

MUSIC & MEDIA

The Return Of Schlager
And The Sound Of
Hamburg Radio. Check Out
The Germany Special
On Pages 15-26.

Europe's Music Radio Newsweekly . Volume 8 . Issue 42 . October 19, 1991 . £ 3, US\$ 5, ECU 4

M&M Debuts Marketing, Talent News

Responding to industry demand for additional music information services, M&M is introducing two new music business columns—"Marketing The Music" and "Talent In Progress." "MTM" debuts this week with a report on Geffen's new Robbie Robertson album, *Storyville* (see page 38).

Explains M&M senior editor Machgiel Bakker, "Marketing The Music" profiles the marketing activities surrounding one or more new releases. We'll include information on touring, merchandising, video/film projects and other aspects of developing successful artists and albums.

"Talent In Progress" will debut
(continues on page 42)



A ROYAL AWARD — Midlands Radio Trust CEO Anthony Kendall (right) receives the Queen Mother's Birthday Award Premier Trophy for Media from Her Royal Highness, Princess Margaret, Countess of Snowdon (left) at a recent ceremony at the Hotel Russel in London. The group won the award with its 'Litterbuster' radio campaign, which reached a potential audience of 5.5 million listeners. (See page 6 for details).

Capital Names Eyre MD

by Paul Easton

Capital Radio/London has appointed Richard Eyre as managing director. He replaces Nigel Walmsley, who left Capital earlier this year to head Carlton

Radio Tango Bids For Oslo's Limelight

by David Rowley

Adult-targeted Radio Tango/Oslo reports it is negotiating to buy leading Norwegian radio group Radio Limelight's share of the 102 FM Oslo frequency. The two operators currently occupy
(continues on page 42)

Communications' ITV franchise bids.

Eyre is currently media director of advertising agency Bartle Bogle Hegarty (BBH), as well as chairman of the research organisation JICRAR (Joint Industry Committee for Radio Audience Research).

He says his new appointment is a logical next step. "I believe my advertising expertise over the last 16 years is relevant to the new job," he says. "I don't see a problem in making the move from advertising to radio. If I was running Capital on my own, it would be. But they have a really good team there, and it runs very well. I certainly don't feel it's a company that's directionless, so I don't see my role as coming in and tearing up what's gone before."

After many years in advertising, Eyre is sympathetic to radio's problems. "Radio is always given a hard time by advertising agen-
(continues on page 42)



Richard Eyre

ALTERNATIVE MUSIC FOCUS BMG UK Revamps Int'l Department

by Ben Lewis

BMG UK has restructured its international department, adding an alternative music A&R manager in an attempt to increase its challenge to the independents in Europe.

BMG UK's head of international marketing Chrissie Harwood has divided up the whole BMG UK roster between managers by musical categories. She has also added three new information managers. The division of

labour in the international departments between marketing and promotion has been dissolved, with each manager now being responsible for the entire marketing/promotion of a group of artists throughout the world. Miller Williams manages BMG's "mainstream" talent, which includes Lisa Stansfield, Alison Limerick and Sonia. Nigel Reveler manages the key development artists (those who have a niche of their own, but need their
(continues on page 42)

SNEP GM Delcros Outlines New Goals

by Emmanuel Legrand

Resolving the quota issue on radio is one of five top priorities for Bertrand Delcros, the newly appointed GM for French music industry organisation SNEP.

Also on the front burner for Delcros, who took the reins on October 1, are such matters as the "Semaine du Disque," Sunday trading, the lowering of VAT and the progress of revamped music channel Euromusique.

On the quota front, discussions between the radio and record industry have already begun, and Delcros is confident the talks might lead to a solution which takes into account "the specific situation of the different stations."

"There is a shrinking of space allocated to French production,"

says Delcros. "We have to talk with the radio stations and try to understand why this has happened, and how we can reverse the trend. If we can set up guide-
(continues on page 42)

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
DIRE STRAITS
On Every Street (Vertigo)



QUEEN

THE SHOW MUST GO ON

The new single out now

From "INNUENDO" and the forthcoming album "GREATEST HITS II"

European release 28 October 1991

Don't miss special CD insert "A SAMPLE OF MAGIC" in next week's issues to EHR only



TWO ROOMS

Celebrating The Songs Of

ELTON JOHN &



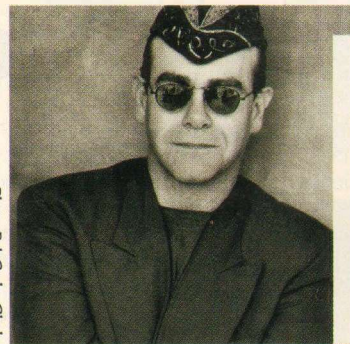


Photo: Bob Carlos Clarke



Photo: Randle St. Nicholas

BERNIE TAUPIN

'Two Rooms' celebrates the songwriting partnership of Elton John and Bernie Taupin. Friends and admirers have recorded their own musical tribute with songs that have moved, inspired or excited them during 25 years of this unique collaboration; a creative relationship that has been both independent and interdependent - Two rooms at the end of the world.

COMPACT DISC / CASSETTE / DOUBLE ALBUM (845 749-2/4/1)

Performed By:

*Oleta Adams . The Beach Boys . Jon Bon Jovi . Kate Bush . Eric Clapton . Joe Cocker
Phil Collins . Daryl Hall & John Oates . Bruce Hornsby . George Michael
Sinead O'Connor . Rod Stewart . Sting . Tina Turner . The Who . Wilson Phillips*

VIDEO / LASER DISC (083 588-3/1)

In addition to performances of some of Elton's best known songs - 'Your Song', 'Daniel', 'Candle In The Wind', 'Philadelphia Freedom' - this video includes some of the less familiar songs; 'Skyline Pigeon' 'Empty Garden' and 'Tiny Dancer' which illustrates how the writing partnership operates.

Rare performances, never before seen archive footage, and their own home movies are inter-cut with new in-depth interviews with Elton & Bernie, and with tributes from some of their musical contemporaries and admirers - including Eric Clapton, Phil Collins, Roger Daltrey, Sinead O'Connor, Sting and Tina Turner, who also perform excerpts from brand new cover versions of classic John /Taupin songs taken from the 'Two Rooms' album.

RELEASED 14TH OCTOBER 1991

A Worldwide Release By PolyGram



1991 JOHN REID ENTERPRISES LIMITED


PolyGram Video



Factory Inks Deal With London

by Ben Lewis

Manchester independent label **Factory Records** has signed a long-term global licencing deal with **London Records**.

London Records will now be able to licence Factory's entire repertoire around the world, excluding the UK, US, Australia, G/A/S and Benelux. Territories chiefly affected will be France, Scandinavia, Japan and South America.

The deal includes Factory's extensive back catalogue, which includes **New Order** and **Joy Division**, as well as its roster of current artists, including **Electronic** and **Northside** and new acts **The Wendies**, **The Adven-**

ture Babies and **Cath Carol**. The new agreement broadens an association which began in November 1990 when London Records negotiated European licencing rights for the **Happy Mondays**. Factory Records head of international **Lieve Monnens** says, "It's been difficult to sell Factory Records, and especially the catalogue, in those countries up to now because we've always done deals on a product-by-product basis. Now we will be able to push the whole catalogue and lift the profile of the label."

Tony Wilson, Factory chairman, adds, "The new welcomed relationship with London—adding to our existing relationships in G/A/S, Australia and the US—is

the perfect way for this Manchester label to attack the international market in the '90s."

London Records international director **John Reid** says he welcomes "marketing and distributing what is one of the finest contemporary catalogues around."

The new deal will help the label coordinate planning better

in Europe because it will be working through fewer agents, says **Phil Saxe**, A&R for Factory Records. "A lot of our acts have simply been unobtainable in parts of Europe recently," he explains. "With London and **Rough Trade** both working our artists in different parts of Europe, our roster should benefit greatly in 1992."



VOX READY TO ROCK — The Radio Vox/Prague team relaxes after a hard day's study in preparation for their launch on October 21. The AC commercial station will begin broadcasting on 101.5 FM to a potential audience of 1.5 million. Pictured from the top (l-r): Ad Roland of Ad Roland Media Services, station GM Michel Zelenka, and MD Jiri Brodsky alongside DJs Vaclav, Pavel, Vladimir, Zdenek and Milos.

BBC Radio 5 Expands Euro Music Mix

by Paul Easton

Alternative and indie European music is getting more airtime on **BBC Radio 5** with the return of weekly youth magazine programme "Euromix" for a second series. Presented by **Robert Elmes**, the programme is a mix of music, news and features from around Europe aimed at a 15-25 age demo. It is broadcast live on Mondays at 20.00 - 20.45 and repeated Sundays 19.15 - 20.00.

Sarah McNeill, editor of schools, children and youth magazine programmes, says the show tries to give a taste of what's hap-

pening across Europe with an emphasis on alternative/indie music and new bands. "We play music from across Europe that is not being heard elsewhere. We try to avoid the mainstream and search out new sounds and give them a hearing."

"We rely heavily on existing contacts for getting new records, although a few record companies don't seem interested in exposure for a record that is not being marketed in the UK."

Adds producer **Chris Kimber**, who chooses the music, "We usually find out about the records from certain magazines, like *Music & Media* and *Q*. We often end up having to chase around to get the records, and we try to get a good balance between styles in each programme. We're certainly getting a good reaction from the audience."

(Kimber can be contacted on 44.71.580.4468.)

Radio 5 has also introduced a weekly French chart countdown programme produced in conjunction with French network **Europe 1**. Called "Le Top," it will be broadcast on Saturday evenings between 19.30 and 22.00.

Europe 1 is providing the music and French commentary, as well as interviews with European and international rock stars. English presentation and translation, where necessary, will be handled by **Marc Dumont** and **Fiona "La Meche" Spechter** at the BBC. Currently living and studying in Brighton, both are new to radio.

Producer **Andrew Johnston** says the aim of the programme is to reflect the French music scene, as well as highlight other European artists. "At the moment it is working out at around 38% Anglo-Saxon and 62% European records. However, there are bands such as the **Scorpions** from Germany, who sing in English."

Opera Meets Rugby In Top 10 Hitsingle

by Machgiel Bakker

Sporting events mean good business for opera singers. While **Luciano Pavarotti** enjoyed his first singles success in the UK with *Nessun Dorma* thanks to **BBC TV's** coverage of the World Cup Football in 1990, **Kiri Te Kanawa** is heading for similar acclaim.

ITV, the UK host broadcaster for the Rugby World Cup, is using as the event's theme song *Te Kanawa's World In Union*, a version of the slow movement of *Jupiter* from **Holst's Planet Suite**. The single is currently no. 11 in the UK **Gallup** chart and sales are estimated to be 100,000 copies.

Released on **Columbia**, the single probably will get at least 35 plays over the month during peak hours, according to **ITV Sports** senior presentation director **David Wood**. "We had a shortlist of six tunes, but this tune generated the right kind of nationalistic feel. We played it anonymously for three weeks and incorporated it in the title sequence. The response has been enormous. It proved to give the whole event a cohesive sound."

The demo version of the song was produced by **Charlie Skarbak**, who in the early '80s was responsible for **Louise Tucker's Midnight Blue** album on **Ariola**. The demo was sent to **Te Kanawa**, who was impressed

with the sound and later recorded the song during the making of a **Jerome Kern** album at **Abbey Road**.

Rick Blaskey, director of London-based company **The Music & Media Partnership**, put the deal together with **ITV** and also struck a record agreement with **Columbia MD Tim Bowen** and marketing director **Brian Yates**. Also, a separate deal was made with the **Rugby Football Union** for a recording by the **England Rugby Squad** of the song *Swing Low (Sweet Chariot)* that is currently at no. 48 in the UK chart and is also produced by **Skarbak**. An album with pieces of music based on the countries taking part in the championships will be released this week by **Columbia**.

"If you let the public decide", says **Blaskey**, "this is the music they like and spend money on. But radio doesn't give the public what it wants; we're not even on the airplay chart."

The championships—held in **Twickenham** and culminating on **November 2**—are expected to generate £25 million and there will be two billion viewers in more than 29 countries. A nationwide campaign 'Run With The Ball'—orchestrated by marketing consultants **Parallel Media**—is being financed by **Virgin Atlantic**, **Hutchison Telecom**, **Wilkinson Sword**, **Sony** and **Capital Radio** for a total of around £750,000.

Sony Greece MD Post Goes To Yarmenitis

Sony Music International (SMI) has announced the appointment of **Dimitris Yarmenitis** as the new managing director and **George Polychroniou** as senior director/creative operations at **Sony Music Greece**. Both will report to **Manolo Diaz**, vice president European Region, **Sony Music International**.

SMI president **Robert Summer** comments, "Sony Music Greece has built the reputation of being an artist-driven progressive company. Both **George** and **Dimitris** have been principal to the team that created this reputation. These promotions assure the continuity of purpose of the company."

Yarmenitis joined the company in 1981 as a freelance radio promoter. He has held key positions in the **A&R** and **marketing** departments since 1985. **Polychroniou**, a renowned broadcast personality in Greece, started his association with the company in 1976. He was promoted to marketing director in 1987. SW

MUSIC & MEDIA
PO Box 9027, 1006 AA Amsterdam
Rijnsburgstraat 11, 1059 AT Amsterdam
Tel: 31-20-6691961 - Telex 12938
Fax: 31-20-6691941; E-mail: DGS1113

Publisher: **Theo Roos**

EDITORIAL
Associate Publisher/Editor-In-Chief: **Jeff Green**
Senior Editor: **Machgiel Bakker**
Managing Editor: **Steve Wansiewicz**
Features Editor: **Robin Pascoe**
Associate Editor: **Debra Johnson**
Music Editor: **Robbert Tilli**
Chart Editor: **Mark Sperwer**
Chart Reports Manager/Jazz Editor: **Terry Beme**
Editorial Assistants: **Raul Cairo, Claire Heffernan, Paul Wightman**

PRODUCTION
Production Manager: **Rim Ederveen**
DTP: **Pauline Witsenburg, Will van Litsenburg**
Automation Manager: **John Langridge**
Printer: **Den Haag Offset**
Design: **Peter van Seuren**

ADVERTISING
Associate Publisher/Sales Director: **Ron Beiset**
Deputy Sales Director: **Kirk Bloomgarden**
Advertising Executives: **Irit Harpaz, Erika Price, Lidia Bonguardo, Carin Thorn**
Sales Co-Ordinator: **Inez Landwier**
Italy Advertising:
Lidia Bonguardo, Via Umberto I° 13,
20039 Varedo, Milan; tel: 39-362 584424;
fax: 39-362 584435

MARKETING
Marketing Manager: **Annette Knijnenberg**
Marketing Assistant: **Kitty van der Meij**
Subscriptions: **Lex Sternfeld, Gerry Keijzer**

ADMINISTRATION
Financial Controller: **Edwin Loupias**
Accounts: **Peter Lavalette, Geerje Starreveld, Bob van Schooneveld**
Executive Assistant: **Deanne Blondeel**

EUROFILE
Editor: **Cesco van Gool**
Assistants: **Steven Roelofs, Saskia Verkade**

INTERNATIONAL CORRESPONDENTS
UK: **Mike McGeever, Ben Lewis, Paul Easton**,
23 Ridgmount Street, London WC1E 7AH
tel: 44-71-3236686; fax: 3232314
Austria: **Norman Weichselbaum**,
tel/fax: 43-1-523-4242
Belgium: **Marc Maes**, tel: 32-3-568-8082
Finland: **Kari Holopaltio**,
tel: 358-0-276 1836
France:
Emmanuel Legrand, tel: 33-1-42-543461
Germany:
Bob Lyng, Fichtestr. 16, 6000 Frankfurt/MI
tel: 49-69-433-839; fax: 49-69-433-018
Mal Sandock, Im Sionstal 29, 5000 Köln 1,
tel: 49-221-32-1091; fax: 49-221-31-7600
Greece: **Melissa Daley**, tel: 30-1-324-8450
Ireland: **Aidan O'Sullivan**,
tel: 353-1-280-8211
Italy: **David Stansfield**,
Via G. Marconi #3, 20060 Cassina de
Pecchi, Milan tel/fax: 39-2-953-43714
Scandinavia:
David Rowley, Westend 16, 1661
Copenhagen, Denmark, tel: 45-31-219149
Stewart Ward, tel: 46-8-661-8856; fax:
46-8-661-6200
Kai Roger Ottesen, tel: 47-9-256-460
Spain:
Anna Marie de la Fuente, Calle
Alcantara 35, 5-D, 28006 Madrid
tel/fax: 34-1-4-029-955
Howell Llewellyn, Calle Modesto La
Fuente 6, 5A, 28010 Madrid
tel: 34-1-5-932-429; fax: 612-927-6427

USA: **Tom Kay**, Main Street Marketing,
4517 Minnetonka Blvd., #104, Minneapolis, MN
55416, tel: 612-927-4487; Fax: 612-927-6427

M&M is a publication of
BPI Communications BV,
a subsidiary of **BPI Communications Inc.**
President European Operations: **Theo Roos**
Executive Assistant: **Caroline Karthaus**
International Editor-In-Chief: **Adam White**

SUBSCRIPTION RATES:
United Kingdom UK£ 135
Germany DM 399
Austria OS 2800
Switzerland Sfr 337
France Ffr 1395
Benelux Dfl 397
Rest of Europe US\$ 249
USA/Canada US\$ 270
Other territories US\$ 288

Copyright 1991 **BPI Communications BV**
All rights reserved. No part of this publication
may be reproduced in any form without the
prior written permission of the publisher.

Strong Winds Change UK Radio's Look At Scorpions Single

by Machgiel Bakker

Although the UK market is renowned for setting trends for the rest of Europe, it took German rock band the Scorpions substantially longer to chart in Great Britain than anywhere else.

While the glasnost-inspired ballad *Wind Of Change* topped the **Coca-Cola Eurochart Hot 100 Singles** for three weeks this June, the single failed to make any impact in the UK. However, thanks to the success in the US, **Phonogram UK** started to re-promote the track to radio. And it paid off.

"It has been a hit almost exclusively on the back of radio," comments **Dave Thorn**, a former Phonogram UK senior executive who is representing the band's US management company, **McGhee**

Entertainment, in Europe. "Regrettably, the European success doesn't mean much in the UK. So with the single going top 5 in the US, there was much more of a story to be told to radio than before. Phonogram made a big effort overcoming personal prejudices, telling radio 'forget about the band, concentrate on the song.'"

For that purpose, the band was deliberately left out of the sleeve design. "The band doesn't have much of an image here. Packaging was done very carefully, almost creating an anonymous image," says Thorn.

Backed by continuous support by **MTV Europe**—a key factor according to many label executives—the single was first taken to regional radio. **Capital Radio/London** started "A" listing

the single three weeks before release (September 16). Ads were then run on **Capital, Radio Clyde/Glasgow, Piccadilly Radio/Manchester, BRMB/Birmingham** and **Metro FM/Newcastle**.

Currently no. 1 in the **MRIB** network chart (which is up to 40% airplay-derived), the single is estimated to be on "A" rotation at nearly 80% of the UK's ILR stations. For example, **BRMB/Birmingham** gives the track an average rotation of 15-20 plays a week.

According to **BRMB's** head of music **Robin Valk**, the single was played on the station in May, but not much happened. "Phonogram decided they had to really break the song. We reactivated it as it was still in our database. It's a good AOR-type of ballad."

Valk is currently testing the record, but believes the single appeals to "the same kids who buy **Guns N' Roses**, although the Scorpions don't look half as dangerous. They look so old! Phonogram carefully avoided promoting that image. But, you know how bitchy the rock press is here. The backlash will come, you watch..."

PolyGram International marketing manager **Peter Schultz** notes the UK success is following a different route. "We had already sold one million albums in Europe prior to the release of that single. With the UK, it's the other way around. Album sales have been disappointing, and the current single success has led to a re-launch of the album."

The album will be available again on October 21, and will be advertised on TV in the Central, Granada, Yorkshire and Scottish ITV areas. A national in-store campaign and, possibly, press advertising is scheduled.

Worldwide, the single has sold close to 2.5 million copies. The key markets so far have been the US (600,000), Germany (600,000) and France (500,000).

On the basis of this success and that of the follow-up single, *Send Me An Angel*, the **Crazy World** album has picked up steam. Originally released late last year, it has now reached the 2.5 million mark in Europe, including one million in Germany. In the US, where the band is released on the **Mercury** label, 1.3 million copies have been sold.

Wind Of Change is currently the longest charting single in the Eurochart (38 weeks), and due to the sudden chart impact in the UK, it has moved back into the top three.

Since **EMI** previously held the rights for the band in Europe, the current success marks the first time **Phonogram** has had a hit with the band on a worldwide scale.

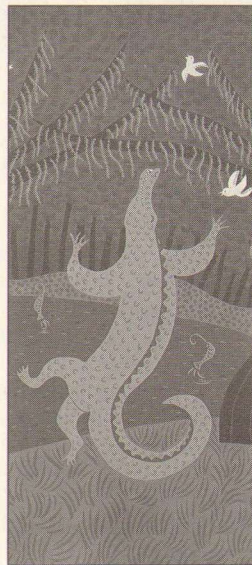
Upcoming Album Releases

Artist	Title	Label	Producer
Adeva	Love Or Lost	Cooltempo	Not listed
Airhead	Boing!	Karava/WEA	George Shilling/Leigh Gorman
Marc Almond	Tenement Symphony	Some Bizzare/WEA	M. Almond/T. Horn/Various
Bad Boys Blue	House Of Silence	Cocacut/Ariola	Not listed
Beats International	Excursion On The Version	Go Discs!	Norman Cook
Candyman	Playtime is Over	Epic	Johnny "J"/Candyman
Belinda Carlisle	Live Your Life Be Free	Virgin	Rick Nowels
Bilgeri	Lonely Fighter	WEA	Thomas Hen/Reinhold Bilgeri
Phil Carmen	Drive	Metronome	Phil Carmen
Eric Clapton	24 Nights	Reprise	Russ Titelman
Cock Robin	The Best Of Cock Robin	Columbia	Various
The Commitments	The Commitments	MCA	P. Bushnell/K. Killen/A. Parker
Cookie Crew	Fade To Black	frr	Donny D.
D.A.D.	Riskin' It All	Warner Brothers	D.A.D./N. Foss/L. Overgaard
Dance With A Stranger	Atmosphere	RCA	Not listed
Klaus Doldinger's Passpart	Blues Roots	WEA	Klaus Doldinger
Placido Domingo	On Broadway	WEA	Various
Fish	Internal Exile	Polydor	Not listed
Dan Fogelberg	Live - Greetings From The West	Epic	Dan Fogelberg/Marty Lewis
Julia Fordham	Sweet	Circa	G. Mitcham/J. Fordham/D. Miller
Generation X	Best Of	Chrysalis	Various
Ion Gillan	Tool Box	East West	Chris Tsougaridis
H.E.A.L.	Human Education Against Lies	Elektra	Not listed
Hen-Gee & Evil E	The Brothers	Elektra	Carlos Alomar/Hen-Gee
Honeychild	Information Heaven	Virgin	Harvey-Jay Goldberg/James Biondillo
Jean-Michel Jarre	Images	Dreyfus/Polydor	Jean-Michel Jarre
Garland Jeffreys	Don't Call Me Buckwheat	RCA	Garland Jeffreys
The Judds	Greatest Hits II	RCA	Brent Maher
Salif Keita	Amen	Mango	Joe Zowinul
Kid 'N Play	Face The Nation	Warner Brothers	Various
Kid Safari	Wow!	ARS	Kenny Moore
Angelique Kidjo	Logozo	Mango	Joe Galdo
Earl Klugh	Trio	Warner Brothers	Not listed
Leo Kottke	The Collection	Chrysalis	Various
Barry Manilow	Showstoppers	Arista	Eddie Arkin/Barry Manilow
Teena Marie	Greatest Hits	Epic	Teena Marie/Various
Richard Marx	Rush Street	Capitol	Richard Marx
Dan McLean	Headroom	Curb	Dave Burgess/Dan McLean
Kylie Minogue	Let's Get To It	PWL	Stock, Aitken & Waterman
Nymphs	Nymphs	Geffen	Bill Price
Queen	Greatest Hits II	EMI	David R. Jones/S.A. Mainman
Eros Ramazzotti	Eros In Concert	DDD	Piero Cassano
The Ramones	Loco Live	Chrysalis	The Ramones/Adam Yellin
Restless Heart	The Best Of	RCA	Various
The River Boys	The River Boys	WEA	Jürgen Fritz
River City People	This Is The World	EMI	Various
Roger Savatage	Bridging The Gap	Warner Brothers	Not listed
Senseless Things	Streets	Allanfic	Paul O'Neill
Taja Seville	The First Of Too Many	Epic	Jessica Carcoran/Senseless Things
Fountains Free	Fountains Free	Warner Brothers	Not listed
Shakespeare's Sister	Hormonally Yours	frr	Chris Thomas
Andy Sheppard	In Commotion	Anilles	Andy Swallow
Sherelle	The Woman I Am	Tabu	Various
Slayer	Decade of Agression	Def American	Rick Rubin/Slayer
Slow Bingo Floyd	Brenda Salmons	Epic	Slow Bongo Floyd
Sonia	Sonia	IQ	Not listed
Southside Johnny	Better Days	Impact	Little Steven
St. Etienne	Fox Base Alpha	Warner Brothers	St. Etienne
Subsonic Two	Include Me Out	Columbia	Not listed
Kenny Thomas	Voices	Cooltempo	Ian Green
Thompson Twins	Queer	Warner Brothers	Tom Bailey/Alannah Currie
Tribe	Abort	Slash	Chris Sheldon/Gil Norton
Kathy Troccoli	Pure Attraction	Geffen	Ric Wake
Truck Stop	Weinachten Im Wilden Westen	Metronome	J. Minke/V. Heintzen/Truck Stop
Various Artists	Elton John/Bernie Taupin - Two Rooms	Mercury	Various
Various Artists	NY Rock 'N' Soul Revue	Giant	Various
Various Artists	Time Yourself (PETA)	Warner Brothers	Various
Voivod	Angel Rot	MCA	Not listed
Juliane Werding	Zeit Nach Avalon Zu Geh'n	WEA	Armand Volker
Mark Whitfield	Patrice	Warner Brothers	Various
Webb Wilder	Doo Dad	Zoo	R.S. Fields
Nancy Wilson	With My Lover Beside Me	Columbia	Barry Manilow
Neil Young	Arc Weld	Warner Brothers	Neil Young
Z'Look	My Desire	Epic	Z'Look

European album releases for the period of October 14 - October 28. Please send your information to Robert Tilli before October 17 for inclusion in the next release schedule (issue 44). Fax (+31) 20.669 1951.

MODERN JAZZ MASTERS

from Windham Hill Jazz



BLUESIANA II

Featuring
Dr. John
David "Fathead" Newman
Ray Anderson
Will Calhoun
Essiet Okon Essiet
Jay Leonhart
Joe Bonadio



BILLY CHILDS
his april touch

Pianist/composer artfully integrates the roots of jazz with an inspired modernized sound that is entirely original... entirely Billy Childs.



BOB SHEPPARD
Tell Tale Signs

His debut album solidifies this fiery saxophonist's reputation as one of the most inventive players in jazz today. Produced by Steely Dan co-founder Walter Becker.



TURTLE ISLAND STRING QUARTET
ON THE TOWN

Swinging string treatment of classic jazz, swing, and 30's - 40's pop works by Cole Porter, Duke Ellington, Gershwin, and more. "... this is subtly refreshing." - *Billboard*

SOME THINGS ARE MASTERFUL



©1991 Windham Hill Europe



PLAYING SOLITAIRE — Vertigo marketing manager John Chuter toasts Bon Jovi guitarist Richie Sambora and wishes him well in his solo career. Pictured at Sambora's debut album launch, from l-r: Phonogram marketing director Nick Rowe, Sambora, Phonogram head of press Ted Cummings, Chuter and Vertigo head of promotion Mark Howell.

Royal Recognition For Radio Trust Litter Campaign

by Mike McGeever

The Midlands Radio Action Trust (MRAT), in association with the Midlands Radio Group (MRG), added another award to its trophy case when it received the Queen Mother's Birthday Award for its anti-litter radio campaign—"Litterbusters." The annual award recognises outstanding efforts in promoting environmental improvement.

The campaign was produced by the trust and broadcast on Midlands Radio Group's seven stations for one week last November. It included interviews and promotions with stars such as Joan Armatrading and

Marty Pellow of Wet Wet Wet. The award was presented to the group by Her Royal Highness Princess Margaret, Countess of Snowdon, at a recent dinner in London.

The Midland Radio Action Trust was established less than two years ago as a charity to produce and syndicate "social issue" material and provide media training. The concern has won three awards this year including the National Evian Health Award for health promotion, the Unilever Domestos Award for work on AIDS and the silver medal for community involvement work at the New York International Radio Festival.

NEWS IN BRIEF

Two North Devon Licences Offered

The Radio Authority has advertised two additional ILR licences for Cheltenham and Barnstaple in North Devon.

The Cheltenham licence will use the AM frequency currently being used by BBC Radio Gloucestershire. As the transmitter site has yet to be decided upon, the final choice will affect the size of the population coverage. However, it is expected to reach a population of around 70,000 adults.

The North Devon licence is being offered as either AM or FM because AM/FM simulcasting is no longer permitted. Comments a Radio Authority spokesperson, "Unusually, we have frequencies available to us on both wavebands in this area. However, there are no plans in the foreseeable future to advertise a second licence for whichever waveband the successful applicant chooses not to use."

The closing dates are January 14, 1992, for Cheltenham and January 21 for North Devon. The Authority expects to announce its decision within two months.

In addition, the Authority is shortly expected to announce 10

more areas for new licences to "top up" their existing list. PE

Franklin Presenter For TOTP

Mark Franklin, a 17-year-old disc jockey from the Chiltern Radio Network's Galaxy FM/Bristol, has been chosen as one of the new presenters for BBC TV's "Top of the Pops" music programme, shown every Thursday night on BBC 2. Franklin, who is one of British TV's youngest regular presenters, made his debut last week fronting the half-hour show which features videos, interviews and "live" performances of artists topping the BBC's Top 40.

Franklin began his radio career less than one year ago while working as a "go-fer" and fill-in presenter at BBC Radio Wiltshire. He moved to Galaxy during the summer when his potential was spotted by Chiltern Radio Network's programme controller Paul Chantler.

"I knew about a year ago that Mark had something, the 'X' factor. Rarely do you see such potential in someone so young. It is a tremendous buzz for me. I know he is going to be a big star," says Chantler. MMCG

McCartney's Oratorio To Get Heavy Promo

by Paul Easton

Paul McCartney's classical work, the *Liverpool Oratorio*, was released worldwide by EMI Classics on October 7.

Commissioned by the Royal Liverpool Philharmonic Society to commemorate its 150th anniversary, the *Liverpool Oratorio* was premiered in the city's Anglican Cathedral on June 28 and 29, and at London's Royal Festival Hall on July 7. Conducted by Carl Davis, who wrote the oratorio with McCartney, the work was performed by the Royal Liverpool Philharmonic Orchestra (RLPO) and Choir and the choristers of Liverpool Cathedral. Soloists were

Dame Kiri Te Kanawa, Sally Burgess, Jerry Hadley and Willard White.

EMI Records UK director/classical division Roger Lewis says the release of the work will be supported by an unprecedented advertising campaign. "The work is without equal, and is the most eagerly awaited classical work of this season," says Lewis.

McCartney reports the 90-minute, eight-movement work did not start out as such a major project. "We were asked to come up with something for the Royal Liverpool Philharmonic Orchestra's 150th anniversary. We could quite easily have done a three-minute string quartet or something, but it

developed into a much bigger thing, and we had a lot of fun with it.

"It was very exciting to do, especially working with my hometown orchestra. I've flirted with so-called classical interests in the past, with songs such as *Eleanor Rigby* and *Penny Lane*, so to be given a chance to use that palette in any way I wanted was very exciting."

McCartney would like the *Liverpool Oratorio* to be judged as a pure classical work. "There aren't any guitars in it. I would like orchestras to play it as part of their repertoire. I'm planning to meet with Carl [Davis] on a future project, although we don't know yet what it will be."

Rock Goes On The Breakfast Menu At Spectrum International

Spectrum International, London's multi-ethnic AM station, is changing its breakfast show to a rock format. Originally, the programme played an international mix featuring '70s and '80s soul/dance music, interspersed with tracks by artists from the station's main language target groups—Asian, Greek, Spanish and Italian.

Programme controller Keith Belcher says the 07.00-09.00 daily show will feature hits from established international rock artists. "Basically, the music will be rock, and rock and roll, with the occasional heavy metal track from people such as Whitesnake

and Iron Maiden. Our audience is mainly the 15-44 age group, so we'll be playing a lot of chart rock from the past 25 years.

"We will also be featuring artists such as Gianna Nannini and Tullio de Piscopo from Italy, Anita Mui, George Lam and Denny Summer from Hong Kong, as well as rock musicians from Greece and Spain."

The show will have a series of presenters, who will alternate each week. These include Barry Evangeli and Angela Borgnana from the station's Greek and Italian music programmes, as well as Mike Harrison, Peter Fielding and Pedro the Hood Hood who

joined Spectrum from hospital radio, and have been doing overnight programmes until now.

Pedro says the show will be "fast, but not frantic. There's not too much speech, so it's mainly music all the way."

Belcher believes this will be London's first dedicated rock breakfast show. "Breakfast radio in London is a rock desert. When you've gone up and down the dial and heard MC Hammer and Gerry and the Pacemakers a dozen times, you begin to want something more substantial. Let's face it, you can still play 'air guitar' while cleaning your teeth or boiling an egg." PE

Five Vie For Blackpool Licence

Former Trans World executives Owen Oyston and Julian Allitt are among the names in the running for the Blackpool ILR licence, although they are heading rival groups.

Broadcasting on FM, with a population coverage of around 220,000 adults, the new station's transmitter would be sited on the famous Blackpool Tower. The Radio Authority expects to be able to announce the winner in around two months.

The applicants are Blackpool Light FM, backed by Oyston and actor William Roache (Ken Barlow from "Coronation Street"). If successful, the station could be on-air some six months after

being awarded the licence. The first year revenue is estimated at £367,100 (app. US\$600,000).

Another in the running is Cathedral FM, which failed in attempts to get the Lincoln ILR licence, and has now turned its attentions to Blackpool. Among the backers are MD David Featherstone and sound and lighting designer Keith Gee, who will be the station's chairman. The first-year revenue forecast is £746,000.

Another contender is Fylde Coast Radio (Coast FM), headed by Julian Allitt, former MD of Piccadilly Radio/Manchester. Other backers include local restaurateur Lino Della Pesca,

one of the original investors in Red Rose Radio/Preston, and TV astrologer Russell Grant. First-year revenue estimate is at £562,000.

The Radiowave (Blackpool) Ltd. backers include S.A.V. Ltd. MD of audio/video equipment suppliers John Barnett, TV presenter Derek Batey, former Piccadilly Radio and KFM/Stockport director Sidney Friedland, and Radio Academy director Lin Glover. First-year revenue forecast is for £417,000.

West Coast Radio is backed by local audio engineer Barrie Briscoe and his wife. First-year revenue is estimated at £366,000. PE

EUROPE 2 REMIX

Savigny Steps Up As New Music Head

by Emmanuel Legrand

Europe 2 director of programmes and head of music **Marc Garcia** will pass on his music programming duties to **Christian Savigny**. Savigny's new title will be director of music programming/research.

Previously in charge of research at Europe 2, Savigny included among his other duties the production of the two charts carried by the station—the French Top Album and the **Coca-Cola Eurochart**.

Savigny says he is not going to introduce "major changes," but that the music programming would be more up-tempo. According to Savigny, "Europe 2 will remain the station we all know. Last spring, we introduced the concept of relaxation. It seems we went a bit too far. My main task will be to introduce a more dynamic product by diversifying the rhythms and playing new

songs. This doesn't mean we are going to be another NRJ or Sky-rock."

Savigny reports he recently introduced groups such as **Simple Minds**, **London Beat** and **Roachford** to the playlist.

In addition, he says, "Europe 2 now faces the problem of format duplication, something NRJ had to contend with a few years ago. However, we are trying to get back to originality, to that little something that makes the difference."

In addition, Europe 2 is carrying a radio version of the TV rock show "Rapido," broadcast on France's **Canal Plus** and the **BBC** in the UK. The show is hosted by **Antoine de Caunes** (renowned for his fast, verbal delivery), who presents the latest developments in the musical field, five days a week at 18.30. De Caunes also gives a 90-second snippet of the latest rock news.

The content of "Rapido" is far removed from the Europe 2

mould. Yet, according to Garcia, it was "a good way to speak about new trends in music and new acts, although we don't play them."

Garcia, who says he will focus more on marketing music globally, admits he was "stuck between the necessity of handling music programming and the need to do politics with record companies."

Garcia also says the station wants to "capitalise on the name of the TV show," which has a very good reputation among rock music followers. **Alex Berger**, partner with de Caunes in the production company of the show **NBdC**, says, "There is a natural synergy between the TV show and radio. It was just a question of opportunity. Antoine has a daily show on Europe 2, so it is natural that "Rapido" should be used. I think it is a deal that is good for both parties." Berger says that there are no plans for the moment to adapt the programme for the UK, "but anything is possible."

Epic Gets First Female Director

The **Sony Music** label **Epic** is undergoing a management reshuffle. **Sony Music** president **Henri de Bodinat** has promoted the label's marketing and promotion manager **Laurence Le Ny** to director of Epic, replacing **Christian Ract**, who is now **Sony Music** communication director.

Le Ny becomes the only female executive heading a label. She worked at different promotion positions within **CBS**, **Polydor** and **BMG** before returning to Epic three years ago. The new structure has been in operation since September 1.

The label aims for a 4-5% local market share, but Le Ny says she does not expect the label to expand too much in size. "I want to keep the coherence of the current team," she adds.

The management reshuffling has, however, not been followed up with major changes in the team of 17 she is heading. Only a new A&R has arrived. **Christophe Lameignère**, who left **EMI/SBK Publishing** to join the label. He replaces **Phillipe Puydauby**, who left the company.

All staff report to Le Ny, as there is no marketing or promotion manager. Comments Le Ny, "We are a very small team, very united, and there is no need for a strict hierarchy. I prefer to give more responsibility to the people. In marketing, for example, we have two senior artist managers who have a lot of input and freedom in their field."

The two senior marketing staff include **Pierre Mallon**, who is involved in marketing of **George Michael**, **Michael Jackson**, **Jil Caplan**, **Michel Polnareff**, **Europe**, the label **Rhythm King**, as well as being in charge of media planning and marketing studies. **Pierre-Louis Berlatier** is in charge of A&R for two local acts, **F.F.F.** and **Midi V**.

Promotion is coordinated by **Christine Bonnet**, who is also in charge of TV promotion, assisted by **Marie-Jo Pareja**. Radio promotion is handled by **Frédérique Varenne**, with **Charlie Idounda** for FM stations. **Patricia Sullé** is in charge of club promotion and **Rose-Hélène Deplasse** of press promotion. EL

350.000 Celebrate NRJ's Tenth Birthday

Several hundred thousand people attended the concert organised by EHR net **NRJ** in Paris to celebrate the station's 10th anniversary on September 19.

According to event organisers, over 350.000 attended the six-hour concert, although police reportedly put the number at around 120.000. NRJ claims the event was the biggest concert of this magnitude in France with a multiple star bill.

Says station GM **Max Guazzini**, "All in all, the outcome is very satisfying. It was a spectacular event, if you consider the whole stage was set up in less than five days. We were on time, which is exceptional for such a large number of artists perform-

ing. I believe that NRJ is the only station in France that could set up an event of such scale, with so many artists, and such a large crowd. The negative comments from other stations, especially **Europe 1**, show that, indeed, this success has irritated them." Guazzini declined to reveal the cost of the concert, saying, "We haven't made the calculations yet."

Twenty-four national and international acts participated in the event. Top stars included **David Bowie's Tin Machine**, **Dave Stewart**, **Patrick Bruel**, **Johnny Hallyday**, **Europe**, **Lloyd Cole**, **Jean-Jacques Goldman**, **Roch Voisine**, **Wet Wet Wet**, **Les Inconnus**, and two

Russian acts **Boris Grebenchikov** and **Sergei Kurehin**. All acts performed between two and four songs. However, only three acts played live while the rest used playback.

State broadcaster **Antenne 2** screened the show later the same day, and a three-hour edited version was shown on September 28 in simulcast with NRJ. **MTV Europe** plans a forthcoming programme on the concert, and footage was also scheduled to be given to Russian television station, free of rights, for an October 6 broadcast. In addition, via Antenna 2 distribution, over 40 countries, mainly in Asia and Africa, will be able to see the concert. EL

JAZZ

Music & Media's Year-End Jazz Special
issue 50

TO BOOK ADVERTISING IN THIS SPECIAL CALL:

AMSTERDAM: (+31) 20.669 1961

Publication date: December 14, 1991
Advertising deadline: November 11, 1991

FREAKY FUKIN WEIRDOZ

'FFW ARE FREAKY FUKIN WONDERFUL!'

KERRANG! # 342 MAY '91

Management: Mario M. Mendrzycki for Triple M Management and Jürgen Olczyk for Jat

BMG
BMG ARTOLA
HAMBURG GMBH

RCA

ARISTA

BMG
BMG UFA MUSIKVERLAG
A BETHLEHEM WIDE GROUP COMPANY

Low Ad Bookings Spur Newsletter

by Mal Sondock

The sales house for German pubcaster ARD has started publishing a new marketing newsletter in response to the dwindling advertising bookings for radio and TV. The first issue featured an article called "Radio - The Undervalued Media," from which some interesting facts came to light:

- In 1980, radio reached 45% of the public, a 3% lead over TV, whereas in 1990, the media reached 52% of the public, a 13% lead over TV and a 9% lead over newspapers.
- Ninety-eight percent of all households have one or more radio receivers, while every second home has two or more radios with an aver-

age of 3.1 receivers per household, nationwide.

- Some 16.9 million auto radios reach 67% of the populace in their cars, 14 million being regular, daily, adult listeners.

- Radio reaches clearly definable target groups. Over 20% of the working population listens to radio between 06.00 and 08.00, while a constant listening audience exceeding 10% continues until 18.00. The 14-19-year-old group listen between 06.30 and 08.00 and from 14.00 to 18.00. Homemakers, the predominant listeners, tune in from 08.00 to 13.00.

- Radio has a strong influence at the point-of-sale because it is heard by shoppers during the predominant

buying hours, while they are preparing shopping lists and driving to stores.

- Radio is also valuable as a "visual transfer" medium, providing mind pictures of popular TV spots but at a fraction of the TV cost. Radio's average contact cost per thousand runs is DM3.50 (app. US\$2). When the former east German states are figured in, it drops to DM3.14.

The pubcasters' advertising department also offers a new computer "radio plan" for ad campaigns using Media Association data. Initial cost for the programme, including updates, is DM3.000, with additional licences and software offered to the user for DM1.000.



GUESS WHAT? — Dutch duo Bolland & Bolland, renowned for their work with Falco, Suzie Quatro and Sam Fox, are currently producing the American/Italian pop dance duo Marvin & Marcello for a forthcoming debut album on Hansa/BMG Ariola. From l-r: Rob Bolland, manager Horst Bork, Marvin & Marcello and Ferdi Bolland. Meanwhile, the single 'Guess I'm In Love' has been released throughout some European markets (see *M&M* September 7).

Austrian Programmer Weber Gears Up For TV Launch

Willi Weber, the creator of **Radio Valcanale** and **Radio Uno**, is gearing up to launch a TV programme for Kärnten in Austria that will be transmitted from Italy.

Says Weber, "My company was founded as **Radio Tele Uno**. As I make mostly radio programmes, I concentrated on Radio Uno and leased **Tele Uno** to other companies. The final lease went to **Kurt Geissler**, who went bankrupt. Since **Tele Uno** is still in my possession, I decided to start again with new management."

If Weber's plan is approved, the new **Tele Uno** company will be run by sister company, **Radio Uno Plus**, but the financing will come from Weber and a number of pri-

ivate investors. **Radio CD International**, a private station, could also be involved.

"We have no contract as yet," says Weber, "but we have decided on the most important points for a partnership." Weber's **Tele Uno** will be broadcast on channel 61—from the same facility as **Radio Uno** in Cocceau on the Italian/Austrian frontier—to a population of only 150,000. The station will cover regional events only.

While the test programme is being prepared for November, Weber is attempting to secure a licence in Yugoslavia to build a transfer TV tower to bring **Tele Uno** also to the southern part of Styria. *NW*

Ö3 Asked To Play More National Product

by Norman Weichselbaum

The record industry regulating body **IFPI** has finally concluded a flexible agreement with pubcaster **Ö3** over the treatment of national product in Austria.

The agreement is expected to favour more local talent and could result in additional Austrian product on the charts. According to **IFPI** spokesperson **Markus Spiegel** (MD of **GIG Records**), "The number of new records that have nearly no air-

play on **Ö3** is increasing," resulting in poor sales for the record industry.

Last spring, the introduction of **Selector** radio scheduling software exacerbated the problem because no Austrian titles were picked for heavy rotation.

Says **IFPI** MD **Harald Buechel**, "We both realized that nobody benefits from a strategy where songs are played only two or three times. It is more efficient to concentrate on the very best [Austrian songs] and promote them

heavily. This, in turn, should motivate the whole Austrian record industry more."

Says **Ö3** programme director **Edgar Böhm**, "The industry now understands our situation. One radio station cannot give each new Austrian record powerplay. We have to stiffen the selection. An **Ö3** jury of programmers, DJs and managers will pick out the material which best suits our format of commercial pop. We simply concentrate on the very best of it."

SCANDINAVIA

Electra Denmark Closes Doors In Wake Of Bankruptcy

by David Rowley

The Danish independent label **Electra Denmark** has been shut down pending bankruptcy hearings in the Danish courts at the end of this month.

The closure follows the calling in of outstanding loans by the Danish **Unibank**. At press time, the company's outstanding debts reportedly totalled more than Dkr8 million (app. US\$1.3 million).

Sources close to the label say it has been in a state of crisis for the last month, when it became apparent its debts would be called in. Home to much-touted local acts such as **Gangway**, **Bass 'n'**

Trouble and **The Lagoon Cowboys**, the company was shut down at the beginning of October. Two staffers remained, working from the offices of **Harlekin Music** in Copenhagen. **Electra** MD **Jorgen Hansen** and the remaining staff have been laid off.

The label went under once before in 1989, but was refinanced via bank loans using its shares in the major Danish distribution cooperative **GDC** as security. **Hansen**, former financial chief at **Sonet** who moved to **Electra** before the earlier collapse, was responsible for the label's revival.

Rumours about **Electra's** fate have been plentiful since the comparative failure of its flagship act,

Gangway, and their album *The Quiet Boy Ate The Whole Cake*. That was released last March and sold a mere 10,000 copies. Ironically, one of the hottest local acts of the moment, **The Lagoon Cowboys**, had recently released their debut album *Miracles* in the week leading up to the crash. Several labels are reportedly looking to pick up the act.

At press time, representatives of **Electra** could not be reached for comment.

M&M Correspondent
David Rowley
(+45) 31.219 149



CLOSE ENCOUNTERS — The Sony Music Sweden team gather for a group shot during the release party for Columbia Records artist **IRMA** (centre). One hundred media representatives were present at the **Sonet Studio** celebration. During the album presentation, **IRMA** put together a live version of the first single "Stureplan," to be released shortly as the B-side of the next single. Pictured l-r: Sony Music Sweden marketing director **Per Sundin**, artist marketing director **Håkan Krantz**, **IRMA**, producer and A&R manager **Billy Bolero** and director of Sony Music Publishing/A&R manager **Sony Music Sweden Thomas Haggblom**.

CLOUSEAU

Close Encounters



**CLOSE ENCOUNTERS, THE
OUTSTANDING NEW SINGLE
FROM THE FIRST ENGLISH
ALBUM
BY CLOUSEAU.**

SINGLE: 7", CD, VIDEO **EMI** **ALBUM: CD, MC, LP**

BELGIUM / HOLLAND

Rete 105 Bows New Prime Time Show

by David Stansfield

Rete 105 has launched the new afternoon programme "105 Generation."

Largely devoted to what the station describes as disco beat music, it is broadcast between 15.00 and 18.00, and presented by Alex Peroni and Stefano Secchi. It also includes the 10-minute segment entitled "Independent," which is dedicated to dance music on independent labels.

Comments station executive Edoardo Hazan, "To emphasize the station's leadership in the world of teenagers, we have become more specialised in our afternoon programming. The dominant beat of today is disco. We can't ignore it. It's our duty to play it."

Eighty percent of "105 Generation" is given over to acts ranging from De La Soul to Snap, says Hazan. New artists such as

Joy Salinas, Zappala and the station's own Secchi, are played. Danceable tracks by groups such as Simply Red and Prince account for another 20%.

Local, non-specialised dance talent will also get a spin. Says Hazan, "If there is new product from artists such as Vasco Rossi or Zuccherò, we will play it. You can't ignore a big release."

Players in the indie sector are welcoming the new "Independent" slot with open arms. New Music president Pippo Landro comments, "It's wonderful news. I've argued for some time that independent labels are leaders in dance music. The new initiative by Rete 105 helps to support my argument."

Rome-based Energy Production international A&R manager Alvaro Ugolini adds, "With over three million daily listeners, any specialised space on a station such as Rete 105 is important."

Some of the majors, however, are cautious. Polydor Milan's head of promotions Anna Maria Pine says, "It's early days yet. At the moment, we have some good dance product to promote, but I do wonder about the periods when we don't."

CGD promotion manager Luciano Linzi confirms he heard rumours of a change of direction at the station some months ago. "You could feel it in its previous programming. I hope this will not change the whole face of the station. We'll have to see how effective it will be."

Linzi believes his firm can provide the "105 Generation" show with some good product, adding, "Singles by new Atlantic acts, such as Corina and Marky Mark And The Family Bunch are both being played on the programme. I'm sure we'll have a lot more to offer."



SAY CHEESE — Italy's independent record company New Music president Pippo Landro pens a distribution deal with local major record company CGD. The deal will mean that CGD will have a greater catalogue of dance music and it will ease the distribution problem for New Music. Pictured l-r: CGD MD Stefano Senardi, Landro, CGD commercial director Spadacenta Giancarlo and CGD head of business affairs Mauro Pedrini.

Polydor Boosts Bryan Adams On Rete 105, RTL 102.5

Polydor has, for the first time, invested in a radio ad campaign with Rete 105 and RTL 102.5 Hit Radio to promote the Bryan Adams' album *Waking Up the Neighbours*.

A&M/Polydor UK product manager Giovanni Arcoviti had the idea of using a two week campaign on the two stations to connect Adams' name with the track (*Everything I Do*) *I Do It For You*. "His second single *Can't Stop This Thing We Started*, which will be released before Christmas, has crossover potential," says Arcoviti.

Waking Up The Neighbours reportedly has already outstripped sales figures of 42,000 for the artist's previous album, *Reckless*. "Rete 105 supported the *Reckless* album to the hilt. RTL 102.5 Hit Radio is one of the fastest growing national networks. That's why we chose those two stations," says Arcoviti.

At press time, the song was at no. 9 in the official RAI singles

charts but, Arcoviti admits the artist has not had much success in Italy. "The single was a major European hit and was receiving healthy airplay locally," he says. "However, one of the problems for Polydor is that the 'Robin Hood' movie will not be released in Italy until December. That makes it difficult to get public reaction."

Polydor is also promoting the album through a specialist press campaign, plus an 8,000 fly-poster campaign in Milan and Rome. The firm will also organise a listeners' competition, probably with RTL 102.5 Hit Radio, where the winner will spend a day with Adams on December 6 when he appears in Milan for a concert.

Arcoviti does not claim an international first for radio ads for a single. He believes the company's European affiliates already will have conducted similar exercises for the Adams' single.

DS

Ala Bianca, Amato Disco Dance With Shake-Down Productions

Indie record firm Ala Bianca has joined forces with the UK dance music import company Amato Disco to launch the new dance label Shake-Down Productions. Geared specifically to the UK market, the backers intend to boost the sales of product usually released on the firm's Mighty Quinn house music label.

Mario Howell, owner of Amato Disco, is partnering with Ala Bianca and guaranteeing the release of 70% of the material. He will also try to strike licence deals with major companies.

Comments Ala Bianca interna-

tional manager David Smith, "We have exported Mighty Quinn product to the UK via the Naples-based Flying Records company in the past. We have basically aimed at the primary market, which is DJs. Some product has reached the public, but that has been dependent on its type. Hard techno-house, for example, is not very commercial. We believe some product has crossover appeal, but [we] have been disappointed at the lack of success in striking licence deals with companies such as City Beat, Eastern Block and Indigo."

"We decided to form a partner-

ship with him because he is young, knows the market very well and is aggressive in his approach," says Smith. The name Shake-Down Productions was also Howell's brainchild. According to Smith, Howell was prepared to invest in the new project and do most of the work.

Ala Bianca is searching for similar partners in Scandinavia, France, G/A/S and Spain. "We are doing master licencing in these territories, but would much prefer to have a closer collaboration with a good dance label on a long-term basis," concludes Smith. DS

FROM
EROS RAMAZZOTTI'S
FIRST 'LIVE'
DOUBLE ALBUM
EROS IN CONCERT
ON SALE THROUGHOUT
EUROPE FROM
OCTOBER 28
THE NEW
EUROPEAN SINGLE
'ANCORA VITA'

DDD DISTRIBUTION: SMC ABIOLA WORLD WIDE

101 Network Turns Volume Down On Black Music

101 Network has introduced a music format which it describes as being close to EHR and Urban. The move has resulted in the loss of 30% airplay for black music.

In the past, the station formatted roughly 70% black music, with EHR accounting for the rest. Now the commitment to EHR is 60% and black music, 40%.

Says station PR manager Luca Dondoni, "We found that an almost black music only policy just doesn't pay. In Italy, there's no black culture because there are very few that live here."

Dondoni maintains the station

will not axe artists, but does say that not all soul or rap music is good. "We've just squeezed the juice. There will always be space for artists like Luther Vandross, Melba Moore, De La Soul, Marvin Gaye, Public Enemy and Anita Baker. We will also programme new acts such as Niggers with Attitude, Naughty by Nature and Levert."

The EHR content also includes a high proportion of rock, with acts such as Skid Row, Bryan Adams, Metallica and the Scorpions.

DS

COPE's Gonzalez Goes From Night To Day In 'Cada Dia'

Javier Gonzalez, who previously presented COPE's nightly news programme, is now hosting the "Cada Dia" talk show from 08.30 to 12.00 daily.

He replaces Luis del Olmo, who went over to new network ONDA CERO and began airing his programme "Protagonistas" on September 30. Gonzalez is competing against the other morning talk shows led by SER's Inaki Gabilondo, Antena 3's Antonio Herrero and RNE's Javier Sardá. Comments Gonzalez, "The morning shows are the cash cow in [radio] advertising. This is when the biggest consumer group—women—tune in."

Meanwhile, ONDA CERO director general Tomás Martín Blanco confirms the "Protagonistas" programme will also be transmitted on AM through a ver-



Javier Gonzalez

bal agreement with Radio Intercontinental, owned by the Serrano Suárez family. ONDA CERO FM has been trying to buy the station, but the owners have refused outright to sell. *AMdLF*

FOOTDRAGGING HALTED

RTVE Gets Pta20b Loan

by Anna Marie de la Fuente

Pubcaster RTVE, recently on the brink of financial disaster, was rescued by the Spanish government's September 27 decision to guarantee a Pta20 billion (US\$178 million) loan from Banco Exterior.

The bank had already agreed to grant the amount over two months ago. However, hedging on the government's part kept the ailing state broadcaster waiting.

According to RTVE chief press officer Carlos Minguéz, "Now we can start paying our suppliers. That's first and foremost on our list of priorities, followed by the salaries and our copyright dues to SGAE." RTVE owes the SGAE Pta4.6 billion as a result of a court case it lost to

the author's rights society.

An RTVE spokesperson says the government's decision, announced by the minister of economy Carlos Solchaga shortly after a council of ministers budget meeting, "clearly demonstrates the state's commitment towards backing public radio and television."

While presenting his feasibility plan to parliament the day before, RTVE director general Jordi Garcia Candau said he would not rule out resorting to outside financing if the government guarantee was not forthcoming.

Candau says the pubcaster's revenue was Pta180 billion in 1989 and Pta168 billion in 1990 and estimates that in 1991 it would drop to Pta128 billion. He calculates that RTVE could be Pta56 billion in the red by the end of the year. However, he adds, "We've been able to stem the haemorrhage through some emergency measures, which might reduce losses to Pta34 billion this year."

Candau partially blames rising expenditures (wages rose from Pta49 billion in 1988 to Pta70 bil-

lion in 1991) and plunging revenues—caused by three new TV networks being launched early last year—for the company's financial situation.

Appealing for a subsidy of Pta47 billion for 1992, Candau enumerated the company's public services expected to be covered by the aid. These include: Radio Nacional de España; Radio Exterior de España; the RTVE Orchestra and Choir; TVE International, as well as other institutional services.

Despite RTVE's crisis, its RNE studios in Valencia were transferred to newly renovated offices, equipped with the latest hi-tech outfitted, in the heart of the port city. RTVE refuses to disclose the amount spent on the move, though it is reported to have cost over Pta1 billion. The two floors, bought by the state firm, have allegedly cost Pta300 million. A source close to the company says the Valencia project was not threatened by the financial troubles since it had already been allotted for in the earlier budgets.

Madrid 1992 Concert Banks On Amnesty International Participation

Plans are in the offing for Madrid to stage a nine-hour marathon concert to be broadcast on TV worldwide.

Negotiations are currently taking place between the Madrid '92 Association—composed of representatives from the local council,

Madrid regional government and the ministry of culture—and Amnesty International. If they succeed, mega stars such as Bruce Springsteen, Tina Turner, Sting and U2 are likely to perform.

Plans are also being put together

for a major concert—"10 Years of Music"—sponsored by Pepsi Cola to celebrate two decades of the company's backing of name artists, such as Michael Jackson and Turner. Dates and venues are yet to be determined. *AMdLF*



ALICE COOPER EUROPEAN TOUR 1991

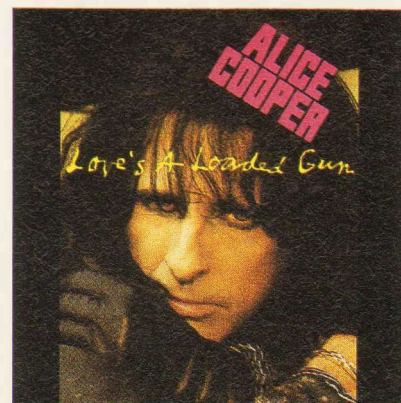
DATES - OCTOBER

- 12 GHENT - SPORTPALIS (B)
- 13 ROTTERDAM - AHOY (NL)
- 15 ZURICH - HALLENSTADIUM (CH)
- 16 NUREMBERG - FRANKENHALLE (D)
- 17 STUTTGART - SCHLAYERHALLE
- 18 FREIBERG - STADTHALLE
- 20 BERLIN - DEUTSCHLANDHALLE
- 21 HAMBURG - SPORHALLE
- 22 ESSEN - GRUGAHALLE
- 23 PARIS - LE ZENITH (F)
- 24 FRANKFURT - FESTHALLE (D)
- 26 KASSAL - EISSPORHALLE
- 27 COLOGNE - SPORHALLE
- 28 BREMEN - STADHALLE
- 29 KEIL - OSTSEEHALLE

NOVEMBER

- 1 OSLO - SPECTRUM (N)
- 2 COPENHAGEN - K B HALLEN (DK)
- 3 LUNDE - OLYMPEN (S)
- 5 HELSINKI - ICEHALL (SF)
- 6 TURKU - TYPHOON (SF)
- 8 STOCKHOLM - GLOBEN (S)
- 9 GOTHENBURG - SCANDINAVIUM

NEW SMASH HIT SINGLE



FROM 'HEY STUPID' ALBUM



Sportpaleis Bailed Out

by Marc Maes

About Bfr350 million (app. US\$9 million) is expected to be invested in the Antwerp Sportpaleis to prevent it from closing down and to maintain the current calendar of events in the 20,000-seat venue (See M&M October 5).

On October 3, the financial group **Credicom** announced it had concluded a deal with the shareholders of **City 7 Investments**, **Filco City 7** and a number of Belgian banks regarding a 60% majority participa-

tion of **Credicom** in a new venture. Seventy percent of **Credicom** shares are owned by the French group **Immobilière Hotelière**.

The new venture, which remained unnamed, will group all companies that deal with events at **City 7**, allowing the further existence and expansion of the **Sportpaleis** in Antwerp, plus the organisation of events such as the European Community Tennis Championship and the Diamond Awards festival.

Former **City 7** group CEO **Jacques Lierneux** is stepping down

from his position, but will act as a consultant for the new venture. **FPC**, the promoters of the October 14 **Liza Minnelli** show, immediately launched a promotion campaign for what is to become the opening concert for the **Diamond Awards** festival.

Says **FPC** promo officer **Fritz Sundermann**, "We have concluded a spot campaign with the **Radio Contact** network, and we are organising competitions with free tickets with the official **BRT** and **RTBF** channels. Radio could play a major role in promoting the concert."



DO DE STRIP AWARD — Sony senior product manager **Ruud Röben** clutches a *De Strip Award* for innovative marketing and, probably, innovative shirt wearing as well. Pictured with him from l-r: *Muziek en Beeld Info* editor **Joost Driessen**, Röben, CPG director **Jan Gaasterland**, Sony MD **Richard Denekamp** and *Muziek en Beeld Info* publisher **Ron Heijmans**.

'Souvenirs' Compilation Spots Tied To Antwerp Concert

A campaign on both **BRT's Radio 1** and **2** for the *Souvenirs* compilation by **Jose Carreras** and **Montserrat Caballe** tied in with a concert performed by the duo in Antwerp on October 2. Some 7,500 tickets were sold.

"We released the compilation two weeks before the show," says **Sony Music Classical** label manager **Patrick Suttels**. "Although they performed the track *Antologia de la Zarzuela* in

Antwerp, which is not on the CD, we had planned to promote both artists repertoire on hand-out leaflets. We have also booked a 40-spot campaign on **BRT's Radio 1** and **2**, and have found our compilation was useful to promote the Antwerp show."

The *Souvenirs* album is a Belgian compilation, but is internationally available through **Sony Music**. MM

Canal Plus Prepares Launch

Canal Plus president **Danel Weekers** announced that the French pay-TV-channel for the French Belgian community, **Canal Plus TVCF**—in which the **RTBF** has a share—plans to gain access to the Flemish audience. "Or at least," according to **Weekers**, "to those who want to receive our French-language programmes."

Despite the fact that **Canal Plus** asked for access to the Flemish cable network some months ago,

Filmnet remains the only pay-TV station in that community. Together with **Canal Plus's** application to become recognised as "Canal Plus Televisie," the channel has decided to speed up the process by supplying indoor-antennas and signal-amplifiers to all inhabitants of the Flemish territory willing to subscribe.

According to **Canal Plus** spokesperson **Patrick Bloery**, "The technical equipment, worth some US\$50 per household, is supplied free of

charge. If people decide to subscribe to **Canal Plus**, then they must pay US\$30 per month. And as airwaves are freely available to everyone, we avoid the discussion about access to the cable network."

Weekers adds that the station's crew have checked out the radius of **Canal Plus**, and that "the signal would carry to major towns such as **Antwerp** or **Ghent**." The campaign was scheduled to start October 15 and runs until year-end. MM



A MUSIC & MEDIA HARD ROCK SPECIAL
ISSUE 49 - DECEMBER 7, 1991

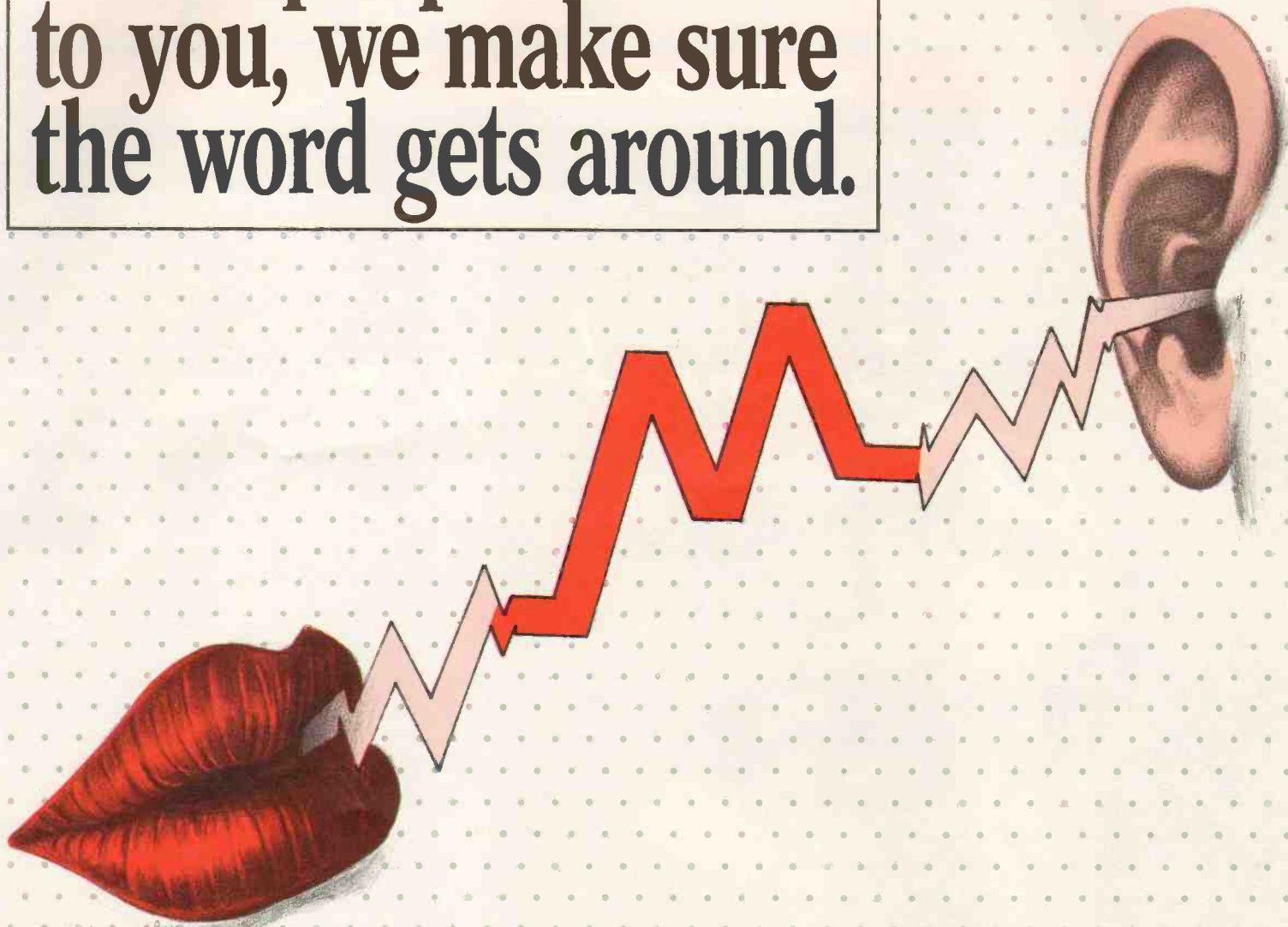
- upcoming hard rock releases -
- interview with Tommy Vance of BBC 1 -

PUBLICATION DATE: 7-12-1991

AD DEADLINE: 12-11-1991

**BOOK YOUR
AD NOW!**

**When people listen
to you, we make sure
the word gets around.**



When you go on the air, who exactly is listening? Where are they? When do they tune in? And how long do they hear your music, your program and your advertising?

Wherever your listeners are, in your home market or beyond borders, we make sure you get precise, detailed answers to these questions. And we make sure you get them fast.

That's why marketers at every radio station in France rely on us to tell them all about their audience and precisely quantify the information they need.

We've carefully refined our procedures to develop an ultra-reliable method. A method that's made Médiamétrie N°1 in radio audience measurement in France for transnational broadcasts.

Because we know that when people listen to you, it's absolutely essential that the word gets around.

To learn how Médiamétrie can tell you all about your audience, please fill out the reply coupon and return it to:

MÉDIAMÉTRIE - SERVICE COMMUNICATION

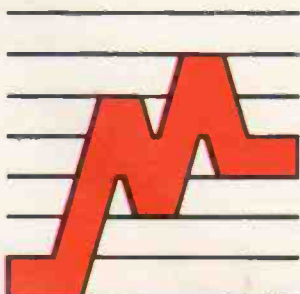
55/63, rue ANATOLE-FRANCE

92532 LEVALLOIS-PERRET CEDEX

If you have any questions, please contact:

Franck Si-Hassen or François Godard at

(33-1)-47-58-97-58.



MEDIAMÉTRIE

TOUT S'EXPLIQUE

NAME: _____

COMPANY: _____

ADDRESS: _____

TEL: _____

FAX: _____

A

WELCOME

TO WEA


Johnny Logan

THE NEW SMASH SINGLE

HOW ABOUT US

RELEASE: OCTOBER 25 SINGLE 903175790-7 N MAXI 903175791-0 D 5"CD 903175791-2 YD

wea **msm**

WEA MUSIC • A DIVISION OF  WARNER MUSIC GERMANY GMBH • A TIME WARNER COMPANY

Good Morning Radio In Hamburg

Germany's second largest city, Hamburg, has as many radio stations on offer as cities in the US. Some 27 are available on cable and 23 others can be picked up terrestrially.

Hamburg not only has four public stations and three privates based within the city boundaries, but it is also targeted by the giant statewide privates RSH (from Kiel in the north), ffn and Antenne Niedercachsen from the south.

Music & Media's clockwatch covered seven stations,

five private and two public. Klassik Radio and Antenne Niedersachsen did not take part and NDR3 (cultural) and NDR 4 (news and information plus specialist music) were not included.

The clockwatch was carried out in the most listened-to slot, from 0700 to 0800, on Tuesday September 10. All the stations listed described the programme covered as a typical weekday morning show.

The most records were played by Alsterradio, with 16 tracks, followed by OK Radio with 15. Alsterradio was able to fit in more records due to the shorter length of the somewhat older material being played.

Only two tracks were played more than once, with Lenny Kravitz' *It Ain't Over Til Its Over*, and the Bangles' *Eternal Flame* both receiving two airings. Fats Domino featured twice with *Blue Monday*, and *Ma Girl Josephine*, and both Color Me Badd's hits were featured. Apart from that there was no duplication of material or artists.

German language material was not widely heard. Alsterradio played seven German tracks (out of 16) and four stations (RSH, OK Radio, NDR1 and NDR2) played one German item. French and Italian acts received several plays but the majority of artists were from the UK and US.

 <p>07.00 news <i>I Can Hear Music</i>, Beach Boys <i>How Deep Is Your Love</i>, Bee Gees <i>Liebe Kälter Als Eis</i>, Rex Gildo <i>Schütze Fox</i>, Günter Noris Big Band <i>Lied Für Einen Freund</i>, Maxi & Chris Garden <i>Wenn Du Denkst Du Denkst...</i> Juliane Werding <i>Elly</i>, Gebrüder Brouwer <i>Blue Monday</i>, Fats Domino <i>Send Me No Flowers</i>, Doris Day <i>Ein Leises Lied</i>, Nicole <i>Sugartime</i>, Alma Cogan <i>..Close To You</i>, Carpenters <i>Trompetenparade</i>, Marty & Gebrüder Brouwer <i>Heartbreaker</i>, Dionne Warwick <i>Under The Boardwalk</i>, Drifters <i>Lucille</i>, Kenny Rogers (Alsterradio also features news and traffic information)</p>	 <p>07.00 News <i>Standing On The Inside</i>, Neil Sedaka <i>Standing Outside In The Rain</i>, Skipper Wise <i>Sehnsucht</i>, Cick <i>Twist In My Sobriety</i>, Tanita Tikaram</p> <p>07.30 News, Weather, Time <i>Guitar Man</i>, Elvis Presley <i>Starting All Over Again</i>, Hall & Oates <i>Voyage Voyage</i>, Desireless <i>Flying Horses</i>, The River Boys <i>Stay With Me Heartache</i>, Wet Wet Wet <i>Jamie's Girl</i>, Roch Voisine <i>Side Walk Cafe</i>, Blonker</p>	 <p>07.00 News, traffic information <i>The One And Only</i>, Chesney Hawkes <i>Hilf Mir Sonja</i>, Die Strandjungs <i>Thinking About Your Love</i>, Kenny Thomas</p> <p>07.16 Interview <i>Queen Of Hearts</i>, Bad Boys Blue <i>Take It Easy</i>, Eagles</p> <p>07.26 Ads</p> <p>07.30 News, traffic information <i>Only Fools</i>, Sonia <i>Jeans On</i>, David Dundas <i>Eternal Flame</i>, Bangles</p> <p>07.45 Features</p> <p>07.51 <i>Fox On The Run</i>, Manfred Mann <i>Angelia</i>, Richard Marx</p> <p>07.58 Ads</p>	 <p>07.00 Weather, news <i>Touch Me</i>, Cathy Dennis <i>Smalltown Boy</i>, Bronski Beat <i>The Joker</i>, Steve Miller Band <i>Saturdays De La Soul</i> <i>Always There</i>, Incognito <i>Casanova</i>, Levert <i>I Remember</i>, Karl Keaton</p> <p>07.25 Ad, trailer <i>A Groovy Kind Of Love</i>, Phil Collins</p> <p>07.30 Weather, news <i>I Wanna Sex You Up</i>, Color Me Badd <i>Carbonara</i>, Spliff <i>Chorus Erasure</i> <i>What's Love Got To...</i>, Tina Turner <i>So Hard</i>, Pet Shop Boys <i>It Ain't over Til...</i>, Lenny Kravitz</p> <p>07.54 Ads, trailer <i>Only When You Leave</i>, Spandau Ballet</p>																																								
 <p>07.00 News, traffic information <i>Indestructible</i>, Four Tops</p> <p>07.10 Regional information <i>All 4 Love</i>, Color Me Badd <i>Knowing You, Knowing Me</i>, Abba <i>You're In Love</i>, Wilson Philips</p> <p>07.20 Ads <i>Walking In Memphis</i>, Marc Cohn <i>Oh Julie</i>, Shakin' Stevens</p> <p>07.30 News, traffic information <i>Centerfold</i>, J Geils Band <i>Je Ne Sais Pas Pourquoi</i>, Kylie Minogue</p> <p>07.40 Competition <i>Pandora's Box</i>, OMD <i>Lola</i>, Jeanne Mas</p> <p>07.50 Ads <i>The Things We Do For Love</i>, 10CC <i>Girl You Know Its True</i>, Milli Vanill</p>	 <p>07.00 News, weather, traffic</p> <p>07.05 <i>Running In The Family</i>, Level 42 <i>I Like The Way</i>, Hi Five <i>Calling Elvis</i>, Dire Straits <i>Little Lies</i>, Fleetwood Mac <i>On The Border</i>, Al Stewart <i>Baila Me</i>, Gipsy Kings</p> <p>07.26 Ads <i>Harlem 89</i> Bill Withers <i>Wrap Your Arms...</i>, Agnetha Faltskog <i>Love is A Wonderful Thing</i>, Michael Bolton <i>Do It Again</i>, Beach Boys <i>You Don't Have To Go Home</i>, Triplets <i>Ferry 'Cross The Mersey</i>, Hillsborough</p> <p>07.52 Ads <i>Senza Perderci Di Vista</i> Eros Ramazzotti</p>	 <p>07.00 <i>I Think I Love You</i>, Partridge Family <i>Ich Will Bei Dir Sein</i>, Peter Maffay <i>Heart And Soul</i>, Exile</p> <p>07.10 Local information <i>American Dream</i>, Crosby, Stills, Nash & Young <i>Safe In My Heart</i>, Foreigner <i>Calendar Girl</i>, Neil Sedaka</p> <p>07.25 Traffic information, weather, news <i>Morning Train (9 To 5)</i>, Sheena Easton <i>Dedicated Follower Of Fashion</i>, Kinks</p> <p>07.40 Local information <i>It Ain't Over...</i>, Lenny Kravitz <i>Lay Down Sally</i>, Eric Clapton <i>Ma Girl Josephine</i>, Fats Domino <i>Inside Out</i>, Traveling Wilburys <i>Eternal Flame</i>, Bangles</p> <p>07.55 Japanese Stock Market report, news, traffic</p>	 <p>KLASSIK RADIO Hamburg Radio Ratings</p> <table border="1"> <thead> <tr> <th></th> <th>1989</th> <th>1990</th> <th>1991</th> </tr> </thead> <tbody> <tr> <td>RSH</td> <td>14%</td> <td>12%</td> <td>10%</td> </tr> <tr> <td>Radio Hamburg</td> <td>25%</td> <td>22%</td> <td>14%</td> </tr> <tr> <td>Radio ffn</td> <td>3%</td> <td>3%</td> <td>2%</td> </tr> <tr> <td>OK Radio</td> <td>25%</td> <td>2%</td> <td>12%</td> </tr> <tr> <td>Klassik Radio</td> <td>n/a</td> <td>n/a</td> <td>3%</td> </tr> <tr> <td>NDR 1</td> <td>24%</td> <td>26%</td> <td>24%</td> </tr> <tr> <td>NDR 2</td> <td>28%</td> <td>31%</td> <td>28%</td> </tr> <tr> <td>NDR 3</td> <td>4%</td> <td>6%</td> <td>4%</td> </tr> <tr> <td>NDR 4</td> <td>n/a</td> <td>2%</td> <td>3%</td> </tr> </tbody> </table> <p>Total Radio Listeners 80% 84% 83%</p> <p>Source: Infratest May 1991. In Hamburg 1,796 people over the age of 14 were tested.</p>		1989	1990	1991	RSH	14%	12%	10%	Radio Hamburg	25%	22%	14%	Radio ffn	3%	3%	2%	OK Radio	25%	2%	12%	Klassik Radio	n/a	n/a	3%	NDR 1	24%	26%	24%	NDR 2	28%	31%	28%	NDR 3	4%	6%	4%	NDR 4	n/a	2%	3%
	1989	1990	1991																																								
RSH	14%	12%	10%																																								
Radio Hamburg	25%	22%	14%																																								
Radio ffn	3%	3%	2%																																								
OK Radio	25%	2%	12%																																								
Klassik Radio	n/a	n/a	3%																																								
NDR 1	24%	26%	24%																																								
NDR 2	28%	31%	28%																																								
NDR 3	4%	6%	4%																																								
NDR 4	n/a	2%	3%																																								

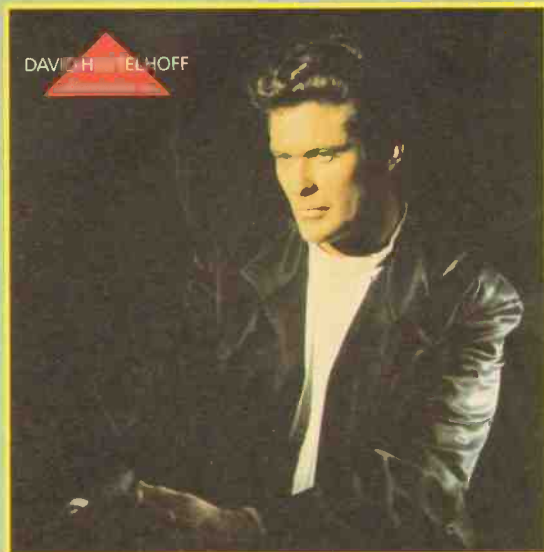
About the stations:

- **Alsterradio** is a brand new station targeted at 35-59 year olds. It has a MOR/Schlager format mixed with local and international news and magazine features.
- **NDR 1** is targeted at 40+ and offers melodic pop, German and latin based songs. Audience share 24% (Infratest 1991)
- **NDR 2** is the most listened to station in Hamburg with a 28% share (Infratest 1991), down from 31% in 1990. It targets the younger and "middle" generation with a mixture of international rock and pop.
- **OK Radio** is a personality-based EHR station aimed at 14-29 year olds. The station has 12% of the audience share (up from 2% in 1990) and 35% of all 14-29 year olds in the Hamburg area tune in.
- **Radio ffn** targets 14-55 year olds and although based in Hannover can easily be heard in Hamburg. The music is a mixture of hits from the past 30 years plus current material. Audience share in Hamburg 2%, but 19% in its primary state-wide market Niedersachsen.
- **Radio Hamburg** is the top private station in Hamburg with 14% (down from 22% in 1990). The station targets 20-45 year olds with lots of local, national and international news under the slogan "More Music, More Hamburg".
- **RSH** was the first private station to go on air in North Germany, in 1986. Targetted at 14-55 years olds the station has a 10% share of the Hamburg audience, but 40% of its main target, the state of Schleswig-Holstein.

Music & Media would like to thank all the stations who took part in this survey.

Compiled by Mal Sondock

IT'S MUNICH



DAVID HASSELHOFF

'CLOSE TO HEAVEN'

CD-LP-MC

INCL. 'DO THE LIMBO DANCE' & 'GIPSY GIRL'

Produced by Jack White



BLUE SYSTEM

'DÉJÀ VU'

CD-LP-MC

INCL. 'DÉJÀ VU' & DUET WITH DIONNE WARWICK

'IT'S ALL OVER'



BONNIE TYLER

'BITTERBLUE'

CD-LP-MC Release November, 11th
Produced by Albert Hammond,
Nick Kershaw & Giorgio Moroder

INCL. 'BITTERBLUE'



BMG



BMG
BMG ARIOLA
MEDIA GMBH

IN THE AIR

KARL KEATON

"JUST ANOTHER
LOVE AFFAIR"

CD-LP-MC

Produced by Mark Plati,
Ben Liebrand & Arthur Baker

INCL. "LOVE'S BURN",
"I REMEMBER" &
"FOUND MY TRUST"



3-D

"STAND BY ME"

SINGLE MAXI MAXI-CD

Produced by Tanzbär

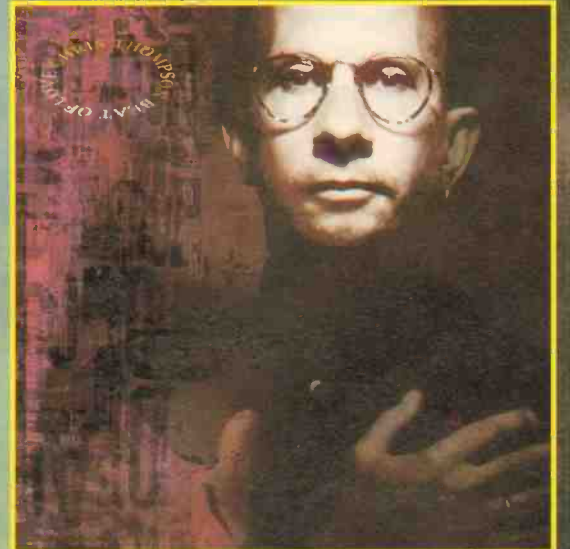
CHRIS THOMPSON

"BEAT OF LOVE"

CD-LP-MC

Produced by Harold Faltermeyer

INCL. "BEAT OF LOVE" &
"TOWER OF LOVE"



MUSIC
FOR THE

90's

JULIAN DAWSON

"FRAGILE AS CHINA"

CD-LP-MC

INCL. "HOW CAN I SLEEP
WITHOUT YOU"



BMG
BMG ARIOLA
MUENCHEN GMBH

THE BEST IN MUSIC FROM GERMANY

AmericanRadioHistory.Com

Charting Up Dance Success

Over the last few years, numerous German dance products have followed the path forged by **Kraftwerk** into the US charts. The German dance scene is thriving, and even Kraftwerk has just undergone a revival in the UK.

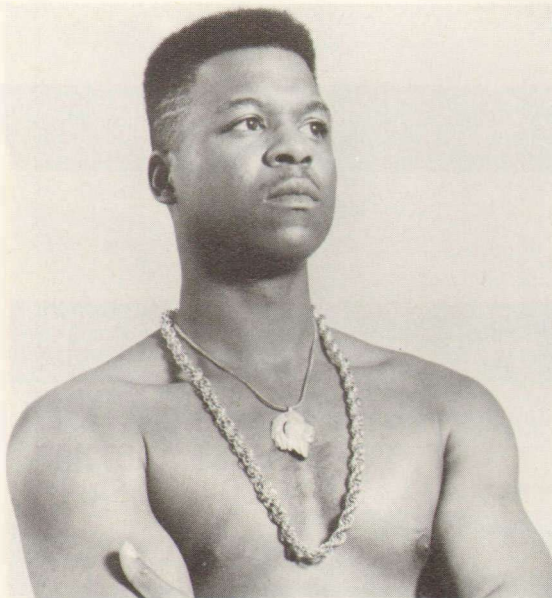
Names like **Camouflage**, **Snap!**, **Oh Well**, **Deskee** and **Westbam** are no longer strangers to the *Billboard* dance charts, and some, like Sony's **B.G. The Prince of Rap**, have even achieved the coveted crossover into the Top 200.

At the time of writing, three German products were in the *Billboard* dance charts. Besides **B.G. The Prince of Rap** (with his sales chart topping *This Beat Is Hot*), **Culture Beat's No Deeper Meaning** (Sony) and **Mosaic III's Dance Now** (BMG) are also enjoying considerable international popularity.

German dance music is a richly varied landscape that ranges from such dance pop tunes as **WEA's Bacardi Feeling** (by **Kate Yanai**) and Sony's **Paris Red** single *Good Friends* to extremel hardcore techno-house productions as **Dance 2 Trance** (**Suck Me Plasma**), **Leatherstrip's Object V** (**Zoth Ommog**) or **U-Tek's Das Mass der Dinge** (**New Zone**), all out on the Frankfurt-based independent **Muzic Research**.

Airplay

Despite the prospects for international success and a healthy diversity, however, there are some dark clouds hanging over the dance floor horizon. Airplay is minimal for dance titles in Germany. In light of the increased weighing of airplay in the bottom half of the official German Top 100 singles charts that went into effect on May 27, dance titles have been experiencing great difficulty in gaining chart positions, thereby loosing a very valuable



B. G. The Prince Of Rap

marketing tool.

Heinz Roth is co-owner of the newly founded Frankfurt-based **Eye Q** label, whose releases span the relaxed ethno-hip-soul of *Nature Dance* by **Sunchild**, featuring **Joanne Shenandoah**, or **Mignon**, featuring **Esra** to such techno-house productions as Dusseldorf-based **Hardfloor's Let Da Bass Go/Once Again Back** and **Odysee of Noises' Wake Up**. He is one of numerous independent

dance label owners who has joined the recently formed interest group **German Dance Music**, a lobby/action body which has the goal of putting dance back in the charts.

"The group is developing short-, middle- and long-term strategic. In the near future, we will meet with the **BPW**, which commissions **Media Control** to compile the charts, and suggest that **Media Control** complement their current "tipsters," record dealers who report their weekly sales, with approximately 200 dance specialty dealers," says Roth.

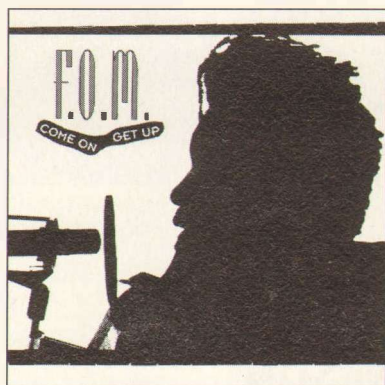
"These dealers would fill out a separate list of their 50 best-selling maxi's. When compiling the charts, **Media Control** could then give the 20 best-sellers a dispensation from the airplay criteria. I can't say how the **BPW** will react, but they received us in the past with relatively open arms. I can only hope that they will be able to appreciate our problem."

Roth also points to other important issues. "A very significant problem is that discos are not considered in the chart compilation. Even more important for the labels, the discos—in contrast to France—do not report their playlists to **GEMA**. This means that all of the money that the discos pay to the **GEMA** for the composers, lyricists and publishers goes into a 'black box', which is paid out to the 'old masters' and big earners."

Nuremberg's **Radio N1** is one of very few stations that air a dance hit format. Head of music **Cetin Yaman**, however, puts much of the blame for the chart situation on the record labels themselves. "Media Control does not monitor any of the privates in the Nuremberg area." According to a recent **Infratest** survey, the private stations in the Middle Franken region had a cumulative listenership of over one million in the last 154 days. But **Media Control** is doing

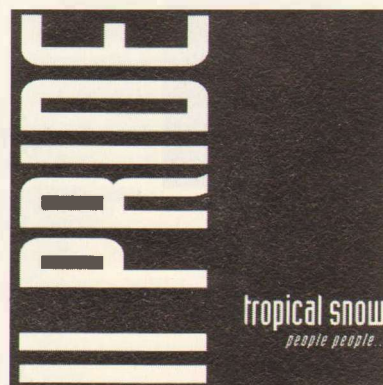
Brand New

R
E
A
L
R
A
P



Disco Smash Hit
DMC Charts, Germany
Maxi 050-10223
CDS 050-10225

R
E
A
L
R
A
P



**As Seen On
Super Channel**
Maxi 050-10205
CDS 055-10203

R
E
A
L
R
A
P

Coming shortly

Treat Her Right by David Fascher
Watch This Space.....



101 Records is a division of SPV GmbH. Distributed in Germany by SPV GmbH.
Brüsseler Strasse 14, 3000 Hannover 72, fon (0)511.8709-0, fax (0)511.8709-181



nothing for our needs. The BPW-member record companies recently met with Media Control, and surprisingly decided not to include Radio N1 among their monitored stations.

"I do not understand how, on the one hand, the record companies can complain that dance product does not get in the charts, and on the other hand, not do anything about it



Culture Beat

when they have the chance. It's very disappointing. The promotion people know us, but there seems to be poor communication within the record companies, because the top executives don't seem to know about us. They don't realize how good it would be for them. After all, we play some tracks up to 30 times per week."

Radio N1 airs primarily a dance hit format, featuring international, as well as such local talent as **Captain Hollywood** (*Rock Me* on Intercord's *Blow Up* label), **John Davis** (one of the voices of *Milli Vanilli*) and the new group **Construction**. However, the station has also launched a special Sunday-night programme for industrial (techno) music on October 6, which Yaman sees as the current big trend. "Almost every disco in our area has institut-

ed a techno-night. There is very strong demand."

Peter Bertelshofer, GM of Munich-based **Radio 2 Day**, which plays maxis of primarily black artists in their full six to seven minute length, however, draws the line at techno music. "We play some pretty hard rap, hip hop and house, but techno is too hard for our advertisers."

Techno House

A good portion of the demand for techno-house is being met by one of Germany's dance pioneers, **Talla 2XLC** (*Two For China*, *Moskwa TV*, etc.) and his Frankfurt-based company, **Muzik Research**. With three labels (*Suck Me Plasma*, *Zoth Ommog* and *New Zone*), Talla, himself a DJ at Frankfurt's renowned *Dorian Grey* (Technoclub), producer and musician, presents records "by DJs for DJs."

Whether with Dusseldorf-based *Nautilus' Terror EP*, *Dance 2 Trance's Let's Get Rollin'*, the *Ravebuster's Mitrax*, *Komakinos Sector One*, *Leather Strip's Object V* or U-TEK's *Das Mass der Dinge*, Muzik Research presents tribal and ambient techno-beat spiced with groove-house. His motto is "the weirder, the better."

Although 28-year old Talla's labels are distributed through **AMV** in Offenbach, Stuttgart-based **Intercord** has released a compilation of tracks from his three labels under the title *The World Of Techno*.

International Success

Other such leading Frankfurt-based independent dance labels as **Logic Records** (distributed by **BMG Ariola**) and **Westside** have not jumped on the techno band wagon. Logic's worldwide million-selling success with *Snap's I've Got The Power* and *Cult of Snap* has now been followed up by their production of *Dr. Alban's* (in real life a dentist) massive hit single *No Coke* and album *Hello Afrika*, which has been in the German LP charts for over six months.

Snap's new album, to which the American rapper **Turbo B** adds the "human touch," while **Michael Munzing** and **Luca Anzelotti** provide the perfectionist produc-

tion, is scheduled for release in the near future, and will be titled *Madman Returns*. The production duo has just picked up an ASCAP award for *I've Got The Power*.

Westside, which is distributed by **PolyGram's Metronome** label, has put their money on a more pop-oriented dance music as represented by the Hannover group



Fresh & Fly

Celebrate The Nun, Frankfurt-based *Moskwa TV* and the American multi-talent **Randel D. Sneed**, under the name *Oh Well*. Having reached the charts throughout Europe and the US with the dance remakes of the classic rock songs *Oh Well* and *Radar Love*, Sneed has now followed with the album *Get Ready*, which includes his newest single, *Dance To The Music (Twist And Shout)*, which promises to follow suit. Originally a techno group headed by Talla, *Moskwa TV* has undergone a radical change, and is now centered around composer **Volker Barber** and lyricist/singer **Ion Javelin**, who have written all of the songs on their newest LP, *Javelin*, including their latest single *Tell Me, Tell Me*.

The trio *Celebrate The Nun*, which was also able to put their first two singles, *Will You Be There* and *She's A Secretary* into the *Billboard* dance charts at No. 5 and No. 11,

ON TOUR:
9/91 w/ Simple Minds
10/91 w/ Runrig

Michel van Dyke



new album:
one life

new single:
jealousy

Chrysalis

The second album by this multitalented musician, produced by Mike Hedges.

Outrageous reviews in German press & radio,

for further information please contact: Chrysalis Records Germany, phone: 49-89-221465, fax: 49-89-223997



ULLA MEINECKE IS BACK

new album "LÖWEN"

out in november

listen to the single

"HEUTE ZIEHST DU AUS"

release date in Germany

21.october '91

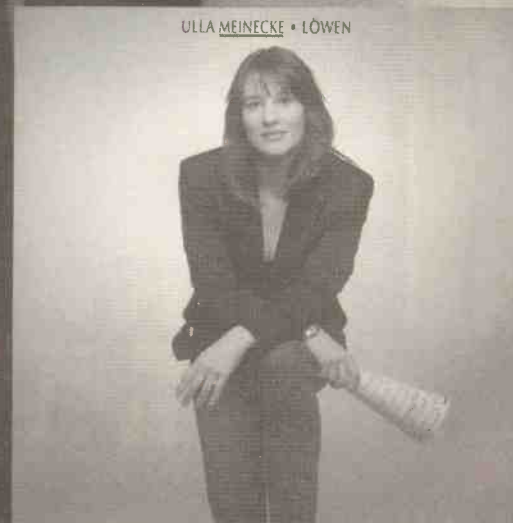


CD/LP/MC:

PD/PL/PK

75186

ULLA MEINECKE • LÖWEN



respectively, have followed up this success with their newest single *Patience* and the LP, *Continuous*.

Indies And Majors

Although some indie labels owners do not appreciate being mentioned with the majors in the same breath, Frankfurt-based **Sony's Dance Pool** label is also active with locally based talent. Releases by **PM Sampson**, **Culture Beat** (produced by the successful DJ team **Torsten Fenslau** and **Jens Zimmermann**), **B.G. The Prince of Rap** (produced by **El Mar** and remixed by **Cooky's DJ Heinz Felber**), and the chart toppers **Mysterious Art** have all brought the label considerable commercial success.

Sony's latest release is a Frankfurt white German-language rap quartet, **Die Fantastischen Vier** on **Columbia**.

According to Eye Q's Heinz Roth, Frankfurt dance labels and artists are so successful, "because the city has such a deeply integrated dance scene. DJs, musicians, video makers, T-shirt artists, dance journalists and many others have constant creative contact with one another here. That makes for a very fertile breeding ground with very motivated competition."

Beyond Frankfurt

Nonetheless, there are many interesting things happening in the German dance world outside of the main metropolis.

In Hannover, for example, British **Errol Rennalls** was appointed dance manager at **SPV's 101** label about five months ago. Having to overcome a somewhat tarnished reputation among DJs and **SPV's** strong rock/underground image, Rennalls, a former DJ, choreographer and singer, has chosen to explore the more emotional side of dance.

"Dance has become too dependent on the computer," he explains. "I am looking to revive old feelings—rare groove mixed with new feelings—as in **Fresh & Fly's African Rhythm**, and English-style laid back rap with jazz elements and a **Soul II Soul** type of beat.

Other 101 releases include the German/Czech white rap



Oh Well

duo **II Pride's Tropical Snow**, **Lou-C's Ooh Boy**, **Family Of Music's C'mon Get Up** and **David Morales' remix of Deskee's Lost In The Groove**.

Scheduled for October release is an album by two-time world champion DJ **David Fasher** (a German) and a dance cover of **AC/DC's The Girl's Got Rhythm** by the **Motor City Tough Girls**, featuring **George Clinton**. Almost all of 101's releases are being produced or mixed in Han-

nover's **Chocolate City** studios.

In Cologne, **Electrola's Strictly Dance** label manager **Helmut Stiefel** offers an across-the-board selection of styles. Techno-house is represented by **Sync's** single *See Me Feel Me* and Dusseldorfer **Tommi Stumpff's** hardcore techno album *Trivial Shock*, while dance-pop is offered by **Double Keys** single, *After All This Time*, which was composed and produced by the **PM Sampson** team.

Dutch master **Ben Liebrand** also has production credits with two artists on **Strictly Dance**: **Punchy** offers rap based on music from the US TV series "Sanford & Son" with the single *Here I Come*, while **Dimples D** presents more rap on the single *Sisters Keep on Doin' It*, and the album *Dimples & Spice*, for which Liebrand produced a number of tracks.

Perhaps one of the most interesting and innovative German dance wizards is **WestBam**, a dance pioneer and inventor of the concept of "record art." Beginning his career as a DJ in 1983 in Munster, **Maximilian Lenz** took his nickname **WestBam** from **Africa Bambaataa** and soon landed in Berlin, which has its own unique dance scene. By 1985, his first release, *This Is Not A Boris Becker Song*, had put him in the international spotlight.

In 1989, **Polydor** Germany took over the marketing of his own **Low Spirit** label. Last year, **WestBam** not only hit the British charts with *Let There Be House*, but also landed at No. 1 in the *Billboard* dance charts with *Dance Dance*, featuring **Deskee**. This month he is releasing his new LP, *A Practicing Maniac At Work*.

There are many more small and large labels releasing dance records, including **Deutsche Schallplatten Berlin Streetheat**, **ZYX**, **Deep Groove**, **Dance Street** and **Black Flame**, to name a few. They are all an integral part of a thriving German dance scene that has opened up international doors for an ever increasing number of German productions.

Robert Lyng

MUSIC CRUISING AROUND GERMANY

MCA
MUSIC PUBLISHING

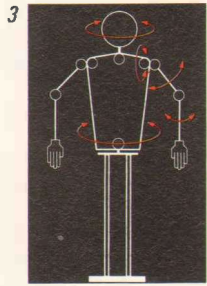
OSTERSTRASSE 124
D-2000 HAMBURG 20
TEL: 040 / 490 30 21
FAX: 040 / 490 34 63



This is Herbert.



And these are the boys from BAP.



Ah, there's KRAFTWERK, too!



800.000 fans attended his last tour!



There's even a film available of it. Luxus live - on video.



Herbert went gold, platinum and double platinum - for millions of albums sold.



They played seven sold-out concerts in the Cologne Sporthalle!



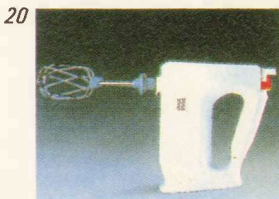
There's a live video of "Verdamp lang her", of course, and you can see it everywhere.



Except for this little place. Strange.



They'll soon be touring Germany, Austria and Switzerland - after a ten year break.



In the meantime, we'll simply listen to their new top-ten album: The Mix!



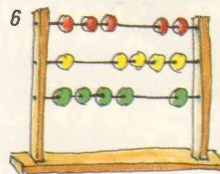
Yes Sir, our boys really know how to make their mark.



4
We're ganging up together.



5
Successfully!
As you can see.



6
For example, Herbert had... let's see, um,
wait a minute, 10 times 7.000 + 44.000
 $-\sqrt{12,5 + (a/b)^2}$ times 15 x = ...um, ah...



10
Super, huh?



11
But the guys from Cologne
are just as successful.



12
Just came out with a
sensational live album.



16
And KRAFTWERK?
They just returned
from here.



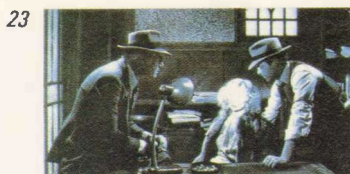
17
After having sung all
their big hits – like
"Autobahn", "Model"...



18
..."Robots"!



22
Of course, they
have the right
"godfather".



23
At this point we could talk about
a whole lot of other acts
we're planing "great coups" with.



24
But we aren't gonna.
So long!

The Sound Of Schlager

For the last few decades the German charts have been dominated by Anglo American pop and rock. But now many record buyers and radio listeners are turning to something different. Schlager music is making an impact again.

German artists, whether singing in English (like the **Scorpions**) or in German, have had to be satisfied with only about a third of the chart positions. But this is now changing.

A legion of musicians who literally disappeared from the charts in the 1970s and 1980s, the much maligned schlager artists, are once again feeling the warmth of public acceptance and chart success.

The word "schlager" means different things to different people in Germany. To many, the term means little more than something to turn your nose up at. On the other hand, large masses of German radio listeners and even more record buyers are rediscovering "their music." This, in turn, has animated the people at radio and TV stations and record companies into creating a whole new sense of awareness in this popular camp.

In fact, the word "schlager" means nothing less than "hit," which is just what many of the pop/MOR songs by **Peter Kraus**, **Peter Alexander**, **Conny Frohöss**, **Bill Ramsey**, **Gus Bakus**, **Drafi Deutscher** and countless others became in the 1950s and 1960s. In other words, the popular music of post war west Germany, was often melodically based on such contemporary US hits as *How Much Is That Doggy In The Window* or *Que Sera Sera*, with German lyrics.



Nicole

Many of the early stars from those days are, in fact, still around—just sometimes on the other side of the mixing desk, as names like **Jack White**, **Georgio Moroder** or **Frank Farian** bear out.

The attempt to precisely define schlager proved to be difficult. The term has become somewhat diffuse over the years, as the genre and some of its artists crossed over stylistically to pop or rock, neo-folk music and country. As a working basis, however, perhaps the definition offered by **David Bronner**, A&R and product marketing manager at the Berlin-based **Hansa** label, one of Germany's leading schlager companies, serves the best.

"First, schlager music has German lyrics, they should be positive lyrics, and the whole production should be highly commercial." Simple enough, until one considers, for example, such **Jack White** productions (**White Records/BMG**) as **Tony Christie's** current Top 40 single *Come With Me To Paradise* or **David Hasselhoff's** new album *David*, which contain numerous titles that fit all of the criteria for schlager, except for the German lyrics.

And of course, one can not forget the "King of Romance," **Engelbert Humperdink**, whose new single, *Coming Home* and album *Traume Mit Engelbert 2* was produced in Munich by former schlager star **Leslie Mandoki** for **BMG Ariola**.

Long-time Stars

Musically schlager began to change in 1965, when **Drafi Deutscher** released the single *Marmor, Stein und Eisen Bricht*, which virtually became the anthem of a generation, forging a pathway to pop music. Today, **Peter Maffay**, who was originally a relatively pure schlager singer, is seen to be a rock artist. Nevertheless, many of the slower songs on his new **Teldec/Eastwest** album, *38317* are still schlager enough for a number of broadcasters, including Munich-based **Radio Arabella**, who air a schlager/MOR format. The album shot into the Top 15 and is currently at No. 13 after only two weeks.

Sounds great!

...is what the producers and engineers who have worked here are telling us about our new studio 3, which features an acoustic design by internationally-acclaimed acoustic engineer Neil Grant.

We offer a studio which, while utilizing the best in current available technology, won't make you a slave to it ...so all that you have to concentrate on is the music!

Why not call by and hear for yourself what they're all talking about?

Dierks 3 – the last word in recording excellence.

ACOUSTIC DESIGN
Neil Grant
TECHNICAL DESIGN
Peter Lang
MIXING CONSOLE
SSL 4064 G-Series Master Studio System
with Total Recall 64 channels
MULTITRACK MACHINES
analog
2 x **OTARI MTR-90 II 24/48 tracks**
digital
SONY PCM 3348 48 tracks
SONY 3324 A 24 tracks
NOISE REDUCTION
DOLBY A and DOLBY SR
SYNCHRONIZATION
ADAMS SMITH 2.600 with
Motionworker Control Computer
MONITOR SYSTEM
GENELEC 1034 A, YAMAHA NS-10 M,
TANNOY DTM 8, WESTLAKE BBSM 12
Wide range of onboard equipment
and all equipment for Sound-to-Video
Post-Production available.

dierks studios

hauptstraße 33 · p.o.box 3149 · d-5024 pulheim 3
tel. (49) 2238-2004 · fax (49)2238-3499

Why settle for less.

Many German pop artists, such as ex-Rattles Achim Reichel (WEA single *Aloha Heya Hey* currently at No. 6, album *Melancholic And Sturmflut* at No. 17) and Hansa's Die Prinzen (debut single *Gabi Und Klaus* at No. 30 after five weeks), whose bad-boy rebel image does not fit the mould, feel it is the kiss of death to be categorised as a schlager artist. Says David Bronner, "Dieter Bohlen's *Blue System* is English-language pop. I don't consider him to be a schlager artist. After all, his next single, *It's All Over*, is a duet with Dionne Warwick. I wouldn't want to give Die Prinzen a schlager image either. They are more daring, more like Die Artzte. On the other hand, Die Prinzen sort of fit my criteria in terms of singing German, having positive lyrics and having a very commercial production."

If one ignores these borderline cases, as well as the phenomena of neo-folk music (Original Naabtal Duo, Wildecker Herzbuben, both of whom have scored phenomenal chart success over the last two years) and most of German country music which often resembles schlager in many ways, there are a legion of artists, old and new, who comfortably and successfully fit Bonner's criteria for schlager.

Leading the pack is Polydor's Matthias Reim, whose more than double platinum single, *Verdammt, Ich lieb' Dich* became the best-selling German-language song of all times last year. *Ich Hab' Mich So Auf Dich Gefreut*, the first single from Reim's second album, reached No. 8 in the charts after only three weeks, and promises to go to the top.

Radio Play

Much of Reim's success was initially due to massive radio airplay. *Verdammt...* reached some 350 plays per week at its height. And now radio has become even more significant for schlager ever since last May, when the weighting of airplay in compiling the official German singles charts was made more significant. While causing a catastrophe for German dance product, which receives little airplay, the increased influence of airplay in the bottom half of the Top 100 opened the door for schlager and neo-folk. It receives considerable airplay on at least one channel of each of the

public broadcasters, such as Bayerische Rundfunk 1 (BR1) or Westdeutscher Rundfunk 4 (WDR 4) and a few private stations, such as Munich-based Radio Arabella, which has become the leading local private station in the state of Bavaria (187,000 listeners daily).

"We have been broadcasting a schlager/MOR format for two years now, since our beginning," explains Arabella's head of music Karl-Heinz Schwerter. "We took a look at BR1's listenership and saw an enormous potential. We could have far more listeners, if we did not have to share our frequency for four prime time hours each weekday, as well as Friday night and three hours on Sunday. Hopefully, this will be cleared up by the end of next year."

Schwerter is happy about the changes in the method of compiling the charts. "The change gives German repertoire the chance to get in the charts, which was very difficult previously. And it's nice to think that I can contribute to that success, if I put a song in heavy rotation. Arabella's programme consists of two-thirds to three-quarters German-language schlager, country and folk repertoire."

Schwerter offers a broad spectrum of German artists, the basis being formed by such long-time stars as Hansa's Roland Kaiser and G.G. Anderson, East West's Roy Black, Dino's Bernhard Brink and Ireen Sheer and Ariola's Udo Jürgens and the Flippers. Relative newcomers are, of course, included in the playlist: Jupiter's Nicole Coconut's Xanadu Dino's Kristina Bach and Intercord's Claudia Jung. The remainder of Arabella's playlist is filled out with international MOR ranging from Dean Martin to some songs by David Hasselhof.

TV Performances

Public and private TV are also very good to schlager artists offering them the spotlight in such prime time programmes as the ZDF "Hitparade," "Jürgen Drews' Deutsche Schlagerparade," etc. Many of these programmes have viewer ratings as high as 40%. To help heighten public awareness even more, radio and TV broadcasters have also instituted numerous awards that are presented on TV.

All over Europe.

*the best
promotion
rock music
can get*

JANUS MUSIC
promotion - business advice
tel. germany 911-52 82 27 • fax 911-52 36 80

But schlager has another connection to TV as well: TV personalities sometimes put out "novelty" records that must be included in this genre. Some recent examples are Diether Krebs' RCA single *Ich Bin Der Martin, Ne*, currently at No.3, Hape Kerkeling's Ariola single, *Das Ganze Leben Ist Ein Quiz* (No.17), and Karl Dall's yet to be released Hansa single *Ja, Wenn Du Reinkommst Ins All* and album *Knall Auf Dall*.

As you can see—the majority is no longer silent. The careers of these artists and many more are experiencing the strongest up-swing in over twenty years.

According to Karl-Heinz Schwerter, who spent three years at BR1, a demand for schlager has always been there—the media just did not give the people what it wanted. With changing demographics, this situation is also in flux, and the industry is responding.

Robert Lyng

VOA EUROPE on the air: It's never been fresher.

VOA EUROPE, the English language hit music-and-news network, is taking radio stations by storm. Because owners and operators in more than 20 European countries have discovered that VOA EUROPE's contemporary format simply makes sense. It's crisp, quality programming. And it's free of cost. But most of all, it targets the audience broadcasters want to reach. 24 hours a day.

So if your station needs a breath of fresh air, it's clear. Just contact Dick Bertel, the VOA network affiliate manager, for more information at: Ludwigstraße 2, 8000 Munich 22, Germany; Tel: (089) 286091; Fax: (089) 2809210; Tlx: 523737.



Making The Most Of Performance Rights

Not everybody has it as good as German sound-carrier producers and performing artists when it comes to enjoying the benefits provided by the legal recognition of "neighbouring rights" as phonographic performance rights. In 1990, these groups were able to take a share of DM 128 million (app. US\$70 million) in extra income, thanks to German law.

While the majority of western European countries do guarantee such rights in their copyright laws, the US, Great Britain and Ireland recognise such rights only for sound-carrier producers, and not for performing artists. In the Netherlands, Belgium and Luxembourg, appropriate laws are only now being put together.

In Germany, paragraphs 125 and 126 of the German copyright law provide such rights to performing artists and soundcarrier producers, respectively. And like those in the Scandinavian countries, France, Italy, and the UK, who also enjoy such rights, the Germans have founded a collection society to watch out for their interests, collect money and distribute it to the members.

The GVL (Society for the Exploitation of Phonographic Performance Rights) was founded some 30 years ago by the German Orchestra Union and the German IFPI. As of December 31, 1990, the organisation had 49,520 registered members, 48,284 performing artists and 1,236 soundcarrier producers. Among the member performing artists, 1,103 are non-Germans with their places of residency in another EC country.

As the GVL has no representatives in the field, the organisation has an agreement with the German rights association, GEMA, to represent its interests at the countless bars, clubs, shops, and so on that use recorded music, or radio and TV broadcasts for public reproduction. The GEMA field representative tacks approximately 20% of

the GEMA annual fee on to the invoice and forwards the added funds to the GVL. A similar 20% arrangement has been made with GEMA for cinemas, in cases where they also use recorded music, videos, or broadcasts.

Private broadcasters are currently liable to the GVL for 4.5% of their advertising income.

Broadcasters must also pay the GVL for the second exploitation of recorded repertoire. Public broadcasters pay at a current rate of 0.50 DM per radio and 0.18 DM per television registered in their broadcasting area. The advertising arms of the public broadcasters also pay GVL a portion of their advertising income, amounting to 4.5% for radio and 0.1% for television. Private broadcasters are currently liable to the GVL for 4.5% of their advertising income.

Another source of GVL income is the ZPU, (Centre for Private Copying Rights), a collection society founded by GEMA, GVL, and other German collection societies for the purpose of collecting and distributing the blank tape levies, as well as the rights surcharges on all cassette recorders, video recorders and photocopiers.

In practical terms, according to GVL Co-MD Rolf Dunnwald, the GVL received approximately DM 36 million from the ZPU in 1990, approximately 29% of the GVL's total annual income of DM 128 million. A further DM 67 million was received from broadcasters and their advertising arms, while GEMA contributed another DM 18 million for "public reproduction."

The GVL distributes the preceding year's income to its members in December of the following year. According to

Dunnwald, the GVL pays out the organisation's entire income to its members following a deduction for administrative costs. This resulted in a distribution of DM 108 million to GVL members in December 1990. Of this, a total of DM 60 million was paid to performing artists and DM 48 million to sound and picture-carrier producers.

According to Dunnwald, the GVL and its members will also be significantly affected by pending European guidelines concerning the recognition of the 1961 Treaty of Rome and a representative legislative minimum guarantee of phonographic performance rights, the rights of artists and producers concerning the rental of sound and picture recordings, as well as remuneration for copyright holders, artists and producers with works used in cable and satellite broadcasts.

Further guidelines in the making include those regarding the remuneration for private copying, as well as

Among the member performing artists, 1,103 are non-Germans with their place of residency in another EC country.

those concerning the activities of such collection agencies as the GVL.

The future is looking bright for the GVL and its members. There is a steady increase in the sales of sound recordings and videos and more and more broadcasters are coming on air. Radio and TV advertising is also important. The more people who play the music, the more the musicians and record labels will benefit.

Robert Lyng

Music ahead

WORLD OF EUROPE COMMUNICATION

100,000,000
EUROPEANS
NETWORK



FRANCE

140 syndicated local stations, 1st musical program in Paris and Marseille, 2,600,000 listeners every day
JEAN-MICHEL JARRE (Concert' 90) - POLICE (compilation' 90)
SUPERTRAMP (compilation' 90) - BOB MARLEY (compilation' 91)



CZECHOSLOVAKIA

1st musical program in Praha since March 1990
PAUL SIMON (Concert' 91) - ROLLING STONES (Concert' 90)



U.S.S.R.

1st musical program in Moscow. Launched in Leningrad in September 1991



GERMANY

1st musical program in Sarrebrück since January 1990



PARIS



SARREBRÜCK



PRAHA



LENINGRAD



MOSCOW

Nine Ways To Tap The Programming Gold Mine

by Kurt Hanson

Radio broadcasters are always on the lookout for ideas to enhance their on-air sound. This week's column offers nine suggestions, ranging from features to on-air "bits" to special programming that stations can use to distinguish themselves from the competition. Call or write M&M with yours, and we'll include them in upcoming articles!

#1: Run Trivia Contests

I'm a big believer in trivia contests, especially music-based trivia competitions. Ask listeners to identify a song after three notes—that kind of thing. Give away a pizza or some other useful, inexpensive prize. Listeners will love you for it.

Don't forget movie trivia contests, which are very easy. For example, rent a video (or tape a movie on TV) and pull a :20 audio clip. Play the clip, then invite listeners to call in and identify the movie. Win a free video rental, a bag of popcorn or candy and a litre of a popular soft drink. Too easy? Hardly professional? Not on your life! **KIIS/Los Angeles** morning star **Rick Dees** uses up 18 minutes every day with this bit! (Simple is good! Simplify, simplify!)

#2: Programme Oldies Weekends

Even it doesn't draw new people over, your listeners will appreciate them. Themes are great, too, such as songs about particular subjects, one-hit artists, film hits, artists from a particular city, artists with birthdays that week, top hits from the same week over different years, etc.

#3: Time Specialist

We know from focus groups that listeners complain that stations don't give the time often enough in the morning. No matter how much you give it, they won't be satisfied. Traffic is more easily heard when a separate voice (an alleged traffic specialist) does it. Weather gets noticed better when a professional meteorologist comes on.

So, why not have a time person? "From the exclusive Power FM Color Radar Time Center, I'm Kurt Hanson, and it's 8.04, four minutes after eight. This is Kurt Hanson, in the official Power FM Quartz Movement Time Center, at 8:04, and now let's go to Lane Closure with traffic." "Thank you, Kurt..." Imagine a good "time"-oriented sound effect in the background every time you check in with Time Center. When your time person goes on vacation, have local celebrities (TV anchorpeople, sports figures, DJs from other dayparts, etc.) fill in.

#4: Programming Guarantees

Credit US-based **Capitol Broadcasting** programming VP **Bill Thomas** for either inventing this one or at least telling me about the "10-Minute Weather Guarantee." On most of his stations, you're never more than 10 minutes away from a weather forecast during morning drive. Taking the concept more broadly, you can own the "hill" for any listener benefit by being aggressive enough to take it. This hook can also be transferred to anything you do in particular that your station should be known for, even going as far as offering "The 90-

Minute Led Zeppelin Guarantee."

#5: Hire A Weather Specialist

I was half-joking about a time person, but you definitely should have a weather person. Ideally, this should be a TV weather forecaster already recognised in your market. But anyone who calls in can probably pull this off. Maybe it could be a salesperson who keeps an eye on the weather and calls in from his car phone. A savvy high-school-age junior meteorologist might work well. (Don't even think about using one of your own kids!)

You might wish to consider using a character voice, which can make your weather sound more entertaining than some other station's. This can be an effective weapon if you're competing against a full-service station known for being the information authority in your city.

#6: Avoid Weather Talk-Over

On the same subject, I have come to a recent conclusion that DJs should never give the weather over the intro of a song. They are only enjoying it because they enjoy the sound of their own voices. Listeners can't absorb the information comfortably. It's a minor annoyance, at best, and a potential tune-out if it's part of a "too much talk" pattern. A weather forecast from your meteorologist is something you can promote going into a commercial spot break.

#7: Pre-Promote Prior To Stopsets

Are you concerned about losing listeners every time your

music programming stops for commercials? Listeners often don't know how long it'll be before you return with their favourite music, so pre-promote what's coming up afterwards to make them stay with you.

Saying "I've got a great new song by **George Michael** coming up next," is more likely to hold people through a spot break than nothing said at all. "Beatles and **Buckingham**s, coming up!" simply couldn't hurt. "Exclusive Power FM satellite weather coming up in a moment," is better than giving listeners the impression that you think there's nothing ahead worth talking about.

Sky Daniels, recently PD of **KISW/Seattle**, used to be a master of front-promoting listeners through a stop-set: "Okay, people, we're going to go around these, and when we get back, I have got something for you that is going to grab you by the neck."

#8: Tie Into Social Phenomena More

I am personally a big popular culture fan. I am the only student in the entire history of the serious, staid, intellectual, gothic-spirited University of Chicago who wrote a thesis on "Rock Radio as a Popular Culture Phenomenon."

For example, I would be giving away movie tickets to any hot movie, or any movie, for that matter. Maybe that means bootlegging an audio clip of **Melanie Griffith's** line about having "a mind for business and a bod for love" and hammering the heck out of it on the air while giving away tickets to *Working Girl*. I would somehow get tied into *Star Trek: The Next Generation*, which is amazingly strong among many

groups of radio listeners. Viewing parties, item giveaways—anything. **KFOG**, under **Dave Logan**, used to play TV themes in their entirety within a set of music or as part of a top-of-the-hour ID.

How about football tickets for the current season? What are you doing about the Olympics in Albertville and Barcelona? Got plans for the opening of **Euro Disney** in Paris next spring?

Closer to home, stage tie-ins with hot new restaurants. Maybe that means a pizza giveaway at 22.00 every night, or "Jazz Brunches" on Sunday mornings if your listeners are proto-typical Yuppies.

The possibilities are endless, but they all work towards proving that your station is in touch with what people are reading, watching, eating and talking about.

#9: Use Databases For Competitions

Discussed in M&M's Station Operations last week, database marketing can be an ideal way to register all your listeners for a contest. Get lots of phone help (or answering machines) and then urge everyone to call in...once. If callers call in repeatedly, let them know they're already registered and it does no good to keep calling.

You can run promos on the air about your estimate that "over half of all Power FM listeners have already called in to register. Have you?" Then do a contest in which the hook is that it's the fairest contest ever, because only Power FM listeners are eligible and every Power FM listener has exactly the same chance of winning.

LeBoeuf On Winning And Keeping More Radio "Customers"

Michael LeBoeuf's new book *How To Win Customers And Keep Them For Life* offers several valuable lessons applicable to broadcasters. Here they are:

1. There are three primary reasons that companies don't give outstanding service: (1) Employees don't know what's important to customers; (2) Events during which the customer comes into direct contact with the company ("moments of truth") aren't being noticed and/or handled properly; (3) Workers aren't being rewarded for providing excellent service.

2. The only two things people ever buy, according to LeBoeuf, are (1) good feelings, and (2) solutions to problems. In other words, you don't buy a suit; you buy style and attractiveness. I don't buy a computer; I buy the pleasure of modern

technology (or the solution to the problem of getting my correspondence out). People buy emotionally and justify with logic, he writes, using a new car purchase as an example.

This suggests that radio station advertisements ought to appeal to people's emotions—"Oldies 103 will give you good vibrations" (feelings); while the actual product should contain liners that provide logical justification for listening—"The most comprehensive traffic," "10 songs in a row," etc..

3. LeBoeuf says one of the greatest single principles of persuasion is "People are far more persuaded by the depths of your beliefs and emotions than any amount of logic or knowledge you possess." Thus, the EHR station that confidently, positively, and

repeatedly says to the world, "You are truly listening to Berlin's Number One hit music station!"—and sounds as if they mean it—can transmit that positive feeling to its listeners. **Casey Kasem** isn't loved because of his knowledge of music trivia; he's loved because he sounds emotional about his love of music.

4. No matter what business you're in, you can't improve on the rewards you offer customers until you know what they like and dislike about the job you're doing now. And you get that precious knowledge by asking them "How are we doing?" and "How can we get better?" Those two questions will reveal how customers perceive the quality of service you provide and will tell you what you need to do to improve on that perception. The answer is systematic, on-going

market research.

5. The customer's perception is everything. LeBoeuf notes that we associate a high level of customer service with companies such as **IBM and Disney**. They have learned the art of reminding customers of the great service they provide. It's show biz! Loyal listeners think that "Exclusive **WLS/Chicago Radar Weather**" (which WLS obtains by calling 976-1212) is better than plain old weather from the **National Weather Service** (as obtained by calling 976-1212).

6. Eighty-five percent of what we remember comes through our eyes, 11% comes through our ears, and the rest through our other senses. Reinforce your call letters visually—on TV, through billboards, bumper stickers or direct mail.



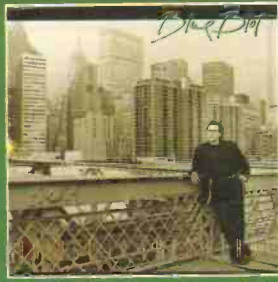
Kurt Hanson is president of Strategic Radio Research, which is the leading supplier of on-going music and perceptual research to radio stations. Strategic provides on-going research to stations in Chicago, Los Angeles, San Francisco, Boston, Cleveland, Detroit, Honolulu and Vancouver, as well as MTV. Hanson can be reached at (+1) 312.726.8300 or faxed at (+1) 312.726.8383.

HAPPY BIRTHDAY

21

RADIO

our sincerest thanks for all the support



BMG
BMG/Ariola Belgium nv/sa

Radio 21 Celebrates Its First Decade

Launched a decade ago last month, Brussels-based Belgian public station **Radio 21** has earned a solid reputation for its approach to both music programming and news.

Says **Philippe Dasnoy**, director of RTBF radio, "We originally thought about launching the station long before private stations started broadcasting here. Although Radio 21 has become the public broadcaster's answer to those privates, the station is targeted at a specific audience, whereas most privates are much weaker in their approach. The competition between Radio 21 and the privates, which I consider healthy, came about because Radio 21 and private radio evolved at the same time."

The Evolving Format

The Radio 21 format immediately became its trademark. Whereas in the early years, up to five songs were played back-to-back, the presenters became more and more aware of the necessity of being "present with the audience."

Says **Marc Ysaye**, who joined Radio 21 in 1985 as assistant before becoming weekend head of music in 1988, "Basically, we haven't changed that much over 10 years. Our main mission is to make our audience discover interesting music. We must always bear in mind that we are a public station, so our assignment is to keep the listeners happy."

Radio 21 became the perfect complementary station to RTBF's other channels, and today its position has been consolidated with the introduction of items like **RDS** (radio-traffic control), concert news, games, and competitions for concert tickets. The station also organises concerts and broadcasts from selected live events.

The station's excellent relationship with the record



Christine Goor

industry has also resulted in several Radio 21 projects and compilations, of which the most recent, *Rock Mantique*, released in Belgium by **Sony Music**, went gold two months after its release in June. Nineteen eighty-eight also saw the launch of **Télé 21**, the TV complement to the radio station.

The introduction of "Système 21" in 1988 was another big step for the channel. The weekend programme soon became a two-day concentration of new releases, album specials and interviews. "We are able to focus all our attention on two days of programming," says Ysaye.



Some of the Radio 21 staff from l to r: Marc Ysaye, Anne Goreux, Claude Delacroix and Beatrice Desinte.

HAPPY BIRTHDAY ...

TO A FAITHFUL AND DYNAMIC PARTNER IN PROMOTING OUR ARTISTS AND
OUR SUCCESSFUL COMPILATION SERIES *

- * - 21 Coups de soleil
- 21 nr.1 Hits
- 21 Superstar Hits
- 21 Classiques
- 21 Mozart de 21
- Rock'mantique
- Rock'mantique 2 (soon)

Sony Music Entertainment (Belgium) s.a./n.v.

News Emphasis

Claude Delacroix and Christine Goor have been at Radio 21 since the beginning. They joined the station after working together for many years for "Formule J," RTBF's pop programme, which went out daily between 17.15-18.30 hours on AM.

"The fact that we had the evening news just before "Formule J" started and a news flash in the middle of the programme often cut down our airtime as news started expanding. Finally, we ended up having about one hour of music," remembers Christine Goor, now head of music at Radio 21.

Radio 21 started airing on the FM dial from day one, and the station's forte was to become a mix of music and news.

"Marc Moulin's weekend radio (Radio Cité) was very successful, and I tried to convince the RTBF officials to start a similar full time music and news channel. Being a journalist myself, I was well aware of the necessity of such a format," says station manager Claude Delacroix.

"The news that Egyptian president Sadat was killed helped us a lot in establishing a firm position as news suppliers," adds Goor. "At that time, in October 1981, we had news flashes 'direct from the telex', and people tuned in to Radio 21 to be on top of the events—although in this instance, I would rather it was a different news item." Since then the station has maintained pole-position when it comes to supplying hot news flashes.

Trendsetting

"Thanks to our excellent working relationship with both the record industry and import retailers, we have become a real trendsetter," says Ysaye. "We were the first to play Enigma and Crystal Waters on the air. My main aim is to have my audience listening from Saturday morning to Sunday night."

Playlists are not considered to be necessary tools at Radio 21, and although most of the programmers have a

very distinct style within the station's format, Delacroix hopes to introduce playlists and to improve coordination between the different day-parts. "This, plus an expansion



The Radio 21 tram

of our newsroom—we could use some extra personnel there—are my main concerns for the future," says Delacroix. "I am well aware that we don't have a monopoly. Our station is being constantly evaluated on a monthly basis as to its ratings."

Says Phillipe Dasnoy, "Radio 21 does meet our original definition, but we must keep in mind that Radio 21 is a trendy station. As trends tend to change, we must continuously check whether style, services and music programming are being adapted to the audience we want to reach."

Dasnoy does not agree with some industry lobby groups who say that Radio 21's programming is too Anglo-American. "I would point out that although I am in favour of a certain percentage of French product on Radio 2 and La Une, I have never supported this idea for Radio 21."

"Radio 21 is one of the elements of the current programme policy of RTBF, and I certainly don't want to force them to play more French language music. Indeed, at our

new outlet Bruxelles Capitale, such repertoire is one of the cornerstones."

Birthday Celebrations

The world première of the Rolling Stones "The Stones at the Max" film at the Brussels Kinepolis Imax theatre on September 20th marked the start of Radio 21's 10th anniversary celebrations. This will be followed by a "Best of the Stones" series of broadcasts, hosted by Jacques de Pierpont, running from October 21st to November 29th, weekdays at 16.30. This series is followed by a "Track of the day—The Rolling Stones" from December until March 1992.

"Our assignment is to keep the listeners happy," — Marc Ysaye

Auto manufacturer Mazda has decided to launch a special series of the Mazda 121, painted in Radio 21 artwork. According to Claude Delacroix, Radio 21 has 10 cars to give away between October and January, the final of the game being held at the Brussels "Salon de l'Auto." The Brussels Community Transport company has even painted a tram in Radio 21 colours and logos which will be in service around Brussels for one year.

Together with Jean Marie Sohie of AMC, Radio 21 will release a series of CD's, *The Frenchies 21* and *The Eighties 21*, plus a special CD, *Formula J*. Sony Music is also planning a follow up to their successful *Rockmantine* set for release in November. Finally, 1,000 portable radios called "Look Radio 21" will be manufactured specially by Philips for next spring to serve as gifts for the audience.

With such support from the music business and industry in general, Radio 21 seems set to continue leading the pack for many years to come.

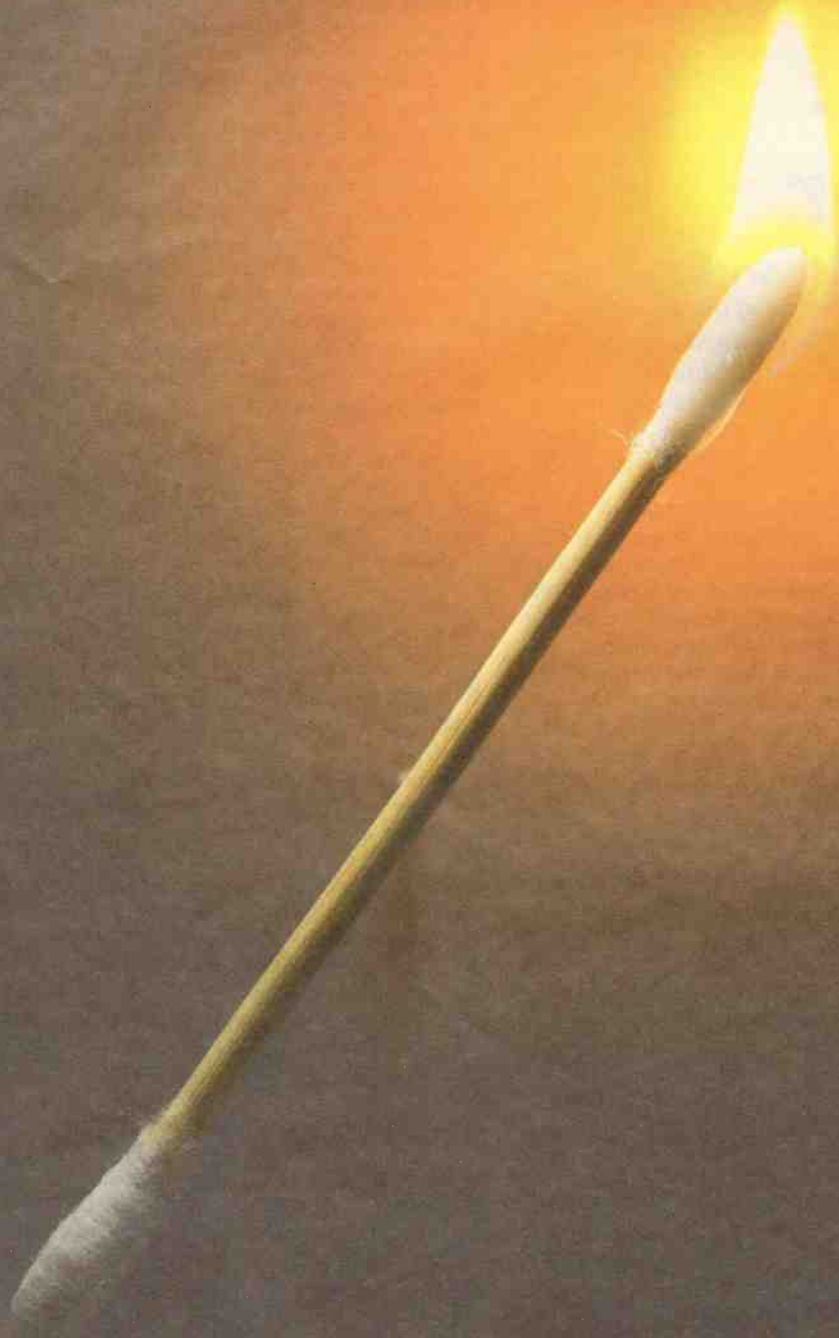
RADIO 21

Congratulations with your 10th anniversary and thanks for helping us to make Soulsister, The Radios and Clouseau so successful.



BELGIUM

Bon anniversaire à Radio 21.
Cette radio qui nettoie si bien les oreilles depuis 10 ans.



WARNER MUSIC
BELGIUM



Tina Turner

With the release of Tina Turner's "Simply The Best" compilation on Capitol, once again the spotlight shines on one of the most remarkable comebacks in pop history. In the mid '80s, a completely new generation discovered the "first lady of R&B," when she made the crossover to pop mainstream. In 1989, her fame reached new heights with her "Foreign Affair" album, which entered at no. 1 in the European Top 100 Albums and stayed on top for four consecutive weeks.

by Robbert Tilli

Not many artists can boast a second youth like Tina Turner. After years of victory with **The Ike & Tina Turner Revue**, her solo career had a slow start with four album releases at the end of the '70s. The next quartet in the '80s, however, brought her renewed success. Total sales reached over 25 million copies worldwide and the 1984 album, *Private Dancer*, was the final breakthrough as a solo artist.

The turning point in her career probably was her contribution (*Ball Of Confusion*) to *Music Of Quality And Distinction Vol. 1* of the **British Electronic Foundation (B.E.F.)** in 1982, a special project set up by **Heaven 17's Martyn Ware**.

This made **Roger Davies**—who has managed Turner for the last ten years and also handles the career of **Joe Cocker**—realize the importance of Europe. "In America, you're as successful as your last hit record. In Europe, there's much more loyalty and respect for artists. At the same time, I tried to get her back in the public eye. I put her back in the rock venues, like the **Ritz** in New York, a very trendy place at the time frequented by celebrities like **Keith Richards**. All in all, it was a combination of things that helped her build up a solo career."

Once she had re-established herself at the top, Davies worked at keeping her there. His efforts are probably best demonstrated by the longtime sponsorship of **Pepsi Cola**. "They sponsored our tours, and we made several commercials, like the one with **David Bowie** and the one last year, the *It Takes Two* duet with **Rod Stewart**. It became an on-going relationship between Tina and Pepsi, which turned out to be successful for both of them."

The new 18-track compilation album, *Simply The Best*, tells the whole success story. Apart from her well-known big pop/rock hits in the '80s, it contains two of her earlier hits, the **Phil Spector**-produced and now re-mastered "wall of sound" evergreen *River Deep—Mountain High*, and a re-recorded version of the 1973 hit, *Nutbush City Limits (The 90's Version)*, which is cur-

rently charting in the **EHR Top 40**.

There are three new potential future hits, composed by the crème de la crème of songwriters. **Terry Britten** and **Graham Lyle** composed the funky midtempo ballad, *I Want You Near Me*, while the latter teamed up with hitmaker **Albert Hammond** for *Way Of The World*, which listens like a new *Let's Stay Together*. Hammond formed another duo with professional songwriter **Holly Knight** for the rocker *Love Thing*.

Turner knows the power of a good composition. Does she order her songs from her favourite songwriters or does she shop around at publishers?

"We have a lot of contacts in that area", explains Davies. "Also, we have a regular group of composers and we tell them what we need. Tina and I go through a lot of songs. There was only once that she really didn't like a song. That was *What's Love Got To Do With It*, written by Terry Britten and Graham Lyle. She changed her mind completely when she met the composers.

"For this compilation album, we took a good cross section of her career. Because we see this as her first real 'greatest hits' album, we also listed 'River Deep,' while it unmistakably had a major effect on her career. We didn't include some songs—although they were hits—because we didn't want to release an expensive double album."

For the *Foreign Affair* album, swamp rocker **Tony Joe White** wrote four songs, one of them the single *Steamy Windows*. After that, Davies became his manager too. In December, there will be a new White album, which is licensed to **Marc Lumbroso's Remark** label for Europe (distribution: **PolyGram**). White will be on a European tour at the same time the album is released.

According to Davies, Turner won't tour again. But never say never. "Her final tour last year was an emotional highlight for Tina, which she thinks she will never surpass. I think she needs a break from touring. She has never stopped since her comeback; she has never had the time to enjoy her success. Nevertheless, it's not unthinkable that she will be back on stage in the future."

UK

Rozalla

- Signed to Pulse 8.
- Publisher: **Peer Music**.
- Management: **Chris Sergeant/London**.
- New album (as-yet untitled), to be released in the early spring.
- New single: *Everybody's Free (To Feel Good)*, released on August 27; currently, it is at no. 5 in the UK and at no. 16 in Spain. In the **Coca Cola Eurochart Hot 100 Singles**, it is no. 20.
- Recorded at **Peer Music Studio/London**.
- Producer: **3MI**.
- This month, Rozalla will be on a European promo and concert tour, including visits to Belgium, Germany and Holland, where she will appear at the international "Disco Mix Club" DJ Convention (DMC) at the **Paradiso** in Amsterdam (October 20). A Spanish tour is scheduled for November.
- European releases: The single is out in G/A/S (**Logic/Ariola**), Spain (**Blanco y Negro**), France (**Flarenasch**, the Benelux (**Indisc**) and Italy (**Musicola**).

The problem with the the current dance craze is that many acts are the faceless projects of producers. However, there are still a lot of people who want a public per-

sona with whom they can identify. With Zimbabwean singer **Rozalla**, they probably have such a "human" dance act.

Already a superstar in her home country with five no. 1 hits, the UK was very quick to notice Rozalla's other musical qualities. The clubs fell in love with her unique style, a mix of Southern African "mbaqanga" rhythms mixed with European house beats. The first two UK releases, *Faith* and *Born To Love Ya* were only appetisers for the current top 5 UK hit, *Everybody's Free (To Feel Good)*.

So three times lucky, she is definitely here to stay. Comparisons have been made with **Donna Summer**, the queen of '70s disco, while the production team **3MI—Nigel Swanston** and **Tim Cox**—is already being regarded as the **Giorgio Moroder's** of the '90s.

The good news is that Rozalla is taking Europe by storm. Climbing **EHR Chart-bound** and in the last week of September, the single was powerplay at influential Dutch public broadcaster **Veronica**. Says head of music **Hans van der Veen**, "We feel that it's a sure hit. We've had a good response on it during our road shows."

GERMANY

David Hasselhoff

- Signed to **White Records/BMG Ariola**.
- Publisher: "**Young**" **Musikverlag**.
- New album: *David*, released on September 9, and at press time, charted in Germany (no. 25), Austria (no. 8) and Switzerland (no. 19). In the **European Top 100 Albums**, it is no. 54.
- New single: *Gypsy Girl*, released on September 16. The last single *Do The Limbo Dance* is still holding in Germany (no. 23), Austria (no. 2) and Switzerland (no. 26). In the **Coca Cola Eurochart Hot 100 Singles**, it is no. 35.
- Recorded at **Paradise/Munich**, among other places.
- Producer: **Jack White**.
- Marketing: TV and radio advertising spots throughout Germany territories on all major stations.
- Promo tour: on September 21, Hasselhoff appeared at popular TV show "Wetten Daß" on **ZDF**. Two more German TV appearances are planned, such as the "Musik Liegt In Der Luft" programme on **ZDF** on November 9, and "Flitter Abend" on **ARD**.
- In November and December, Hasselhoff goes on a 30-day German concert tour which will bring him, for the very first time, in the eastern part of the country, as well.
- Apart from the UK, the album is released across Europe.

Actor **David Hasselhoff**, who plays the lead role in popular children's TV series "Knight Rider," is a chartbuster in the G/A/S market. In no time, his previous two albums, 1989's *Looking For Freedom* and 1990's *Crazy for You*, went plat-

inum—500,000 copies in Germany alone. His third album, titled simply *David*, is expected to do the same.

The man is immensely popular in the 8-11 age group. He is able to sell out venues with a capacity of 8000-10,000 shouting school kids. The difference between the **New Kids On The Block** mania is that Hasselhoff's audience is not limited to girls but, is instead, unisexual and many of these kids will have sleepless nights as a result of his upcoming extensive German tour.

At the moment, **RTL Plus** is re-running the "Knight Rider" series for the fourth time, and is out with a new Hasselhoff series, "Baywatch."

His records are very "family friendly," as are his TV shows. Hasselhoff's caribbean-flavoured summer hit song, *Do The Limbo Dance*, went full-blast on the air. His new album contains styles ranging from the rock sound of *Rock 'n' Roll* to the rap of *Love In The Air*. His musical mentor, the German-based American producer **Jack White**, has kept the balance right between power songs and ballads. Collaboration between the two is very close. All of Hasselhoff's albums are released on the **White Records** label, marketed by **BMG Ariola Munich**.

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

National Spotlight: Artists featured have achieved Top 15 chart status in their country of origin.

SINGLES

DANNY B.

Life Can Be So Groovy - Cooltempo EHR/D
 PRODUCER: Nouri/Brenner/Saraf
 Once again, an American GI bombards the German dance scene with a meeting of Marlene Dietrich and Crystal Waters on grooves in a weird-sounding, but addictive song.

ENYA

Carribean Blue - WEA EHR
 PRODUCER: Nicky Ryan
 Enya's Celtic-inspired music could be the soundtrack for a movie about lost civilisations and forgotten continents. It's as dreamy as her 1988 global hit *Orinoco Flow*, but more dressed with instruments. Says GWR FM/Swindon head of music **Andy Westgate**, "It's an inoffensive record, which fits our bill. There's something about Irish music—from **Van Morrison** to **Clannad**—that our listeners like. I think it's a grower which deserves the charts."

RAINHARD FENDRICH

Wie Tag Und Nacht - Ariola AC
 PRODUCER: Tato Gomez
 It's not unlikely that in the slipstream of the success of his German colleague, Matthias Reim, Austrian star Fendrich manages to cross the G/A/S borders too. Lifted from the album *Nix Is Fix*, this is a quintessential German-language chanson.

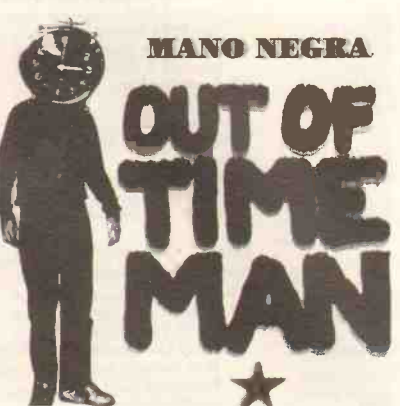
WHITNEY HOUSTON

I Belong To You - Arista EHR/AC
 PRODUCER: Narada Michael Walden
 The hip hop-shaped beat on this fourth single off her *I'm Your Baby Tonight* album is more raw than the melody line, reminiscent of Beats International's *Dub Be Good To Me*. Vintage Houston and, therefore, climbing in Chartbound this week.

JELLYFISH

I Wanna Stay Home - Charisma EHR/AC
 PRODUCER: Albhy Galuten/Jack Joseph Puig
 Charisma/Virgin continues their commitment to this talented '70s-inspired US band by the release of the fourth single from the *Bellybutton* album. It's a slow-paced number with an interesting bridge that makes it digestible for both EHR and AC formats.

MANO NEGRA



Out Of Time Man - Virgin EHR
 PRODUCER: Mano Negra
 Normally they tear down the house with their "patchanka" variant of rock 'n' roll, but this time the steam roller has slowed down. This tune breathes the same stately atmosphere as *Golden Brown* by the **Stranglers**.

RICHARD MARX

Keep Coming Back - Capitol AC/EHR
 PRODUCER: Richard Marx
 Karl Marx' days may have been numbered but Richard Marx keeps coming back. With this midtempo ballad, he reinforces the stature of adult-orientated rock.

JEAN LOUIS MURAT

Col De La Croix-Morand - Virgin EHR/AC
 PRODUCER: Jean Louis Murat
 This song—selected from his album *Le Manteau De Pluie*—makes it clear why **Mylène Farmer** invited Murat for the lofty duet *Regrets*, currently a big hit in France. It's more of that same style.

JOY SALINAS

Rockin' Romance (I Go Slow) - Dead Dead EHR/D
 Good/Flying
 PRODUCER: Max & Frank Minoia
 After having been a big hit in Italy first, this fine example of melodic Italo dance is now conquering the UK. Ignore the word "slow" in the title because the high energy "Bump Bump Mix" will make dance floors extremely slippery.

LISA STANSFIELD

Change - Arista EHR
 PRODUCER: Ian Devaney/Andy Morris
 On her first single in two years, Stansfield is updating the '70s "Philly" soul sound, tastefully adding a fashionable dance beat to it. This week it is second "New Add Leader." Comments **Radio Dimensione Suono/Rome** programmer **Valeria Notari**, "We choose the more commercial **Driza Bone** dance mix because the normal 'easy listening' version is more appropriate for a romantic dinner."

TONA

A Mi Aire - Dino EHR/AC
 PRODUCER: Alex Soler
 You can hear that Spanish singer Tona Olmedo originally hails from North Africa. The Arabic influences shine through clearly on this tune, which was included on **M&M's Music Monitor IV CD** (issue no. 41).

EG & ALICE

24 Years Of Hunger - WEA EHR
 PRODUCER: EG & ALICE
 Please don't blame us for name dropping, but the musical talents of this soulful UK pop duo are so diverse that you can't pin them down to a certain genre. Because of their male/female constellation, it's easy to compare them with **Womack & Womack**, as apparent on the only **David Ogilvy**-produced track *New Year's Eve*. In *A Cold Way* and *Doesn't Mean That Much To Me* sound like **Prince** and **World Party** without the psychedelic overtones. The arrangement of the song *So High, So Low* is styled after **Steely Dan's Aja** album, while the single *Indian* fits the sound of early **Hall & Oates**. It's on the A-list of **City 103/Goteborg**. Says head of music **Lars Bodin**, "We didn't jump on it immediately. It's a slow song and there are already so many ballads. But we got a lot of listener requests for it, so we tried it."

EUROPE

Prisoners In Paradise - Epic R/EHR
 PRODUCER: Beau Hill
 With this fifth album, the moment of truth has come for these Swedish hard rockers. They are still the masters of strong melodic hooklines. *Seventh Sign* and the new single, the title track, are just two examples of this talent. Lead singer **Joey Tempest** co-wrote the track *Halfway To Heaven* with **Jim Valance**, who used to assist **Bryan Adams** on song writing. As always, the sing-along factor is high. Try *I'll Cry For You*. You'll find yourself joining the back-up vocals.

JULIA FORDHAM

Swept - Circa EHR
 PRODUCER: J. Fordham/G. Mitchell/D. Miller/H. Padgham
 Happily, there's still a place for fragile singer/songwriters in the rat race of everyday life. On her third album, Fordham again provides a set of warm and ethereal pop for late night programmes. Because of her wide vocal range, you can't help but recall the soulful voices of **Roberta Flack** and **Anita**

ALBUMS

Baker. The number *Shame* is a great Gershwin-musical type of song. The overall feel on this album is moody, with *Talk Walk Drive* being the most rhythmical track.

DANA GILLESPIE

Where Blue Begins - Gig/Ariola R/EHR
 PRODUCER: Mike Vernon
 Usually this former UK champion waterski-er operates in the blues or boogie section, but on her new album, she gives the nod to soul. The set is produced by pub rock aficionado **Mike Vernon**, who has brought a lot of musicians along from that scene. Both **Mickey Jupp's** ex-and current guitarist, **Mo Witham** and **Ed Deane**, respectively, play prominent roles. The title track might sound familiar because this song was recorded before by Danish singer **Sanne**. Apart from being an accomplished songwriter—(*Three Handed Man* and *Ride In Your Automobile*)—she has a very good taste for covers. Try **Dr. John's I Walk On Gilded Splinters**.

PUBLIC ENEMY

Apocalypse 91...The Enemy Strikes Black - Def Jam A/D
 PRODUCER: The Imperial Grand Ministers Of Funk
 This is the first album since the parting of founding member **Professor Griff**, but it doesn't mark a departure in style. The remaining rap trio, **Chuck D**, **Flavor Flav** and **Terminator X**, are still driven by life on the streets of America. On the track *Bring Tha Noise*, they are joined by some more "wanted men," trash metal band **Anthrax**. Their famous tea kettle noises make this song highly explosive. The album's opening track, *Lost At Birth*, introduces a whole new scary siren. The airwaves of alternative radio will certainly be a danger zone for the next weeks.

URBAN DANCE SQUAD



Life 'N Perspectives Of A Genuine Crossover - Ariola R/A/D/EHR
 PRODUCER: Urban Dance Squad
 The title of the second album by these Dutch rock innovators is self-explanatory. Hip hoppers, mixers and (hard)rockers can walk hand-in-hand, because the Squad succeeds in harmonising the most incompatible of musical elements. Their creative process follows the principles of a jam session, switching as easily from genre to genre as they do from one track to another, within the framework of a song. The first single, *Bureaucrat Of Flaccostreet*, combines sitar with an Enigma-framed Gregorian choir on a funky groove. On the track *Careless*, there's a sample of a '20s dance orchestra with a **Hendrix** guitar on top, while the song, *For The Plasters*, is enhanced with an African highlife guitar style.

NEW TALENT

M.C.J. FEAT. SIMA

Sexitivity - Energy (Italy)
 PRODUCER: Andrea Gemolotto/Massimino Lippoli
 The **Energy Production** label is a real trendsetter in the more soulful, radio-friendly course in dance. Club DJs and soul singers join to render a good melody on a dance beat. **M.C.J.**, featuring American soul singer **Sima**, will please any dance and EHR programmer who enjoyed **Stefano Secchi & Orlando Johnson's** European hit *I Say Yeah*. Contact **Alavaro Ugolini** on tel: (+39) 6.384 886/6.385 859; fax: 6.381 058.

SPO-DEE-O-DEE

Going Walkabout - Columbus/Phonogram (LP) (Holland)
 PRODUCER: Richard Janssen
 The success of a band like the **Black Crowes** proves retro rock fits today's "zeitgeist." Amsterdam-based **Spo-Dee-O-Dee** is heavily inspired by '70s blues rock from **Led Zeppelin** to **Free**. Produc-

er, ex-**Fatal Flowers** singer **Richard Janssen** uses samples from news flashes and records made for instructional purposes to give the music an undeniable '90s feel. The single *Blow My Top* shows singer/guitarist **Ross Curry** as a rocker with the guitar on knee level, while the ballads *Good Lovin'* and *Away* give play to his qualities as a balladeer in an acoustic setting. Contact **Jan van Beelen** on tel: (+31) 20.618 7018; fax: 20.618 0565.

STYLUS CONTROL

Bring The Horns Back - Vibe (UK)
 PRODUCER: Karina J. D'Foye
 This duo—DJ **Pete Wooley** and rapper **Scotty K**—is one of the first signings of the new Manchester-based **Vibe** label. Their sound is not the characteristic "madchester" party type; their style is more determined by **Public Enemy's** socially conscious rap. Contact **John Turner** on tel: (+44) 61.628 4252; fax: 61.628 8001.

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

STATION REPORTS

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

UNITED KINGDOM

BBC RADIO 1/London

Paul Robinson - Prog Dir

A List:

AD PM Dawn- Paper Doll

Queen- The Show Must Go

B List:

AD Danni Minogue- Baby Love

Jellyfish- I Wanna Stay

Level 42- Overtime

Marc Cohn- Walking In Memphis

Paul Young- Don't Dream

Pet Shop Boys- DJ Culture

Vic Reeves/Wonderstuff- Dizzy

CAPITAL FM/London

Richard Park - Prog Contr

A List:

AD 2 Unlimited- Get Ready 4 This

Ce Ce Peniston- Finally

Driza-Bone- Catch The Fire

Glass Tiger- My Town

Kiri Te Kanawa- World In Union

M-People- How Can I

Marc Bolan- Metal Guru

Nitro- Who Do You Call

Pet Shop Boys- DJ Culture

Queen- The Show Must Go

Scorpions- Wind Of Change

Simple Minds- Real Life

T'Pau- Soul Destruction

Van Halen- Top Of The World

Zoe- Lightning

B List:

AD DJ Carl Cox- I Want You

Extreme- Decadence Dance

MC Hammer- 2 Legit To Quit

Vic Reeves/Wonderstuff- Dizzy

METRO RADIO GROUP/Newcastle

Liz Elliott - Music Organiser

A List:

AD Ce Ce Peniston- Finally

Marc Cohn- Walking In Memphis

B List:

AD Amy Grant- That's What Love Is

Driza-Bone- Catch The Fire

Extreme- Decadence Dance

Huey Lewis- Couple Days Off

Kiri Te Kanawa- World In Union

MC Hammer- 2 Legit To Quit

Natalie Cole- This Will Be

Pet Shop Boys- DJ Culture

PM Dawn- Paper Doll

Public Enemy- Can't Truss It

Queen- The Show Must Go

Robbie Robertson- What About

Roberta Flack- Set The Night

Simple Minds- Real Life

Vic Reeves/Wonderstuff- Dizzy

BRMB FM/Birmingham

Robin Valk - Head Of Music

A List:

AD Simple Minds- Real Life

B List:

AD Alison Limerick- Come Back

Black Crowes- Seeing Things

Ce Ce Peniston- Finally

Cookie Crew- Love Will Bring Us

Driza-Bone- Catch The Fire

Galliano- Jus' Reach

Glass Tiger- My Town

Holland/Brown- Together

Natalie Cole- This Will Be

Nitro- Who Do You Call

Pele- Raid The Palace

Pet Shop Boys- DJ Culture

PM Dawn- Paper Doll

Public Enemy- Can't Truss It

T'Pau- Soul Destruction

RADIO CITY/Liverpool

Tony McKenzie - Head Of Music

B List:

AD Bad English- Straight To Your

Banderas- Why Aren't You In

Everything But The Girl- Friends

Lisa Stansfield- Change

Paul Young- Don't Dream

Richard Marx- Keep Coming Back

Roberta Flack- Set The Night

RADIO TRENT/Nottingham

Len Groat - Dep Prog Dir

A List:

AD Lisa Stansfield- Change

Mariah Carey- Emotions

B List:

AD Color Me Badd- I Adore

Jellyfish- I Wanna Stay

Mike & The Mechanics- Stop

Richard Marx- Keep Coming Back

DOWNTOWN RADIO/Belfast

John Rosborough - Head Of Pro-

grammes

A List:

AD Beverley Craven- Woman To

Enya- Carribean Blue

Huey Lewis- Couple Days Off

Kim Appleby- If You Cared

Mary Black- Thorn Upon The

Paul Young- Don't Dream

Richard Marx- Keep Coming Back

Robbie Robertson- What About

Roberta Flack- Set The Night

CHILTERN NETWORK

Dunstable/Northampton/Gloucester

Clive Dickens - Head Of Music

A List:

AD Pet Shop Boys- DJ Culture

PM Dawn- Paper Doll

B List:

AD Driza-Bone- Catch The Fire

Kim Appleby- If You Cared

Paul Young- Don't Dream

Simple Minds- Real Life

GWR FM/Bristol/Swindon

Andy Westgate - Head Of Music

A List:

AD Alice Cooper- Love's A Loaded

Alison Moyet- This House

Brothers In Rhythm- Such A Good

Enya- Carribean Blue

Holland/Brown- Together

Marillion- Dry Land

Ozzy Osbourne- No More Tears

Subsonic 2- Addicted

RADIO BROADLAND/Norwich

Dave Brown - Head Of Music

A List:

AD Lisa Stansfield- Change

Richard Marx- Keep Coming Back

B List:

AD Jellyfish- I Wanna Stay

Mike & The Mechanics- Stop

Roberta Flack- Set The Night

FOX FM/Oxford

Steve Ellis - Prog Contr

A List:

AD Azizi- Don't Say It's Over

John O'Kane- Dance Goes On

Kim Appleby- If You Cared

Lisa Stansfield- Change

Mariah Carey- Emotions

Nanci Griffiths- Late Night

Nomad- Something Special

Richard Marx- Keep Coming Back

Rozalla- Everybody's Free

RADIO LUXEMBOURG/London

Jeff Graham - Prog Dir

Power Play:

AD Katydid- Boy Who's Neyer

Kirsty MacColl- All I Ever Wanted

Lisa Stansfield- Change

Marilyn Whitelew- Jeannie's Diner

A List:

AD Marc Cohn- Walking In Memphis

B List:

AD Blessing- Delta Rain

Enya- Carribean Blue

Jellyfish- I Wanna Stay

Mike & The Mechanics- Stop

Nanci Griffiths- Late Night

Robbie Robertson- What About

SWANSEA SOUND/Wales

Rob Rendy - Head Of Music

B List:

AD Jellyfish- I Wanna Stay

Mike & The Mechanics- Stop

Richard Marx- Keep Coming Back

OCEAN SOUND/Fareham

Jim Hicks - Head Of Music

B List:

AD Color Me Badd- I Adore

Kenny Thomas- Best Of You

Kim Appleby- If You Cared

Mariah Carey- Emotions

Oleta Adams- Don't Let The Sun

Scorpions- Send Me An Angel

T'Pau- Soul Destruction

RED DRAGON FM/Cardiff

John Dash - Head Of Music

A List:

AD DJH- Move Your Love

Huey Lewis- Couple Days Off

Kenny Thomas- Best Of You

Kirsty MacColl- All I Ever Wanted

Paul Young- Don't Dream

PJB- Bridge Over Troubled

Slade- Radio Wall

B List:

AD Bass-O-Matic- Go Getta

Jellyfish- I Wanna Stay

Mock Turtles- Strings & Flowers

Screaming Jets- Better

Tesla- Edison's Medicine

Van Halen- Top Of The World

ATLANTIC 252/County Meath

Paul Kavanagh - Head Of Music

A List:

AD Alice Cooper- Love's A Loaded

Guns N' Roses- Don't Cry

Rhythm Syndicate- Hey Donna

Roberta Flack- Set The Night

Tom Petty- Into The Great

HORIZON RADIO

Milton Keynes/Bristol

Clive Dickens - Head Of Music

A List:

AD Cookie Crew- Love Will Bring Us

MC Hammer- 2 Legit To Quit

B List:

AD Ce Ce Peniston- Finally

KISS FM/London

Gordon McNamee - Prog Dir

B List:

AD Adamski & Polo- Never

Afrika Bambaataa- Just Get Up

Galliano- Jus' Reach

Philip Leo- Hypnotic Love

Simply Red- Something Got Me

Ultra Nate- Deeper Love

FRANCE

NRJ NETWORK/Paris

Max Guazzini - Dir

A List:

AD Crystal Waters- Mokin' Hoppy

Lisa Lisa- Let The Beat Hit 'Em

RVS NETWORK/Rouen

Frank Orcl - Prog Dir

A List:

AD PM Dawn- Set Adrift

B List:

AD Charlelie Couture- Under Control

Dave Stewart- Crown Of

FMT/Camilla- 50 Ways To Leave

L'Affaire LouisTrio- Nous On

Liane Faly- Va Savoir

Londonbeat- A Better Love

Marc Lavoiné- Paris

Natalie Cole- Unforgettable

Omar- There's Nothing Like

Patrick Bruel- Qui A Le Droit

Whitney Houston- My Name Is Not

RADIO VIBRATION/Centre De France

Jean-Francois Vilette - Prog Dir

A List:

AD Francis Cabrel- Petit Marie

Jean-Jacques Goldman- C'Est Pas

Inconnu- Bouleversifant

Patrick Bruel- Qui A Le Droit

Simply Red- Something Got Me

Texas- Alone Without You

AL

Simply Red

RMC/Monte Carlo

Nathalie Andre - Prog Dir

A List:

AD Charles Aznavour- Napoli

Dany Brilliant- Suzette

Lamont Dozier- The Quiet

Maurane- Ca Casse

Miguel Bose- Madrid Madrid

No- The Gospel Rap

Patrick Juvet- Solitudes

Umberto Tozzi- Gli Altri

Yannick Noah- Don't Stay

AL

Prince

Simply Red

RTL/Paris

Monique Marcis - Head Of Program-

mes

A List:

STATION REPORTS

ITALY

RETE 105 NETWORK/Milan
Alex Peroni - Head Of Music
B List:
AD Belinda Carlisle- Live Your Life
Dr. Robert- I've Learnt
Kid'N'Play- Ain't Gonna
Lisa Stansfield- Change
Marc Almond- Jacky
Swimming The Nile- Carry
Thompson Twins- Come Inside

RAI STEREOUNO/Rome
Elio Molinari - Prog Dir
Power Play:
Antonello Venditti- Benvenuti
Guns N' Roses- Don't Cry
Ligabue- Libera Nos A Malo
PM Dawn- Set Adrift
R.E.M.- Near Wild Heaven

A List:
AD Cher- Save Up All Your
Garland Jeffries- Hail Hail
INXS- Mystify
Karyn White- Romantic
Rosario Di Bella- Figlio
Roxette- The Big L
Ruben Blades- Comin'and
Violent Femmes- American

RADIO DIMENSIONE SUONO/Rome
Carlo Mancini - Music Dir
Power Play:
Paul Young- Don't Dream
Prince- Cream
Rozalla- Everybody's Free
Simply Red- Something Got Me

A List:
AD Belinda Carlisle- Do You Feel
Pet Shop Boys- DJ Culture
Richard Marx- Keep Coming Back
Simple Minds- Real Life

RADIO BABBOLEO/Genoa
Lenny Rattona - Prog Dir
Power Play:
AD Richard Marx- Keep Coming Back
A List:
AD Dire Straits- Calling Elvis

RADIO VENARIA 1/Turin
Paolo Lauri - Head Of Music
Power Play:
AD Danube Dance- Unique
A List:
AD Banderas- May This Be
Richard Darbyshire- Early In The
Tina Turner- Nutbush City Limits
B List:
AD DSK- What Would We Do
Naughty By Nature- O.P.P.
Unity- Unity

RAI STEREO DUE/Rome
Maurizio Riganiti - Dir
A List:
AD Bad English- Straight To Your
Color Me Badd- I Adore
Joe Cocker- Night Calls
Martika- Love Thy Will
Paula Abdul- The Promise Of A
Simply Red- Something Got Me
Tina Turner- Nutbush City Limits
AD Bryan Adams- Everything I Do
Gianna Nannini- Sorridi
Mariah Carey- Emotions

ANTENNA DELLO STRETTO/Messina
Filippo Pedali - DJ
A List:
AD E.M.F.- Lies
Europe- Prisoners In Paradise
Kim Cooper- Unique
Lisa Stansfield- Change
Skid Row- In A Darkened Room
Swimming The Nile- Carry
AL Guns N' Roses

RADIO STAR/Vicenza
Maurizio Maressi - Prog Dir
Power Play:
AD Simply Red- Stars
A List:
AD Alison Limerick- Come Back
Antonello Venditti- Benvenuti
Brand New Heavies- Never Stop
Jovanotti- Muoviti Muoviti

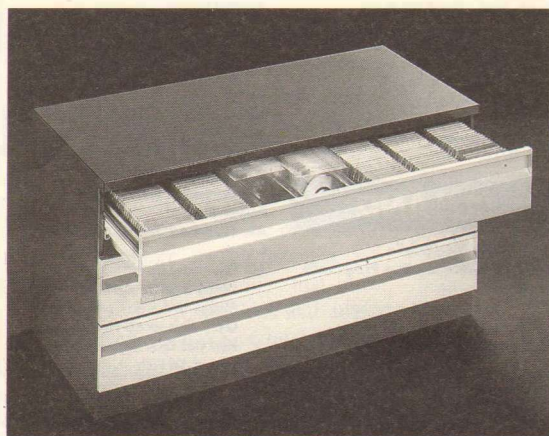
RADIO CLUB 91/Naples
Franco Russo Mory - Prog Dir
A List:
AD Arthur Baker- Leave The Guns
Belinda Carlisle- Live Your Life
Big Country- We're Not In
Danube Dance- Unique
Dave Stewart- Motorcycle
Garland Jeffries- Hail Hail
INXS- Mystify
Pogues- Rainy Night
Texas- Why Believe In You
Van Morrison- Why Must I

HOLLAND

NOS/Hilversum
Tom Blomberg - Dj/Producer
Power Play:
AD Margriet Eshuijs- Take It Out
A List:
AD Belinda Carlisle- Live Your Life
Color Me Badd- I Adore
Enya- Carribean Blue
Eton Crop- Hey Hey

TROS RADIO 3/Hilversum
Ferry Maat - Head Of Music
Power Play:
AD Mantronix- Flower Child
A List:
AD Andre Van Duin- 35 Koeien
Black Crowes- Hard To Handle
Color Me Badd- I Adore
Fish- Internal Exile
Garland Jeffries- Hail Hail
Pater Moeskroen- Roodkapje

CD Storage Cabinet.



Are you looking for a way to store and lock up your valuable CDs? Our storage cabinet holds 960 CDs in their jewel boxes for immediate access to your programmer or disc jockey. Steel construction with 3 lockable drawers and stackable.

AUSTRIA 0222/5873838, CSFR 07/288838, DENMARK 42/117677, FINLAND 0/2223744, FRANCE 1/48867980, GERMANY EAST 0525/6038, GERMANY WEST 04122/47001, HUNGARY 94/21559, ITALY 031/401094, NETHERLANDS 03402/49800, NORWAY 02/648370, PORTUGAL 02/63518, SPAIN 01/5429944, SWEDEN 0764/68070, SWITZERLAND 052/482521, TURKEY 1/1524235, UNITED KINGDOM 0296/615151.

lockable drawers and stackable.

LIFT
 Systems with future.

Incognito- Crazy For You
Joe Cocker- Night Calls
Rozalla- Everybody's Free
S.O.S. Band- Sometimes I Wonder
Stef Bos- Wat Een
AL Rob De Nijs

Roch Voisine- On The Outside
Rozalla- Everybody's Free
T99- Nocturnes
Tina Turner- Nutbush City Limits

VERONICA/Hilversum
Hans Van Der Veen - Prog Dir
Power Play:
Garland Jeffries- Hail Hail
A List:
AD Andre Hazes- Leaf Nu Maar
Andre van Duin- 35 Koeien
Bryan Adams- Can't Stop
Color Me Badd- I Adore Mi Amor
Gordon- Kon Ik Maar Even Bij
Henk Wijngaard- Ik Moet Nog
Human Resource- Dominator
Lisa Stansfield- Change
Mannenkoor Karrespoor- Lekker
Marillion- Cover My Eyes
Paula Abdul- The Promise Of A
Simply Red- Something Got Me

KRO/Hilversum
Paul Van Der Lugt - Head Of Music
Power Play:
Oleta Adams- Don't Let The Sun
NCRV/Hilversum
Jaap Groot - DJ
Power Play:
Joe Cocker- Night Calls

HIT RADIO/Bussum
Koen Van Tijn - Music Dir
Power Play:
Army Of Lovers- Crucified
Color Me Badd- I Adore
B List:
AD Lisa Stansfield- Change
Nomad- Something Special
Rozalla- Everybody's Free
Supernotic- Bomrush

AVRO/Hilversum
Jan Steenman - Head Of Music
Power Play:
AD Eton Crop- Hey Hey
John Mellencamp- Get A Leg Up

VARA/Hilversum
Rolf Kroes - Head Of Music
Power Play:
AD Robbie Robertson- What About

SKY RADIO/Bussum
Tom Lathouwers - Operations Mgr
Power Play:

Bryan Adams- Everything I Do
Dire Straits- Calling Elvis
Julian Lennon- Saltwater
Simply Red- Something Got Me
A List:
AD Color Me Badd- I Adore
Jesus Loves You- Generations
Mariah Carey- Emotions
PM Dawn- Set Adrift

BELGIUM

BRT STUDIO BRUSSELS/Brussels
Jan Hautekiet - Producer
A List:

AD Bad Examples- Not Dead Yet
Black Crowes- Hard To Handle
Charles/Lulus- Rhythm Of
Color Me Badd- I Adore
Department S- Is Vic There
Fish- Internal Exile
Green On Red- Two Lovers
Moodsings- Spiritual
Morrissey- My Love Lies
Poesie Noire- B-Wall
Salt-N-Pepa- Let's Talk About
Scabs- Don't You Know
Soulsister- She's Gone
Stevie Wonder- Fun Day
Stone Roses- I Wanna Be
AL Guns N' Roses
John Mellencamp
Mama' Jasje
Smithereens

RADIO CONTACT F/Brussels
Jean Lou Bertin - Prog Dir
B List:
AD Color Me Badd- I Adore
Rozlyne Clarke- Dancing Is Like

RADIO CONTACT N/Brussels
Danny Bruin - Prog Dir
B List:
AD Beats International- The Sun
Blue Blot- Who Is He
Bob Seger- The Real Love
Color Me Badd- I Adore
Human Resource- Dominator
Joe Cocker- Night Calls
Rozlyne Clarke- Dancing Is Like
Salt-N-Pepa- Let's Talk About
Wet Wet Wet- Make It Tonight
Zoe- Sunshine On A Rainy

RADIO EXPRES/Head Of Music
Marc Dhollander - Head Of Music
B List:
AD BB Jerome/Bang Gang- Haven' A
Gerard Joling- Doo-Wop
Jean-Jacques Goldman- C'Est Pas
Marc Almond- Jacky
Paul Varney- If Only I Knew
PM Dawn- Set Adrift
Tina Turner- Nutbush City Limits

RADIO ANTIGOON/Antwerp
Piet Keizer - Dir
Power Play:
AD Nomad- Something Special
A List:
AD Army Of Lovers- Crucified
B List:
AD BC/Basic Boom- Your Hair
Bryan Adams- Can't Stop
Claudia Chin- Passion
Crowded House- Fall At Your
Culture Beat- No Deeper
FPI Project- Everybody All Over
Isabelle A- Stop Voor Stop
Roch Voisine- On The Outside
Salt-N-Pepa- Let's Talk About
Soulsister- She's Gone
Texas- Why Believe In You
Vasco Rossi- Liberi Liberi
Walter Trout- The Love That

RADIO ROYAAL/Hamont-Achel
Tom Holland - Prog Dir
Power Play:
AD Gloria Estefan- Live For Loving
B List:
AD Blessing- Hurricane Room
Nomad- Something Special
Rozalla- Everybody's Free
Ten Sharp- When The Spirit
Walter Trout- The Love That
AL Albert West

BRT RADIO 2-WEST FLANDERS/Kortrijk
Peter Groot - Head Of Music
Power Play:
AD Marc Cohn- Silver Thunderbird
AL Prince

RTBF RADIO 2/Hainaut
Philippe Jauniaux - Music Dir
A List:
AD Cher- Love & Understanding
Los Manolos- All My Loving

ZERO DIBI
 JINGLES & JINGLES
SETS EUROPE ON FIRE.
 WITH IDENTIFICATION JINGLES.
 ASK FOR FREE DEMOS ON CASSETTE, C.D., D.A.T.
 ZERO DIBI
 MILANO (ITALY) - TEL. 02/4818087 - FAX 02/4989374

SPAIN

RADIO MADRID/Madrid
Rafael Revert - Music Mgr
Power Play:
AD Sergio Dalma- Galilea
A List:

AD Black Crowes- Hard To Handle
Celtas Cortos- El Ritmo Del
Color Me Badd- I Adore
Kylie Minogue- Word Is Out
La Decada Prodigiosa- Licencia
Lenny Kravitz- Stand By My
Lisa Stansfield- Change
Michael Bolton- When A Man
Simple Minds- Stand By Love
Varios- Maquina Total

CANAL SUR RADIO/Seville
Paco Sanchez - Music Mgr
Power Play:
AD Winars- I'll Take You
Little Feat- Shoke Me Up
Roberta Flack- Set The Night
Tam Tam- Do It Tam Tam
Top- Number One Dominator
A List:
AD Duncan Dhu- La Casa Azul
Level 42- Guaranteed

RADIO 16/Madrid
Jorge Anton - Prog Dir
A List:
AD Bob Seger- The Real Love
Complices- Cuando Duermes
Danza Invisible- La Deuda
Michael Bolton- When A Man
Simply Red- Stars

SWEDEN

SAF RADIO CITY/Stockholm
Martin Loagna - Head Of Music
A List:
AD Bros- Try
Des'ree- Feel So High
DJ Jazzy Jeff- Ring My Bell
Erika- Wake Me Up
Lisa Stansfield- Change
Sabrina Johnston- Peace
Stevie Wonder- Fun Day
Sydney Youngblood- Wherever
Texas- Why Believe In You

Whitney Houston- I Belong To You

CITY 103/Gothenburg
Lars Bodin - Music Dir
A List:
AD Beats International- The Sun
Clouseau- Close Encounters
Eg & Alice- Indian
Garland Jeffries- Hail Hail
Hi-Five- I Can't Wait
Holly Johnson- People Want To
Irma- Precis
Kylie Minogue- Word Is Out
Mica Paris- Young Soul Rebels
Queen Latifah- Fly Girl
Rembrandts- Save Me
Rod Stewart- Broken Arrow
So What- Let's Walk Together
Sydney Youngblood- Wherever
Whitney Houston- I Belong To You
Zoe- Sunshine On A Rainy

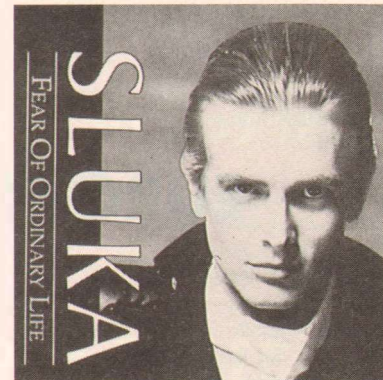
RADIO OREBRO/Orebro
Arne Holmberg - Music Dir
A List:
AD Belinda Carlisle- Live Your Life
Buddy Guy- Mustang Sally
Lisa Stansfield- Change
Paulo Mendonca- Respect
Wilmer X- Har Du Sett
AL Eva Dahlgren
Peter LeMarc

RADIO VSD/Gothenburg
Bosse Hansson - Prog Dir
A List:
AD Kylie Minogue- Word Is Out
Lisa Fischer- Save Me

HIT FM/Stockholm
Johan B. Bring - Prog Dir
A List:
AD Bros- Try
Gerardo- We Want The Funk
Kylie Minogue- Word Is Out
Lisa Stansfield- Change
MC Sar/Real McCoy- No Showbo
Queen Latifah- Fly Girl
Sanne- Responsible
Shane- Society Girl
Sydney Youngblood- Wherever

RIKSRADIO P3/KLANG & CO./Stockholm
Pontus Enhorning - Producer
A List:

DID YOU LISTEN TO SLUKA'S "UNDER THE RUG" TRACK ON THE "MUSIC MONITOR" CD?



GOOD! PLAY IT ON YOUR RADIO...

STATION REPORTS

AD Fiordaliso- I Love You
Incognito- Always There
Margaret Becker- y
Pugh Rogefeldt- Ingenting

RIKSRADION P3/TRACKSLISTAN/Stockholm
Kaj Kindvall - Producer

A List:
AD Belinda Carlisle- Live Your Life
E.M.F.- Lies
Mariah Carey- Emotions

RADIO MALMOHUS/Malmo
Olle Nilsson - Head Of Music

A List:
AD Bob Seger- The Real Love
Bryan Adams- Can't Stop
Daffodils- Saving My Tears
Dire Straits- Heavy Fuel
Lisa Stansfield- Change
Robbie Robertson- Soap Box
Texas- Why Believe In You

RADIO HUDDINGE/Stockholm
Robert Schilberg - Prog Dir

Power Play:
AD Rod Stewart- Broken Arrow
Whitney Houston- I Belong To You
A List:
AD Lisa Stansfield- Change
AL Simply Red

NORWAY

RADIO 102/Haugesund
Egil Houeland - Head Of Music

A List:
AD Belinda Carlisle- Live Your Life
Commitments- Try A Little
Eg & Alice- Indian
AL Prince

RADIO OSLO/Oslo
S.E.Sutterud - Prog Dir

A List:
AD DSK- Read My Lips
B List:
AD Eg & Alice- Indian
Zoe- Sunshine On A Rainy
Roxette- The Big L
PM Dawn- Paper Doll

RADIO NORD/Harstad
Tom Berg - Head Of Music

A List:
AD Bonnie Tyler- Bitterblue

STUDENTRADIOEN/Tromso
Rune Hagen - Head Of Music

A List:
AD Anders Wyller- Bring Back
Wet Wet Wet- Make It Tonight

DENMARK

THE VOICE/Copenhagen
Lars Kjær - Prog Dir

A List:
AD Marc Almond- Jacky
Sabrina Johnston- Peace

RADIO VIBORG/Viborg
Poul Foged - Head Of Music

A List:
AD BEF- I Don't Know
Johnny Hates Jazz- The Last To
Lisa Stansfield- Change

R.E.M.- The One I Love
Spandau Ballet- True
Tina Turner- Nutbush City Limits
Tota Cutugno- Voglio Che
Wet Wet Wet- Make It Tonight

B List:
AD Color Me Badd- I Adore
Commitments- Try A Little
Flemming Anthony- Heidi Hi
James Thomas- Little Angel
Joe Cocker- Night Calls
Johnny Logan- Miss You Nights
Kenny Loggins- Conviction
Mecano- Naturaleza Muerta
Almgren/Liksom- Omoomigen
Pagues- Rainy Night
Robbie Robertson- What About
Sydney Youngblood- Wherever

ARHUS NAERRADIO/Århus
Jesper Schousen - Head Of Music

A List:
AD Color Me Badd- I Adore
Heavy D & The Boyz- Is It
Kiri Te Kanawa- Heart To Heart
Lisa Stansfield- Change
Soul Family Sensation- Perfect
Sydney Youngblood- Wherever

UPTOWN FM/Copenhagen
Niels Pedersen - Head Of Music

A List:
AD Erasure- Love To Hate You
Guns N' Roses- Don't Cry
Jason Donovan- Happy Together
Prince- Gangster Slom

DANMARKS RADIO/Copenhagen
Leif Wivelsted - Head Of Program-
mes

A List:
Bryan Adams- Everything I Do
Bryan Adams- Can't Stop
Dire Straits- Colling Elvis
Guns N' Roses- You Could Be
AD Heavy D & The Boyz- Now That

RADIO SYDKYSTEN/Copenhagen
Peter Hald - Head Of Music

A List:
AD Belinda Carlisle- Live Your Life
Jason Donovan- Happy Together
Wet Wet Wet- Make It Tonight

RADIO HOLBAECK/Holbaeck
Stig Nielsen - Prog Dir

Power Play:
AD Breathe- Say A Prayer
A List:
AD Color Me Badd- I Adore
Heavy D & The Boyz- Now That
Julian Lennon- Saltwater
Marky Mark- Good Vibrations
Marc Almond- Jacky
Measure- Shy

FINLAND

RADIO 1/91.1 FM/Helsinki
Joke Linnamaa - Prog Dir

A List:
AD Alice Cooper- Love's A Loaded
Bryan Adams- Can't Stop
Cher- Save Up All Your
Eva Dahlgren- Vem Tänder
Prince- Cream
R.E.M.- The One I Love
Robbie Robertson- What About
Roberta Flack- Set The Night

DISCOPRESS/Tampere

Tuija Lindell - Co-Ord
A List:
Bryan Adams- Everything I Do
C&C Music Factory- Things That
Crystal Waters- Gypsy Woman
De La Soul- Ring Ring Ring
Heavy D & The Boyz- Now That

RADIO 100+/Tampere
Pentti Teravainen - Music Dir

A List:
AD Hartsa- Sateen Jälkeen
Mr. Big- To Be With You
Tam Tam- Do It Tam Tam

AUSTRIA

CD INTERNATIONAL/Wienna
Peter Lossack - Head Of Music

Power Play:
Dire Straits- Colling Elvis
B List:
AD Guns N' Roses- Don't Cry
James- How Was It
Marc Almond- Jacky
Oleta Adams- Don't Let The Sun
Right Said Fred- I'm Too Sexy
Scorpions- Send Me An Angel
Tina Turner- Nutbush City Limits

SWITZERLAND

RADIO BASILISK/Basel
Nick Schulz - Co-Ord

A List:
AD Julian Lennon- Saltwater
Kenny Loggins- Sweet Reunion
Natalie Cole- Unforgettable

B List:
AD Garth Brooks- The Thunder
Glass Tiger- My Town
Gloria Estefan- Live For Loving
Mike & The Mechanics- Everybody
Neil Diamond- If There Were
Project- A Day Without
Tom Petty- Into The Great

RADIO SUISSE ROMANDE/Lausanne
Catherine Colombara - Prog Dir

AL Amy Grant
Catherine Lara
Color Me Badd
Extreme

DRS 3/Basel
Christoph Alispach - Music Co-Ord

A List:
AD Arthur Baker- Leave The Guns
Robbie Robertson- Soap Box
AL Eg & Alice

COULEUR 3/Lausanne
Gerard Saudan - Head Of Music

Power Play:
AD Died Pretty- Satisfied
Prodigal Sons- The Next
Timbuk 3- God Made An

A List:
AD Five Thirty- Junk Male
Gael Palacy- Eden Point
Garland Jeffries- Hail Hail
House Of Freaks- I Got
Mary Goes Round- L'Ami
Mike Rimbaud- You Make Love
My White Bedroom- This Time
Poppy Factory- Acceleration
Rams- Little Foxes

U-Roy- True Born African

Wendys- Pulling My Fingers

RETE 3/Lugano
Giorgio Passera - Head Of Music

Power Play:
Golden Palominos- Alive And
Smithereens- Top Of The Pops

A List:
AD Fish- Internal Exile
Ligabue- Solviomaci
PM Dawn- A Watcher's Point
Red Hot Chili Peppers- Give
Rickie Lee Jones- Up From

PORTUGAL

RFM/Lisbon
Pedro Tojal - Head Of Music

A List:
AD Bee Gees- Happy Ever
Crowded House- It's Only Natural
Joe Cocker- Night Calls
Smithereens- Top Of The Pops
Tina Turner- Way Of The
Van Morrison- Why Must I

IRELAND

CENTURY RADIO/Dublin
Graeme Moreland - Dep Prog Contr

A List:
AD Commitments- Mustang Sally
Deacon Blue- Closing Time
Sinead O'Connor- Sacrifice

YUGOSLAVIA

STUDIO D/Novo Mesto
Rasto Bozic - Di/Producer

A List:
AD Dire Straits- Colling Elvis
Huey Lewis- It Hit Me

GREECE

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

A List:
AD Aretha Franklin- Someone Else's
INXS- Mystify
Mariah Carey- Make It
Right Said Fred- I'm Too Sexy
Stevie B- Dreaming Of

B List:
AD Bob Seger- The Real Love
Boyz II Men- Motownphilly
Color Me Badd- I Adore
Cut 'N' Move- Get Serious
Dr. Alban- Stop The Pollution
E.M.F.- Lies
Hi-Five- I Can't Wait
Jesus Jones- Real Real Real
Michael Morales- I Don't Wanna
Prince- Gett Off
Siouxie & The Banshees- Kiss
Zoe- Sunshine On A Rainy

ANTENNA 97.1 FM STEREO/Athens
Elias Xinopoulos - Prog Dir

A List:
AD Brothers In Rhythm- Such A Good
Bros- Try
Erasure- Love To Hate You

Guns N' Roses- Don't Cry
Martika- Love Thy Will
Marc Almond- Jacky
Midge Ure- Cold Cold Heart
Tina Turner- Nutbush City Limits

JERONIMO GROOVY/Athens
Takis Fotiou - Di/Producer

A List:
AD ABC- Unlock The Secrets
Alice Cooper- Love's A Loaded
Chesney Hawkes- Secrets
Keedy- Wishing On The
Martika- Love Thy Will
Pasadenas- Feeling
PM Dawn- Set Adrift
Technotronic- Work
Tina Turner- Nutbush City Limits

STAR FM STEREO/Thessaloniki
Vassilis Taronis - Prog Dir

A List:
AD Incognito- Crazy For You
Kate Yanai- Bacardi Feeling

POLAND

POLSKIE RADIO 3/Warsaw
Marek Niedzwiecki - Producer

Power Play:
AD Chris Rea- And You My Love
A List:
AD Cher- Save Up All Your
Lenny Kravitz- Stand By My
Midge Ure- Cold Cold Heart
Ozzy Osbourne- No More Tears
Red Hot Chili Peppers- Give
School Of Fish- Three Strange

RADIO RMF/Krakow
Piotr Metz - Head Of Music

Power Play:
AD Cher- Save Up All Your
A List:
AD Banderas- Why Aren't You In
Bob Seger- The Fire Inside

B List:
AD E.L.O.- For The Love Of A
Gino Vannelli- Sunset In L.A.
Hue & Cry- She Makes
Paula Abdul- Blowing In The
World Of Twist- Sweets

RADIO ZET/Warsaw
Darek Andrzejewski - Head Of
Music

Power Play:
AD Guns N' Roses- Don't Cry
A List:
AD PM Dawn- Set Adrift
Prince- Cream
B List:
AD Belinda Carlisle- Do You Feel
Marc Almond- Jacky
Primal Scream- Movin' On
Rozalla- Everybody's Free
Utah Saints- What Can You Do

EUROPE

VOICE OF AMERICA/Europe
June Brown - Dir

B List:
AD Amy Grant- That's What Love Is
Michael Bolton- When A Mon
Prince- Cream



MTV EUROPE/London
Brian Diamond - Prog Dir

Heavy Rotation
Dire Straits- Colling Elvis
Metallica- Enter Sandman
PM Dawn- Set Adrift
Prince- Cream
Roxette- The Big L
Simply Red- Something Got Me

Active Rotation
Army Of Lovers- Crucified
Bryan Adams- Can't Stop
DJ Jozzy Jeff- Summertime
Fishbone- Everyday Sunshine
Guns N' Roses- You Could Be
Heavy D & The Boyz- Now That
John Lee Hooker- Mr. Lucky
Lenny Kravitz- Stand By My
OMD- Pandora's Box
Paul Young- Don't Dream
Scorpions- Send Me An Angel

Buzz Bin
Jesus Jones- Real Real Real
Latin Alliance- Low Rider
Sounds Of Blackness- The Pressure
Ziggy Marley- Good Time

Medium Rotation
Bryan Adams- Everything I Do
Cher- Love & Understanding
Color Me Badd- I Wanna Sex
Extreme- More Than Words
Gipsy Kings- Baila Me
Paula Abdul- Rush Rush

Break Out
Cult- Wild Hearted Son
Clouseau- Close Encounters
Commitments- Try A Little
Erasure- Love To Hate You
Europe- Prisoners In Paradise
Joe Cocker- Night Calls
Julian Lennon- Saltwater
Martika- Love Thy Will
Motley Crue- Primal Scream
Niagara- La Vie Est Peut Etre
Nine Inch Nails- Head Like
Ozzy Osbourne- No More Tears
Red Hot Chili Peppers- Give
Salt-N-Pepa- Let's Talk About
Skid Row- Slave To The
Stephan Eicher- Dejeuner En
Temper Temper- Like We Used To
Texas- Why Believe In You
Tom Petty- Into The Great

Prime Break Out
Fiordaliso- I Love You
Marky Mark- Good Vibrations
MC Skat Kat- Skat Strut
Right Said Fred- I'm Too Sexy
Shabba Ranks- Housecall
Ten Sharp- You
Wet Wet Wet- Make It Tonight

Q: Where do I find all the info I need about the European radio industry in one compact reference book?

A: Just call or fax **Music & Media** for more details on the **EUROFILE RADIO INDUSTRY DIRECTORY.**

Tel (+31) 20.669 1961

Fax (+31) 20.669 1941

The Future Of American Radio Programming

Wonder where US radio is heading this decade? Here are several predictions and trends observed by longtime programmer/researcher E. Karl, who consults for several top radio stations in the US and Europe, where many of these trends are also likely to appear.

● **Listeners hate DJs talking all over their songs.** By the end of this decade, there will probably only be five radio stations in America still talking over song intros, and those stations will have no shares of listening. Now that there is at least one radio station in every market in every format—letting "the whole song play every time," it won't be long before there is no front-selling of music.

Top 40 stations are being dragged

kicking and screaming into this format-execution reality, but they had better get ready for it, and be the first ones on their no rap/no hard rock blocks to do it, or they will be dead. Listeners hate it when DJs talk over intros (and endings) of songs. And radio must be ready to cope with the death of the front-sell and the hitting of "posts."

● **Listeners want to know what songs radio plays.** Over the past five years or so, radio stations started sneaking in "back-sells" of at least part of the music sets they had just played in some sort of sweep form.

Now, with volumes of research to support them, listeners are saying unequivocally that they want to hear the titles and artists of every song played on the radio:

old songs and new ones, every set, every song, even *Yesterday* by the Beatles. A whole new field of formatics has been developing to support this key benefit to listeners, and stations in each format must think of the best ways to identify all the songs they play.

● **Eight units per hour will be the maximum for spot loads.** It's already starting in many markets, with new-entry FM stations setting the standard of two four-unit stopsets. Ten units of commercials will just be too high, especially with the eight-unit stations pointing out the competitors' spotloads.

AM stations will still be able to get away with 14-16 units per hour, but their audiences will be pretty much 45+, and their high

cume/low shares will reflect the heavy spotloads.

● **One-stopset stations will appear.** As two stopsets per hour become the norm at most outlets, new stations will offer one stopset per hour (with up to eight units) and the promise of "60 minutes of music whenever we play music." The one stopset per hour will "float," allowing for the full hour of music between commercials.

Research indicates that the set-up is no problem for listeners, as they are used to putting up with at least 15 units per "pod" on TV at all times. Adults, especially, say they are ready for the one-stop listening that these new stations will offer.

● **Programmers will become marketers.** Research technologies will commoditize all radio

products, and the "edges" will disappear. Every station will have the same "stuff" to work with, and there will be very few differences between products. Thus, marketing will be everything.

Programmers will have much of their work done for them by computers (music and formatics), and digital credit-card playlists will take care of optimum rotations of songs. Most of a programmer's day will be taken up with working on ways to get people to listen and to remember they listened to the station.

More than ever, programmers will have to look for ways to thread the needle in their marketplaces, and will have to become marketing strategists to figure out all the chess moves they'll have to make to get listening and the credit due.

● **AM will be relegated to spoken word.** Some AM stations may still play some music in their programme day, but spoken-word information will be the by-word for all of AM radio. Music-based AMs will die.

The Gulf War further entrenched AM as an information-only band, and even one-dial radios will not be able to help AM music stations survive. Most adults under 30 years old today have no AM listening history at all, and the last thing they'll ever do is turn to AM for a song they want to hear.

AM will have to explore ways to get 30+ listeners to tune in for information when they need it, and then feel OK about it when those people leave to go back to their music on FM.

SINGLES

Billboard

ALBUMS

© 1991, Billboard/BPI Communications, Inc.

TW	LW	Artist/Title	Label	ECO
1	1	MARIAH CAREY/Emotions	Columbia	
2	3	NATURAL SELECTION/Do Anything	East West	
3	5	KARYN WHITE/Romantic	Warner Brothers	
4	7	EXTREME/Hole Hearted	A&M	
5	6	BONNIE RAITT/Something To Talk About	Capitol	
6	2	MARKY MARK & THE GOOD VIBRATIONS/Good Vibrations	Interscope	
7	4	COLOR ME BADD/I Adore Mi Amor	Giant	
8	10	AARON NEVILLE/Everybody Plays The Fool	A&M	
9	12	BRYAN ADAMS/Can't Stop This Thing We Started	A&M	
10	11	MARTIKA/Love... Thy Will Be Done	Columbia	
11	17	PRINCE AND THE NEW POWER GENERATION/Cream	Paisley Park	
12	13	JESUS JONES/Real Real Real	SBK	UK
13	8	FIREHOUSE/Love Of A Lifetime	Epic	
14	9	BOYZ II MEN/Motownphilly	Motown	
15	18	LUTHER VANDROSS/Don't Want To Be A Fool	Epic	
16	20	NAUGHTY BY NATURE/O.P.P.	Tommy Boy	
17	16	METALLICA/Enter Sandman	Elektra	
18	19	CHESNEY HAWKES/The One And Only	Chrysalis	UK
19	22	VANESSA WILLIAMS/Running Back To You	Wing	
20	27	RYTHM SYNDICATE/Hey Donna	Impact	
21	28	GUNS N' ROSES/Don't Cry	Geffen	
22	21	PRINCE AND THE NEW POWER GENERATION/Gett Off	Paisley Park	
23	24	SHOXSIE & THE BANSHEES/Kiss Them For Me	Geffen	UK
24	32	ROBERTA FLACK WITH MAXI PRIEST/Set The Night To Music	Atlantic	
25	30	TONY TERRY/With You	Epic	
26	35	SALT-N-PEPA/Let's Talk About Sex	Next Plateau	
27	34	CURTIS STIGERS/I Wonder Why	Arista	
28	31	BAD COMPANY/Walk Through Fire	Atco	
29	15	HEAVY D. & THE BOYZ/Now That We Found Love	Uptown	
30	39	BOYZ II MEN/It's So Hard To Say Goodbye	Motown	
31	40	AMY GRANT/That's What Love Is For	A&M	
32	NE	MICHAEL BOLTON/When A Man Loves A Woman	Columbia	
33	23	BRYAN ADAMS/(Everything I Do) I Do It For You	A&M	
34	14	R.E.M./Shiny Happy People	Warner Brothers	
35	38	BILLY FALCON/Power Windows	Jambco	
36	25	MICHAEL BOLTON/Time, Love And Tenderness	Columbia	
37	NE	JASMINE GUY/Just Want To Hold You	Warner Brothers	
38	29	CATHY DENNIS/Too Many Walls	Polydor	UK
39	NE	RUSS IRWIN/My Heart Belongs To You	SBK	
40	NE	JOHN MELLENCAMP/Get A Leg Up	Mercury	

TW	LW	Artist/Title	Label	ECO
1	1	GUNS N' ROSES/Use Your Illusion II	Geffen	
2	2	GUNS N' ROSES/Use Your Illusion I	Geffen	
3	3	GARTH BROOKS/Ropin' The Wind	Capitol	
4	4	MARIAH CAREY/Emotions	Columbia	
5	5	METALLICA/Metallica	Elektra	
6	NE	BRYAN ADAMS/Waking Up The Neighbours	A&M	
7	6	NATALIE COLE/Unforgettable	Elektra	
8	8	SOUNDTRACK/The Commitments	MCA	
9	9	BONNIE RAITT/Luck Of The Draw	Capitol	
10	11	BOYZ II MEN/Cooleyhighharmony	Motown	
11	7	OZZY OSBOURNE/No More Tears	Associated	UK
12	10	COLOR ME BADD/C.M.B.	Giant	
13	13	MICHAEL BOLTON/Time, Love And Tenderness	Columbia	
14	NE	RED HOT CHILI PEPPERS/Blood Sugar Sex Magik	Warner Brothers	
15	15	GARTH BROOKS/No Fences	Capitol	
16	14	C&C MUSIC FACTORY/Gonna Make You Sweat	Columbia	
17	19	BOB SEGER & THE SILVER BULLET BAND/The Fire Inside	Capitol	
18	12	DIRE STRAITS/On Every Street	Warner Brothers	UK
19	23	NAUGHTY BY NATURE/Naughty By Nature	Tommy Boy	
20	20	EXTREME/Extreme II Pornograffiti	A&M	
21	18	R.E.M./Out Of Time	Warner Brothers	
22	17	VAN HALEN/For Unlawful Carnal Knowledge	Warner Brothers	
23	NE	HARRY CONNICK, JR./Blue Light, Red Light	Columbia	
24	22	PAULA ABDUL/Spellbound	Captive	
25	NE	THE CULT/Ceremony	Sire	UK
26	21	RUSH/Roll The Bones	Atlantic	
27	25	AMY GRANT/Heart In Motion	A&M	
28	24	BELL BIV DEVOE/WBBD - Bootcity! The Remixes	MCA	
29	16	TESLA/Psychotic Supper	Geffen	
30	33	TRAVIS TRITT/It's All About To Change	Warner Brothers	
31	29	D.J. JAZZY JEFF & THE FRESH PRINCE/Homebase	Jive	
32	26	SOUNDTRACK/Robin Hood: Prince Of Thieves Morgan Creek		
33	31	MARIAH CAREY/Mariah Carey	Columbia	
34	27	QUEENSRYCHE/Empire	EMI	
35	30	TOM PETTY & THE HEARTBREAKERS/Into The Great Wide Open	MCA	
36	28	THE BLACK CROWES/Shake Your Money Moker	Def American	
37	32	GETO BOYS/We Can't Be Stopped	Rap-A-Lot	
38	NE	BARBRA STREISAND/Just For The Record...	Columbia	
39	35	N.W.A./Efil4zaggin	Ruthless	
40	36	LUTHER VANDROSS/Power Of Love	Epic	

Billboard

The International
Newsweekly Of Music
and Home Entertainment

Billboard covers every aspect of the international entertainment industry in unrivaled depth. It is the only global newsweekly in its field with everything you need to know about the largest markets in the world, including the United States.

Subscribe today and for just £183, you will get 51 issues (including the special year-end issue). Write to: Quadrant Subscription Service Ltd., Oakfield House, Perrymount Rd, Haywards Heath, West Sussex, England, RH16 3DH or call (+44) 444.440 421. MM

Robbie Robertson

The release of the second solo album by **Robbie Robertson**, *Storyville* (Geffen), is not accompanied by the usual record company marketing blitz, but instead opts for a more subtle approach.

The album tells the tale of Storyville, a musically vibrant part of New Orleans that was closed down in 1917. The place captured Robertson's imagination and most of the songs were also recorded there. The music on the album is a cohesive set of intelligently-structured and original songs that defy pigeonholing.

For Geffen, the print media acted as the key element in properly promoting the album and its lyrical contents. Robertson embarked on an extensive promo trip, taking in Amsterdam, Hamburg, Oslo, London, Paris, Madrid and Milan.

Norway is not always part of the normal record company promotion schedule but because of the market's proven acceptance of "quality" music (Tanita Tikaram, Leonard Cohen), Robertson's music is fitting that market's demographic spread too. Norway also claims to have the most newspapers per capita (400-500 for a population of 4.3 million). "Norway has a sort of sophistication with a lot of well-educated journalists and radio programmers," says MCA/Geffen product manager Helge Barra, who is based at BMG Ariola. "In 24 hours, we managed to cram in a lot of media interviews. For TV, we concentrated on only one show, [producer] Sigbjorn Nedland's 'Pandora's Jukebox' Saturday programme on

Jukebox' Saturday programme on national channel P2." With a nine-month sales projection of at least 30,000 copies, the album is already off to a flying start with close to 10,000 copies sold one week after release (September 30).

For MCA/Geffen product manager Fred Schröder, based at BMG Ariola Holland, press promotion proved to be equally important. "This is not an album where sales concentrate in the first three weeks and then it's over," says Schröder. "It is growing steadily, and word-of-mouth is very important in this respect." The album's first single *What About Now* has already been A-listed on public broadcaster VARA and Schröder expects the album to sell close to 40,000.

"The press just loves him," comments Hamburg-based MCA Music Entertainment marketing manager Jorg Eiben. "We had two days of interviews, each day almost eight hours non-stop. He worked really hard. It'll take some convincing, but his charisma will eventually take down barriers." At the moment, *What About Now* is getting 60-70 radio plays through Germany and Eiben is confident this will increase to at least 100. With current sales up to 15,000 units, a top 50 entry is expected soon.

At press time, the album debuted in the European Top 100 Albums at 64, based on chart positions in Norway, Denmark, Sweden, Holland and the UK.

Machgiel Bakker

TW	LW	WOC	Artist/Title	Label
1	13	2	PM DAWN/Set Adrift On Memory Bliss	(Gee Street)
2	22	2	PRINCE/Cream	(Paisley Park)
3	16	2	MARIAH CAREY/Emotions	(Columbia)
4	NE	→	SIMPLY RED/Something Got Me Started	(East West)
5	NE	→	LISA STANSFIELD/Change	(Arista)
6	2	2	SALT-N-PEPA/Let's Talk About Sex	(ffrr)
7	25	2	ERASURE/Love To Hate You	(Mute)
8	17	2	SABRINA JOHNSTON/Peace	(East West)
9	5	2	CRYSTAL WATERS/Makin' Happy	(A&M)
10	1	2	PRINCE/Gett Off	(Paisley Park)
11	21	2	BRAND NEW HEAVIES/Never Stop	(Acid Jazz/London)
12	4	2	MARKY MARK & THE FUNKY BUNCH/Good Vibrations	(Interscope)
13	15	2	PAULA ABDUL/The Promise Of A New Day	(Virgin America)
14	3	2	DE LA SOUL/A Roller Skating Jam Called..	(Tommy Boy)
15	9	2	INCOGNITO FEAT. JOCELYN BROWN/Always There	(Talkin' Loud)
16	NE	→	ROZALLA/Everybody's Free	(Pulse 8/Flarenasch)
17	6	2	DJ JAZZY JEFF & THE FRESH PRINCE/Summertime	(Jive)
18	11	2	KENNY THOMAS/Best Of You	(Cooltempo)
19	7	2	INCOGNITO/Crazy For You	(Talkin' Loud)
20	NE	→	UTAH SAINTS/What Can You Do For Me	(ffrr)
21	NE	→	BROTHERS IN RHYTHM/Such A Good Feeling	(4th & B'way)
22	18	2	COLOR ME BADD/All 4 Love	(Giant)
23	8	2	LINDY LAYTON/Without You	(One And One)
24	NE	→	PJB FEAT HANNAH & HER SISTERS/Bridge Over Troubled Water	(Dance Pool)
25	10	2	JAMESTOWN FEAT. JOCELYN BROWN/She Got Soul	(A&M)

European Dance Radio (EDR) is based on a weighted-scoring system and is compiled on the basis of playlists from European stations playing dance music fulltime or during specific dayparts. Songs in "A" rotation airplay receive more points than those in "B" rotation of more limited airplay exposure. The following stations have participated: Hit FM/Stockholm; Hit Radio N-1/Nuremberg; Horizon Radio & Galaxy Radio/Milton Keynes-Bristol; KISS FM/London; Maxximum FM/Paris; Power FM/Amsterdam; Radio 2-Day/Munich; Radio Club FM/Gothenburg; Radio HSR/Copenhagen; Radio Stockholm/Stockholm; Radio Venaria/Turin; Radio Voltage/Paris; and Sunset 102/Manchester. Thanks also for the participation of Impulse Promotion in Italy.

NATIONAL AIRPLAY

National product is highlighted in red

UNITED KINGDOM

Most played records on BBC stations and major independents.

- (1) Simply Red - Something Got Me Started
- (-) Belinda Carlisle - Live Your Life Be Free
- (7) Julian Lennon - Saltwater
- (-) Voice Of The Beehive - I Think I Love You
- (6) Erasure - Love To Hate You
- (5) Bryan Adams - Can't Stop This Thing We Started
- (-) Scorpions - Wind Of Change
- (10) Sabrina Johnston - Peace
- (-) Marc Almond - Jacky
- (8) Tina Turner - Nutbush City Limits
- (2) Bryan Adams - I Do It For You
- (14) Cathy Dennis - Too Many Walls
- (20) Whitney Houston - I Love To You
- (9) R.E.M. - The One I Love
- (4) Zoe - Sunshine On A Rainy Day
- (-) Brothers In Rhythm - Such A Good Feeling
- (16) Gloria Estefan - Live For Loving You
- (11) Prince/The N.P.G. - Cream
- (-) Cher - Save Up All Your Tears
- (-) Electronic - Feel Every Beat

GERMANY

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

- (1) Bryan Adams - I Do It For You
- (2) Kate Yanai - Bacardi Feeling
- (4) Roxette - The Big L
- (7) Simply Red - Something Got Me Started
- (3) Dire Straits - Calling Elvis
- (12) M.Reim - Ich Hab' Mich So Auf Dich Gefreut
- (11) Gipsy Kings - Baila Me
- (13) Glenn Frey - Part Of Me, Part Of You
- (15) Amy Grant - Every Heartbeat
- (-) Achim Reichel - Aloha Heja He
- (-) Extreme - More Than Words
- (8) B.Seger/Silver Bullet Band - The Real Love
- (5) Level 42 - Guaranteed
- (-) Scorpions - Send Me An Angel
- (20) Mike/Mechanics - Everybody Gets A Second Chance
- (16) Scorpions - Wind Of Change
- (10) Marc Cohn - Walking In Memphis
- (-) Midge Ure - Cold, Cold Heart
- (14) T.Petty/Heartbreakers - Learning To Fly
- (17) Jason Donovan - Happy Together

FRANCE AM

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

- (1) Fredericks/Goldman/Jones - C'Est Pas DL Amour
- (-) Francois Feldman - Magic Boulevard
- (2) Stephan Eicher - Dejeuner En Paix
- (13) Mylene Farmer/Jean-Luis Murat - Regrets
- (7) Dire Straits - Calling Elvis
- (11) Simply Red - Something Got Me Started
- (6) Jil Caplan - Natalie Wood
- (4) Sarah Mandiano - J'Ai Des Doutes
- (14) Cher - The Shoop Shoop Song
- (20) Francis Cabrel - Petite Marie
- (-) Pauline Ester - Une Fenetre Ouverte
- (-) Bryan Adams - I Do It For You
- (-) PSY - Angelina
- (-) Rembrandts - Just The Way It Is, Baby
- (-) Enzo Enzo - 2 Mn De Soleil En Plus
- (-) Michel Delpech - Les Voix Du Bresil
- (3) Zoek Machine - Sa Ke Chô
- (-) Michel Fugain - Chaque Jour De Plus
- (-) Thierry Hazard - Un Jour C'Est Oui
- (-) MC Solaar - Bouge De La

FRANCE FM

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

- (1) Bryan Adams - I Do It For You
- (2) Stephan Eicher - Dejeuner En Paix
- (4) Mylene Farmer/Jean-Luis Murat - Regrets
- (3) UB40 - Here I Am
- (8) Dire Straits - Calling Elvis
- (6) Rembrandts - Just The Way It Is, Baby
- (9) Cher - The Shoop Shoop Song
- (5) Color Me Badd - I Wanna Sex You Up
- (7) L.Kravitz - It Ain't Over 'Til It's Over
- (14) Les Inconnus - Rap Tout
- (11) Seal - Future Love Paradise
- (12) Sydney Youngblood - Hooked On You
- (13) Chris Isaak - Wicked Game
- (16) Roachford - Get Ready!
- (11) R.E.M. - Losing My Religion
- (20) Extreme - More Than Words
- (-) Texas - Alone With You
- (-) Fredericks/Goldman/Jones - C'Est Pas DL Amour
- (-) Paul Young - Don't Dream It's Over
- (-) Omar - There's Nothing Like This

NORWAY

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

- (1) Dance With A Stranger - Let Go
- (2) Prince - Cream
- (7) Simply Red - Something Got Me
- (4) Stage Dolls - Love Don't Bother Me
- (3) Anders Wyller - Bring Back The Heroes
- (5) Bryan Adams - Can't Stop This Thing We Started
- (6) September When - Where You Go I Go
- (17) Lisa Stansfield - Change
- (10) Mariah Carey - Emotions
- (11) Paul Young - Don't Dream It's Over
- (8) EG & Alice - Indian
- (20) Åge Aleksandersen - Akkurat No
- (-) Salt-N-Pepa - Let's Talk About Sex
- (-) Bob Seger - The Real Love
- (15) Anne Grete Preuss - Se
- (-) GUNNAR - Don't Cry
- (17) Amy Grant - Every Heartbeat
- (14) Dance With A Stranger - Living With The Future
- (-) Zoe - Sunshine On A Rainy Day
- (-) Sabrina Johnston - Peace

SPAIN

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

- (3) Mecano - El Peon Del Rey De Negras
- (1) Sergio Dalma - Galilea
- (11) Bryan Adams - I Do It For You
- (5) Alejandro Sanz - Pisando Fuerte
- (7) Bros - Are You Mine?
- (9) Seal - The Beginning
- (8) The Simpsons - Schoolday
- (15) Dire Straits - Calling Elvis
- (16) Martika - Love...Thy Will Be Done
- (13) El Regreso - Quiero Volverte A Ver
- (12) 091 - La Cancion Del Espantapajaros
- (17) Seguridad Social - Solo Tu
- (-) Objetivo Birmania - Y Yo Con Estos Pelos
- (19) Emilio Aragón - Hey Mr. Waiter
- (20) La Frontera - Hombre De Tu Amor
- (-) Heavy D/Boyz - Now That We Found Love
- (-) El Golpe - Nos Queda La Noche
- (-) La Granja - Angel De Mañana
- (-) Tam Tam Go! - Asuncion En Avion
- (-) Los Relevos - Prefiero Matarte

HOLLAND

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

- (-) Joe Cocker - Night Calls
- (3) Henk Wijngaard - Ik Moet Nog Wat Jaren Mee
- (5) Julian Lennon - Saltwater
- (-) Oleta Adams - Don't Let The Sun Go Down
- (-) Margriet Eshuijs - Take It Our On...
- (8) Garland Jeffreys - Hail Hail Rock N' Roll
- (12) Stef Bos - Wat Een Wonder
- (17) Mariah Carey - Emotions
- (4) Army Of Lovers - Crucified
- (-) Clubhouse - Deep In My Heart
- (2) Simply Red - Something Got Me Started
- (6) Cream - Prince
- (13) Bryan Adams - Can't Stop This Thing We Started
- (-) Rene Shuman - Love You Done Me Wrong
- (7) Roxette - The Big L
- (-) Culture Beat - No Deeper Meaning
- (-) Gerard Joling - Doo Wop Days
- (10) Dire Straits - Calling Elvis
- (18) P.M. Dawn - Set Adrift On Memory Bliss
- (19) Bad English - Straight To Your Heart

SWITZERLAND

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

- (1) Bryan Adams - I Do It For You
- (3) Kate Yanai - Bacardi Feeling
- (2) Dire Straits - Calling Elvis
- (-) Joe Cocker - Night Calls
- (-) B.Seger/Silver Bullet Band - The Real Love
- (4) Extreme - More Than Words
- (5) Roxette - The Big L
- (-) Betty Legler - Scarlet
- (13) Midge Ure - Cold, Cold Heart
- (10) Julian Lennon - Saltwater
- (11) B.Raitt - Something To Talk About
- (8) Martika - Love Thy Will Be Done
- (6) Mariah Carey - Emotions
- (-) P.M.Dawn - Set Adrift On Memory Bliss
- (-) Zucchero/P.Young - Senza Una Donna
- (7) M.Reim - Ich Hab' Mich So Gefreut Auf Dich
- (-) R.E.M. - Losing My Religion
- (17) Amy Grant - Baby Baby
- (11) Heavy D/Boyz - Now That We Found Love
- (-) Cher - The Shoop Shoop Song

FINLAND

Most played records on private radios as compiled by Discopress.

- (-) Bryan Adams - I Do It For You
- (-) Arja Koriseva - Me Kaksi Vain
- (-) Reijo Taipale - Olet Täysikuu
- (-) Kirka - Kasvot Peiliisa
- (-) Scorpions - Wind Of Change
- (-) Samuli Edelmann - Peggy
- (-) Tapani Kansa - Täysikuu
- (-) Värttinä - Marilaulu
- (-) Clifters - Sornus
- (-) Dire Straits - Calling Elvis
- (-) Four Cats - Taas Twistataan
- (-) Timo Tutunen - Pieni Ystäväin
- (-) Meiju Suvas - Pare Maa
- (-) Clifters - Sänky
- (-) Värttinä - Sännen Laulu
- (-) Suurlähettäläät - Pitäksänaina
- (-) Juice Leskinen - Norjalainen Villapaita
- (-) Värttinä - Oi Dai
- (-) Rainer Friman - Mua Kutsuu Tuulet
- (-) First - Katse Vain

SWEDEN

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

- (17) Simply Red - Something Got Me Started
- (4) Roxette - The Big L
- (1) Irma - Precis Som Du
- (8) Mariah Carey - Emotions
- (3) Europe - Prisoners In Paradise
- (7) Eva Dahlgren - Vem Tänder Stjärnorna
- (2) Army Of Lovers - Obsession
- (-) Prince - Cream
- (6) Edin Ådahl - Jag Lever (Genom Dig)
- (14) Just D - Hällihop
- (-) Belinda Carlisle - Live Your Life Be Free
- (-) Anders Glenmark - Greyhound Bus
- (13) Paris Red - Good Friends
- (19) Angel - Sommaren i City
- (-) The Daffodils - Saving My Tears
- (-) St.Etienne - Only Love Can Break Your Heart
- (5) Bryan Adams - Can't Stop This Thing We Started
- (-) Marky Mark/Funky Bunch - Good Vibrations
- (-) O.M.D. - Pandora's Box
- (-) Salt-N-Pepa - Let's Talk About Sex

UNITED KINGDOM

- Singles**
- 1 **Scorpions** - Wind Of Change (Phonogram)
 - 2 **Bryan Adams** - I Do It For You (A&M)
 - 3 **Erasure** - Love To Hate You (Mute)
 - 4 **Salt-N-Pepa** - Let's Talk About Sex (London)
 - 5 **Rozalla** - Everybody's Free (Pulse 8)
 - 6 **Oceanic** - Insanity (Dead Dead Good)
 - 7 **Julian Lennon** - Saltwater (Virgin)
 - 8 **Sabrina Johnston** - Peace (East West)
 - 9 **Kenny Thomas** - Best Of You (Cooltempo)
 - 10 **Simply Red** - Something Got Me Started (East West)

- Albums**
- 1 **Simply Red** - Stars (East West)
 - 2 **Mecano** - The N.P.G. - Diamonds And Pearls (Warner Music)
 - 3 **Bryan Adams** - Waking Up The Neighbours (A&M)
 - 4 **Dire Straits** - On Every Street (Phonogram)
 - 5 **Tina Turner** - Simply The Best (Capitol)
 - 6 **Guns N' Roses** - Use Your Illusion II (MCA)
 - 7 **Paul Young** - From Time To Time (Columbia)
 - 8 **Guns N' Roses** - Use Your Illusion I (MCA)
 - 9 **R.E.M.** - The Best Of R.E.M. (I.R.S.)
 - 10 **Marc Bolan/T. Rex** - The Ultimate Collection (Telstar)

SPAIN

- Singles**
- 1 **Chimo Bayo** - Asi Me Gusta (Area)
 - 2 **Antico** - We Need Freedom (Max)
 - 3 **Guns N' Roses** - You Could Be Mine (RCA)
 - 4 **Anon** - Nothing Like Your Love (EMI)
 - 5 **Heavy D/Boyz** - Now That We Found Love (RCA)
 - 6 **Bryan Adams** - I Do It For You (PolyGram)
 - 7 **Dire Straits** - Calling Elvis (PolyGram)
 - 8 **Los Manolos** - Strangers In The Night (RCA)
 - 9 **Rozalla** - Everybody's Free (Blanco Y Negro)
 - 10 **Terry Ronald** - Calm The Rage (Ariola)

- Albums**
- 1 **Dire Straits** - On Every Street (PolyGram)
 - 2 **Mecano** - Aidalai (Ariola)
 - 3 **R.E.M.** - Out Of Time (Warner Music)
 - 4 **Guns N' Roses** - Use Your Illusion I (RCA)
 - 5 **Guns N' Roses** - Use Your Illusion II (RCA)
 - 6 **J.L.Guerra/4.40** - Bachata Rosa (RCA)
 - 7 **Los Manolos** - Pasion Condal (RCA)
 - 8 **Barricada** - Por Instinto (PolyGram)
 - 9 **Soundtrack** - Robin Hood: Prince Of Thieves (PolyGram)
 - 10 **J.L.Guerra/4.40** - Ojala Que Llueva Cafe (RCA)

DENMARK

- Singles**
- 1 **Bryan Adams** - I Do It For You (PolyGram)
 - 2 **Bryan Adams** - Can't Stop This Thing.. (PolyGram)
 - 3 **Cut N' Move** - Spread Love (Medley)
 - 4 **Guns N' Roses** - Don't Cry (BMG)
 - 5 **Erasure** - Love To Hate You (Sonet)
 - 6 **Heavy D/Boyz** - Now That We Found Love (BMG)
 - 7 **Ghando** - Ghando (Medley)
 - 8 **The Shamen** - Move Any Mountain (Mega)
 - 9 **Prince/The N.P.G.** - Cream (Warner Music)
 - 10 **Simply Red** - Something Got Me Started (Warner Music)

- Albums**
- 1 **Dire Straits** - On Every Street (PolyGram)
 - 2 **Gnags** - Lygtemandens Sang (Genlyd)
 - 3 **Bryan Adams** - Waking Up The Neighbours (PolyGram)
 - 4 **Lis Sørensen** - Vis Dit Ansigt (BMG)
 - 5 **J.Mogensen** - Der Er Nogen Galt I Danmark (PM Music)
 - 6 **Guns N' Roses** - Use Your Illusion II (BMG)
 - 7 **Tina Turner** - Simply The Best (EMI)
 - 8 **Guns N' Roses** - Use Your Illusion I (BMG)
 - 9 **Lars Lilholt Band** - Med Natten Mod Vest (PolyGram)
 - 10 **Mariah Carey** - Emotions (Sony Music)

SWITZERLAND

- Singles**
- 1 **Bryan Adams** - I Do It For You (PolyGram)
 - 2 **Kate Yanai** - Bacardi Feeling (Warner Music)
 - 3 **Prince/The N.P.G.** - Gett Off (Gett Off)
 - 4 **Guns N' Roses** - Don't Cry (BMG)
 - 5 **Shamen** - Move Any Mountain (One Little Indian)
 - 6 **Dire Straits** - Calling Elvis (PolyGram)
 - 7 **Extreme** - More Than Words (PolyGram)
 - 8 **Cher** - The Shoop Shoop Song (BMG)
 - 9 **Heavy D/Boyz** - Now That We Found Love (BMG)
 - 10 **Guns N' Roses** - You Could Be Mine (BMG)

- Albums**
- 1 **Bryan Adams** - Waking Up The Neighbours (PolyGram)
 - 2 **Dire Straits** - On Every Street (PolyGram)
 - 3 **Guns N' Roses** - Use Your Illusion II (BMG)
 - 4 **Guns N' Roses** - Use Your Illusion I (BMG)
 - 5 **Gipsy Kings** - Este Mundo (Sony Music)
 - 6 **Cher** - Love Hurts (BMG)
 - 7 **R.E.M.** - Out Of Time (Warner Music)
 - 8 **Metallica** - Metallica (PolyGram)
 - 9 **Stephan Eicher** - Engelberg (PolyGram)
 - 10 **John Lee Hooker** - Mr. Lucky (BMG)

GERMANY

- Singles**
- 1 **Bryan Adams** - I Do It For You (Polydor)
 - 2 **Kate Yanai** - Bacardi Feeling (WEA)
 - 3 **D.Krebs/Gundula** - Ich Bin Der Martin, Ne (Ariola)
 - 4 **PM Dawn** - Set Adrift On Memory Bliss (Ariola)
 - 5 **M.Reim** - Ich Hab' Mich So Auf Dich Gefreut (Polydor)
 - 6 **Achim Reichel** - Aloha Heja He (WEA)
 - 7 **Scorpions** - Wind Of Change (Phonogram)
 - 8 **Heavy D/Boyz** - Now That We Found Love (MCA)
 - 9 **Scorpions** - Send Me An Angel (Phonogram)
 - 10 **Guns N' Roses** - You Could Be Mine (MCA)

- Albums**
- 1 **Dire Straits** - On Every Street (Phonogram)
 - 2 **Bryan Adams** - Waking Up The Neighbours (Polydor)
 - 3 **Guns N' Roses** - Use Your Illusion II (MCA)
 - 4 **Guns N' Roses** - Use Your Illusion I (MCA)
 - 5 **Peter Maffay** - 38317 (Teldec)
 - 6 **Scorpions** - Crazy World (Phonogram)
 - 7 **R.E.M.** - Out Of Time (WEA)
 - 8 **Simply Red** - Stars (WEA)
 - 9 **Metallica** - Metallica (Phonogram)
 - 10 **Gipsy Kings** - Este Mundo (Sony Music)

HOLLAND

- Singles**
- 1 **Bryan Adams** - I Do It For You (Polydor)
 - 2 **Army Of Lovers** - Crucified (Dureco)
 - 3 **LA Style** - James Brown Is Dead (Indisc)
 - 4 **Mannenkaar Karrespoor** - Lekker Op De Trekker (Indisc)
 - 5 **Culture Beat** - No Deeper Meaning (Sony Music)
 - 6 **Prince/The N.P.G.** - Cream (Warner Music)
 - 7 **PM Dawn** - Set Adrift On Memory Bliss (Ariola)
 - 8 **Guns N' Roses** - Don't Cry (RCA)
 - 9 **Simply Red** - Something Got Me Started (Warner Music)
 - 10 **Human Resource** - Dominator (IMC)

- Albums**
- 1 **Dire Straits** - On Every Street (Phonogram)
 - 2 **Guns N' Roses** - Use Your Illusion II (RCA)
 - 3 **Bryan Adams** - Waking Up The Neighbours (Polydor)
 - 4 **Guns N' Roses** - Use Your Illusion I (RCA)
 - 5 **BZN** - Congratulations (Phonogram)
 - 6 **Paul Young** - From Time To Time (Sony Music)
 - 7 **Mariah Carey** - Emotions (Sony Music)
 - 8 **Andre Hazes** - Samen (EMI Boverma)
 - 9 **Prince/The N.P.G.** - Diamonds And Pearls (Warner Music)
 - 10 **Metallica** - Metallica (Phonogram)

NORWAY

- Singles**
- 1 **Bryan Adams** - I Do It For You (PolyGram)
 - 2 **Guns N' Roses** - Don't Cry (BMG)
 - 3 **Stage Dalls** - Love Don't Bother Me (PolyGram)
 - 4 **Right Said Fred** - I'm Too Sexy (BMG)
 - 5 **Prince/The N.P.G.** - Cream (Warner Music)
 - 6 **Paul Young** - Don't Dream It's Over (Sony Music)
 - 7 **Bryan Adams** - Can't Stop This Thing.. (PolyGram)
 - 8 **Extreme** - More Than Words (PolyGram)
 - 9 **Prince/The N.P.G.** - Gett Off (Warner Music)
 - 10 **Dire Straits** - Calling Elvis (PolyGram)

- Albums**
- 1 **Bryan Adams** - Waking Up The Neighbours (PolyGram)
 - 2 **Dire Straits** - On Every Street (PolyGram)
 - 3 **Guns N' Roses** - Use Your Illusion II (BMG)
 - 4 **Guns N' Roses** - Use Your Illusion I (BMG)
 - 5 **Dance With A Stranger** - Atmosphere (BMG)
 - 6 **Prince/The N.P.G.** - Diamonds And Pearls (Warner Music)
 - 7 **Paul Young** - From Time To Time (Sony Music)
 - 8 **Stage Dalls** - Stripped (PolyGram)
 - 9 **Robbie Robertson** - Storyville (BMG)
 - 10 **John Lee Hooker** - Mr. Lucky (BMG)

AUSTRIA

- Singles**
- 1 **Bryan Adams** - I Do It For You (PolyGram)
 - 2 **David Hasselhoff** - Do The Limbo Dance (BMG)
 - 3 **Kate Yanai** - Bacardi Feeling (Warner Music)
 - 4 **Scorpions** - Wind Of Change (PolyGram)
 - 5 **Jason Donovan** - Any Dream Will Do (PolyGram)
 - 6 **O.M.D.** - Sailing On The Seven Seas (BMG)
 - 7 **R.E.M.** - Losing My Religion (Warner Music)
 - 8 **Frank Zappa** - Bobby Brown Goes Down (Echo)
 - 9 **Cher** - Love And Understanding (BMG)
 - 10 **Bingoboyz** - No Woman No Cry (Warner Music)

- Albums**
- 1 **Dire Straits** - On Every Street (PolyGram)
 - 2 **Guns N' Roses** - Use Your Illusion II (BMG)
 - 3 **Guns N' Roses** - Use Your Illusion I (BMG)
 - 4 **Rainhard Fendrich** - Nix Is Fix (BMG)
 - 5 **R.E.M.** - Out Of Time (Warner Music)
 - 6 **David Hasselhoff** - David (BMG)
 - 7 **Cher** - Love Hurts (BMG)
 - 8 **Scorpions** - Crazy World (PolyGram)
 - 9 **Alexander Bisenz** - Auszuckte Gfrafta (Sony Music)
 - 10 **Die Hektiker** - Endlich (BMG)

FRANCE

- Singles**
- 1 **Logaf** - La Zoubida (Flarensch)
 - 2 **Stephan Eicher** - Dejeuner En Paix (Barclay)
 - 3 **Kaoma** - Danca Taga Mago (Sony Music)
 - 4 **Bryan Adams** - I Do It For You (Polydor)
 - 5 **Zucchero/P.Young** - Senza Una Donna (PolyGram)
 - 6 **R.E.M.** - Losing My Religion (Warner Music)
 - 7 **M.Farmer/J.L.Murat** - Regrets (Polydor)
 - 8 **Dire Straits** - Calling Elvis (Phonogram)
 - 9 **Indra** - Misery (Carrere)
 - 10 **Les Inconnus** - Auteuil, Neuilly, Passy (Lederman)

- Albums**
- 1 **R.E.M.** - Out Of Time (Warner Music)
 - 2 **Patrick Bruel** - Alors Regarde (RCA)
 - 3 **Mylene Farmer** - L'Autre (Polydor)
 - 4 **Stephan Eicher** - Engelberg (Barclay)
 - 5 **Fredericks/Goldman/Jones** - Fredericks, Goldman & Jones (Sony Music)
 - 6 **Zucchero Fornaciari** - Zucchero (PolyGram)
 - 7 **William Sheller** - En Solitaire (Phonogram)
 - 8 **Francois Feldman** - Magic' Boul'vard (Phonogram)
 - 9 **UB40** - Labour Of Love II (Virgin)
 - 10 **Mecano** - Descanso Dominical (RCA)

BELGIUM

- Singles**
- 1 **Bryan Adams** - I Do It For You (PolyGram)
 - 2 **LA Style** - James Brown Is Dead (Decadance/Hi-Tension)
 - 3 **Human Resource** - Dominator (MMI)
 - 4 **D.J.P.C.** - Insomniack (CNR)
 - 5 **J.L.Guerra/4.40** - Burbujas De Amor (BMG)
 - 6 **Fortuna** - Oh Fortuna (SC Records)
 - 7 **Sam Gooris** - Ze Is Zo Lief (JRP)
 - 8 **Right Said Fred** - I'm Too Sexy (Dureco)
 - 9 **Army Of Lovers** - Crucified (Dureco)
 - 10 **Pleasure Game** - Le Dormeur (MMI)

- Albums**
- 1 **Dire Straits** - On Every Street (PolyGram)
 - 2 **Bryan Adams** - Waking Up The Neighbours (PolyGram)
 - 3 **Clouseau** - Close Encounters (EMI)
 - 4 **Tina Turner** - Simply The Best (EMI)
 - 5 **Guns N' Roses** - Use Your Illusion II (BMG)
 - 6 **Guns N' Roses** - Use Your Illusion I (BMG)
 - 7 **Gert En Samson** - Gert En Samson (CNR)
 - 8 **Paul Young** - From Time To Time (Sony Music)
 - 9 **Pixies** - Trompe Le Monde (PIAS)
 - 10 **Clouseau** - Live '91 (HKM)

FINLAND

- Singles**
- 1 **Guns N' Roses** - You Could Be Mine (BMG)
 - 2 **Guns N' Roses** - Don't Cry (BMG)
 - 3 **Bryan Adams** - I Do It For You (PolyGram)
 - 4 **The Cult** - Wild Heated Son (Sonet)
 - 5 **MDC X-Static** - You Are Me (Warner Music)
 - 6 **Metallica** - Enter Sandman (Finnlevy)
 - 7 **Mental Penalty** - Wind In My Head (PolyGram)
 - 8 **Marky Mark/The Funky Bunch** - Good Vibrations (Warner Music)
 - 9 **Bryan Adams** - Can't Stop This Thing.. (Finnlevy)
 - 10 **Falco** - Rock Me Amadeus (Warner Music)

- Albums**
- 1 **Guns N' Roses** - Use Your Illusion II (BMG)
 - 2 **Dire Straits** - On Every Street (Finnlevy)
 - 3 **Guns N' Roses** - Use Your Illusion I (BMG)
 - 4 **Bryan Adams** - Waking Up The Neighbours (Finnlevy)
 - 5 **Kirka** - Kasvot Peillisa (Flamingo)
 - 6 **Metallica** - Metallica (Finnlevy)
 - 7 **Eva Dahlgren** - En Blekt Blondins Hjarta (BMG)
 - 8 **Bad Boys Blue** - The Best Of (BMG)
 - 9 **Tina Turner** - Simply The Best (EMI)
 - 10 **Värtinä** - Oi Dai (Sonet)

GREECE

- Singles**
- 1 **Bryan Adams** - I Do It For You (PolyGram)
 - 2 **Dr. Alban** - Stop The Pollution (BMG)
 - 3 **De La Soul** - "Saturdays" (Warner Music)
 - 4 **Quadrophenia** - Quadrophenia (Sony Music)
 - 5 **Heavy D/Boyz** - Now That We Found Love (BMG)
 - 6 **Guns N' Roses** - You Could Be Mine (BMG)
 - 7 **De La Soul** - Ring Ring Ring (Ha Ha Hey) (Warner Music)
 - 8 **The KLF** - Last Train To Trancentral (KLF)
 - 9 **Right Said Fred** - I'm Too Sexy (BMG)
 - 10 **Bomb The Bass** - Winter In July (Sony Music)

- Albums**
- 1 **Dire Straits** - On Every Street (PolyGram)
 - 2 **Cher** - Love Hurts (BMG)
 - 3 **Ten Sharp** - Under The Waterline (Sony Music)
 - 4 **R.E.M.** - Out Of Time (Warner Music)
 - 5 **Soundtrack** - Robin Hood: Prince Of Thieves (PolyGram)
 - 6 **Dr. Alban** - Hello Afrika (BMG)
 - 7 **Metallica** - Metallica (PolyGram)
 - 8 **Gipsy Kings** - Este Mundo (Sony Music)
 - 9 **De La Soul** - De La Soul Is Dead (Warner Music)
 - 10 **KLF** - The White Room (KLF)

ITALY

- Singles**
- 1 **Claudio Bisio** - Rappat (Senza Fiato) (Sony Music)
 - 2 **Guns N' Roses** - You Could Be Mine (BMG)
 - 3 **Bryan Adams** - I Do It For You (Polydor)
 - 4 **Crystal Waters** - Makin' Happy (Polydor)
 - 5 **Jovanotti** - Muoviti Muoviti (Ricordi)
 - 6 **Dire Straits** - Calling Elvis (Phonogram)
 - 7 **Crystal Waters** - Gypsy Woman (Polydor)
 - 8 **I Tretre'** - Beach On The Beach (CGD)
 - 9 **FPI Project** - Let's Go (Energy)
 - 10 **Gino Paoli** - Quattro Amici (WEA)

- Albums**
- 1 **Dire Straits** - On Every Street (Phonogram)
 - 2 **Antonello Venditti** - Benvenuti In Paradiso (Ricordi)
 - 3 **Guns N' Roses** - Use Your Illusion I (BMG)
 - 4 **Ligabue** - Lambrusco, Celli, Rose & Pop Corn (WEA)
 - 5 **Simply Red** - Stars (WEA)
 - 6 **R.E.M.** - Out Of Time (WEA)
 - 7 **Guns N' Roses** - Use Your Illusion II (BMG)
 - 8 **Marco Masini** - Malinconia (Ricordi)
 - 9 **Gianna Nannini** - Giannissima (Ricordi)
 - 10 **Prince/The N.P.G.** - Diamonds And Pearls (WEA)

SWEDEN

- Singles**
- 1 **Bryan Adams** - I Do It For You (PolyGram)
 - 2 **Army Of Lovers** - Obsession (Sonet)
 - 3 **Marky Mark/The Funky Bunch** - Good Vibrations (Metronome)
 - 4 **Heavy D/Boyz** - Now That We Found Love (BMG)
 - 5 **Guns N' Roses** - You Could Be Mine (BMG)
 - 6 **Bryan Adams** - Can't Stop This Thing.. (PolyGram)
 - 7 **PM Dawn** - Set Adrift On Memory Bliss (BMG)
 - 8 **Extreme** - More Than Words (PolyGram)
 - 9 **O.M.D.** - Pandora's Box (Virgin)
 - 10 **Angel** - Sommaren I City (PolyGram)

- Albums**
- 1 **Bryan Adams** - Waking Up The Neighbours (PolyGram)
 - 2 **Dire Straits** - On Every Street (PolyGram)
 - 3 **Eva Dahlgren** - En Blekt Blondins Hjarta (Record Station)
 - 4 **Guns N' Roses** - Use Your Illusion I (BMG)
 - 5 **Guns N' Roses** - Use Your Illusion II (BMG)
 - 6 **Irma** - Irma (Sony Music)
 - 7 **Lloyd Cole** - Don't Get Weird On Me Babe (PolyGram)
 - 8 **Peter Lemarc** - Sängen Dom Spelar När.. (MNV)
 - 9 **Europe** - Prisoners In Paradise (Sony Music)
 - 10 **Van Morrison** - Hymns To The Silence (PolyGram)

IRELAND

- Singles**
- 1 **Right Said Fred** - I'm Too Sexy (Solid)
 - 2 **Scorpions** - Wind Of Change (PolyGram)
 - 3 **Bryan Adams** - I Do It For You (PolyGram)
 - 4 **Salt-N-Pepa** - Let's Talk About Sex (PolyGram)
 - 5 **R.E.M.** - The One I Love (Record Services)
 - 6 **Monty Python** - Always Look On The Bright.. (Virgin)
 - 7 **The Saw Doctors** - Hay Wrap (Solid)
 - 8 **Rozalla** - Everybody's Free (Telstar)
 - 9 **Zoe** - Sunshine On A Rainy Day (PolyGram)
 - 10 **Guns N' Roses** - Don't Cry (BMG)

- Albums**
- 1 **Guns N' Roses** - Use Your Illusion I (BMG)
 - 2 **Guns N' Roses** - Use Your Illusion II (BMG)
 - 3 **Soundtrack** - The Commitments (MCA)
 - 4 **Bryan Adams** - Waking Up The Neighbours (PolyGram)
 - 5 **Jason Donovan** - The Greatest Hits (K-Tel)
 - 6 **C.Moore** - Christy Moore Collection 81-91 (Warner Music)
 - 7 **Tina Turner** - Simply The Best (EMI)
 - 8 **The Pogues** - The Best Of The Pogues (Warner Music)
 - 9 **Prince/The N.P.G.** - Diamonds And Pearls (Warner Music)
 - 10 **Simply Red** - Stars (Warner Music)

PORTUGAL

- Singles**
- 1 **Bryan Adams** - I Do It For You (PolyGram)
 - 2 **Marco Paulo** - Taras E Manias (EMI)
 - 3 **Dire Straits** - Calling Elvis (PolyGram)
 - 4 **Prince/The N.P.G.** - Gett Off (Warner Music)
 - 5 **Rui Veloso** - Logo Que Passe A Monção (EMI)
 - 6 **Marco Paulo** - Maravilhoso Coração (EMI)
 - 7 **Crystal Waters** - Gypsy Woman (PolyGram)
 - 8 **J.L.Guerra/4.40** - Burbujas De Amor (BMG)
 - 9 **Extreme** - More Than Words (PolyGram)
 - 10 **Deputies Of Love** - Deputies Of Love (Sony Music)

- Albums**
- 1 **Dire Straits** - On Every Street (PolyGram)
 - 2 **R.E.M.** - Out Of Time (Warner Music)
 - 3 **J.L.Guerra/4.40** - Bachata Rosa (Ariola)
 - 4 **Guns N' Roses** - Use Your Illusion I (Ariola)
 - 5 **Guns N' Roses** - Use Your Illusion II (Ariola)
 - 6 **Joanna** - O Que É Que Eu Faço (BMG)
 - 7 **Lloyd Cole** - Don't Get Weird On Me Babe (PolyGram)
 - 8 **Beach Boys** - The Collection (EMI)
 - 9 **Gipsy Kings** - Este Mundo (Sony Music)
 - 10 **Soundtrack** - Robin Hood: Prince Of Thieves (PolyGram)

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

EUROPEAN TOP 100 ALBUMS

buma stemra

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	Dire Straits On Every Street - Vertigo ▲2	UK,D,B,NL,E,A,CH,S,P,DK,I,N,SF,GR	35	Juan Luis Guerra & 4.40 Bachata Rosa - Karen	B,NL,E,P	69	Pur Nichts Ohne Grund - Intercord	D
2	Bryan Adams Waking Up The Neighbours - A&M ▲	UK,D,B,NL,E,A,CH,S,DK,I,N,SF,IR	36	Status Quo Rock 'Til You Drop - Vertigo	UK,S,IR	70	Soundtrack - Grease Grease - Polydor ●	FE
3	Guns N' Roses Use Your Illusion II - Geffen	UK,D,B,NL,E,A,CH,S,P,DK,I,N,SF,IR	37	Michael Bolton Time, Love & Tenderness - Columbia	UK,D,E,S,P,DK,GR	71	Los Manolos Pasion Condal - RCA	E
4	Guns N' Roses Use Your Illusion I - Geffen	UK,D,B,NL,E,A,CH,S,P,DK,I,N,SF,IR	38	Antonello Venditti Benvenuti In Paradis - Ricordi	I	72	Marco Masini Malinconia - Ricordi	I
5	R.E.M. Out Of Time - Warner Brothers	UK,F,D,B,NL,E,A,CH,P,DK,I,SF,GR,IR	39	Jason Donovan The Greatest Hits - PWL	UK,B,IR	73	Andrew Lloyd Webber Joseph & The Amazing Technicolor Dreamcoat - Really Useful	UK,DK
6	Simply Red Stars - East West	UK,D,B,NL,S,DK,I,N,IR	40	Rod Stewart Vagabond Heart - Warner Brothers	UK,F,D,CH,S,DK,SF	74	Thierry Hazard Pop Music - Columbia	F
7	Prince & The New Power Generation Diamonds And Pearls - Paisley Park	UK,D,B,NL,CH,S,DK,I,N,SF,IR	41	Van Morrison Hymns To The Silence - Polydor	UK,B,NL,S,N,IR	75	Texas Mothers Heaven - Mercury	UK,B,NL,S,DK
8	Tina Turner Simply The Best - Capitol	UK,D,B,NL,S,DK,I,N,SF,IR	42	Extreme Extreme II Pornografitti - A&M	UK,D,A,CH,DK,SF,GR,IR	76	Marc Cohn Marc Cohn - Atlantic	D,CH,DK
9	Metallica Metallica - Vertigo	UK,F,D,B,NL,E,A,CH,S,P,DK,N,SF,GR,I	43	Matthias Reim Reim 2 - Polydor	D,CH	77	Europe Prisoners In Paradise - Epic	NL,CH,S,DK,I
10	Gipsy Kings Este Mundo - Columbia ●	F,D,B,NL,E,A,CH,S,P,GR,I	44	Fredericks, Goldman & Jones Fredericks, Goldman & Jones - Columbia ▲	FB	78	Level 42 Guaranteed - RCA	UK,B,NL,DK
11	Cher Love Hurts - Geffen	UK,D,B,NL,A,CH,S,DK,GR,IR	45	Red Hot Chili Peppers BloodSugarSexMagik - Warner Brothers	UK,NL,S,N,SF	79	Barricada Por Instinto - PolyGram	E
12	Paul Young From Time To Time - The Singles Collection - Columbia	UK,D,B,NL,S,P,DK,I,N,SF,IR	46	Gianna Nannini Giannissima - Ricordi	D,DK,I	80	Clouseau Close Encounters - EMI	B,NL
13	John Lee Hooker Mr. Lucky - Silvertone	UK,D,B,NL,CH,S,DK,N,SF,IR	47	The Pogues The Best Of The Pogues - Pogue Mahone	UK,S,IR	81	Paula Abdul Spellbound - Virgin America	F,D,DK,GR
14	Scorpions Crazy World - Mercury ▲	F,D,B,NL,A,CH,DK,I,SF,GR	48	Beverley Craven Beverley Craven - Epic ●	UK,F,D,CH	82	Billy Bragg Don't Try This At Home - Go! Discs	UK,IR
15	Roxette Joyride - EMI ▲	UK,D,B,NL,E,A,CH,S,DK,SF,GR	49	Natalie Cole Unforgettable - Elektra	UK,D,B,NL,P,DK,SF,GR	83	Elmer Food Beat Je Vais Encore Dormir Seul Ce Soir - Off The Track	F
16	Soundtrack - Robin Hood: Prince Of Thieves Robin Hood: Prince Of Thieves - Morgan Creek	D,B,NL,E,A,P,DK,GR	50	Primal Scream Screamadelica - Creation	UK	84	Juan Luis Guerra & 4.40 Ojala Que Lleva Cafe - Karen	E
17	Pixies Trompe Le Monde - 4AD	UK,B,NL,S,GR,IR	51	Bob Seger & The Silver Bullet Band The Fire Inside - Capitol	D,A,CH,S,P,N	85	AC/DC The Razor's Edge - Atco	D,P
18	Peter Dinklage 38317 - Teldec	D,CH	52	Lloyd Cole Don't Get Weird On Me Babe - Polydor	UK,S,PIR	86	Dana Dawson Paris, New York And Me - Columbia	F
19	O.M.D. Sugar Tax - Virgin	UK,D,A,CH,S,DK,GR	53	Simple Minds Real Life - Virgin	F,D,E,CH,P	87	Amy Grant Heart In Motion - A&M	D,CH,S,DK
20	David Hasselhoff David - White Records/Ariola	D,A,CH	54	Jethro Tull Catfish Rising - Chrysalis	D,A,CH,DK	88	Pe Werner Kribbeln Im Bauch - Intercord	D
21	Eurythmics Greatest Hits - RCA ▲2	UK,D,B,NL,E,A,GR,IR	55	BAP Affrocke - Electrola	D,CH	89	Gnags Lygtemandens Sang - Genlyd	DK
22	Seal Seal - ZTT/WEA	UK,F,D,B,NL,E,CH	56	William Sheller En Solitaire - Philips	F	90	Gino Paoli Matto Come Un Gatto - WEA	I
23	Mariah Carey Emotions - Columbia	B,NL,S,DK,I,N,SF	57	Soundtrack - Atlantis Atlantis - Virgin	FB	91	Sergio Dalma Sintiendonos La Piel - Horus	E
24	Patrick Bruel Alors Regarde - RCA ▲	FB	58	Eva Dahlgren En Blekt Blondins Hjärta - Record Station	S,SF	92	Kaoma Tribal Pursuit - Columbia	F
25	The Cult Ceremony - Virgin	UK,D,NL,S,DK,IR	59	Francois Feldman Magic* Boul'vard - Philips	F	93	Patrick Lindner Eine Handvoll Herzlichkeit - Virgin	D,A,CH
26	Tom Petty & The Heartbreakers Into The Great Wide Open - MCA	UK,D,NL,A,CH,S,SF,GR,IR	60	Ligabue Lambrusco, Coltelli, Rose & Pop Corn - WEA	I	94	Jovanotti Una Tribu' Che Ballo - Five	I
27	Lenny Kravitz Mama Said - Virgin America	F,D,B,NL,E,A,CH,GR	61	UB40 Labour Of Love II - Virgin	F	95	De La Soul De La Soul Is Dead - Tommy Boy	F,D,GR
28	Mecano Aidalai - Ariola	FB,E	62	Ozzy Osbourne No More Tears - Epic	D,NL,S,DK,N,SF	96	Achim Reichel Melancholie Und Sturmflut - WEA	D
29	Stephan Eicher Engelberg - Barclay	FB,CH	63	Martika Martika's Kitchen - Columbia	UK,E,SF,GR	97	Patricia Kaas Scene De Vie - Columbia ▲	F,D
30	Zucchero Fornaciari Zucchero - London	F,D,B,CH,GR	64	Robbie Robertson Storyville - Geffen	UK,NL,S,DK,N	98	Jose Luis Perales America - CBS	E
31	Mylene Farmer L'Autre - Barclay ●	FB	65	Mecano Descanso Dominical - Ariola	F	99	Nanci Griffith Late Night Grande Hotel - MCA	UK,IR
32	R.E.M. The Best Of R.E.M. - I.R.S.	UK,NL,S,DK	66	Tony Christie Welcome To My Music - White/Ariola	D,NL,A	100	KLF The White Room - KLF Communications	D,B,DK,GR
33	Marc Bolan & T. Rex The Ultimate Collection - Telstar	UK,IR	67	Stevie Nicks Timespace - The Best Of Stevie Nicks - Modern	UK,D,NL,IR			
34	Color Me Badd C.M.B. - Giant	UK,D,NL,A,CH,DK,GR	68	Alice Cooper Hey Stoopid - Epic	D,A,CH,SF,GR			

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 F.I.E. = NEW ENTRY
 R.E. = RE-ENTRY



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 15	(Everything I Do) I Do It For You Bryan Adams - A&M (MCA/Rondor/Zomba)	UK.F.D.B.N.I.E.A.CH.S.P.D.K.IR.N.SF.GR.I	35 24 10	Enter Sandman Metallica - Vertigo (Creeping Death/PolyGram)	D.NL.CH.S.SF.I	69 56 11	Baila Me Gipsy Kings - P.E.M./Columbia (PEM)	D.B.A.GR
2 3 38	Wind Of Change Scorpions - Mercury (PolyGram Music/CC)	UK.D.A.CH.DK.IR	36 47 4	Crucified Army Of Lovers - Ton Son Ton (Team Sonet)	B.NL.S	70 59 7	What Can You Do For Me Utah Saints - frr (NTV/PolyGram/DnA/BMG)	UK.IR
3 4 7	Calling Elvis Dire Straits - Vertigo (Choriscourt/Rondor)	F.D.B.N.I.E.A.CH.S.P.N.I	37 38 21	I Wanna Sex You Up Color Me Badd - Giant (Hip Hop/Hifrost)	F.D.A.CH.S	71 80 2	Déjà Vu Blue System - Hansa (Worner Chappell)	D
4 2 14	You Could Be Mine Guns N' Roses - Geffen (Worner Chappell)	D.B.E.A.CH.S.P.D.K.IR.N.SF.GR.I	38 74 2	Best Of You Kenny Thomas - Cooltempo (Copyright Control)	UK	72 88 2	I Think I Love You Voice Of The Beehive - London (EMI)	UK
5 5 4	Don't Cry Guns N' Roses - Geffen (Worner Chappell)	UK.B.N.I.E.CH.S.DK.IR.N.SF.I	39 23 8	Regrets Mylene Farmer & Jean-Louis Murat - Polydor (Requiem Publishing)	F.B	73 NE	World In Union Kiri Te Kanawa - Columbia (Skarbak/Standard)	UK
6 9 6	Let's Talk About Sex Salt-N-Pepa - frr (Next Plateau/All Boys)	UK.D.NL.IR	40 51 3	Jacky Marc Almond - Some Bizarre (Corlin)	UK.B.IR	74 NE	Magic' Boul'vard Francois Feldman - Big Bang (Marilyn/Carol-Line)	F.B
7 7 4	Love To Hate You Erasure - Mute (MM-Sonet/Andy Bell/Sony)	UK.S.DK.IR	41 31 26	The Shoop Shoop Song (It's In His Kiss) Cher - Epic (Alley/Trio/Hudson Bay)	F.D.CH.P	75 67 3	Lekker Op De Trekker Mannenkoor Karrespoor - Indisc (Indisc)	NL
8 8 10	Bacardi Feeling (Summer Dreaming) Kate Yanai - WEA (La Frette Music Paris)	D.A.CH	42 NE	Always Look On The Bright Side Of Life Monty Python - Virgin (Oops)	UK.IR	76 95 3	Inssomniak D.J.P.C. - CNR (Disco Smash)	B
9 12 5	Can't Stop This Thing We Started Bryan Adams - A&M (Adams/Alma/Zomba)	UK.D.B.NL.S.P.D.K.IR.N.SF	43 49 3	Such A Good Feeling Brothers In Rhythm - 4th & B'Woy (BMG/Mix Music/Corlin)	UK.IR	77 62 20	Bow Down Mister Jesus Loves You - More Protein (Virgin)	D.A
10 11 7	Gett Off Prince And The New Power Generation - Paisley Park (Warner Chappell)	UK.D.B.NL.A.CH.S.P.D.K.N.SF	44 41 3	Such A Feeling Bizarre Inc - Vinyl Solution (Schnozzo)	UK	78 77 4	Asi Me Gusta Chimo Bayo - Area (Not Listed)	E
11 6 14	Now That We Found Love Heavy D & The Boyz - MCA (Warner Chappell)	D.B.NL.E.A.CH.S.DK.SF.GR	45 36 14	Le Dormeur Pleasure Game - Touch Of Gold (Scorpio/Now Disc)	F.B	79 66 15	Always There Incognito feat. Jocelyn Brown - Talkin' Loud (Carlin)	D.B.NL
12 22 9	Set Adrift On Memory Bliss PM Dawn - Gee Street (MCA/Reformation)	UK.D.B.NL.E.A.S.DK	46 33 5	Dominator Human Resource - R&S/IMC (MCA)	B.NL	80 86 2	Don't Let The Sun Go Down On Me Oleta Adams - Fontana (Big Pig)	UK
13 13 19	La Zoubida Lagaf - Flarenasch (Copyright Control)	F.B	47 53 8	Aloha Heja He Achim Reichel - WEA (Gorilla Musik)	D	81 70 8	Love...Thy Will Be Done Martika - Columbia (Warner Chappell)	UK.D.GR
14 14 17	More Than Words Extreme - A&M (Rondor)	UK.F.D.B.A.CH.S.P.D.K.IR.N.SF	48 43 5	Makin' Happy Crystal Waters - A&M (Basement Boys/BMG/CC)	UK.B.P.DK.I	82 79 14	Things That Make You Go Hmmm.... C&C Music Factory feat. Freedom Williams - Columbia (Virgin)	D.CH.S
15 18 4	Something Got Me Started Simply Red - East West (EMI/So What)	UK.D.B.NL.S.DK.IR.SF.I	49 46 10	Summertime DJ Jazzy Jeff & The Fresh Prince - Jive (Various)	D.CH.S.DK	83 85 21	Shiny Happy People R.E.M. - Warner Brothers (Warner Chappell)	D.A.I
16 20 5	Everybody's Free (To Feel Good) Rozalla - Pulse 8 (Peer/Upfront)	UK.B.NL.E.IR	50 50 12	Move Any Mountain - Progen 91 The Shamen - One Little Indian (Amokshasong)	B.NL.CH.S.DK	84 NE	Too Many Walls Cathy Dennis - Polydor (EMI)	UK
17 19 5	Dejeuner En Paix Stephan Eicher - Barclay (Electric Unicorn)	F.B	51 40 13	Pandora's Box O.M.D. - Virgin (Virgin)	D.B.A.S	85 84 2	Here I Am (Come And Take Me) UB40 - Virgin (Burlington/B & C Music)	F
18 21 11	I'm Too Sexy Right Said Fred - Tug (Hit & Run)	UK.B.NL.S.IR.N.SF.GR	52 55 4	The One I Love R.E.M. - I.R.S. (Warner Chappell)	UK.IR	86 98 25	Ring Ring Ring (Ha Ha Hey) De La Soul - Tommy Boy (Various)	F.GR
19 25 11	Danca Tago Mago Kaoma - Columbia (Adageo/BM Productions)	F.B	53 44 8	Sunshine On A Rainy Day Zoe - W.A.U./Mr Modo/M&G (EG/BMG/Copyright Control)	UK.IR	87 90 11	Taras E Manias Marco Paulo - EMI (EMI Songs)	P
20 17 5	The Big L Roxette - EMI (EMI/Jimmy Fun)	UK.D.B.NL.A.CH.S.DK.SF	54 54 18	Send Me An Angel Scorpions - Mercury (PolyGram Music)	D.B	88 91 2	We Need Freedom Antico - Max (Copyright Control)	E
21 27 4	Cream Prince & The New Power Generation - Paisley Park (Warner Chappell)	UK.D.B.NL.S.DK.IR.N.I	55 63 2	Emotions Mariah Carey - Columbia (Sony/Virgin)	UK.NL.DK	89 87 18	Bobby Brown Goes Down Frank Zappa - Reel Records (Weinberger)	D.A
22 10 26	Senza Una Donna (Without A Woman) Zucchero Fornaciari & Paul Young - London (Warner Chappell/PolyGram/EMI)	F.D.CH.S.DK	56 58 8	Misery Indra - Carrere (Carrere/Orlando)	F	90 48 22	Baby Baby Amy Grant - A&M (Age To Age/Edward Grant/Yellow Elephant)	D.CH.S.DK
23 34 4	Saltwater Julian Lennon - Virgin (EMI/Various)	UK.D.B.NL.IR	57 37 18	Auteuil, Neuilly, Passy (Rap B.C.B.G) Les Innocent - Productions Lederman (Lederman)	F	91 73 19	Saga Africa Yannick Noah - Carrere (Copyright Control)	F
24 30 6	James Brown Is Dead LA Style - Decadance (Orfa/Hi-Tension)	D.B.NL	58 60 15	Rappat (Senza Fiato) Claudio Bisio - Epic (Aspirine/Sony)	I	92 93 2	Try Bros - Columbia (Warner Chappell)	UK
25 26 11	Ich Bin Der Martin, Ne Dieter Krebs & Gundula - RCA (EMI Music)	D	59 68 18	Hijo De La Luna Mecano - RCA (Ba Ba Blaxi Music)	F	93 75 2	No Deeper Meaning Culture Beat - Dance Pool (Warner Chappell)	NL
26 16 22	Gypsy Woman (La Da Dee La Da Da) Crystal Waters - A&M (BMG Music/Basement Boys)	F.E.CH.P.I	60 99 3	Obsession Army Of Lovers - Ton Son Ton (Team Sonet)	S	94 NE	Live For Loving You Gloria Estefan - Epic (EMI)	UK
27 29 31	Losing My Religion R.E.M. - Warner Brothers (Warner Chappell)	F.A.DK	61 69 4	Bridge Over Troubled Water P.J.B. feat. Hannah And Her Sisters - Dance Pool (Charing Cross)	UK.IR	95 83 8	Charly Prodigy - XL (Virgin)	UK
28 28 7	Insanity Oceanic - Dead Dead Good (DDGR)	UK	62 64 10	J'Ai Des Doutes Sarah Mandiano - Polydor (Kondo Music)	F	96 NE	Spread Love Cu'N'Move - Medley (Casadida)	DK
29 32 3	Ich Hab' Mich So Auf Dich Gefreut Matthias Reim - Polydor (Not Listed)	D.A.CH	63 45 13	Burbujas De Amor Juan Luis Guerra & 4.40 - Karen (Karen)	B.P	97 100 17	Any Dream Will Do Jason Donovan - Really Useful (Really Useful)	A
30 61 6	Good Vibrations Marky Mark & The Funky Bunch feat. L.Holloway - Interscope (WC/EMI)	UK.D.B.NL.S.SF	64 57 14	Love And Understanding Cher - Geffen (EMI)	D.B.A	98 NE	I Want You (Forever) DJ Carl Fox - Perfecto (Perfecto/Copyright Control)	UK
31 39 3	Nutbush City Limits Tina Turner - Capitol (EMI)	UK.D.B.DK.IR	65 NE	Get Ready For This 2 Unlimited - PWL (MCA)	UK.B.IR	99 92 2	Future Love Paradise Seal - ZTT/WEA (Beethoven Street/Perfect)	F
32 15 5	Peace Sabrina Johnston - East West (MCA)	UK.IR	66 52 15	Tell Me Bonita Dana Dawson - Columbia (Sony)	F.GR	100 RE	Wild Hearted Son The Cult - Beggars Banquet (Warner Chappell)	S.SF
33 35 12	Do The Limbo Dance David Hasselhoff - White Records/Ariola ("Young" Musikverlag)	D.A.CH	67 72 3	Das Ganze Leben Ist Ein Quiz Hape Kerkeling - Ariola (Not Listed)	D			
34 81 2	Live Your Life Be Free Belinda Carlisle - Virgin (Various)	UK.S.DK.IR	68 42 11	All 4 Love Color Me Badd - Giant (Rondor)	D.B.NL			

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

The Eurochart Hot 100 Singles is compiled by BPI Communications BV in cooperation with Buma/Stemra and based on the following national singles sales charts: MRIB (UK); Bundesverband Der Phonographischen Wirtschaft/Media Control/Musikmarkt (West Germany); Europe 1/Canal Plus/TeleJours (France); RAI Stereo Dmg/Musica E Dischi/Mario De Luigi (Italy); Stichting Nederlandse Top 40 (Holland); SABAM/IFPI (Belgium); GfK/IFPI (Sweden); IFPI/Johan Schlueter (Denmark); VG (Norway); AFYVE/ALF (Spain); Seura/IFPI (Finland); IFPI (Ireland); UNEVA (Portugal); ARIA Top 30 (Australia); Media Control/Musikmarkt (Switzerland); IFPI (Greece).

DONE DEAL: Off The Record has learned that PolyGram has finally concluded its deal to acquire Sonet. Word is that offices in Denmark and Norway will be substantially scaled down. Sonet chairman Dag Haeggvist was unavailable at press time.

CAN'T STOP THIS THING: Following the blockbuster success of Bryan Adams's (*Everything I Do*) *I Do It For You*, A&M's head of marketing Jason Guy is planning one of the biggest advertising campaigns the label has ever mounted. Running from October until the end of December, the campaign begins with two weeks of TV ads on Yorkshire and Central TV. The ads will coincide with Adams's brief UK tour at the beginning of November, before heading to Europe. In the run-up to Christmas, A&M has also scheduled more TV advertising and has booked over 100 billboard sites across the UK.

TWO HEADS ARE BETTER THAN ONE: Minster Sound, which had just been awarded the licence for York in the UK, has announced an immediate merger with runner-up Voice of Yorkshire. The deal involved an exchange of Minster Sound shares for Voice of Yorkshire shares. The new company will retain the name Minster Sound Radio Plc. Meanwhile, the Cornwall ILR licence has been won by Cornwall FM, whose main backers include UK Radio Developments and County Sound/Surrey (now part of Allied Radio Plc).

MORE MERGERS: OTR hears two more Irish stations are getting ready to merge. Details soon.

DIGITAL ROYALTY TRACKING: IFPI is urging the world's record companies to adopt a new system for digital identification of songs. The trade body says the scheme—called International Standard Recording Code—will assist in the collection of broadcast royalties and prepare the industry for the time when music is distributed directly to the home electronically.

TWO GIANT STEPS FORWARD: Philips scored an important victory this week when Sony announced its endorsement of the digital compact cassette (DCC). In return, Philips will give Sony insight in technological knowledge of compact disc that Sony needs for the development of its portable mini-CD player. The move strengthens next year's launch of DCC, now that both the hardware and software industries are backing the format.

JAZZ ON BBC RADIO 1: A jazz single on EastWest Records is attracting daytime play on BBC Radio 1. The track, *The Other Side Of Town*, from Julian Joseph's debut album *The Language Of Truth*, is a cover version of a Curtis Mayfield original and features former Bassomatic singer Sharon Musgrave. Although not on Radio 1's playlist, the track has been aired by Steve Wright, Gary Davis and other DJs. It is also attracting attention in Holland.

GUITAR LEGENDS UPDATE: Bob Dylan, Keith Richards, Bruce Hornsby and Rickie Lee Jones are the latest artists confirmed to participate in the "Guitar Legends" concert scheduled for October 15-19.

SODERA NAMES PRESIDENT: Alain Weill, who was an assistant to CLT/RTL's vice president Rémi Sautter, has been named president of SODERA, the holding company operating the new network formed by the merger of Metropolis and Maximum. Maximum GM Hervé Rony has left the station to become an adviser to Sautter. He also will be in charge of FM development.

ON THE MOVE: Danjel Balsiger has been appointed marketing manager Geffen/MCA, based at BMG Ariola Switzerland. And Geoffrey Smith has been named as the permanent presenter of BBC Radio 3's weekly "Jazz Record Request."

Capital Radio

(continued from page 1)

cies, especially in terms of its proportion of advertising revenue," he comments. "Radio takes longer to understand than other media, and is sometimes given a rather superficial image by some people who take media decisions in advertising."

"There is actually a lot of unfulfilled potential in radio; and as Capital has a much higher share of the national market it has a role to play

as brand leader for the rest of the radio network."

No firm date has yet been set for Eyre to take up his post, and he says it will be a while. "BBH are being very accommodating, even though it does obviously create a problem for them in finding someone to replace me. The staff's reaction when I told them I was leaving was one of stunned silence. But when I said I was going to be the new MD at Capital they were very enthusiastic about it."

BMG

(continued from page 1)

market developed), including Dave Stewart, the Silencers and Level 42.

However, the lynchpin of the new set-up is the alternative artist manager Juliet Howles, who is in charge of acts such as Chapterhouse, This Picture, Curve, Pop Will Eat Itself, Gary Clail and the Wedding Present.

"The basic problem I am tackling," explains Harwood, "is that labels such as Beggars Banquet and 4AD are better equipped to sell more alternative records in Europe than the majors. This is because they can do special deals with local labels and distributors. We are now addressing this problem in order to compete with the indies."

Howles comes to BMG direct from One Little Indian, bringing with her 12 years of experience at

independents. Her plan of action is to use the media to motivate the shops. "It's the long way round," Howles says, "but we can't inspire the sales force immediately. First, we have to create demand."

Consequently, BMG affiliates in Europe are provided with a constant stream of information, including long-term confirmed schedules, upcoming tours, and advance notices of confirmed releases, and confirmed UK press, which they can use to promote to the shops. "The media is crucial because it gets people to go out and buy the latest sounds from the UK," adds Howles.

Howles is also taking over responsibility for production and stock in Europe, as well as establishing a network of specialists in Europe to develop particular products. BMG is also keen to educate wholesalers so that they can obtain the same product

M&M Debuts

(continued from page 1)

next week on the same page as MTM and alternate weekly with M&M's new European Dance Radio chart. 'Talent In Progress' brings you up to date with artists in their developmental stages—beyond their debut, but before they reach stature in terms of airplay and sales. Often an

artist can disappear into a no-man's land until emerging onto the charts. We'll now be tracking performers at each growing phase of their career."

The new features replace the European Airplay Top 50 chart, which combined total airplay—regardless of format—from several European countries. As programmers have moved to serving specific target

cheaper from BMG, within a particular territory, rather than by orders through UK exporters.

"The area between independents and majors is grey," says Howles. "We're trying to educate people in BMG that the alternative artists we're dealing with are potential U2s. It has too early to list concrete results," Harwood concedes, "but we feel it has helped us get on top of the scale of our operation because we are a tiny department compared with the size of the roster. We also think our territories understand better what we're doing. Press coverage for our alternative artists has also substantially increased. Consequently, we are now in a much better position to push the many one-off singles which need to be developed so we don't miss an opportunity to build up an album."

audiences, M&M has developed three, more defined airplay charts: the newly expanded European Hit Radio page; the European Dance Radio Top 25; and Jazz Radio's Most-Played Albums.

Additional format charts are scheduled to debut in the coming months.

SNEP

(continued from page 1)

lines within the next few months and see a change, then we will have worked well.

"The word 'quota' is frightening and regulation is not welcomed by broadcasters. Strict rules seem to be hard to implement because I wonder what criteria can be used. We have to take into account the reality of the radio market. That's why I think that a direct discussion between the industry and the radio stations, under the scrutiny of the ministry of culture and the CSA, can bring about results."

Delcros says his knowledge of the industry will help him tackle the quota issue. "I know everyone in this field and they know me. That's an advantage. There is no reason for this matter not to be solved. There is, for the moment, one problem. On the one side, there is the recording industry, represented by one single body. On the other side, there are various organisations which have

contradictory goals. None that we know of has achieved solidarity among its members."

The "Semaine du Disque" concept, based on an idea by MIDEM organisation CEO Xavier Roy and welcomed by the industry, plans to focus on music and records during a whole week, between the end of the MIDEM conference in January and the Victoires de la Musique French music awards. The project, which was put on hold, has been relaunched by Delcros. "It's a very complex operation that will give us the opportunity to put records into focus during one week. It will consist of a joint advertising campaign, contests and media promotion," says Delcros.

With regard to VAT, Delcros says that SNEP wants to reduce it from 18.6% to the national rate/book rate of 5.5%. As for Sunday trading, Delcros believes there will be "a lot of lobbying" necessary before a new law will allow record stores, such as the Virgin Megastore, to open on

Sundays.

Delcros believes the music channel can offer the music industry the exposure it needs. However, the future of the channel, he says, lies in cable transmission but, for the time being, "terrestrial frequencies are necessary to get enough exposure."

Delcros will also watch over the implementation of FIDIP, a group financed by the record industry which will have three main goals: to finance market research; to subsidise export of French production; and help retailers keep up-to-date. The Ffr16 million (app. US\$2.6 million) FIDIP fund will be available for two years, after which it will be re-evaluated.

Says Delcros of his new appointment, "I come to this position with a lot of pragmatism and humility. I am not a specialist in this field and, therefore, I have a lot to learn. However, I will approach all problems with fresh ideas and an open mind."

Tango Bids

(continued from page 1)

the same frequency, with Lime-light running the 06.00-12.00 slot, while Tango has the 12.00-20.00 period. The Oslo ratings show Limelight and Tango ranked first and second, respectively.

Tango president Michael Oredam says, "I think I will have the Oslo frequency within a month, which will give us 6.00-20.00. Actually, I'm interested in

getting 24 hours, but this is a very expensive way to do it."

Oredam says he expects to pay between Nkr8-12 million (app. US\$1.2-1.8 million) for the Oslo station.

However, sources close to the station say Limelight—which also has outlets in Bergen, Trondheim and Stavanger—has reportedly put all four frequencies on the block and that several other European radio groups are talking with the principals. The rumoured asking price: Nkr25 million.

Radio Limelight managing director Morten Anderson could not be contacted at press time.

Oredam is sceptical a foreign bidder will be able to circumvent Norwegian broadcasting tribunal rules requiring that a minimum of 60% of ownership be based within the concession area. "[A bidder] will have immense problems with the law as it stands. That's one reason we don't go into areas other than Oslo," he says.

EHR TOP 40

TW	LW	WOC	Artist/Title	Label	Total	A	B	Add
1	1	15	BRYAN ADAMS /(Everything I Do) I Do It For You (A&M)		67	55	12	0
2	2	4	SIMPLY RED /Something Got Me Started (East West)		56	43	13	4
3	3	7	DIRE STRAITS /Calling Elvis (Vertigo)		48	39	9	3
4	4	7	MARTIKA /Love...Thy Will Be Done (Columbia)		47	31	16	5
5	6	3	PRINCE /Cream (Paisley Park)		47	39	8	7
6	5	5	ROXETTE /The Big L (EMI)		42	31	11	2
7	11	2	MARIAH CAREY /Emotions (Columbia)		40	31	9	6
8	15	5	JULIAN LENNON /Saltwater (Virgin)		40	28	12	6
9	13	5	PM DAWN /Set Adrift On Memory Bliss (Gee Street)		34	27	7	5
10	7	12	EXTREME /More Than Words (A&M)		33	23	10	2
11	22	2	BELINDA CARLISLE /Live Your Life Be Free (Virgin)		34	26	8	10
12	8	4	GUNS N' ROSES /Don't Cry (Geffen)		32	20	12	2
13	20	3	BRYAN ADAMS /Can't Stop This Thing We Started (A&M)		31	25	6	3
14	12	14	CHER /Love & Understanding (Geffen)		29	22	7	0
15	14	3	CATHY DENNIS /Too Many Walls (Polydor)		30	20	10	3
16	10	6	PRINCE /Gett Off (Paisley Park)		26	20	6	0
17	19	8	LEVEL 42 /Guaranteed (RCA)		27	18	9	1
18	18	9	HEAVY D & THE BOYZ /Now That We Found Love (MCA)		27	20	7	0
19	25	2	ERASURE /Love To Hate You (Mute)		25	20	5	2
20	33	2	CHER /Save Up All Your Tears (Geffen)		26	19	7	7
21	RE	➔	PAULA ABDUL /The Promise Of A New Day (Virgin America)		24	10	14	3
22	16	12	OMD /Pandora's Box (Virgin)		22	16	6	0
23	9	8	COLOR ME BADD /All 4 Love (Giant)		26	19	7	1
24	23	3	SABRINA JOHNSTON /Peace (East West)		22	19	3	1
25	34	2	SCORPIONS /Wind Of Change (Mercury)		21	13	8	1
26	29	3	ZOE /Sunshine On A Rainy Day (M&G/Polydor)		21	16	5	1
27	NE	➔	TINA TURNER /Nutbush City Limits (The 90s Version) (Capitol)		19	15	4	5
28	21	2	PAUL YOUNG /Don't Dream It's Over (Columbia)		19	14	5	4
29	35	2	SALT-N-PEPA /Let's Talk About Sex (ffrr)		24	15	9	3
30	27	11	AMY GRANT /Every Heartbeat (A&M)		22	13	9	1
31	NE	➔	KATE YANAI /Bacardi Feeling (Summer Dreamin') (WEA)		18	15	3	1
32	17	4	CRYSTAL WATERS /Makin' Happy (A&M)		20	11	9	0
33	RE	➔	SCORPIONS /Send Me An Angel (Vertigo)		20	13	7	3
34	26	17	ROD STEWART /The Motown Song (Warner Brothers)		18	12	6	1
35	NE	➔	OLETA ADAMS /Don't Let The Sun Go Down On Me (Fontana)		20	13	7	4
36	NE	➔	MARC ALMOND /Jacky (Some Bizzare/WEA)		19	12	7	4
37	NE	➔	GLORIA ESTEFAN /Live For Loving You (Epic)		20	14	6	3
38	24	5	RIGHT SAID FRED /I'm Too Sexy (Tug/BMG)		18	13	5	0
39	30	2	HUEY LEWIS & THE NEWS /It Hit Me Like A Hammer (EMI USA)		18	9	9	1
40	28	3	MARKY MARK & THE FUNKY BUNCH /Good Vibrations (Interscope)		20	9	11	0

The EHR Top 40 chart is based on a weighted-scoring system. Songs score points by achieving airplay at M&M's EHR reporting stations. Unlike M&M's European Airplay Top 50, which includes reports from stations serving a general audience, these stations target 12-34 year-old listeners with contemporary music fulltime or during specific dayparts. Songs in "A" rotation airplay receive more points than those in "B" rotation or more limited airplay exposure. Stations are weighted by market size and by the number of hours per week committed to the format.

CHARTBOUNDED RECORDS

ROD STEWART /Broken Arrow (Warner Brothers) 18/1	INCOGNITO FEAT. JOCELYN BROWN /Always There (Talkin' Loud) 14/0
BOB SEGER & THE SILVER BULLET BAND /The Real Love (Capitol) 17/2	KYLIE MINOGUE /Word Is Out (PWL) 14/0
WHITNEY HOUSTON /I Belong To You (Arista) 16/3	COLOR ME BADD /I Adore Me Amor* (Giant) 13/3
KENNY THOMAS /Best Of You (Cooltempo) 16/3	CHESNEY HAWKES /Secrets Of The Heart (Chrysalis) 13/2
MIDGE URE /Cold Cold Heart (Arista) 16/3	ROZALLA /Everybody's Free (Pulse 8/Flarenasch) 13/2
ARMY OF LOVERS /Crucified (China) 16/1	R.E.M. /Near Wild Heaven (Warner Brothers) 13/1
DJ JAZZY JEFF & THE FRESH PRINCE /Summertime (Jive) 16/1	BAD ENGLISH /Straight To Your Heart (Epic) 13/0
SEAL /The Beginning (ZTT/WEA) 16/1	BEATS INTERNATIONAL /The Sun Doesn't Shine (Go Beat) 12/2
TOM PETTY & THE HEARTBREAKERS /Into The Great Wide Open (MCA) 15/2	OMD /Then You Turn Away (Virgin) 12/1
TOM PETTY & THE HEARTBREAKERS /Learning To Fly (MCA) 15/1	PATRICK BRUEL /Decale (RCA) 12/0
R.E.M. /The One I Love (Warner Brothers) 15/1	UTAH SAINTS /What Can You Do For Me (ffrr) 12/0
VOICE OF THE BEEHIVE /I Think I Love You* (London) 15/1	LENNY KRAVITZ /It Ain't Over 'Til It's Over (Virgin America) 11/1
MICHAEL BOLTON /Time Love & Tenderness (Columbia) 15/0	ROLLING STONES /Sex Drive (Columbia) 11/1
ELECTRONIC /Feel Every Beat (Factory/Virgin) 14/2	TEXAS /Why Believe In You (Vertigo) 11/1
BEVERLY CRAVEN /Woman To Woman (Epic) 14/0	WET WET WET /Make It Tonight (Precious/Phonogram) 11/1

The EHR "chartbound" chart lists the total number of EHR reporting stations playing newer songs that do not yet have enough airplay points to rank among the EHR Top 40. The second number represents how many stations reported it to M&M for the first time. Songs which have received no new airplay for two consecutive weeks will be deleted from this chart, but may reappear with new airplay. In the case of a tie, songs are listed by new adds. Asterisks indicate new entries in Chartbound.

AIRPLAY ACTION

by Machgiel Bakker

It is getting rather predictable, but **Bryan Adams** continues to break records. He has been leading the (Gallup) UK chart for 15 consecutive weeks (the longest ever in the history of the chart), as well as setting a record in EHR. With nine weeks at the top, it beats the former record by **Rod Stewart** whose *Rhythm Of My Heart* stayed in pole position for eight weeks (though not consecutive).

Mariah Carey moves into the top 10 with *Emotions* which is being reported in 12 markets. All Holland's EHR stations are playing it along with Sweden, the UK (which is still hesitant) and Italy. The last time Cary had a hit on EHR was with *Someday* which peaked at no. 6 during the third week of February. The second top 10 entry comes from **Julian Lennon** with *Saltwater*. No less than 80% of our EHR reporters in the UK play the single, 66% of which play the track in "A" rotation. It also fares well in the Benelux market.

Belinda Carlisle enjoys the biggest jump in EHR this week, with *Live Your Life Be Free* moving from no. 22 to no. 11 in only its second week. The single is being played heavily in Scandinavia and the UK.

While **Paula Abdul's** *The Promise Of A New Day* slipped back in the Chartbound section last week, due to renewed activity in Sweden, Norway and Denmark, it re-enters on the **EHR Top 40** at no. 21. The second best entry comes from **Tina Turner** and her remixed version of the 1973 hit single *Nutbush City Limits* (recorded with **Ike Turner**). Third best entry at no.31 comes from the German **WEA** production *Bacardi Feeling* by **Kate Yanai**. Apart from its solid German base (11 EHR reporters), it also gets airplay on Austrian, Swiss, Swedish and Norwegian stations.

One of the strongest 'recurrent' records in EHR is **Cher's** *The Shoop Shoop Song*. While it stopped collecting new adds seven weeks ago (and therefore didn't show up in Chartbound any longer), it is still played on 13 stations. More significantly though, is the song's share of "A" rotations, reaching 92%, the highest number this week, along with **Electronic** and **Rozalla**.

EHR NEW ADD LEADERS

BELINDA CARLISLE /Live Your Life Be Free (Virgin) 10
LISA STANSFIELD /Change (Arista) 8
CHER /Save Up All Your Tears (Geffen) 7
PRINCE /Cream (Paisley Park) 7
MARIAH CAREY /Emotions (Columbia) 6
JULIAN LENNON /Saltwater (Virgin) 6

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

EHR "A" ROTATION LEADERS

BRYAN ADAMS /(Everything I Do) I Do It For You (A&M) 55
SIMPLY RED /Something Got Me Started (East West) 43
DIRE STRAITS /Calling Elvis (Vertigo) 39
PRINCE /Cream (Paisley Park) 39
MARIAH CAREY /Emotions (Columbia) 31
MARTIKA /Love...Thy Will Be Done (Columbia) 31
ROXETTE /The Big L (EMI) 31

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.

"A" ROTATION PERFORMANCE

Artist/Title/Label	"A" %
CHER /The Shoop Shoop Song (It's In His Kiss) (Epic) 92	
ELECTRONIC /Feel Every Beat (Factory/Virgin) 92	
ROZALLA /Everybody's Free (Pulse 8/Flarenasch) 92	
R.E.M. /The One I Love (Warner Brothers) 86	
SABRINA JOHNSTON /Peace (East West) 86	
COLOR ME BADD /I Wanna Sex You Up (Giant) 83	
KATE YANAI /Bacardi Feeling (Summer Dreamin') (WEA) 83	
BOB SEGER & THE SILVER BULLET BAND /The Real Love (Capitol) 82	
BROTHERS IN RHYTHM /Such A Good Feeling (4th & B'way) 81	
R.E.M. /Shiny Happy People (Warner Brothers) 81	

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

EHR TOP NEWCOMERS

Artist/Title/Label	Total Stations
MARC ALMOND /Jacky (Some Bizzare/WEA) 19	
TINA TURNER /Nutbush City Limits (The 90s Version) (Capitol) 19	
KATE YANAI /Bacardi Feeling (Summer Dreamin') (WEA) 18	

EHR Top Newcomers are those artists that have never had a Top 20 hit before. Artists are listed by total number of stations. In the case of a tie, songs are listed alphabetically by artist.



JOE COCKER

night calls



JOE
night calls
COCKER

Composer and writer credits include

LENNON & McCARTNEY · GARY WRIGHT

ELTON JOHN AND BERNIE TAUPIN

PRINCE · JEFF LYNNE · STEVE WINWOOD

ROGERS, KOSSOFF, KIRKE, FRASER

CD · MC · LP RELEASED OCTOBER 7

