

MUSIC & MEDIA

M&M Spotlights
Soul II Soul's
"Volume III Just Right."
Also, Syndication Update.
See Pages 10 & 14.

Europe's Music Radio Newsweekly . Volume 9 . Issue 20 . May 16, 1992 . £ 3, US\$ 5, ECU 4



UNSTOPPABLE SEX MACHINE INVEILED — Brussels was the site for the launch of "1992 - The Love Album," the new album by Chrysalis recording artist Carter The Unstoppable Sex Machine. Two hundred media, retail, Chrysalis and EMI delegates gathered from around the world to attend the May 5 festivities. The event included a press conference at the International Press Centre and a party at the Mini Europe complex.

Down Quarter For Top French Stations

France's five largest stations all lost cume audience share in the Ile de France region during the first quarter when compared with previous

Top Ten Stations Ile de France (% Audience Cume)

Company	(Format)	1991		1992	
		Jan/ Mar	Jan/ Mar	Jan/ Mar	Jan/ Mar
RTL	(FS)	25.1	23.1		
Europe 1	(FS)	17.7	15.7		
Fr. Inter	(N/T)	13.6	12.4		
Fr. Info	(N/T)	13.3	10.8		
NRJ	(EHR)	9.6	7.5		
Skyrock	(EHR)	6.9	6.5		
Fun Radio	(EHR)	3.5	5.8		
Europe 2	(AC)	6.6	5.4		
Cherie FM	(Gold)	3.7	4.9		
Rire et Chan.	(Gold)	1.6	4.9		

Source: Mediametrie

year's results, according to the latest Mediametrie ratings survey.

Perennial ratings leaders, full-service generalist networks RTL and Europe 1, both slipped two points to a 25.1% and 15.7% audience cume share, respectively.

The biggest mover was network operator NRJ's gold/comedy-formatted web Rire et Chansons, which more than doubled its audience cume share to 4.9% from 1.6%. However, the company's flagship EHR net, NRJ, dropped 2.1 points to a 7.5% audience cume share.

EHR network Fun Radio continues its roll. Cume audience share jumped 2.3 points to 5.8%

The first quarter results were also the first showing for the CLTSER EHR network M40, which debuted with a 1.0 audience cume share.

SW

WARNER MD CITES LACK OF SUPPORT

Gebhardt Attacks German Radio

by Miranda Watson

Some of Germany's public and private broadcasters have reacted angrily to a speech made by Warner Music MD Gerd Gebhardt in which he condemns radio for not supporting the country's artists.

Gebhardt delivered his speech at the record industry trade group BPW's annual press conference held last month, but many radio executives are only learning about his onslaught now. They are not happy that Gebhardt used his first speech as a member of the six-person BPW board to launch an attack on German radio and TV stations for neglecting

their responsibilities, accusing them of "discrimination and ignorance."

Gebhardt's speech included an appeal to radio and TV stations. "As chairman of the Phonakademie I can only call upon radio and TV to address their

(continues on page 30)



Gerd Gebhardt

MTV Europe Returns To Norway

by Jeff Green

MTV Europe and Norway's cable operators have reached an interim agreement whereby the music channel will begin to receive payments from individual cable companies sometime in 1993. MTV had been off the air

(continues on page 30)

UK INR NEWSBREAKERS

IMR Appoints Aumonier MD

John Aumonier has been named MD for the UK's second national commercial radio franchise, Independent Music Radio (IMR), a 50/50 venture between TV-AM and Virgin Broadcasting.

Aumonier, who starts his new job May 11, was group

(continues on page 30)

Reeves To Head Classic FM Sales

Former Invicta Radio/Kent MD Nigel Reeve has been appointed sales director for UK national commercial radio franchise Classic FM. Reeves, who has been a consultant for the net since leaving Invicta will set up an in-house sales department, according to a station spokesperson.

Strike Update: Business As Usual In Germany

The record and radio industries have managed to come through smiling so far, despite widespread transport and postal disruptions caused by the two-week strike in Germany. If the strike continues into this week, however, major record companies say that it could begin to affect them. (At press time German government and union officials were set to resume talks the evening of May 6; no deal had yet been struck.)

Although most radio stations report business as usual, many have already adapted their programmes during the strike, beefing up their news/information/traffic commitments to help commuters and general listeners.

Radio Arabella/Munich marketing director Martin

(continues on page 30)

No. 1 in EUROPE

European Hit Radio
ANNIE LENNOX
Why
(RCA)

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

European Top 100 Albums
BRUCE SPRINGSTEEN
Human Touch
(Columbia)

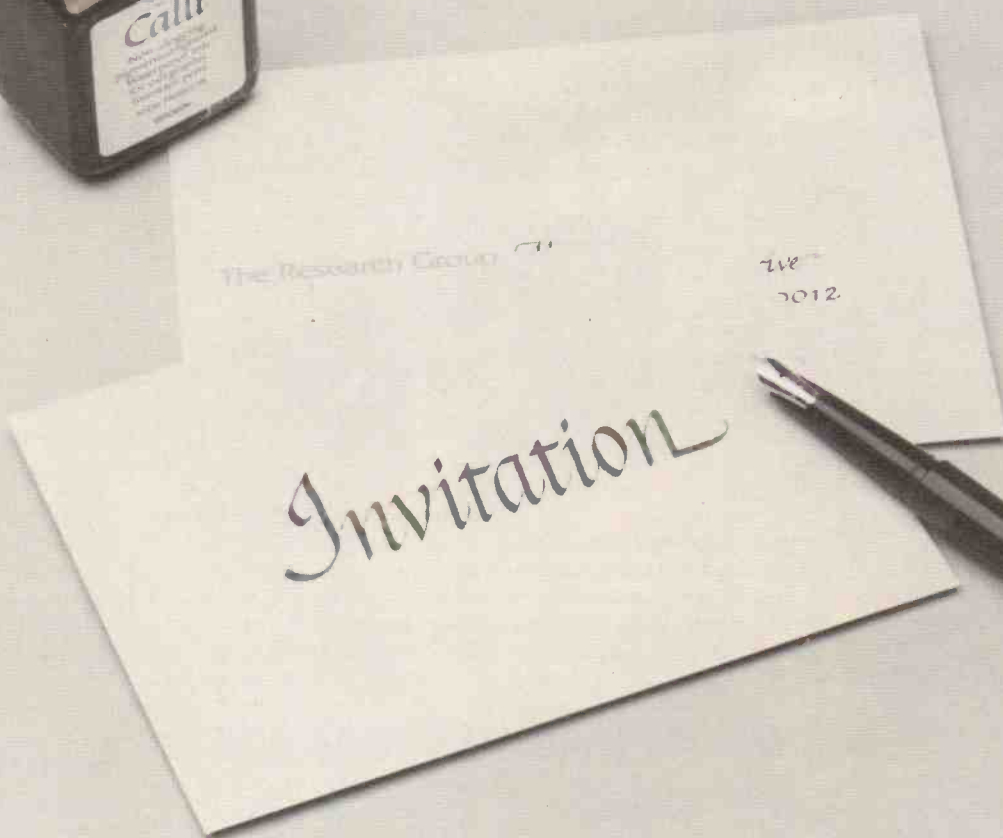
LONDONBEAT

you bring on the sun

European release date 11 May ANXIOUS



The Research Group



The Research Group works closely with many of the world's top broadcasters to carefully study and learn about their particular situations and concerns, then develops a winning strategic plan which, in partnership with good people at the stations, has brought success to our clients again and again for over 15 years.

We invite you to learn how we might be of help to your station or group. Simply call or FAX Larry Campbell, president of our firm, at:

Telephone - (206) 624-3888

FAX - (206) 624-5086

We would be happy to arrange a meeting in Montreux (at the convention) or elsewhere when it is more convenient. R.S.V.P.

The Research Group

MUSIC & MEDIA
PO Box 9027, 1006 AA Amsterdam
Rijnsburgstraat 11, 1059 AT Amsterdam
Tel: 31-20-669-1961 - Telex 12938
Fax: 31-20-669-1941; E-mail: DGS1113

Publisher: **Theo Roos**

EDITORIAL

Associate Publisher/Editor-In-Chief: **Jeff Green**
Senior Editor: **Machgiel Bakker**
Managing Editor: **Steve Wansiewicz**
Features Editor: **Mary Weller**
Music Editor: **Robbert Tilli**
Staff Reporter: **Miranda Watson**
Associate Editor: **Julia Sullivan**
Station Reports Manager: **Pieter Kops**
Chart Processor: **Raul Cairo**
Editorial Coordinator: **Marlene Edmunds**
Classical/Jazz Editor: **Terry Berne**
Editorial Assistant: **Claire Heffernan**

PRODUCTION

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

ADVERTISING

Associate Publisher/Sales Director: **Ron Betist**
Deputy Sales Director: **Kirk Bloomgarden**
Advertising Executives: **Irit Harpaz**,
Raymond Schoutrop, **Christianne de Bruijn**
Sales Coordinator: **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: **Kitty van der Meij** (asst.),
Annette Duursma
Subscriptions: **Lex Sternfeld**, **Gerry Keijzer**

ADMINISTRATION

Financial Controller: **Edwin Loupias**
Computer Services: **Mark Sperwer**
Programmer: **Ronald Jansen**
Accounts: **Peter Lavalette**, **Geertje 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**,
23 Ridgmount Street, London WC1E 7AH
tel: 44-71-323-6686; fax: 323-2314
Austria: **Norman Weichselbaum**,
tel/fax: 43-1-523-4242
Belgium: **Marc Maes**, tel: 32-3-568-8082
France:
Emmanuel Legrand, tel: 33-1-42-543-461
David Roe, tel: 33-1-40-419-772;
fax: 33-1-40-210-403
Germany:
Bob Lyng, Fichtstr. 16, 6000 Frankfurt/M1
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
Wolfgang Spahr, tel: 49-4551 81428;
fax: 49-4551 84446
Ellie Weinert,
tel: 49-89-157-3250; fax: 49-89-157-5036
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:
Kari Helopaltio, tel: 358-0-276-1836
Kai Roger Ottesen, tel: 47-9-256-460
Gerard O'Dwyer, tel: 358-21
33 2763; fax: 358-2133 2764
Spain:
Anna Marie de la Fuente, Calle
Alcantara 35, 5-D, 28006 Madrid
tel/fax: 34-1-309-3184
Howell Llewellyn, Calle Modesto La
Fuente 6, 5A, 28010 Madrid
tel/fax: 34-15-932-429

M&M is a publication of

BPI Communications BV,
a subsidiary of **BPI Communications**
President/European Operations: **Theo Roos**
President/CEO: **Gerald S. Hobbs**
Vice Chairman/COO: **Arthur F. Kingsbury**
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 FF 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.

BMG Publishing Taps Wohlgemuth As GM/Director

BMG Music Publishing International in London has named **John Wohlgemuth** as the company's new GM and director.



John Wohlgemuth

The appointment, effective immediately, will put Wohlgemuth in charge of sub-publishing deals originating in the UK and Europe, coordination of international A&R meetings and London-based international admin-

istration. He reports to New York-based **BMG Music Publishing Worldwide** president **Nick Firth**.

For the past seven years Wohlgemuth has worked as an attorney specializing in entertainment law for the UK law firm **Theodore Goddard**. He has represented, among others, the **British Phonographic Institute (BPI)**, recording artists and multi-national companies.

Commenting on the announcement, Firth says, "The combination of his deal-making skills and international background will make John an important addition to our worldwide publishing staff." SW

MONTREUX MONITOR Getting Those Advertisers

In the not-too-distant future, telephone companies, direct broadcast satellites and wireless communication services will begin to directly compete with radio broadcasters for advertising dollars.

The challenge for radio broadcasters in Europe and the US will be creating business plans that help managers adapt, innovate and overcome this competition. Here are some ideas worth considering:

Data Broadcasting: This technology allows radio broadcasters to lease out a part of their signal (sub-carrier) at no additional expense. In turn, information providers such as paging services may pay some stations as much as US\$200,000 per year to use a part of their signal. That's easy money.

Electronic delivery of publications: One US newsletter publisher delivers his publication electronically via broadcast at US\$1,000 per subscription. The successful venture raises the potential for similar opportunities for more mainstream newspapers and popular magazines.

Programming for non-radio competition: If there's one thing radio's competitors envy, it's the quality programming of radio stations. Learn to hog your competition. Develop partnerships

with phone, cable, newspapers and computer service firms, because these industries can also deliver audio programming and will soon be able to reach the same size audience. Radio broadcasters should be prepared to embrace a multi-media local newspaper to produce a product that can be accessed through a computer, for example.

Using radio as an interactive medium to raise revenues: In the US, listeners can dial pay-to-use telephone numbers that give stations money from each phone call. Listeners are also allowed to participate in contests and request certain songs for a small fee, usually less than US\$2.

Voice mail: This can bolster your financial bottom line, too. These phone services provide updated sports and specialized services such as jokes, weather and movie review lines. Stations sell advertising on these recorded services. In one American community, in fact, enough people use one radio station's service to qualify as the 12th largest station in that market.

Learning to profit from these new technologies and programming trends will be the focus of several sessions at **NAB Radio Montreux**, June 10-13. For details, tel: (+41) 21.963 3220; fax: (+41) 21.963 8851.



HEART-WARMING AWARD — Tom Petty & The Heartbreakers picked up gold discs in Ireland for their current MCA album "Into The Great Wide Open." At the same time, Petty and Heartbreakers Mike Campbell, Benmont Tench and Howie Epstein collected platinum awards for Petty's solo album "Full Moon Fever." Pictured (front row, l-r) are: Heartbreakers' manager Tony Dimitriades, Tench and Petty. Pictured (back row, l-r) are: PR consultant Sharon Chevin, MCA Ireland executive Dave Pennefather, Campbell, MCA International senior vice president Stuart Watson, Epstein and Stan Lynch.

Thru The Grapevine: Mary Black Readies For Wider Market

by David Langsam

Mary Black's sell-out concert at the prestigious 5,500-seat Royal Albert Hall in London last January has been the green light for a significant career change. Platinum at home in Ireland, increasingly popular in the US, Japan and Australia, and described as "the best voice heard in years," her next move is to conquer the UK and Europe.

With the support of husband/manager **Joe O'Reilly** and **Paddy Prendergast** at her record company **Grapevine**—which she joined last September—Black has achieved significant acclaim by word of mouth and without the help of major labels.

Most of her blend of folk, blues and country is penned by Dublin based songwriters **Noel Brazill**, **Jimmy MacCarthy** and **Thom Moore**.

In Ireland Black has won a string of awards and vies with **U2** in size of record sales. *No Frontiers* (1989) stayed in the top 30 for 56 weeks. Her latest album, *Babes In The Wood*, is platinum. She has toured the US three times, with *No Frontiers* making the NAC Top 20. She has toured Japan twice to small, but sell-out, audiences; she is also planning a return to Australia, where as yet she isn't licensed.

Virtually unknown in the UK in January, she was booked into the Royal Albert Hall with little paid advertising. Promoter **Harvey Goldsmith** was sufficiently pleased with the result to plan a 20-date tour in October, including a further three at the Albert Hall. She has a 12-date tour of the UK lined up for summer.

O'Reilly says Grapevine,

which has spent around £100,000 marketing and promoting Black, has made all the difference. The idea of staying with an independent label, but organizing distribution through a major, had been ruled out several times. O'Reilly says he was told Black would have to sign everything to a major or there would be no deal, but that was before the Albert Hall. "I have never had a reasonable offer from a major record company," says O'Reilly. "Grapevine took Mary on in England last September and in the space of four months they have done very good work with her. Packing the Albert Hall is no mean achievement."



Mary Black

He says radio airplay was the key in Ireland. In the UK, Black is getting airplay, but not chart singles. "If you have a top 10 single, you're going to sell a lot of records, but it's very difficult to achieve that in England or in America," says O'Reilly. "I wouldn't be unduly concerned that she hasn't been available in the UK. With all the albums and successes we've had here [in Ireland] we hardly ever went to England."

Grapevine is the first serious attempt to take England by strategy. A tour last October drew a 50% Irish audience, providing a firm base on which to build. Black draws a wide-ranging crowd, from post-punks to middle-suburbia.

"If we can get something going in the UK, it would make it easier in other countries," says O'Reilly. "The passion in the people selling the product is very important and I don't know if you get that with a major."

With the Albert Hall show videotaped for retail sales and an **MTV Europe** promotion, as well

(continues on page 28)

MTV Europe will be featuring the bands in **M&M's** Loud 'N' Proud CD box set in a different order than stated in issue 19.
Check out MTV's "Headbanger's Ball" on the following nights for these hot acts:
May 10 - **Gun** May 17 - **Ugly Kid Joe** May 24 - **Steelheart**
May 31 - **Slaughter**

TWO-THIRDS OF LISTENERS MIGHT TUNE OUT

Avoid Up-Market Shows At Radio 1, Says Report

by Mike McGeever

BBC Radio 1 would lose two-thirds of its audience if moves in the corporation to force the station 'upmarket' are realized, according to a confidential document circulating among top BBC executives.

The report, entitled "Charter For The 1990s," argues that while the network needs to "move to higher ground" by adding documentaries, more

pop music concerts and a permanent information help-line for young people, the station must retain its appeal for a wide young audience. The report suggests that Radio 1 should adjust rather than overhaul its output.

Insiders say there are "top level" plans to axe any programming that is already or could be provided by UK commercial radio. This includes playlists with top 40 hits.

The report states that mil-

ions of listeners would abandon Radio 1 if it switched from its present output to include more "worthy" programming, such as education, drama and alternative comedy. "BBC Radio would be left with four networks that super-serve older listeners of higher social economic groups living in the south of England," lending little credence to the BBC's commitment to serve the whole of the nation's population.

The document further claims that Radio 1 is "as important as BBC Radio 3 to the cultural richness and diversity of the UK," and that it would be undermined by privatization and commercialization.

The report underscores the rifts at Broadcasting House over the future of the BBC's five national networks. The state of the services will be discussed later this month by the boards of directors and governors, leading up to the debate regarding the renewal of the BBC's Royal Charter in 1996.

Meanwhile, the report says that despite commercial radio's expansion, Radio 1 is still the most-listened-to station in the UK, with a third of the adult population tuning in each week. Radio 1 is the only public service with a significant young audience, reaching 60% of the 16-24 age group, which represents 90% of all BBC Radio listening in that age group. Output is skewed towards lower social/economic groups outside of London.

Seventh Increase For IR Listening

More people than ever before are listening to independent radio (IR), according to the first-quarter JICRAR ratings survey. IR increased its listening share two-and-a-half points to 38.1%, while its reach rose one point to 54%. It's the seventh consecutive quarter that IR has increased its share.

The JICRAR data shows IR now has a weekly total audience of 23.3 million adults 15+; that's up nearly one-half million over the previous quarter.

The trend will "continue slowly, but steadily," predicts James Galpin, marketing executive for the Association of Independent Radio Companies (AIRC). AIRC director Brian West says the results confirm IR's "steady growth in appeal. It is enormously encouraging at a time when competition from other

media has never been more fierce, and bodes well for the introduction of additional commercial radio services, both local and national, later this year."

The next JICRAR figures are scheduled to be published on July 20. *MMc*

UK Radio Listening Shares (% Audience Share)

Network	1991		1992 +/-
	Jan-Mar	Jan-Mar	
IR	35.6	38.1	+2.5
BBC Radio 1	23.0	21.3	-1.7
BBC Radio 2	13.4	14.7	+1.3
BBC Radio 3	1.8	2.0	+0.2
BBC Radio 4	12.5	9.1	-3.4
BBC Radio 5	1.0	1.5	+0.5
BBC Local	6.8	7.5	+0.7
Others	5.4	5.8	+0.4

Source: JICRAR

NEWS IN BRIEF

Cokell Joins MCA As Marketing GM

Former RCA head of marketing Joe Cokell has been appointed as MCA's new GM/marketing, replacing Bob Fischer.

Cokell left RCA over one month ago after nine years at the company. Taking over from Cokell at RCA is Hugh Goldsmith who has been appointed as marketing director. Cokell comments, "MCA is the sort of company I wanted to work for. It's forward-moving and I hope to be able to move it even further forward." *MW*

Big Country Acts Compulsively

Scottish rock band Big Country has signed to newly formed Chrysalis label Compulsion Records. The label is run by former Phonogram A&R executive Chris Briggs, who put the group's deal together.

Says Briggs, "I went to see Big Country on the last tour and think they are [even] better now. I feel the time is right for the band to return."

The band is Compulsion's second signing, following rock act Two Tribes. *SL*

Pandemonium Breaks Out At Kickin' Records

Hardcore rave record company Kickin' Records has launched Pandemonium, the UK's first label dedicated to industrial music. This emerging genre features loud electronic instrumentation and often includes audio sources which could be characterized as neither conventional nor harmonic, such as chains, motors and hammers banging on metal.

The first release will be *Times Of Addiction* by Meat Machine, who The Buzzcocks management are showing an interest in signing. Other releases are also planned from Atarri Punk and Sound Offensive.

Says Kickin' MD Peter Harris, "We are the first label to

record industrial music in the UK, so it's very exciting. I think the market for this type of music is the strongest it's been for a long time."

Defending a dance label's decision to branch out into industrial music, Harris says, "I'm an old punk rocker, so no one can say I don't understand this music. And techno is not far removed from this."

Harris will try to keep the two labels separate. "We didn't want people to know Pandemonium was from Kickin' because all the rock scene snobs would not accept it. So we decided to keep it totally secret and separate." *SL*

BBC Radio Scoops Sony Awards

BBC Radio carried off the majority of honours bestowed at the 1992 Sony Radio Awards, held at London's Grosvenor House on April 27.

Independent stations managed five gold awards from 29 categories including Wear FM/Sunderland as Station of the Year and Aire FM's/Leeds Mark Paige for best music-based breakfast show. Invicta FM/Kent won the only special commendation award, for its comedy programme "God Save The Queen."

BBC Radio 4 gathered the most awards with 21, including seven golds. Radio 1 morning man Simon Mayo was voted Best National DJ for the second year in a row by the readers of consumer magazine *Smash Hits*, while private station Capi-

tal FM/London's Pat Sharp received the *Smash Hits* gold award for Local DJ of the Year.

Other highlights included recognition for Sir Richard Attenborough, Capital Radio founder and chairman for 19 years, who won the Radio Academy Award for "exceptional creativity" in the field of broadcasting. The Gold Award went to Jimmy Saville for his 30 years' contribution to radio.

The BBC World Service was announced the winner of the Special Sony award. Referring to recommendations that the service be cut back, MD John Tusa told the audience, "We are just not a world service, we are the BBC World Service," underscoring concern over the future of the whole of BBC Radio. *MMc*

1992 Sony Radio Gold Award Winners

Best Outside Broadcast Magazine	BBC Radio 3
Breakfast show (music)	BBC Wales
Breakfast show (speech)	Mark Page, Aire FM
New Broadcaster	BBC Radio 4
Local Personality	Richard Coles BBC Radio 5
Smash Hits Local DJ	Peter Adamson, BBC Radio Humberside
Music	Pat Sharp, Capital FM
Specialist Music	BBC Radio 3
Smash Hits national DJ	BBC Radio 1
Personality of the year	Simon Mayo, BBC Radio 1
	Danny Baker, BBC Radio 5



NO BALONEY, IT'S A SONY — Pictured (top, l-r): Niel Fox and Capital FM DJ Pat Sharp; (bottom, l-r): Radio 1 DJ Simon Mayo with TV-radio presenter Jonathan King.

Jeanneney Opposes Radio France's Ad Sales Plan

In one of his first comments since taking office, new communications sub-minister **Jean-Noël Jeanneney** has come out against allowing pubcaster **Radio France** to sell advertising.

This policy, decided upon by the former minister **Georges Kiejman** as a way to increase the revenues of the public stations, has been severely criticized by the commercial radio stations. Broadcasting authority **CSA** was also opposed to this move.

Jeanneney, a former president of Radio France, says he supports the idea of public service, but that it is the obligation of such broadcasters to sound distinctive. He adds, "With advertising, I don't see how this difference could be noticed."

Jeanneney's comment was welcomed by a relieved radio community, but it remains to be seen how the government plans to finance the extra Ffr20-30 million (US\$3-5 million) needed by Radio France.

Jeanneney says his philosophy on radio is that diversity is necessary, and that everything should be done to preserve that. He also says he favours the renewal of the current tax on radio advertising, which is used to finance non-commercial local stations.

Jeanneney is also open to a re-evaluation of the current anti-monopoly system prohibiting national networks from having a second network which reaches more than 15 million potential listeners. He suggests that FM networks should be granted the status of national networks. *EL*

RFM, M40 Against 'Club Of 3' Initiative For L'Onde Latine

The decision by FM nets **Europe 2**, **Fun** and **Nostalgie**, known as the "Group of 3," to back **L'Onde Latine** and thereby counter **NRJ's** expansion plans (*M&M*, March 21) following the disappearance of programme supplier **SER** (not affiliated with the Spanish network group of the same name) has received mixed reactions from the radio community.

RFM and **M40**, fellow members along with the "Group of 3" in the national networks lobbying group **SRN**, have spoken out against the method used to counter **NRJ**. They contend that it is not by playing the same game as **NRJ** that others will be able to compete with it. **M40** president **Alain Weill** calls the move "stupid," saying, "Firstly, you can't base a strategy on preventing a competitor from existing, especially if you are using exactly the same method as he is. Secondly, it stands in the way of those who really want to criticize **Jean-Paul Baudecroux's** method. And thirdly, it gives time to the **CSA**, which doesn't need to react as quickly as it would have had to if **Baudecroux** was the only player."

In addition, says **Weill**, the whole thing is giving a new lease of life to **L'Onde Latine** by

offering it a satellite window and national visibility. Asks **Weill**, "In a few months, what will we have? Two new national networks, **L'Onde Latine** and **Rires et Chansons**, which will be competing with us for a piece of the advertising cake. So the whole thing will create the opposite effect from the one that was initially wanted. Well done!"

Adds **RFM** president **Andrew Manderstam**, "The goal of the whole operation was to prove that it was possible to create a real independent structure which would supply programmes to local stations. In the end, what has been proven? Nothing. We have our reservations, to say the least, about the fact that national networks are involved in this venture. And the presence of **L'Onde Latine** creates confusion. I understand that [**Europe 2 GM**] **Martin Brisac**, [**Fun GM**] **Benoit Sillard** and [**Nostalgie GM**] **Fabrice Larue** were running against time, but I regret that it was done this way. As a member of **SRN**, I would have preferred us to have been above all criticism."

Manderstam says he would prefer a solution with either a real independent supplier, or **AFP Audio**, a subsidiary of French press agency **AFP**. He

Unit Sales Drop 5% In First Quarter, Says SNEP

by Emmanuel Legrand

The French music market continues to be hit by recession, with an 8.1% growth in turnover during the first quarter of 1992 compared with the same period in 1991, but a significant 4.8% decline in unit sales, according to figures supplied by industry trade group **SNEP**.

Observers say such turnover growth wouldn't normally be considered bad; but, bearing in mind that last year's first quarter was the worst in five years due to the Gulf War, the overall impression in the industry is that the year has started very slowly.

EMI president **Gilbert Ohayon** says the situation is "not brilliant" and sees different reasons for these mixed results. "On one hand," he says, "you have the decrease of short formats such as vinyl singles, the end of vinyl album sales and cassette sales going downhill, especially in classical music. On the other hand, music, like other markets, is affected by a generally poor economic climate."

Ohayon says that another contributing factor could be a dearth of major new releases, which could have brought customers into the stores.

Bruno Gerentes, head of musical products at **FNAC**, France's leading record store chain comments, "It's a muddy market," he says. "Even if there is a small increase, we feel that the market is stuck and that there is nothing there to wake it up. There are very few products to attract consumers and little sign of change. It is not that we have fewer clients or that they buy less, it's just that we don't have the same growth rate as the previous years."

According to **SNEP** figures, sales during the first quarter reached Ffr1.3 billion (app. US\$200.3 million) compared to last year's Ffr1.2 billion. This increase is due to the growth of CD sales, as all the other formats show a decline in revenues. Nationally, CDs now account for 73% of the total turnover (up from 65% in 1991), while the share of cassettes is slightly declining to 22.5% from 24.7%.

The catalogue split shows that during the first three months of the year, classical music accounted for 11.1% of total turnover, while national product took a 41.8% share and international products 47.0%, up from 45.8%. For March, the share of national versus international product was

40.3% against 48.7%—a dramatic change from March '91 (45.9%/42.4%).

Says **Jean-Yves Mirski**, in charge of market studies at **SNEP**, "This change in trend justifies the need for **SNEP's** action in favour of Francophone music."

He says one of the most worrying elements remains the constant decline of singles-based formats, which have dropped 40% over last year's first quarter. With all formats combined (vinyl single, CD single, two-track cassette), single sales reached 3.5 million units compared to last year's 5.9 million. The two-track cassette, launched last June, is slowly taking off, with average monthly sales of 300,000. Sales of CD singles almost doubled from 426,000 to 791,000. But the combination of CD singles and two-track cassettes far from offset the 65% decline in vinyl single sales (from 5.2 million to 1.8 million).

Says **Mirski**, "It is a real problem. The industry needs a format like the single to expose artists and to act as an incentive for album sales. I don't think the industry should write off the single too quickly."

The forecast for the second quarter is not good, as the recession is expected to continue and no major releases are anticipated. **Ohayon** says he believes the end of the year could see a reverse in this trend, but he foresees a difficult spring.

First Quarter Music Sales '91 - '92

	Sales (Ffr mil)			Units (mil.)		
	Jan-March 1991	Jan-March 1992	% Chg.	Jan-March 1991	Jan-March 1992	% Chg.
Singles	71.3	26.5	-62.9	5.2	1.8	-64.9
LPs	18.4	2.1	-88.2	0.6	0.1	-47.3
Cassettes	301.3	297.2	-1.4	8.6	8.7	1.2
CDs	799.5	964.8	20.7	14.7	17.2	17.1
Music Video	27.4	26.1	-4.5	0.37	0.31	-12.0
Total	1,218.11	1,316.9	8.1	29.5	28.1	-4.6

Source: **SNEP**. Note: figures for cassettes and CDs include two-track cassettes and CD singles.

PolyGram Sets Up Film Distribution Net

PolyGram has taken the first step in its plan to create film distribution structures in most major countries by establishing a 35% stake in **Pan Européenne (PE)**, one of the country's leading independent distribution companies created in 1989 by **Philippe Godeau**. In addition, **PE**, **PolyGram Audiovisuel** and **Manifesto**, **PolyGram's** affiliate in charge of international audiovisual distribution, have signed a deal that will give **PE** exclusive distribution rights for all

media (theatrical, video, TV) of all the programmes' rights owned by **Manifesto**.

The move illustrates **PolyGram's** new strategy, set up by CEO **Alain Lévy**, to diversify the record company into the audiovisual field. No financial details were given about the deal.

Jose Covo, president of **PolyGram Audiovisuel**, the new division of **PolyGram France** created at the end of 1991 to expand in the audiovisual field, says the deal is

just a first step. "It is not excluded that **PolyGram** expands its involvement in **PE** in the near future." **Covo** says **PE's** goal is to become by 1994 one of the two or three major film distributors in France. He adds that this deal would allow **PolyGram** to better control the releases and "maximize the revenues on all types of media."

France is the first of **PolyGram's** European companies to have its own film distribution arm. *EL*



DEAL FOR EURO BLUESMAN — Hans Theessink signed with Blue Groove Records for his new CD *Call Me*. Distribution in Austria will be handled by BMG Ariola. Releases in Germany, Switzerland, France and Benelux have been scheduled. Pictured (l-r) are: Ariola A&R manager Erich Krapfenbacher, Hans Theessink, Blue Groove MD Milica and Ariola MD Stephan Friedberg

1991 TURNOVER INCREASES 17%

Artist Marketing Unit Spurs Sony To Record Sales Year

by Robert Lyng

Frankfurt-based **Sony Entertainment Germany** racked up an annual turnover of DM328 million (app. US\$205 million) in 1991, an increase of 17% over 1990's DM280 million. Worldwide turnover at Sony's record division was US\$4 billion.

Sony Germany's artist marketing division, primarily responsible for national and international new releases, was a major factor, comprising 41% of the company's 1991 turnover compared with 27% the previous year. The special marketing division, which includes catalogue exploitation, **Sony Classical** and **Concept Marketing**, boosted its turnover by 9%, comprising 53% of the major's total revenue.

Founded in 1963 as **CBS Schallplatten GmbH**, Sony, which received its current name on January 1, 1991, owns the **Columbia**, **Epic**, **Dance Pool**, **Herzlang**, **Sony Classical**, **Soho Square** and **Def Jam** labels. Its current market share is approximately 12%. According to MD **Jochen Leuschner**, Sony is currently the only German record company to increase its market share without buying other companies.

Sony's national repertoire includes such gold and platinum winners as **Peter Hofmann**, **Andreas Vollenweider** and **Münchener Freiheit**. The company's success in establishing

new artists such as **Peacock Palace**, **LCD. B.G.**, **The Prince Of Rap**, **Edward Simoni** and **Badesalz**, is also reflected in the singles charts, where it had a 11.7% share compared with 5.98% in the same period last year. Sony's Columbia label leads in the album charts with 9.27%.

Michael Jackson's Dangerous contributed significantly to Sony's results, selling about one million units, more than *Thriller* or *Bad* after the same period of time. Leuschner is confident that the company's growth will continue throughout the year. He points to **Bruce Springsteen's** simultaneous releases *Human Touch* and *Lucky Town*—each expected to sell some 1.3 million units by year-end, the *Hook* soundtrack (the first cooperative effort between **Sony Films** and **Sony Music** via its **Epic** label), and to the soundtrack to the children's film "Ein Fall Für TKKG-Drachenaugen" (A Case for TKKG - Dragon's Eye).

Encouraged by the success of *Rendezvous der Sinne*, which spent 15 weeks in the album charts, Sony Classical also developed new marketing strategies for exceptional product. A case in point is the **Bobby McFerrin/Yo-Yo Ma** album *Hush*. It is the first Sony classical product to receive rock/pop promotional treatment, including a maxi-single release and intensive airplay.



Jochen Leuschner

Fabré Exits Europe 1, Knist Takes Over As Co-MD At Radio Salü

by Mal Sondock

Claude Fabré has stepped down as chairman and working MD of private radio station **Radio Salü**/Saarbrücken and of MD of the Paris-based radio chain **Europe 1**.

His departure from Radio Salü has led to the promotion of former controller/head of finance **Volker Knist** to co-MD. Knist took up his position as a member of the board of the **Europäische Rundfunk & Fernseh A.G. Europe 1** and co-MD of Radio Salü on March 17. He has been with the group since 1969.

Knist will be in charge of the administration of the station and will share MD duties with **Steffen Müller**, personal assistant to the head of Saarland public broadcasting company **Saarländische Rundfunk**.

Saarländische Rundfunk owns 20% of Radio Salü, the only private station in the state of Saarland. Other major shareholders are Europe 1 (45%), **Landesradio Saar** (12%) and the banking group

Sparkasse & Giroverband Saarland.

Comments Knist, "PD **Adam Hahne**, along with our American consultant **Jeff Pollack**, will continue to make the programming decisions for the station."

"Radio Salü was designed to be a pilot station to test and pave the way for major expansion throughout Germany," says Fabré. "There was a major difference of opinion between myself and the other members of the board and I decided that, since no decisions could be reached unanimously, it would be best for the group and for myself if I left and looked for new opportunities elsewhere." He declined to cite specific reasons for his departure from his position with Europe 1. "I plan to stay in radio in Germany, although it is almost certain that I will have to leave my present home in Saarbrücken. I am looking forward to the opportunity of joining with a group ready to expand and develop in the exciting German marketplace and the rest of the new Europe."

The state of Saarland has an

interesting history concerning private radio development in Germany. With its close ties with France, the state allowed foreign language private stations to set up in the 50's, which led to the establishment of Europe 1 as a longwave French-language station in '54, joining **Radio Luxembourg** as a pioneer of international private radio in Europe.

In 1967, Saarland passed a law allowing German-language private stations in the state. Europe 1 applied for a licence, along with several local newspaper publishers, but the state broadcasting commission blocked the venture for over 20 years by continually changing regulations. Pubcaster Saarländische Rundfunk thus dominated broadcast media as in the other German states. Finally, an agreement was reached which included the public station in the ownership of the private broadcasters. Three years after other private stations had begun broadcasting in Germany, Radio Salü hit the airwaves on December 31, '89 with an AC format.

Metronome Starts Promo Campaign For The Land

by Miranda Watson

Metronome is mounting an extensive promotion campaign to back new Hamburg-based band **The Land**.

The pop band's debut single *Round Round*, released on March 16, is already building up airplay across Germany and has been number 48 in the **Media Control** airplay charts for two weeks. The 11-track album *Tumbleweed*, released on May 4, was produced by The Land, with all tracks published by **KICK**. Both the single and forthcoming album are being released in Italy, France, Austria,

Switzerland and Sweden.

The band has just completed a one-week tour of 15 radio stations in Germany, performing live interviews for EHR-formatted private stations **Radio RPR/Ludwigshafen**, **Radio Gong 2000/Munich** and **FFN/Isernhagen** and for public stations **SDR 3/Stuttgart** on its *Treffpunkt* show and **BR 3** on its *Radiothek* programme. The band was scheduled to begin a tour of Germany on May 11, playing 12 gigs through June 2. North German pubcaster **NDR2/Hamburg** will broadcast six of the dates in its region, as well as featuring the band on its daily playlist.

The band performed *Round Round* on the pop show *Elf 99* and is scheduled to perform the second single *Nobody Else* on **ZDF TV's** "Der Große Preis." Interviews with the band have appeared in *Bravo*, *PopRocky*, *Hamburger Morgenpost*, *Fachblatt*, *Klappe*, *Darmstadter Echo* and *Colibri* with more lined up in May and June.

A&R manager **Oliver Helwig** comments, "The Land is not a commercially oriented band and their music isn't typical of what you see in the charts. We've been working hard to establish them and get airplay. Radio plays an important part in making a band like this."

Radio NRW Goes Satellite, Expands Its Team

Statewide private AC network **Radio NRW** launched its own satellite service "Intersat" on March 19. The net supplies programming to 38 stations throughout the state of North Rhein-Westphalia.

With its own eight-metre-dish, Oberhausen-based Radio NRW can now beam directly from their studios to the receiving stations. In addition to two broadcasting channels, the network also has use of two data channels.

Radio NRW has also added the following staff members: **Irene Teidelt** joins as head of press/PR from the agency **Idea Informationsmanagement** in Dortmund. **Michael Bart** has been appointed local station coordinator. He formerly worked for the **The**

Waz newspaper group company **Westfunk** in Essen. Three new members of the news team are **Ulrike Coqui** formerly of public station **Südwestfunk** in Baden-Baden, **Claudia Selbel** from satellite network **RadioRopa**; and **Werner Baumann** from the private MOR/news talk station **Ruhrwelle/Bochum**. **Stefanie Arndt** formerly of private AC/news talk **Radio Bielefeld** joins the editorial team. **Peter Haas** joins as an apprentice while **Charlotte Molema** starts with the advertising sales force. This brings the regular full-time station staff to 74 people. Ad income is expected to rise from DM50 million (app. US\$30 million) this year to DM80 million next year. MS



BRUCE SPRINGSTEEN

BETTER DAYS

NEW SINGLE RELEASED MAY 11



TWO ALBUMS
TWENTY-FOUR NEW SONGS

COLUMBIA



SIMPLY GOLD — EMI recording artist Tina Turner (second from left) received a gold disc for sales of over 100,000 units for her anthology album "Simply The Best" in Holland. Pictured (l-r) are EMI promotion coordinator Reinold van Starrenburg, Turner, EMI senior product manager Willem van Starrenburg and EMI head of promotion Pim van de Kolk.

Radio Donna Promo Show Receives High Marks

by Marc Maes

Radio Donna's daily show "De Donateur," hosted by Mark Pinte from 13.00-15.00, is quickly establishing a favourable reputation among record companies and concert promoters.

Pinte says the aim of the show is to concentrate all the network's competitions and give-aways into one daily programme. "We are not limiting ourselves to CDs or gadgets," he says. "We plan to include

concert tickets as well. The big difference with other stations that we really don't have to beg for material here."

Indisc head of promotion Jan Vanneste comments, "Marc Pinte's show is the right tool for promoting new releases. If listeners expect to win something they tend to listen and concentrate more. The fact that the names of the album and the record label are mentioned on a regular basis gives more returns than a similar opera-

tion with Studio Brussel, for example, where prizes are given at random. I think Radio Donna is also a better alternative to the Radio Contact affiliates. We would have to give away some 200 CDs to have the same coverage."

EMI product manager for UK/catalogue Marc Decock agrees. EMI's compilation *Missing You* will be promoted by playing two tracks off the CD during the week of May 1. The album is being promoted both on Radio 21 and Radio Donna prior to a one-month TV campaign on the Flemish commercial TV station VTM. "The big thing with Radio Donna is that we have the chance to play the whole album on one station," he says. "Working with the regional Radio 2 stations creates more work."

Recent figures on Radio Donna's first week (March 30-April 5) reveal a 8.7% market share in Flanders for the new station. Radio 2 remains the leader with 51% and the Flemish privates dropped from 16% to 14%.

RMB Opens Production Studio In Brussels

Brussels-based advertising sales house RMB (Régie Média Belge) will start its own production unit before the summer.

RMB, which deals exclusively with advertising on the Belgian French-language state broadcaster RMB (serving both radio and TV stations), will invest some Bfr5 million (app. US\$150,000) in the new project. Mediacom Broadcast will supply the hardware.

Says head of RMB's radio

department Catherine Servaes, "As radio becomes more and more important in the advertising world, people tend to speed up the whole process of recording advertising spots. We want to give them the time they need to be creative and produce high quality spots for both radio and TV. We are now able to supply turn-key projects as well as demo versions of commercials. This resulted in two different rates: the blue rate for ready-to-broadcast

commercials, the green 50% discount rate for demos and commercial production."

The studio, which consists of a production room and a vocal booth, will be equipped with the first Korg Soundlink in the Benelux: a three-component unit featuring a digital eight-track recorder with direct access and an automated eight-channel mixing console plus digital stereo processor, midi-sequencer and synchronizer.

Says Mediacom MD Joe Limbach, "We think the Soundlink is a revolutionary system," adding that Soundlink's possibilities for commercial production are numerous, combining the advantages of working in digital with random-access-multi-track which, he says, "saves time and increases creativity." RMB's studios will be officially opened on June 11-12. Clients are offered 10 hours of studio time for try-outs. MM

ITALY

TAKE-OFF FOR ITALIAN ARTISTS

Rockets Launch Polydor Domestic A&R Unit

by David Stansfield

Polydor has signed its first acts and artists since setting up a new domestic A&R department (M&M, March 28).

First off the block with the album *Another Future* is Rockets, a multi-national band which, with its initial line-up, sold over two million albums domestically more than 10 years ago.

Fabrice Quagliotti, Sal Solo (ex-Classic Nouveaux), Alain Maratrat, Nick Beggs (ex-Kajagoogoo, Ellis Beggs, Howard), former New Power Generation vocalist Mike 'Clip' Payne and Herve' Koster now form the nucleus of Rockets. They have included a newly recorded version of the Canned Heat song *On The Road Again* on their debut album. The song provided a major hit for Rockets in the late '70s.

Comments Polydor head of A&R Stefano Zappaterra, who is also responsible for the promotion of the firm's domestic roster,

"The situation with Rockets is perhaps unusual. They are an international band that we are treating locally. Each member has a rich musical background and although we hope to release them on the international market, we want some kind of local success story first. It's not the easiest thing in the world for an Italian or French record company to launch

an act internationally."

The double-A-side single *On the Road Again/Another Future* was first shipped to radio stations. Zappaterra says initial reaction was one of surprise that the band was back in business. But he adds that the influential taste-maker station Bologna 101/Bologna was one of the first off the mark by making it "record of the week."

Polydor Signs Long-Term Deal With Cyclope

Polydor has inked a long-term agreement with Cyclope Records from Catania. It has signed the firm's newcomer artist Farando directly to the Polydor label for a debut album slated for September release. Cyclope, which has just opened its own studio, will act as artistic producer for the album and will be involved in sleeve design and video production.

Polydor will license, market and promote other Cyclope product, including artist Ameri-

go Verardi and rock act Flor De Mal. Comments Polydor head of A&R Stefano Zappaterra, "There is probably more music action in Catania than in Milan. Unfortunately, there is the belief that the world stops outside Rome or Milan, but Polydor MD Adrian Berwick has stressed the need to work closely with people from all areas. We've found a great A&R source in Cyclope owner Francesco Virlinzi."

Virlinzi says he first tried to forge links with a major company

Sentemo Aims For US Breakthrough

Sentemo, the independent record company specializing in jazz, fusion and new adult contemporary music, is gaining ground on the US market following what company promotions manager Paolo Boarato describes as an initial test operation undertaken by US distribution firm One World Records.

Sentemo currently has around 15 acts and artists on its roster. The company signed a deal with

One World Records earlier this year, but Boarato says he believes that intensive promotion is necessary to make real breakthroughs in the US. "Initially One World distributed a few releases, each containing a card requesting customer comments," he comments. "These were favourable, but we all realized a larger campaign was necessary. We brought in the New York-based firm Modern World Music Italy, headed by Italian Serena Sastelli, to handle promotion with a special focus on radio airplay."

Boarato says there has been good feedback on the company's product from more than 25 stations, including WHEZ/Chicago, WNYC and WBAI, KUOW/Seattle and WERS/Boston. Acts and artists receiving airplay include Galuco Venier, Trio Stendhal and Ferenc Snetherger on the Sentemo label, plus Gianluca Mosola, Gabor Gado and Billy Tragger on the firm's United Project imprint. DS

Correspondent:
David Stansfield
tel/fax: (+39) 2.953 43714

Itzel Takes Control At City Radio, Legefors Out

City Radio/Gothenburg VP/co-founder **Rolf Legefors** has left the EHR station after over four years.

President **Patrik Itzel**, who set up parent company **Inner City Broadcasting** in 1987, says Legefors left in March "for personal reasons" and that there were no hard feelings between them. Itzel is now 100% shareholder of ICB. He is not looking for a replacement.

Legefors has revealed no plans for his future, but Itzel says he expects him to return to the radio industry soon.

City Radio is now preparing for the advent of commercial radio in Sweden. Marketing director **Lars Holst**, who joined the station last October, is attending courses and seminars to help him bring about the necessary changes to City Radio when it goes commercial next January. Itzel comments, "We already have a large market share in Gothenburg and a lot of listeners. We are in a strong position to attract advertisers and I think that will allow us to grow even more." MW



DOUBLE SHOT — John Mellencamp (fourth from the left in the front row) and fellow band members are surrounded by PolyGram Sweden's staff after a recent concert at the Globe Arena in Stockholm. Mellencamp and band mates were given gold discs for sales of over 50,000 for "Big Daddy" and "Lonesome Jubilee."

Finnish Independent Radio Suffers Poor '91 Ad Sales

by Kari Helopaltio

The member stations of Finnish private radio organization **Suomen Paikallisradiolijitto** (SPRL), some 50 ventures in all, saw sales income drop by 16% from FM215 million (app. US\$50 million) in 1990 to FM180 million in 1991.

The 10 biggest stations grabbed about 55% of all sales, while the 10 smallest accounted for just 3%. The top stations are as follows (from 1-10): **Radio Ettan/Helsinki**, **Radio City/Helsinki**, **Radio Auran Aallot/Turku**, **Radio Sata/Turku**, **Oikea Asema/Kuopio**, **Rytmiradio/Lahti**, **Radio Jyväskylä/Jyväskylä**, **Radio 957/Tampere**, **Radio Mäga/Oulu** and **Radio Pori**.

SPRL MD **Kai Salmi** says he believes the drop in revenue reflects the situation of all media advertising, currently undergoing a

biting recession which cuts deep in a relatively young industry like independent local radio. SPRL's first stations were launched in 1985.

The fragile situation of smaller stations is highlighted by the recent figures, which show that many have experienced revenue drops as large as 30%.

There is an obvious need for greater support from the country's **Department of Communications**, says Salmi "There should be more room for cooperation between various stations in the fields of programming, technical development, and rationalization, which is prohibited by current broadcasting regulations. Local simulcasts are only possible between three stations, for instance. No broadcasting chains are allowed, and changes in ownership are almost impossible."

P3, Radio 1 Merge Bergen Operations

by Kai Roger Ottesen

Private broadcasters **P3** and **Radio 1**, the two largest stations in Bergen, have merged to form a joint company after both reportedly came close to bankruptcy.

The EHR stations were fighting for the same 15-35-year-old audiences, and recent listener figures from MMI show a nearly equal share of listeners (P3 40%, Radio 1 44%) in the country's third-largest radio market. The new company, named **Bergensnett**, will combine programming from the two former stations and form two clearly defined formats using the existing frequencies. P3 moved over to Radio 1's offices and studios at the end of April. The new company is owned equally by P3 and Radio 1.

Radio 1's current station manager **Frank Johannessen** has been named general manager of Bergensnett. He says, "Previously there were more costs than benefits. In order to cut expenses there will be close cooperation on engineering and administration." One insider says a decline in ad revenue towards the end of last year contributed to the decision. "We were playing the same kind of music, interviewing the same

people about the same things, so we thought it would be better to join forces. We can achieve more power by doing this."

The station on the 104.1 frequency (where Radio 1 now broadcasts) is expected to have an EHR format and will be called Radio 1. As of May 4, it combines talent from both stations in programming for 15-35 year-olds. The four DJs employed will be **Tommy Terkelsen** (currently the P3 MD), **Bitte** (P3), **Leif Morten Synnevåg** (Radio 1) and **Geir Eikenes** (Radio 1).

Meanwhile, a programme with a much lighter profile will be broadcast on P3's 105.8 frequency from May 4, targeting 30+ demos. News will be aired simultaneously on both frequencies. No head of music has been named yet.

Scandinavia Correspondents:

Kai Roger Ottesen
tel: 47-9-256-460
Kari Helopaltio
tel: 358-0-276-1836
Gerard O'Dwyer
tel: 358-21-33-2763

Revert Reshapes Cope FM, Renamed Cadena 100

by Anna Marie de la Fuente

With former **SER Los 40 Principales** PD **Rafael Revert** in effective control, **AC Radio Cope FM** launched a new look on May 1, changing its name to **Cadena 100**.

The total revamp includes a brand new logo, station ID jingle and most significantly, computerized programming whereby disc jockeys need only to touch the computer screen to play a song, jingle or ad.

The transformation was sparked by the entry of Revert into the church-backed network. Reports director general **Jose Andres Hernandez**, "We took on Rafael not just as a consultant but also as a radio producer." He cites tax reasons for not hiring him as a full-time employee. Revert

remains independent, although he is working as PD alongside associate PD **Carlos Finaly**. Says Hernandez, "Revert is on a renewable five-year contract which could virtually be extended for life if all goes well, which I'm confident it will do."

Hernandez says the present trend towards format specialization led Cadena 100 to target a market neglected by other nets—mainly 16-35-year-olds. He adds that there was no need to increase the company's working capital of some US\$35 million. "With that amount, we could very well afford the US\$150,000 to US\$200,000 it cost us to install the new computer programme," he adds.

Hernandez will give Revert a free hand in the programming, he says. "If he deems playing heavy metal necessary, we're not going

to stop him."

In the run-up to the launch, Revert did his share of poaching radio talents, taking three from **Onda Cero** and one from **RNE**.

Apart from the formatted programming featuring a playlist of 100 records, Revert has introduced special theme shows which begin at 22.00. The final schedule is as follows: Sundays: salsa; Mondays: country; Tuesdays: jazz; Wednesdays: the history of music; Thursdays: new releases; Fridays: golden oldies; and Saturdays: disco. On Saturdays, from 9.00-14.00, **Paloma Serrano** presents the countdown programme "From 100 to 1."

Revert is also aiming to introduce a Top 50 countdown show in Cope's AM network, which is retaining its original name **Cadena Cope Populares**.

Radio 4 Stations Relinquished In RNE Streamlining

State-owned network **Radio Nacional de España** (RNE) has ceded five of its 24 **Radio 4** stations to their municipalities. Negotiations are underway regarding another 11.

The pubcaster already shut down its loss-makers last July 24, with the exception of the Barcelona and Seville stations, which will remain open to cover the Summer Olympics and Expo '92. Based in towns of less than 60,000 inhabitants, the Radio 4 stations together captured a total of only 164,000 listeners in the last EGM ratings survey.

Presently, the five stations to be ceded are those in Calahorra (Logroño), Fraga (Huesca), Igualada (Barcelona), Langreo (Asturias) and Uildecona (Tarragona). Mean-

while, RNE has proceeded to dismantle the installations in eight towns whose municipal authorities have declined to take over the facilities. "We thought it best to remove the equipment before someone else decided to take it away," says an RNE spokesperson.

Since the beginning of the Radio 4 shut-down, RNE's set-up has been as follows: **Radio 1** (AM and FM), news & talk; **Radio 2** classical FM, classical music; **Radio 3** FM, pop music; and **Radio 5** AM/FM, general entertainment/news/talk. Radios 1 and 5 have recently begun jointly broadcasting some programmes as part of RNE's streamlining efforts. AMdF



Kofi/Soul II Soul

Soul II Soul

Credits for setting the standards of a more soulful type of dance certainly have to go to Soul II Soul. With "Volume III Just Right," out on Ten Records since April 13, Jazzie B's project has completed its trilogy that reads as a handbook of dance.

by Robbert Tilli

The 1989 **Soul II Soul** debut album *Club Classics Volume I* made mainstay **Jazzie B** the leader of a new generation in dance music. New production methods like DJ-ing, mixing, sampling and the unmistakable so-called "Soul II Soul beats" combined very well with typical '70s soul elements. The follow-up album, *Volume II (1990 A New Decade)* peaked at number 3 in the **European Top 100 Albums**, translating artistic pioneering into pan-European commercial success.

Although managed by **Keith Bourton** in the Soul II Soul headquarters in Camden, London—a studio, clothes shop and office all under one roof—Jazzie B is still more of his own manager. Describes Bourton, "He's the brains and I'm the legs, so to speak. He makes all decisions on his own and attends all meetings at the **Virgin** offices, while I do the paperwork."

Compared to the first two albums, *Volume III* is not the ground-breaking album some people might expect from this highly interesting concept. It's far more a case of dotting the i's and crossing the t's. The result is an album that in atmosphere comes close to the brilliance of two crucial albums **Marvin Gaye** recorded for **Motown** in the '70s, *What's Going On* and *Let's Get It On*. This is what Gaye's soul music was meant to be: utterly relaxing and still very appealing to dancefloor addicts. As before, the inevitable "Philly" soul influences shine through, this time spiced more than ever with reggae beats (*Direction*).

The imitated-by-millions, trademark Soul II Soul beats have been moved to the background. Explains Bourton, "Those beats made it difficult for Jazzie to make his second album. He just couldn't use those beats anymore; he had to dump them. As a result, many criticized him in the UK that the album didn't sound like Soul II Soul anymore. He simply replied, "What's the point in sounding like Soul II

Soul if everybody else is already doing it?"

While that album did very well in mainland Europe, the UK and the US were somewhat behind. Adds Bourton, "The American situation was aggravated by the fact that they always picked the wrong singles. The relationship with **Virgin** in the US could be a lot better. But for the rest of the world, we're quite happy. Especially about Japan, where the new album entered the charts at number 9."

Apart from longtime collaborator **Caron Wheeler** (*Take Me Higher*), the third album introduces three "new" soul singers, two men—**Richie Stephens** and **Rick Clarke**—and one woman, **Kofi**. Stephens is featured as lead vocalist on the first single *Joy*, which is still number 1 in **M&M's EDR Top 25**. Kofi takes her responsibilities behind the microphone on the new single *Move Me No Mountain*, originally recorded by **Chaka Kahn**.

Jazzie B, the creative mastermind himself, raps on the tracks *Direction* and *Intelligence*. On the latter song, he explains what Soul II Soul is all about for those out there who still don't understand the concept. He makes a game of call-and-response out of it, between him and the backing vocalists. Vocally, he sounds like **Tone Loc** in his mildest moments.

Two instrumentals are included on the 10-track set—*Storm* and *Mood*—both dominated by flute played by **Gary Barnacle** and **Chris "Snake" Davis**, respectively. Only in an age when jazz rock was still considered wild, new and exciting, did this instrument have as much impact as it does on the sound of Soul II Soul.

As could be expected, the Soul II Soul empire develops and supplies its own merchandising material, like slip mats for DJs. Next year, Jazzie B will probably take the whole concept on the road. Meanwhile, he's busy scouting for new talent for his own **Funki Dred** and Soul II Soul record labels.

SPAIN

LUZ

- Signed to **EMI Hispavox**.
- Publisher: **Hispavox**.
- Management: **Limac/Manuel Sanchez/Madrid**.
- New album: *A Contraluz* released in November. It is at number 4 in Spain, and at number 52 in the **European Top 100 Albums**.
- New single: *Piensa En Mi* released in February.
- Recorded at **Cinearte/Madrid**.
- Producer: **Paco Trinidad**.
- Concerts: June, July and August will see Luz on a Spanish tour.
- European releases: The album is out in France since April; releases in Germany and Italy are pending.



Looking for the most prolific marketing tool in cross-border exploitation? Sometimes it takes a film to draw international attention to an artist who is already a household name in his or her own country. Spanish singer **Luz** receives this attention

with two tracks—*Piensa En Mi* and *Un Año De Amor*—featured on the soundtrack to the **Pedro Almodóvar**-directed film *Tacones Lejanos* ("High Heals"). The rest of the album is filled with music composed by **Ryuichi Sakamoto** from Japan.

Due to the fact that the movie did very well in France, the OST album received a French release.

Luz appears on this **Island Records** album courtesy of her regular label **EMI**, with both companies teaming up for promotion. Both tracks by Luz are also included on her own new album *A Contraluz*, which was recently released in France as well. Her stardom in Spain is best demonstrated by the almost triple platinum (300,000 copies) status the album reached in only six months.

Other countries should learn from the wholehearted French support. The OST songs show that Luz [**Casal**] is a typical exponent of Mediterranean music. It's full of pathos, not unlike **Edith Piaf**. But she also enjoys quite a reputation as a rock singer who does especially well in a live environment.

Un Pedazo De Cielo, the opening track of her sixth album, makes her the Spanish **Bonnie Raitt**. The vicious slide guitar by **Tony Carmona** enhances that image. With the track *Todo Va Bien*—highlighted by a lovely, galloping country rhythm—she will be everybody's "sweetheart of the radio." This is the perfect tune for all those truck drivers out there on the road.

Another good candidate for "car radio classic" seems to be the straightforward rocker *A 1.000 Kms*, while the **Heart**-moulded song *Tal Para Cual* is perfect for rock radio. Despite this wide variety of styles, the album remains an entity. It's another strong recommendation for your programmes during the Olympic Games in Barcelona.

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

TOCC

Woman In Love - Polydor
PRODUCER: Gary Katz

EHR/AC

The return of the best alternative to the Beatles is this wonderful mid-tempo pop song in a crystal-clear production by Gary Katz, best known for his work with Steely Dan.

THE BEATMASTERS



Dunno What It Is About You - Rhythm King
PRODUCER: The Beatmasters

D/EHR

Is there life after techno? With Elaine Vassell—the voice on Definition Of Sound's *This Is Tomorrow*—behind the mic, it's soul time again in clubland. Says Metro FM/Newcastle head of music Liz Elliott, over the selection of the single, "We look at two criteria when adding a song: bands with previous chart success are likely to get on the playlist. Also, we check out if the song fits the sound that we want."

CARTER THE UNSTOPPABLE SEX MACHINE

The Only Living Boy In New Cross - Chrysalis
PRODUCER: A Sex Machine/Simon Painter

A/EHR

Their tongue-in-cheek sense of humour made them the darlings of the UK underground scene. They are, in a sense, the "indie" equivalent of chartbusters the Pet Shop Boys.

DEL AMITRI

Always The Last To Know - A&M
PRODUCER: Gil Norton

EHR

This is a laid-back and summer-like departure from the critical statement of *Nothing Ever Happens*. A perfect tune for a sunny EHR afternoon.

ELECTRIC BOYS

Mary In The Mystery World - Vertigo
PRODUCER: Electric Boys

R/EHR

This Swedish foursome provide a melodic rock song in the rich tradition of Mott The Hoople. The single should be added to your playlist immediately, just like Radio RMF/Krakow head of music Piotr Metz did. "It was the first time in our short history that we had 13 new adds in one week, as opposed to the usual six. The problem here in Poland is that we don't get many new releases, but I brought back 200 new titles after I came back from the Freddie Mercury tribute at Wembley. Most of those new adds were established, but personally I always find it more spicy to add a relatively new name like the Electric Boys."

KRIS KROSS

Jump - Columbia
PRODUCER: Jermaine Dupri

EHR/D

These 12-year-old boys have formed a real rap posse. They sound as determined as Michael Jackson at that age. According to Hit Radio/Bussum programmer Rob Korver, it's a sure hit. "I think it will end up as a number one record. It will definitely be the most played record on our station in the coming weeks. The strong thing about it is that it bridges the gap between the clubs and radio."

k.d. lang

Constant Craving - Sire
PRODUCER: Greg Penny/Ben Mink/k.d. lang

AC/EHR

Tales from the new west. La lang has changed her position on horseback for a more comfortable seat on the coach. In mind, she's singing in some Paris café in the decadent '20s.

OMAR & THE HOWLERS

Born On The Bayou - Provogue
PRODUCER: Omar Dykes/Kevin Womack

R/EHR

Austin bluesman Omar has always been compared with John Fogerty, which possibly gave him the idea to record this Creedence Clearwater Revival song live at the Paradiso in Amsterdam. It sounds as exciting as the resurrection of Howlin' Wolf out of the Mississippi swamps.

QUADROPHONIA

The Man With The Mastermixes - ARS/CNR/Sony Music
PRODUCER: Quadrophonia

Olivier Abbeles and Lucien Foort have been reworking four of their well-known dizzying dance gems. The lead track is *The Man With The Masterplan*, their most orthodox outing so far.

SOUNDGARDEN

Rusty Cage - A&M
PRODUCER: Terry Date/Soundgarden

R/M

Coming from Seattle, the world's most fertile rock scene at the moment, this quartet is one of the prime exponents of the so-called "grunge" rock.

CAMEO

Emotional Violence - Reprise
PRODUCER: Larry Blackmon

D/EHR

More "candy" from the men who can even make a synthesizer swing. The title track is the kind of song Prince would have liked to come up with. Imagine Kraftwerk-like robots dancing to the rhythm of a cash register while playing the song *Money*.

DELBERT McCLINTON

Never Been Rocked Enough - Curb
PRODUCER: Don Was/Jim Horn/Bonnie Raitt/Delbert McClinton

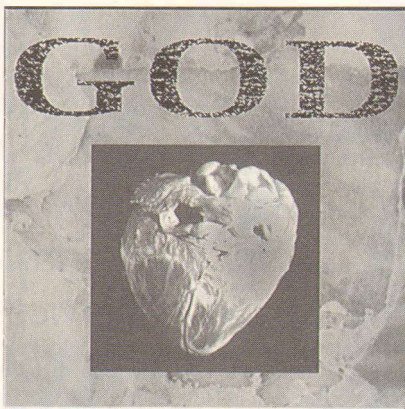
R/AC/EHR

Will the formula that brought Bonnie Raitt commercial success work for Delbert? By teaming up with the same producer, Don Was, and selecting an equally strong set of songs, he can't go wrong. Covers include Bob Marley's *Stir It Up* and John Hiatt's piano ballad *Have A Little Faith In Me*. The addition of Delbert's harmonica marks the difference from the original. You might already know *Good Man, Good Woman*, the Womack & Womack-written duet with Raitt, from the latter's *Luck Of The Draw* album. Now it's his turn for some luck.

GOD

God - Virgin
PRODUCER: K. Martin

A



There are no images from heaven on this debut by the UK alternative horde named God. The band's lineup, which features three bass players at its core, gives a fair hint of what to expect: post-punk noise. And that's what you get—almost 70 minutes of the most enjoyable, rhythm-driven moans and groans. They draw influences from a wide range of sources, from very early Roxy Music, to Bowie's "Aladdin Sane" persona to the masters of the gothic horror genre, Bauhaus. Song titles like *Return To Hell*, *Hate Meditation* and *Lord I'm On My Way*, warn you in advance not to expect anything sweet, not even on the tracks *Pretty* or *Love*. Programmers better be careful with this musical "Book Of Revelations."

KEZIAH JONES

Blufunk Is A Fact - Delabel
PRODUCER: Kevin Armstrong

D/EHR

This is the swinging, funk-ed-up version of Seal; the music goes up and down like a yo-yo. *The Wisdom Behind The Smile (Cash)* is a true funky stomper aimed at the feet, while the nicely relaxing reggae beat of *Rhythm Is Love* will instantly have your listeners looking for their hammocks.

PAT MEARS

Hard Choices - SilenZ
PRODUCER: Leland Waddell

R/EHR/AC

Don't mess with Texas! This female singer/songwriter is playing in the same league as Melissa Etheridge, but unfortunately still without the same recognition. Her gritty voice cleans your ears like no cotton swab can. Your listeners will group around the campfire for country-tinged songs like *Ready To Pay* and *Hard Candy*.

THE NEVILLE BROTHERS

Family Groove - A&M
PRODUCER: Neville Bros/H. Wolinski/D. Leonard

EHR/AC/D/W

World music and globe-spanning ethnic and social awareness are in evidence from the first notes. Album opener *Fly Like An Eagle*, helped along by composer Steve Miller's additional vocals and fretwork, sets the tone for a colourblind and soulful set of music. Broken up by the occasional sweet sound of Aaron Neville's wavery vocals bemoaning love gone bad, the album keeps a decidedly positive sound in spite of some of its subject matter. This is soul music, firmly rooted in its early '70s heydays yet tastefully brought into the '90s, that makes for an album enjoyable at more than one level of perception.

SWING OUT SISTER

Get In Touch With Yourself - Fontana
PRODUCER: Paul Staveley O'Duffy

EHR/AC/D

Longtime no hear, but now they're back with a vengeance. *Am I The Same Girl*, the first single, was a hit in no time in the UK. It's at number 11 in M&M's EHR Top 40 this week. The rest of this soulful pop album is stuffed with potential future hits. Try our options from this jukebox, the captivating songs *Understand* and *Notgonnachange*.

NEW TALENT

THE ABSENCE OF FISH

Empty Head - Stonehead (EP) (Holland)
PRODUCER: The Absence Of Fish

If you're fishing for good songs in a post new wave mould, this one is nibbling on your line. Make sure those fish bones don't choke you on the track *Cannibal Love*. Contact James Fitzpatrick at tel: (+31) 20.646 0110.

FIELFRAZ

Electric Eel - Genlyd/Ariola (LP) (Denmark)
PRODUCER: Ian Taylor

Now that the Genlyd label has definitively moved to the BMG offices, this might be the Danish power pop combo's best chance ever for international releases. Producer Ian Taylor (of Gary Moore fame) has given them the right raw-edged sound. Check out *Hello (It's Your Sick Man Calling)*. Contact Jesper Bay at tel: (+45) 3393 8822; fax: 3393 5055.

MAMIE TONK

...Tout Recommence... - MDP Music (EP) (France)
PRODUCER: Nicolas Schneider/Mamie Tonk

In the slipstream of Mano Negra and Les Nègresses Vertes, several new talents are following, mostly in a big band line-up. This seven-piece outfit is no exception to that rule. *Le Roi Dagobert (La Vie A Deux)* is a cheerful poppy sing-along. Contact Arnold Diné at fax: (+33) 1.4246 3869.

LUDO MARIMAN & THE EXCEPTIONS

Back To Back - Kafka (EP) (Belgium)
PRODUCER: Jan Verheyen

Mariman was founder of the legendary (punk) rock band the Kids. With the years passing by, the man and his music have matured, heading more towards the singer/songwriter genre. *When She's Gone* changes his regular Antwerp hangout into a real American honky tonk. Contact tel: (+32) 3.455 0513; fax: 3.877 0828.

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.

Using Projections To Select Format

by Robert E. Richer

As independent commercial radio becomes more viable, both in the UK and the Continent, there is a tendency to select from a limited number of formats the one which will deliver the most total listeners.

While radio continues this approach, advertisers and ad agencies are also developing a mentality which positions radio strictly as a mass medium. This, of course, also implies radio is aimed at the lowest common denominator.

By considering radio formats on this basis, broadcasters often shortchange themselves by denying themselves access to huge amounts of advertising budgets that never even consider radio as a part of the advertising media mix.

Over time, and as more stations take to the airwaves, it will become apparent that not every station will be able to deliver a mass audience. In the US, with over 12,000 radio stations, there are many markets with several competitors in each format. Each station is fine-tuned for a specific audience segment. Not too long ago a major market US AC station could achieve an 8% audience share. Now that same station considers itself lucky if it scores as much as 4%.

In New York City, for instance, there are 45 commercial radio stations listed. The difference between the top-rated station, at about a 5.0 share, and the station ranked number 9, is about 1.0%. The fight between first and ninth place, in a US\$336 million radio advertising market is over mere fractions.

When this kind of fierce competition exists, the difference between first and ninth position often depends on how much money is spent on air personalities, contests, advertising and promotion.

In other words, to pick up as little as a tenth of a share point, a station operator might have to totally decimate the profit column of the financial statement. Put another way, the incremental rating and revenue increases can be more offset by the excessive costs required to get there.

Perhaps a simpler and more profitable way to deliver a better bottom line might be to select a format that could probably be monopolistic. In other words, it's a format that is big enough for one station, but not necessarily big enough to support two in a market.

To this end, radio station brokers and broadcasters have

evolved what they call "power ratios." This is nothing more than a measurement of a station's efficiency at being able to succeed in delivering revenues less than, equal to or greater than its audience share.

In its simplest form, if a station delivers 5% of the rated audience in a measured market, theoretically it ought to deliver 5% of the advertising money spent in that market.

The reality is something quite different.

There are different evaluations, but following are some that US station buyers and sellers use:

Format	Power Ratio	% Difference
Classical	1.50	50%
MOR	1.50	50%
Country	(varies by region)	1.30 30%
News/Talk	1.20	20%
AC/Soft Rock/Oldies	1.20	20%
Contemporary Hits	1.10	10%
Rock	0.90	-10%
Easy Listening	0.80	-20%
Urban	0.75	-25%

One can see, therefore, that while all facilities might be born equal, the format user can show significant differences in sales.

Further, when you analyse the huge variables in operating costs in different formats, it is easy to see the many instances where the largest audiences don't necessarily generate the most gross revenues or the biggest profits.

For example, it's probable that the most profitable station in New York today is, of all things, WFAN. This AM station is dedicated fulltime to sports!

In conclusion, don't always take what appears to be the obvious step when considering a format. Instead:

1. Research the market to find the format/demographic hole.
2. Assemble sample programme formats to be tested on a representative group of the potential audience.
3. Analyse costs and revenue potential.

Using power ratios and the above research, a station can serve the public and advertisers, and also show a profit for the investors.

Robert Richer is president of the Montreux Companies, a Connecticut, US-based international radio management, programming and marketing consultant. He can be reached at +1-203-677-9688; fax 677-9639.

NEW TECHNOLOGY ROUND-UP

Price Breakthrough For CD-R

HHB Communications reports the price of the Philips-manufactured Marantz CDR-1 recordable CD machine will be under £3000 (app. US\$5300), lower than originally expected. This may have something to do with the launch of the Audio Design version of the Gotham CD reference mastering system at the same price.

The Audio Design unit has full "red book" compatibility as well as "orange book II" compatibility for adding tracks. It features full digital in and outputs, both optical and electronic, and has high analogue-to-digital converters, allowing high-quality recording from an analogue source. Capital Radio/London has already taken the Audio Design enhanced unit on board to record selections from the "Golden Oldies" library.

Both HHB and Audio Design confirm that a reliable supply of 63-minute discs has been found and, in the case of HHB, will retail at around £17.

HHB Communications, London, UK: (+44)81.960 2144

Clyde Installs New Regional Programme Services Studio For BBC

Clyde Electronics has rebuilt and installed a new studio for the BBC Regional Programme Service (RPS), the department that services BBC local radio stations throughout the country with programme material for use on its own services.

The studio is centred around a presenter series mixer with 14 channels, and is equipped with tone signalling that allows remote unattended recorders to be activated by a particular piece of programme material. Clyde also built the furniture which houses all signal distribution frames and the grams. The associated dubbing area has a Clyde Beta-mixer with eight channels and is equipped with reel-to-reel tape machines, cassettes and VCRs.

Clyde Electronics Ltd, Glasgow, UK: (+44)41.952 7950

Andy Bantock started in radio with the BBC in 1980 as technical operator and now has his own broadcast consultancy. He can be reached at (+44) 424.434 626.

Mics Or Sculptures?

At the AES in Vienna, Neumann is marketing its KFM 100 spherical-surface condenser mic and its new KU 100 dummy head. The KFM 100 uses two pressure transducers on either side of a 200mm diameter acoustically neutral wooden sphere. Due to the way the sound diffracts around the



MICS OF THE 21ST CENTURY - Georg Neumann's KFM 100 spherical-surface condenser mic and KU 100 dummy head.

sphere and the distance apart of the transducers, greater spatial information can be conveyed in stereo recordings made with the mic. In recordings made with the KFM 100, it is easier to get an

impression of the size of a concert hall or studio and the position of the sound sources within them.

The KU 100 dummy head is the third generation model from Neumann. It has been redesigned acoustically and features the transformerless 100 series microphones. It has internal batteries for powering to aid its use in the field, but can also accept external power.

Georg Neumann GmbH, Berlin: (+49)30.2599.3110

Audix Launches New Broadcast Console

At the AES (Audio Engineering Society) conference in Vienna, UK desk manufacturer Audix released its new ALB system console. Following current trends, the console is a "no frills" on-air desk designed for self-operation by a DJ or presenter. Using its ACC2000 series desk as a basis for design criteria, the ALB allows for 16 channels with a script page and Penny & Giles

conductive plastic faders as standard.

To complement the desk, custom-built wooden furniture is available with ergonomically designed control panel surfaces and, possibly for the first time in radio studio furniture, a footrest for greater comfort.

Audix Broadcast, Saffron Walden, UK: (+44)799.40888

BASF Claim MCs Here To Stay

With all the world talking about DAT and CD-Rs, it's refreshing to find that the old, faithful music cassette still has its champions—even if they do happen to be the largest manufacturers of said item! BASF's new AD Croco and Ad Cofe duplication tapes aim to give the listener quality "equal to CD." This far-reaching claim was made at MIDEM by BASF, which showed 1990 statistics to prove that, overall, cassettes held the absolute majority of the soundcarrier market with 56.6% of sales against 30.1% for CDs. BASF also said the cassette

still has the best acceptance in the overall market, being around long enough for everyone to understand it.

DCC is held out as a long-term saviour for the cassette and, as is hoped, most DCC machines will also replay cassettes. BASF carried out listening tests at MIDEM with a sound booth where participants could listen to cassettes, DCC and CD in direct comparison. BASF claim that "the vast majority agreed there was no detectable audible differences between the three sound carriers."



WHICH ONE IS THE MC? — MIDEM visitors comparing quality between cassette, CD and DCC.

WHY WESTWOOD ONE INTERNATIONAL?

OVER 550 EMPLOYEES IN 15 OFFICES WORLDWIDE. . .
DEDICATED TO THE ART & BUSINESS OF RADIO . . . AND RADIO ONLY!

NBC RADIO NETWORKS
MUTUAL BROADCASTING SYSTEM
RADIO & RECORDS PUBLICATIONS
WESTWOOD ONE RADIO NETWORKS

WYNY - FM NEW YORK CITY
WNEW - AM NEW YORK CITY
PIRATE RADIO LOS ANGELES



Contact Westwood One today and blend your local knowledge and expertise with Westwood One's vast resources. Together we will create the most exciting radio your listeners have ever heard.



9540 Washington Blvd., Culver City CA 90232
Telephone: 310/840-4000 • FAX 310/840-4052

Forecast: Hot Programmes Ahead

With competitive radio on the rise throughout Europe, more and more programmers are seeing concerts, interviews and other special programming offered through syndication as the extra push to put them in front of their challengers. Several companies are coming to Europe's call, offering the latest events that promise listeners a hot summer for 1992.

For years in the US, where competition has created the need to specialize programming, programmers have turned to syndicated programmes to stand above the rest of the market. Until recently, Europe had never been a good market for such programmes, with the majority of countries having only public stations and a handful of reluctant commercial stations.

Today, private commercial radio is proliferating as legislative barriers come down, particularly in the UK, Holland, Germany, Sweden and eastern Europe. What's the climate like these days for programme suppliers?

As the competitive battlefield intensifies, **Premiere**



Casey's Top 40, one of Westwood One's most successful programmes.

Radio Networks vice-chairman **Ed Mann** is finding more and more European stations willing to try syndication. "The recognition factor has increased among the radio networks regarding the viability of syndication," says Mann. "They're beginning to see the benefits in terms of programming variety and an increase in sponsorship. And the sponsors are seeing a growth in the availability of other types of media, whereas four or five years ago, there was no variety. It's becoming a more fashionable way to advertise, especially for those who are now ready to try radio."

Westwood One director of international **Bill Stolier** isn't so positive about the current situation syndication companies face. "Syndication in Europe is still in a fetal stage," he says. "It really hasn't changed much over the past years. But we're growing with the industry as it develops, and as more stations develop, which they are, the competition will begin."

Keeping Local

The main difficulty of syndicating to Europe lies within the several different languages and cultures found in such a small area. Is an idea as syndication possible in such a situation? According to those interviewed, the opportunity is there. Says **Unique Broadcasting** chief executive **Simon Cole**, "Programmes can be successfully syndicated as long as they are within territories across Europe—similar programmes but not the same. For example, a concert series may contain 13 artists—10 of them are the same in each country—but three of them are exclusive for the area. That's the way it's gonna go."

Having been in the syndication business since 1975, **Westwood One** feels it realizes the need to specialize programming to meet the needs of the audience. Says manager/international affiliate relations **Richard Rene**, "Although our programmes are actively marketed in Europe, the future growth of our company's international business lies in two areas: first, the complete reproduction of our programmes into the native language and style of the intended territory; second, the creation of original programming to

serve the needs of the listeners, stations and advertisers in each nation."

Big Concerts

One service that has received a great deal of attention in recent years is the delivery of large concerts—often benefit—from all over the world. And according to several syndicators, the craze has just begun.

Unique Broadcasting, claiming to be the largest supplier of live and recorded concerts to radio stations throughout Europe, currently offers artists such as **Tom Petty, Rod Stewart, Whitney Houston** and **Roxette**.

London-based **MCM Networking** began its concert programming throughout Europe with the "Superstars" concert, which ran for 13 weeks starting March, 1989. Since then the company has broadcast such famous concerts as **Phil Collins** in Berlin in 1990 and "The Wall" concert in 1990. **MCM** concerts this summer include **Guns N' Roses** in Paris on June 6 and **Genesis** live in Hannover on July 11. It is also planning "Coca-Cola Concerts," which include acts such as **New Kids On The Block, Eric Clapton, Robert Palmer** and others. All shows will be supplied to European stations via satellite.

Rock Over London (ROL) MD **Steve Saltzman** declares that 1992 is "the year of the concert" for his company, and can already document successes from this year. "We are planning to provide Europe with over 12 performances," he says. "The first of these was the **Freddie Mercury Tribute** at Wembley on April 20. I was responsible for 35 countries, not including America, which joined in for that celebration."

Saltzman credits the success of live concerts in Europe to language. "Concerts are the first syndicated event with no language restriction. Language is not an issue, which makes it easy to syndicate, unlike music programmes. Concerts are also what people seem to want the most. There are other things we want to syndicate; it's just that concerts seem to be the easiest and certainly the most desirable. **ROL** is the European concert connection," claims **Saltzman**. "Sure, the **BBC** has done concerts, but they're primarily focused on the UK. We want to serve Europe. No one has been looking after the interest of European radio stations from a concert point of view."

Hot Programmes

Although concerts seem to be going well for syndication companies, it's special programming for which the radio world knows them best. **Unique** offers weekly shows for UK commercial stations. Two of the newest programmes available are "The Break"—an EHR-formatted show, bringing listeners the latest news from the worlds of music, fashion



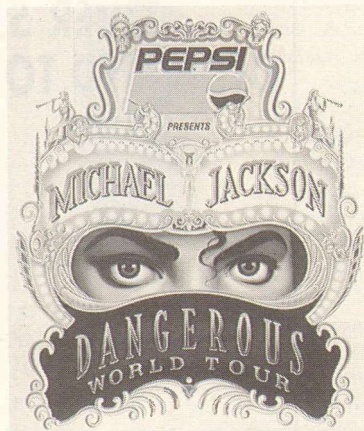
The Freddie Mercury Tribute concert, syndicated by Rock Over London.

and entertainment — and "America's Home," a weekly two-hour look at the latest music from the US. Although satellites are already used for distribution through out the UK, one of **Unique's** biggest priorities is to establish a European distribution system and is currently in discussions with several satellite companies about this project.

Westwood One, the home of **Casey Kasem's** "Casey's Top 40," is offering new weekly programmes: "Casey's Countdown," a three-hour salute to the top 25 adult contemporary songs in America; and "Country Countdown USA," a three-hour show hosted by **Radio & Records' Lon Helton**. In addition to these programmes, a three-hour nightly programme called

"Goodtime Oldies Magazine" is available this year, featuring hits of the '50s, '60s and '70s in a '90s style. All three shows are available to European territories.

UK-based **MCM Networking** puts three new programmes on its roster: "My Favourite/Top Hits" features a superstar artist host who selects and introduces 10 of his/her favourite records. The programme "Rocksat" gives listeners the chance to talk to their favourite music stars by being directly linked to major celebrities. This programme is offered via satellite.



Although **Unique Broadcasting** offers exclusive interviews from the **Michael Jackson** concert, sponsored by **Pepsi** and coordinated by **Broadcast Innovations**.

Although focusing on concerts in '92, **ROL** also offers a new service for radio called "WENN" (World Entertainment News Network), which reportedly has already become the most widely syndicated radio programme in the UK with over 75 independent radio (IR) stations as affiliates.

Extra, Extra!

But syndication includes, of course, more than concerts and music programmes. **MCM** offers events such as new album launches and historical documentaries. **Unique** is planning to provide coverage of the 1992 summer Olympics to the UK IR network. It is also implementing a major schedule of activity with **Broadcast Innovations** and **Pepsi** around the **Michael Jackson** tour, including an exclusive interview special.

Several syndication firms offer broadcast support tools such as T-shirts as listener prizes to promote a music programme. "Merchandising and promotion are hallmarks of **Premiere Radio**," maintains **Mann**. "These are part of every deal we make. We have several contests that induces audience participation, including fly vacations and other trips."

Reports **Westwood One's Rene**, "The particular support marketing for the placement of any programme is wholly dependent upon the scope of the stations, audience, sponsor and the specific programme, and can include anything from travel promotions to print advertisements."

Several firms use themes in the programmes they offer to come up with creative prizes. Says **Saltzman**, "When we did the 'Guitar Legends' concert in Seville last year, we gave out 350 **Gibson** guitars to European radio for promotional use."

Others take the opportunity to let the audience feel as if they're part of the show. **Unique**, for example, supports its "Make The Break" programme by holding local venue nights in search for up-and-coming talent.

High Hopes?

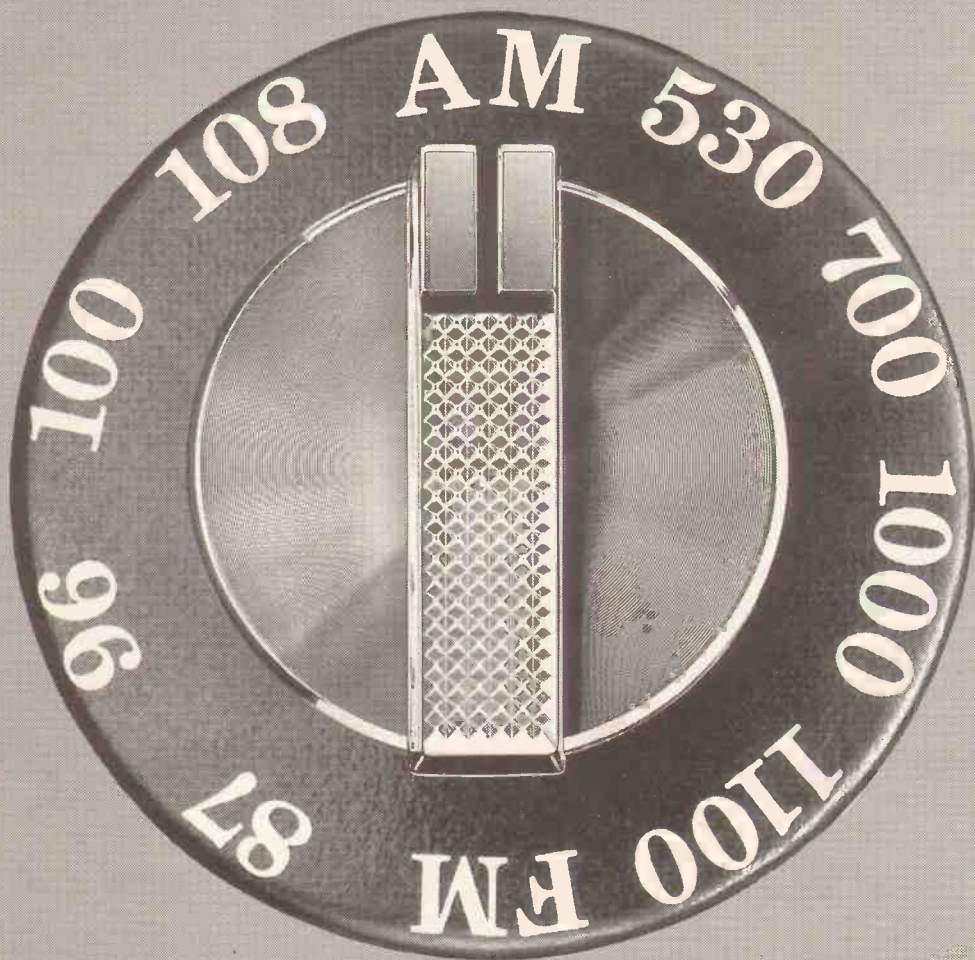
Even though syndication companies have seen progress in business with Europe, the situation cannot be compared to the success syndication has found in the US. Explains **Unique's Cole**, "You cannot look at Europe and syndicate it as you would the US because there's a very big difference: Europe consists of 18 different countries speaking many different languages. There will never be such a thing as a significant industry in European programming where the same programme goes out to lots of countries. That's just a non-starter, and anybody that builds their business on such a philosophy is looking bankruptcy straight in the eye."

Although syndicators disagree somewhat over the development of syndicated programmes in Europe, all eyes are focusing on the likely growth of private stations which are in need of quality weapons against the competition.

Mary Weller



**TURN TO US
BEFORE YOUR LISTENERS
TURN TO SOMEONE ELSE.**



Now even the smallest commercial radio stations have huge star potential. With a little help from Radio Luxembourg, the Station of the Stars.

For 60 years Radio Luxembourg have been at the forefront of music broadcasting, the first to play a "Top 20", the first to work without scripts and the first to give air time to bands and DJs who are household names today.

Now we've scored another first by being the first English language music station to transmit via the Astra satellite.

Available for retransmission in digital quality stereo, 24 hours a day, Radio Luxembourg can help you keep your listeners tuned into you.

For less than the cost of a studio mike you could use the most famous European English language music station to fill in the time when you're off air, or simply choose selected programmes to give your own programming a boost. Most importantly you'll be keeping your listeners tuned into you.

For more information send the coupon or call Luxembourg (352) 42142-3300.

LUXEMBOURG RADIO

THE STATION OF THE STARS

Name _____

Position _____

Station Name _____

Address _____

Country _____ Postcode _____

Telephone No _____

Fax No _____

Fill in and post to:
Radio Luxembourg, 45 Blvd. Pierre Frieden,
L-2808 Luxembourg.

M&M 16/5

NAB Radio MON

Wednesday, June 10, 1992

Exhibition open 10.00 - 18.00

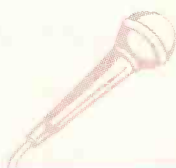
10.00 - 12.00 **OPENING CEREMONY AND KEYNOTE LECTURE**

Welcome address: Mr. A. Riva, Mr. D. Kramer, Mr. L. Mays, Mayor F. Alt
 Keynote Lecture: The 1993 European Broadcasting Community Important EEC Personality



14.30 - 18.00 **PROGRAMMING AND MANAGEMENT**
Highlight Session: Broadcasting Regulations: What is needed in 1993?

Co-Chairmen: Mr. D. Kramer CH / Mr. L. Mays USA
 Moderator: Mr. S. Kon, U.K.
 Mr. P. Baldwin, U.K.
 Mr. J. Baumann, USA
 Mr. J. Boutet, F
 Mr. W. Rumphorst, EBU
 Mr. C Schurig, D
 Mr. A. Sikes, USA



14.30 - 18.00 **ENGINEERING**
Production Equipment and Techniques

Chairman: Mr. C. Daubney, U.K.
 Moderator: Dr. L. Danilenko, D

1. General Overview for Radio Broadcasting Technology in Studio
 Speaker: Dr. D. Schwarze, D
2. Signal Levels Across the EBU/AES Digital Audio Interface
 Speaker: Ms. L. G. Moller, DK
3. Making Use of the User Data Signal with EBU/AES Digital Audio Interface
 Speaker: Mr. J. Nunn, U.K.
4. Recorders for News Gathering - At last, a Tape Recorder Meeting Broadcasters' Needs?
 Speaker: Mr. M. Orlic, YU
5. Controlling Signal Levels with a Loudness Meter - A New Design by a Broadcaster for Broadcasters
 Speaker: Dr. J. Emmett, U.K.
6. Surround Sound - A New Opportunity for Radio
 Speaker: Dr. G. Theile, D

Thursday, June 11, 1992

Exhibition open 10.00 - 18.00

9.00 - 10.30 **PROGRAMMING AND MANAGEMENT**
1. Programming: Format CHR - EHR

Chairman: Mr. R. Revert, E
 Mr. M. Bakker, NL
 Mr. P. Bellanger, F
 Mr. A. Hahne, D
 Mr. A. Hazan, I
 Mr. R. Park, U.K.
 Mr. B. Ployer, I

11.00 - 12.30 **Pan-European Format**

Chairman: Mr. S. Saltzman, U.K.
 Mr. T. Lathouwers, NL
 Mr. J. Luders, D
 Mr. W. Roedy, U.K.
 Mr. C. Untermeyer, USA



14.30 - 16.00 **PROGRAMMING**
Music Licensing & Copyright

Chairman: Mr. D. Hicks, USA
 Mr. E. Bautista-Garcia, E
 Mr. B. Beckerleg, F
 Mr. J. Gordon, U.K.
 Mr. P. Liechti, CH
 Mr. J. L. Tournier, F
 Mr. J.-F. Verstryngne, EEC
 Mr. A. Weinschel, USA

16.30 - 18.00 **All News**

Chairman: Mr. R. Harris, USA
 Mr. W. Aigner, D
 Mr. C. Cox, U.K.
 Mr. P. Delannoy, F
 Mr. A. Lande, N
 Mr. S. William Scott, USA
 Mr. J. Stolar, CS

9.00 - 12.30 **PROGRAMMING AND MANAGEMENT**
2. Management - Investment

Co-Chairman: Mr. R. Sautter, F
 Co-Chairman: Mr. W. Steding, USA
 Mr. J. Braun, F
 Mr. M. Brisac, F
 Mr. E. Galdon, E
 Mr. S. Goetz, D
 Mr. L. Hegedus, H
 Mr. J. Kerrest, F
 Mr. R. Richer, USA
 Mr. S. Wonziewicz, NL



9.00 - 12.30 **ENGINEERING**
Environment and Acoustic Developments

Chairman: Mr. D. R. Lockett, USA
 Moderator: Mr. J. Borenius, SF

1. Multidimensional Description of Monitor Loudspeaker Evaluation - Differences and Dependence on Listening Conditions
 Speaker: Mr. G. Spikofski, D
2. Nearfield Monitoring: Application and Advantages, Requirements of the Monitoring System
 Speaker: Mr. A. Munro, U.K.
3. Application of Computer Simulation to Improve and Accelerate Acoustic Design
 Speaker: Dr. W. Ahnert, D
4. Acoustical Considerations in the Design of the Canadian Broadcasting Center in Toronto
 Speakers: Mr. P. Mills, CDN
 Mr. J.-P. LeGault, CDN
5. The Impact of Digital Audio on Acoustical Environments
 Speaker: Mr. R. Berger, USA
6. Diffused Acoustics
 Speaker: Dr. P. D'Antonio, USA

14.30 - 16.00 **MANAGEMENT**
Full Service Radio in the '90's

Chairman: Mr. F. Tenot, F
 Mr. Tomas Martin Blanco, E
 Mr. M. Haas, D
 Mr. G. Haedecke, D
 Mr. W. Vriesman, USA
 Mr. A. Woyciechowski, PL

16.30 - 18.00 **The Future of Public Radio in the '90's**

Chairman: Mr. A. Riva, CH
 Mr. A. Akhtyrsky, Russia
 Mr. T. Alexanderson, EBU
 Mr. D. Bennet, USA
 Ms. A. Coutard, F
 Mr. C. Guerzoni, I
 Mr. O. Johanson, S
 Mr. C. Singelstein, D

14.30 - 18.00 **ENGINEERING**
Post Production and Editing/Recording Media

Chairman: Dr. G. Plenge, D
 Moderator: Mr. P. V. Giudici, I

1. The Use of MIDI in Production and Post-Production Processes
 Speaker: Dr. F. Rumsey, U.K.
2. Recent Developments in the Use of High Speed Networks for the Communication of MIDI-Equipment
 Speaker: Mr. M. Crosse, U.K.
3. Application of Data Compression, Practical Experiences
 Speaker: Mr. P. F. Selinger, D
4. Current Recording Standards, the Future of R-DAT as a New Editable Recording Medium
 Speaker: Dr. A. Matzke, D
5. Transmission of MUSICAM-Coded Audio Signals via ISDN
 Speaker: Mr. B. Burkhardsmeier, D



TREUX

CONFERENCE PROGRAMME JUNE 10 - 13, 1992

Friday, June 12, 1992

Exhibition open 10.00 - 18.00

9.00 -
10.30

PROGRAMMING Promotion

Chairman: Mr. A. Zeitelhack, D
Ms. L. Anderson, USA
Mr. J. Burrows, U.K.
Mr. W. Campbell, USA
Ms. C. Panneck, D
Mr. J. Soer, NL
Mr. H. Ueda, J

9.00 -
10.30

MANAGEMENT Standardisation of Audience Measurement Techniques

Chairman: Mr. R. Ducey, USA
Ms. V. Bouteiller, F
Mr. F. Carlier, F
Mr. G. Garrido, E
Mr. M. Steinmann, CH
Mr. A. Wearn, U.K.

9.00 -
10.30

ENGINEERING Continuity and Broadcasting Operations - Equipment and Techniques

Chairman: Mr. P. Jackson, U.K.
Moderator: Mr. F. Müller-Römer, D
1. Design of Automated Switching Areas
Speaker: Mr. R. Addams, U.K.
2. Practical Experiences with Automated Switching Areas
Speaker: Mr. B. Bittel, D
3. Real-Time-Access Mass Memory for Broadcasters' Use
Speaker: Mr. P. F. Selinger, D

11.00 -
12.30

Marketing & Music Research in the '90's

Chairman: Mr. L. Christian, USA
Moderator: Mr. J. Pollack, USA
Mr. J. Green, NL
Mr. A. Roland, NL
Mr. D. Springfield, USA
Mr. C. Walters, U.K.

11.00 -
12.30

Network & Syndicated Programming

Chairman: Mr. S. Cole, U.K.
Mr. D. Adamson, U.K.
Mr. J.-M. Brosseau, F
Mr. J. Fodor, USA
Mr. E. Mann, F
Mr. B. Stolier, USA

11.00 -
11.45

Training

This session will give an overview of the training problems and objectives in Engineering, Programming and Management.

Chairman/Speaker: Dr. H. Springer, D
Co-Speakers: Mr. T. Balle, DK, Mr. Opelland, D, Mr. H. Strassmann, CH

11.45 -
12.30

Digital Radio

This session will discuss the opportunities of Digital Radio in Europe and will include remarks not only at the Technical Level but also at the Management and Programming level.

Chairman: Mr. G. Waters, EBU
Moderator: Mr. I. Childs, U.K.
Speakers: Mr. J. Abel, USA, Mr. P. Baldwin, U.K., Mr. P. Dasnoy, B,
Mr. R. Faure, F

14.30 -
18.00

PROGRAMMING Advertising

Chairman: Mr. M. Cacouault, F
Mr. P. Davies, U.K.
Mr. G. Fries, USA
Mr. N. Goldsmith, USA
Ms. H. Hoffmann, D
Mr. R. Segre, I
Mr. T. Sylfret, U.K.
Mr. I. Travaille, F
Mr. J.-P. Vignolle, F

14.30 -
16.00

MANAGEMENT Gold Or National Music

Chairman: Mr. P. Broglia, I
Mr. P. Burton, U.K.
Mr. P. Herrera, E
Mr. F. Larue, F
Mr. L. Perallat, F
Mr. H. Thomas, D

16.30 -
18.00

Musical Radio for Adults

Chairman: Mr. M. Garcia, F
Mr. F. Bollmann, CH
Mr. A. Hazan, I
Mr. J. Taylor, CS

20.00

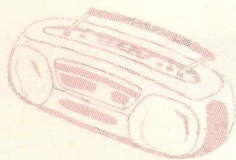
Farewell Dinner - Sponsored by Euro Disney

Speaker: Mr. R. Fitzpatrick,
CEO, Euro Disney, F

22.00

Closing Remarks:

Mr. A. Scharf, President, EBU
Mr. E. Fritts, President and CEO, NAB



Saturday, June 13, 1992

Exhibition closed

9.00

HIGHLIGHT SESSION

Creativity in Radio Advertising; How Dull Can It Be?

Speaker: Mr. George Black, Former Chairman of J. Walter Thompson, Germany and Creative Consultant, Nestlé

LIST OF EXHIBITORS AS AT MARCH 1, 1992

A.B.S. AQUILA BROADCASTING SETS • AEV SNC DI VACCARI G & C • AGAP • AKG ACOUSTICS • AUDIO BAUER AG • AUDIO FOLLOW • AUDIOPAK INC • BROADCAST ELECTRONICS INC • BROADCAST TECHNOLOGY SOCIETY/IEEE • COLUMBINE SYSTEMS INC. • COMREX CORPORATION • CONTINENTAL ELECTRONICS CORP. • C.T.E. INTERNATIONAL SRL • DECISION INC. • DIALOG 4 • DIGITAL AUDIO TECHNOLOGIES • EL.CA. SNC DI RAIMONDI L. E.C. • EUREKA • EURO DISNEY • FOR.A CO LTD • GIANT ELECTRONIC LTD • g.t.c. Film- und Fernseh-Studioteknik GmbH • GOTHAM AG • GROUPE INGENICO • HARRIS ALLIED BROADCAST EQUIPMENT • IDB COMMUNICATIONS GROUP INC • INTERNATIONAL DATACASTING CORP. • INTERNATIONAL TAPETRONICS CORP. • ITAME SA • JAMPRO ANTENNAS, INC. • LEMO SA • LINK COMUNICACIONES SA • MEDIA TOUCH SYSTEMS INC • MURFIN MUSIC INTERNATIONAL • NAGRA KUDELSKI SA • NATIONAL TRANSCOMMUNICATIONS • NETWORK MUSIC EUROPE • NOKIA PAGING • NOUVELLE ORLEANS PROGRAMMING INT. • PACIFIC RECORDERS & ENGINEERING • PHILIPS KOMMUNIKATIONS INDUSTRIE • R.V.R. ELETTRONICA SRL • R.A.B. • RADIO EXPRESS • RADIO WORLD • RANSON AUDIO • RCS RADIO COMPUTING SERVICES • RIZ TRANSMITTER • ROHDE & SCHWARZ • R.P.M. • SCHMID TELECOMMUNICATION • SEEM AUDIO • SIEL SISTEMI ELETTRONICI • SIEMENS • STUDER REVOX • SUISA • TANDBERG DATA • TECHNOLOGY BROADCASTING SYSTEMS • TEKO TELECOM SRL • TELEDIFFUSION DE FRANCE • TELI, SWEDEN • THOMSON CSF • TM CENTURY • TOP FORMAT PRODUCTIONS • VALENTINO INC. • VARIAN • VOICE OF AMERICA • WEGENER COMMUNICATIONS • XIS • YAMAHA CORPORATION EUROPE.



As pre-opening of the NAB Radio Montreux International Radio Symposium, the European Broadcasting Union will organise a Symposium on Digital Audio Broadcasting - June 8/9, 1992.

REGISTRATION

NAB Symposium SFr. 550.-
NAB Seminar / DAB Seminar - joint registration SFr. 1000.-

For further information, please contact:

NAB tel.: ++41 21 963 32 20, fax: ++41 21 963 88 51

DAB tel.: ++41 21 963 12 12, fax: ++41 21 963 78 95

Happy 10th Anniversary

We at **AVEX D.D. INC.** congratulate all the wonderful people at **ANTLER-SUBWAY** on the company's tenth anniversary, and we are looking forward to a very happy and prosperous future together.

Tom Yoda



1F. Craned Bldg, 19-1839 Tsuruma, Machida-shi, Tokyo.
Zip Code 194 Phone. 0427.95.0750. Fax. 0427.95.0760

Antler-Subway—A Decade Of Growth

Antler Records was set up in 1982 by Roland Beelen and Maurice Engelen as an outlet for Belgian talent outside the mainstream categories created by local major record company affiliates. For some years, Beelen had been hosting alternative music shows on local stations **FM Bruxel** and **Radio Scorpio**, catering for the young population of Brussels and Leuven. He played a broad range of post-punk underground music and frequently aired demos sent to him from all corners of the globe. On the side, he ran a small studio he had built in his garden shed in Weze-maal. Bands from Flanders willing to experiment and looking for new ways to get their music across came there to record. A scene gradually developed, and in 1982, Beelen came up with the idea to release a compilation album to present this young breed of artists to the public. The self-produced *No Big Business* sampler served as a launching pad for artists such as **Luc Van Acker**, **A Blaze Colour**, **Siglo XX** and the **Scabs**, and became the do-it-yourself credo for a whole generation of Flemish musicians.

No Big Business was the testing ground on which Antler took shape. Beelen felt he could do more, and

Ten years ago today, Antler-Subway released its first record. It has been a decade of growth, creative achievement, commercial success, belief in quality and dedication to the cause of alternative music. The history of one of the foremost independent labels on the European continent deserves to be looked back upon.

together with Maurice Engelen—who was running a booking agency for **Modern English**, **Eyeless in Gaza** and **Medium Medium**—the two started releasing records on a permanent, non-profit basis. The label's earliest operations were administered from Beelen's living room, with the kitchen serving as the stockroom.

The meeting point in Leuven was a club called **Arno'z**, where bands like **Cultural Decay**, **Men 2nd**, the **Singles**, **Siglo XX** and the **Neon Judgement** hung out. In the first year of its existence, Antler released material from the latter three bands, as well as having records by German group **Tank of Danzig** and the English band **Biting State** fame) on the roster. Roughly speaking, there were two sides to the catalogue. On one side were the industrial/funk/post-punk experiments of artists such as the **Neon Judgement**, **EXQ's** and **Siglo XX**. On the

other were the electro-pop offerings, with acts such as the **Singles**, **2 Belgen** and **Nacht Und Nebel**.

Beelen and Engelen managed to keep an independent business going on the strength of their flexible and idealistic approach, which, under the circumstances, certainly was no small deal. The Belgian music industry barely provided opportunities

for local product, budgets were tight and the media was not supportive. But with the European chart success of **2 Belgen** (*Lena* and *Opération Coup De Poing*) and **Nacht Und Nebel** (*Beats Of Love*), Antler quickly established itself as a talent pool that required recognition.



Roland Beelen

The company started to flourish; **Erik Dries** was

(continues on page 20)

Industry Comments

Michel Lambot, MD of Play It Again Sam Records:

"I've known Maurice and Roland for more than 10 years and have been working with them for a very long time. I have been consistently amazed by their professional and creative skills and their ability to maintain steady growth in this complex and competitive music business."

Tongues (featuring **Graham Massey** of **808**) were two sides to the catalogue. On one side were the industrial/funk/post-punk experiments of artists such as the **Neon Judgement**, **EXQ's** and **Siglo XX**. On the

THE RED LINE IN DANCE MUSIC!

N.E.W.S.

NANADA

MUSIC MAN

NANADA MUSIC B.V.

WISH TO CONGRATULATE

ANTLER-SUBWAY
BE'S SONGS

FOR 10 YEARS OF TRANCE MISSION-MENTAL RADIO
ROUND & ROUND
WE'LL TAKE IT ONE STEP BEYOND!

DISTRIBUTION: 0(32)(0)91250230

(31)(0)35 85741

0(32)(0)91250230

ANTLER-SUBWAY

(continued from page 19)

appointed to handle promotion and production, the publishing leg **BE's Songs** was developed and a worldwide distribution network (handled by **Play It Again Sam**) was formed, with majors from inside and outside the country asking for licenses to release selected Antler product.

By the end of 1986, the repertoire consisted of approximately 50 releases: a hybrid collection of electronic body beats (**Poésie Noire**, **A Split Second**, **The Klinik**), wave rock (Siglo XX, **The Masai**, **Alien Sex Fiend**), pop (Nacht Und Nebel, 2 Belgen), world music (**Feso Trombone** and Suns of Arqa) and avant-funk (**Partisan** and **A Noh Rodeo**, a band fronted by **Chris Whitley**, now a major **Columbia** recording artist).

With Belgium being a seminal force of the international electronic body music movement, in 1987, Antler began to gradually head towards a more outspoken profile. **A Split Second** became a leading act on the EBM scene, and the reputation of Antler Records as the home of contemporary electronic rock started to spread all throughout the world.

"You could consider EBM as a predecessor of the new beat music," explains Eric Dries, "and with technology becoming widely available, the whole genre gained momentum."

Due to an upsurge in activities, the tiny Antler office in Wezemaal became too small, and the business moved to Aarschot, a town nearby. The staff was enlarged and the company was restructured to keep up with the financial scope and turnover of the label's undertakings. Around that time, Antler also became active in the field of dance music. Fresh and exciting things were happening in discotheques all over the world; acid house, garage, techno and Balearic beats inspired a whole new underground of party-goers, DJs and record buyers. Belgian new beat was the local flavour, and the sub-label **Subway** gathered momentum in no time, with several crucial 12-inch releases. After all, new beat directly emanated from the electro-wave that Antler had been championing for so long. The track *Flesh* by **A Split Second**

(originally released in 1986) was the most influential release on the scene. Recalls Engelen, "**Club DJ's** played the original 45-speed, 12-inch on 33 rpm, which added a new dimension to the song. We ended up releasing the track in that version as well."

Industry Comments

"We are delighted with the business we have done with Antler-Subway so far. When we released the original version of Praga Khan's *Injected With A Poison*, we couldn't get it in the charts. The label then supplied us with a remix which was perfect for our market and subsequently has led to success."

Producers, musicians and singers such as **Praga Khan**, **Morton**, **Sher-**

man & Belucci, **Chris Inger** and **Jade 4 U**—some being Antler artists in disguise—gathered under the wings of Subway and delivered new beat numbers at the speed of light.

The *New Beat* compilation albums sold in large quantities and acts like **Erotic Dissidents** (*Move Your Ass And Feel The Beat*), **Taste Of Sugar** (*Hmm, Hmm*), **Lords Of Acid** (*I Sit On Acid*) and **101** (*Rock To The Beat*) enjoyed considerable chart success, both in Belgium and abroad.



Maurice Engelen

"When new beat really started to sell, we had about 10 releases every month, selling from 4.000 to 50.000 units each," says Engelen, adding that revenues allowed the company to launch Antler-Subway subsidiaries in both Holland and the UK.

Antler Records clearly had become more than just a dot on the map of the international music industry;

(continues on page 21)

REACT MUSIC
CONGRATULATES EVERYONE AT
ANTLER SUBWAY FOR 10 YEARS AS A
LEADING DANCE LABEL.
BEST OF LUCK WITH G.T.O. "ELEVATION".




REACT MUSIC LIMITED
138B WEST HILL · PUTNEY · LONDON SW15 2UE
TEL: (+44)81.780 0305 FAX: (44)81.788 2889



Congratulations from all at
Profile Records on reaching
your 10th birthday. You certainly
haven't mellowed with age.

10 Tech West / Warple Way / London, W3 0RQ
Fax: (+44) 81 749 3703 Tel: (+44) 81 749 8777

8 OUT OF 10 years we have worked together !
And more hits to come with CHANNEL X and PRAGA KHAN
Congratulations Roland and Maurice !

 **PLAY IT AGAIN SAM** RUE DEVEEWEYDE 90 - 1070 BRUSSELS - BELGIUM

CONGRATULATIONS TO ANTLER-SUBWAY FOR THEIR 10TH ANNIVERSARY
AND THE YEARS OF CLOSE-COLLABORATION
ON BEHALF OF INDISC.

INDISC

De Wandstraat 209-213 - 1020 Brussels - Belgium
Tel: (+32) 2.268 0010 - Fax: (+32) 2.268 0987

INDISC

ANTLER-SUBWAY

(continued from page 20)

A&R managers, journalists and DJs from Europe, the US and the UK came to Belgium to check out the new beat scene, and the first stop on their itinerary was always Aarschot. Licenses were negotiated with major international record companies for the release of Subway material in various territories.

Meanwhile, the sub-label developed into a separate entity with its own divisions, including **Kaos and World Today**, for each respective dance genre.

"New beat really inspired us to start up a dance division within the company today we are very specialized. This allows Antler-Subway to fully develop the catalogue and to obtain major international exposure.

The current worldwide interest in techno is another step in that direction," says Engelen.

"Techno is in fact the logical evolution after EBM and new

beat," adds Beelen, "but the strength of the labels is their driving force and the ability to gain international recognition. This is what we wanted in the first place: to promote Belgian artists abroad. For an independent like us, Belgium is too small of a market to survive."

Another Antler offshoot was **Integrity**, a division set up in 1988 as a harboring place for talent out of the ordinary. In the course of its existence, artists like **Martyn Bates** (UK), **The Serenes** (Holland), **The Dentists** (UK) and **Rudolf Hecke** (Belgium) have delivered timeless recordings that defy all laws and

expectations of the pop market.

In 1989, the company name was officially changed into Antler-Subway. "Whereas Antler Records originally operated as a non-profit organization, the new company was moulded into a limited liability company," explains Dries.

Activities in the dance department have assumed overwhelming proportions. The divisions **Complete Kaos, Dance Opera, Beat Box International, Trance Mission** and **Mental Radio** cover a wide range of Belgian techno, neo-beat and ambient dance. Today, *Running Out Of Time* by Digital Orgasm, *Groove To Move* by Channel X and the re-released and remixed *Flesh* by A Split Second are

climbing up the UK charts, with Lords of Acid having a hit in the US with *Take Control*.

At press time, MNO as writers and

composers are charting the UK top 40 with two singles simultaneously—**Digital Orgasm's** *Startouchers* (which sold 25,000 in advance) and Praga Khan featuring Jade 4U with *Injected with a Poison*—a new milestone in Belgian music history!

Once again, Antler-Subway Records are moving again to new offices and into a new decade, which will no doubt prove equally as fulfilling for the company, its artists and their public as was the first.

Company Address

Leuvenestraat 87
B 3200 AARSCHOT Belgium
tel: (+32) (0)16.567 666
fax: (+32) (0)16.567 670

Nick Hawkes,
Head of A&R at
Beggar's
Banquet's XL
and **City Beat**
labels:

Industry Comments

"Right now, the productions that come out of Antler-Subway and Mental radio are quite exciting for the UK market and we became involved, seeing they were promising to be quite successful."



FOTO-ENGRAVING COMPANY
HOOGSTRAAT 110 - 2580 BEERZEL - BELGIUM
TEL: (+32)1.575 3331 - FAX: (+32)1.575 4989

CONGRATULATES **ANTLER-SUBWAY**
ON ITS 10TH ANNIVERSARY.
WE HOPE TO DO BUSINESS WITH YOU FOR
AT LEAST ANOTHER **10 YEARS!**

URBY-MIA

ARS PRODUCTIONS & YASMINE CONGRATULATE ANTLEER -SUBWAY



YASMINE, after 3 Belgian Top 5 hits, look out for her first international release " NEVER LET YOU GO"

BMG Belgium Congratulates **Antler-Subway** With 10 Years Of Innovative A & R!

We Are Looking Forward To Further Developing Our Fruitful Collaboration.

BMG Ariola Belgium
Francois Rigasquare 30B . 1030 Brussels
Tel: (+32) 2.216 9780 . Fax: (+32) 2.242 3608



10 YEARS OF DANCE
(AND STILL GOING STRONG)

ARCADE *Congratulates*
ANTLER SUBWAY

Digital Orgasm album featuring the 2 UK top hits "Running Out Of Time" & "Startouchers". Still free for licensing for some territories. * 7 innovative dance

compilations for your territory on a full license basis * leading techno acts such as Praga Khan feat. Jade 4 U / Technoland / Digital Orgasm live on tour

**Antler Subway
Records
would like to thank
all partners
artists – crew
&
friends
for their support !**



**Stay tuned for
another decade !**

Antler Subway Leuvenestraat 87 3200 Aarschot Belgium Tel 32.(0)16.56 76 66 Fax 32.(0)16.56 76 70

mixing studio soon available with remix facilities by our own producers * always looking for new talent

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 Monday at 3 o'clock.

ATLANTIC 252/London
Paul Kavanagh - Prog Dir
A List:
 AD Curiosity Hang On
 KWS: Please Don't Go
 Texas: Tired Of Being Alone
 Ugly Kid Joe: Everything

BBC RADIO 1/London
Paul Robinson - Prog Dir
B List:
 AD Bruce Springsteen: Better Days
 Cure: Friday I'm In Love
 En Vogue: My Lovin'
 Guns N' Roses: Knockin'
 John O'Kane: Stay With Me
 Levellers: 15 Years
 Mega City Four: Shivering
 Real People: Believer

BEACON RADIO/Wolverhampton
Peter Wagstaff - Prog Dir
A List:
 AD John O'Kane: Stay With Me
 k.d. lang: Constant Craving
 Madness: House Of Fun
 Michael Bolton: Missing
 Shakespears Sister: I Don't
 Simply Red: Thrill Me

B List:
 AD Alexander O'Neal: Sentimental
 Degrees Of Motion: Do You
 del Amiri: Always
 KWS: Please Don't Go
 Rozella: Love Breakdown
 Sisters Of Mercy: Temple

BRMB FM/Birmingham
Robin Volk - Head Of Music
A List:
 AD Wags (Not Was): Listen

B List:
 AD Alexander O'Neal: Sentimental
 Beatmasters: Dunno What It Is
 Ce Ce Peniston: Keep On Walkin'
 Chapter & The Verse: Thank You
 Digital Underground: No Nose
 Electric Boys: Mary
 John O'Kane: Stay With Me
 Marillion: Symptom
 Mega City Four: Shivering
 Mr. Fingers: On My Way
 Peter Murphy: You're So

CAPITAL FM/London
Richard Park - Prog Contr
A List:

AD Cure: Friday I'm In Love
 Kathy Troccoli: Everything
 Natalie Cole: The Very Thought
 Shakespears Sister: I Don't
 Was (Not Was): Listen
 Wilson Phillips: You Won't See

B List:
 AD Gary Moore: Story Of
 Kiss: Unholy
 Little Louie: Ride

KISS FM/London
Gordon McNamee - Prog Dir
B List:

AD Alexander O'Neal: Sentimental
 Andronicus: Make You Whole
 Brothers Grimm: Field Of
 Ce Ce Peniston: Keep On Walkin'
 Half Pint: No Substitute
 Omar: Your Loss My Gain
 Richie Rich: Feel It
 Watergates: Never Gonna Give

PKCADDILY RADIO/Manchester
Kath Pringle - Head Of Music
A List:

AD 2 Unlimited: Workaholic
 Beatmasters: Dunno What It Is
 DNA: Blue Love
 EMF: Getting Through
 Michael Jackson: In The Closet
 Shakespears Sister: I Don't
 SL 2: On A Ragga

B List:
 AD Texas: Tired Of Being Alone

DOWNTOWN RADIO/Belfast
John Rasborough - Prog Dir
A List:

AD Big Bugs: Merry For The
 Brendan Shine: I'm A Savage
 Bruce Springsteen: Better Days
 Dion/Bryson: Beauty
 Garth Brooks: What She's Doin'
 Joan Armatrading: Wrapped
 Natalie Cole: The Very Thought
 Trogs: Together
 Wilson Phillips: You Won't See

POWER FM/Fareham
Jim Hicks - Head Of Music
A List:
 AD Ce Ce Peniston: Finally
 Celine Dion: Beauty
 Chris De Burgh: Separate Tables
 Dinah Washington: Mad About
 Gina Yonelli: I Just Wanna
 Kim Wilde: Love Is Holy
 Lionel Richie: Do It To Me
 Marc Almond: The Days
 Michael Bolton: Missing
 Mr. Big: To Be With You
 Michael Bolton: Missing
 Mr. Big: To Be With You
 Richard Marx: Hazard
 Rod Stewart: Your Song
 Simply Red: Thrill Me
 Temptations: Get Ready
 Texas: Tired Of Being Alone

RADIO FORTH/Edinburgh
Colin Sommerville - Head Of Music
B List:
 AD KWS: Please Don't Go

Mega City Four: Shivering
 Rozella: Love Breakdown
 Shakespears Sister: I Don't
 Ugly Kid Joe: Everything

RADIO TRENT/Nottingham
Len Groat - Prog Dir
A List:

AD Alison Jordan: Boy From N.Y.
 KWS: Please Don't Go
 Shakespears Sister: I Don't
 Simply Red: Thrill Me
 Sisters Of Mercy: Temple
 Was (Not Was): Listen

B List:
 AD Dion/Bryson: Beauty
 Cygnit Ring: Love Crime
 DNA: Blue Love
 Gary Moore: Story Of
 Joe Cocker: Now That The
 k.d. lang: Constant Craving
 Michael Bolton: Missing
 Michael Ball: One Step
 Souled Out: In My Life
 Thomas Dolby: Close But

FOX FM/Oxford
Steve Ellis - Prog Contr
B List:
 AD John O'Kane: Stay With Me
 k.d. lang: Constant Craving
 Nick Kamen: We'll Never

GWR FM/Bristol/Swindon
Andy Westgate - Head Of Music
A List:
 AD Madness: House Of Fun

B List:
 AD Dylans: Mary Quant
 del Amiri: Always

RADIO BROADLAND/Norwich
Dave Brown - Head Of Music
Power Play:

Dion/Bryson: Beauty
 Frontier: Lonely Heart
 Lionel Richie: Do It To Me
 Marc Almond: The Days
 Simply Red: Thrill Me
 Ten Sharp: You

A List:
 AD k.d. lang: Constant Craving

B List:
 AD Joy: World's A Beach
 Kathy Troccoli: Everything
 Natalie Cole: The Very Thought
 Simon Darlow: The Very Thought

RED DRAGON FM/Cardiff
John Dash - Head Of Music
Power Play:

Curiosity: Hang On
 KWS: Please Don't Go
 Marc Almond: The Days
 Michael Jackson: In The Closet

A List:
 AD Beatmasters: Dunno What It Is
 Dono Lee: Never Say
 del Amiri: Always
 En Vogue: My Lovin'
 Was (Not Was): Listen

B List:
 AD Kiss: Unholy
 Mega City Four: Shivering
 Mr. Fingers: On My Way
 Sisters Of Mercy: Temple

SWANSEA SOUND/Wales
Rob Pendery - Head Of Music
Power Play:

Michael Bolton: Missing
 Alison Jordan: Boy From N.Y.
 Joe Cocker: Now That The

B List:
 AD Rozella: Love Breakdown
 Shakespears Sister: I Don't

COOL FM/Belfast
John Paul Ballantine - Head Of Music
B List:
 AD Dinah Washington: Mad About
 Dr. Robert: Simpler Place
 Simply Red: Thrill Me
 Souled Out: In My Life

FRA

NRJ NETWORK/Paris
Max Guazzini - Dir
A List:

AD Chic: Chic Mystique
 Joan Jet/Blackhearts: I Love
 Michael Jackson: In The Closet
 Roch Voisine: Avec Tes Yeux
 Tracy Chapman: Bang Bang

RTL/Paris
Monique Le Maris - Head Of Prog
A List:

AD Elton John: Down On Me
 Felix Gray: Mourir Pour
 Murray Head: Little Bit
 Nilda Fernandez: L'invitation
 Pascal Obispo: Plus Que Tout
 Ringo Starr: Weight Of The
 Sara Mandiano: Serments
 Tori Amos: Crucify
 Veronique Riviere: Premiere

AL
Midnight Oil
 Tracy Chapman

M40/Paris
Javier Pans - Prog Mgr
A List:

Benny B: 10, 9, 8...
 Bruce Springsteen: Human Touch
 Charlatans: Weirdo
 Ethena Dabo: Attractions
 Guesch Patti: Wake Up
 James Bond
 Lionel Richie: Do It To Me
 Michael Bolton: Missing
 MC Solaar: Caroline
 Michael Jackson: In The Closet
 Mylene Farmer: Beyond
 Opus III: It's A Fine Day
 Peter/D'Electro: Come On
 Pow Wow: Le Chat
 U 96: Das Boot

B List:
 AD Alain Manaranche: Emporte
 Caroline Legrand: Comme Un
 Chaka Khan: All My Lifetime
 Def Leppard: Let's Get Rocked
 Double You: Please Don't Go

Fredericks, Goldman & J. To Me
 Garland Jeffreys: The Answer
 Qui Out: La Vie
 Pierre Schott: Je Te Voudrais
 Prince: Money Don't Matter
 Roxette: Fading Like A Flower
 Souil Soul: Joy
 Soup Dragons: Divine Thing
 Tribe: Joyride

SKYROCK NETWORK/Paris
Laurent Bouneau - Prog Dir
A List:

AD Opus III: It's A Fine Day
 L'ONDE LATINE/Aix en Provence
Power Play:
 AD Alain Manaranche: Emporte

B List:
 AD Alain Bashung: Madame Réve
 Au P'tit Bonheur: Maurice
 Maurane: Merit
 Roch Voisine: La Promesse

RADIO RIVIERA/Monte Carlo
Andrew Athbury - Music Dir
A List:

AD Lionel Richie: Do It To Me
 Diamond/Games: Hooked
 Red Hot Chili Peppers: Under
 Roberto Flack: Friend
 San Francisco Originals: Good
 Ten Sharp: You

SCOOP/Lyon
Alain Liberty - Prog Dir
B List:

AD François Feldman: Joy
 Moritka: Moritka's Kitchen
 Pasodenas: I'm Doing Fine Now
 Roxette: Fading Like A Flower
 Rozella: Are You Ready

VOLTAGE FM/Rosny-sous-Bois
Olivier Aljardet - Music Dir
A List:

AD Jack Brice: I Get
 Salt-N-Pepa: You Shoveled Me
 Yazoo: One True Woman

B List:
 AD Chaka Khan: All My Lifetime

ISABELLE FM/Tocane Saint Apre
Patrick Lapeyronnie - Prog Dir
A List:

AD DJ Mollie: Revolution
 Francis Feldman: In My Life
 Grace Under Pressure: Make
 Lionel Richie: Do It To Me
 Souled Out: In My Life

GER

RADIO XANADU/Munich
Benny Schmier - Head Of Music
A List:

AD Danger Danger: I Still Think
 Katrina/Waves: Birkenhead
 Osmond Boys: Show Me

RB 4/Bremen
Axel Sommerfeld - DJ/Producer
A List:

AD Curtis Stigers: You're All
 Kris Kross: Jump

B List:
 AD Block Crowes: Remedy
 Boomers: Wishes
 Curiosity: Hang On
 Des'ree: Mind
 En Vogue: My Lovin'
 Kylie Minogue: Finer
 L7: Pretend We're Dead
 Marc Almond: The Days
 Mint Condition: Breakin'
 Perception: Feed
 Peter Case: Dream About You
 They Might Be Giants: Guitar
 Tony Joe White: Ain't Going

RIAS 2/Berlin
Henry Gross - Head Of Music
A List:

AD Richard Marx: Take This Heart
 Westernhagen: Rosi

RSH/Kiel
Ralf Bukowski - Head Of Music
Power Play:

AD Curiosity: Hang On

B List:
 AD Maggie Reilly: Touch
 Prinzess: Mann Im Mond
 Snap: Rhythm Is A Dancer
 Tina Turner: I Want You

SDR 3/Shuttgart
Hans Thomas - Producer
Power Play:

AD Simply Red: Thrill Me
 AL Tracy Chapman

RADIO F/Nuremberg
Ziggie Hago - Prog Dir
A List:

AD Andrew White: Without You
 Avolon: Apple Blossom
 Fernandez/Kent: Perdona
 Roy Black: Und Troztet
 Trix: Du Und Die Nacht
 Wind: Träume Sind Für

RADIO FFH/Frankfurt
Sabine Neu - Head Of Music
B List:

AD Ochseneck: If I Had
 Red Hot Chili Peppers: Under

RADIO REGENBOGEN/Mannheim
Martin Schwebel - Music Dir
Power Play:

AD Westernhagen: Rosi

A List:
 AD Lionel Richie: Do It To Me
 Michael Jackson: In The Closet
 Rainhard Fendrich: Tom
 Wolfgang Petry: Verlieben

B List:
 AD Alexander Mesek: Temptation
 Alex Motre: Keine Angst
 Blue System: I Will Survive
 Boomers: Wishes
 Dan Hill: I Fall
 Des'ree: Mind
 Got To Be Lucy
 I.C. Falkenberg: Wie Auch
 Jody Watley: I'm The One
 Michael Bolton: Missing
 Neil Sedaka: Laughier
 Nina Hagen: Du Hast
 Pasodenas: Make It With You
 Peacock Palace: Henry's Song
 Relax: Blue Forewell River
 Reyes: Chibill
 Sandra: I Need Love
 Souled Out: In My Life

RTL GERMANY/Luxembourg
Stephan Halpap - Head Of Prog
Power Play:

Annie Lennox: Why
 Bruce Springsteen: Human Touch
 Genesis: Hold On My Heart
 Taten Hosen: Whole
 Voyage Sur Vinyl: Breakdown

HUNDRT 6/Berlin
Rainer Gruhn - Music Dir
Power Play:

Annie Lennox: Why
 Aus "City Lights": Mein Merit
 David Foster: Si' Elmo's Fire

A List:
 AD Blue System: I Will Survive
 Gitano Boys: Anna Maria
 Howard Cerdapelle: Mit Viel
 Kristina Bach: Caballero
 Orkestra: Fly Away
 Tom Astor: Renover

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

AD Michael Jackson: In The Closet

B List:
 AD Carter USM: The Only Living
 Concrete Blonde: Someday
 Dirty Story Band: Black
 Kim Wilde: Love Is Holy
 Lalamie Washburn: If You Try It
 Richard Barone: Nobody
 Ringo Starr: Weight Of The
 Spent Poets: All At
 Ugly Kid Joe: Everything

RADIO GONG 2000/Munich
Andy Wenzel - Head Of Prog
Power Play:

Bryan Adams: Thought I'd Died
 Maggie Reilly: Touch
 Mama's & The Papa's: Dream

B List:
 AD Ochseneck: If I Had
 Opus III: It's A Fine Day
 Right Said Fred: Deeply

ITA

Morrissey: We Hate It When
 Tony Hadley: Far Your Blue

RADIO KISS KISS NETWORK/Naples
Gianni Simioli - Prog Dir
Power Play:

AD Debbie Cole: Feel Free
 Sweat Society: Is It True

A List:
 AD Annie Lennox: Precious
 Curtis Stigers: You're All
 Extreme: Song For
 Genesis: Hold On My Heart
 Guns N' Roses: November Rain
 Jodeci: Cherish
 Marc Almond: The Days
 Pasodenas: Make It With You
 Vanessa Williams: Save The Best

AL
Alison Limerick
 Kym Sims

RADIO RAI VERDE/Rome
Maurizio Riganti - Dir
A List:

AD Curtis Stigers: You're All
 Kim Wilde: Love Is Holy

Tom Petty: American
 Yazoo: One True Woman

RETE 105 NETWORK/Milan
Alex Peroni - Head Of Music
A List:

AD D.S.K.: Holdin' On
 Double You: Please Don't Go
 Dr. Robert: Simpler Place
 Imagination: Loving Tight
 KMC Kru: Talk Dirty
 Kiss: Kiss

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

AD Amedeo Minghi: Il Perché
 Annie Lennox: Precious
 Double You: Please Don't Go
 Imagination: Loving Tight
 Paola Vallesi: Ridere
 Simply Red: Wonderland

STEREORAI/Rome
Elio Molinari - Head Of Dept.
Edele Bellisario - Prog Dir
Power Play:

Bruce Springsteen: Human Touch
 Def Leppard: Let's Get Rocked
 Ligabue: Urlando Conto
 Saul II Soul: Joy

A List:
 AD Vano Fossati: La Canzone
 Kexiah Jones: Where's Life
 Prince: Money Don't Matter
 Ringo Starr: Weight Of The

AL
Vano Fossati

RADIO BABBOLEO/Genoa
Lenny Rathona - Prog Dir
Power Play:

AD Yazoo: One True Woman

A List:
 AD Nirvana: Come As You Are
 Red Hot Chili Peppers: Under

RADIO MONTE CARLO/Milan
Francesco Migliozzi - Prog Contr
A List:

AD Swing Out Sister: Am I

ANTENNA DELLO STRETTO/Messina
Filippo Pedeli - DJ
Power Play:

AD Shawn Christopher: Don't Lose
 A List:
 AD E.M.F.: Getting Through
 Norum/Tempt: We Will Be
 Papa Ricky: Lu Sole Mia
 Sandra: Don't Be
 Sophie B. Hawkins: Damn
 Temptations: Get Ready

AL
Richard Marx: Forever

POWER RV1 THE BLACK
RADIO/Turin
Paolo Lauri - Head Of Music
Power Play:

AD 49ers: Got To Be

A List:
 AD Aaron Hall: Don't Be Afraid

B List:
 AD Digital Underground: No Nose
 Grace Under Pressure: Make
 Joy Salinas: Stay Tonight

RADIO STAR/Vicenza
Maurizio Maresi - Prog Dir
Power Play:

AD Lionel Richie: Do It To Me

TROS RADIO 3/Hilversum
Ferry Maat - Head Of Music
Power Play:

Andre Hazes: Samen Kunnen We
 Kim Wilde: Love Is Holy

A List:
 AD 2 Unlimited: Workaholic
 Buffalo Tom: Tallights
 En Vogue: My Lovin'
 Gerard Jaffrey: Welcome To
 Gerard Jaffrey: Come Back
 Powerplay: Psyche
 Sequential: Psychotronic
 Wet Wet Wet: More Than Love

VERONICA/Hilversum
Hans van der Veen - Vice MD
Unico Glorie - Producer
Power Play:

AD Wet Wet Wet: More Than Love

A List:
 AD Izabella: Shame Shame Shame
 Lionel Richie: Do It To Me
 Robbie Valentine: I Believe In You
 Sophie: Runnin'
 Tevin Campbell: Tell Me What

POWER FM/Amsterdam
Peter Belt - MD
Power Play:

AD Raul Orellana: Gypsy Rhythm

B List:
 AD Bonnie Raitt: Not The Only
 Howard Jones: Two Souls
 Jody Watley: I'm The One
 Kim Wilde: Love Is Holy
 Metallica: Nothing Else Matters
 Scorpions: Father Mother
 Simply Red: Thrill Me

HIT RADIO/Bussom
Koen Van Tijn - Music Dir
Power Play:

Lionel Richie: Do It To Me

B List:
 AD Def Leppard: Let's Get Rocked
 En Vogue: My Lovin'
 Kim Wilde: Love Is Holy
 Lidell Townsell: Nu Nu
 Swing Out Sister: Am I

B List:
 AD Metallica: Nothing Else Matters

RADIO NOORD-HOLLAND/Haarlem
Pieter Buijs - Producer
Power Play:

AD Feel Slave:
 Neville Bros.: Fly Like
 Rene Froger: Man With A
 Scene: Open
 Tröckener Kocks: Man Allen

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

Annie Lennox: Why
 Crowded House: Weather With
 Vanessa Williams: Save The Best
 Wet Wet Wet: Goodnight Girl

BEL

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

AD Curtis Stigers: You're All
 Curiosity: Hang On
 En Vogue: My Lovin'
 Jean Loup: 1990
 Jean Mellencom: Last Chance
 Kiss: Kiss
 k.d. lang: Constant Craving
 Liberty Horses: Believe
 Neville Bros.: Fly Like
 P.J. Harvey: Sheila
 Ringo Starr: Weight Of The
 Tina Turner: I Want You
 Ugly Kid Joe: Everything

RADIO CONTACT F/Brussels
Jean Lou Berin - Prog Dir
A List:

AD Art Mengo: Gino
 Au P'tit Bonheur: J'Veux
 Cher: Could've Been You
 Chris B: Mak: Male Dons Ma
 Dinah Washington: Mad About
 Eros Romazzotti: Terra
 Helena: Dis Lui Out
 Howard Jones: Two Souls
 Izabella: Shame Shame Shame
 Kim Wilde: Love Is Holy
 Lidell Townsell: Nu Nu
 Lionel Richie: Do It To Me
 Paul Severis: Oh Petite Fille
 Queen/Lian: Bye For Now
 Queen: Who Wants To Live Forever
 Red Hot Chili Peppers: Under
 Shakespears Sister: Stay

B List:
 AD Def Leppard: Let's Get Rocked
 En Vogue: My Lovin'
 Lidell Townsell: Nu Nu
 Michael Jackson: In The Closet

RTBF RADIO 2/Hainaut
Philippe Jauniaux - Music Dir
A List:

AD Benny B: 10, 9, 8...
 Double You: Please Don't Go
 Genesis: Hold On My Heart
 Michael Jackson: In The Closet

STATION REPORTS

RADIO HUDDINGE/Stockholm
Robert Sehlberg - Prog Dir
AL Chris De Burgh

RADIO MALMÖHUS/Malmö
Olle Nilsson - Head Of Music
A List:
AD Eric Clapton - Tears
Lionel Richie - Do It To Me
Prince - Money Don't Matter
Richard Marx - Hazard
Svenne Rubins - Långa Ballar

B List:
AD Chris De Burgh - Separate Tables
Dan Hylander - Mamma Tro Me
Dive - The Ocean
Joe Cocker - Feels Like
Lightning Seeds - Life Of
Nanci Griffiths - Cradle
Q-Stone - Train
Randy Crawford - What's Crying
Simply Red - For Your Babies
Sophie B. Hawkins - Damn
AL Beagle
Orup

RADIO P4/Lund
Camilla Mellner - Music Dir
Power Play:
AD Dive - The Ocean
Lisa Nilsson - Varje Gång

SAF RADIO CITY/Stockholm
Niklas Ehring - Music Dir
Power Play:
Lionel Richie - Do It To Me
Michael Jackson - In The Closet

A List:
AD Big Money - Rich & Famous
Bruce Springsteen - Better Days
Celine Dion - Beauty
Mr. Big - Just Take My
B List:
AD Breeze - Summer Song
Clouseau - Anna
Herberts Hermeliner - Rik Tjej
Howard Jones - Lift Me Up
Kim Wilde - Love Is Holy
Leston Paul - Fire In
SL 2 - On A Ragga

HIT FM/Stockholm
Johan B. Bring - Prog Dir
A List:
AD 2 Unlimited - Workaholic
Concrete Blonde - Someday
Dive - The Ocean
Farbar - Bla - Jag Är
Hysteria - Take Me
K-Klass - So Right
Krisis Krass - Jump
Sisters Of Mercy - Temple
Terror Pop - Do It

RADIO RYD/Linköping
Mattias Arwidson - Head Of Music
Power Play:
AD Svenne Rubins - Långa Ballar
AL Tommy Ekman

NORWAY

NRK-REPORT 2/Oslo
Jan Rusted - Producer
Power Play:
AD Radiofantome - Forbrukeropp.
A List:
AD Gregg Tripp - Time
Nic Peoples - Kissing The Wind

RADIO 1/Oslo
Bjørn Faurlund - Dj/Producer
Power Play:
Lionel Richie - Do It To Me

B List:
AD 10 CC - Woman In
Dian/Bryson - Beauty
Dan Hill - I Fall
Lisa Nilsson - Himlen Runt Hornet
Rod Stewart - Your Song

RADIO GRENLAND/Skien
Anders Tvegaard - Music Dir
Power Play:
AD Maggie Reilly - Touch

A List:
AD Christer Sandelin - Galen
Curiosity - Hang On
Dan Hill - I Fall
Gary Moore - Story Of
Neville Bros. - Fly Like
Ringo Starr - Weight Of The
Simply Red - Thrill Me

B List:
AD 2 Unlimited - Workaholic
Commitments - Hard To Handle
Curtis Stigers - Sleeping
Cynthia M. - Love Storm
E.M.F. - Getting Through
Gary Brown - Rhythm
Stacy Earl - Romeo &
Tracy Chapman - Bang Bang
AL Chris De Burgh

RADIO OSLO/Oslo
Alison Chase - Prog Dir
A List:
AD Michael Jackson - In The Closet

HORTEN NÆRRADIO/Horten
Vidar Lyders - Music Dir
A List:
AD Black Crowes - Remedy
Iron Maiden - Be Quick Or
B List:
AD Ringo Starr - Weight Of The
Snikk Snakk - Make
Ugly Kid Joe - Everything

JERRADIOEN/Kleppe
Bjarte Tveit - Head Of Music
Power Play:
AD Dan Hill - I Fall

A List:
AD Hammer - Do Not Pass
Michael Learns To Rock - Actor
Michael Jackson - In The Closet
Rod Stewart - Your Song
Sophie B. Hawkins - Damn
Tom Cochrane - Life Is A
B List:
AD Iron Maiden - Be Quick Or
Julian Lennon - Get A Life
Nic Peoples - Kissing The Wind

RADIO NORD/Harstad
Knut Forsaue - Head Of Music
A List:
AD Maggie Reilly - Touch
Ringo Starr - Weight Of The
Tracy Chapman - Bang Bang
Grethe Svensen

RADIO TRONDHEIM/Trondheim
John Branaes - Head Of Music
Power Play:
AD Krisis Krass - Jump
Ringo Starr - Weight Of The
A List:
AD Grethe Svensen - The Right To

Randy Crawford - Shine
Rod Stewart - Your Song
Vikingarna - Jag Tror...

B List:
AD En Vogue - My Lovin'
Michael Jackson - In The Closet
Celine Dion

RADIO VEST/Stovenger
Bjarne P. Tjøstheim - Head Of Music
Power Play:
AD Ringo Starr - Weight Of The

STUDENTRADIOEN/Tromsø
Rune Hagen - Head Of Music
A List:
AD Maggie Reilly - Touch
Randy Crawford - Shine
Randy Byrne
Dolkows

DENMARK

DANMARKS RADIO/Copenhagen
Leif Wivelsted - Prog Dir
A List:
AD Def Leppard - Let's Get Rocked

THE VOICE/Copenhagen
Lars Kjær - Prog Dir
AD Gary Moore - Story Of
Lionel Richie - Do It To Me
Trebble & Bass - My Sweet

RADIO VIBORG/Viborg
Paul Foged - Head Of Music
A List:
AD Bruce Springsteen - Better Days

Ce Ce Periston - Finally
Darleens - Suns And Lovers
Eric Clapton - Tears
Lars H.U.G. - Natsværmer
Marc Almond - The Days
Nils - Good People
Sonne - Responsible
Simply Red - Thrill Me

B List:
AD 5 x Far - Hundepudsangen
Bomb The Bass - Keep
Cecilia Ray - Love Gives No
John Parr - Man With A
Tony Vegas - Zusammen

UPTOWN FM/Copenhagen
Niels Pedersen - Head Of Music
B List:
AD Bruce Springsteen - Better Days
Gary Moore - Story Of
Maggie Reilly - Touch
Mr. Big - Just Take My
Thomas Helmiq - A Match
Tom Cochrane - Life Is A

RADIO 89.1/Helsingør
Johannes Olsen - Head Of Music
Power Play:
AD John Parr - It's Startin'
Kite - Breakin' Point

A List:
AD Gordon - If I Could Only
Narum/Temps - We Will Be
Lionel Richie - Do It To Me
Maggie Reilly - Touch

RADIO SYDKYSTEN/Copenhagen
Peter Hold - Head Of Music
A List:
AD Gary Moore - Story Of
Westwood - Once In
B List:
AD Genesis - Hold On My Heart

RADIO ABC/Randers
Stig Hartvig Nielsen - Prog Contr
A List:
AD Kim Wilde - Love Is Holy
Lars H.U.G. - Natsværmer
Wilson Phillips - You Won't See

B List:
AD Cher - If I Could
Concrete Blonde - Someday
Carry Hart - Baby When I
Curiosity - Hang On
Dance With A Str. - Atmosphere
James Rejice - Go And
Kinks - Waterloo Sunset
Krisis Krass - Jump
Marc Almond - The Days
Metallica - Nothing Else Matters
Mr. Big - Just Take My
Thomas Helmiq - A Match
Ugly Kid Joe - Everything
Wet Wet Wet - More Than Love

RADIO HORSSENS/Horsens
Jan Boogalo - Head Of Music
A List:
AD Chaka Khan - All My Lifetime
Def Leppard - Let's Get Rocked
Gary Moore - Story Of
Her Personal Pain - Cinema Cafe
Hilke Hunger - Birds & Bees
Lars H.U.G. - Natsværmer
Lionel Richie - Do It To Me
Metallica - Nothing Else Matters
News - Hey You
Pretty Maids - Please Don't
Shu-bi-Due - Familien
Shubidus - Familien

RADIO HOLBÆK/Holbæk
Stig Nielsen - Prog Dir
Power Play:
AD Euphoria - Love You
Thomas Dolby - Close But

A List:
AD Swing Out Sister - Am I
B List:
AD Bertel Abildgaard - Tæst-Song
Bruce Springsteen - Better Days
Curtis Stigers - You're All
DNA - Blue Love
Gary Moore - Story Of
Hilde Helberg - Time Our
James - Ring The Bells
Kim Wilde - Love Is Holy
Lionel Richie - Do It To Me
Niels M og Dem - Måske
Raul Orellana - Gypsy Rhythm
Rockers By Choice - Sumpet
Rozalla - Love Breakdown
Thomas Helmiq - A Match
ZZ Top - Viva Las Vegas

RADIO ODENSE/Odense
Bjarne Mouridsen - Head Of Music
Power Play:
AD Corey Hart - Baby When I
Lars H.U.G. - Natsværmer
Rockers By Choice - Sumpet

A List:
AD Maggie Reilly - Touch
B List:
AD Lionel Richie - Do It To Me

RADIO SYDKYSTEN/Copenhagen
Peter Hold - Head Of Music
A List:
AD Gary Moore - Story Of
Westwood - Once In
B List:
AD Genesis - Hold On My Heart

STJERNEKANALEN/Holstebro
Lars Danil - Music Dir
Power Play:
AD 5 x Far - Hundepudsangen
James Rejice - Go And

A List:
AD 2 Unlimited - Magic Friend
Kenny & Lathe - All Det
AL Helge Engelbrecht

FINLAND

YLE 2/RADIOMAFIA/Helsinki
Jukka Haarna - Music Co-Ord
A List:
AD Julee Cruise - Summer Kisses
Suurilohkkihät - Maailman
Tracy Chapman - Bang Bang

B List:
AD Hanhinen / Mac - Aina vain
Tom Cochrane - Life Is A

RADIO 100+/Tampere
Pentti Taravainen - Music Dir
A List:
AD Lionel Richie - Do It To Me
Neville Bros. - Fly Like
Nic Peoples - Faces Of Love
Sonia - Be Young Be Foolish
Suurilohkkihät - Maailman

AUSTRIA

ANTENNE AUSTRIA/Vienna
Mario Weitzl - Head Of Music
B List:
AD Cher - Could've Been You
Indecent Obsession - Kiss Me
Ochsenknecht - Only One
OHM - Then You Turn Away

RADIO HOLBÆK/Holbæk
Stig Nielsen - Prog Dir
Power Play:
AD Euphoria - Love You
Thomas Dolby - Close But

A List:
AD Swing Out Sister - Am I
B List:
AD Bertel Abildgaard - Tæst-Song
Bruce Springsteen - Better Days
Curtis Stigers - You're All
DNA - Blue Love
Gary Moore - Story Of
Hilde Helberg - Time Our
James - Ring The Bells
Kim Wilde - Love Is Holy
Lionel Richie - Do It To Me
Niels M og Dem - Måske
Raul Orellana - Gypsy Rhythm
Rockers By Choice - Sumpet
Rozalla - Love Breakdown
Thomas Helmiq - A Match
ZZ Top - Viva Las Vegas

RADIO 24/Zurich
Dani Richter - Head Of Music
Power Play:
AD Annie Lennox - Why
Eric Clapton - Tears
U2 - One
Vanessa Williams - Save The Best
Westernhagen - Krieg

RADIO FOERDERBAND/Bern
Res Hassenstein - Dj/Producer
Power Play:
AD Genesis - Hold On My Heart
B List:
AD Fats Domino - I'm Walking

RADIO PILATUS 104.9/Luzern
Rolf Tschuppert - Music Dir
A List:
AD Avalanche - When The Cowboys
Betsy Cook - How Can I
En Vogue - My Lovin'
Gary Moore - Story Of
Richard Marx - Take This Heart
Ringo Starr - Weight Of The
Santana - Right On
Shakespears Sister - Stay
Tina Turner - I Want You

RADIO ZUERSEE/Staefa
Ueli Paul Frey - Head Of Music
B List:
AD Maggie Reilly - Touch
Marian Meadows - Love
Paula Abdul - Will You
Prince - Money Don't Matter
Ringo Starr - Weight Of The
Rod Stewart - Your Song

RSR LA PREMIERE/Geneva
Catherine Colombara - Producer
AL Annie Lennox
Jane Birkin
Red Hot Chili Peppers

COULEUR 3/Lausanne
Thierry Catherine - Head Of Music
Power Play:
AD L7 - Pretend We're Dead
A List:
AD Bats - It's A Lie
Carter USM - England
Krisis Krass - Jump
Nick Cave - Loom Of The Land
Silos - Miljoonan -
Steve Wynn - Bonnie and Clyde

B List:
AD Beautiful South - I'm Your No. 1
del Amiri - Always
Kid Frost - Smiling Faces
Quiet Bones - Make me Say

RETE 3/Lugano
Giorgia Passera - Head Of Music
Power Play:
AD Howard Jones - Lift Me Up
A List:
AD Annie Lennox - Walking On
Liffel - Linea D'Ombr
Piangola Bertali - Giulio
Soul II Soul - Take Me

B List:
AD Chob Khaled - Didi
Defunkt - Steppin' Off
Oroc Flame - I Got
Statuto - Bolla

STUDIO B/Dornach
Jack Blacksmith - Head Of Music
A List:
AD Bette Midler - Every Road
Genesis - I Can't Dance
Los Rollin - Spanish Rumba
Richard Marx - Hazard
Terry Cooper - America
Tina Turner - Way Of The

RADIO 4 U/Warsaw
Marek Niedzwiecki - Producer
Power Play:
AD Gary Moore - Story Of
A List:
AD Betsy Cook - Love Is
Howard Jones - Lift Me Up
Luka Bloom - Mary Watches
Simply Red - Thrill Me
Stanislaw Sajka - You've Got To
Time - Louisiana Lonely
XTC - The Disappointed

RADIO RENASCENCA/Lisbon
A List:
AD Joe Cocker - Feels Like
Swing Out Sister - Am I

IRELAND

SOUTH EAST RADIO/Wexford
Clive Royleance - GM/Head Of Music
B List:
AD 10 CC - Woman In
Comeo - That Kind Of Guy
Neville Bros. - Fly Like
Paula Abdul - Will You

RADIO MERKURY/Poznan
Ryszard Gloger - Head Of Music
Power Play:
AD Marc Almond - The Days
A List:
AD Lionel Richie - Do It To Me
PM Dawn - Reality Used
Stage Dolls - Love Don't Bother Me
Tracy Chapman - Bang Bang
Yazz - One True Woman
ZZ Top - Viva Las Vegas

SLOVENIA

STUDIO D/Novo Mesto
Rasta Bazic - Dj/Producer
A List:
AD Maritika - Coloured Kisses
Tears For Fears - Laid So

POP 92.4 FM/Athens
Isaac "Easy" Coutiylz - Prog Dir
A List:
AD Blue Pearl - Feel The Passion
Bryan Adams - Touch The Hand
Comeo - That Kind Of Guy
Curiosity - Hang On
Lionel Richie - Do It To Me
Neville Bros. - Fly Like
Sonia - Be Young Be Foolish

STAR FM STEREO/Thessaloniki
Vassilis Turanis - Prog Dir
A List:
AD Opus III - It's A Fine Day
U 96 - Das Boot
B List:
AD John Secada - Just Another
Tony Hadley - Lost In
ZZ Top - Viva Las Vegas

COOL FM/Athens
Helen Skapis
A List:
AD Mariah Carey - Make It

POLSKIE RADIO 3/Warsaw
Marek Niedzwiecki - Producer
Power Play:
AD Gary Moore - Story Of
A List:
AD Betsy Cook - Love Is
Howard Jones - Lift Me Up
Luka Bloom - Mary Watches
Simply Red - Thrill Me
Stanislaw Sajka - You've Got To
Time - Louisiana Lonely
XTC - The Disappointed

RADIO 4 U/Warsaw
Marek Niedzwiecki - Producer
Power Play:
AD Sisters Of Mercy - Temple
A List:
AD 2 Unlimited - Workaholic
Curtis Stigers - You're All
Garland Jeffreys - The Answer
Liquid - Sweet Harmony
Mediator - Is E.T. on X.T.C.
Mig 29 - Mig 29
Orion Star Trak

RADIO MERKURY/Poznan
Ryszard Gloger - Head Of Music
Power Play:
AD Marc Almond - The Days
A List:
AD Lionel Richie - Do It To Me
PM Dawn - Reality Used
Stage Dolls - Love Don't Bother Me
Tracy Chapman - Bang Bang
Yazz - One True Woman
ZZ Top - Viva Las Vegas

OFREDIA/Paris
Sylvie Fleury
Eastern Top 20:
1 Ten Sharp - You
2 Shakespears Sister - Stay
3 KLF - America: What Time Is Love?
4 Def Leppard - Let's Get Rocked
5 Wet Wet Wet - Goodnight Girl
6 ZZ Top - Viva Las Vegas
7 Vanessa Williams - Save The Best
8 Tears For Fears - Laid So
9 Annie Lennox - Why
10 Ian McCulloch - Lover Lover
11 Lenny Kravitz - Stand By My
12 Queen - Bohemian Rhapsody
13 Concrete Blonde - Ghost
14 Genesis - Hold On My Heart
15 Mr. Big - To Be With You
16 Tone Loc - All Through
17 James - Born Of
18 David Byrne - Girls On My Mind
19 Shantae Wilson - I Love You
20 Tevin Campbell - Tell Me What

Fortnightly Eastern European chart based on reports from four leading commercial stations in the region: Europe 2/Prague, Fun/Bratislava, Radio 2ET/Warsaw and Radio Danubius/Budapest.

MTV EUROPE/London
Brian Diamond - Prog Dir
Heavy Rotation
Annie Lennox - Why
Bruce Springsteen - Human
Cure - High
Def Leppard - Let's Get Rocked
Mr. Big - To Be With You
Shakespears Sister - Stay
U 96 - Das Boot

Active Rotation
Curtis Stigers - I Wonder
Genesis - Hold On My Heart
Michael Jackson - In The Closet
Nirvana - Come As You Are
Prince - Money Don't Matter
Right Said Fred - Deeply
Rozalla - Are You Ready
Snap - Rhythm Is A Dancer
Soul II Soul - Joy
Vanessa Williams - Save The
Westernhagen - Krieg

Buzz Bin
Adamski - Get Your Body
Arrested Dev. - Tennessee
Del The Funkoe H. - Mistado
Jesus & Mary Ch. - Far Gong
Ugly Kid Joe - Everything

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

Break Out
2 Unlimited - Workaholic
Black Crowes - Remedy
Crowded House - Weather
Dr. Alban - It's My Life
En Vogue - My Lovin'
Frontline Assembly - Mind
Garland Jeffreys - The Answer
Gary Moore - Story Of
Gun - Higher Ground
John Parr - Man With A
Krisis Krass - Jump
Metallica - Nothing Else Matters
Nick Cave - Straight To You
Ozzy Osbourne - No More
Simply Red - Thrill Me
Sisters Of Mercy - Temple
Swing Out Sister - Am I
Tracy Chapman - Bang Bang
U2 - One
ZZ Top - Viva Las Vegas

Prime Break Out
Army Of Lovers Ride
Chic - Chic Mystique
E.M.F. - Getting Through
Geoffrey Williams - Not A
Maggie Reilly - Touch
Marc Almond - The Days

RADIO RMF/Krakow
Piotr Metz - Head Of Music
Power Play:
AD XTC - The Disappointed

A List:
AD Gary Moore - Story Of
James - Ring The Bells
L7 - Pretend We're Dead
Max - Hold On

**Shakespears Sister - I Don't
Swing Out Sister - Am I**

B List:
AD 10 CC - Woman In
David Byrne - Girls On My Mind
Electric Boys - Mary
House Of Love - Feel
Jane Siberry - Life Is A Red Wagon
Thomas Dolby - Close But

RADIO MAXIMUM/Moscow
Alexander Kasparov - Prog Dir
A List:
AD Annie Lennox - Why
Blue Pearl - Feel The Passion
Prince - Money Don't Matter

B List:
AD Bronx Style - Bob - Forbidden Love
Bryan Adams - Touch The Hand
Cure - High
Genesis - Hold On My Heart
Soul II Soul - Joy

EUROPE

MTV
MUSIC TELEVISION

BPI ENTERTAINMENT NEWS WIRE

The 1992 version of the top daily almanac on pop music is available now!

"This Day in Music" draws from BPI-owned publications including BILLBOARD, MUSIC & MEDIA and MUSICIAN for the most authoritative source material available.

The 1992 "This Day in Music" provides date-specific pop items for use every day of the year. It's ideal for radio personnel, music professionals or music lovers.

This noted reference work is printed on computer paper, and bound in an easy-to-use notebook.

Order the 1992 "This Day in Music Almanac" TODAY, exclusively from the BPI Entertainment News Wire!

To order the 1992 "This Day in Music" almanac report, please use the attached form.

ON SALE NOW

1992 "THIS DAY IN MUSIC" ALMANAC

BPI
ENTERTAINMENT
NEWS WIRE

100 Boylston St. Boston, MA 02116
Tel 617 482-9447 • Fax 617 482-9562

New York • Los Angeles • Nashville
London • Amsterdam

EXAMPLE:

THIS DAY IN MUSIC for Saturday, September 19, 1992

- Sept. 19, 1988—Erasure's "A Little Respect" is released.
- Sept. 19, 1985—A U.S. Senate committee hears testimony on labeling and rating of rock music, initiated by Parents Music Resource Center.
- Sept. 19, 1983—No. 1 Billboard Pop Hit: "Tell Her About It," Billy Joel. The video features Joel performing the song on "The Ed Sullivan Show."
- Sept. 19, 1981—Simon & Garfunkel reunite for a concert in New York's Central Park.
- Sept. 19, 1973—Gram Parsons is found dead in a hotel room in Joshua Tree, Calif.
- Sept. 19, 1952—Nile Rodgers of Chic is born in New York.
- Sept. 19, 1941—Cass Elliot of the Mamas & the Papas is born in Baltimore.
- Sept. 19, 1931—Brook Benton (Ben Franklin Peay) is born in Camden, S.C.

YES, please send me the 1992 "This Day in Music Almanac."

Name _____
Station or Company _____
Address _____
City/State/Country _____ Zip _____

Enclosed is a check or money order for \$49.95. Make payable to: BPI Entertainment News Wire
100 Boylston St. • Boston, MA 02116 • USA

Payment must accompany order. Please allow two weeks for delivery. Payment in U.S. Dollars, please.

UNITED KINGDOM

- Singles**
- 1 **Right Said Fred** - Deeply Dippy (Tug)
 - 2 **SL2** - On A Ragga Tip (XL)
 - 3 **K.W.S.** - Please Don't Go (Network)
 - 4 **Marc Almond** - Days Of Pearly Spencer (Some Bizzare)
 - 5 **Curtis Stigers** - You're All That... (Arista)
 - 6 **Curiosity** - Hang On In There Baby (RCA)
 - 7 **Sisters Of Mercy** - Temple Of Love (1992) (Merciful Release)
 - 8 **Michael Jackson** - In The Closet (Epic)
 - 9 **Kylie Minogue** - Finer Feelings (PWL)
 - 10 **Extreme** - Song For Love (A&M)

- Albums**
- 1 **The Cure** - Wish (Polydor)
 - 2 **Annie Lennox** - Diva (RCA)
 - 3 **Right Said Fred** - Up (Tug)
 - 4 **ZZ Top** - Greatest Hits (Warner Brothers)
 - 5 **Simply Red** - Stars (east west)
 - 6 **Madness** - Divine Madness (Virgin)
 - 7 **Queen** - Greatest Hits II (EMI)
 - 8 **Chris De Burgh** - Power Of Ten (A&M)
 - 9 **Tears For Fears** - Tears Roll Down (Fontana)
 - 10 **Soul II Soul** - Vol. III Just Right (Ten)

SPAIN

- Singles**
- 1 **Double You** - Please Don't Go (Blanco Y Negro)
 - 2 **Chimo Bayo** - Quimica (Area)
 - 3 **2 Unlimited** - Twilight Zone (Blanco Y Negro)
 - 4 **Opus III** - It's A Fine Day (Warner Music)
 - 5 **OBK** - De Que Me Sirve Llorar (Blanco Y Negro)
 - 6 **Radio Futura** - Semilla Negra (BMG)
 - 7 **Rozalla** - Are You Ready To Fly (Blanco Y Negro)
 - 8 **Vengadores** - Ke Pasa (Ginger Music)
 - 9 **Sencillos** - Bonito Es (BMG)
 - 10 **D. Drama** - The Rain (Ginger Music)

- Albums**
- 1 **Bruce Springsteen** - Human Touch (Sony Music)
 - 2 **Bruce Springsteen** - Lucky Town (Sony Music)
 - 3 **La Union** - Tren De Largo Recorrido (Warner Music)
 - 4 **Queen** - Greatest Hits II (EMI)
 - 5 **Sergio Dalma** - Adivina (Ed. Musicales)
 - 6 **Presuntos Implicados** - Ser De Agua (Warner Music)
 - 7 **Luz Casal** - A Contra Luz (Hispavox)
 - 8 **Joaquin Sabina** - Fisica Y Quimica (BMG)
 - 9 **Alcandro Sanz** - Viviendo Deprisa (Warner Music)
 - 10 **Enya** - Shepherd Moons (Warner Music)

DENMARK

- Singles**
- 1 **Mr. Big** - To Be With You (Warner Music)
 - 2 **Ten Sharp** - You (Sony Music)
 - 3 **The KLF** - America: What Time Is Love? (Mega)
 - 4 **U 96** - Das Boot (PolyGram)
 - 5 **Right Said Fred** - Don't Talk Just Kiss (Sonet)
 - 6 **The KLF/T.Wynette** - Justified And Ancient (Mega)
 - 7 **Curtis Stigers** - I Wonder Why (BMG)
 - 8 **Orup** - Stockholm (Warner Music)
 - 9 **Snap** - Rhythm Is A Dancer (BMG)
 - 10 **Naughty By Nature** - Everything Gonna Be Alright (Medley)

- Albums**
- 1 **Hanne Boel** - My Kindred Spirit (Medley)
 - 2 **Def Leppard** - Adrenalize (PolyGram)
 - 3 **Bruce Springsteen** - Human Touch (Sony Music)
 - 4 **Annie Lennox** - Diva (BMG)
 - 5 **ZZ Top** - Greatest Hits (Warner Music)
 - 6 **Bruce Springsteen** - Lucky Town (Sony Music)
 - 7 **Thomas Helmig** - Rhythm (Genlyd)
 - 8 **Mr. Big** - Lean Into It (Warner Music)
 - 9 **Curtis Stigers** - Curtis Stigers (BMG)
 - 10 **D.A.D.** - Riskin' It All (Medley)

SWITZERLAND

- Singles**
- 1 **Mr. Big** - To Be With You (Warner Brothers)
 - 2 **U 96** - Das Boot (PolyGram)
 - 3 **U 96** - I Wanna Be A Kennedy (PolyGram)
 - 4 **The KLF** - America: What Time Is Love? (Phonag)
 - 5 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
 - 6 **Shakespears Sister** - Stay (Metronome)
 - 7 **Bruce Springsteen** - Human Touch (Sony Music)
 - 8 **Ten Sharp** - You (Sony Music)
 - 9 **Shanice** - I Love Your Smile (PolyGram)
 - 10 **Def Leppard** - Let's Get Rocked (PolyGram)

- Albums**
- 1 **Bruce Springsteen** - Human Touch (Sony Music)
 - 2 **Def Leppard** - Adrenalize (PolyGram)
 - 3 **Bruce Springsteen** - Lucky Town (Sony Music)
 - 4 **Queen** - Greatest Hits II (EMI)
 - 5 **Gary Moore** - After Hours (Virgin)
 - 6 **Mr. Big** - Lean Into It (Warner Music)
 - 7 **Nirvana** - Nevermind (BMG)
 - 8 **The Cure** - Wish (PolyGram)
 - 9 **U 96** - Das Boot (PolyGram)
 - 10 **Genesis** - We Can't Dance (Virgin)

GERMANY

- Singles**
- 1 **Mr. Big** - To Be With You (Warner Music)
 - 2 **Connie Francis** - Jive Connie (Polydor)
 - 3 **Shakespears Sister** - Stay (Metronome)
 - 4 **Snap** - Rhythm Is A Dancer (Logic)
 - 5 **U 96** - Das Boot (Polydor)
 - 6 **Right Said Fred** - Don't Talk Just Kiss (Intercord)
 - 7 **Mamas & Papas** - Dream A Little Dream Of Me (MCA)
 - 8 **Mario Jordan** - Welch Ein Tag (Ariola)
 - 9 **Curtis Stigers** - I Wonder Why (Ariola)
 - 10 **Kiss** - God Gave Rock & Roll To You II (Warner Music)

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

HOLLAND

- Singles**
- 1 **Mr. Big** - To Be With You (Warner Music)
 - 2 **Double You** - Please Don't Go (IMC)
 - 3 **Vanessa Williams** - Save The Best For Last (Polydor)
 - 4 **U 96** - Das Boot (Polydor)
 - 5 **Red Hot Chili Peppers** - Under The Bridge (Warner Music)
 - 6 **Annie Lennox** - Why? (RCA)
 - 7 **Queen** - Who Wants To Live Forever (EMI)
 - 8 **Snap** - Rhythm Is A Dancer (Ariola)
 - 9 **Izabella** - Shame Shame Shame (Virgin)
 - 10 **Dingetje** - Kaplaarzen (Polydor)

- Albums**
- 1 **Bruce Springsteen** - Human Touch (Sony Music)
 - 2 **Red Hot Chili Peppers** - Blood Sugar Sex Magik (Warner Music)
 - 3 **Foreigner** - The Very Best Of (Atlantic)
 - 4 **Annie Lennox** - Diva (BMG)
 - 5 **Queen** - Greatest Hits II (EMI)
 - 6 **Genesis** - We Can't Dance (Virgin)
 - 7 **Soundtrack** - Tour Of Duty 4 (Magnum)
 - 8 **Simply Red** - Stars (Warner Music)
 - 9 **Crowded House** - Woodface (EMI)
 - 10 **Bruce Springsteen** - Lucky Town (Sony Music)

NORWAY

- Singles**
- 1 **Mr. Big** - To Be With You (Warner Music)
 - 2 **Izabella** - Shame Shame Shame (Virgin)
 - 3 **Iron Maiden** - Be Quick Or Be Dead (EMI)
 - 4 **Def Leppard** - Let's Get Rocked (PolyGram)
 - 5 **Kiss** - Unholy (Warner Music)
 - 6 **U 96** - Das Boot (PolyGram)
 - 7 **Lionel Richie** - Do It To Me (PolyGram)
 - 8 **The Black Crowes** - Remedy (PolyGram)
 - 9 **Bruce Springsteen** - Human Touch (Sony Music)
 - 10 **The KLF** - America: What Time Is Love? (Mega)

- Albums**
- 1 **Bruce Springsteen** - Human Touch (Sony Music)
 - 2 **Def Leppard** - Adrenalize (PolyGram)
 - 3 **Bruce Springsteen** - Lucky Town (Sony Music)
 - 4 **Grethe Svensen** - The Right To Sing (NA)
 - 5 **Oslo Gospel Choir** - In This House (Norsk)
 - 6 **The Cure** - Wish (PolyGram)
 - 7 **ZZ Top** - Greatest Hits (Warner Music)
 - 8 **Randy Crawford** - Through The Eyes Of Love (Warner Music)
 - 9 **Annie Lennox** - Diva (BMG)
 - 10 **Gary Moore** - After Hours (Virgin)

AUSTRIA

- Singles**
- 1 **U 96** - Das Boot (PolyGram)
 - 2 **Mr. Big** - To Be With You (Warner Music)
 - 3 **The KLF** - America: What Time Is Love? (Echo)
 - 4 **Genesis** - I Can't Dance (Virgin)
 - 5 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
 - 6 **Snap** - Rhythm Is A Dancer (BMG)
 - 7 **The KLF/T.Wynette** - Justified And Ancient (Echo)
 - 8 **U 96** - I Wanna Be A Kennedy (PolyGram)
 - 9 **Shakespears Sister** - Stay (PolyGram)
 - 10 **Ten Sharp** - You (Sony Music)

- Albums**
- 1 **Simply Red** - Stars (Warner Music)
 - 2 **Genesis** - We Can't Dance (Virgin)
 - 3 **Annie Lennox** - Diva (BMG)
 - 4 **Bruce Springsteen** - Human Touch (Sony Music)
 - 5 **Right Said Fred** - Up (Exclusa)
 - 6 **U 96** - Das Boot (PolyGram)
 - 7 **Mr. Big** - Lean Into It (Warner Music)
 - 8 **Queen** - Greatest Hits II (EMI)
 - 9 **Wolfgang Amros** - Grössten Hits Aus 20 Jahren (PolyGram)
 - 10 **Nirvana** - Nevermind (BMG)

FRANCE

- Singles**
- 1 **Francois Feldman** - Joy (Phonogram)
 - 2 **Ten Sharp** - You (Columbia)
 - 3 **Queen** - The Show Must Go On (EMI)
 - 4 **Dany Brilliant** - Suzette (WEA)
 - 5 **G.Michael/E.John** - Don't Let The Sun... (Epic)
 - 6 **Nirvana** - Smells Like Teen Spirit (Ariola)
 - 7 **Michael Jackson** - Remember The Time (Epic)
 - 8 **Johnny Hallyday** - Dans Un An Dans Un Jour (Phonogram)
 - 9 **Les Inconnus** - C'Est Toti Que Je T'Aime (Lederman)
 - 10 **Jean LeLoup** - 1990 (FNAC)

- Albums**
- 1 **Nirvana** - Nevermind (Ariola)
 - 2 **Genesis** - We Can't Dance (Virgin)
 - 3 **Bruce Springsteen** - Human Touch (Columbia)
 - 4 **Michael Jackson** - Dangerous (Epic)
 - 5 **J.P. Audin & D. Modena** - Ocarina (Delphine)
 - 6 **Bruce Springsteen** - Lucky Town (Columbia)
 - 7 **Soundtrack** - Dirty Dancing (RCA)
 - 8 **Francois Feldman** - Magic' Boul'vard (Phonogram)
 - 9 **Dire Straits** - On Every Street (Phonogram)
 - 10 **Ten Sharp** - Under The Waterline (Columbia)

BELGIUM

- Singles**
- 1 **Morgane** - Nous On Veut Des Violons (RM Recs)
 - 2 **Ten Sharp** - You (Sony Music)
 - 3 **Double You** - Please Don't Go (S.O.M.)
 - 4 **Mr. Big** - To Be With You (Warner Music)
 - 5 **Clouseau** - Vanavond Ga Ik Uit (EMI)
 - 6 **Dinah Washington** - Mad About The Boy (PolyGram)
 - 7 **2 Unlimited** - Workaholic (Boudisque)
 - 8 **J.P. Audin/D. Modena** - Song Of Ocarina (CNR)
 - 9 **Unity Mixers** - Electrosound Take 3 (Indisc)
 - 10 **Benny** - Dix Neuf Huit... (Distri)

- Albums**
- 1 **Bruce Springsteen** - Human Touch (Sony Music)
 - 2 **The Radios** - The Sound Of Music (EMI)
 - 3 **Bruce Springsteen** - Lucky Town (Sony Music)
 - 4 **Michel Sardou** - Nouvel Album (Trema)
 - 5 **Pierre Bachelet** - 10 Ans De Succes (RCA)
 - 6 **The Cure** - Wish (PolyGram)
 - 7 **Queen** - Greatest Hits II (EMI)
 - 8 **Queen** - Queen Greatest Hits (EMI)
 - 9 **Tears For Fears** - Tears Roll Down (PolyGram)
 - 10 **Scorpions** - Still Loving You (EMI)

FINLAND

- Singles**
- 1 **ZZ Top** - Viva Las Vegas (Warner Music)
 - 2 **Iron Maiden** - Be Quick Or Be Dead (EMI)
 - 3 **W.A.S.P.** - Chainsaw Charlie (EMI)
 - 4 **J. Karjalainen Yhtyeinen** - Telepatisa (Poko)
 - 5 **L7** - Pretend We're Dead (PolyGram)
 - 6 **Popeda** - Kersantti Karoliina (Poko)
 - 7 **Snap** - Rhythm Is A Dancer (BMG)
 - 8 **Def Leppard** - Let's Get Rocked (PolyGram)
 - 9 **The KLF** - America: What Time Is Love? (Mega)
 - 10 **Nirvana** - Come As You Are (BMG)

- Albums**
- 1 **ZZ Top** - Greatest Hits (Warner Music)
 - 2 **J. Karjalainen Yhtyeinen** - Tähtilampun Alla (Poko)
 - 3 **Def Leppard** - Adrenalize (PolyGram)
 - 4 **Scorpions** - Still Loving You (EMI)
 - 5 **Bruce Springsteen** - Human Touch (Sony Music)
 - 6 **Hector** - In Concert 1966-1991 (Flamingo)
 - 7 **Neljä Ruusua** - Haloo (EMI)
 - 8 **Simon & Garfunkel** - The Definitive (Sony Music)
 - 9 **Bruce Springsteen** - Lucky Town (Sony Music)
 - 10 **Simply Red** - Stars (Warner Music)

GREECE

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

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

ITALY

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

- Albums**
- 1 **Luca Carboni** - Carboni (BMG)
 - 2 **Tears For Fears** - Tears Roll Down (PolyGram)
 - 3 **Annie Lennox** - Diva (BMG)
 - 4 **Paolo Vallesi** - La Forza Della Vita (PolyGram)
 - 5 **Litfiba** - Sogno Ribelle (CGD)
 - 6 **Bruce Springsteen** - Human Touch (Sony Music)
 - 7 **The Cure** - Wish (PolyGram)
 - 8 **Bruce Springsteen** - Lucky Town (Sony Music)
 - 9 **Queen** - Greatest Hits II (EMI)
 - 10 **Ivano Fossati** - Lindbergh (Sony Music)

SWEDEN

- Singles**
- 1 **Mr. Big** - To Be With You (Warner Music)
 - 2 **Lisa Nilsson** - Himlen Runt Hörnet (BMG)
 - 3 **Shakespears Sister** - Stay (PolyGram)
 - 4 **Izabella** - Shame Shame Shame (Virgin)
 - 5 **U 96** - Das Boot (PolyGram)
 - 6 **Richard Marx** - Hazard (EMI)
 - 7 **ZZ Top** - Viva Las Vegas (Warner Music)
 - 8 **The KLF** - America: What Time Is Love? (Mega)
 - 9 **Del Tha Funkee Homosapien** - Mistadobalina (Warner Music)
 - 10 **Annie Lennox** - Why? (BMG)

- Albums**
- 1 **Lisa Nilsson** - Himlen Runt Hörnet (BMG)
 - 2 **Bruce Springsteen** - Human Touch (Sony Music)
 - 3 **Def Leppard** - Adrenalize (PolyGram)
 - 4 **Orup** - Stockholm & Andra Ställen (Warner Music)
 - 5 **Bruce Springsteen** - Lucky Town (Sony Music)
 - 6 **Annie Lennox** - Diva (BMG)
 - 7 **ZZ Top** - Greatest Hits (Warner Music)
 - 8 **Stefan Andersson** - Emperors Day (Record Station)
 - 9 **Sator** - Headquake (PolyGram)
 - 10 **Gary Moore** - After Hours (Virgin)

IRELAND

- Singles**
- 1 **Right Said Fred** - Deeply Dippy (Tug)
 - 2 **2 Unlimited** - Workaholic (Warner Music)
 - 3 **SL2** - On A Ragga Tip (XL)
 - 4 **Ten Sharp** - You (Sony Music)
 - 5 **Vanessa Williams** - Save The Best For Last (PolyGram)
 - 6 **Metallica** - Nothing Else Matters (Metallica)
 - 7 **Michael Jackson** - In The Closet (Sony Music)
 - 8 **Mr. Big** - To Be With You (Warner Music)
 - 9 **Morrissey** - We Hate It When Our ... (HMV)
 - 10 **Marc Almond** - The Days Of Pearly Spencer (WEA)

- Albums**
- 1 **Chris De Burgh** - Power Of Ten (PolyGram)
 - 2 **The Stunning** - Once Around The World (Solid)
 - 3 **Garth Brooks** - Ropin' The Wind (EMI)
 - 4 **Right Said Fred** - Up (Tug)
 - 5 **Simply Red** - Stars (Warner Music)
 - 6 **The Cure** - Wish (PolyGram)
 - 7 **ZZ Top** - Greatest Hits (Warner Music)
 - 8 **Annie Lennox** - Diva (BMG)
 - 9 **Def Leppard** - Adrenalize (PolyGram)
 - 10 **Nick Cave & The Bad Seeds** - Henry's Dream (Mute)

PORTUGAL

- Singles**
- 1 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
 - 2 **Salt-N-Pepa** - Let's Talk About Sex (PolyGram)
 - 3 **U2** - One (BMG)
 - 4 **Bruce Springsteen** - Human Touch (Sony Music)
 - 5 **Guns N' Roses** - Don't Cry (BMG)
 - 6 **Resistencia** - Nasce Selvagem (BMG)
 - 7 **Resistencia** - Nasce Selvagem/Nao Sou O Unico (BMG)
 - 8 **Def Leppard** - Let's Get Rocked (PolyGram)
 - 9 **F.Mercury/M.Caballe** - Barcelona (PolyGram)
 - 10 **Clubland/Zemya Hamilton** - Hold On (Warner Music)

- Albums**
- 1 **Resistencia** - Palavras Ao Vento (BMG)
 - 2 **Simply Red** - Stars (Warner Music)
 - 3 **Nirvana** - Nevermind (BMG)
 - 4 **Scorpions** - Still Loving You (EMI)
 - 5 **Fafa De Belém** - Doces Palabras (BMG)
 - 6 **James** - Seven (PolyGram)
 - 7 **Queen** - Greatest Hits II (EMI)
 - 8 **Def Leppard** - Adrenalize (PolyGram)
 - 9 **Bruce Springsteen** - Human Touch (Sony Music)
 - 10 **Guns N' Roses** - Use Your Illusion II (BMG)

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

What do the following artists have in common?

ABC Alison Moyet Alyson Williams Beatmasters Belouis Some Billy Ocean Black Blow Monkeys Boy George Breathe
Bronski Beat Bros Brother Beyond Buddy Guy Candi And The Backbeat Carmel Cathy Dennis Cerrone Chaka Khan Chris
de Burgh Climie Fisher Culture Club Danny Wilson Dannii Minogue David Cole (C & C Music Factory) David Sylvian
Deniece Williams Des'ree Diana Ross Dr. Mouthquake Donna Summer Double Trouble Earth Wind And Fire Electribe 101
Elton John Erasure Eve Gallagher Young Cannibals Fonda Rae Gail Ann Dorsey George Michael Giorgio Go West Habit
Hannah Jones Heaven 17 Holly Johnson Hugh Masakela Jerry Harrison / Talking Heads Jesse Johnson Jesus Loves You
Jocelyn Brown Julian Cope Junior Giscombe Kevin Rowland Kiki Dee Kim Wilde Lavine Hudson Lisa Stansfield Little
Steven / Bruce Springsteen Living Colour London Symphony Orchestra Lonnie Gordon Madonna Maxi Priest M. C. Kinky
Mica Paris Mikki Bleu Neneh Cherry Nick Kamen Nu Shooz Oleta Adams OMD Patty Day Paul Johnson Paul McCartney
Paul Rutherford Paul Young Pepsi And Shirley Pete Townsend Pet Shop Boys Quarterflash Quireboys Rick James Rick
Wakeman Robert Palmer Rozlyn Clarke Secchi S-Express Skipworth And Turner Sly Stone Sold Out Soul II Soul Soup
Dragons Squeeze Steve Winwood Stevie Wonder Style Council Sugar Bullet Swing Out Sister Technotronic Terence Trent
D'Arby Texas Titiyo Thrashing Doves Tongue And Cheek The Apples The Beloved The Bee Gees The Pasadenas 24/7
Unique 3 Was Not Was Wendy And Lisa Whitney Houston Yazz Zucchero

They're just some of the artists who've worked with GRACE UNDER PRESSURE! Look out for the new single "Make My Day" taken from the forthcoming album "Grace Under Pressure"



GRACE UNDER PRESSURE

THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED
1	10 To Be With You Mr. Big - Atlantic (EMI)	UK,D,B,NL,A,CH,S,DK,IR,N,SF	35	62 2 Nothing Else Matters Metallica - Vertigo (PolyGram)	UK,D,NL,DK,IR	69	46 9 Under The Bridge Red Hot Chili Peppers - Warner Brothers (Copyright Control)	B,NL
2	20 You Ten Sharp - Columbia (Sony Music)	UK,F,D,B,A,CH,S,DK,IR,I	36	20 3 Be Quick Or Be Dead Iron Maiden - EMI (Zomba)	UK,B,NL,S,IR,N,SF	70	65 4 Himlen Runt Hörnet Lisa Nilsson - Diesel (Topco)	S
3	4 8 Deeply Dippy Right Said Fred - Tug (Hit & Run)	UK,D,B,NL,CH,S,DK,IR,GR	37	57 2 Hang On In There Baby Curiosity - RCA (Warner Chappell)	UK,IR	71	43 14 Finally Ce Ce Peniston - A&M (PolyGram)	UK,D,A,CH,P,IR
4	3 19 Das Boot U 96 - Polydor (BavariaSonor)	D,B,NL,A,CH,S,DK,N,SF	38	50 2 Workaholic 2 Unlimited - PWL Continental (MCA)	UK,B,IR	72	86 6 Gli Altri Siamo Noi Umberto Tozzi - CGD (Tobia Music)	F
5	9 15 Stay Shakespears Sister - London (EMI/Island/BMG)	UK,D,B,A,CH,S,DK,IR	39	39 10 One U2 - Island (Blue Mountain)	E,CH,PIR,I	73	NE Mistadobalina Del Tha Funkee Homosapien - Elektra (Warner Chappell)	D,A,S,DK
6	10 4 On A Ragga Tip SL2 - XL (Westbury/Momentum)	UK,IR	40	36 6 Joy Soul II Soul - Ten (Jazzie B/Soul II Soul/Virgin)	UK,D,NL,CH,S,P,GR,I	74	NE Tired Of Being Alone Texas - Mercury (Warner Chappell)	UK,IR
7	7 10 America: What Time Is Love? The KLF - KLF Communications (EG/Zoo/WC/MCA/Wandee)	D,B,A,CH,S,DK,IR,N,SF,GR	41	24 21 Justified And Ancient The KLF feat. Tammy Wynette - KLF Communications (EG/Zoo/WC/BMG)	F,D,A,CH,DK,GR	75	NE Il Pippero - Le Mystere De Voix Bulgare Elio E Le Storie Tese - Columbia (Aspirine)	I
8	22 3 Rhythm Is A Dancer Snap - Logic (Hanseatic/Songs Of Logic)	D,B,NL,A,CH,S,DK,SF,I	42	32 4 Hold On My Heart Genesis - Virgin (Genesis/Hit & Run)	UK,D,B,NL,DK,IR	76	71 5 I'm Walking Fats Domino - EMI (EMI)	D,CH
9	5 21 Don't Let The Sun Go Down On Me George Michael & Elton John - Epic (Big Pig)	F,B,A,CH,P,DK,I	43	38 3 Finer Feelings Kylie Minogue - PWL (All Boys)	UK,IR	77	61 4 Pretend We're Dead L7 - Slash (Drop Trou/Virgin)	UK,IR,SF
10	8 7 Why? Annie Lennox - RCA (La Lennox/BMG)	UK,D,B,NL,A,CH,S,IR,I	44	75 2 Song For Love Extreme - A&M (Rondor)	UK,IR	78	NE Thrill Me Simply Red - east west (EMI)	UK,IR
11	96 2 Please Don't Go K.W.S. - Network (Kool Kat/Virgin)	UK,IR	45	45 8 God Gave Rock & Roll To You II Kiss - Interscope (Warner Music UK/CC)	D,A,CH,S,F	79	84 3 I Can't Get Enough Chyp-Notic - Coconut (A La Carte)	D,E
12	12 13 Joy Francois Feldman - Phonogram (Marilu)	F,B	46	40 4 It's A Fine Day Opus III - PWL Continental (Complete)	D,B,E,S,DK,GR	80	91 34 Let's Talk About Sex Salt-N-Pepa - ffr (Next Plateau/All Boys)	CH,P
13	19 6 Please Don't Go Double You - DWA (Robyx/Mikulski)	UK,B,NL,E	47	41 16 I Wonder Why Curtis Stigers - Arista (Sony/MCA)	D,B,DK	81	85 2 One Step Out Of Time Michael Ball - Polydor (Cannon/Warner Chappell)	UK
14	25 3 The Days Of Pearly Spencer Marc Almond - Some Bizzare (Carlin)	UK,IR	48	37 3 The Only Living Boy In New Cross Carter The Unstoppable Sex Machine - Chrysalis (Island)	UK,IR	82	80 2 Chic Mystique Chic - Warner Brothers (Warner Chappell)	D,A,CH
15	6 6 Save The Best For Last Vanessa Williams - Polydor (WC/Virgin/PolyGram)	UK,D,NL,CH,S,IR	49	68 5 Hazard Richard Marx - Capitol (EMI)	UK,CH,S,IR	83	59 5 Evapor 8 Altern 8 - Network (Kool Kat/Virgin/Zomba)	UK,IR
16	18 7 Let's Get Rocked Def Leppard - Bludgeon Riffola (Bludgeon Riffola/Zomba)	UK,F,D,NL,CH,S,P,DK,IR,N,SF	50	63 7 Dans Un An Dans Un Jour Johnny Hallyday - Phonogram (Desperado/N.B.Music)	F,B	84	NE Le Bac G Michel Sardou - Treme (Talar)	F
17	13 9 Human Touch Bruce Springsteen - Columbia (Zomba)	F,D,B,E,A,CH,S,P,N,GR,I	51	NE Love Is Holy Kim Wilde - MCA (Future Furniture/Shipwreck/Virgin)	UK,B,IR	85	69 14 Hail Hail Rock'N'Roll Garland Jeffreys - RCA (Black & White Alike)	F,D,CH
18	11 5 Viva Las Vegas ZZ Top - Warner Brothers (Elvis Presley/Carlin)	UK,D,S,DK,IR,SF,GR	52	54 3 Dream A Little Dream Of Me The Mamas & The Papas - MCA (Words & Music)	D	86	82 2 So Right K-Klass - deConstruction (MCA)	UK,IR
19	21 17 I Can't Dance Genesis - Virgin (Genesis/Hit & Run)	F,D,B,A,CH,P	53	55 4 Nous On Veut Des Violons Morgane - Car Music (Car Music)	B	87	64 7 I'm Too Sexy Right Said Fred - Tug (Hit & Run)	D,A,GR
20	26 16 Twilight Zone 2 Unlimited - PWL Continental (MCA)	D,B,NL,E,A,CH,S,PIR,SF,GR	54	51 7 1990 Jean LeLoup - Audiogram/FNAC (Georges Mary/Audiogram)	F,B	88	NE Weekender Flowered Up - Heavenly (Copyright Control)	UK
21	30 2 In The Closet Michael Jackson - Epic (Warner Chappell/Zomba)	UK,B,NL,DK,IR	55	NE Do It To Me Lionel Richie - Motown (Rondor)	UK,B,NL,DK,N	89	66 2 Night Calls Joe Cocker - Capitol (EMI)	F
22	27 8 The Show Must Go On Queen - Parlophone (Queen/EMI)	F	56	42 6 Mad About The Boy Dinah Washington - Mercury (Warner Chappell)	B,NL,DK	90	70 9 Non Amarmi Alessandro Baldi & Francesca Alotta - Ricordi (Ricordi)	I
23	49 2 Temple Of Love (1992) Sisters Of Mercy - Merciful Release (EMI/BMG)	UK,D,B,CH,IR	57	NE Remedy The Black Crowes - Def American (Warner Chappell)	UK,IR,N	91	NE It's My Life Dr. Alban - SweMix (SweMix)	D,CH,S
24	14 22 I Love Your Smile Shanice - Motown (Carlin)	F,D,E,A,CH,S,DK	58	60 4 Laid So Low (Tears Roll Down) Tears For Fears - Fontana (Virgin/Rondor)	F,D,I	92	79 4 Quimica Chimo Bayo - Area (Copyright Control)	E
25	17 21 Don't Talk Just Kiss Right Said Fred - Tug (Hit & Run)	D,A,CH,S,DK,GR	59	47 12 C'est Toi Que Je T'Aime Les Inconnus - Productions Lederman (Lederman)	F	93	90 7 Mes Yeux Dans Ton Regard Nilda Fernandez - EMI (Warner Chappell)	F
26	23 22 Smells Like Teen Spirit Nirvana - DGC (Virgin)	F,D,E,CH,I	60	58 27 Song Of Ocarina Jean Philippe Audin & Diego Modena - Delphine (Delphine)	F,B,NL	94	NE Who Wants To Live Forever Queen - Parlophone (Queen/EMI)	B,NL,CH
27	31 8 Shame Shame Shame Izabella - Virgin (Sweden Music)	D,B,NL,CH,S,DK,N	61	73 2 Unexplained EP E.M.F. - Parlophone (Warner Chappell)	UK,IR	95	93 7 Breath Of Life Erasure - Mute (Bell/Clarke)	UK,D,SF
28	16 5 You're All That Matters To Me Curtis Stigers - Arista (Hit & Run/Rondor/Sony)	UK,IR	62	53 5 Je Ne Te Suffis Pas Frederic Francois - Treme (Barracato)	F,B	96	NE Vanavond Ga Ik Uit Clouseau - EMI (EMI)	B
29	28 6 Jive Connie Connie Francis - Polydor (Various)	D	63	NE We Hate It When Our Friends Become Successful Morrissey - His Master's Voice (Copyright Control)	UK,IR	97	NE Missing You Now Michael Bolton feat. Kenny G - Columbia (Warner Chappell/EMI)	UK,IR
30	15 7 High Cure - Fiction (Fiction)	F,D,B,NL,CH,S,PI	64	44 9 Tears In Heaven Eric Clapton - Reprise (Rondor/Copyright Control)	UK,B,CH,S,DK,IR	98	NE Stockholm Orup - Metronome (Megaluf)	S,DK
31	29 12 Are You Ready To Fly Rozalla - Pulse 8 (Peer)	F,D,B,E,A,CH,DK,I	65	NE Unholy Kiss - Vertigo (PolyGram)	UK,N	99	NE Always The Last To Know del Amitri - A&M (PolyGram)	UK
32	35 10 Suzette Dany Brilliant - WEA (Musicalement Votre)	F,B	66	NE Welch Ein Tag Mario Jordan - Global (Global/45 Music)	D	100	48 3 Make It Happen Mariah Carey - Columbia (Sony/C&C/Virgin)	UK
33	34 7 I Wanna Be A Kennedy U 96 - Polydor (BavariaSonor)	D,A,CH,SF	67	52 9 Come As You Are Nirvana - DGC (Virgin)	D,B,CH,S,SF,GR,I			
34	33 13 Remember The Time Michael Jackson - Epic (Warner Chappell/Zomba)	F,D,A,CH,GR,I	68	56 6 Ride The Bullet Army Of Lovers - Ton Son Ton (Team Sonet)	D,B,CH,S,SF			

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

(continued from page 3)

as a screening on British television Channel 4 timed to coincide with the two 1992 UK tours, Black's profile is increasing.

Grapevine's Prendergast says the label has very limited A&R input; decisions are made by producer/musician **Declan Sinnott**, Black and O'Reilly. Prendergast is responsible for UK and European marketing. His involvement began when his production company, **A-Z Music Services**, was contracted to make Black's CDs and albums in 1989. He was surprised that she wasn't being picked up in the UK.

"The Irishness of what she does is probably not relevant in the general scheme of things," he says, "She's just a good singer and sings good songs. We felt it to be very important that when she played over here she was playing to locals, not to Irish people abroad." He says the folk description is worse than inaccurate; it can be damaging if people assume that she is singing Irish republican songs, which she doesn't. Prendergast stresses Black was already on her way up when she came to the UK; there is no need to pay the game of starting at the bottom again. "She is already a star and it was up to the press to take that on board and treat her as such, which they did." Last year, Black performed 10 nights in a row at the 1,200 seat Olympia theatre in Dublin.

The single *Ellis Island* is being re-recorded for release on an upcoming compilation album due in September. "It will be a departure from the last three, so a compilation at this stage will be a good marketing tool to give people who haven't already discovered Mary a final chance before we move on." The compilation will come with TV ads and mass marketing.

The Albert Hall show was broadcast

on Channel 4 in April, running nearly an hour. Chat shows have expressed interest including **Wogan** on **BBC TV**. Prendergast says that because Black's success has been gradual, little time was spent on marketing. Grapevine changed that, making Black and O'Reilly more aware of how the band and Black look, and how it should develop.

Prendergast says, "We've got a gold mine here and, if it's handled appropriately, it will be a long-term one." He said hyping Black now would be wrong. "People have to be allowed to discover her."

Next steps include a tour in May with two nights at London's Dominion and the release of the single *No Frontiers*; the *No Frontiers* album will be repackaged and re-released.

Prendergast expects the October UK tour will be one of the biggest on the road at the time and be sold out.

However, the major labels still view artists such as Black cautiously. Observes **PolyGram International** marketing manager **Peter Schultz**, "A record company could, with the kind of support she's got, go out on a limb for the album, spend a lot of money, plaster her name everywhere—whether it's print advertising, poster or whatever—because they know the ground support is there. Not anybody can get 5,500 people into the Albert Hall...at the moment the whole live music scene is fraught with problems."

She continues, "I think with the kind of commitments she needs to up her profile, she probably does need to get associated with one of the major labels. I would have thought that there is more than enough there to interest any of the major companies. She's the kind of artist it is good for a major label to be associated with."

BILLBOARD SINGLES

© 1992, Billboard/BPI Communications, Inc.

For week ending May 16 1992

TW	LW	Artist/Title	Label	ECO
1	1	KRIS KROSS /Jump	Ruffhouse	
2	5	ENVOGUE /My Lovin'	Atco east west	
3	2	QUEEN /Bohemian Rhapsody	Hollywood	UK
4	3	VANESSA WILLIAMS /Save The Best For Last	Wing	
5	6	JOE PUBLIC /Live And Learn	Columbia	
6	8	RED HOT CHILI PEPPERS /Under The Bridge	Warner Brothers	
7	4	ERIC CLAPTON /Tears In Heaven	Reprise	UK
8	7	TLC /Ain't 2 Proud 2 Beg	LaFace	
9	9	UGLY KID JOE /Everything About You	Stardog	
10	12	U2 /One	Island	IRL
11	10	MARIAH CAREY /Make It Happen	Columbia	
12	14	MICHAEL JACKSON /In The Closet	Epic	
13	13	BRYAN ADAMS /Thought I'd Died And Gone To Heaven	A&M	
14	11	RICHARD MARX /Hazard	Capitol	
15	15	DEF LEPPARD /Let's Get Rocked	Mercury	UK
16	25	SOPHIE B. HAWKINS /Damn I Wish I Was Your Lover	Columbia	
17	24	SIR MIX-A-LOT /Baby Got Back	Def American	
18	16	ATLANTIC STARR /Masterpiece	Reprise	
19	21	JODY WATLEY /I'm The One You Need	MCA	
20	19	PAULA ABDUL /Will You Marry Me?	Captive	
21	17	KATHY TROCCOLI /Everything Changes	Reunion	
22	38	CELINE DION /If You Asked Me To	Epic	
23	26	PRINCE AND THE N.P.G. /Money Don't Matter 2 Night	Paisley Park	
24	22	MINT CONDITION /Breakin' My Heart	Perspective	
25	18	CELINE DION AND PEABO BRYSON /Beauty And The Beast	Epic	
26	36	ARRESTED DEVELOPMENT /Tennessee	Chrysalis	
27	33	MR. BIG /Just Take My Heart	Atlantic	
28	28	LIDELL TOWNSELL /Nu Nu	Mercury	
29	29	CHRIS WALKER /Take Time	Pendulum	
30	20	BRUCE SPRINGSTEEN /Humon Touch/Better Days	Columbia	

NATIONAL AIRPLAY

==National product

UNITED KINGDOM

Most played records on BBC stations and major independents.

- (6) **Curtis Stigers** - You're All That Matters...
- (7) **Mr. Big** - To Be With You
- (2) **Marc Almond** - The Days Of Pearly Spencer *
- (1) **Vanessa Williams** - Save The Best For Last
- (11) **Ten Sharp** - You
- (8) **Michael Jackson** - In The Closet
- (14) **ZZ Top** - Viva Las Vegas
- (5) **Genesis** - Hold On My Heart *
- (9) **Simply Red** - Thrill Me *
- (12) **Swing Out Sister** - Am I The Same Girl *
- (-) **del Amitri** - Always The Last To Know *
- (3) **Soul II Soul** - Joy *
- (4) **Right Said Fred** - Deeply Dippy *
- (-) **Curiosity** - Hang On In There Baby *
- (16) **Kylie Minogue** - Finer Feelings
- (15) **Rod Stewart** - Your Song *
- (-) **Lionel Richie** - Do It To Me
- (17) **Kim Wilde** - Love Is Holy *
- (-) **Extreme** - Song For Love
- (13) **Annie Lennox** - Why? *

GERMANY

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

- (2) **Mr. Big** - To Be With You
- (3) **Right Said Fred** - Don't Talk Just Kiss
- (1) **Shanice** - I Love Your Smile
- (4) **Annie Lennox** - Why?
- (5) **Maggie Reilly** - Evertime We Touch
- (7) **Bruce Springsteen** - Human Touch
- (8) **Pasadenas** - I'm Doing Fine Now
- (11) **Mamas & Papas** - Dream A Little Dream Of Me
- (9) **Michael Jackson** - Remember The Time
- (10) **Genesis** - I Can't Dance
- (17) **Right Said Fred** - Deeply Dippy
- (10) **Marc Almond** - The Days Of Pearly Spencer
- (16) **Connie Francis** - Jive Connie *
- (-) **Chic** - Chic Mistique
- (-) **Prince/The N.P.G.** - Money Don't Matter...
- (13) **Chyp-notic** - I Can't Get Enough
- (-) **Münchener Freiheit** - Liebe Auf Den ... *
- (-) **Amy Grant** - Good For Me
- (19) **Clouseau** - Anna
- (12) **Genesis** - Hold On My Heart

FRANCE AM

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

- (1) **Etienne Daho** - Attractions Desastre *
- (11) **Renaud** - P'tit Voleur *
- (4) **Michel Sardou** - Le Bac G *
- (17) **Queen** - The Show Must Go On
- (7) **Genesis** - I Can't Dance
- (13) **Mylene Farmer** - Beyond My Control *
- (-) **Stephan Eicher** - Heminge
- (3) **Ten Sharp** - You
- (14) **Luc De La Rocheliere** - Sauvez Mon Ame *
- (13) **Jil Caplan** - As Tu Deja Oublie *
- (8) **Art Mengo** - Gino *
- (-) **Shanice** - I Love Your Smile
- (2) **Johnny Hallyday** - Dans Un Jour, Un An *
- (18) **Annie Lennox** - Why?
- (5) **Roch Voisine** - Avec Tes Yeux Pretty Face
- (-) **Dire Straits** - On Every Street
- (-) **Claudia Philips** - Donne Moi Du Feu *
- (9) **Nilda Fernandez** - Mes Yeux Dans Ton Regard *
- (19) **Tanya St. Val** - Tropical *
- (12) **Dany Brillant** - Suzette *

FRANCE FM

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

- (1) **Queen** - The Show Must Go On
- (2) **Tears For Fears** - Laid So Low
- (3) **Genesis** - I Can't Dance
- (8) **Bruce Springsteen** - Human Touch
- (6) **Joe Cocker** - Night Calls
- (-) **Shanice** - I Love Your Smile
- (17) **U2** - One
- (4) **Ten Sharp** - You
- (7) **Dire Straits** - On Every Street
- (12) **MC Solaar** - Caroline *
- (15) **Crowded House** - Fall At Your Feet
- (-) **Art Mengo** - Gino *
- (-) **Annie Lennox** - Why?
- (-) **Etienne Daho** - Attractions Desastre *
- (13) **Marc Lavoine** - L'Amour En 30 Sec. *
- (-) **Mylene Farmer** - Beyond My Control *
- (18) **Des'ree** - Feel So High
- (-) **Salt-N-Pepa** - You Showed Me
- (-) **Michael Jackson** - Remember The Time
- (9) **Simply Red** - Stars

NORWAY

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

- (2) **Lionel Richie** - Do It To Me
- (19) **Michael Jackson** - In The Closet
- (10) **Grethe Svendsen** - The Right To Sing *
- (4) **Mr. Big** - To Be With You
- (3) **Crowded House** - Weather With You
- (16) **Rod Stewart** - Your Song
- (13) **Genesis** - Hold On My Heart
- (6) **Vanessa Williams** - Save The Best For Last
- (11) **Izabella** - Shame Shame Shame
- (1) **Bruce Springsteen** - Human Touch
- (-) **Curtis Stigers** - You're All That Matters ...
- (-) **Sophie B. Hawkins** - Damn I Wish I Was Your...
- (-) **Chris De Burgh** - Separate Tables
- (20) **Tom Cochrane** - Life Is A Highway
- (17) **Michael Learns To Rock** - M.L.T.R.
- (-) **Annie Lennox** - Why?
- (5) **Dinah Washington** - Mad About The Boy
- (-) **Little Village** - Don't Go Away Mad
- (-) **Soul II Soul** - Joy
- (9) **Tor Endresen** - Radio Luxemburg *

SPAIN

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

- (-) **Los Limones** - El Canto De La Sirena *
- (1) **Celtas Cortos** - Cuentame Un Cuento *
- (-) **Rico** - Vamos A Casa *
- (-) **Genesis** - Hold On My Heart
- (-) **Terapia Nacional** - Por Verte Feliz *
- (-) **La Trampa** - Al Lado De Ti *
- (-) **Parachokas** - De Todo Un Poco *
- (-) **Havana** - No Smoking *
- (-) **Las Maquinas** - El Salmon *
- (-) **Wet Wet Wet** - More Than Love
- (2) **Presuntos Implicados** - Sentir Su Calor *
- (3) **Izabella** - Shame Shame Shame
- (4) **Decada Prodigiosa** - Dejate Llevar *
- (5) **Extreme** - Hole Hearted
- (6) **Panama** - En Una Sola Noche *
- (-) **Surfin Bichos** - Fuerte *
- (-) **Seguridad Social** - Que No Se Extinga La Llama *
- (-) **Bruce Springsteen** - Better Days
- (-) **Emilio Aragon** - Susanita *
- (10) **Los Lanes** - Los Años Que Nos Quedan Por Vivir *

HOLLAND

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

- (-) **Simply Red** - Thrill Me
- (-) **Bolland & Bolland** - Man With A Vision *
- (-) **Andre Hazes** - Samen Kunnen We Europa Aan *
- (7) **Swing Out Sister** - Am I The Same Girl
- (9) **Mr. Big** - To Be With You
- (8) **Annie Lennox** - Why?
- (-) **Ugly Kid Joe** - Everything About You
- (11) **Rowwen Heze** - Kroenberg *
- (5) **Genesis** - Hold On My Heart
- (10) **Double You** - Please Don't Go
- (11) **Shawn Christopher** - Don't Lose The Magic
- (2) **Metallica** - Nothing Else Matters
- (-) **The Scene** - Open *
- (14) **Lionel Richie** - Do It To Me
- (19) **Sophia** - Running So Hard *
- (-) **Vanessa Williams** - Save The Best For Last
- (-) **Ten Sharp** - Rich Man *
- (13) **Crowded House** - Weather With You
- (10) **Soul II Soul** - Joy
- (11) **Rene Froger** - Man With A Mission *

SWITZERLAND

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

- (1) **Mr. Big** - To Be With You
- (2) **Ten Sharp** - You
- (4) **Annie Lennox** - Why?
- (5) **Bruce Springsteen** - Human Touch
- (7) **Eric Clapton** - Tears In Heaven
- (6) **Genesis** - I Can't Dance
- (3) **Shanice** - I Love Your Smile *
- (13) **Richard Marx** - Hazard
- (8) **Michael Jackson** - Remember The Time
- (16) **Ochsenknecht** - Only One Woman
- (14) **Curtis Stigers** - I Wonder Why
- (18) **Garland Jeffreys** - Hail Hail R&R
- (9) **Vanessa Williams** - Save The Best For Last
- (12) **Pasadenas** - I'm Doing Fine Now
- (-) **Bryan Adams** - I Do It For You
- (10) **G. Michael/E. John** - Don't Let The Sun ...
- (11) **Simply Red** - Stars
- (-) **Zucchero/R. Crawford** - Diamante
- (-) **Simply Red** - For Your Babies
- (-) **Roxette** - Church Of Your Heart

FINLAND

Most played records on private radios as compiled by Discopress.

- (6) **Popeda** - Kersantti Karolina *
- (2) **Neljä Ruusua** - Juppipippipunkkari *
- (13) **ZZ Top** - Viva Las Vegas
- (8) **Q.Stone** - Train Train *
- (7) **J.Karjalainen** - Telepatiaa *
- (4) **Ten Sharp** - You
- (1) **Vilperin Perikunta** - Piirimyyjä *
- (17) **Bruce Springsteen** - Human Touch
- (15) **Anna Hanski** - Jos Et Sä Soita *
- (12) **Tauski Pelttonen** - Lauluni Sinulle *
- (10) **Mr. Big** - To Be With You
- (5) **Miljoonasade** - 506 Ikkunaa *
- (-) **Pave Maijanen** - Yamma Yamma *
- (18) **Matti & Teppo** - Näytin Paikka *
- (14) **Toni Rossi/Sinitaivas** - Katset Kerroval *
- (3) **Riki Sorsa** - Silmiäsi Sun *
- (7) **Michael Learns To Rock** - The Actor
- (19) **Kurre** - En Rakkautes Saa *
- (11) **Shanice** - I Love Your Smile
- (9) **Juhamatti** - Oot Mun Nainen *

SWEDEN

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

- (1) **Lisa Nilsson** - Himlen Runt Hörnet *
- (9) **Herberts Hermeliner** - Rik Tjej *
- (2) **Annie Lennox** - Why?
- (5) **Dr. Alban** - It's My Life *
- (-) **Christer Sandelin** - Galen *
- (8) **En Vogue** - My Lovin'
- (3) **Stefan Andersson** - Catch The Moon *
- (7) **Just D** - Grannar *
- (16) **Orup** - Magaluf *
- (-) **Sophie B. Hawkins** - Damn I Wish I...
- (18) **Right Said Fred** - Deeply Dippy
- (12) **Del Tha Funkee Homosapien** - Mistadobalina
- (4) **David Shurtrick** - Contianer *
- (10) **Shakespear Sister** - Stay
- (-) **Nia Peoples** - Kissing The Wind
- (19) **Vanessa Williams** - Save The Best For Last
- (-) **Svenne Rubins** - Långa Bollar På Bengt *
- (-) **Soul II Soul** - Joy
- (11) **ZZ Top** - Viva Las Vegas
- (-) **Eric Clapton** - Tears In Heaven

EUROPEAN TOP 100 ALBUMS

THIS WEEK	LAST WEEK	WKS on CHARTS	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	WKS on CHARTS	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	WKS on CHARTS	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED
1	1	6	Bruce Springsteen	Human Touch - Columbia ▲	UK.F.D.B.NL.E.A.CH.S.P.DK.I.N.SF.GR.IR	35	38	22	Simon & Garfunkel	The Definitive Simon & Garfunkel - Columbia	UK.N.SF.GR	69	62	11	Randy Crawford	Through The Eyes Of Love - Warner Brothers	D.CH.DK.N
2	3	4	Annie Lennox	Diva - RCA	UK.D.B.NL.E.A.CH.S.P.DK.I.N.SF.GR.IR	36	37	32	Dire Straits	On Every Street - Vertigo ▲2	F.D.E	70	98	2	Joaquin Sabina	Fisica Y Quimica - Ariola	E
3	2	6	Bruce Springsteen	Lucky Town - Columbia ▲	UK.F.D.B.NL.E.A.CH.S.P.DK.I.N.SF.GR.IR	37	33	10	Natalie Cole	Unforgettable - With Love - Elektra	F.D.NL.E.CH.S.P.DK.I	71	NE	NE	Nick Cave & The Bad Seeds	Henry's Dream - Mute	UK.IR
4	7	25	Queen	Greatest Hits II - Parlophone ▲4	UK.D.B.NL.E.A.CH.S.P.DK.I.N.SF.GR.IR	38	41	31	Guns N' Roses	Use Your Illusion I - Geffen ▲	UK.D.NL.DK.IR	72	60	5	Erasure	Chorus - Mute	UK.D
5	4	24	Genesis	We Can't Dance - Virgin ▲3	UK.F.D.B.NL.E.A.CH.S.P.DK.I.N.SF.GR.IR	39	48	17	Luca Carboni	Carboni - RCA	I	73	76	2	Blue System	Hello America - Hansa	D.A.SF
6	9	2	The Cure	Wish - Fiction	UK.D.B.NL.E.A.CH.S.P.DK.I.N.SF.GR.IR	40	32	14	Wet Wet Wet	High On The Happy Side - Precious	UK.F.D.NL.E	74	53	28	Joe Cocker	Night Calls - Capitol	UK.FD
7	5	5	Def Leppard	Adrenalize - Bludgeon Riffola	UK.F.D.B.NL.E.A.CH.S.P.DK.I.N.SF.GR.IR	41	49	28	Soundtrack - The Commitments	The Commitments - MCA	UK.D.CH.DK.IR	75	77	11	Shanice	Inner Child - Motown	D.A.CH.DK
8	6	29	Simply Red	Stars - east west ▲3	UK.F.D.B.NL.E.A.CH.S.P.DK.SF.GR.IR	42	31	30	Bryan Adams	Waking Up The Neighbours - A&M ▲3	UK.FD.NL.CH.GR.IR	76	NE	NE	Ivano Fossati	Lindbergh - Epic	I
9	8	22	Nirvana	Nevermind - DGC ●	UK.F.D.B.NL.E.A.CH.S.P.DK.SF.GR.IR	43	43	21	Jean-Philippe Audin & Diego Modena	Ocarina - Delphin	F.B	77	73	18	Alejandro Sanz	Viviendo Deprisa - WEA	E
10	12	3	ZZ Top	Greatest Hits - Warner Brothers	UK.D.B.NL.A.CH.S.P.DK.N.SF.IR	44	45	6	Melissa Etheridge	Never Enough - Island	UK.D.NL.A.CH.GR	78	79	18	Johnny Hallyday	Ça Ne Change Pas Un Homme - Philips/Phonogram	F
11	10	7	Right Said Fred	Up - Tug	UK.D.B.NL.A.CH.S.P.DK.SF.GR.IR	45	57	4	La Union	Tren De Largo Recorrido - WEA	E	79	75	4	Anna Oxa	Di Questa Vita - Columbia	I
12	11	9	Tears For Fears	Tears Roll Down (Greatest Hits 82-92) - Fontana	UK.D.B.NL.E.CH.P.I.GR.IR	46	42	9	Crowded House	Woodface - Capitol	UK.NL.IR	80	81	3	Santana	The Very Best Of Santana - Arcade	GR
13	NE	NE	Chris De Burgh	Power Of Ten - A&M	UK.D.CH.N.IR	47	44	3	Peter Hofmann	Love Me Tender - Columbia	D	81	84	2	Cher	Love Hurts - Geffen ▲	UK.D
14	14	22	Michael Jackson	Dangerous - Epic ▲3	UK.F.D.B.NL.E.A.CH.GR.IR	48	46	12	Pearl Jam	Ten - Epic	UK.D.B.NL.A.DK.GR.IR	82	83	66	Fredericks, Goldman & Jones	Fredericks, Goldman & Jones - Columbia ▲	F
15	16	11	Curtis Stigers	Curtis Stigers - Arista	UK.D.NL.CH.DK.IR	49	34	5	Josef Locke	Hear My Song - EMI	UK.IR	83	71	6	Aleandro Baldi	Il Sole - Ricordi	I
16	15	7	Westernhagen	Jaja - Warner Brothers ●	D.CH	50	36	5	Beautiful South	0898 - Go!Discs	UK.D.IR	84	80	8	Nicole	Augenblicke - Jupiter	D
17	13	9	Gary Moore	After Hours - Virgin	UK.F.D.B.NL.E.A.CH.S.P.DK.N.SF.GR	51	55	12	Hanne Boel	My Kindred Spirit - Medley	S.DK.N	85	86	9	Resistencia	Palavras Ao Vento - Ariola	P
18	17	5	Mr. Big	Lean Into It - Atlantic	UK.D.NL.A.CH.S.DK.N	52	50	10	Soundtrack - Dirty Dancing	Dirty Dancing - RCA	F	86	91	4	Orup	Stockholm & Andra Ställen - Metronome	S.DK
19	20	21	Queen	Queen Greatest Hits - EMI ▲5	UK.D.B.NL.A.CH.DK.SF.IR	53	72	2	Metallica	Metallica - Vertigo	UK.D.NL.DK.SF.GR.IR	87	78	6	Vangelis	The Best - PolyGram	E
20	18	4	Scorpions	Still Loving You - Harvest	D.B.NL.A.CH.S.P.DK.I.SF.GR	54	56	9	Paolo Vallesi	La Forza Della Vita - Sugar	I	88	90	2	Stephan Eicher	Engelberg - Barclay	F.CH
21	19	16	Ten Sharp	Under The Waterline - Columbia	UK.F.D.B.NL.A.CH.S.DK.SF	55	39	29	Tina Turner	Simply The Best - Capitol ▲2	UK.D.B.NL	89	89	5	Jane Birkin	Je Suis Venue Te Dire Que Je M'En Vais - Phonogram	F
22	24	6	Foreigner	The Very Best Of - Atlantic	UK.D.NL.A.CH.SF.IR	56	54	10	Francois Feldman	Magic' Boulevard - Philips	F	90	67	11	James	Seven - Fontana	UK.P
23	21	10	Madness	Divine Madness - Virgin	UK.B.NL.P.GR.IR	57	51	58	R.E.M.	Out Of Time - Warner Brothers ▲3	UK.F.D.E	91	93	2	J. Karjalainen Yhtyeinen	Tähtilampun Alla - Poko	SF
24	23	22	U2	Achtung Baby - Island	UK.F.D.NL.E.P.I.GR.IR	58	59	2	Litfiba	Sogno Ribelle - CGD	I	92	74	3	The Stunning	Once Around The World - Solid	II
25	22	10	Red Hot Chili Peppers	BloodSugarSexMagik - Warner Brothers	D.B.NL.A.CH.DK.N.IR	59	NE	NE	Sergio Dalma	Adivina - Ediciones Musicales	E	93	NE	NE	The Radios	The Sound Of Music - EMI	B
26	25	3	Soul II Soul	Vol. III Just Right - Ten	UK.D.B.NL.CH.S.DK.GR	60	58	18	Army Of Lovers	Massive Luxury Overdose - Ton Son Ton	D.A.SF.GR	94	82	6	Radio Futura	Tierra Para Bailar - Ariola	E
27	NE	NE	Tracy Chapman	Matters Of The Heart - Elektra	UK.D.B.NL.CH.P.DK.IR	61	40	24	Enya	Shepherd Moons - WEA ▲	UK.NL.E.DK	95	95	31	Antonello Venditti	Benvenuti In Paradiso - Ricordi	I
28	NE	NE	The Sisters Of Mercy	Some Girls Wander By Mistake - Merciful Release	UK.D.B.IR	62	65	13	Snap	The Madman's Return - Logic/Ariola	D.NL.A.CH	96	87	11	Sandra	Close To Seven - Virgin	F.D
29	27	31	Guns N' Roses	Use Your Illusion II - Geffen ▲	UK.D.NL.E.A.P.DK.IR	63	47	16	Presuntos Implicados	Ser De Agua - WEA	E	97	69	9	Genesis	Turn It On Again '81 - '83 - Vertigo	D.A
30	26	23	Lisa Stansfield	Real Love - Arista	UK.F.D.NL	64	64	2	Lisa Nilsson	Himlen Runt Hörnet - Diesel	S	98	88	3	Celtas Cortos	Cuentame En Cuento - D.R.O.	E
31	30	11	Shakespears Sister	Hormonally Yours - London	UK.D.A.CH.S.IR	65	52	18	Luz Casal	A Contra Luz - Hispavox	E	99	96	2	Giant	Time To Burn - Epic	D.CH.S
32	28	29	Prince & The New Power Generation	Diamonds And Pearls - Paisley Park ▲	UK.FD.NL.E.A.CH.IR	66	NE	NE	Extreme	Extreme II Pornografiti - A&M	UK	100	NE	NE	Die Prinzen	Das Leben Ist Grausam - Hansa	D
33	29	6	Soundtrack - The Commitments 2	The Commitments Part 2 - MCA	UK.D.CH.DK.IR	67	66	8	Frederic François	Je Ne Te Suffis Pas - Trema	F	UK = United Kingdom, D = Germany, F = France, CH = Switzerland, A = Austria, I = Italy, E = Spain, NL = Holland, B = Belgium, IR = Ireland, S = Sweden, DK = Denmark, N = Norway, SF = Finland, P = Portugal, GR = Greece.					
34	35	6	U 96	Das Boot - Polydor	D.A.CH.S.DK	68	68	22	Patrick Bruel	Si Ce Soir - RCA	F	○ = FAST MOVERS NE = NEW ENTRY RE = RE-ENTRY					

Gebhardt

(continued from page 1)

STRIKE TWO: CLT-owned **RTL** has lost its bid to gain additional frequencies in the new German state of Sachsen. An independent media commission in Dresden awarded the statewide frequencies in Saxony to Kiel-based **Radio Schleswig Holstein (RSH)**. It's the second time in a month that RTL has had its hopes dashed in the new German territories, with statewide frequencies in Sachsen-Anhalt going to **Antenne Sachsen Anhalt/Magdeburg**.

YOUNGER LOOK FOR BAYERN 3: German pubcaster **Bayern 3/Munich** is now skewing younger, seeking the 20-40 age group. Test runs are already being aired and a new show, **Super 3**, targeting 15-25-year-olds, will be introduced in June. However, a report in Munich's evening newspaper says the changes, introduced by new PD **Rüdiger Stölze**, are not popular with several of Bayern 3's older DJs. One presenter describes the numerous changes to the programme as "Rambo-like." More news next week.

AUERSPERG TO SET UP SHOP: *Off The Record* has learned that A&R director **Franz von Auersperg** is leaving **BMG Ariola Hamburg** to form his own company. An official statement is expected soon.

JAZZY APPOINTMENT: **PolyGram International** sr. VP/pop marketing **David Munns** continues to hire staffers, bringing on **PolyGram Austria** A&R director **Wulf Müller** as international marketing director/jazz.

WENHAM PLACED: **Brian Wenham**, former MD of **BBC Radio**, has been tipped to replace **Christopher Chataway** as chairman of London news/talk station **LBC**. Chataway, who resigned from his post recently, remains as chairman of LBC's parent **Crown Communication**.

MTV

(continued from page 1)

in the country since March 31 after negotiations over fees broke down between the two parties. MTV was restored to 500,000 households on April 30.

The framework of the deal is similar to that which was struck recently in Finland and Sweden, and represents part of a long-term goal of MTV to introduce fees throughout Europe.

MTV will now move on to negotiating specific deals over the next 60 days with individual cable companies. Though proposed rates or revenue sharing plans were not disclosed, it appears that payment arrangements to MTV will depend on the number of households desiring the service.

It's expected that delivery will, at least in some areas, move from a basic-level cable package to a "expanded" service tier and that in many areas modest subscriber fees will be involved. According to MTV, the issue of pan-European scrambling—either by MTV itself or by the cable operators—has been "dealt with," but specific details remain confidential and are complicated by unresolved technical factors.

However, **Kent Rice**, COO for **Norkabel/Oslo** suggests that MTV will be the one to scramble. "The agreement has incentives regarding the timing of MTV's scrambling by a certain date," he says. "The tim-

For The Record

In a story in *M&M's* May 9 issue about the French ratings, total listening share figures were incorrectly identified as audience cume listening share. The correct figures are listed in the table above.

ing of the scrambling depends on the selection of the format that will be acceptable in the highest number of European locations."

MTV Europe MD/CEO **Bill Roedy** hails the basic arrangement as a "very satisfying agreement for everyone, and most important, for our loyal and enthusiastic viewers." Comments **Knut Borner**, director of Norway cable TV authority **Norsk Kabel TV**, "This shows that our strict attitude towards MTV has given good results for the cable subscribers."

MTV director/marketing and network development **Peter Einstein** notes, "I think it can be a victory for all of us. There are many operators who will keep us in the basic service."

"Some operators will repackage their entire lineup whereby the 'good services' will be in a more price-flexible package. If the operators can sell more of these 'good' packages, they can make more money and we can get paid. In some cases, it can be a profit-maker for them."

Einstein regards operators' goals as to "look at creating a price-flexible service so that they're not government regulated, and have the opportunity to adjust the prices of their programming package as they see fit."

Norkabel's Rice, however, disagrees. "It's not attractive for us," he says. "We are taking away a channel from the basic package and moving it into another level of service. It's not what we wanted to do. This is, unfortunately, not an opportunity for us to improve our profitability. But we know there are young people who want it and our job is to provide entertainment channels. To take one away is never the best answer."

responsibilities and to give the new generation of German music a chance. German rock and pop music belongs just as much to our culture as films, books and painting."

Gebhardt claims that programmers use music to fill in gaps between ads, then only with well-known names, and that most music programmes, especially on private stations, are very geared towards the Top 40. Music for minorities, he says, is hidden away on off-peak shows.

"Music programmers try to pick songs that 'don't disturb the ironing' and don't upset the listeners," he says, pointing out that "around 80% of the titles in the German chart are of non-German origin...the charts just mirror the influence of the German media." Gebhardt continues, "Too little German music for young people gets played. This creates huge problems for record companies like ourselves as far as pushing new talent is concerned, and it is also depressing to know there is no chance of presenting new acts."

Many private and public stations, however, feel Gebhardt's claims are unfair.

RTL 104.6/Berlin PD **Arno Müller** counters, "I don't think Gebhardt even understands the concept of private radio. The time is past when government stations played every record that came out. Our purpose is to serve our listeners. We conduct music research to find out what they want to hear; and most of my listeners don't want to hear much German-language music. I think

Strike

(continued from page 1)

Schmitz describes the situation in Munich as "total chaos." He reports, "It's one huge traffic jam. But one good thing is that everyone is listening to the radio while they're stuck in their cars." **Arabella** and crosstown station **Radio Gong 2000** have been organizing car-pools to help ease the congestion.

Schmitz also reports that many public and private stations in Bavaria have been raking in extra money during the strike from major mail houses in Germany, such as **Quelle**, **Otto** and **Neckermann**. The postal strike has disrupted orders to the companies, so they have decided to advertise on the radio, giving telephone numbers for customers to ring and place their orders.

The strike switched its focus from Munich to **Nordrhein-Westfalia** last week.

Aumonier

(continued from page 1)

MD of **Allied Radio** since the group was formed after the merger of **County Sound** and **Mercury Radio** at the end of 1991.

Virgin, which was a large

the problem is one of quality, and the image of the artists and German-language music in the listeners' minds. It's not my job to promote product that doesn't fit my format or suit my listeners' tastes."

Müller's position is that station formatting serves listeners, artists and record companies. He maintains that the reason stations do not cover "minorities" is because private radio is based on ratings, adding, "When more stations understand the concept of niche formatting, then minorities will be catered for."

Also on the defensive is pubcaster **SWF3** PD **Hans-Peter Stockinger**, who says, "I'm sick of this same old whingeing about German music. The fact is that there isn't enough good German pop and rock music around. Luckily, it's not what our listeners want to hear. We only play German-language music if it's of international standard."

Stockinger admits that Gebhardt is right in principle—saying that many stations just play Top 40 music—but that's because it's what people want. Private stations are very geared towards the charts, he says, because they have to make a living. He adds, "Here at SWF3, however, we have a very open approach and we give our DJs a lot of freedom."

Private EHR station **OK Radio/Hamburg** MD **Frank Otto** says record companies are just as ignorant as the media. "The problem is that we have a huge market in Germany, but it's very hard for artists to establish themselves here," he says. "Germany is very advanced technically, but doesn't have as much expertise as the US

and UK when it comes to production and promotion. Consequently, not many German artists can compete internationally, and there's a big image problem with German-language artists."

Otto says his station does play German artists, but that they have a shorter life-span on the playlist than UK or US talent. "Our listeners get tired of songs faster if they're in German," he continues. "In English, there's always something new to discover in the song, as no one understands all the lyrics the first time round."

WDR1 producer **Hans-Holger Knocke**, who has read the speech, says, "I think that Gebhardt is right, that German radio on the whole is very mainstream and geared towards the Top 40. But, it is very sweeping to say that this applies to all stations. We pride ourselves on having a very open programme here at WDR1. We are ready to take risks and I always present new German groups on my daily show."

Gebhardt's letter is supported, however, by artist management company **Horst Bork** MD **Horst Bork** in Munich. Bork manages three German-speaking artists including **Falco**, and says he knows only too well the problems of promoting German-language performers. "Gebhardt is usually right and I fully back him on this issue. I agree with him that German artists are fighting against ignorance and discrimination in the media. I think we really have to step up our fight against these attitudes. At the moment, we are using a lot of time and manpower in getting airplay for our national productions."

Elsewhere, radio stations such as **Antenne Bayern/Munich**, **Radio Regengbogen/Mannheim** and **FFH/Hessen** are broadcasting interviews with politicians, union bosses, strikers and the public. However, **Radio RPR/Rheinland-Pfalz's Bernd Biewendt** says, "We are having great difficulty getting the proper information, as central switchboards are not covered." And at **Radio Energy/Berlin**, news department head **Matthias Brandes** says, "Our reporters are having to get around on bicycles because the streets are jammed."

On the record side, **Jens Christiani**, head of marketing for the Munich-based **WOM** retail chain, says, "We've been losing customers because the metro is on strike. People are waiting until the weekend to go shopping; no one is going to die without a CD. The postal strike isn't affecting us, as most of our distribution is handled by **UPS**."

From Cologne, **EMI/Electrola** strategic planning/sales co-ordinator **Carl Mahlmann** reports, "Distribution is running more or less as usual, as are deliveries. But we aren't getting any post. If the strike goes on for much longer, it could start to affect us."

A report in leading tabloid *Die Bildzeitung* claimed that if the strike continues for an extended period, radio and TV stations could be in danger of going off the air. The paper's claim was based on the hypothesis that if a station develops a technical fault, there would be no one to come to fix it because of the strike.

The report has been downplayed by **Radio NRW/Oberhausen** news department executive **Herr Fischer**. He comments, "It could only happen if a station develops a fault, which is quite unlikely." **MW**

Additional reporting by **Mal Sondock**

stake in **Allied Radio**, approached **Aumonier** to consider taking the helm of the classic rock service shortly after **IMR** was awarded the licence by the UK **Radio Authority** last month. **Aumonier** was not available for comment at press time.

IMR has also appointed TV-AM deputy sales director **Paul Bushell** to head the service's in-house sales team. Several sales staff from the failed breakfast TV franchise bidder are expected to make up **Bushell's** sales force.

MMc

EHR TOP 40

TW	LW	WOC	Artist/Title	Label	Total	A	B	Add
1	1	9	ANNIE LENNOX /Why	(RCA)	74	56	18	4
2	2	8	BRUCE SPRINGSTEEN /Human Touch	(Columbia)	69	51	18	2
3	3	11	MR. BIG /To Be With You	(Atlantic)	60	41	19	1
4	12	4	GENESIS /Hold On My Heart	(Virgin)	53	36	17	8
5	6	7	VANESSA WILLIAMS /Save The Best For Last	(Polydor)	54	36	18	6
6	4	15	TEN SHARP /You	(Columbia)	47	33	14	0
7	7	6	RIGHT SAID FRED /Deeply Dippy	(Tug)	49	39	10	2
8	8	5	SOUL II SOUL /Joy	(Ten)	48	34	14	4
9	5	7	PRINCE /Money Don't Matter	(Paisley Park)	46	33	13	4
10	39	2	MICHAEL JACKSON /In The Closet	(Epic)	46	33	13	20
11	15	4	SWING OUT SISTER /Am I The Same Girl	(Fontana)	39	26	13	6
12	NE	→	LIONEL RICHIE /Do It To Me	(Motown)	44	27	17	30
13	11	10	U2 /One	(Island)	36	23	13	0
14	14	12	SHAKESPEARS SISTER /Stay	(London)	41	23	18	1
15	9	5	DEF LEPPARD /Let's Get Rocked	(Phonogram)	35	25	10	1
16	31	2	MARC ALMOND /The Days Of Pearly Spencer	(WEA)	37	26	11	13
17	40	2	KIM WILDE /Love Is Holy	(MCA)	33	20	13	11
18	24	3	ROD STEWART /Your Song	(Warner Brothers)	33	16	17	6
19	23	4	CURTIS STIGERS /You're All That Matters	(Arista)	32	23	9	4
20	13	22	SHANICE WILSON /I Love Your Smile	(Motown)	34	22	12	1
21	18	9	RICHARD MARX /Hazard	(Capitol)	32	11	21	4
22	19	6	CURE /High	(Fiction/Polydor)	28	18	10	2
23	10	14	MICHAEL JACKSON /Remember The Time	(Epic)	27	19	8	0
24	27	3	KYM SIMS /Take My Advice	(Atco)	31	17	14	2
25	26	2	MARIAH CAREY /Make It Happen	(Columbia)	30	18	12	1
26	25	14	CE CE PENISTON /Finally	(A&M)	28	13	15	1
27	30	3	ZZ TOP /Viva Las Vegas	(Warner Brothers)	31	16	15	3
28	28	4	ERASURE /Breath Of Life	(Mute)	26	17	9	5
29	16	8	ROXETTE /Church Of Your Heart	(EMI)	29	21	8	1
30	22	8	CROWDED HOUSE /Weather With You	(Capitol)	28	15	13	3
31	20	14	CURTIS STIGERS /I Wonder Why	(Arista)	28	16	12	0
32	33	2	CURIOSITY /Hang On In There Baby	(RCA)	22	16	6	3
33	NE	→	SIMPLY RED /Thrill Me	(east west)	21	16	5	9
34	35	3	XTC /The Disappointed	(Virgin)	25	11	14	5
35	29	17	GENESIS /I Can't Dance	(Virgin)	22	10	12	0
36	36	3	CHER /Could've Been You	(Geffen)	26	10	16	0
37	32	10	ERIC CLAPTON /Tears In Heaven	(Reprise)	25	11	14	0
38	17	9	LISA STANSFIELD /Time To Make You Mine	(Arista)	23	13	10	0
39	RE	→	SHAWN CHRISTOPHER /Don't Lose The Magic	(Arista)	21	15	6	7
40	NE	→	CHRIS DE BURGH /Separate Tables	(A&M)	26	14	12	7

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

CHARTBOUND RECORDS

TRACY CHAPMAN /Bang Bang Bang (Elektra) 24/6	RED HOT CHILI PEPPERS /Under... (Warner Brothers) 15/0
PASADENAS /Make It With You (Columbia) 23/4	BRAND NEW HEAVIES /Never Stop (Acid Jazz) 14/4
DINAH WASHINGTON /Mad About... (Mercury) 23/1	DON E /Love Makes The World... (4th & B'way) 14/3
CHAKA KHAN /Love You... (Warner Brothers) 21/5	SOUP DRAGONS /Divine Thing (Big Life) 14/2
KYLIE MINOGUE /Finer Feelings (PWL) 20/4	NICK KAMEN /You're Not The Only One (WEA) 13/2
IZABELLA /Shame Shame Shame (Virgin) 19/4	DAVID BYRNE /Girls... (Luaka Bop/Warner) 13/1
MICHAEL BOLTON /Missing You Now* (Columbia) 18/13	JODY WATLEY /I'm The One... (MCA) 13/1
SNAP /Rhythm Is A Dancer (Logic/Ariola) 18/7	SOULED OUT /In My Life* (Columbia) 12/6
RANDY CRAWFORD /Who's... (Warner Brothers) 18/1	METALLICA /Nothing Else Matters* (Vertigo) 12/5
ARMY OF LOVERS /Ride... (Ton Son Ton) 17/3	DOUBLE YOU /Please Don't Go* (Robyx) 12/4
EN VOGUE /My Lovin' (east west) 17/3	K-KLASS /So Right* (Deconstruction) 12/3
TEXAS /Tired Of Being Alone (Mercury) 17/3	BRUCE SPRINGSTEEN /Better Days* (Columbia) 11/3
WET WET WET /More Than Love (Precious) 16/6	TEN SHARP /Ain't My Beating Heart* (Columbia) 11/3
DEL AMITRI /Always The Last (A&M) 15/6	JULIAN LENNON /Get A Life (Virgin) 11/1
MAGGIE REILLY /Everytime We Touch (EMI) 15/4	SHAKESPEARS SISTER /I Don't Care* (London) 10/9

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.

A Record For Annie

Annie Lennox scores a first. Never before in the history of EHR has one song registered so many reporting stations as *Why* does this week-74. **Michael Jackson's** *Black Or White* grabbed a total of 71 stations the beginning of this year. *Why* performs well in all European markets, particularly in GSA, the UK, Scandinavia, the Benelux and Spain.

The third single from **Genesis's** *We Can't Dance* album, *Hold On My Heart*, is making quick progress on EHR. Following *No Son Of Mine* and *I Can't Dance*—both number 1 on EHR—the new single is gaining new airplay in the UK, Germany, Denmark and the Benelux.

The second-fastest mover this week comes from **Michael Jackson** with *In The Closet* jumping from a modest entry last week at number 39 to number 10. In terms of new stations, *In The Closet* books an increase of 219%.

However, **Motown** singer

Lionel Richie's *Do It To Me* is also making its presence known by collecting 44 stations, up 366% from last week. Of these 44 stations, no less than 30 report the single as a new addition. This makes *Do It To Me* the highest-ranking new add of this year and second-highest of all time (Jackson scored 38 new ads last year with *Black Or White*). Especially in Norway, Denmark, the UK and Benelux, *Do It To Me* is burning the airwaves.

Marc Almond scores his first hit on EHR with the cover of **David McWilliams's** 1967 song *The Days Of Pearly Spencer*. The track has managed to escape its solid UK base and is now attracting good airplay in Norway, Belgium and Austria.

Kim Wilde also secures her first hit on EHR with the fast-moving *Love Is Holy*. Airplay in the UK is still dominant and next on the list are Norway, Italy, Holland and Austria. MB

MOST ADDED

LIONEL RICHIE /Do It To Me (Motown) 30
MICHAEL JACKSON /In The Closet (Epic) 20
MARC ALMOND /The Days Of Pearly Spencer (WEA) 13
MICHAEL BOLTON /Missing You Now (Columbia) 13
KIM WILDE /Love Is Holy (MCA) 11
SHAKESPEARS SISTER /I Don't Care (London) 9
SIMPLY RED /Thrill Me (east west) 9

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

"A" ROTATION LEADERS

ANNIE LENNOX /Why (RCA) 56
BRUCE SPRINGSTEEN /Human Touch (Columbia) 51
MR. BIG /To Be With You (Atlantic) 41
RIGHT SAID FRED /Deeply Dippy (Tug) 39
GENESIS /Hold On My Heart (Virgin) 36
VANESSA WILLIAMS /Save The Best For Last (Polydor) 36

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

"A" ROTATION PERFORMANCE

	"A" %
DOUBLE YOU /Please Don't Go (Robyx) 91	
CURIOSITY /Hang On In There Baby (RCA) 83	
TEARS FOR FEARS /Laid So Low...Tears Roll Down (Fontana) 82	
SIMPLY RED /Thrill Me (east west) 76	
ROZALLA /Are You Ready (Pulse 8) 75	
ROXETTE /Church Of Your Heart (EMI) 72	
SHAWN CHRISTOPHER /Don't Lose The Magic (Arista) 71	
MICHAEL JACKSON /Remember The Time (Epic) 70	
2 UNLIMITED /Twilight Zone (PWL Continental) 70	

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

TOP RECURRENTS

	Total Stations
SIMPLY RED /For Your Babies (east west) 23	
TEARS FOR FEARS /Laid So Low...Tears Roll Down (Fontana) 23	
BRYAN ADAMS /Through I'd Died And Gone... (A&M) 21	
PASADENAS /I'm Doing Fine Now (Columbia) 18	
ROZALLA /Are You Ready (Pulse 8) 16	

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

NEW TOP 20 CONTENDERS

	Total Stations
DOUBLE YOU /Please Don't Go (Robyx) 12	
K-KLASS /So Right (Deconstruction) 12	
METALLICA /Nothing Else Matters (Vertigo) 12	
SOULED OUT /In My Life (Columbia) 12	

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



Damn

sophie b. hawkins

I wish I was

new single taken from the album
"tongues and tails"

46797

COLUMBIA

your lover