, MD at Radio Antigoon in Belgium. That station has a special software for radio research. "We try to carry out the research ourselves, but it takes a lot of energy and money to do so. To have a representative answer, you must at least call over 100 people at random per day. We are restricted in time and personnel, but our research work has helped us compile and define the format we use now."

Keizer adds that the station sometimes calls listeners with a sample tape featuring excerpts of hit records in order to rapidly find out what records should be on the playlist.

At the Flemish BRTN Radio, radio research is carried out by two companies: Dimarso and Marketing Unit.

BRTN research department head Herman Santi says, "Dimarso has a 1,500-person-strong panel who are given diaries. People are asked to fill in their listening habits per 15 minutes. We also want them to define the stations they listen to."

Santi says, "Marketing Unit is currently doing a 'scanning' of our audience. Marketing Unit calls some 50 listeners at random with a list of standard questions based on the 'yesterday's behaviour' method." He adds that particularly the last method has given proof of its credibility as its results served a strong and reliable basis to launch the overnight programme at the BRTN's four channels.

Additional research is a must in highly competitive markets, says Laurent Bouneau, director of programmes at French network Skyrock. "We carry out audience research ourselves, as well as subscribing to sources such as Mediаметrie. We don't have so much

# M&M BUSINESS CALENDAR

- August 22-25 - PopKomm, Gürzenich, Köln, Germany. Tel: (+49) 202.185 023.
- August 30-September 8 - Internationale Funkausstellung (International Broadcasting Fair), Berlin, Germany. Tel: (+49) 30.3038 2052
- August 31 - Frog And Roll Blues And Rock Festival, Lillers, France. Tel: (+33) 2.164 0765.
- September 10-13 - Copenhagen Music Seminar, Barons Boltens Gaard, Kongens Nytorv/Nyhavn, Copenhagen, Denmark.
- September 11-14 - NAB Radio 1991 Convention, Moscone Convention Center, San Francisco, US. Tel: (+1) 202.429 5405.
- September 15-17 - Radio Express Wine Country Safari, Napa-Sonoma, US. Tel: (+1) 213.850 1003.
- September 16-17 - Third Economist Telecommunications Conference, Portman Interconti-

- mental Hotel, London, UK. Tel: (+44) 71.976 6565; after August 11, Tel: (44) 71.493 6711.
- 25-28 - RTNDA 46th International Conference & Exhibition, Denver Convention Center, US.
- October 3-6 - Society of Broadcast Engineers National Convention, Hyatt Regency, Houston, US.
- October 3-16 - Sound Broadcasting Equipment Show, Albany Hotel, Birmingham, UK.
- October 4 (tentative) - Radio Academy Second Technical Conference, Birmingham, UK. (+44) 071.323 3837.
- October 14-19 - Medien Tage (Media Days), Kunstlerhaus, Munich. Tel: (+49) 89.950 821012.
- October 24-26 - 10 Ans de la FM, CNIT-Paris/La Defense, Paris. Tel: (+33) 1.3095 8787.
- October 30-November 3 - Interfest '91, Clarion Hotel, New Orleans, US. Fax: (+1) 445.170 94916.

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contact with RVA or IPSOS.

"Audience research is indispensable, because in France we are in a very competitive situation. There is something like 40 stations in Paris alone to choose from, and every major French city has at least 25 stations as well. The power is completely with the listener."

Bouneau adds, "We definitely need research organisations like Mediаметrie. The extent of the competition makes it necessary. If we didn't agree with Mediаметrie, we wouldn't subscribe to it, but on the whole, I think their system is pretty logical. We don't have any major problems with them."

"It's important to have several research sources. Then if you don't agree with one, you can go to another."

Rafael Revert, programme director at Spain's leading private network SER, points out another interesting reason for contracting research. "We contract out, of course, because being the leader, people might think we were manipulating the figures. It's extremely useful. It's the only way I can gauge

if I've made the right moves or not."

Revert has no major complaints about the state of ratings research in Spain, but adds, "I'd like to have 10 rather than two or three research companies. However, I heed the year-end cumulative figures more. This is really what counts and helps me determine the changes needed." At ONDA CERO, programming head Julio Garcia also uses a few research companies. "We contract it out to media research company EGM and also rely on the new radio listening figures company ICP."

In Italy, Audiradio in 1988 became the first company to organise listener surveys in that country. The cost of a survey then: about US\$3 million. It is still regarded as the official ratings agency and has the backing of the UPA (Italy's leading advertising association). In 1989, however, Datamedia Research Institute entered market.

In Norway, both public and private radio stations have begun commissioning listener research for the first time (M&M August 3). The research, being carried out by Oslo-based MMI (Marketing & Media Research), will deliver its first quarterly results in August and is presently sending weekly figures to contributing stations. Until now, there have been two types of research: one private and one public by pubcaster NRK.

The new approach will use "time listening." Comments MMI head of broadcasting research Asle Rolland, "We try to have people describe what radio they have listened to in a given period, but there has to be an aspect of aided recall, because it is much more difficult to identify a specific local station than it is to identify NRK."

"Many advertisers have avoided local radio because it hasn't seemed professional. I think this will improve the industry's status."

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# Labels Keep Vinyl Coming Despite New Radio 1 Policy

by Hugh Fielder

Record companies are not changing their promotion policy towards **BBC Radio 1** following controller **Johnny Beerling's** request for them to supply CD instead of vinyl wherever possible. Most companies are already geared up to send advance CD singles and albums. But several say they will continue to furnish vinyl formats.

Beerling sent a memo to record companies after an "expose" in *The Sun* newspaper alleged that producers were selling records that had been sent to them. He pointed out that it was unnecessary for companies to supply vinyl and CD promo copies and he would prefer companies to distribute CD when both formats were available. He also asked companies to put the 7-inch mix as track 1 of a CD promo single if possible, but Beerling stressed that there is no vinyl "ban" at **Radio 1** and that producers and DJs will play vinyl if no CD format is available.

**RCA** promotion director **Nick Godwyn** welcomes the move. "They should be playing from CD anyway. This whole episode should get them more involved in the format. We now get our CDs at

the same time as other formats—three weeks ahead of release. Certainly vinyl days are over on the album side."

But Godwyn admits he cannot afford to jeopardise the chance of airplay. "I don't want to have the chance of a station not having the record to hand. We need to cover all the producers. They expect it and I'm aware of the competition continuing to send out vinyl." Godwyn adds that he might service **Radio 1** up to three times with a particularly important record.

**Virgin** head of radio promotion **Adam Fisher** is still sending vinyl. "A lot of DJs like to see the records going 'round on the deck. We won't be making any changes although I think **Radio 1** would like us to. We've been sending CDs at the same time as vinyl for some time now and we will make it a policy from now on."

**EMI** head of promotion **Malcolm Hill** agrees that some DJs like the "security" of handling vinyl but says that his company wants to concentrate on CD singles. "The quality is guaranteed every time and only a few people want 7-inch singles these days. I'd like to extend that policy into regional radio as well."

**Robert Lemon** at **Sharp End Promotions** says some labels will have to gear up to provide CD singles at the same time as vinyl. "I've been telling them to do this for some time." But he isn't cutting back on vinyl. "You want the producers to listen to a record so you will send them any format that achieves that aim."

Lemon doesn't believe that second-hand records have much second-hand value. "If the record is a hit there aren't enough promo copies to go 'round and if it isn't, then nobody wants it anyway. If a record company supplies **Radio 1** with 100 records, what are they going to do with them afterwards? The record companies don't want them back. I've asked them."

Adds **Scott Piering** of **Appearance**. "You can't give some of this stuff away. I know, I've tried. As far as the labels are concerned, once the records are out of their hands they don't belong to them anymore. Some independent labels can't afford CD singles and I'm continuing to service 7-inch, 12-inch EPs and dance mixes to appropriate shows. What I'm really looking for is someone to put all their mixes onto one CD which would make it easier to handle for everyone."



**ALL IN A WEEKEND'S WORK** — Choice FM star DJs (l-r) **Daddy Ernie** and **George Kay** take a breather at **Tobacco Dock** during the final leg of "Choiceathon," a marathon 48-hour weekend broadcast for charity. DJ **Commander B** earned his wings with a parachute jump on **Salisbury Plain**. Among the stars who lent support were **Ruby Turner**, **Tammy Payne**, **Omar**, **London** footballers **David Rocastle** and **Ian Wright**, boxer **Lloyd Honeyghan** and ex-**WHAM!** manager **Simon Napier-Bell**. The £25,000 raised goes to **Ronald McDonald's Children's Charity**, **Save The Children Fund**, **Great Ormond Street Children's Hospital** and **Sickle Cell Anaemia**.

## Atlantic 252 Cites 30% Growth

**Atlantic 252** is claiming a 30% increase in listenership within its total survey area (TSA)—north of a line between **Bristol** and **The Wash**—in the first six months of this year, according to **BBC** research. Outside the station's own designated TSA, listening has increased by 65%.

Comments station manager **Travis Baxter**. "These are actual figures supplied by **BBC** audience research and not our interpretation of an 'any other stations'

figure. We have a contract with the **BBC**, which supplies us with regular numbers and analysis. However, because they are based on the **BBC's** daily data come figures, they cannot be compared with **JICRAR** figures."

"Our last commissioned diary research, published last September, gave us 2.37 million listeners. New research is due to start shortly and the results will be available in the autumn." PE

## Radio 1 Costs Reach £29.4m, Up 4.4%

**BBC Radio 1's** costs rose 4.4% to £29.4 million (app. US\$49 million) for the year ended March 1991. This compares with £47 million each for **Radio 2** and **Radio 3** and £64 million for **Radio 4**.

Says **BBC** controller **Johnny Beerling**. "This shows that **Radio 1** provides real value for money. We have tried to keep our costs under control in these difficult economic times and I don't believe we are under-resourced. We are now looking to gain more direct control over our budget. This would include items like **PPL** payments, studio operations, contracts and personnel, which are currently dealt with centrally."

The **BBC's** daily survey of listening gives **Radio 1** a daily reach of 11.7%, a weekly reach of 28% and a national audience share of 24%. **Simon Mayo's** breakfast show continues to be the station's flagship with 3.4 million listeners daily, followed by **Dave Lee Travis's** Sunday show with 3.1 million. The "Sunday Chart Show" gets 3.0 million and the summer "Radio 1 Roadshow" live broadcasts average 2.9 million.

Audience appreciation, derived from the listening panel, rates **Steve Wright's** afternoon

show highest, followed by **Dave Lee Travis**. The "Friday Rock Show" and "In Concert" also scored over a 70% favourable reaction. The station's live cover-

age of **Knebworth 1990** attracted 4.3 million listeners, the largest recorded by any single radio show during the year. HF

### BBC Daily Listening Survey

	Daily reach (%)	Weekly reach	Avg. daily listening	Listening share (%)
<b>Radio 1</b>	11.7	28	3:04	24
<b>Radio 2</b>	7.4	16	3:02	15
<b>Radio 3</b>	1.2	5	2:12	2
<b>Radio 4</b>	7.9	15	2:03	11
<b>Radio 5</b>	0.8	4	1:41	1
<b>Local radio</b>	5.5	18	2:37	10
<b>Nat regions</b>	1.2	3	2:05	2
<b>All BBC</b>	32.0	59	2:59	65
<b>ILR</b>	14.3	34	3:07	30
<b>Other</b>	2.3	n/a	2:58	5
<b>All radio</b>	45.5	74	3:13	100

Source: Daily Survey of Listening

## Invicta Complains About "Free" BBC Promo Spots

by Paul Easton

**Invicta Radio/Kent** has complained to the **Office of Fair Trading** over the use of "free" **BBC TV** airtime to promote its local radio stations.

**Invicta's** rival **BBC Radio Kent**, **Radio Sussex** and **Greater London**

**Radio** have had 30-second "commercials" broadcast immediately after the early evening "Newsroom South-East" regional programme. There is also a general plug for the region's local stations, including a caption with frequencies at the end of the local news sequence after the "Nine O'Clock News."

Says **Invicta MD Nigel Reeve**. "Here we have the **BBC** giving its stations free advertising at a time when my own promotional budget has had to be cut right back because of the recession. Our lawyers believe the **BBC** could be pursued under the **Competition Act 1980**, and they are following this up.

The **BBC** is using its monopoly to distort the market place. Why should they be able to advertise on TV for nothing when I can't?"

The **BBC's** MD of regional broadcasting **Ron Neil** says the plugs are an information service to let viewers know about **BBC** local radio's increased news coverage.

# WDR 5's October Debut Spots Education, Culture

by Mal Sondock

Unlike stations in the other nine German states, licenced private stations in North Rhein-Westphalia must broadcast for the "majority" of its potential listeners, while the public giant WDR moves towards target demographic broadcasting with the launch of its new station WDR 5 on October 7, which will broadcast information, education and cultural programmes.

WDR GM Friedrich Nowotny calls the reshuffling of the other four programmes "not a reform, but a new mix of our extensive offer to the listener." The new programming plan will incorporate a strong coordination between the five programmes. WDR 5 will take over the frequencies from the present WDR 1 and will split frequencies during the morning hours into eight regional programmes to more readily compete with the local private stations. At present, WDR 1 has pop and rock sounds in the afternoon, but it will take on the persona of a "youth" station.

As of October, the EHR recurrences and rock sounds will start at 06.05. WDR 2 will serve as the news and features broadcaster, with a magazine-type format dominating the schedule. Up-to-the-minute information will also be featured. WDR 3 will increase its amount of classical music, and the popular schlager-MOR programme WDR 4 will continue with its present format.

The 90 minutes of advertising allowed will be split between WDR 1, 2 and 4, with WDR 1 adding morning ad spots to their schedule. This means, at the prime morning time, more advertising will be available on the WDR stations than ever before.

According to Dr. Klaus Klenke, PD for the statewide broadcaster for North Rhein Westphalia Radio NRW, "I thoroughly understand that WDR will do everything in its power to compete with us for advertising income, as long as a good part of their budget is covered by ad income. Right now, the only major change is with WDR 1, with their full-time youth-orient-

ed programme. At present, our stations have a 28% share of the youth market, compared with 13% for WDR 1. We have a 46-minute-a-day share, compared with six and eight minutes for WDR 1 and 2, respectively.

"Our main target group is the 20-50 (age) audience and we have the largest share there. I'm convinced our present format of good AC pop programming, with good and interesting news and information coverage, coupled with the fantastic local news coverage, is the right formula for success. If and when WDR garners listener figures that beat ours, we'll certainly review the format and make appropriate changes."

Now it is very much the responsibility of WDR, with five statewide programmes, to justify the tremendous number of frequencies that they control and the heavy expense of running five radio stations through significantly increased listener figures. With more and more private stations opening in their state, it will be a heady challenge.

# RTL Radio Gains First German Frequency, Relocates To Berlin

The Berlin radio authorities have awarded licenses for two new FM frequencies. The first will go to Info Radio, a news and talk-oriented station under the ownership of local newspapers and RSH, the private statewide station in Schleswig-Holstein; the second goes to Luxembourg-based RTL Radio.

RTL Radio GM Bernt Von Zur Mühlen remarks, "This is the first frequency in Germany that belongs to us. In Stuttgart, we produce programmes for other frequency owners."

The entire executive staff of RTL Radio will move from Luxembourg to Berlin with Von Zur Mühlen as GM, Arno Müller as PD and American Lorraine Granger serving as music director.

The job of PD in Luxembourg will be taken over by former music director Stephan Halfpap. The Berlin station will begin broadcasting on November 4.

The first new staff addition is American DJ Rik De Lisle, who gained his popularity in the then-divided city with AFN and later joined RIAS 2 to become one of the top air personalities there.

De Lisle is well-known for his work for charity, especially children with cancer, and social services. De Lisle will also serve as consultant to the station, in addition to his airshift duties.

"The move will put our centre of operations for German-language broadcasting in the new nation's capital, in line with CRT policy," says Mühlen. "We will boost our signal to cover the entire state of Brandenburg and we will have studios in Postdam, as well.

"Our news service will come from company-owned NSR in Bonn by satellite and, of course, we will do extensive local news and information coverage. In addition, we have placed applications in all five of the new German states for frequencies."

When asked about the musical format for the station, Mühlen quipped, "We can't let the cat out of the bag just yet, but I promise you that we won't be featuring folk music or heavy metal."

Since June 12, RTL Radio has added coverage of an additional 1.5 million households through the Astra satellite frequency covering cable and satellite-equipped homes.

At present RTL Radio, with its German-language programme originating in Luxembourg, broadcasts to satellite-cable listeners and large numbers of west Germans through its terrestrial frequencies, also in Luxembourg.

The format for the station is basically AC, with a recurrent and EHR influence, mainly featuring music from the '60s through the '80s. The target group is 25-45 year-olds and tests run by the station are carried out frequently to find the right musical mix for their listeners.

The Stuttgart operation has five terrestrial frequencies covering large parts of the state of Baden-Württemberg. Programmes are also carried by Radio BB/Böblingen, Radio ES/Esslingen, Rems-Murr Burger-radio, Radio Merkur/Rastatt and KÖ/OK/Augsburg in the neighboring state of Bavaria.

"The move to Berlin means a basic re-launch for RTL Radio," says Mühlen.

Previously, Radio Luxembourg was the only German-language commercial broadcaster competing with the public stations for advertising income.

MS

# German States Snagged On Broadcast Bill

Approval over the changes in Germany's broadcasting regulations has still not been reached between the 16 state governors.

In Germany, where broadcasting is regulated on a state-to-state basis, any national changes must meet the unanimous approval of the states. The governors agreed on many subjects, including the increase in licence fees for each German household with a TV and/or radio, special funding of the new east German public broadcasters, and a complete financing of three national radio stations. However, in the bill presented to the state legislatures, other points were covered, but not accepted.

Bavarian state legislature broadcast media director Dr. Hans Jörg Kuch pointed out the problems. "All of the states are in agreement with the main points; however, two of the proposals in the bill are not acceptable to us and several other states. The bone of contention lies in the proposed increase of the number of members of the board of the public broadcaster ZDF. Several states, led by North Rhein-Westphalia, a state governed by the SPD (centre-left) party, want not only to add representatives from the five new east German states which we agree to, but also further increase

the membership to include other public interest groups. We, and the other CDU/CSU-governed states, feel that these additions are not necessary or acceptable.

"Secondly, the 16 state governors agreed to the financing of a culture channel, but the legislature agrees only if public broadcasters (ARD and ZDF) can become involved in the establishment of a TV news channel similar to CNN, and perhaps a sports channel, both in a joint venture with private companies. These stations would be carried by satellite and cable and would reach all of the common market. The main financing would come from advertising—the present bill does not allow for such involvement."

Until all the laws are agreed upon, the bill cannot be passed.

The public broadcasters are relying on additional income from the new licence fee increase, starting January 1, 1992. These monies are also needed for the establishment of both the east German public broadcasters, whose present budgets expire at the end of this year, and the three new national stations also due to hit the airwaves early next year. However, a meeting planned for July 30 in Bonn was expected to result in the necessary compromises.

# Latest German Radio Ratings

by Bob Lyng

According to the 1991 local radio analysis carried out by the Bavarian state licensing authority (BLM), the most significant winners were those local stations presenting a primarily German-language music format.

Munich-based Radio Arabella, although losing 35.1% (2.700) of its listeners in the 14-29 age group, managed to achieve the top spot by retrieving 4.5% (1.000) of the 30-49 audience through its programming, which emphasised German music and international evergreens. Even Radio Jazz-Welle, which shares the frequency with Arabella, was able to win 40.000 listeners from its jazz programme between 09.00-12.00 on Sunday mornings, placing it well in front of Radio Gong 2000's audience of 23.000 per hour, at least for those few hours.

Radio Xanadu was also able to assert itself on the Munich mar-

ket following the appointment of media personality Thomas Gottschalk as head of music. Spending DM1.6 million (app. US\$975.000) on advertising and marketing during the research period, Xanadu was also able to raise its daily listenership to 8%, although the hourly average audience indicates that this result may have been due to transient listener curiosity.

Another winner in Munich was 89 Hit Radio FM, which shares the local frequency (89 MHz) with Star\*Sat. After slightly more than one year on the air, 89 Hit Radio MD Peter Pelunka, who was formerly co-MD of Star\*Sat, raised his listenership some 42% to 10.800 listeners in the 14-29 age group in the 12.00-17.00 time slot. Star\*Sat's audience figures held steady at last year's levels at 3%. 89 Hit Radio peaked between 13.00-14.00, representing a 200% increase up from 4.000 listeners per hour last year.

# Gassner Outlines Music Challenges For The '90s

by Emmanuel Legrand

The international music industry is poised for tough challenges during the early '90s and will face a series of developments "that offer opportunities beyond what are now considered the limits to the exploitation of a record company's repertoire".

In a speech entitled "Recession? What Recession?" made at a workshop during the New Music Seminar, **BMG International** president and CEO **Rudi Gassner** reviewed the challenges faced by the music industry in the '90s.

"The '80s saw a number of important developments in the music business: first, the important political, economic and cultural developments; second, technology; and third, the competitive structure of the industry." Gassner pointed out that although this environment was "changing fast," it was at the same time "full of opportunities regardless of the influence of economic cycles."

For Gassner, if the '80s saw the world music market grow, the growth was largely "fueled by the introduction of CDs and its effect on back catalogue sale." However, the "scenario for next year is less optimistic, showing flattened growth in overall units (see left chart)." But Gassner predicts a change in the structure of these

sales, both geographically and by configurations.

The area which has the "biggest opportunities" is the Asia/Pacific region, (including Southeast Asia, Australasia and Japan), with the emergence of economies like Korea and Taiwan, as well as the integration of Hong Kong into mainland China, which will mark in 1997 the



Rudi Gassner

"opening of possibly the biggest consumer market in the world." (See right chart.)

"With most SE Asian countries now almost dual carrier markets, they can be expected to be catalysts for the new technologies of the '90s," said Gassner. Latin America could also be a strong contender, especially since the

CD-share in these countries is very low. Inevitably, though, the situation is linked to the economic capacities of the region.

Gassner also voiced his doubts about the future development in Eastern Europe, highlighted by the difficulties faced in Germany to integrate the new eastern states.

According to BMG International's market growth forecasts, the US yearly growth rate will reach 3% in 1991-1996, down from 7%; Japan's growth rate falls from 6% to 1%; while Europe's rate remains stable at 15% (9-10% without Eastern countries) and SE Asia's rate jumps from 10% to 20%. Analysing the consequences of this situation, Gassner said, "The country which provided the biggest growth opportunities in the '80s—the USA—will have a different status in the '90s. So the major opportunities will have to be sought outside the US, even though its market will always be a cornerstone of the world market."

This new situation will affect "the location of repertoire and marketing," said Gassner. "It will be more and more important to use many different locations for repertoire sources. As other regions become more important and the world economy more connected, the hegemony of the

US and the UK as the almost-sole worldwide repertoire suppliers will decline.

"An integrated global marketing concept will become more and more important to make global exploitation of repertoire possible," but it will require a "flexible A&R strategy. In addition to the A&R effort at major labels, it will also be important to nurture creativity at small labels under the umbrella of one of the major companies."

Advancement in technology will bring both pros and cons to the industry, said Gassner. "Digitalization will be the central issue," as the '90s "will see mass production of recordable digital formats," such as the **Philips DCC** or **Sony Minidisc**. The advancement of fibre optic technology will also allow the digital transmission of sound and vision,

which will inevitably lead to "problems with copyright."

Gassner continued, "The introduction of new sound carriers will provide a further growth opportunity for record companies" and become an "important catalyst for overall unit growth in the '90s." According to BMG's forecast, by 1996, vinyl will be almost dead, while CD will be eating into cassette sales and DCC will start to find a niche.

Gassner concluded, "Only a combination of an integrated organization's strength and the ability to stay flexible in a rapidly changing environment will enable a company to succeed."

"In light of this, a continuation of the acquisition mania of the 1980s seems unlikely. Instead, flexible partnerships will take more prominence in exploiting the global music and entertain-

## World Music Market Development

(units in millions, all carriers)

Year	Units
1980	1.580
1982	1.480
1984	1.480
1986	1.560
1988	1.820
1990	2.150
1992	*2.250
1994	*2.355
1996	*2.480

\* = Forecast Source: BMG International

## World Music Market Average

### Yearly Growth By Region

(in percent)

Region	'87-	'91-
	'91-	'96-
US	7	3
Japan	6	1
Europe	15	15
Latin America	20	15
SE Asia	10	20

Source: BMG International

## NMS Debates US Influence On European Radio Programming

US influence in the radio business is increasing. That was the conclusion of a panel held during the New Music Seminar in New York entitled "The Americanization of World Radio."

**David Graves**, VP of planning for US media group owner **Group W**, views continental Europe as a land of opportunity because of all the media deregulation and the changes in listening habits. He believes European radio is on the verge of a maturing process, mainly due to the existence of formats. However, he feels "most European markets will not reach full maturity because of the lack of frequencies."

The problem of maturity, says Graves, lies in the way radio is run. "In Europe, there is a sense of corporate socialism with a vast interlocking partnership. In the US, companies are used to owning 100% of everything. But things are changing. When Europeans look for US companies, they look for long-term partners."

Americanization also encompasses selling America's culture,

mainly through music. One example is **MTV International**. VP **Tom Hunter** said, "MTV was one of the exports from the US which sells American culture to worldwide audiences." In October, **MTV Asia** will be launched in Hong Kong and is expecting to reach 41 countries. "It will be our biggest affiliate, reaching 2.7 billion people by satellite," explained Hunter.

**Barbara Gansauge**, representing **WDR Radio**/Germany, claimed, "US music has a big influence," especially since the advent of local radio stations. "But it seems to me that these stations all play the same music," she added.

The concept of pan-European formats was dismissed by the panelists. "It's hard to have the same programme for all of Europe because of the language," said **SER/Spain** programmer **Rafael Revert**. Graves asked, "Why should I listen in Amsterdam to a programme originated from Köln when I can get the same programme locally?"

Addressing the moderator **Jeff**

**Pollack**, whose consulting firm **Pollack Media Group** works with France's **Europe 1 Group**, **Columbia/France GM Patrick Decam** charged, "You are doing a great job in France. The only problem is that in 10 years, FM stations have become more conservative than the old AMs. Eighty percent of what FMs play is back catalogue; our new records are not played. Your advice has influenced that situation, but we are not ready to let that situation go on, even at the price of regulations. We need to break new artists. So what will be your next step?"

Pollack responded by saying that the French market was "one of the most advanced and sophisticated," but for French radio stations what only counts at this point is "survival" due to tough competition. Therefore, it is normal that stations use all possible means to "build large audiences." Contrary to Decam's remarks, Pollack said he believes "there is a larger variety in French radio than there was 10 years ago, with different stations and different formats." *EL*

## Fun Radio Shares Success Secrets

by Jacqueline Eacott

**Fun Radio/Paris**, up an impressive 0.8% to 4.8% in the last **Mediametrie** poll, has earned its growth, according to head of music programming **Bruno Witek**. Since taking the job at the end of last year, Witek has presided over the change in its musical strategy which has strengthened Fun's 15-34-year-old audience.

"Over the past nine months, we've moved from an all-dance format to a mixture of dance and rock," explains Witek. "The format is still essentially Top 40, but we've introduced artists like the **La's** and a little more rock, which has really made the difference. The all-dance format that existed before was a little too close to (crosstown competitor) **Maxxim**."

"Our message is more coherent now," Witek continues. "There's more of a connection between how we're selling ourselves and what we're playing. We haven't had to change the DJs; they just play

more discs and introduce more new artists." Witek currently works with a playlist of 41 titles; 3-4 of the titles change every week.

One idea which has proved particularly successful is Fun's "six in a row"—six tracks played back-to-back. "We even went so far as to promote this through a minor advertising campaign," said Witek.

Fun has involved itself in a series of TV advertising and record company collaborations to convey its image. Projects coming up include campaigns for new albums from the **Cure** and **Robert Palmer**, as well as promo work supporting French artists such as **Mylene Farmer** and **Rita Mitsouko**.

Areas to improve are geographical regions where Fun still has a low profile such as north France, traditionally a **Skyrock** stronghold. "The problem lies with the lack of frequencies," says Witek. "The CSA will only attribute a certain number and, of course, if we can't cover a certain region, we won't have good ratings there."

# SAAR Rolls Out Big Jazz Campaign

by David Stansfield

SAAR, the 40-year-old Milan-based independent record company, is aiming to revitalise its "Giants of Jazz" catalogue with an autumn promotional campaign costing around L300 million (app. US\$228,000). A total of 700 adverts will be aired on **105 Classic**, **Radio Monte Carlo** and **Rete 105** from October-December. This will be backed by display material at retail outlets and specialised press adverts.

A **Billie Holiday** compilation album will be the focus of the campaign, but the company's back catalogue of over 100 titles will also be promoted. Comments SAAR promotions consultant **Dinah Ventura**, "It was the Gold station 105 Classic which made the first approach for the campaign. Many titles in the catalogue are

perfect for its format. It was agreed that the ads were spread over all three stations owned by the **Hazan** family."

Ventura admits the tracks on the **Holiday** album are not exclusive to SAAR, but adds, "No other company has really invested in a campaign like this for jazz music. What will make ours special is that it will include information on the artist, plus the company catalogue with each album. Other companies don't appear to believe that this kind of information is important."

Meanwhile, SAAR has just released six titles on its specialist blues music series "Blues Encore." The low-priced compilation albums include such artists as **Buddy Guy**, **J.B. Lenoir** and **Memphis Slim**.

Ventura says that radio airplay is the best way to promote this genre of music. She adds

while some DJs on national network stations occasionally give it airplay, local stations respond the best.

**Radio Popolare/Milan** DJ and record store owner **Paolo Caru** believes there is a renewed interest in blues music. He explains, "The station will include blues music in its overall format and while I am only able to give it special attention for 30 minutes each week in the course of my regular evening programmes, interest is growing."

**Power RV1-The Black Radio/Turin** music director **Paolo Lauri** remains cautious. He programmes a small percentage of blues music in the station's morning and evening slots but adds, "Although live concerts always sell out in the region, the market still remains small. You've got to go for the obvious, with artists like **B.B. King**."



**MORRIS JOINS VIRGIN DISCHI** — Sarah Jane Morris visits Milan to sign an exclusive recording contract with Virgin Dischi for Italy and the world. The British singer is now working on her first album for VD, due for release early next year. From left: VD MD Luigi Mantovani, Morris, VD marketing manager Angelo Vaggi, and Morris's manager Iain Hill.

## Contempo Signs Clock DVA

**Contempo**, the Florence-based independent record company, has signed an exclusive worldwide recording contract with the noted UK underground band **Clock DVA**. A 12" single is scheduled for release in September, to be followed up immediately with an album.

In the past, **Clock DVA** has recorded mainly for UK indie labels, but they did sign briefly with **Polydor**, which released the **Advantage** album in 1983.

**Contempo** promotions manager **Gianpietro Giachery** acknowledges the difficulty in getting valuable radio airplay for acts such as **Clock DVA**. He

says, "Contempo is not yet in a position to be able to mail 500 copies of an album to stations throughout national territory. But we've found that local, alternative stations like **Radio Popolare/Milan**, **Contro Radio/Florence** and **Radio Rock/Rome** give most airplay to the product we release."

**Giachery** highlights **Radio Touring 104/Reggio Calabria** as one commercial station which provides a slot for "alternative" music, but adds, "The major networks won't even give airplay to a popular band like the **Pixies**...I sometimes wonder what's going on." DS

## Color Me Badd, Bianco Boost Warner Profile

**Warner Music (Italy)** has high hopes of summer singles' success with **I Wanna Sex You Up** by **Color Me Badd**, and **Macumba** by **Matt Bianco**.

**Warner Music** radio promotions manager **Sandor Mallasz** admits to surprise at the healthy airplay the two singles are receiving.

"A couple of stations came back from the US with the single (**I Wanna Sex You Up**) and started to play it. We had every intention of releasing it, and since we have, the reaction from radio has been great. Straight

rap would never work on national territory, but **Color Me Badd** is a kind of dance/rap, which includes singing."

**Bianco** has always had a good radio profile on national territory.

Says **Mallasz**, "When we first released his product on national territory, the jazzy/swing sound was so different from a lot of the dance material on the market then. But **Macumba**, with its exotic feel, is totally different again. It's dance crossover, similar to **Lambada**." Last week, the song

reached no. 6 on **M&M's Italy National Airplay** chart.

**Mallasz** maintains that if radio reaction to the two singles serves as a barometer, then they should be hits. But he refuses to predict.

Both the **RAI** and **Sorrisi E Canzoni** charts are important to him, but he adds, "I've known records that have sold thousands and have not charted, while others have entered after only selling a few copies. Maybe there's some kind of special mechanism that I don't know about." DS

## Benson New Local Researcher For LWT's "Big E" Programme

**RTL 102.5 Hit Radio** music director **Grant Benson** has been signed as head local researcher for the new **London Weekend Television (LWT)** music programme "The Big E," which is being produced by **Blueprint Productions**. The new appointment will not affect **Benson's** duties at his station

and he believes the two posts will complement each other.

The 52-week show, to be launched in the UK on September 14, will cover the European music scene with videos, interviews, chart countdowns, music specials, and periodic looks at the individual music styles of different countries. DS



Grant Benson

## Club 91 Claims Southern Lead

**Radio Club 91/Naples** is claiming to be the leading local station on national territory with its average daily audience of 350,000. The claim comes after the release of the latest listener statistics by the Milan-based research institute **Datamedia**. But while the station is pleased with its latest audience results, it believes that it is being penalised by **Datamedia's** methodology.

Comments **Radio Club 91** executive **Mario Coni**, "We are listed as having a .73% penetration. That's fair enough, but we broadcast in the region of **Campagna** only. **Datamedia** splits its research into four areas: Northwest, Northeast, Central Italy, and the South and the Islands. Our station comes under the last category, but **Datamedia** research also covers the regions of **Puglia**, **Calabria**,

**Sardinia**, **Sicily** and **Molise** for **Area 4**."

Around seven million people live in the region of **Campagna**. If **Datamedia** operated on a regional level, the penetration of **Radio Club 91** would be about five percent. **Coni** says he is keen to set the record straight because it is important that the European record companies **Radio Club 91** deals with know its true rating.

Says **Coni**, "National network stations like **Rete 105**, **Radio Deejay** and **Radio Italia S.M.I.** are all shown to have more listeners than **Radio Club 91** in **Area 4**. But the statistics for those stations include all the other provinces in the South, as well as **Campagna**." DS

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# Criticism Leveled Against Radio Topp

by Kai Roger Ottesen

Some Norwegian radio stations feel that they have been discriminated against in the selection and weighting of reporting radio stations for **Radio Topp 20**. Among the disgruntled broadcasters are **Radio Askim** and **Studentradioen/Tromsø**.

Radio Askim head of news **Hill Yvonn Lislelid** says, "There is no station represented in our area. We are interested in reporting to Radio Topp 20 because we will launch a new chart show called 'MegaToppen,' and the airplay chart is important for our show."

Explains Radio Topp 20 representative **Joern Dalchow**, "We have selected all necessary radio

stations in most areas in Norway, and our coverage is sufficient. But, of course, if Radio Askim's arguments are good enough, we will reconsider."

**Radio Oslofjord/Nesodden** head of music **Håvard Sylte** says, "We require more weight-points because we have 100,000 listeners a week. At present, we are put in a 30,000-90,000-people category."

According to Dalchow, "Radio Oslofjord broadcasts into Oslo, which gives them such high listener figures, but they do not have a licence to do so. The criteria we have set for weighting the stations is that they have to have a licence for the area in which they claim to have listeners."

Dalchow adds, "The committee has now selected a representative number of reporting radio stations. Any misunderstandings will be revealed in August when we test the airplay chart. We have picked out all the largest radio stations in Norway, but we welcome any new listener figures which may alter this. Everything has been carefully considered."

Dalchow defends their criteria. "If we attempted to keep up-to-date with listener surveys, we would have to set up another secretariat. Listeners in the licence area is a far easier and fairer criterion. However, we will be liberal about changes in the Norwegian radio landscape. After all, the chart is available for all radio stations for programming and sales purposes."

On the other side of the coin, **Studentradioen** head of music **Rune Hagen** says, "We are interested in what criteria the Radio Topp 20 committee has set for selecting a radio station in our area. **Studentradioen** can present a reliable listener survey, while the selected station **Brygga Radio** cannot. Although they play more music and broadcast for more hours, we have more listeners. And we have also paid more advertising taxes."

In the committee's defence, Dalchow explains, "The committee heard that **Brygga Radio** was the largest. They were also best at giving feedback to the record companies. That is very important. We are having a meeting on August 1, when we will discuss Hagen's complaint, and if he has reasonable arguments, the committee can reject stations in that area."

around the concert, Ogden says the appearance, McCartney's first in Denmark in 15 years, has no special marketing significance. "These shows have been inspired by the MTV 'Unplugged' programme, as well as the mere fun of doing it," says Ogden.

**EMI Denmark's** marketing manager **Thomas Hoehne** says the company's initial allotment of the 500,000 limited-edition album was 4,000. "They've managed to get us stock from different parts of the world. We still can't deliver all we could sell, but it's better than nothing, and we've managed to get a chart re-entry at number 16."

DR

## McCartney Concludes 'Informal' Concerts

**Paul McCartney** completed the last of a series of low-key, "informal" European shows in Copenhagen on July 24. The concert, at the **Falkoner Teater**, was announced less than two weeks prior to the concert and the 3,000 tickets were sold out in less than two hours.

The Copenhagen concert follows similar events in Naples, Barcelona and three in the UK earlier this year. McCartney's **MPL** company MD **Richard Ogden** says Copenhagen was "the last of the informal shows for the moment."

Although the local **EMI** company was given extra copies of the limited edition *Unplugged* album for sale

## No Successor To Sonet, Says Industry

by David Rowley

The sale of **Sonet**, the Scandinavian independent label, to **PolyGram** is being viewed by many in the region as the passing of an era. **Misty Music** president **Anders Moren** describes the sale as "a big blow for the independent side of the business."

Says Moren, "Sonet was the only indie competing on the same level with the majors. They've been up there with the majors for a long time. To build up such a company today, while not impossible, is very hard and I doubt we will see it. The other independents are more alternative, although they have had acts which have had broader success."

"In Scandinavia, **Medley Records** (in Denmark) is the closest to a successor to the Sonet crown. They've been selling a lot of records and have major Scandinavian acts, although they are not 100% independent. They tend to concentrate on their own directly-signed acts because they have no real international repertoire." According to Moren, it is difficult at such an early stage to predict how the acquisition will affect Sonet as a developer of tal-

ent. "We might be losing an outlet for developing acts," he says. "But from another point of view, it is very good for PolyGram. They've developed some local acts, but have not been that successful on that front, certainly not as successful as a company that size should have been."

**Warner Music Sweden MD Hans Englund** says the demise of Sonet as a forceful independent came not with the PolyGram purchase, but with the loss of its international licences for **Island**, **A&M**, **Jive** and **Chrysalis**. "The change had already happened in a sense," says Englund. "The size of Sonet has gone down considerably in the last couple of years, and it was virtually down to only its domestic repertoire."

"It's in the nature of this business that creativity will always start in small units, but when marketing and promotion push, it is usually handled best by the large companies. I see Sonet as the last company in that tradition and, other than straight production companies coming through with successful acts, I can't see another label capable of achieving this level of success. But it's a much needed input for PolyGram," says Englund.

## GRAMEX Dispute Reduces Airplay, Affecting Sales

by Kari Helopaltio

Contrary to **IFPI/AKT's** recent statements about local independent radio stations and their minor role as a promotional vehicle for the Finnish record-music industry, there are now clear signs that the ongoing **GRAMEX** dispute (see **M&M** June 29) is having its effect on local sales.

As soon as the **IFPI/AKT** began its information boycott involving some 50 local indie stations, many of these stations ceased playing new local recordings because the **IFPI/AKT** were no longer supplying free promo records direct or via **Discopress**, a leading record mailing company.

After two months of mutual boycotting, very few local albums have achieved high positions in the Top 40, and release dates of many have been postponed until the autumn. This is said to be a direct result of insufficient airplay

and a lack of promotion, such as artist visits to the station and taped promos—all linked to the **GRAMEX** dispute.

**IFPI/AKT** is seemingly unhappy with this setback and lost prestige, and hopes to regain sales by launching a US\$1.25 million direct mail and TV ad campaign to revive music sales. There are also strong rumours that **IFPI/AKT** is supporting a venture called **Mediapalvelu-Media Service**, to supply records to local radio stations on a paid bi-weekly/monthly basis. Company executives are denying any knowledge of such a plan.

However, local radio stations have received a letter from **IFPI/AKT's** director **Arto Alaspaa**, but according to **Pentti Teravainen** of **Discopress**, all the station programmers and music directors contacted were happy with **Discopress**, and totally unaffected by **Alaspaa's** offer.

## Winds Blow Over Radio Weather Service

The year-long dispute over whether radio stations should pay for a weather service has still not been resolved between the weather office in Norway and radio stations.

Presently radio stations have to pay **NKr25** (app. US\$4) per minute for live, up-to-date weather information. Radio stations in Norway need this information several times a day and for some stations with financial difficulties, that is too much. Says **Radio Sandefjord** editor-in-chief **Ann-Magritt Berge**,

"This is unfair. **NRK** receives the service free. According to a latest survey, people listen more to local and commercial radio than to **NRK**. We have our listeners because we can give them weather-information. We could pay something, but not as much as **NKr25** a minute."

Prior to this dispute, the weather service was provided free. **Radio Sandefjord**, amongst others, has sent a letter through the Norwegian local radio association to the Culture Ministry. In response, Culture Ministry

head of division **Bengt Hermansen** says, "This matter is solely the weather office's responsibility. They have to give free service to **NRK**, **Norsk Telegrambyra** and coast-radio stations, but there's no obligation to service local or commercial radio stations for free."

According to Oslo-based weather office specialist **Magne Lystad**, who believes the service to be reasonably priced, "There's a jungle of radio stations. We cannot service all for free."

KRO





**CONCERT COUNCIL** - Dutch cable station Concert Radio has appointed an advisory board, the Concert Radio Programming Council, that will guard the programming content of the 24-hour non-stop classical station. From l-r: Sigrid van der Linden, Gerard Hulsebosch, Gérard Verlinden, MD Jeroen Soer, Marco Riaskoff, programmers Wouter Spijker and Eric Bleys, and Theo Olof.

# Listeners Asked To Petition Media Law

by Marc Maes

In the heat of the battle against the "anti-network decree," **Radio Contact** decided to join forces with its listeners throughout Flanders to criticise the highly unpopular new media law, which became effective on August 8.

After having broadcast MP

**Eric Van Rompuy's** private telephone number over the airwaves (every hour around the clock) throughout the 24 Flemish Radio Contact outlets to urge listeners to call the politician to discuss the decree, it decided to sensitize the Flemish political world through a huge petition-campaign in the national press.

Radio Contact head of music **Danny De Bruyn** says, "We concluded a deal with a major press-group--*Het Laatste Nieuws*--and they agreed to print the petition-forms in both their national Saturday and Monday editions. We, in

turn, told our listeners to buy the newspapers and to fill in the forms."

Meanwhile, in Lier (Antwerp province), private station **Anick** started broadcasting on the 97.8 FM MHz frequency with a 100 km radius "to provoke a ministerial decision," says an Anick spokesman.

At Flemish cultural minister **Patrick Dewael's** office, a press officer confirmed that "both the Cultural Minister and the PTT Minister are to meet within days" on this matter.

## Studio Brussels Backs Marktrock Festival Again

This year's edition of the annual "Marktrock" festival will again receive considerable support from **Studio Brussels**. The festival, originally conceived as a free festival back in 1982, met with public success, due to the billing of headliners such as **Ten Years After**, **Candy Dulfer**, **Womack & Womack**, and the **Fabulous Thunderbirds**, among others.

This year, the organisers have announced that a minimal entrance fee of BFr50 (app. US\$1.30) will be charged to meet the increasing security expenses of over BFr500.000 for the 3-day festival (August 13-15).

Marktrock spokesman **Omer Hoylaerts** says, "The main stage, where this year we have acts like **Katrina and The Waves**, **Ruby Turner**, and **The Silencers**, **Status Quo** and **Mother's Finest**, is placed in the very centre of the town, offering a safe capacity of about 15.000. After the introduction of safety barriers last year, we now have set up a closed-circuit video monitoring system; we're the first festival to have that."

Over 50 bands will perform on the city's eight stages. Hoylaerts adds that all other access is free, and that the organisers have boosted their budget for national talent

to a third of the total budget of some BFr5.5 million (app. US\$150.000) this year.

Studio Brussels has been playing an instrumental role in promoting the festival since the early days. This year, the station will be present at the festival site with all its promo-gear, plus live broadcasts.

Says Studio Brussels producer **Marc Coenen**, "We have become one of the sponsors of the festival and on August 13 we will air a 'Leuven-Rock' special between 20.00-22.30 directly from the festival site, hosted by **Paul de Wijn-gaert**." MM

## Stef En Bob Win Zomerhit Trophy From BRT Radio 2

Before a 5.000-strong audience, **Stef en Bob** were awarded the BRT "Zomerhit" trophy for their song *Breek De Stilte*.

**Stef Bos**, who received the award from Radio 2 PD **Herman Verheyden**, was also given an award for the "Best Flemish Language Production," with *Papa*.

The Radios finished top in the "Best Belgian Production" category with *Gimme Love*, and *Poly-*

gram artist **Robin Nills** was given the "Best Debut" award.

The "Zomerhit" show was broadcast live from Blankenberge on Radio 2 (Saturday 20.00-23.30), and the event was hosted by **Margriet Hermans**. MM

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### PROGRAMME, OFFICE CHANGES

## RNE Radio-3 Airs Simon Concert

by Anna Marie de la Fuente

RNE's pop station **Radio-3** aired its exclusive coverage of **Paul Simon's** concert in unison with **TVE-1** on July 21. The artist, signed to **Warner Music**, performed in Barcelona (July 15), Madrid (July 16) and La Coruña (July 18).

The taped La Coruña concert was presented by Radio-3 DJ **Tomás Fernando Flores**. "Born at the Right Time" was broadcast within the regular late-night "Diario Pop" and in TVE-1's "Festival de Verano" programme. TVE-1 included sub-titled translations of the songs, alongside **Fernando Flores' running commentary**.

In other news, **RNE-1** has revamped its summer programming from July 29 to September 6

to include lighter-content shows and a new Sunday music special from 01.05-02.00. "Tocala Otra Vez" (Play it Again) is hosted by top radio personality **Diego Manrique**.

The network has also closed its Central America offices in Bogota, Colombia, in keeping with the public broadcaster's present austerity plan. Its correspondent, **Luis Garmat**, has been transferred to Moscow to replace **Angel Garcia**, who has been re-assigned to the Madrid head office.

News coverage of Latin America will now be split, with **Jose Manuel Martin** in Mexico covering North and Central America and the Caribbean, and **Javier Gonzalez** in Buenos Aires covering South America. RNE sources say no other international offices will be closed.

## "Viva La Musica" For The Summer, Says Antena 3 FM

News/talk **Antena 3 FM** has opted for more music this summer. From August 1 to September 6, the daily weekday show "Viva la Gente de la Tarde" is being replaced by "Viva la Gente de la Musica."

The three-part programme will be broadcast from 15.00-16.30, with **Rafael Benedito** presenting "Clasicos y Jovenes," followed by **Jose Ramon Pardo's** special from 16.30-19.30.

Says Antena-3's programming head **Pardo**, "The most enjoyable portion is when listeners phone in their votes for the 'Song of the Summer.'"

**Pardo's** show is then followed by **Enrique Hernandez's** one-hour presentation of highlights from the international concerts, which have passed through Spain.

"Our regular FM music stations **Radio 80** (oldies) and **Ole** (all-Spanish) will feature even

more and better music this summer," comments **Pardo**.

Meanwhile, Antena 3 Radio's assistant news director **Manuel Marlasca** has been appointed the MD of the *YA* daily newspaper which **Antena 3 TV** bought a controlling stake in last July 17.

**Marlasca** has also been a host on Antena 3 TV. AMdIF

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## ONDA CERO Inks Cano & Fresser

After the controversy-ridden raiding of **COPE Network** radio personality **Luis del Olmo**, **ONDA CERO**, the private network owned by charity group **ONCE**, signed on mid-July the comedians **Juan Luis Cano** and **Guillermo Fresser**, otherwise known as "Gomaespuma."

The duo began their career during the late '70s on **Cadena SER** and later worked for nearly a decade on **Antena 3 Radio** and various TV shows.

Meanwhile, on the investment front, media powerhouse **Silvio Berlusconi** declared July 18 in Barcelona that he had no intention of buying into **ONDA CERO** or the daily newspaper *El Independiente*, also **ONCE**-owned.

The Italian magnate is **ONCE's** partner in private TV station **Telecinco**, where each have a 25% share. "Further investment in Spanish media does not enter the **Fininvest Groups's** plans," commented **Berlusconi**. AMdIF

## SINGLES

## B.E.F.

Family Affair - Ten

EHR/D

PRODUCER: Martyn Ware

Remember the album *Music Of Quality And Distinction* back in 1982? The British Electronic Foundation teamed up with guest singers on a very interesting cover project. The Sly Stone cover on this single here excellently previews Vol. II. Beautifully voiced singer Lalah Hathaway lifts the classic into the '90s. A new entry in Chartbound this week.

## MICHAEL BOLTON

Time, Love And Tenderness - Columbia

AC/EHR

PRODUCER: Walter Afanasieff/Michael Bolton  
After the success of *Love Is A Wonderful Thing*, the title track of his current album marks Bolton's second invasion into the hit parade this year. This ear-grabbing semi-ballad—a new entry in the EHR Top 25 at 18 this week—will absolutely invoke a positive reaction from your audience.

## CLANNAD &amp; PAUL YOUNG

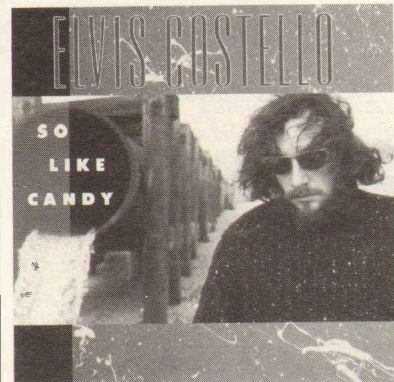
Both Sides Now - MCA

AC/EHR

PRODUCER: Ciaran Brennan

After Zucchero helped re-launch Paul Young's career, now it's Clannad's turn. His voice matches almost every different musical culture, from the Italian temperament to the typical Irish ambience here. The Joni Mitchell composition is chosen from the original motion picture soundtrack "Switch".

## ELVIS COSTELLO



So Like Candy - Warner Brothers

EHR/ROCK

PRODUCER: M. Froom/K. Killen/D.P.A. Mac Manus  
Another highlight in Costello's stellar career, this song is co-written with Paul McCartney. At his concerts Costello plays this tune in combination with 1986's classic *I Want You*. We couldn't call that unexpected, because the two songs breath the same calm atmosphere.

## DE LA SOUL

A Roller Skating Jam... - Tommy Boy

EHR/D

PRODUCER: De La Soul/Prince Paul

Second single from the album *De La Soul Is Dead*, the follow-up of the European hit single, *Ring Ring Ring (Ha Ha Hey)*, has a relaxing lazy beat. Guest singer Vinija Mojica plays the leading role. *Grease* by Frankie Valli is the most prominent sample they use this time. Breaking out on UK radio with seven new adds this week.

## DEACON BLUE

Twist And Shout - Columbia

EHR/ROCK

PRODUCER: Jon Kelly

Not to be confused with the Isley Brothers classic, this is another delightful piece of pop music. These Glaswegians still know the power of a real melody. Lifted from their album *Fellow Hoodlums* and climbing Chartbound.

## D.J.H.

I Like It - RCA

D/EHR

PRODUCER: Easy B/Herbie

Featuring singer Stefy and samples of Aretha Franklin's *Rock-A-Lott*, this relentlessly pounding Black Box-moulded pop/dance single has already found its way to the clubs. Now it's picking up encouraging airplay in the UK and already popping up in Chartbound.

## FELIX GRAY &amp; DIDIER BARBELIVEN

E Vado Via - Zone/CNR

AC/EHR

PRODUCER: Bernard Estardy

By the end of last year the French duo had a massive hit in their homeland with the single *A Toutes Les Filles*. Now here's the follow-up, taken from their new album *Les Amours Cassées*. The contribution of sensual Corinne Sauvage gives this ballad a warm, Mediterranean air. Breaking in France.

## DAVID HASSELHOFF

Do The Limbo Dance - White/BMG

AC/EHR

PRODUCER: Jack White

Every summer has its own dance. Let's see if Hasselhoff can beat Kaoma's new dance, the Tago Mago. The catchy tune alongside his limbo dance will help him a lot, at least on EHR.

## HUEY LEWIS AND THE NEWS

It Hit Me Like A Hammer - EMI

EHR

PRODUCER: Bill Schnee/Huey Lewis

The second single selected from the *Hard At Play* album is a cheerful pop song that debuts in the EHR Top 25 at 14 this week. The catchy chorus makes it an automatic on EHR playlists. Your listeners will enjoy their ride on jammed roads to the beaches.

## PIERANGELO BERTOLI

Spunta La Luna Dal Monte - Fonit Cetra

AC

PRODUCER: Various

At last we have the ultimate collection by the famous Italian singer. The man stands for good melodies; one listen is enough to sing along. *Canto Di Vittoria* will generate community singing all over Europe. Your listeners will taste the folk-tinged track *Acqua Limpida* like Italian ice creams during summertime. *Dal Vero*, however, sounds a bit sad, with the Springsteen type of harmonica solo in the middle.

## TONI CHILDS

House Of Hope - A&amp;M

R/AC/EHR

PRODUCER: David Ricketts/Toni Childs

Second album by the talented singer/songwriter means promise fulfilled. It makes clear that there's such a thing as a typical Childs sound. Her voice is one in a million, and her song material has that very personal touch. Most of the compositions are co-written by David Ricketts. The title track has a nice reggae beat in a striking horn arrangement, with soundwaves like warm sunbeams. It should be an easy add for several formats. Also check out *Next To You*.

## LIVING COLOUR

Biscuits - Epic

R/A

PRODUCER: Various

This follow-up to the highly lauded *Time's Up* album is a 6-tracks "mini-inbetweenie". Vernon Reid proves again why he's everybody's favourite guitar hero at the moment. Check out his dazzling solo on the track *Money Talks*. Also there's an interesting bluesy feel over the Al Green cover *Love And Happiness*. This is "black rock" at its best.

## RITA MARLEY

We Must Carry On - Shanachie/Koch

AC/EHR

PRODUCER: Rita Marley/Winston Holness

1991 is the Marley year. Ten years after the death of her husband Bob, Rita Marley—formerly with The I-Threes—has reactivated her career as a recording artist. Her solo debut is just plain reggae, definitely not as innovative as her son Ziggy. Four out of

the ten tracks are written by the legendary king of reggae himself; two have never been recorded before. *Who Colt The Game* is the one EHR shows should go for.

## MAJIDA EL ROUMI

Words - Music Master

W

PRODUCER: Various

Good news from the Gulf; the worldbeat genre gets a wellcome injection by this imaginative Lebanese singer. If some well established western pop star would invite her on a session, both their popularity would increase enormously. At the moment, edit versions of the six tracks on the album—with an average length of nine minutes—should help a lot for appreciation on the alternative formats.

## SQUEEZE



Play - Reprise

R

PRODUCER: Tony Berg

While the young Rembrandts are climbing the charts by using the same paint as Squeeze, it's high time for a comeback of the old masters. This time the illustrious duo Difford/Tilbrook decided to write a play in two acts. And they still know the tricks of the trade using very high standards in their songwriting. What you get here is a set of pop songs even Crowded House could be jealous off. The jazzy ballad *Letting Go* and the track *The Truth* are vintage Squeeze. Musical clown Jools Holland is replaced by two great keyboardists Steve Nieve and Bruce Hornsby, while Michael Penn lends his voice on *The Day I Get Home*.

## VESTA

Special - A&amp;M

AC

PRODUCER: Atala Zane Giles

The "Vesta Williams Special" is nowadays no longer aimed at the fast feet, like she did in the days of *Once Bitten, Twice Shy*. On her new album the songs seem to be made for late-night shows in an easy listening setting. *Can't Get Enough Of Your Love* should fit the playlist of any programmer hooked on Anita Baker.

## CRYSTAL WATERS

Surprise - A&amp;M

EHR/D

PRODUCER: The Basement Boys

She came from out of the blue with the European smash hit *Gypsy Woman (La Da Dee La Da Da)*. Most of the songs follow the same pattern. Just repeat the words *Makin' Happy* endlessly and you'll get a good flavour of "Gypsy Woman, Part II".

## NEW TALENT

## EASYWORLD

Easyworld - Easyworld (LP) (UK)

PRODUCER: Sandy Loewenthal

Now that Europe is getting more and more Soca- and Latin- minded, the time is right for this four-piece band. They aptly transfer the tropical feeling of Trinidad to our European surroundings. Their compositions have enough crossover radio potential, especially the funky track *Jelly Out*. Contact Sandy Loewenthal on tel.: (+44) 81.755 1303.

## FISH FOR FISH

Fish For Fish - FFF (LP) (Germany)

PRODUCER: Horn/Zeffel/Dill

A predominantly instrumental project, featuring ex-members of famous German bands such as Abwärts, Fehlfairen and X-Mal Deutschland. This music is very

imaginative; it could easily fit movie concepts like some of their earlier sessions did. Honking saxophones and trumpets come very close to the sound of a musical safari in *Cars And Elephants*. Very special. Contact tel.: (+49) 40.319 4773; fax: 40.319 2116.

## RUNNING COW

Gasoline On Fire - EMI (Belgium)

PRODUCER: Wouter van Belle

Guitarist Herman Gillis of this new Leuven-based band hails from the Belgian new beat era, but this surely is something different. These people combine modern dance rhythms with Simple Minds grandeur. The chorus is simply irresistible. Also check out the "Diesel Mix". Contact Remo Martufi on tel.: (+32) 3.309 1348; fax: 3.309 1375.

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

MAXFACTS COMPARES ON-AIR, AIRLINE MARKETING

# Pricing Broadcast Spots By Customer Behavior And Buying Patterns

by Shane Fox

This article will concern itself with the prospects of broadcast managers taking yet another page from the airlines with regards to pricing. It is suggested here that broadcasters can stand to increase revenues substantially, by studying customer buying behavioral patterns, and then creating pricing policies around those findings. This is exactly what the airlines have done so successfully over

## Airline Buying Patterns

Now let's equate an airline route with a broadcast market, and focus on price determination as the point of the analogy. Airlines transport passengers to a destination, while a broadcast property transmits an advertiser's message to an audience. The airlines know the characteristics of their customers—their buying patterns and behavior. Even though they price their routes differently by market, they use the

- Saturday stay-over required
- Penalties for changes to itinerary
- 14-day advance purchase
- Discounts only apply to round trips

The airlines want to keep the majority of business fliers paying top fares while allowing pleasure travelers to fly within their resource limitations. The restrictions on discounted fares accomplish this objective.

## Broadcast Buying Pattern

Now, let's look at some broadcast buying patterns in a similar manner, and determine if a pricing structure based on behavior could possibly make sense. Only for the sake of classifications, let's use the names "Business Advertiser" and "Leisure Advertiser" for our broadcast segments.

**The pricing for broadcast changes by market because market conditions reflect varying circumstances.**

the last few years, enabling them to market distinctively different prices to multiple market segments.

## Making The Connection

First, let's draw a few parallels between the airline and broadcasting industries. Airlines are in the transportation industry, as are passenger trains (Amtrak), bus companies, cruise lines, and automobiles. Before a passenger can decide on an airline, he or she first must have a need for transportation to a destination and then decide air travel is the best choice available, given alternatives.

Broadcasting is in the advertising industry, as are newspapers, direct mail companies, magazines, and billboards. Before advertisers can decide on broadcast specifics, they first must have a need to advertise a message to an audience, and then decide broadcast is a good choice, given alternatives.

This outline begins here, with the customer having determined that broadcast is their choice for advertising. Airlines have competition on various routes. Their pricing is different on each route because market conditions reflect varying circumstances. What does not change, however, are the buyer patterns and behavioral characteristics associated with each route. Those are the same. Broadcast properties have competition in each market. The pricing for broadcast changes by market because market conditions reflect varying circumstances. But like the airlines, buyer patterns and customer behavior is the same in every market.

same buyer patterns and behavior as the classification for price differences. Specifically, the airlines look at the behavior and lifestyles of their markets and have identified two basic areas—one the

**An opportunity for broadcast may very well exist by pricing commercial inventory based on a marketing-driven approach, rather than the present product-driven one.**

business segment, the other the leisure segment. Some of the buying pattern differences between these two customer groups are:

### Business Travelers:

- Plan many last-minute trips
- Change plans frequently
- Want to get home on weekends
- Take short trips
- Visit many cities on one trip

### Leisure Travelers:

- Plan travel fare in advance
- Rarely alter travel plans
- Stay over weekends
- Take long trips
- Aim for single destinations

From these findings, the airlines have been able to successfully market to both groups simultaneously, by establishing different "products" within the same airplane flight, each with its own terms, conditions, restrictions and, of course, price. Thus the birth and growth of "leisure" (discount fares).

Consider for a moment some common restrictions associated with airline discount fares and compare them with the behavioral characteristics just reviewed.

- Minimum stay of seven days

### Business Advertiser:

- Short lead times before broadcast
- Ask for specified schedules
- Need to change schedules often
- Short flight dates

### Leisure Advertiser:

- Plan ahead
- Schedules can be flexible
- Schedules do not change
- Longer flight dates

From this, one can see that an opportunity for broadcast may very well exist by pricing commercial inventory based on a marketing-driven approach, similar to the airlines, rather than the present product-driven one.

What if broadcast priced its commercial inventory more on when, and less on where? What would conditions surrounding such buying patterns look like?

A place to start is to determine the "value" that one customer segment may hold over another, and from there, establish the specific conditions, terms, restrictions, and prices associated with that behavior.

For example, let's say that a broadcast property determines that 70% of its total revenue is

## Suggested Conditions For Discount Plans

To increase the revenue from leisure advertisers, a broadcast property would establish the following conditions along with a discounted price:

- |   |  |
|---|--|
| <p><b>1</b><br/>Same package and schedule must run for more than one week</p> <p><b>2</b><br/>Payment must be made within 7 days of booking or the booking expires</p> <p><b>3</b><br/>Only certain packages (combinations of days, part-days, programs or features) are available for purchase</p> | <p><b>4</b><br/>Different packages would be available at different times of the year</p> <p><b>5</b><br/>Penalty for changes once the schedule begins</p> <p><b>6</b><br/>No schedule changes allowed on some packages</p> |
|---|--|

made up of customers fitting the "Business" advertiser category, and 20% of its total revenue is made up of the "Leisure" category. (The remainder presumably would be a combination of some other segment).

The airline industry gives about a 5% discount on these "Leisure" types of fares. And depending on the flight, destination, and time of year, will open up 10% to 30% of its inventory

easily.

First, take the amount of inventory that normally goes unsold for a period of time, say one year, and multiply that by 50%. Then multiply that by your average rate. Take about 60% of that figure, and you have a rough potential estimate of what this represents for your station(s).

Is this benefit worth the effort? The airline and hotel industry have answered that ques-

## What if broadcast priced its commercial inventory more on when and less on where?

for this customer group. Recently, the hotel industry, following the airline industry's example, began offering similar conditions on some of their rooms. Some hotels are giving as much as a 60% discount off their regular "rack" rates for this group, and are making available over 10% of their rooms for this "leisure" segment.

What's the potential benefit for broadcast with this approach? Well, like the airlines and hotels now know, the benefit is increased revenues. How much of an increase can be estimated fair-

tion with a definite Yes! How about broadcast?

*This article was written by Shane Fox, chief operating officer for Maxagrid, Inc., which furnishes yield management systems for broadcast. The company can be reached in Irving, Texas at 1-214-550-0977; fax 1-214-518-0935.*

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

**A List:**  
**AD** Cathy Dennis: Just Another Dream  
 Michael Bolton: Time Love & Bomb The Bass: Winter In July  
 Scritti Politti: Take Me In  
 Color Me Badd: All 4 Love  
 P.M. Dawn: Set Adrift On Memory Bliss

**B List:**  
**AD** Army Of Lovers: Crucified  
 Huey Lewis & The News: It Hit Me  
 De La Soul: Roller Skating  
 Kirsty MacColl: My Affair  
 Farm: Mind  
 Martika: Love Thy Will Be Done  
 Midge Ure: Cold Cold Heart

### BEACON RADIO/Wolverhampton

**B List:**  
**AD** C&C Music Factory: Things That BEF: A Family Affair  
 Right Said Fred: I'm Too Sexy  
 Bomb The Bass: Winter In July  
 Shamen: Move Any Mountain  
 Martika: Love Thy Will Be Done  
 Squeeze: Sunday Street  
 Elvis Presley: Are You Lonesome  
 Doors: Riders On The Storm

### BRMB/Birmingham

**B List:**  
**AD** Marc Cohn: Silver Thunderbird  
 Sweetmouth: Fear Is The Enemy Of  
 Right Said Fred: I'm Too Sexy

Better Days: You Can Do It  
 Omar: Don't Mean A Thing  
 P.M. Dawn: Set Adrift On Memory  
 Martika: Love Thy Will Be Done  
 Midge Ure: Cold Cold Heart  
 Blessing: Flames  
 Metallica: Enter Sandman  
 Dare: We Don't Need A Reason  
 Roadhouse: All Join Hands  
 Manic Street Preachers: Stay  
 Liz Winstanley: Share Your Love

### CAPITAL RADIO/London

**A List:**  
**AD** Cathy Dennis: Just Another Dream  
 Young Disciples: Apparently Nothin'  
 Extreme: More Than Words  
 Bryan Adams: Everything I Do  
 Aretha Franklin: Everyday People  
 Right Said Fred: I'm Too Sexy  
 Escape Club: I'll Be There  
 Color Me Badd: All 4 Love  
 Midge Ure: Cold Cold Heart  
 Apples: Stay People Child  
 Higher Ground: Somebody  
 Marc Bolan: 20th Century Boy

### CHILTERN NETWORK/Dunstable

**A List:**  
**AD** Young Disciples: Apparently Nothin'  
 De La Soul: Roller Skating  
 R.E.M.: New Wild Heaven  
 P.M. Dawn: Set Adrift On Memory Bliss

### DOWNTOWN RADIO/Belfast

**A List:**  
**AD** Jimmy Somerville: Run From  
 Kirsty MacColl: My Affair  
 Blessing: Flames  
 Squeeze: Sunday Street  
 Katydid: Seasaw  
 Danny Wilson: If You Really Love Me  
 Bette Midler: The Gift Of Love

### FOX FM/Oxford

**A List:**  
**AD** Voice Of The Beehive: Monsters  
 Tom Petty: Learning To Fly

### RADIO TREN'T/Nottingham

**A List:**  
**AD** Rembrandts: Just The Way It Is, Baby  
 Rebel Pebbles: Dream Lover  
 Michael Ball: It's Still You  
 Jimmy Somerville: Run From

### RADIO CITY/Liverpool

**A List:**  
**AD** Aretha Franklin: Everyday People  
 Sweetmouth: Fear Is The Enemy Of  
 BEF: A Family Affair  
 Ian McNabb: Great Dreams Of Heaven

### RADIO FORTH/Edinburgh

**A List:**  
**AD** Kenny Thomas: Thinking About  
 Cher: Love & Understanding  
 C&C Music Factory: Things That  
 Cola Boy: 7 Ways To Love  
 Level 42: Guaranteed  
 Huey Lewis & The News: It Hit Me  
 Lisa Lisa & Cult Jam: Let The Beat Hit  
 Jimmy Somerville: Run From  
 Debbie Gibson: One Step Ahead  
 Scritti Politti: Take Me In  
 Blessing: Flames  
 Danny Wilson: If You Really Love Me  
 Cookie Crew: Secrets Of Success

### RED DRAGON FM/Cardiff

**Power Play**  
**Cathy Dennis: Just Another Dream**  
 Extreme: More Than Words  
 C&C Music Factory: Things That  
 Danni Minogue: Jump To The Beat

### RHYTHM SYNDICATE/P.A.S.S.I.O.N.

**A List:**  
**AD** Michael Bolton: Time Love & Hue & Cry: Long Term Lovers Of Pain  
 Level 42: Guaranteed  
 T'Pau: Walk On Air  
 London Boys: Sweet Soul Music  
 Squeeze: Sunday Street  
 Ashbrooke All Stars: Dubbin' Up The

### RADIO BROADLAND/Norwich

**A List:**  
**AD** Rhythm Syndicate: P.A.S.S.I.O.N.  
 Aretha Franklin: Everyday People  
 Hue & Cry: Long Term Lovers Of Pain  
 Jesus Jones: Right Here Right Now  
 BEF: A Family Affair  
 Color Me Badd: All 4 Love

### RADIO BROADLAND/Norwich

**A List:**  
**AD** Squeeze: Sunday Street  
 Tommy Page: Under the Rainbow

### RADIO BROADLAND/Norwich

**B List:**  
**AD** Sweetmouth: Fear Is The Enemy Of  
 Level 42: Guaranteed  
 Danny Wilson: If You Really Love Me  
 Bette Midler: The Gift Of Love  
 Shamen: Move Any Mountain  
 Paula Abdul: The Promise Of A New

### RADIO BROADLAND/Norwich

**A List:**  
**AD** Rhythm Syndicate: P.A.S.S.I.O.N.  
 P.M. Dawn: A Watcher's Point  
 Level 42: Guaranteed  
 Wilson Phillips: The Dream Is  
 Jimmy Somerville: Run From  
 Kirsty MacColl: My Affair  
 Blessing: Flames  
 Paula Abdul: The Promise Of A New

Vanilla Ice: Satisfaction  
 Marillion: No One Can  
 Kirsty MacColl: My Affair  
 Doors: Riders On The Storm  
 Paul Varney: If Only I Knew  
 G.W. McLennan: Haven't I Been A

### METRO RADIO GROUP/Newcastle-

**A List:**  
**AD** Young Disciples: Apparently Nothin'  
 Tara Kemp: Piece Of My Heart  
 Enigma: Principles Of Lust  
 Wilson Phillips: The Dream Is  
 Kirsty MacColl: My Affair  
 Omar: Don't Mean A Thing  
 Blessing: Flames  
 Squeeze: Sunday Street  
 Bette Midler: The Gift Of Love  
 Doors: Riders On The Storm  
 Bananarama: Tripping On Your Love  
 Double Trouble: Gimme Some More  
 Habit: Power

### OCEAN SOUND/Fareham

**B List:**  
**AD** Rhythm Syndicate: P.A.S.S.I.O.N.  
 Aretha Franklin: Everyday People  
 Hue & Cry: Long Term Lovers Of Pain  
 Jesus Jones: Right Here Right Now  
 BEF: A Family Affair  
 Color Me Badd: All 4 Love

### RADIO BROADLAND/Norwich

**A List:**  
**AD** Squeeze: Sunday Street  
 Tommy Page: Under the Rainbow

### RADIO BROADLAND/Norwich

**B List:**  
**AD** Sweetmouth: Fear Is The Enemy Of  
 Level 42: Guaranteed  
 Danny Wilson: If You Really Love Me  
 Bette Midler: The Gift Of Love  
 Janet Lee Davis: Pleasure Seekers  
 Michael Patto: So Much For The Lovin'

### ATLANTIC 252/County Meath

**A List:**  
**AD** Beverley Craven: Holding On  
 Danni Minogue: Jump To The Beat  
 Right Said Fred: I'm Too Sexy  
 Tara Kemp: Piece Of My Heart  
 Black Crowes: Hard To Handle  
 Shamen: Move Any Mountain  
 Paula Abdul: The Promise Of A New

### RADIO TREN'T/Nottingham

**A List:**  
**AD** Rembrandts: Just The Way It Is, Baby  
 Rebel Pebbles: Dream Lover  
 Michael Ball: It's Still You  
 Jimmy Somerville: Run From

### RADIO CITY/Liverpool

**A List:**  
**AD** Aretha Franklin: Everyday People  
 Sweetmouth: Fear Is The Enemy Of  
 BEF: A Family Affair  
 Ian McNabb: Great Dreams Of Heaven

### RADIO FORTH/Edinburgh

**A List:**  
**AD** Kenny Thomas: Thinking About  
 Cher: Love & Understanding  
 C&C Music Factory: Things That  
 Cola Boy: 7 Ways To Love  
 Level 42: Guaranteed  
 Huey Lewis & The News: It Hit Me  
 Lisa Lisa & Cult Jam: Let The Beat Hit  
 Jimmy Somerville: Run From  
 Debbie Gibson: One Step Ahead  
 Scritti Politti: Take Me In  
 Blessing: Flames  
 Danny Wilson: If You Really Love Me  
 Cookie Crew: Secrets Of Success

### RED DRAGON FM/Cardiff

**Power Play**  
**Cathy Dennis: Just Another Dream**  
 Extreme: More Than Words  
 C&C Music Factory: Things That  
 Danni Minogue: Jump To The Beat

### RHYTHM SYNDICATE/P.A.S.S.I.O.N.

**A List:**  
**AD** Michael Bolton: Time Love & Hue & Cry: Long Term Lovers Of Pain  
 Level 42: Guaranteed  
 T'Pau: Walk On Air  
 London Boys: Sweet Soul Music  
 Squeeze: Sunday Street  
 Ashbrooke All Stars: Dubbin' Up The

### RADIO BROADLAND/Norwich

**A List:**  
**AD** Rhythm Syndicate: P.A.S.S.I.O.N.  
 Aretha Franklin: Everyday People  
 Hue & Cry: Long Term Lovers Of Pain  
 Jesus Jones: Right Here Right Now  
 BEF: A Family Affair  
 Color Me Badd: All 4 Love

### RADIO BROADLAND/Norwich

**B List:**  
**AD** Sweetmouth: Fear Is The Enemy Of  
 Level 42: Guaranteed  
 Danny Wilson: If You Really Love Me  
 Bette Midler: The Gift Of Love  
 Shamen: Move Any Mountain  
 Paula Abdul: The Promise Of A New

### RADIO BROADLAND/Norwich

**A List:**  
**AD** Rhythm Syndicate: P.A.S.S.I.O.N.  
 P.M. Dawn: A Watcher's Point  
 Level 42: Guaranteed  
 Wilson Phillips: The Dream Is  
 Jimmy Somerville: Run From  
 Kirsty MacColl: My Affair  
 Blessing: Flames  
 Paula Abdul: The Promise Of A New

### RADIO BROADLAND/Norwich

**A List:**  
**AD** Rhythm Syndicate: P.A.S.S.I.O.N.  
 P.M. Dawn: A Watcher's Point  
 Level 42: Guaranteed  
 Wilson Phillips: The Dream Is  
 Jimmy Somerville: Run From  
 Kirsty MacColl: My Affair  
 Blessing: Flames  
 Paula Abdul: The Promise Of A New

### SWANSEA SOUND/Swansea

**B List:**  
**AD** Harry Connick Jr.: Recipe  
 Tommy Page: Whenever You  
 Hornithology: Soul Serenade

### COOL FM/Belfast

**A List:**  
**AD** Rhythm Syndicate: P.A.S.S.I.O.N.  
 Whimey Houston: My Name Is Not  
 Richard Thompson: I Feel So  
 Deacon Blue: Twist And Shout  
 Level 42: Guaranteed  
 Heavy D & The Boyz: Now That  
 Blessing: Flames  
 Paula Abdul: The Promise Of A New  
 Paul Varney: If Only I Knew  
 Jackie Quinn: Love Rain  
 Sophie Lawrence: Love's Unkind  
 Lucy: Last Without Colours

### KISS FM/London

**B List:**  
**AD** Arthur Baker: Let There Be  
 Omar: Don't Mean A Thing  
 Crystal Waters: Makin' Happy  
 Shabba Ranks: Housecall  
 Rebel MC: Black Meaning Good  
 Lindy Layton: Without You

### NRJ NETWORK/Paris

**A List:**  
**AD** Cher: The Shoop Shoop Song  
 Seal: Future Love Paradise

### RVS ROUEN/Rouen

**A List:**  
 Lonnie Gordon: Gonna Catch You  
 Lenny Kravitz: It Ain't Over  
 Crystal Waters: Gypsy Woman  
 Color Me Badd: I Wanna Sex  
 De La Soul: Ring Ring Ring  
 ABC: Love Conquers All  
 Sara Mandiano: J'Ai Des Douces  
 Francois Feldman: Le Serpent  
 Brothers In Rhythm: Such A  
 PSY: Angelina

### SKYROCK NETWORK/Paris

**A List:**  
**AD** Stefano Secchi: Keep On Jammin'  
 Heatwave: Feel Like Making Love

### VOLTAGE FM/Paris

**Power Play**  
 Monie Love: It's A Shame (My Sister)  
 Dream Warriors: My Definition Of A  
 M.C. Hammer: Have You Seen Her  
 Lonnie Gordon: Gonna Catch You  
 De La Soul: Ring Ring Ring  
 Heavy D & The Boyz: Now That  
 Indra: Misery  
 Dono Dawson: Tell Me Bonita  
 Brothers In Rhythm: Such A  
 Christopher Williams: I'm Dreamin'

### RADIO SERVICE/Marseille

**A List:**  
**AD** Vanilla Ice: Play That Funky Music  
 Massive: Unfinished Sympathy  
 Michael Bolton: Love Is A  
 Tracie Spencer: This House  
 Katherine E: I'm Alright  
 Ocare: What's Going On  
 Peter & E.K.B.: Dad Laisse  
 Midi Maxi & Effi: Bad Bad Boys  
 James Brown: Move On  
 Pepsi & Shirley: Smeday

### EUROPE 2 NETWORK/Paris

**Power Play**  
 Patrick Bruel: Decale  
**A List:**  
**AD** Extreme: More Than Words  
 Lenny Kravitz: It Ain't Over  
 Jill Caplan: Nathalie Wood  
 Art Mengo: Cote Cour

### RADIO SERVICE/Marseille

**A List:**  
**AD** Kaoma: Dan a Togo Mago  
 Patrick Bruel: Decale  
 Indra: Misery  
 Enigma: Principles Of Lust

### RIVIERA RADIO/Monte Carlo

**A List:**  
**AD** Kirsty MacColl: Walking Down  
 Sinead O'Connor: My Special  
 Chris Rea: Looking For The  
 Aswad: Best Of My Love  
 Sailor: La Cumbia  
 Del Shannon: Are You Loving  
 Jimmy Somerville: Run From  
 Labi Siffre: Most People

### RMC/Monte Carlo

**A List:**  
**AD** Alice Cooper: Hey Stoopid  
 Buddy Guy: Damn Right  
 Dan Reed Network: Mix It Up  
 Viktor Laszlo: Sweet Soft And Lazy  
 Zouk Machine: Sa Keha  
 Philippe Swan: Rien Surtout Soy  
 Jon Bon Jovi: Dyin' Ain't Much Of A

# NEWS

\* **SAILOR, SAILOR, SAILOR:** Besides the TOP 10 success in Holland, "La Cumbia" is going to be a summer hit all over Europe.

This track got 153 plays on German radio last week (!) and moved 51 places up in the German Top 100 Single charts to position # 28.

\* "Ich bin der Martin, ne" von **DIEHTER KREBS** ist seit seinem Chart-Entry in Deutschland auf dem besten Weg an die Spitze der Deutschen TOP 10.

\* The brand new **BONFIRE** single "The Stroke", scheduled for release on August 12, got the first outstanding reactions among BMG RCA Label & Marketing Managers as well as key-ROCK AUDIO programmers.

\* **NEW LEGEND's** neue Single "I'll Be Strong" ist vergangene Woche in Deutschland veröffentlicht worden: Eine Blues-Rock Ballade vom Feinsten.

**BMG** BMG Ariola Hamburg GmbH A Bertelsmann Music Group Company  
 Telefon: 040 - 490 69-0  
 Telefax: 040 491 20 60

## GERMANY

**AL Big Audio Dynamite**  
**AD** Queensryche: Silent Lucidity  
 Susanna Hoffs: Unconditional  
 Zucchero/Young: Senza Una  
 Thomas Baroque: Ticket Toulouse  
 Greg De Neuville: Trust In Prayers  
 Skeptiker: Souerei  
 Spliff: Carbonara  
 Other Ones: Another Holiday  
 Electra: Trifit Ein In Den Dom  
**MC Sar & The Real MC Coy:** Make A  
 Rockhaus: Bleib Cool  
 Zollner: Cafe Grössenwahn  
 Bijou Indiscrets: Kaschperl In Der  
 Philip Boa & Voodoo Club: And Then

**HUNDELT 6/Berlin**  
**PP** Marillion: No One Can  
 Rendezvous: Capocabana Bei Nacht  
**A List:**  
**AD** Chris Rea: Looking For The  
 Amy Grant: Every Heartbeat  
 Lamont Dozier: The Quiet's Too  
 Relax: Buono Sera Setz' Di Her'A  
 Trisha Yearwood: She's In Love With  
 Brunner & Brunner: Heisser Als Die  
 Fun To Fun: Reggae Blue  
 Michael Stein: Martinique Cherie  
 Klaus Densow: Ciao Ciao Amore Ciao  
 Bello Visto: Die Stunde Der Wahrheit  
 Marco Masini: Ti Vorrei  
 Valerie's Garten: Sanfte Gefühle  
 Gottlieb Wendehals: Sommer Sonne

**OK RADIO/Hamburg**  
**PP** Amy Grant: Every Heartbeat  
 Rebel Pebbles: I Want You Back  
**A List:**  
**AD** Frank Zappa: Bobby Brown  
**B List:**  
**AD** Extreme: More Than Words  
 Rebel Pebbles: Dream Lover  
 Sailor: La Cumbia

**AD** Bryon Adams: Everything I Do  
 Julian Dawson: How Can I Sleep  
**AD** Extreme: More Than Words  
 Rebel Pebbles: Dream Lover  
 Sailor: La Cumbia

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# STATION REPORTS

**Heavy D & The Boys**- Now That  
**Jesus Jones**- Right Here Right Now

**RADIO REGENBOGEN/Mannheim**

PP **Kate Yanai**- Bacardi Feeling

**A List:**

AD **Michael Bolton**- Time Love & Tenderness

**Amy Grant**- Every Heartbeat

**Desmond Child**- Love On A Roof

**Lamont Dozier**- The Quiet's Too

**Marco Masini**- Ti Vorrei

**Gianna Nannini**- Soridi

**Osmond Boys**- I Can't Help Myself

**B List:**

AD **Banderas**- She Salls

**Gloria Estefan**- Nayib's Song

**Marillion**- No One Can

**Phranc**- I'm Not Romantic

**Marvin & Marcello**- Guess I'm In Love

**Masterboy**- I Need Your Love

**B-Positive**- Time Goes By

**RSH/Kiel**

PP **Amy Grant**- Every Heartbeat

**A List:**

AD **Extreme**- More Than Words

**Chris Rea**- Looking For The

**Huey Lewis & The News**- It Hit Me

**B List:**

AD **Sonia**- Only Fools

**Frank Zappa**- Bobby Brown

**RADIO SALU/Saarbruecken**

PP **Lenny Kravitz**- It Ain't Over

**Cher**- Love & Understanding

**Rembrandts**- Someone

**David Hallyday**- Ooh La La

**Diana Ross**- The Force Behind The Power

**A List:**

**Kenny Thomas**- Thinking About

**Color Me Badd**- I Wanna Sex

**Rhythm Syndicate**- P.A.S.S.I.O.N.

**Tom Petty**- Learning To Fly

**Enigma**- Principles Of Lust

**Liane Foly**- Goodbye Lover

**RIAS 2/Berlin**

**A List:**

AD **Mariah Carey**- There's Got To

**Michael Bolton**- Time Love & Tenderness

**Amy Grant**- Every Heartbeat

**Lamont Dozier**- The Quiet's Too

**Color Me Badd**- All 4 Love

**Kate Yanai**- Bacardi Feeling

**Radio 4U/Berlin**

PP **Daddy Freddy**- Daddy Freddy's In Town

**A List:**

AD **Chesney Hawkes**- I'm A Man

**LaTour**- People Are Still

**Aaron Neville**- Everybody Plays

**Bomb The Bass**- Winter In July

**Pale Saints**- Kinky Love

**Jo Cang**- Islands

**Milltown Brothers**- Apple

**B List:**

AD **Mariah Carey**- There's Got To

**Vanilla Ice**- Rollin' In My

**Frank Zappa**- Bobby Brown

**Bill Pritchard**- Number Five

**Driza Bone**- Real Love

**Nils Lofgren**- Walkin' Nerve

**Junior Reid**- Great Train Robbery

**Element Of Crime**- Blaulicht Und

**Bass-O-Matic**- Funky Love Vibrations

**Stress**- Rosechild

**STAR \* SAT RADIO/Gruenwald**

**B List:**

AD **Sonia**- Only Fools

**Whitney Houston**- My Name Is Not

**Huey Lewis & The News**- It Hit Me

**Tami Show**- The Truth

**Chicago**- You Come To My Senses

**SDR1/Stuttgart**

**A List:**

AD **Michael Bolton**- Time Love & Tenderness

**Diana Ross**- The Force Behind The Power

**HIT RADIO N1/Nuremberg**

PP **OMD**- Pandora's Box

**A List:**

AD **Lenny Kravitz**- It Ain't Over

**Whitney Houston**- My Name Is Not

**C&C Music Factory**- Things That

**Cola Boy**- 7 Ways To Love

**RADIO XANADU/Munich**

**A List:**

**Marc Cohn**- Walking In Memphis

**John Farnham**- Burn For You

**Rembrandts**- Someone

**Tyketto**- Forever Young

**Southern Sons**- Heart In Danger

**Lynyrd Skynyrd**- Smokestack Lightning

**David Lee Roth**- Tell The Truth

**Enuff Z'Enuff**- Mother's Eyes

**Black Crowes**- She Talks To Angels

**Willie Nile**- Heaven Help The Lonely

**WDR/Cologne 1**

**A List:**

**AD Kirsty MacColl**- Walking Down

**Junior Reid**- Great Train Robbery

**Ivan Jackson**- No Deposit No Return

**Green On Red**- Two Lovers

**Bobby Womack**- It's All Over Now

**Steven Brown**- The Thrill Has Gone

**Violent Femmes**- Do You Really Want To

**Incognito**- Metropolis

**RADIO DOWN-TOWN/Erlangen**

**A List:**

AD **Cher**- Love & Understanding

**Moody Blues**- Say It With Love

**Jesus Jones**- Right Here Right Now

**B List:**

AD **Living Colour**- Solace Of You

**Glenn Frey**- Part Of Me Part

**Little River Band**- Worldwide Love

**Tyketto**- Wings

**RADIO F/Nuremberg**

**A List:**

**George Michael**- Heal The Pain

**Rod Stewart**- Rhythm Of My Heart

**Chris Rea**- Looking For The

**Viktor Laszlo**- Teach Me To

**David Hasselhoff**- Do The Limbo

**Monty Python**- Always Look On The

**Tam Astor**- Take It Easy Nimm Es Leicht

**Timmy T**- Please Don't Go

**Bellamy Brothers**- Neon Cowboy

**Andy Borg**- Ich Sag Es Mit Musik

**RADIO GONG 2000/Munich 40**

PP **Lenny Kravitz**- It Ain't Over

**Crowded House**- Chocolate Cake

**Incognito**- Always There

**A List:**

AD **Rod Stewart**- The Motown Song

**Michael Bolton**- Time Love & Tenderness

**Huey Lewis & The News**- It Hit Me

**B List:**

AD **Mariah Carey**- There's Got To

**Lisa Lisa & Cult Jam**- Let The Beat Hit

**Hamburger Arroganz**- Aepfl Mit

**RADIO RT 4/Reutlingen**

**A List:**

AD **Michael Bolton**- Time Love & Tenderness

**OMD**- Pandora's Box

**Fury/Slaughterhouse**- Trapped

**Pur**- Lena

**Yanai & Kate**- Bacardi Feeling

**RADIO NRW/Oberhausen**

**A List:**

**AD Roland Kaiser**- Wind Auf Der

**Lamont Dozier**- The Quiet's Too

**katia Maria Yelin**- No Lubida

**Gianna Nannini**- Soridi

**Little River Band**- Worldwide Love

**Burkhardt Brozat**- Sperr Mich Nicht Ein

**RADIO FFH/Frankfurt**

PP **Amy Grant**- Every Heartbeat

**A List:**

AD **Tom Petty**- Learning To Fly

**Ten Sharp**- You

**B List:**

AD **Feargal Sharkey**- Woman & I

**Carola**- Captured By A

**Mark Stevens**- This Is The Way

**OMD**- Pandora's Box

**Soulsister**- Sweet Dreamer

**Rembrandts**- Someone

**Bonnie Raitt**- Something To Talk

**Gloria Estefan**- Nayib's Song

**INXS**- Bitter Tears

**Stephanie**- You Don't Die From

**Umberto Tozzi**- Gli Altri

**E.L.O.**- Thousand Eyes

**Glenn Frey**- Part Of Me Part

**Paul Simon**- Born At The Right

**Stevie B**- I'll Be By Your Side

**Julian Dawson**- How Can I Sleep

**Thomas Baroque**- Tictel Toulouse

**katia Maria Yelin**- No Lubida

**Pauline Ester**- Le Monde Est Fou

**Bingoboyz**- No Woman No Cry

**Jellyfish**- Baby's Coming Back

**RADIO FFB/Fuerstenfeldbruck**

PP **Cher**- The Shoop Shoop Song (It's In His

**Scorpions**- Wind Of Change

**Lenny Kravitz**- It Ain't Over

**Paula Abdul**- Rush Rush

**Zucchero/Young**- Senza Una

**Rod Stewart**- The Motown Song

**Tom Petty**- Learning To Fly

**Burkhardt Brozat**- Verreuck Nach Dir

**Merlin**- Wolfe

**SCHWARZWALD RADIO/Freiburg**

**A List:**

AD **Chesney Hawkes**- I'm A Man

**Sonia**- Only Fools

**Whitney Houston**- My Name Is Not

**Kim Appleby**- Mama

**Huey Lewis & The News**- It Hit Me

**Tol & Tol**- Sedalio

**Heinz Rudolf Kunze**- Alles Gelogen

**SWF/Baden Baden**

**A List:**

**Chesney Hawkes**- The One And Only

**Mike & The Mechanics**- Word Of

**Roxette**- Fading Like A Flower

**Chesney Hawkes**- I'm A Man

**Paula Abdul**- Rush Rush

**Marc Cohn**- Walking In Memphis

**Chris Rea**- Looking For The

**Bryan Adams**- Everything I Do

**Frank Zappa**- Bobby Brown

**Guns N' Roses**- You Could Be

**WEST DEUTSCHER RUNDFUNK (WDR)/Cologne**

PP **New Kids On The Block**- Games

**Mike & The Mechanics**- Word Of

**Roxette**- Fading Like A Flower

**Pet Shop Boys**- Jealousy

**Erasure**- Chorus

**OMD**- Pandora's Box

**Kraftwerk**- The Robots

**Gipsy Kings**- Baila Me

**Pur**- Lena

**E.L.O.**- Thousand Eyes

**Brings**- Nur Ner Zwei

**Gesocks**- Zigeunerjunge

**White Heart**- Powerhouse

**A List:**

AD **Marc Cohn**- Walking In Memphis

**Michael Bolton**- Time Love & Tenderness

**Patricia Kaas**- Regarde Les Riches

**Marillion**- No One Can

**Southernaires**- Young Love

**Glass Tiger**- Blinded

**RADIO BABBOLEO/Genoa**

**A List:**

**Bananarama**- Long Train Running

**Simple Minds**- See The Lights

**Bliss**- Watching Over Me

**Crystal Waters**- Gypsy Woman

**Color Me Badd**- I Wanna Sex

**Blessing**- Highway 5

**Spagna**- Only Wards

**Joy Salinas**- Rockin' Romance

**Jo Cang**- Islands

**Rozalla**- Faith

**RADIO 101 INTERNATIONAL/Milan**

PP **Roxette**- Fading Like A Flower

**Color Me Badd**- I Wanna Sex

**Cher**- Love & Understanding

**A List:**

AD **Timmy T**- Paradise

# STATION REPORTS

## HOLLAND

**Incognito**- Always There  
**DJ Jazzy Jeff**- Summertime  
**Aaron Neville**- Everybody Plays  
**Prince**- Get Of  
**Lagazzi**- Faccio Una Luga Come  
**Mario Lavezzi**- Per La Gloria  
**Matt Bianco**- Macumba  
**Robbie Nevil**- Just Like You  
**Mafia Bazar**- Si Pua? Ricominciaro  
**Scialpi**- A...Amore  
**Simple Minds**- Stand By Love

**RADIO VENARIA 1/Venaria**  
**PP** Jim Porto- Low Down

**A List:**  
**AD** DJ Jazzy Jeff- Summertime  
 J.T. Taylor- Long Hot Summer Night  
**Zappala**- We Gotta Do It  
**Clio & Kay**- What Goes Up  
**AL** Aretha Franklin- Everyday People

**ANTENNA DELLO STRETTO/Messina**

**A List:**  
**AD** Scorpions- Wind Of Change  
 Rosario Di Bella- Cantando Matia  
**SSR**- To Be House  
 Leone Di Lernia- Pesce Frito E Baccala

**RADIO CLUB 91/Naples**

**A List:**  
**AD** Young Disciples- Apparently Nuthin'  
 Cher- Love & Understanding  
 Tom Petty- Learning To Fly  
 DJ Jazzy Jeff- Summertime  
**Bros**- Are You Mine?  
 Deacon Blue- Twist And Shout  
**INXS**- Bitter Tears  
 Scorpions- Send Me An Angel  
 Lorca- Medley  
 Baby Baby- Colours

**RAI STEREO DUE/Rome**

**A List:**  
 Kirsty MacColl- Walking Down  
 Omar- There's Nothing Like  
 Roachford- Stone City  
 Lio- The Girl From Panama  
 Cola Boy- 7 Ways To Love  
 DJ Jazzy Jeff- Summertime  
 Love & Money- My Love Lives  
 ABC- Love Conquers All  
 Crystal Waters- Makin' Hoppo  
 Albertino- Your Love is Crazy

**HIT RADIO/Bussum**

**PP** Incognito- Always There  
 Sniff N' The Tears- Driver's Seat  
**B List:**  
**AD** Rhythm Syndicate- P.A.S.S.I.O.N.  
 Cola Boy- 7 Ways To Love  
 Guns N' Roses- You Could Be  
 Sonic Surfers- Beat Of Zen  
 Black Box- Everybody Everybody  
 Bob Marley- No Woman No Cry

**KRO/Hilversum**

**A List:**  
**AD** Zucchero- Wonderful World  
 DJ Jazzy Jeff- Summertime  
 E.L.O.- Thousand Eyes  
 Pilgrims- Any Trick  
 Eric & His Burden- Don't Let Me Be

**TROS RADIO 3/Hilversum**

**PP** Koos Alberts- Eenmaal In Je Leven  
**B List:**  
**AD** Electronic- Get The Message  
 Cher- Love & Understanding  
 Zucchero- Wonderful World  
 Powercut- Girls  
 Stefano Secchi- I Say Yeah  
 Duncan Browne- The Wild Places  
 Jack Jersey- Blame It on The Summersun  
 Roch Vaisine- Helene  
 Elvis Presley- Are You Lonesome Tonight  
 Carlo Vuur- Ik Zoek Een Meisje  
 Donya- You Should Be Rockin'

**RADIO NOORD-HOLLAND/Haarlem**

**A List:**  
**AD** Karl Keaton- Love's Burn  
 Electronic- Get The Message  
**C&C Music Factory**- Things That  
 DJ Jazzy Jeff- Summertime  
 Seal- The Beginning  
 Huey Lewis & The News- It Hit Me  
 James Brown- Move On  
 Mathilde Santing- Overnite

**SKY RADIO/Bussum**

**B List:**  
**AD** Marc Cohn- Walking In Memphis  
 Gloria Estefan- Nayib's Song  
 Scorpions- Send Me An Angel

## BELGIUM

**RADIO ANTIGOON/Antwerp**

**B List:**  
**AD** C&C Music Factory- Things That  
 Lisa Lisa & Cult Jam- Let The Beat Hit  
 This Mortal Coil- You And  
 Pitti Pollock- Happy Doing Nothing

**RADIO EXPRESS/Antwerp**

**B List:**  
**AD** Dinky Toys- My Day Will Come  
 Soulsister- Facing Love

**RADIO ROYAAL/Hamont-Achel**

**PP** Los Manolos- All My Loving  
**B List:**  
**AD** Electronic- Get The Message  
 Omar- There's Nothing Like  
 Michael Bolton- Time Love & Tenderness  
 Cher- Love & Understanding  
 Incognito- Always There  
**C&C Music Factory**- Things That  
 Seal- The Beginning  
**Bomb The Bass**- Winter In July  
 Andre Hazes- Zomer

**RADIO CONTACT F/Brussels**

**B List:**  
**AD** Chesney Hawkes- I'm A Man  
 Cher- Love & Understanding  
**Mecano**- 7 De Septiembre  
 Powercut- Girls  
**Kaoma**- Dan a Tago Mago  
 Stevie B- I'll Be By Your Side  
 Soulsister- Facing Love  
 Jamie Dee- Burnin' Up  
**MC Extince**- Gonna Make Mama Feel  
 Latino Party- Arriba

**BRT STUDIO BRUSSELS/Brussels**

**A List:**  
**AD** Voice Of The Beehive- Monsters  
 Deacon Blue- Twist And Shout  
 De La Soul- Roller Skating  
**Womack & Womack**- My Dear  
 Bank- Round & Round  
 Innocence- Remember The Day  
 Whycliffe- Whatever It Is  
 James Brown- Move On  
 Jack Of Hearts- Zanked  
**Accelerators**- Dreamtrain  
 Tramps- The Night The Lights Went Out  
**AL** Big Audio Dynamite- The Globe  
 Rain- Rain

**Squeeze**- Play

**BRT2/Gent**

**A List:**  
**AD** Amy Grant- Baby Baby  
 Wilson Phillips- You're In Love  
 Mylene Farmer- Desenchantée  
 Crowded House- Chocolate Cake  
 Alice Cooper- Hey Stupid  
 Timmy T- Paradise  
 Unity Mixers- Unity Mix #1  
 Erik Van Neygen- Geen Zorgen

## SPAIN

**SER/40 PRINCIPALES/Madrid**

**A List:**  
**AD** Duncan Dhu- Mundo De Cristal  
 Azucar Moreno- Mambo

**B List:**  
**AD** Roxette- Fading Like A Flower  
 Queensryche- Silent Lucidity  
 Lonnie Gordon- Gonna Catch You  
 Color Me Badd- I Wanna Sex  
 Stevie Wonder- Gotta Have  
 Nomad- Just A Groove  
 Miguel Bose- Nena  
 Sopa De Cabra- Si Et Quedes  
 Rockin' Bordes- Sin Ti  
**Ortega/Montero**- Dónde Estas  
**El Ultimo De La Fila**- En Mi Pecho  
**Paz Martin**- Nacida Para  
**Sombras De Interior**- Quiero  
 Havana 3 A.M.- Reach The Rock

**CANAL SUR/Seville**

**A List:**  
**AD** Jomanda- Got A Love For You  
 3rd Bass- Pop Goes The Weasel  
**Siouxie & The Bonshies**- Kiss Them Far  
 Knack- One Day At A Time  
 Brand New Heavies- Never Stop

**COPE/Madrid**

**A List:**  
**AD** Technonotic- Move That Body  
 Transvision Vamp- If Looks Could Kill  
**La Trampa**- Sin Darte Cuenta

**RADIO 16/Madrid**

**PP** Martika- Love Thy Will Be Done  
**Los Manolos**- Strongers In The Night  
**Mecano**- El Pean Del Rey De Negros  
 El Alma- Sha La La  
**A List:**  
**AD** Black- Here It Comes Again  
 Elvis Costello- So Like Candy  
 Ana Belen- Margaritas a Los Cerdos

## SWEDEN

**CITY 103/Goteborg**

**A List:**  
**AD** Michael Bolton- Time Love & Tenderness  
 Escape Club- I'll Be There  
 Scritti Politti- Take Me In  
**Vienna Parade**- Wonderland  
**Womack & Womack**- My Dear  
 Tony Banks- The Gift  
 Thomas Barquee- Ticket Taulouse

**RADIO P4/Lund**

**PP** Womack & Womack- My Dear  
**Dozier/Collins**- The Quieter's Too Loud  
**A List:**  
**AD** Omar- There's Nothing Like  
 Rhythm Syndicate- P.A.S.S.I.O.N.  
 Michael Bolton- Time Love & Tenderness  
 Voice Of The Beehive- Monsters  
 Jesus Jones- Right Here Right Now  
 De La Soul- Roller Skating  
**Vienna Parade**- Wonderland  
 Tony Banks- The Gift  
 Bonnie Raitt- Good Man Good Woman  
 Crowded House- Fall At Your Feet

**HIT FM/Jarfalla**

**A List:**  
**AD** Timmy T- Paradise  
 TPau- Walk On Air  
 Gloria Estefan- Nayib's Song  
 Escape Club- I'll Be There  
**Dozier/Collins**- The Quieter's Too Loud  
 Go For It- Don't Turn Away  
 2 Unlimited- Get Ready 4 This  
 Dag Taylor- It's Alright

**RADIO HUDDINGE/Stockholm**

**PP** OMD- Pandora's Box  
 Huey Lewis & The News- It Hit Me  
**A List:**  
**AD** Jason Donovan- Any Dream Will  
 Bill Lovelady- One More  
 Bros- Are You Mine?  
**INXS**- Bitter Tears  
 Angel- Sommaren I City

**RADIO MALMOHUS/Malmö**

**A List:**  
**AD** Color Me Badd- I Wanna Sex  
 Zucchero/Young- Senza Uno

# EXTREME

## "More Than Words"

Performing "Extremely" well on European radio!

### NOW BEING PLAYED ON:

Antenne Austria (A), Radio Expres (B), Radio Contact Network (B), Radio Antigoon (B), Radio Royaal (B), Radio 24 (CH), SFB (D), RSH (D), Radio Charivari (D), RTL (D), Radio Voice (DK), Radio 102 (N), NCRV (NL), AVRO (NL), Hitradio (NL), Veronica (NL), TROS (NL), KRO (NL), SAF Radio City (S), Radio P4 (S), YLE Radiomafia (SF), Radio Broadland (UK), BRMB (UK), Capital Radio (UK), Radio Trent (UK), Radio Clyde (UK), Chiltern Network (UK), Red Dragon FM (UK), Metro FM (UK), Radio City (UK), Piccadilly Radio (UK), Downtown Radio (UK), BBC Radio 1 (UK), Beacon Radio (UK), GWR (UK), Red Rose Radio (UK), Radio Forth (UK).



Terry Ronald- Calm The Rage  
 Tomas Ledin- En Dag På Stranden  
 Sanne Salomonsen- A Love For The

Karl Keaton- Remember

**STUDENTRADIOEN/Tromsø**

**Power Play**  
 Elvis Costello- So Like Candy  
 Runrig- The Big Wheel  
**A List:**  
**AD** Sonia- Only Fools  
 Crowded House- Chocolate Cake  
 ABC- Love Conquers All  
 Los Manolos- All My Loving

## DENMARK

**AARHUS NAERRADIO/Aarhus**

**A List:**  
**AD** Jimmy Soul- If You Wanna Be  
 Huey Lewis & The News- It Hit Me  
 Wilson Phillips- The Dream Is  
 De La Soul- Roller Skating  
 Aretha Franklin- Doctor's Orders  
 Darleens- If My Heart Had Windows

**RADIO VIBORG/Viborg**

**A List:**  
**AD** De La Soul- Ring Ring Ring  
 Kylie Minogue- Shocked  
 Tara Kemp- Piece Of My Heart  
 Go For It- Change Your Last  
 Darleens- Game Fishin'  
 Henning Stærk- We Believe In

**RADIO VOICE/Copenhagen**

**A List:**  
**AD** C&C Music Factory- Things That  
 Seal- The Beginning  
 Wilson Phillips- The Dream Is  
 Eva Dahlgren- Gunga Mej  
 Clannad- Both Sides Now

**UPTOWN FM/Copenhagen**

**PP**Amina- Le Dernier Qui A Parla  
 Seal- The Beginning  
**A List:**  
**AD** Kirsty MacColl- Walking Down  
 OMD- Pandora's Box  
 Huey Lewis & The News- It Hit Me  
**B List:**  
**AD** Crowded House- Chocolate Cake  
 Gloria Estefan- Nayib's Song

# JESUS JONES



right here, right now

TOP 3 US SMASH HIT  
 IT'S HAPPENING RIGHT HERE, RIGHT NOW



MAKE SURE YOU'RE PLAYING IT!

# STATION REPORTS

## RADIO HOLBAECK/Holbaeck

PP Triplets- You Don't Have To Go  
Tara Kemp- Piece Of My Heart

A List:  
AD Rhythm Syndicate- P.A.S.S.I.O.N.  
Jason Donovan- Amy Dream Will  
OMD- Pandora's Box  
Natalie Cole- Unforgettable  
Aretha Franklin- Everyday People  
Sailor- La Cumbia  
Matt Bianco- Macumba

## RADIO SYDKYSTEN/Karlsunde

A List:  
AD Triplets- You Don't Have To Go  
ABC- Love Conquers All  
Huey Lewis & The News- It Hit Me  
Wilson Phillips- The Dream Is  
Diana Ross- The Force Behind The Power  
Travolta/John- Summernights  
Bamses Venner- Endnu En Nat

## RADIO ABC/Randers

A List:  
AD Cher- Love & Understanding  
Timmy T- Paradise  
Darleens- If My Heart Had Windows  
Secret Mission- Silent Spring  
BB Queen- I'm In The Mood  
B List:  
AD Cola Boy- 7 Ways To Love  
Gerard Joling- Tu Sala Tu

## RADIO HORSENS/Horsens

PP Extreme- More Than Words  
Secret Mission- Silent Spring  
Runrig- Always The Winner

A List:  
AD Lars Lilholt- Ophelia  
UK Mixmasters- Lucky 7 Megamix  
Travolta/John- Summernights  
Damian & Dame- Exclusivity  
Her Personal Pain- You Can't Always

## FINLAND

## YLE 2/RADIOMAFIA/Helsinki

A List:  
AD Sko/Torp- On A Long Lonely Night  
Bryan Adams- Everything I Do  
Desmond Child- Love On A Roof  
BEF- A Family Affair  
Aretha Franklin- Doctor's Orders

Glen Frey- Part Of Me Part Of You  
Tom Petty- All The Wrong Reasons  
Raptor- Aig Sy6 Humelia  
Astro Lanes- Hearts Break  
U-Boy- Ai Ai Ai  
Sam Phillips- Lying  
Blue Yodel- Purple Day

## DISCOPRESS/Tampere

A List:  
AD Dr. Alban- No Coke  
De La Soul- Ring Ring Ring  
KLF- Last Train To Transcentral  
Technotronic- Move That Body  
Hausmylly- Se Musta Mies

## AUSTRIA

### ANTENNE AUSTRIA/Vienna

B List:  
AD Simple Minds- See The Lights  
Gloria Estefan- Remember Me  
Lenny Kravitz- It Ain't Over  
Paula Abdul- Rush Rush  
Color Me Badd- I Wanna Sex  
R.E.M.- Losing My Religion  
Beverly Craven- Promise Me  
R.E.M.- Shiny Happy People  
Amina- Le Dernier Qui A Parle  
Pet Shop Boys- Jealousy  
OMD- Pandora's Box  
Kim Appleby- Mama  
Natalie Cole- Unforgettable  
Stephanie- You Don't Die From

## SWITZERLAND

### RADIO SUISSE ROMANDE/Lausanne

A List:  
AD 3rd Bass- Pop Goes The Weasel  
Junior Reid- Great Train Robbery  
Prudes- Powerful Brain  
Rain- Taste Of Pain  
Williams Brothers- It's A Wonderful  
Transvision Vamp- Twangy Wiggout  
Uno- Oh Girl  
Heavy D & The Boyz- I Can Make You  
Needles- Hey Mama  
Straitjacket Fits- In Spite Of It All

## RADIO FOERDERBAND/Bern

PP Glenn Frey- Part Of Me Part  
A List:  
AD Kaoma- Dan a Tago Mago  
Lisa Lux- If I Can Find A Clean Shirt

## RADIO DRS 3/Basel

A List:  
AD Bill Pritchard- Number Five  
Big Audio Dynamite- Rush  
Lassie Singers- Mein Freund Hat Mit Mir  
Mecano- Una Rosa Es Una Rosa  
A List:  
AD DJ Jazzy Jeff- Summertime  
Phon Roll- River Of Love  
Junior Reid- Great Train Robbery  
Williams Brothers- Can't Cry Hard  
AL Rain- Rain  
Crowded House- Woodface

## POLAND

### POLSKIE RADIO/Warsawa

PP Mylene Farmer- Désenchantée  
Jean-Jacques Goldman- A Nos  
Tol & Tol- Sedalia  
Snap- Keep It Up  
Dirty Mind- The Killer  
Bombalurina- Speedy Gonzales  
Flash Trax- Time For The Party  
Lisa Lux- Let's Have A Party  
A List:  
AD Beats International- Echo Chamber  
De La Soul- Ring Ring Ring  
Oh Well- Quiet  
Vanilla Ice- I Love You

### RADIO RMF/Krakow

PP Marc Cohn- Walking In Memphis  
A List:  
AD Huey Lewis & The News- Hit Me  
E.L.O.- Thousand Eyes  
Banderas- Might This Be Your Last Sorrow  
Knack- Serious Fun  
B List:  
AD Deacon Blue- Your Swaying Arms  
Real People- Window Pane  
TPau- Walk On Air

## GREECE

### ANTENNA 97.1 /Athens

A List:  
Zucchero/Young- Senza Una  
Kim Appleby- Mama  
Alice Cooper- Hey Stoopid  
Cola Boy- 7 Ways To Love  
Bros- Are You Mine?  
Heavy D & The Boyz- Now That  
Lisa Lisa & Cult Jam- Let The Beat Hit  
DJH feat. Stefy- I Like It  
Ten Sharp- You  
Fun Foundation- Master Plan  
Bingoboyz- Borrowed Love

### ERA /Athens

A List:  
Scorpions- Wind Of Change  
E.M.F.- Unbelievable  
Lenny Kravitz- It Ain't Over  
Erasure- Chorus  
Massive- Safe From Harm  
OMD- Pandora's Box  
Bryan Adams- Everything I Do  
DJ Jazzy Jeff- Summertime  
Paula Abdul- The Promise Of A New  
Siouxie & The Banshees- Kiss Them For

### JERONIMO GROOVY/Athens

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

### SEVEN-X/ Athens

PP Tom Petty- Learning To Fly  
No Panic- School '91

## EUROPE

### VOA/Europe

B List:  
AD Cathy Dennis- Too Many Walls



### MTV EUROPE/London

Heavy Rotation:  
Amy Grant- Baby Baby  
Extreme- More Than Words  
Paula Abdul- Rush Rush  
Crystal Waters- Gypsy Woman  
Color Me Badd- I Wanna Sex  
Rod Stewart- The Motown Song  
Bryan Adams- Everything I Do  
Active Rotation:  
Cher- The Shoop Shoop Song  
Lenny Kravitz- It Ain't Over  
Mylene Farmer- Désenchantée  
Karl Keaton- Love's Burn  
Erasure- Chorus  
OMD- Pandora's Box  
Yello- Rubberband Man  
Ziggy Marley- Kozmik  
Heavy D & The Boyz- Now  
Gipsy Kings- Baila Me  
INXS- Bitter Tears  
Guns N' Roses- You Could Be

Buzz Bin:  
Jesus Loves You- Generations  
Jesus Jones- Right Here Right  
Shamen- Move Any Mountain  
Break Out:  
Kirsty MacColl- Walking Down  
Electronic- Get The Message  
Amina- Le Dernier Qui A Parle  
Marc Cohn- Walking In  
Living Colour- Salace Of You  
Marillion- Cover My Eyes  
Black Crowes- Jealous Again  
Chris Rea- Looking For The  
Omar- There's Nothing Like  
Cher- Love & Understanding  
OMD- Pandora's Box  
Zucchero- Wonderful World  
Crowded House- Chocolate  
Tom Petty- Learning To Fly  
Alice Cooper- Hey Stoopid  
Foreigner- Lowdown & Dirty  
C&C Music Factory- Things  
Seal- The Beginning  
Huey Lewis - It Hit Me Like A

De La Soul- Roller Skating  
Dan Reed Network- Mix It Up  
Skid Row- Monkey Business

Prime Break Out:  
Cathy Dennis- Just Another  
Chesney Hawkes- I'm A Man  
Sydney Youngblood- Hooked  
Kim Appleby- Mama  
Army Of Lovers- Crucified  
Incognito- Always There  
Bros- Are You Mine?

Medium Rotation:  
Roxette- Fading Like A Flower  
Rod Stewart- Rhythm Of My Heart  
Roxette- Joyride  
R.E.M.- Losing My Religion  
KLF- Last Train To Transcentral  
R.E.M.- Shiny Happy People  
Zucchero/Young- Senza Una

Station Reporter's names will reappear next week when transition to new software is completed.

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# British Acts Conquer The US Charts

by Machgiel Bakker

UK-signed acts are currently making big in-roads into the US market. No less than seven acts are presently in the top 40 of the **Billboard Hot 100 Singles** and another four are in the bottom half. In the **Top Pop Albums**, five acts are featured.

Leading the chart attack is **EMI Records (UK)**, who enjoyed a no. 1 hit single with **EMF's Unbelievable** (on the **EMI USA** label), while **Jesus Jones' Right Here, Right Now** (via **SBK**) crept up to no. 2. And, perhaps more significantly, albums from both acts—**Schubert Dip** and **Doubt**, respectively—are approaching platinum status (1 million copies sold).

According to EMI's international director of artist develop-

ment **John Briley**, long-term planning is essential. "You have to give yourself enough leadtime to fully deliver those first singles. If you miss those entrees, it is a lot harder to sell the album. Don't shoot straight to the pop charts without having any other base. Jesus Jones was broken through college radio. Also, we toured both bands heavily through the States. Building bands as live musicians is still very important in the US."

**London Records** international director **John Reed** is "delighted" with the increased popularity of UK bands. "First and foremost, those records broke (in the US) because they are great records. But, they were also multi-formatted. You can't just go to CHR without having something

extra. In both cases (EMF/Jesus Jones), **MTV** supported the bands."

The irony is that the UK indie/dance genre is scoring better in the US than in (mainland) Europe. Says Reed, "I hope it has repercussions on European radio. They are one year behind. For instance, I can't get **Happy Mondays** on German radio. They all play **EHR!**"

One of London's acts, **The La's**, is top 5 Alternative and moving up the **Billboard Hot 100** with the single *There She Goes*.

**BMG Records (UK)** chairman **John Preston** is equally adamant about the role that format radio in the US plays in breaking new music. "In the US, college/alternative radio—together with the clubs—provides the platform

for the success of the newer bands. European radio finds it difficult to programme that sort of music."

**Preston** feels it is too early to speak of a trend. "British music has always been a little bit ahead of the rest of the world. What we see here is the outgrowth of the Manchester bands and, not surprisingly, it has to do with the commitment of the record companies. We have excellent partners in the US."

**BMG UK**-signed acts that have fared well in the States include **David Stewart** (on the **Anxious** label in the US), **Rick Astley (RCA)**, **Black Box (RCA)** and **Londonbeat**. The latter act, however, is not signed to a **BMG** label in the US, but to **Radioactive/MCA**.

**David Balfe** owns the **Food**

label that was started in 1984 and now licenses all its product through **EMI**. The roster includes **Diesel Park West**, **Blur** and **Jesus Jones**. "The US is more ready to take things from alternative to pop, so it seems," comments **Balfe**. "Alternative radio has become more mainstream. But really, we're only talking about **Jesus Jones** and **EMF**. I wouldn't read anything more into it."

The **Jesus Jones** album, *Doubt*, was released in January. "We spent six weeks on four alternative radio formats. But that was back in February-March. Since then, we have worked very hard. It's a long, hard slug. You have to be prepared to do a lot of things that look pretty stupid, but in the end pay off. It's not like in the UK, where you just pop down to London, do two days of interviews and the odd TV show and you've covered Britain."

Another British-signed act that has done remarkably well is **Polydor UK** singer **Cathy Dennis**. Her debut solo album, *Move To This*, released in the US in October 1990, has sold in excess of 400,000 copies and yielded three hit singles, of which *Touch Me (All Night Long)*, reached no. 2.

Other UK acts currently charted in **Billboard** include **Seal**, with *Crazy (Sire)*, **The KLF's 3 AM Eternal (Arista)**, **UB 40's Here I Am (Virgin)**, and, most recently, **Chesney Hawkes' The One And Only (Chrysalis)**.

As additional reader service, **M&M** will start highlighting European acts in the **Billboard** charts. Also, European country of origin (ECO) will be identified.

## SINGLES

## Billboard

## ALBUMS

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TW	LW	Artist/Title	Label	ECO
1	1	<b>BRYAN ADAMS</b> /[Everything I Do] I Do It For You	A&M	
2	2	<b>RYTHM SYNDICATE</b> /P.A.S.S.I.O.N.	Impact	
3	5	<b>AMY GRANT</b> /Every Heartbeat	A&M	
4	4	<b>D.J. JAZZY JEFF &amp; THE FRESH PRINCE</b> /Summertime	Jive	
5	6	<b>LENNY KRAVITZ</b> /It Ain't Over 'Til It's Over	Virgin	
6	8	<b>CORINA</b> /Temptation	Cutting	
7	9	<b>ROXETTE</b> /Fading Like A Flower (Every Time You Leave)	EMI	S
8	10	<b>THE ESCAPE CLUB</b> /I'll Be There	Atlantic	
9	3	<b>JESUS JONES</b> /Right Here, Right Now	SBK	UK
10	11	<b>SCORPIONS</b> /Wind Of Change	Mercury	D
11	16	<b>THE KLF</b> /3 A.M. Eternal	Arista	UK
12	15	<b>HI-FIVE</b> /I Can't Wait Another Minute	Jive	
13	7	<b>EMF</b> /Unbelievable	EMI	UK
14	19	<b>BOYZ II MEN</b> /Motownphilly	Motown	
15	23	<b>PAULA ABDUL</b> /The Promise Of A New Day	Captive	
16	18	<b>SEAL</b> /Crazy	Sire	UK
17	17	<b>CHER</b> /Love And Understanding	Geffen	
18	25	<b>NATALIE COLE</b> /Unforgettable	Elektra	
19	24	<b>C&amp;C MUSIC FACTORY</b> /Things That Make You Go Hmmm....	Columbia	
20	27	<b>CATHY DENNIS</b> /Too Many Walls	Polydor	UK
21	32	<b>MICHAEL BOLTON</b> /Time, Love And Tenderness	Columbia	
22	13	<b>PAULA ABDUL</b> /Rush Rush	Captive	
23	26	<b>HEAVY D. &amp; THE BOYZ</b> /Now That We Found Love	Uptown	
24	12	<b>WILSON PHILLIPS</b> /The Dream Is Still Alive	SBK	
25	30	<b>ROD STEWART</b> /The Motown Song	Warner Brothers	
26	14	<b>TARA KEMP</b> /Piece Of My Heart	Giant	
27	28	<b>THE BLACK CROWES</b> /Hard To Handle	Def American	
28	NE	<b>COLOR ME BADD</b> /I Adore Mi Amor	Giant	
29	31	<b>GUNS N' ROSES</b> /You Could Be Mine	Geffen	
30	34	<b>NELSON</b> /Only Time Will Tell	DGC	
31	20	<b>MICHAEL W. SMITH</b> /Place In This World	Reunion	
32	36	<b>FIREHOUSE</b> /Love Of A Lifetime	Epic	
33	21	<b>COLOR ME BADD</b> /I Wanna Sex You Up (From "New Jack City")	Giant	
34	38	<b>ROBBIE NEVIL</b> /Just Like You	EMI	
35	NE	<b>MARKY MARK &amp; THE FUNKY BUNCH</b> /Good Vibrations	Interscope	
36	NE	<b>WHITNEY HOUSTON</b> /My Name Is Not Susan	Arista	
37	40	<b>TOM PETTY &amp; THE HEARTBREAKERS</b> /Learning To Fly	MCA	
38	35	<b>SALT-N-PEPA</b> /Do You Want Me	Next Plate	
39	NE	<b>R.E.M.</b> /Shiny Happy People	Warner Brothers	
40	NE	<b>3RD BASS</b> /Pop Goes The Weasel	Def Jam	

TW	LW	Artist/Title	Label	ECO
1	1	<b>NATALIE COLE</b> /Unforgettable	Elektra	
2	2	<b>VAN HALEN</b> /For Unlawful Carnal Knowledge	Warner Brothers	
3	3	<b>PAULA ABDUL</b> /Spellbound	Captive	
4	4	<b>C&amp;C MUSIC FACTORY</b> /Gonna Make You Sweat	Columbia	
5	6	<b>SOUNDTRACK</b> /Robin Hood: Prince Of Thieves	Morgan Creek	
6	9	<b>BONNIE RAITT</b> /Luck Of The Draw	Capitol	
7	5	<b>SKID ROW</b> /Slave To The Grind	Atlantic	
8	7	<b>R.E.M.</b> /Out Of Time	Warner Brothers	
9	11	<b>MICHAEL BOLTON</b> /Time, Love And Tenderness	Columbia	
10	16	<b>BOYZ II MEN</b> /Cooleyhighharmony	Motown	
11	8	<b>GARTH BROOKS</b> /No Fences	Capitol	
12	15	<b>D.J. JAZZY JEFF</b> /Homebase	Jive	
13	10	<b>N.W.A</b> /Efil4zaggin	Ruthless	
14	23	<b>SOUNDTRACK</b> /Boyz N The Hood	Qwest	
15	12	<b>THE BLACK CROWES</b> /Shake Your Money Maker	Def American	
16	18	<b>AMY GRANT</b> /Heart In Motion	A&M	
17	20	<b>LUTHER VANDROSS</b> /Power Of Love	Epic	
18	13	<b>TOM PETTY &amp; THE HEARTBREAKERS</b> /Into The Great Wide Open	MCA	
19	14	<b>MARIAH CAREY</b> /Mariah Carey	Columbia	
20	21	<b>EXTREME</b> /Extreme II Pornograffitti	A&M	
21	17	<b>ANOTHER BAD CREATION</b> /Coolin' At The Playground	Motown	
22	19	<b>EMF</b> /Schubert Dip	EMI	UK
23	22	<b>HEAVY D. &amp; THE BOYZ</b> /Peaceful Journey	MCA	
24	24	<b>SCORPIONS</b> /Crazy World	Mercury	D
25	NE	<b>CANDY DULFER</b> /Sexuality	Arista	NL
26	27	<b>3RD BASS</b> /Derelicts Of Dialect	Def Jam	
27	25	<b>WILSON PHILLIPS</b> /Wilson Phillips	SBK	
28	29	<b>JESUS JONES</b> /Doubt	SBK	UK
29	26	<b>SOUNDTRACK</b> /New Jack City	Giant	
30	31	<b>QUEENSRYCHE</b> /Empire	EMI	
31	35	<b>FIREHOUSE</b> /Firehouse	Epic	
32	28	<b>ALAN JACKSON</b> /Don't Rock The Jukebox	Arista	
33	37	<b>UB40</b> /Labour Of Love II	Virgin	UK
34	30	<b>L.L. COOL J</b> /Mama Said Knock You Out	Def Jam	
35	32	<b>ROXETTE</b> /Joyride	EMI	S
36	38	<b>ANTHRAX</b> /Attack Of The Killer B's	Megaforce	
37	34	<b>STEVIE WONDER</b> /Music From "Jungle Fever"	Motown	
38	33	<b>THE GETO BOYS</b> /We Can't Be Stopped	Rap-A-Lot	
39	40	<b>D.J. QUIK</b> /Quik Is The Name	Profile	
40	36	<b>RICKY VAN SHELTON</b> /Backroads	Columbia	

## Billboard

The International Newsweekly Of Music and Home Entertainment

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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	5	<b>(Everything I Do) I Do It For You</b> Bryan Adams - A&M (MCA/Rondor/Zomba)		23	5	<b>I'm A Man Not A Boy</b> Chesney Hawkes - Chrysalis (Trinifold/Plangent Vision)		35	32	<b>Chorus</b> Erasure - Mute (Sonet/Andy Bell)	
2	9	<b>Rush Rush</b> Paula Abdul - Virgin (EMI Songs)		35	3	<b>Always There</b> Incognito feat. Jocelyn Brown - Talkin' Loud (Carlin)		42	2	<b>Now That We've Found Love</b> Heavy D & The Boyz - MCA (Warner Chappell)	
3	15	<b>Senza Una Donna (Without A Woman)</b> Zucchero Fornaciari & Paul Young - London (Warner Chappell/PolyGram/EMI)		20	17	<b>Unforgettable</b> Natalie Cole with Nat 'King' Cole - Elektra (Bourne)		47	3	<b>Learning To Fly</b> Tom Petty & The Heartbreakers - MCA (MCA/EMI)	
5	10	<b>Gypsy Woman (La Da Dee La Da Da)</b> Crystal Waters - Mercury/A&M (BMG Publishing Int'l)		21	19	<b>Baby Baby</b> Amy Grant - A&M (Age To Age/Edward Grant/Yellow Elephant)		43	2	<b>More Than Words</b> Extreme - A&M (Rondor)	
11	4	<b>Love And Understanding</b> Cher - Geffen (EMI)		22	21	<b>Any Dream Will Do</b> Jason Donovan - Really Useful (Really Useful)		39	31	<b>Le Serpent Qui Danse</b> François Feldman - Phonogram (Marilu/Carol-Line)	
8	7	<b>The Motown Song</b> Rod Stewart - Warner Brothers (MCA/Geffen)		50	2	<b>Walking In Memphis</b> Marc Cohn - Atlantic (Copyright Control)		49	2	<b>Are You Mine?</b> Bros - Columbia (Warner Chappell/Virgin)	
7	4	<b>It Ain't Over 'Til It's Over</b> Lenny Kravitz - Virgin America (Miss Bessie Music)		24	6	<b>Just The Way It Is, Baby</b> The Rembrandts - Atco (WB/Warner-Tamerlane/Tiger God)		41	13	<b>Secret Love</b> Bee Gees - Warner Brothers (Gibb Brothers/BMG Music)	
9	11	<b>Fading Like A Flower (Every Time You Leave)</b> Roxette - EMI (EMI)		25	20	<b>Né En 17 A Leidenstadt</b> Fredericks, Goldman & Jones - Epic (JRG/Marc Lumbroso)				<b>Every Heartbeat</b> Amy Grant - A&M (Various)	
34	2	<b>Pandora's Box</b> O.M.D. - Virgin (Virgin)		26	14	<b>The One And Only</b> Chesney Hawkes - Chrysalis (Warner Chappell)				<b>Driver's Seat</b> Sniff 'N' The Tears - Sound Products (Rockin' Music/BMG Two P eteters)	
12	8	<b>I Wanna Sex You Up</b> Color Me Badd - Giant (Hip Hop/Hifrost)		27	16	<b>Rhythm Of My Heart</b> Rod Stewart - Warner Brothers (WB/Jamm/Bibo)				<b>A Better Love</b> Londonbeat - Anxious/RCA (Warner Chappell/Blue Mountain)	
10	29	<b>Wind Of Change</b> Scorpions - Mercury (PolyGram Music)		28	18	<b>There's Nothing Like This</b> Omar - Talkin' Loud (PolyGram/Congo)		45	28	<b>My Name Is Not Susan</b> Whitney Houston - Arista (Zomba)	
22	2	<b>It Hit Me Like A Hammer</b> Huey Lewis & The News - Chrysalis (Zomba/Chrysalis)		38	3	<b>Mama</b> Kim Appleby - Parlophone (C N'K/Perfect)		46	37	<b>On The Outside</b> Roch Voisine - GM/Ariola (Ed. Georges Mary)	
13	7	<b>The Shoop Shoop Song (It's In His Kiss)</b> Cher - Epic (Alley/Trio/Hudson Bay)		30	15	<b>Love Is A Wonderful Thing</b> Michael Bolton - Columbia (Warner Chappell)				<b>Send Me An Angel</b> Scorpions - Mercury (PolyGram Music)	
26	8	<b>Losing My Religion</b> R.E.M. - Warner Brothers (Warner Chappell)		31	25	<b>Thinking About Your Love</b> Kenny Thomas - Cooltempo (EMI/Rondor)				<b>Summertime</b> DJ Jazzy Jeff & The Fresh Prince - Jive (WC/Second Decade/Zomba)	
36	5	<b>La Cumbia</b> Sailor - RCA (K-Works)				<b>Shiny Happy People</b> R.E.M. - Warner Brothers (Warner Chappell)				<b>Just Another Dream</b> Cathy Dennis - Polydor (Colgems/Blackwood/EMI)	
24	5	<b>Baila Me</b> Gipsy Kings - P.E.M./Columbia (PEM)		33	5	<b>Décale</b> Patrick Bruel - RCA (14 Productions)		50	29	<b>Future Love Paradise</b> Seal - ZTT/WEA (Beethoven Street/Perfect)	
		<b>The Beginning</b> Seal - ZTT/WEA (Beethoven Street/Perfect)		34	27	<b>7 Ways To Love</b> Cola Boy - Arista (Copyright Control)		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) Bryan Adams - I Do It For You
- (2) Paula Abdul - Rush Rush
- (5) O.M.D. - Pandora's Box
- (3) Cher - Love And Understanding
- (-) Londonbeat - A Better Love
- (-) Cathy Dennis - Just Another Dream
- (11) Kim Appleby - Mama
- (6) Kenny Thomas - Thinking About You
- (12) Seal - The Beginning
- (8) Erasure - Chorus
- (-) M.Bolton - Time, Love & Tenderness
- (-) Voice O.T. Beehive - Monsters And Angels
- (10) Bros - Are You Mine?
- (10) Incognito/Jocelyn Brown - Always There
- (-) Jason Jones - Right Here, Right Now
- (-) Jesus Donovan - Any Dream Will Do
- (-) Lisa Lisa/Cult Jam - Let The Beat Hit 'Em
- (17) Natalie & Nat 'King' Cole - Unforgettable
- (-) Extreme - More Than Words
- (-) Amy Grant - Every Heartbeat

**GERMANY**

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

- (1) Roxette - Fading Like A Flower
- (2) Rod Stewart - The Motown Song
- (7) L.Kravitz - It Ain't Over 'Til It's Over
- (4) Scorpions - Wind Of Change
- (3) Zucchero/Paul Young - Senza Una Donna
- (5) Cher - The Shoop Shoop Song
- (17) Amy Grant - Baby Baby
- (14) Bryan Adams - I Do It For You
- (11) Marc Cohn - Walking In Memphis
- (10) Cher - Love And Understanding
- (11) H.Lewis/The News - It Hit Me Like A Hammer
- (6) Gipsy Kings - Baila Me
- (-) Chesney Hawkes - I'm A Man Not A Boy
- (10) Paula Abdul - Rush Rush
- (9) M.Bolton - Love Is A Wonderful Thing
- (-) R.E.M. - Shiny Happy People
- (-) O.M.D. - Pandora's Box
- (-) Sailor - La Cumbia
- (16) Crystal Waters - Gypsy Woman
- (8) Rembrandts - Just The Way It Is, Baby

**FRANCE AM**

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

- (7) Stephan Eicher - Dejeuner En Paix
- (16) Patrick Bruel - Decale
- (4) Bernard Lavilliers - Outremer
- (11) R.E.M. - Losing My Religion
- (19) Pauline Ester - Une Fenetre Ouverte
- (3) Sarah Mandiano - J'ai Des Doutes
- (-) Jill Caplan - Nathalie Wood
- (1) Fredericks/Goldman/Jones - Né En 17 A...
- (2) Nilda Fernandez - Nos Fiançailles
- (10) L.Kravitz - It Ain't Over 'Til It's Over
- (5) François Feldman - Le Serpent Qui Danse
- (-) M.Farmer/J.L.Murat - Regrets
- (6) Zucchero/Paul Young - Senza Una Donna
- (12) Crystal Waters - Gypsy Woman
- (-) Michel Fugain - Chaque Jour De Plus
- (-) Mecano - Hijo De La Luna
- (-) Elton John - Easier To Walk Away
- (14) Amina - Le Dernier Qui A Parlé
- (-) Niagara - La Vie Est Peu Etre Belle
- (8) Roch Voisine - On The Outside

**FRANCE FM**

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

- (1) Zucchero/Paul Young - Senza Una Donna
- (3) L.Kravitz - It Ain't Over 'Til It's Over
- (2) R.E.M. - Losing My Religion
- (6) Paula Abdul - Rush Rush
- (7) Fredericks/Goldman/Jones - Né En 17 A...
- (4) Beverley Craven - Promise Me
- (5) Rod Stewart - Rhythm Of My Heart
- (8) R.Palmer - Mercy Mercy Me/I Want You
- (13) Scorpions - Send Me An Angel
- (9) Seal - Crazy
- (18) Banderas - This Is Your Life
- (10) Patrick Bruel - Decale
- (12) Crystal Waters - Gypsy Woman
- (14) Sting - Mad About You
- (11) Roch Voisine - On The Outside
- (15) Adam Sandler - Best Of My Love
- (16) Francoise Feldman - Le Serpent Qui Danse
- (19) Dana Dawson - Tell Me Bonita
- (-) Niagara - La Vie Est Peur Etre Belle
- (-) Color Me Badd - I Wanna Sex You Up

**ITALY**

Most played records on RAI Stereo Due.

- (3) ABC - Love Conquers All
- (1) DJ Jazzy Jeff/Fresh Prince - Summertime
- (-) Crystal Waters - Making Happy
- (5) Kirsty MacColl - Walking Down Madison
- (2) Cola Boy - 7 Ways To Love
- (-) Albertino - Your Love Is Crazy
- (-) Lio - The Girl From Ipanema
- (13) Love & Money - My Love Lives In A Dead House
- (-) Roachford - Stone City
- (-) Omar - There's Nothing Like This
- (4) Crowded House - Chocolate Cake
- (6) Matt Bianco - Macumba
- (7) H.Lewis/The News - It Hit Me Like A Hammer
- (8) Ric Ocasek - Rockaway
- (9) Terry Ronald - Calm The Rage
- (10) Robbie Nevil - Just Like You
- (11) Double Dee - Don't You Feel
- (12) Prince - Get Off
- (14) T.Petty/Heartbreakers - Learning To Fly
- (15) Cathy Dennis - Too Many Walls

**SPAIN**

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

- (13) Mecano - El 7 De Septiembre
- (1) Loco Mia - Loco Vox
- (3) Héroes Del Silencio - Despertar
- (4) Dr. Alban - No Coke
- (5) La Frontera - Palabras De Fuego
- (6) Espontáneos - El Reventa
- (9) No Me Pises Que Llevo Ch. - El Amoto
- (8) Heroes Hawkes - The One And Only
- (10) Various - Skateboard 2
- (11) The KLF - Last Train To Trancentral
- (15) Paula Abdul - Rush Rush
- (12) The Refrescos - Poltergeist
- (14) Status Quo - The Anniversary Waltz
- (17) Tahures Zurdos - Tocare
- (16) Emilio Aragón - Yo Tengo Una Bolita
- (18) Valli/Travolta/Newton-John - Grease Dream Mix
- (-) Duncan Dhu - Mundo De Cristal
- (-) Azúcar Moreno - Mambo
- (-) Technotronic feat. Reggie - Move That Body
- (-) Gatos Locos - Cruce De Caminos

**HOLLAND**

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

- (-) Seal - The Beginning
- (7) Gipsy Kings - Baila Me
- (-) Incognito/Jocelyn Brown - Always There
- (5) Heavy D/The Boyz - Now That We've Found Love
- (18) Omar - There's Nothing Like This
- (4) Sailor - La Cumbia
- (10) Sniff'n The Tears - Driver's Seat
- (-) Marc Cohn - Walking In Memphis
- (1) Los Manolos - All My Loving
- (9) Bryan Adams - I Do It For You
- (-) John Otis - In The Morning
- (8) Natalie & Nat 'King' Cole - Unforgettable
- (13) Elvis Costello - So Like Candy
- (-) Denis Azor - Ala Li La Segá
- (-) B.St.Claire - Morgen Wordt Alles Anders
- (-) DJ Jazzy Jeff/Fresh Prince - Summertime
- (-) Linda De Mol - Beethoven
- (-) Angela & The Rude - Theresa
- (2) Juan Luis Guerra/440 - Burbujas De Amor
- (6) Huey Lewis/The News - It Hit Me Like A Hammer

**AUSTRIA**

Most played records on national pop station Ö3.

- (1) Londonboys - Sweet Soul Music
- (2) Gary Lux - The Colours of '69
- (3) Bryan Adams - I Do It For You
- (4) R.E.M. - Losing My Religion
- (5) Smokie - In The Middle Of A...
- (6) Oak Ridge Boys - Baby On Board
- (7) Vergessene Kinder - Vergessene Kinder
- (8) El Fisher - Cryin' No More
- (9) Soulsister - Sweet Dreamer
- (10) Wolfgang Ambros - Abwärts Und Bergauf
- (11) Simone - Traume
- (12) Sailor - La Cumbia
- (13) Cher - Love And Understanding
- (14) Ronnie Milsap - Turn That Radio On
- (15) Joesti Prokopetz - My Bonny
- (16) Daryl Braithwaite - One Summer
- (17) H.Lewis/The News - It Hit Me Like A Hammer
- (18) Jason Donovan - Any Dream Will Do
- (19) Bee Gees - The Only Love
- (20) R.E.M. - Shiny Happy People

**SWITZERLAND**

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

- (2) Crystal Waters - Gypsy Woman
- (1) Bryan Adams - I Do It For You
- (3) T.Petty/Heartbreakers - Learning To Fly
- (4) Cher - The Shoop Shoop Song
- (17) Zucchero/Paul Young - Senza Una Donna
- (6) Chesney Hawkes - I'm A Man Not A Boy
- (7) Roxette - Fading Like A Flower
- (9) Rembrandts - Just The Way It Is, Baby
- (7) Color Me Badd - I Wanna Sex You Up
- (8) Scorpions - Wind Of Change
- (5) Chesney Hawkes - The One And Only
- (12) Rod Stewart - Rhythm Of My Heart
- (-) Bonnie Raitt - Someone To Talk About
- (14) Seal - Future Love Paradise
- (18) Aaron Neville - Everybody Plays The Fool
- (10) Jason Donovan - Any Dream Will Do
- (-) Jesus Loves You - Bow Down Mister
- (-) R.E.M. - Shiny Happy People
- (11) Toni Childs - I've Got To Go Now
- (-) Roxette - Joyride

**SWEDEN**

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

- (1) Bryan Adams - I Do It For You
- (2) Color Me Badd - I Wanna Sex You Up
- (7) Amy Grant - Every Heartbeat
- (4) Rod Stewart - The Motown Song
- (-) Southern Sons - Heart In
- (-) O.M.D. - Pandora's Box
- (15) R.E.M. - Shiny Happy People
- (5) Glenn Frey - Shiny Happy People
- (-) Seal - The Beginning
- (-) Angel - Sommaren I
- (-) Dennis Pop - Absolute Reggae
- (-) BB Queen - Blueshow
- (10) Crystal Waters - Gypsy Woman
- (17) Paula Abdul - Rush Rush
- (12) W.Houston - My Name Is Not Susan
- (-) Sniff'n The Tears - Driver's Seat
- (-) Kim Appleby - Mama
- (-) Orup - Heaven
- (-) Ulf Lundell - Pojkarna Långst
- (9) Terry Ronald - Calm The Rage

# 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	1 20 <b>R.E.M.</b> Out Of Time - Warner Brothers	UK.F.D.B.NL.E.A.CH.S.P.DK.I.N.SF.GR.Ir	35	27 7 <b>Skid Row</b> Slave To The Grind - Atlantic	UK.D.A.CH.S.DK.SF	69	70 84 <b>UB40</b> Labour Of Love II - Virgin	F
2	2 17 <b>Roxette</b> Joyride - EMI ▲	UK.D.B.NL.E.A.CH.S.P.DK.N.SF.GR.Ir	36	44 12 <b>Gino Paoli</b> Matto Come Un Gatto - WEA	I	70	66 10 <b>The Doors</b> In Concert - Elektra	F.D.B.NL.A
3	3 6 <b>Cher</b> Love Hurts - Geffen	UK.D.B.NL.A.CH.S.DK.N.Ir	37	43 4 <b>Francois Feldman</b> Magic' Boulevard - Philips	F.B	71	NE <b>Julio Iglesias</b> The 24 Greatest Songs - Columbia	B.NL
4	4 37 <b>Scorpions</b> Crazy World - Mercury ▲	F.D.B.NL.A.CH.S.DK.I.N.GR	38	52 2 <b>Dan Reed Network</b> The Heat - Mercury	UK.S	72	75 2 <b>Mary Black</b> Babes In The Wood - Dolphin	Ir
5	8 4 <b>Gipsy Kings</b> Esté Mundo - Columbia	UK.D.B.NL.E.A.CH.S.P.DK.I.GR	39	41 36 <b>Madonna</b> The Immaculate Collection - Sire	UK.B.NL.Ir	73	71 4 <b>Status Quo</b> Rocking All Over The Years - Vertigo	E.S.DK
6	10 3 <b>Tom Petty &amp; The Heartbreakers</b> Into The Great Wide Open - MCA	UK.D.NL.CH.S.DK.N.SF.GR.Ir	40	42 4 <b>Elmer Food Beat</b> Je Vais Encore Dormir Seul Ce Soir - Off The Track	F	74	76 53 <b>M.C. Hammer</b> Please Hammer Don't Hurt 'Em - Capitol ●	UK.D.P.GR
7	6 18 <b>Rod Stewart</b> Vagabond Heart - Warner Brothers	UK.F.D.A.CH.S.DK.N.SF.Ir	41	46 9 <b>Beach Boys</b> Very Best Of - Capitol	D.NL.A.S.DK.SF	75	80 17 <b>The Doors</b> The Best Of The Doors - Elektra	UK.NL.CH.SF.Ir
8	5 19 <b>Eurythmics</b> Greatest Hits - RCA ▲2	UK.D.B.NL.E.A.CH.S.DK.GR.Ir	42	38 27 <b>Sting</b> The Soul Cages - A&M ▲	D.E.I.GR	76	62 38 <b>Elton John</b> The Very Best Of... - Rocket ▲5	UK.D.P.DK
9	7 10 <b>Seal</b> Seal - ZTT/WEA	UK.F.D.B.NL.A.CH.S.P.DK.SF.GR.Ir	43	34 4 <b>Bette Midler</b> Some People's Lives - Atlantic	UK	77	72 8 <b>Doe Maar</b> Doe Maar De Beste - Telstar	B.NL
10	9 4 <b>Alice Cooper</b> Hey Stoopid - Epic	UK.D.B.NL.A.CH.S.DK.N.SF.GR	44	45 18 <b>Dr. Alban</b> Hello Afrika - Swemix	D.NL.A.P.SF.GR	78	86 43 <b>AC/DC</b> The Razor's Edge - Atco	D.DK
11	15 9 <b>Paula Abdul</b> Spellbound - Virgin America	UK.D.B.NL.S.DK.SF.GR.Ir	45	40 19 <b>Bee Gees</b> High Civilization - Warner Brothers	D.A.CH	79	53 9 <b>Electronic</b> Electronic - Factory/Virgin	UK.S.P.GR
12	11 16 <b>Simple Minds</b> Real Life - Virgin	UK.F.D.NL.E.A.CH.DK.I	46	37 17 <b>Rolling Stones</b> Flashpoint - Columbia ●	F.D.NL.CH.GR	80	82 3 <b>Thierry Hazard</b> Pop Music - Columbia	F
13	17 12 <b>O.M.D.</b> Sugar Tax - Virgin	UK.D.A.S.DK	47	35 33 <b>Enigma</b> MCMXC A.D. - Virgin ▲	F.P	81	90 12 <b>E.M.F.</b> Schubert Dip - Parlophone	UK.D.A.GR
14	13 13 <b>Michael Bolton</b> Time, Love & Tenderness - Columbia	UK.D.E.A.CH.S.P.DK.N.SF.GR.Ir	48	47 28 <b>Fredericks, Goldman &amp; Jones</b> Fredericks, Goldman & Jones - Columbia ▲	F.B	82	69 16 <b>Massive Attack</b> Blue Lines - Wild Bunch/Circa	D.NL.A.GR
15	12 4 <b>The Jam</b> Greatest Hits - Polydor	UK.Ir	49	39 5 <b>Foreigner</b> Unusual Heat - Atlantic	D.A.CH.S	83	64 11 <b>Umberto Tozzi</b> Gli Altri Siamo Noi - CGD	I
16	16 18 <b>Soundtrack - The Doors</b> The Doors - Elektra	UK.F.D.B.NL.E.A.CH.P.DK.SF.Ir	50	36 11 <b>De La Soul</b> De La Soul Is Dead - Tommy Boy	UK.D.B.NL.A.GR	84	85 2 <b>Bernard Lavilliers</b> Solo - Barclay	F.B
17	22 13 <b>Mylene Farmer</b> L'Autre - Barclay ●	F.B.NL.CH.S	51	56 4 <b>Soundtrack - Buddy's Song</b> Buddy's Song - Chrysalis	D.A.CH.DK.SF	85	81 26 <b>Gloria Estefan</b> Into The Light - Epic ●	UK.NL.Ir
18	14 17 <b>Lenny Kravitz</b> Mama Said - Virgin America	UK.F.D.B.NL.CH.S.DK.GR	52	57 2 <b>Michel Sardou</b> Bercy '91 - Trema	F.B	86	99 2 <b>Amy Grant</b> Heart In Motion - A&M	UK.D.S.DK
19	20 21 <b>KLF</b> The White Room - KLF Communications	UK.D.B.NL.A.S.P.DK.GR	53	51 8 <b>Felix Gray &amp; Didier Barbelivien</b> Les Amours Cassées - Talar	F.B	87	91 2 <b>Bad Boys Blue</b> The Best Of - Coconut/Ariola	SF
20	21 5 <b>Yello</b> Baby - Mercury	D.NL.A.CH.S.GR	54	65 22 <b>Juan Luis Guerra &amp; 4.40</b> Ojala Que Llegue Cafe - Karen	E	88	92 2 <b>Gert En Samson</b> Gert En Samson - CNR	B
21	23 3 <b>Luciano Pavarotti</b> The Essential Pavarotti II - Decca	UK.Ir	55	48 8 <b>Technotronic</b> Body To Body - ARS	F.D.E.A.CH.P.SF	89	NE <b>Die Hektiker</b> Endlich - GIG	A
22	19 7 <b>Zucchero Fornaciari</b> Zucchero - London	F.D.B.NL.CH.S.DK.N.GR	56	54 6 <b>Adriano Celentano</b> Il Re Degli Ignoranti - Clan	I	90	79 10 <b>Soft Cell/Marc Almond</b> Memorabilia - Mercury	UK
23	24 23 <b>Juan Luis Guerra &amp; 4.40</b> Bachata Rosa - Karen	NL.E.P	57	84 8 <b>Deacon Blue</b> Fellow Hoodlums - Columbia	UK	91	94 11 <b>Sergio Dalma</b> Sintiendonos La Piel - Horus	E
24	61 7 <b>Extreme</b> Extreme II Pornografiti - A&M	UK.D.NL.CH.DK.Ir	58	60 5 <b>Stephan Eicher</b> Engelberg - Barclay	F.CH	92	88 5 <b>Roberto Vecchioni</b> Il Capolavoro - EMI	I
25	18 6 <b>Van Halen</b> For Unlawful Carnal Knowledge - Warner Brothers	D.NL.A.CH.S.DK.SF.GR	59	59 21 <b>Marco Masini</b> Malinconia - Ricordi	I	93	78 4 <b>Soundtrack - 21 Jump Street</b> 21 Jump Street - Control	D
26	28 6 <b>Mecano</b> Áidalai - Ariola	F.B.NL.E	60	63 7 <b>Sanne</b> Where Blue Begins - Virgin	S.DK	94	NE <b>Omar</b> There's Nothing Like This - Kongo Dance/Talkin' Loud	UK
27	25 22 <b>Chris Rea</b> Auberge - East West	UK.F.D.B.NL.CH.P.SF	61	77 5 <b>Vasco Rossi</b> Vasco Live 10.7.90 San Siro - EMI	I	95	RE <b>Emilio Aragon</b> Te Huelen Los Pies - CBS	E
28	26 22 <b>Soundtrack - Grease</b> Grease - Polydor ●	F.B.NL.E	62	68 3 <b>Los Manolos</b> Pasión Condal - RCA	E	96	98 2 <b>Rod Stewart</b> The Best Of Rod Stewart - Warner Brothers	UK.Ir
29	49 2 <b>Natalie Cole</b> Unforgettable - Elektra	UK.B.NL	63	NE <b>Meatloaf</b> Bat Out Of Hell - Epic	UK.Ir	97	87 7 <b>The Rembrandts</b> The Rembrandts - Atco	D.A
30	33 83 <b>Patrick Bruel</b> Alors Regarde - RCA ▲	F.B	64	67 4 <b>Crowded House</b> Woodface - Capitol	B.NL.S.DK.N	98	RE <b>INXS</b> X - Mercury	UK
31	30 10 <b>Beverley Craven</b> Beverley Craven - Epic	UK.F.D.CH	65	50 15 <b>The Stranglers</b> Greatest Hits 1977-1990 - Epic	UK	99	58 5 <b>Bonnie Raitt</b> Luck Of The Draw - Capitol	B.NL.CH.S.DK
32	31 7 <b>Kraftwerk</b> The Mix - EMI	UK.D.B.NL.A.CH.S	66	73 4 <b>Fiorello</b> Veramente Falso - Epic	I	100	RE <b>Vanilla Ice</b> Extremely Live - SBK	D.P.DK.GR
33	29 11 <b>Bob Marley</b> Legend - Island	UK.B.NL.Ir	67	89 3 <b>Soundtrack - Skateboard VII</b> Skateboard VII - Blanco Y Negro	E			
34	32 5 <b>Marillion</b> Holidays In Eden - EMI	D.B.NL.CH.S.DK	68	74 37 <b>Phil Collins</b> Serious Hits...Live! - Virgin/WEA	UK.D.NL.DK			

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

**UNITED KINGDOM**

- Singles**
- 1 **Bryan Adams** - I Do It For You
  - 2 **Heavy D/The Boyz** - Now That We've Found Love
  - 3 **Extreme** - More Than Words
  - 4 **C&C Music Factory** - Things That Make You Go Hmm...
  - 5 **O.M.D.** - Pandora's Box
  - 6 **Dannii Minogue** - Jump To The Beat
  - 7 **Cathy Dennis** - Just Another Dream
  - 8 **The Shamen** - Move Any Mountain - Progen 91
  - 9 **Cher** - Love And Understanding
  - 10 **Jason Donovan** - Any Dream Will Do

- Albums**
- 1 **Cher** - Love Hurts
  - 2 **The Jam** - Greatest Hits
  - 3 **Paula Abdul** - Spellbound
  - 4 **L.Pavarotti** - The Essential Pavarotti II
  - 5 **Seal** - Seal
  - 6 **R.E.M.** - Out Of Time
  - 7 **Natalie Cole** - Unforgettable
  - 8 **Eurythmics** - Greatest Hits
  - 9 **T.Petty/The Heartbreakers** - Into The Great Wide..
  - 10 **O.M.D.** - Sugar Tax

**SPAIN**

- Singles**
- 1 **Crystal Waters** - Gypsy Woman (La Da Dee)
  - 2 **Los Manolos** - All My Loving
  - 3 **Guns N' Roses** - You Could Be Mine
  - 4 **Various Artists** - Aquest Any Si
  - 5 **Antico** - We Need Freedom
  - 6 **The KLF** - Last Train To Trancentral
  - 7 **Dr. Alban** - No Coke
  - 8 **The Farm** - All Together Now
  - 9 **Afrika Bambaataa** - Just Get Up And Dance
  - 10 **Soca Factory** - Sopa De Caracol

- Albums**
- 1 **Mecano** - Aidalai
  - 2 **Juan Luis Guerra & 4.40** - Bachata Rosa
  - 3 **J.L.Guerra & 4.40** - Ojala Que Lleva Cafe
  - 4 **Soundtrack** - Grease
  - 5 **Los Manolos** - Pasion Condal
  - 6 **Soundtrack** - Skateboard VII
  - 7 **R.E.M.** - Out Of Time
  - 8 **Status Quo** - Racking All Over The Years
  - 9 **Sergio Dalma** - Sintieronos La Piel
  - 10 **Emilio Aragon** - Te Huelen Los Pies

**DENMARK**

- Singles**
- 1 **Bryan Adams** - I Do It For You
  - 2 **Scorpions** - Wind Of Change
  - 3 **Cher** - The Shoop Shoop Song
  - 4 **Zucchero/Paul Young** - Senza Una Donna
  - 5 **Erasure** - Chorus
  - 6 **Color Me Badd** - I Wanna Sex You Up
  - 7 **Chesney Hawkes** - The One And Only
  - 8 **Bingoboyz & Princessa** - How To Dance
  - 9 **Crystal Waters** - Gypsy Woman (La Da Dee)
  - 10 **Guns N' Roses** - You Could Be Mine

- Albums**
- 1 **Sanne Salomonsen** - Where Blue Begins
  - 2 **Roger Whittaker** - The Very Best Of
  - 3 **Paul McCartney** - Unplugged
  - 4 **Roxette** - Joyride
  - 5 **Rod Stewart** - Vagabond Heart
  - 6 **Scorpions** - Crazy World
  - 7 **Alice Cooper** - Hey Stoopid
  - 8 **Sko/Torp** - On A Long Lonely Night
  - 9 **Cher** - Love Hurts
  - 10 **Gipsy Kings** - Este Mundo

**SWITZERLAND**

- Singles**
- 1 **Crystal Waters** - Gypsy Woman (La Da Dee)
  - 2 **Scorpions** - Wind Of Change
  - 3 **Bryan Adams** - I Do It For You
  - 4 **Cher** - The Shoop Shoop Song
  - 5 **Zucchero/Paul Young** - Senza Una Donna
  - 6 **M.C. Eugster** - Zillertaler Hochzeitsmarsch
  - 7 **Guns N' Roses** - You Could Be Mine
  - 8 **De La Soul** - Ring Ring Ring (Ha Ha Hey)
  - 9 **The KLF** - Last Train To Trancentral
  - 10 **Roxette** - Joyride

- Albums**
- 1 **Roxette** - Joyride
  - 2 **Stephan Eicher** - Engelberg
  - 3 **Gipsy Kings** - Este Mundo
  - 4 **Scorpions** - Crazy World
  - 5 **Cher** - Love Hurts
  - 6 **R.E.M.** - Out Of Time
  - 7 **Yello** - Baby
  - 8 **Seal** - Seal
  - 9 **Alice Cooper** - Hey Stoopid
  - 10 **Foreigner** - Unusual Heat

**GERMANY**

- Singles**
- 1 **Scorpions** - Wind Of Change
  - 2 **Crystal Waters** - Gypsy Woman (La Da Dee)
  - 3 **Cher** - The Shoop Shoop Song
  - 4 **Color Me Badd** - I Wanna Sex You Up
  - 5 **Zucchero/Paul Young** - Senza Una Donna
  - 6 **Jesus Loves You** - Bow Down Mister
  - 7 **Bryan Adams** - I Do It For You
  - 8 **Amy Grant** - Baby Baby
  - 9 **Dieter Krebs/Gundula** - Ich Bin Der Martin, Ne
  - 10 **The KLF** - Last Train To Trancentral

- Albums**
- 1 **Scorpions** - Crazy World
  - 2 **Roxette** - Joyride
  - 3 **R.E.M.** - Out Of Time
  - 4 **Gipsy Kings** - Este Mundo
  - 5 **Rod Stewart** - Vagabond Heart
  - 6 **Eurythmics** - Greatest Hits
  - 7 **Cher** - Love Hurts
  - 8 **Alice Cooper** - Hey Stoopid
  - 9 **T.Petty/The Heartbreakers** - Into The Great Wide..
  - 10 **Yello** - Baby

**HOLLAND**

- Singles**
- 1 **Sniff 'N' The Tears** - Driver's Seat
  - 2 **Bryan Adams** - I Do It For You
  - 3 **Juan Luis Guerra & 4.40** - Burbujas De Amor
  - 4 **Extreme** - More Than Words
  - 5 **Heavy D/The Boyz** - Now That We've Found Love
  - 6 **Guns N' Roses** - You Could Be Mine
  - 7 **Color Me Badd** - I Wanna Sex You Up
  - 8 **Sailor** - La Cumbia
  - 9 **Scorpions** - Send Me An Angel
  - 10 **Mannenkoor Karrespoor** - Mooi Man

- Albums**
- 1 **Juan Luis Guerra & 4.40** - Bachata Rosa
  - 2 **Bob Marley** - Legend
  - 3 **Gipsy Kings** - Este Mundo
  - 4 **Doe Maar** - Doe Maar De Beste
  - 5 **Scorpions** - Crazy World
  - 6 **Lenny Kravitz** - Mama Said
  - 7 **Marillion** - Holidays In Eden
  - 8 **R.E.M.** - Out Of Time
  - 9 **Crowded House** - Woodface
  - 10 **Roxette** - Joyride

**NORWAY**

- Singles**
- 1 **Bryan Adams** - I Do It For You
  - 2 **Guns N' Roses** - You Could Be Mine
  - 3 **Zucchero/Paul Young** - Senza Una Donna
  - 4 **Cher** - The Shoop Shoop Song
  - 5 **Color Me Badd** - I Wanna Sex You Up
  - 6 **R.E.M.** - Losing My Religion
  - 7 **Scorpions** - Wind Of Change
  - 8 **Amy Grant** - Baby Baby
  - 9 **Paula Abdul** - Rush Rush
  - 10 **Opp Og Ned** - Rappe Pølser

- Albums**
- 1 **Cher** - Love Hurts
  - 2 **Roxette** - Joyride
  - 3 **Zucchero Fornaciari** - Zucchero
  - 4 **R.E.M.** - Out Of Time
  - 5 **T.Petty/The Heartbreakers** - Into The Great Wide..
  - 6 **Michael Bolton** - Time, Love & Tenderness
  - 7 **Alice Cooper** - Hey Stoopid
  - 8 **Scorpions** - Crazy World
  - 9 **Rod Stewart** - Vagabond Heart
  - 10 **Danko/Fjeld/Andersen** - Danko, Fjeld, Andersen

**AUSTRIA**

- Singles**
- 1 **Scorpions** - Wind Of Change
  - 2 **Frank Zappa** - Bobby Brown Goes Down
  - 3 **Cher** - The Shoop Shoop Song
  - 4 **Jesus Loves You** - Bow Down Mister
  - 5 **Crystal Waters** - Gypsy Woman (La Da Dee)
  - 6 **Roxette** - Fading Like A Flower
  - 7 **O.M.D.** - Sailing On The Seven Seas
  - 8 **Chesney Hawkes** - The One And Only
  - 9 **Zucchero/Paul Young** - Senza Una Donna
  - 10 **The KLF** - Last Train To Trancentral

- Albums**
- 1 **Die Hektiker** - Endlich
  - 2 **Soundtrack** - Buddy's Song
  - 3 **Roxette** - Joyride
  - 4 **Scorpions** - Crazy World
  - 5 **Cher** - Love Hurts
  - 6 **R.E.M.** - Out Of Time
  - 7 **Eurythmics** - Greatest Hits
  - 8 **Rod Stewart** - Vagabond Heart
  - 9 **Yello** - Baby
  - 10 **Seal** - Seal

**FRANCE**

- Singles**
- 1 **Les Inconnus** - Auteuil, Neuilly, Passy
  - 2 **Lagaf** - La Zoubida
  - 3 **Yannick Noah** - Saga Africa
  - 4 **Mylene Farmer** - Désenchantée
  - 5 **Zucchero/Paul Young** - Senza Una Donna
  - 6 **Dana Dawson** - Tell Me Bonita
  - 7 **Benny B** - Dis Moi Bébé
  - 8 **Felix Gray & Didier Barbelivien** - E Vado Via
  - 9 **R.E.M.** - Losing My Religion
  - 10 **Thierry Hazard** - Les Brouillards De Londres

- Albums**
- 1 **Mylene Farmer** - L'Autre
  - 2 **Patrick Bruel** - Alors Regarde
  - 3 **Elmer Food Beat** - Je Vais Encore Dormir Seul Ce Soir
  - 4 **Fredrick/Goldman/Jones** - Fredricks, Goldman & Jones
  - 5 **Francois Feldman** - Magic' Boul'vard
  - 6 **F.Gray/D.Barbelivien** - Les Amours Cassées
  - 7 **Soundtrack** - MCMXC A.D.
  - 8 **Soundtrack** - Grease
  - 9 **R.E.M.** - Out Of Time
  - 10 **UB40** - Labour Of Love II

**BELGIUM**

- Singles**
- 1 **Les Inconnus** - Auteuil, Neuilly, Passy
  - 2 **Cher** - The Shoop Shoop Song
  - 3 **Crystal Waters** - Gypsy Woman (La Da Dee)
  - 4 **Isabelle A** - Blank Of Zwart
  - 5 **Ange** - Tentation
  - 6 **Wamblee** - Anitouni
  - 7 **Pleasure Game** - Le Dormeur
  - 8 **Felix Gray & Didier Barbelivien** - E Vado Via
  - 9 **Bryan Adams** - I Do It For You
  - 10 **Scorpions** - Send Me An Angel

- Albums**
- 1 **Gert En Samson** - Gert En Samson
  - 2 **Julio Iglesias** - The 24 Greatest Songs
  - 3 **Michel Sardou** - Bercy '91
  - 4 **Francois Feldman** - Magic' Boul'vard
  - 5 **KLF** - The White Room
  - 6 **Mylene Farmer** - L'Autre
  - 7 **Willy Sommers** - Sommers 20
  - 8 **Bob Marley** - Legend
  - 9 **Stef Bos** - Is Dit Nu Later
  - 10 **Roxette** - Joyride

**FINLAND**

- Singles**
- 1 **Guns N' Roses** - You Could Be Mine
  - 2 **Eppu Normaali** - Lensin Matalalla
  - 3 **Bryan Adams** - I Do It For You
  - 4 **Dr. Alban** - Sing Shi-Wo-Wo
  - 5 **Juice Leskinen Grand Slam** - Pienestä Pitäen
  - 6 **Klamydia** - Hihhulit Tuloo
  - 7 **Crystal Waters** - Gypsy Woman (La Da Dee)
  - 8 **Kylie Minogue** - Shocked
  - 9 **Alice Cooper** - Hey Stoopid
  - 10 **C&C Music Factory** - Things That Make You Go Hmm...

- Albums**
- 1 **Bad Boys Blue** - The Best Of
  - 2 **Raptor** - Tulevat Tänne Sotkemaan
  - 3 **Juice Leskinen Grand Slam** - Taivaan Kappaleita
  - 4 **Beach Boys** - Very Best Of
  - 5 **Alice Cooper** - Hey Stoopid
  - 6 **Roxette** - Joyride
  - 7 **Suurlähettiläät** - Omituisten Otusten Kerho
  - 8 **London Boys** - Sweet Soul Music
  - 9 **T.Petty/The Heartbreakers** - Into The Great Wide..
  - 10 **Eri Esittäjä** - The Reggae

**GREECE**

- Singles**
- 1 **De La Soul** - Ring Ring Ring (Ha Ha Hey)
  - 2 **The KLF** - Last Train To Trancentral
  - 3 **Dr. Alban** - No Coke
  - 4 **Dr. Alban** - Hello Afrika
  - 5 **Nomad** - Just A Groove
  - 6 **Paula Abdul** - Rush Rush
  - 7 **Nomad feat. MC Mikee Freedom** - Devotion
  - 8 **Gipsy Kings** - Baila Me
  - 9 **Black Box** - Strike It Up
  - 10 **KLF** - 3 A.M. Eternal Live At The SSL

- Albums**
- 1 **R.E.M.** - Out Of Time
  - 2 **KLF** - The White Room
  - 3 **Dr. Alban** - Hello Afrika
  - 4 **Eurythmics** - Greatest Hits
  - 5 **Massive** - Blue Lines
  - 6 **Roxette** - Joyride
  - 7 **Alice Cooper** - Hey Stoopid
  - 8 **Scorpions** - Crazy World
  - 9 **Aimi Stewart** - Dusty Road (It's A Fantasy)
  - 10 **N.K.O.T.B.** - No More Games (The Remix Album)

**ITALY**

- Singles**
- 1 **Claudio Bisio** - Rappat (Senza Fiato)
  - 2 **Crystal Waters** - Gypsy Woman (La Da Dee)
  - 3 **Joy Salinas** - Rocking Romance
  - 4 **Fiorello** - La Canzone Del Sole
  - 5 **Raf** - Siamo Soli Nell'Immenso Vuoto Che C'E'
  - 6 **L.U.P.O.** - So Hard
  - 7 **Francesco Baccini** - Qua Qua Quando
  - 8 **Space 1** - 4 Peace, 4 Unity
  - 9 **Paolo Vallesi** - Le Persone Inutili
  - 10 **Banderas** - This Is Your Life

- Albums**
- 1 **R.E.M.** - Out Of Time
  - 2 **Gino Paoli** - Matto Cpme Un Gatto
  - 3 **Adriano Celentano** - Il Re Degli Ignoranti
  - 4 **Marco Masini** - Malinconioia
  - 5 **Sting** - The Soul Cages
  - 6 **Fiorello** - Veramente Falso
  - 7 **Vasco Rossi** - Vasco Live 10.7.90 San Siro
  - 8 **Gipsy Kings** - Este Mundo
  - 9 **Vasco Rossi** - Viaggiando
  - 10 **Paolo Vallesi** - Paolo Vallesi

**SWEDEN**

- Singles**
- 1 **Zucchero/Paul Young** - Senza Una Donna
  - 2 **Bryan Adams** - I Do It For You
  - 3 **Pelle Almgren & Wow Liksom** - Omåomigen
  - 4 **Guns N' Roses** - You Could Be Mine
  - 5 **O.M.D.** - Sailing On The Seven Seas
  - 6 **Color Me Badd** - I Wanna Sex You Up
  - 7 **Scorpions** - Wind Of Change
  - 8 **Paula Abdul** - Rush Rush
  - 9 **Amy Grant** - Baby Baby
  - 10 **Crystal Waters** - Gypsy Woman (La Da Dee)

- Albums**
- 1 **T.Petty/The Heartbreakers** - Into The Great Wide..
  - 2 **Roxette** - Joyride
  - 3 **Dan Reed Network** - The Heat
  - 4 **Rod Stewart** - Vagabond Heart
  - 5 **Cher** - Love Hurts
  - 6 **O.M.D.** - Sugar Tax
  - 7 **Michael Bolton** - Time, Love & Tenderness
  - 8 **R.E.M.** - Out Of Time
  - 9 **Beach Boys** - Very Best Of
  - 10 **Paula Abdul** - Spellbound

**IRELAND**

- Singles**
- 1 **Bryan Adams** - I Do It For You
  - 2 **Extreme** - More Than Words
  - 3 **Guns N' Roses** - You Could Be Mine
  - 4 **Kathy Durkin** - Working Man
  - 5 **Goats Don't Shave** - Las Vegas In The Hills..
  - 6 **Heavy D/The Boyz** - Now That We've Found Love
  - 7 **Cher** - Love And Understanding
  - 8 **Dannii Minogue** - Jump To The Beat
  - 9 **Morrissey** - Pregnant For The Last Time
  - 10 **M.Black/D.Keene/M.L.Harris** - Sonny

- Albums**
- 1 **Mary Black** - Babes In The Wood
  - 2 **T.Petty/The Heartbreakers** - Into The Great Wide..
  - 3 **R.E.M.** - Out Of Time
  - 4 **Christy Moore** - Ride On
  - 5 **Rod Stewart** - Vagabond Heart
  - 6 **Christy Moore** - Smoke & Strong Whiskey
  - 7 **The Saw Doctors** - If This Is Rock & Roll
  - 8 **Christy Moore** - The Time Has Come
  - 9 **L.Pavarotti** - The Essential Pavarotti II
  - 10 **Rod Stewart** - The Best Of Rod Stewart

**PORTUGAL**

- Singles**
- 1 **Rui Veloso** - Logo Que Passe A Monção
  - 2 **Marco Paulo** - Taras E Monias
  - 3 **Guns N' Roses** - You Could Be Mine
  - 4 **Gerard Joling** - No More Bolero's
  - 5 **Roxette** - Joyride
  - 6 **Bobby Vinton** - Blue Velvet
  - 7 **Gipsy Kings** - Hotel California
  - 8 **Crystal Waters** - Gypsy Woman (La Da Dee)
  - 9 **Bryan Adams** - I Do It For You
  - 10 **Device** - What Is Sadness ?

- Albums**
- 1 **Beach Boys** - The Collection
  - 2 **R.E.M.** - Out Of Time
  - 3 **Onda Choc** - Férias Grandes
  - 4 **Enigma** - MCMXC A.D.
  - 5 **Ministars** - É Demais
  - 6 **Michael Bolton** - Time, Love & Tenderness
  - 7 **Supertramp** - The Very Best Of...
  - 8 **Santana** - The Very Best Of Santana
  - 9 **Gipsy Kings** - Este Mundo
  - 10 **Dr. Alban** - Hello Afrika

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

Midge Ure



Cold, Cold Heart



his hot new single

**BMG** **ARISTA**  
INTERNATIONAL

A Bertelsmann Music Group Company  
AmericanRadioHistory.Com



# EUROCHART HOT 100 SINGLES



THIS WEEK LAST WEEK WKS ON CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS ON CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS ON CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHERS)	COUNTRIES CHARTED
1	5 <b>(Everything I Do) I Do It For You</b> Bryan Adams - A&M (MCA/Rondor/Zomba)	UK, D, B, NL, CH, S, P, DK, I, N, SF	35	41 4 <b>Dis Moi B��b��</b> Benny B - PLR (PLR)	F, B	69	79 2 <b>Rocking Romance</b> Joy Salinas - Flying (Not Listed)	I
2	2 12 <b>Gypsy Woman (La Da Dee La Da Da)</b> Crystal Waters - Mercury/A&M (BMG Music/Basement Boys)	F, D, B, NL, E, A, CH, S, P, DK, SF, I	36	91 2 <b>Move Any Mountain - Progen 91</b> The Shamen - One Little Indian (Amokshasong)	UK	70	NE <b>Logo Que Passe A Mon��ao</b> Rui Veloso - EMI (EMI Spngs)	P
3	4 16 <b>Senza Una Donna (Without A Woman)</b> Zucchero Fornaciari & Paul Young - London (Warner Chappell/PolyGram/EMI)	F, D, B, NL, A, CH, S, DK, N	37	30 5 <b>Tell Me Bonita</b> Dana Dawson - Columbia (Sony)	F	71	NE <b>Twist &amp; Shout</b> Deacon Blue - Columbia (Poor)	UK, I, r
4	6 4 <b>You Could Be Mine</b> Guns N' Roses - Geffen (Warner Chappell)	UK, D, B, NL, E, CH, S, P, DK, I, N, SF	38	57 3 <b>The Beginning</b> Seal - ZTT/WEA (Beethoven Street/Perfect)	UK, D, NL, P, DK, I, r	72	71 2 <b>Do The Limbo Dance</b> David Hasselhoff - White Records/Ariola ("Young" Musikverlag)	D
5	10 7 <b>More Than Words</b> Extreme - A&M (Rondor)	UK, D, B, NL, A, CH, S, DK, I, r	39	27 20 <b>Rhythm Of My Heart</b> Rod Stewart - Warner Brothers (WB/Jamm/Bibo)	F, D, CH, S, DK	73	NE <b>Pregnant For The Last Time</b> Morrissey - HMV (Warner Chappell/MCA)	UK, I, r
6	5 16 <b>The Shoop Shoop Song (It's In His Kiss)</b> Cher - Epic (Alley/Trio/Hudson Boy)	D, B, NL, A, CH, S, DK, N	40	NE <b>The Whistle Song</b> Frankie Knuckles - Virgin America (Def Mix/Squalene)	UK	74	NE <b>I'm Too Sexy</b> Right Said Fred - Tug (Hit & Run)	UK
7	3 28 <b>Wind Of Change</b> Scorpions - Mercury (PolyGram Music)	D, B, A, CH, S, DK, N	41	42 4 <b>Driver's Seat</b> Sniff 'N' The Tears - Sound Products (Rockin' Music/BMG Two P[ro]tectors)	B, NL	75	94 15 <b>Just The Way It Is, Baby</b> the Rembrandts - Atco (WB/Warner-Tamerlane/Tiger God)	UK, D, A
8	8 4 <b>Now That We've Found Love</b> Heavy D & The Boyz - MCA (Warner Chappell)	UK, D, B, NL, S, I, r	42	74 2 <b>A Better Love</b> Londonbeat - Anxious/RCA (Warner Chappell/Blue Mountain)	UK, I, r	76	100 2 <b>The Vertigo E.P.</b> Altern 8 - Network (Kool Kat/Virgin)	UK
9	7 11 <b>I Wanna Sex You Up</b> Color Me Badd - Giant (Hip Hop/Hifrost)	UK, D, B, NL, A, CH, S, DK, N	43	33 3 <b>Let The Beat Hit 'Em</b> Lisa Lisa & Cult Jam - Columbia (Virgin)	UK	77	66 7 <b>On The Outside</b> Roch Voisine - GM/Ariola (Ed. Georges Mary)	F
10	12 8 <b>Auteuil, Neuilly, Passy (Rap B.C.B.G)</b> Les Inconnus - Productions Lederman (Lederman)	F, B	44	34 3 <b>I Like It</b> DJH feat. Stefy - RCA (Carlin/Rondor/Perfecto)	UK, I, r, I	78	93 2 <b>Monsters And Angels</b> Voice Of The Beehive - London (Virgin)	UK
11	9 10 <b>Rush Rush</b> Paula Abdul - Virgin (EMI Songs)	UK, F, D, B, NL, S, DK, I, r, N, GR	45	26 5 <b>Always There</b> Incognito feat. Jocelyn Brown - Talkin' Loud (Carlin)	UK, D, NL	79	NE <b>D��cale</b> Patrick Bruel - RCA (14 Productions)	F, B
12	15 4 <b>Things That Make You Go Hmmm....</b> C&C Music Factory feat. Freedom Williams - Columbia (Virgin)	UK, DK, I, r, SF	46	49 7 <b>The Motown Song</b> Rod Stewart - Warner Brothers (MCA/Geffen)	UK, D, A, DK, SF	80	81 2 <b>The Sound Of Eden (Everytime I See Her)</b> Shades Of Rhythm - ZTT (Perfect)	UK
13	13 9 <b>La Zoubida</b> Lagaf - Florenasch (Copyright Control)	F, B	47	47 8 <b>It Ain't Over 'Til It's Over</b> Lenny Kravitz - Virgin America (Miss Bessie Music)	UK, F, D, S	81	59 33 <b>Crazy</b> Seal - ZTT/WEA (Beethoven Street/Perfect)	F
14	11 14 <b>Last Train To Trancentral/The Iron Horse</b> The KLF - KLF Communications (EG/Zoo/WC/Wandee/BMG)	D, B, E, A, CH, S, DK, GR	48	NE <b>Baila Me</b> Gipsy Kings - P.E.M./Columbia (PEM)	D, B, NL, E, P, GR	82	89 22 <b>This Is Your Life</b> Banderas - London (One Life/Island/Elysian)	D, I
15	16 18 <b>D��senchant��e</b> Mylene Farmer - Polydor (Requiem Publishing)	F, D, B, NL	49	35 5 <b>Les Brouillards De Londres</b> Thierry Hazard - Columbia (Sony)	F	83	67 32 <b>The Grease Megamix</b> John Travolta & Olivia Newton-John - Polydor (Gibb Bros./BMG Music)	F, E, DK
16	18 9 <b>Saga Africa</b> Yannick Noah - Carrere (Copyright Control)	F, B	50	37 11 <b>Shiny Happy People</b> R.E.M. - Warner Brothers (Warner Chappell)	D, S	84	NE <b>All 4 Love</b> Color Me Badd - Giant (Copyright Control)	UK, DK
17	19 12 <b>Baby Baby</b> Amy Grant - A&M (Age To Age/Edward Grant/Yellow Elephant)	UK, D, B, A, S, DK, N	51	50 6 <b>Hey Stoopid</b> Alice Cooper - Epic (EMI/BMG/Sony)	N, L, S, P, SF, GR	85	51 5 <b>My Name Is Not Susan</b> Whitney Houston - Arista (Zomba)	UK, D, P, GR
18	45 3 <b>Pandora's Box</b> O.M.D. - Virgin (Virgin)	UK, D	52	52 5 <b>Mama</b> Kim Appleby - Parlophone (C N'K/Perfect)	UK, D	86	RE <b>How To Dance</b> Bingoboy & Princessa - Atlantic (Copyright Control)	A, CH, DK
19	21 21 <b>Losing My Religion</b> R.E.M. - Warner Brothers (Warner Chappell)	F, B, A, S, DK, N, I	53	48 13 <b>Promise Me</b> Beverly Craven - Epic (Warner Chappell)	F	87	NE <b>Taras E Manias</b> Marco Paulo - EMI (EMI Songs)	P
20	24 10 <b>Bow Down Mister</b> Jesus Loves You - More Protein (Virgin)	D, A, CH	54	60 3 <b>Burbujas De Amor</b> Juan Luis Guerra & 4.40 - Karen (Karen)	B, NL	88	95 2 <b>All My Loving</b> Los Manolos - RCA (Northern Songs)	E
21	63 2 <b>Jump To The Beat</b> Dannii Minogue - MCA (Warner Chappell)	UK, I, r	55	56 5 <b>Rapput (Senza Fiato)</b> Claudio Bisio - Epic (Aspirine/Sony)	I	89	86 2 <b>Festa No Mar</b> Chico El Roberta - Carrere (Carrere)	F
22	17 13 <b>Fading Like A Flower (Every Time You Leave)</b> Roxette - EMI (EMI)	D, B, A, CH, S, DK	56	76 4 <b>Le Dormeur</b> Pleasure Game - Touch Of Gold (Scorpio/Now Disc)	F, B	90	87 2 <b>Right Here, Right Now</b> Jesus Jones - Food (EMI Music)	UK
23	20 6 <b>Chorus</b> Erasure - Mute (Sonet/Andy Bell)	UK, D, CH, S, DK, I, r, GR	57	NE <b>Ich Bin Der Martin, Ne</b> Dieter Krebs & Gundula - RCA (EMI Music)	D	91	NE <b>Danca Tago Mago</b> Kaoma - Columbia (Adageo/BM Productions)	F, B, NL
24	28 4 <b>Love And Understanding</b> Cher - Geffen (EMI)	UK, D, S, I, r	58	53 3 <b>La Cumbia</b> Sailor - RCA (K-Works)	D, B, NL	92	NE <b>Tentation</b> Ange - Sing Song Records (EMI Music)	B
25	43 2 <b>Just Another Dream</b> Cathy Dennis - Polydor (Colgems/Blackwood/EMI)	UK, I, r	59	NE <b>N�� En 17 A Leidenstadt</b> Fredericks, Goldman & Jones - Epic (JRG/Marc Lumbroso)	F	93	58 3 <b>Je Me Battrais Pour Elle</b> Frederic Francois - Trema (Barracato/Lercara)	F, B
26	22 17 <b>Sailing On The Seven Seas</b> O.M.D. - Virgin (Raw Unlimited/Virgin)	D, A, S	60	44 5 <b>Unforgettable</b> Natalie Cole with Nat 'King' Cole - Elektra (Bourne)	UK, B, NL	94	80 8 <b>Rubberbandman</b> Yello - Phonogram (Warner Chappell/Axxis)	D, CH
27	25 21 <b>The One And Only</b> Chesney Hawkes - Chrysalis (Warner Chappell)	D, A, CH, S, DK	61	46 14 <b>Future Love Paradise</b> Seal - ZTT/WEA (Beethoven Street/Perfect)	D, A, CH, I	95	65 9 <b>Thinking About Your Love</b> Kenny Thomas - Cooltempo (EMI/Rondor)	UK
28	14 7 <b>Any Dream Will Do</b> Jason Donovan - Really Useful (Really Useful)	UK, D, B, I, r	62	NE <b>Winter In July</b> Bomb The Bass - Rhythm King/Epic (Rhythm King/Virgin)	UK	96	NE <b>Love Conquers All</b> ABC - Parlophone (Neutron/Ten)	UK, D
29	39 8 <b>Send Me An Angel</b> Scorpions - Mercury (PolyGram Music)	F, B, NL	63	73 5 <b>Om��omigen</b> Pelle Almgren & Wow Liksom - Metronome (Sonet)	S	97	62 23 <b>Should I Stay Or Should I Go</b> The Clash - Columbia (Nineden)	D, CH, DK
30	23 15 <b>Ring Ring Ring (Ha Ha Hey)</b> De La Soul - Tommy Boy (WC/Tee Girl/Curio Chelsea/Island/MCA)	D, B, A, CH, DK, SF, GR	64	75 8 <b>Hijo De La Luna</b> Mecano - RCA/BMG (Ba Ba Blaxi Music)	F	98	NE <b>Holding On</b> Beverly Craven - Epic (Warner Chappell)	UK
31	32 22 <b>Joyride</b> Roxette - EMI (Jimmy Fun Music)	F, D, CH, P, DK, I	65	29 5 <b>7 Ways To Love</b> Cola Boy - Arista (Copyright Control)	UK, B	99	83 7 <b>From A Distance</b> Bette Midler - Atlantic (Julie Gold/Wing & Wheel)	UK, NL, I, r
32	31 8 <b>Bobby Brown Goes Down</b> Frank Zappa - Zappa (Weinberger)	D, A, CH, S	66	82 4 <b>Le Serpent Qui Danse</b> Francois Feldman - Phonogram (Marilu/Carol-Line)	F	100	NE <b>Ala Li La (Sega)</b> Denis Azor - Ala Bianca (Ala Bianca/Aisha Music)	F, NL
33	40 8 <b>E Vado Via</b> Felix Gray & Didier Barbelivien - Multi/Talar (Zone Musique)	F, B	67	54 2 <b>(Hammer Hammer) They Put Me In The Mix</b> M.C. Hammer - Capitol (Bust-I)	UK, I, r			
34	36 11 <b>Move That Body</b> Technotronic feat. Reggie - ARS (ADM/SOF)	F, D, B, NL, E, CH, P, GR	68	88 2 <b>Blank Of Zwart</b> Isabelle A - CNR (Not Listed)	B			

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

**LBC DENIES FM SALE:** London Broadcasting Company has dismissed reports it's selling or sub-letting its FM frequency to a rock station. A spokesperson says, "We have no intention of selling or leasing the FM frequency to anyone, or converting it to a music station. LBC Newstalk is gaining more listeners, particularly among the younger audience, which is what we have been aiming for." However, the spokesperson added, "We have made no secret of the fact that we are not making full use of our AM frequency and there are a number of possibilities we are considering at present." The Radio Authority has said it won't license any new music stations in metropolitan areas until after INR2 has been awarded.

**SWEDEN CLIMBS THE CHARTS:** A new airplay chart has been launched in Sweden, based on airplay reports from 35 local and community stations, plus a selection of programmes on the national channel SR. The weekly list of 40 titles is compiled by Airplay Sweden, in co-operation with HannaH Produktion, Park Media and Program Ehring. The new chart debuts this week in M&M on page 17.

**RNE'S RADIO 4 FACING CUTBACKS:** National pubcaster Radio 4/Spain is reportedly looking down the barrel of major financial difficulties. As many as 1,500 people may have their jobs on the line. Full details next week.

**WHAT CRISIS?:** Expect former Indisc Holland GM Sjaak de Bruin to launch a new label soon, entitled *¿Crisis?* M&M hears the new label will be distributed in Europe by PolyGram. First artist signed: ex-Toto, Boz Scaggs session musician Bobby Caldwell, who scored a hit in 1982 with *Jamaica*.

**PROS ON THE MOVE:** Terry Felgate is promoted from senior product manager to the position of Columbia marketing manager in the UK. He will report directly to MD Brian Yates. In Holland, Dureco A&R/promotion manager Frits van Swoll will join Dino Records as of September 1. His place will be taken by Rob Ebbers and Marian Ruarus.

**IRISH AGENCIES WANT THEIR GREEN:** As predicted last week, the row between Ireland music royalty collection agencies and discos has indeed spilled into court. In what's called a landmark case, the Phonographic Performance Ireland Society has won an injunction against Tom Thumbs Disco, preventing TTD from owning other clubs until its royalty debts are paid. Look for the music industry to pursue more disco owners whom, it's believed by some, will not pay until they are threatened with court action. Several Ireland radio stations are also facing legal action for failure to pay royalties; details next week.

**MANAGEMENT BUY-OUT AT KFM?:** Management at fledgling station KFM/Stockport (South Manchester) are believed to be have reached a provisional deal with major shareholders for a buyout. That'd be news for Signal Radio/Stoke-on-Trent, which was involved last month in a rescue bid for KFM and recently announced it was talking to other majority shareholders, including Piper Securities and EMAP, with a view to taking control of the station (M&M July 27). It is believed EMAP has since sold its shares to Signal. Signal MD Barry Machin was unavailable for comment at press time.

**DON'T QUOTA ME ON THIS ONE:** Skyrock/France MD Pierre Bellanger is opposed to playlist quotas, saying, "Quotas remind me of the Albanian constitution: full of useless regulations. Quotas look like an administrative transcription of mediocrity. Why not implement quotas at the retail level, where clients will be allowed to buy a Phil Collins album only if they have previously bought a Jean-Jacques Goldman album?"

**POP IN THE PARK:** Congrats to Pepe Jeanswear, which sponsored the Park Music Festival on August 3-4 in Heaton Park, Manchester. Featured acts at the show were The Wonder Stuff, OMD, Electronic, Happy Mondays and De La Soul. The sponsorship package was put together by entertainment marketing agency Stiletto (which represented Pepe) and RPM Music Sponsorship (which represented the show's organiser).

**BOWIE BACK TO THE BEEB:** David Bowie will preview his upcoming *Tin Machine II* album on BBC Radio 1's Mark Goodier Show on August 13, 19 years after his last BBC session. The album's September 2 rollout will be the first release by the newly formed Victory Music label. It was back in 1972, in his *Ziggy Stardust* days, that Bowie recorded his last session for Radio 1, and was paid just £15 for his effort.

## Transworld

(continued from page 1)

which has a 17.3% shareholding in Trans World, is expected to be offered a seat on the new board. But EMAP Radio MD Tim Schoonmaker would not confirm this. "If we are offered a seat we will consider it." There was also speculation that Radio Aire/Leeds chairman Rodney Walker and Red Dragon/Cardiff chairman Roy Fox could join the board.

GMEN will back an estimated £8 million rights issue which it had been opposing while Oyston remained in control. This would reduce Trans World's bank debt

## MTV

(continued from page 1)

sion over the past 10 years."

Decisions on market exclusivity will likely be made on a case-by-case basis, and the securing of sponsorships is still being worked out subject to the affiliate lineup.

Unique chief executive Simon Cole sees the development as part of his company's pan-European profile. "This is a natural link for us. Radio stations across Europe

from the Royal Bank of Scotland which have exceeded a £10.6 million limit.

But Trans World turned a £4.56 million pre-tax profit in 1989 into a £1.84 million loss in 1990. Trevor Morse of Boyfield, Morse & Letwin comments, "It's not simply the interest payments; Trans World appears to be haemorrhaging money. Station revenues have held up well in 1990, but there appears to be little control over costs, and it is difficult to make sense of the company's accounts. For instance, undefined other operating charges rose by over 60% last year."

Oyston says he is retaining his 22% shareholding and he remains

the largest single shareholder. Other Trans World shareholders include Derbyshire County Council (7.5%), British Airways Pension Fund (4.5%) and Schroders Investment Management (4.3%).

Oyston's departure from the Trans World board has raised speculation about the possibility that the company might be sold. However, cross media ownership regulations in the Broadcasting Act mean that GMEN could not increase its stake. A bid by EMAP could be problematic because it would then have more than the six B-category stations permitted under the ownership regulations.

already know us as the leading supplier of live music and interview material and this will be an extension of that role. MTV has enormous power, not just as a brand, but as a partner in securing exclusive interview material. We can bring to that access to Europe's biggest radio markets."

Five-minute demos of the news feature, created separately for British, German and French stations, will be mailed to approximately 100 Unique affiliates

within the next few weeks. The program, targeting 15-24 year-olds, might expand beyond a weekly or five-minute format, with decisions forthcoming based on radio's reaction.

Notes Cole, "We are not presenting radio with a fait accompli. We want to work with our affiliates on a partnership basis and see what the individual stations want. We certainly expect to have a finished product ready before the end of the year."

## PolyGram

(continued from page 1)

third position (15.76%) due to high-charting albums from Queen, Roxette (EMI), M.C. Hammer (Capitol) and Vanilla Ice (SBK).

When it comes to individual album label shares, Virgin is leading the pack. Mainly due to Enigma, Simple Minds (both on the Virgin label) and--to a lesser extent--Lenny Kravitz (Virgin America), the label leads with a 8.95% share.

Virgin is followed by Warner Brothers (8.10%), EMI (7.65%) and Columbia (7.10%). The latter label's fourth place position is largely due to albums by George Michael, Gloria Estefan and the Rolling Stones.

EMI has fared considerably well this half-year as a singles company. Its lead of 18.17% is supported by successful singles from Roxette, Robert Palmer, Queen (EMI), Pet Shop Boys and EMF (Parlophone).

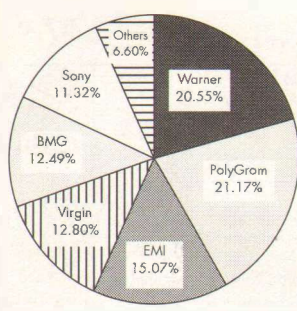
PolyGram is next with 17.59%, thanks to labels like Polydor (J. Travolta/O. Newton-John, Mylène Farmer), Mercury (Scorpions, INXS), London (Banderas, Bananarama), A&M (Crystal Waters, Sting, Amy Grant) and Phonogram (Francois Feldman).

Warner Music is third due to singles from Rod Stewart, Bee Gees, R.E.M. and Seal (ZTT/WEA).

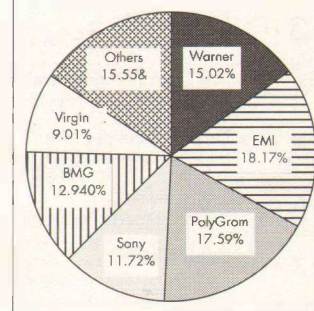
With 8.22%, Virgin again tops the label singles category, generated by singles from Enigma, Simple Minds and OMD.

Columbia follows with 7.78%, boosted by triumphs from C&C Music Factory, the Clash and Michael Bolton.

### Leading Album Companies



### Leading Singles Companies



### Leading Album Labels

(Chart share percent first half-year 1991)

Virgin	8.95%
Warner Brothers	8.10%
EMI	7.65%
Columbia	7.10%
RCA	5.46%
A&M	3.86%
Virgin/WEA Int.	3.54%
Rocket	3.54%
Epic	3.48%
Polydor	3.10%
East West	2.35%
Mercury	2.34%
Reprise	2.23%
Others	38.30%

### Leading Singles Labels

(Chart share percent first half-year 1991)

Virgin	8.22%
Columbia	7.78%
EMI	5.53%
Parlophone	4.82%
Warner Brothers	3.90%
Polydor	3.84%
Geffen	3.54%
Mercury	3.12%
KLF Comm.	3.00%
London	3.00%
SBK	2.89%
ZTT/WEA	2.88%
Epic	2.50%
Others	44.98%

## Top 10 Albums First Half Of 1991

Elton John/ <i>The Very Best Of</i>	(Rocket)
Enigma/ <i>MCMXC A.D.</i>	(Virgin)
Phil Collins/ <i>Serious Hits...Live!</i>	(Virgin/WEA Int.)
Sting/ <i>The Soul Cages</i>	(A&M)
Queen/ <i>Innuendo</i>	(EMI)
Eurythmics/ <i>Greatest Hits</i>	(RCA)
Roxette/ <i>Joyride</i>	(EMI)
Chris Isaak/ <i>Wicked Game</i>	(Reprise)
R.E.M./ <i>Out Of Time</i>	(Warner Brothers)
Madonna/ <i>The Immaculate Collection</i>	(Sire)

**EHR TOP 25**

TW	IW	WOC	Artist/Title	Label
1	2	5	<b>BRYAN ADAMS</b> /(Everything I Do) I Do It For You	(A&M)
2	1	8	<b>PAULA ABDUL</b> /Rush Rush	(Virgin America)
3	3	8	<b>LENNY KRAVITZ</b> /It Ain't Over 'Til It's Over	(Virgin America)
4	4	7	<b>ROD STEWART</b> /The Motown Song	(Warner Brothers)
5	8	4	<b>CHER</b> /Love & Understanding	(Geffen)
6	6	9	<b>CRYSTAL WATERS</b> /Gypsy Woman (La Da Da La Da Dee)	(A&M)
7	5	8	<b>COLOR ME BADD</b> /I Wanna Sex You Up	(Giant)
8	17	2	<b>EXTREME</b> /More Than Words	(A&M)
9	12	4	<b>ERASURE</b> /Chorus	(Mute)
10	10	4	<b>WHITNEY HOUSTON</b> /My Name Is Not Susan	(Arista)
11	7	8	<b>R.E.M.</b> /Shiny Happy People	(Warner Brothers)
12	11	16	<b>ZUCCHERO/PAUL YOUNG</b> /Senza Una Donna	(London)
13	9	11	<b>ROXETTE</b> /Fading Like A Flower (Everytime You Leave)	(EMI)
14	NE		<b>HUEY LEWIS &amp; THE NEWS</b> /It Hit Me Like A Hammer	(EMI USA)
15	15	3	<b>TOM PETTY &amp; THE HEARTBREAKERS</b> /Learning To Fly	(MCA)
16	16	7	<b>KENNY THOMAS</b> /Thinking About Your Love	(Cooltempo)
17	20	3	<b>OMD</b> /Pandora's Box	(Virgin)
18	NE		<b>MICHAEL BOLTON</b> /Time, Love And Tenderness	(Columbia)
19	NE		<b>AMY GRANT</b> /Every Heartbeat	(A&M)
20	24	2	<b>SEAL</b> /The Beginning	(ZTT/WEA)
21	19	4	<b>KIM APPLEBY</b> /Mama	(Parlophone)
22	NE		<b>JASON DONOVAN</b> /Any Dream Will Do	(Really Useful)
23	NE		<b>C&amp;C MUSIC FACTORY</b> /Things That Make You Go Hmm... (Columbia)	
24	13	14	<b>AMY GRANT</b> /Baby Baby	(A&M)
25	14	16	<b>CHER</b> /The Shoop Shoop Song (It's In His Kiss)	(Epic)

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

**CHARTBOUND RECORDS**

<b>NATALIE COLE &amp; NAT 'KING' COLE</b> /Unforgettable	(Elektra)	26/2
<b>ARETHA FRANKLIN</b> /Everyday People	(Arista)	25/3
<b>CHESNEY HAWKES</b> /I'm A Man Not A Boy	(Chrysalis)	25/3
<b>HEAVY D &amp; THE BOYZ</b> /Now That We Found Love	(MCA)	21/3
<b>DEACON BLUE</b> /Twist And Shout	(Columbia)	20/4
<b>CHRIS REA</b> /Looking For The Summer	(East West)	20/4
<b>INCOGNITO FEAT. JOCELYN BROWN</b> /Always There	(Talkin' Loud)	20/2
<b>LISA LISA &amp; CULT JAM</b> /Let The Beat Hit 'Em	(Columbia)	19/7
<b>DESMOND CHILD</b> /Love On A Rooftop	(Elektra)	19/4
<b>INXS</b> /Bitter Tears	(Mercury)	19/1
<b>SONIA</b> /Only Fools (Never Fall In Love)	(I.Q. Records)	18/5
<b>GIPSY KINGS</b> /Baila Me	(Columbia)	18/4
<b>BROS</b> /Are You Mine	(Columbia)	18/3
<b>SALT-N-PEPA</b> /Do You Want Me	(ffrr)	18/1
<b>ABC</b> /Love Conquers All	(Parlophone)	17/7
<b>CATHY DENNIS</b> /Just Another Dream	(Polydor)	17/5
<b>REMBRANDTS</b> /Just The Way It Is, Baby	(Atco)	17/4
<b>LONDONBEAT</b> /A Better Love	(RCA)	17/3
<b>VOICE OF THE BEEHIVE</b> /Monsters And Angels	(London)	17/3
<b>AARON NEVILLE</b> /Everybody Plays The Fool	(A&M)	17/2
<b>MYLENE FARMER</b> /Désenchantée	(Polydor)	16/3
<b>OMAR</b> /There's Nothing Like This	(Talkin Loud)	16/3
<b>SYDNEY YOUNGBLOOD</b> /Hooked On You	(Circa)	16/2
<b>BEVERLEY CRAVEN</b> /Holding On	(Epic)	15/6
<b>COLA BOY</b> /7 Ways To Love	(Arista)	15/3
<b>KIRSTY MACCOLL</b> /Walking Down Madison	(Virgin)	15/1
<b>SAILOR</b> /La Cumbia	(RCA)	15/1
<b>JESUS JONES</b> /Right Here Right Now	(Food/EMI)	14/4
<b>BEF</b> /Family Affair	(Ten Records)	14/2
<b>DJH FEAT. STEFY</b> /I Like It	(RCA)	12/3

The EHR "chartbound" chart lists the total number of EHR reporting stations playing newer songs that do not yet have enough airplay points to rank among the EHR Top 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.

**EHR NEW ADD LEADERS**

<b>HUEY LEWIS &amp; THE NEWS</b> /It Hit Me Like A Hammer	(Chrysalis)	14
<b>MICHAEL BOLTON</b> /Time, Love & Tenderness	(Columbia)	11
<b>AMY GRANT</b> /Every Heartbeat	(A&M)	8
<b>ABC</b> /Love Conquers All (Parlophone), <b>EXTREME</b> /More Than Words (A&M), <b>LISA LISA &amp; CULT JAM</b> /Let The Beat Hit 'Em (Columbia) and <b>SEAL</b> /The Beginning (ZTT/WEA) are tied with seven adds each.		

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

**EHR "A" ROTATION LEADERS**

<b>BRYAN ADAMS</b> /(Everything I Do) I Do It For You	(A&M)	43
<b>PAULA ABDUL</b> /Rush Rush	(Virgin America)	38
<b>LENNY KRAVITZ</b> /It Ain't Over 'Til It's Over	(Virgin America)	36
<b>CHER</b> /Love & Understanding	(Geffen)	33
<b>ROD STEWART</b> /The Motown Song	(Warner Brothers)	33

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 <b>BRYAN ADAMS</b> /(Everything I Do) I Do It For You	58	43	10	4
2 <b>PAULA ABDUL</b> /Rush Rush	56	38	15	2
3 <b>LENNY KRAVITZ</b> /It Ain't Over 'Til It's Over	52	36	12	3
4 <b>ROD STEWART</b> /The Motown Song	45	33	10	2
5 <b>CHER</b> /Love & Understanding	42	33	6	5
6 <b>COLOR ME BADD</b> /I Wanna Sex	41	31	7	0
7 <b>EXTREME</b> /More Than Words	38	20	10	7
8 <b>CRYSTAL WATERS</b> /Gypsy Woman (La Da Da La Da Dee)	37	28	7	0
9 <b>WHITNEY HOUSTON</b> /My Name Is Not Susan	33	20	10	3
10 <b>TOM PETTY &amp; THE HEARTBREAKERS</b> /Learning To Fly	32	19	10	2
11 <b>R.E.M.</b> /Shiny Happy People	31	20	11	0
12 <b>ERASURE</b> /Chorus	31	19	9	3
13 <b>OMD</b> /Pandora's Box	31	17	8	5
14 <b>KENNY THOMAS</b> /Thinking About Your Love	31	16	12	3
15 <b>SEAL</b> /The Beginning	29	17	4	7
16 <b>ZUCCHERO/PAUL YOUNG</b> /Senza Una Donna	28	19	8	0
17 <b>ROXETTE</b> /Fading Like A Flower (Everytime You Leave)	28	17	10	0
18 <b>HUEY LEWIS &amp; THE NEWS</b> /It Hit Me Like A Hammer	28	8	4	14
19 <b>KIM APPLEBY</b> /Mama	27	13	11	3
20 <b>MICHAEL BOLTON</b> /Time, Love And Tenderness	27	12	3	11
21 <b>CHER</b> /The Shoop Shoop Song (It's In His Kiss)	26	19	6	0
22 <b>NATALIE COLE &amp; NAT 'KING' COLE</b> /Unforgettable	26	18	6	2
23 <b>AMY GRANT</b> /Every Heartbeat	26	10	8	8
24 <b>JASON DONOVAN</b> /Any Dream Will Do	25	17	5	3
25 <b>CHESNEY HAWKES</b> /I'm A Man Not A Boy	25	14	8	3
26 <b>ARETHA FRANKLIN</b> /Everyday People	25	12	10	3
27 <b>C&amp;C MUSIC FACTORY</b> /Things That Make You Go Hmmm...	22	12	5	4
28 <b>AMY GRANT</b> /Baby Baby	21	12	7	1
29 <b>HEAVY D &amp; THE BOYZ</b> /Now That We Found Love	21	11	6	3
30 <b>INCOGNITO</b> /Always There	20	14	3	2

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.

**Airplay Action**

by Machgiel Bakker

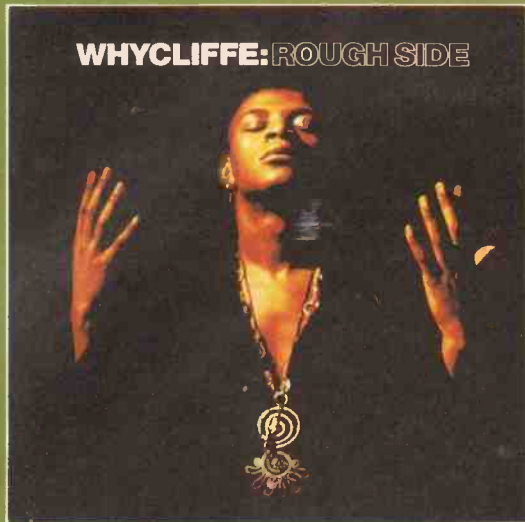
**Bryan Adams** takes over this week as the new no. 1, displacing the four-week EHR chart topper, **Paula Abdul's** *Rush Rush*. It marks **A&M's** second no. 1 this year, following **Sting's** *All This Time*, which was on top for four weeks in February. (*Everything I Do*) *I Do It For You* gets its strongest airplay in the UK, Germany, the Benelux and Italy. Adams' victory is the more remarkable as the single is not yet being played on any French (EHR) station, while Abdul is on at least five (including major ones like **NRJ** and **Skyrock**). **Lenny Kravitz** and **Rod Stewart** remain steady in

place, but **Cher** is creeping up a few notches with *Love & Understanding*, which is getting new airplay activity this week in Italy, Sweden and Denmark. **Extreme** moves into top 10 in just two weeks. As noticed last week, thanks to an airplay boom in the UK, the single was saved from becoming one the longest staying records in Chartbound of this year. However, crucial to its longevity is the airplay situation in Germany, currently pretty low. If that improves, the single has every chance to further move up on the EHR Top 25. **Huey Lewis & The News** score their first EHR hit this year with *It Hit Me Like A*

*Hammer*. The band's earlier single, *Couple Days Off*, remained in Chartbound for six consecutive weeks—and even managed to top that list in issue 26—but never progressed to the Top 25. 'Hammer' gets its best airplay in the UK, Germany, Holland and Italy, and is also New Add Leader this week. The second best new airplay activity (11 new adds) is for **Michael Bolton**. *Time, Love And Tenderness*, the follow-up to the EHR smash *Love Is A Wonderful Thing*, is also second best entry in the Top 25 with good airplay reports coming from the UK and Scandinavia.

# MCA INTO THE '90'S

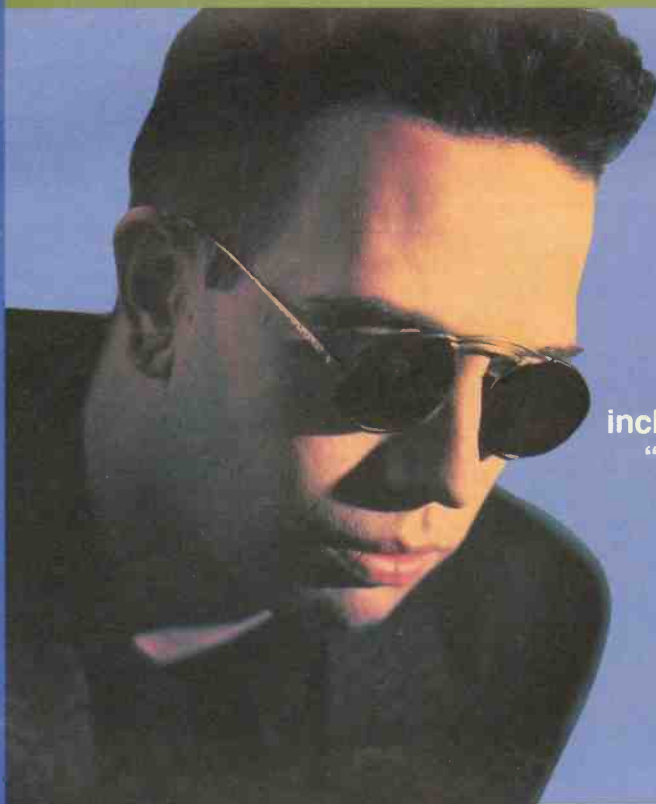
## WHYCLIFFE



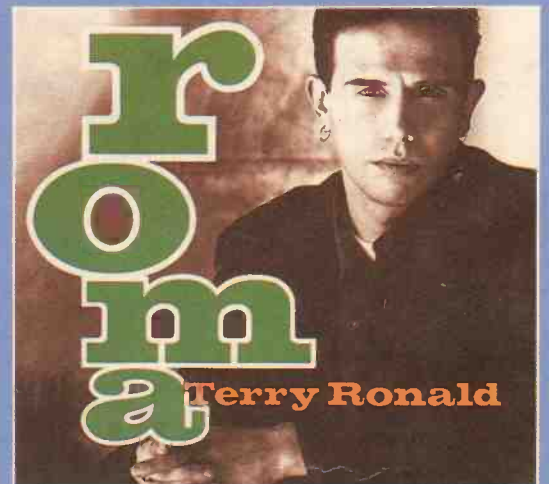
"Roughside"  
the album  
including the single  
"Whatever It Is"



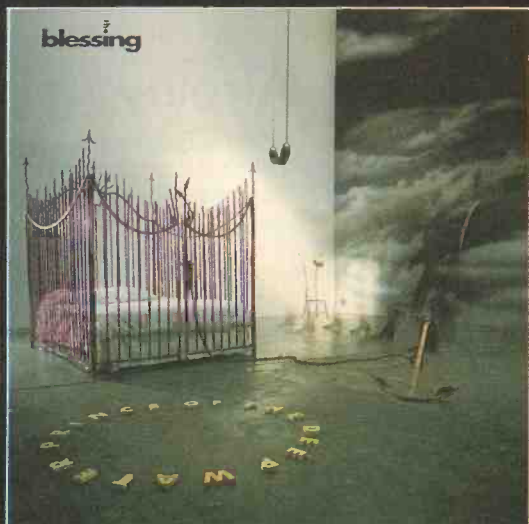
## Terry Ronald



"Roma"  
the album  
including the single  
"Calm The Rage"



## the blessing



"Prince Of The Deep Water"  
the album  
including the single  
"Flames"

