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See Special, Pages TA1-TA16


German Labels Hope First Echo Awards Bring Recognition

by Miranda Wotton

Germany's new record industry awards, the Echo, have received an enthusiastic welcome from the industry, who hope that they will eventually gain international recognition on a par with the Brits and the Grammys.

The first Echo Awards, which will cost over DM500,000 (US$300,000) to produce, will take place on May 16 at the Philharmonie in Cologne, and will be presented by the German music association, Phon-Akademie, the driving force behind the show.

Chairman of the Academy and TA Music MD Gerhard Gehrke said the Echo has been created not only as an accolade for the achievements within the industry, but also as a bridge to make the industry achieve contemporary and competitive international recognition. Because we're here to represent our own culture and our own stars as good as we would represent another country of great music in the world. We're here to show the world what a great country we are. And we're proud of our musical achievements.

The event has approval from German Parliament. Rita Reim and Willi Zeller of the German Foundation for AIDS research, which Sutrahau curates, will carry out the projects for the 1992 Germany Award for AIDS research, which Sutrahau curates.

Phono gram

Adrenaline Pumping For Def Leppard

by Michael Beckett

Phonogram, London, 15 March 1992

The release of the new single 'Rock Of Ages', which has been nominated for an award, has been met with a great deal of excitement, and has been called the biggest hit of the year.

The new single 'Rock Of Ages' is a fantastic track with a great rhythm, and is expected to be a huge hit. The album, which includes the single, is currently being recorded, and is due to be released early next year.

dévē, n., a popular female singer:

diva, fem. of divus, divine.

adv. alone (It., -L. sōlus, alone)
German Labels Hope First Echo Awards Bring Recognition

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Germany's new record industry awards, the Echo, have received an enthusiastic welcome from the majors, who hope that they will eventually gain international recognition on a par with the Brits and the Grammys.

The first Echo Awards, which will cost over DM500,000 (app. US$303,000), will be eventually granted not only as an accolade for artistic achievements within the music industry, but also as a bridge between artistic achievement, cultural value and economic importance. "It shows that we're just as serious about our own culture and our own stars, as are other countries," he adds. "We wouldn't put this amount of money behind the awards unless we were serious about our national artists. It is the growing success of national product in other territories that has finally enabled the Academy to establish the Echo award with the united support of record companies, publishers and media personalities."

The event has the seal of approval from president of the German Parliament Rita Süssmuth. All proceeds will go to the German foundation for AIDS research, which Süssmuth chairs. (continues on page 18)

FRENCH NET BROADENS REACH

Europe 2 Buys 38% Of Spain's Top FM

by Steve Wonsiewicz & Anna Marie de la Fuente

French FM AC network Europe 2 is continuing its pan-European expansion, buying a 38% stake in Spanish EHR network Cadena Top FM. No price was disclosed. The deal gives Europe 2 entry into Europe's largest radio-revenue market and one of Spain's newest networks. Programming is created in Madrid, which broadcasts around-the-clock, and is relayed live to the network. Cadena Top currently reaches listeners in 20 cities, including Seville, Barcelona, Valencia, Bilbao and Madrid, home of its flagship operation. The web, which has a potential reach of 15 million people (50% of the 144 population), hopes to expand to 40 stations within the next 18 months. Group ad revenue grew 15% last year, though specific figures were not released.

Radio Top was 100%-owned by Union Ibérica de Radio, whose president/owner Eugenio Fontan was also a founder of Spanish radio group SER's EHR net Los 40 Principales. Negotiations between Europe 2 and Cadena Top started about 18 months ago.

The purchase also expands Europe 2's growing pan-Euro network. The AC-formatted powerhouse now operates in seven European countries, reaching over 120 million people.

Discussing the motives for the purchase, Europe 2 MD Martin Brisac says, "The first reason has to do with the characteristics of the Spanish market: it is the most American radio market in Europe; it's the most accessible market; it's the market that's growing the fastest." (continues on page 19)

Phonogram's Adrenaline Pumping For Def Leppard

by Machgiel Bakker

Phonogram is lining up its biggest campaign so far for 1992 with this week's release of the new, 10-track Def Leppard album Adrenalize. How will European radio react to a UK band that has been away for five years and whose biggest market to date has always been in the US?

According to Radio 4/U/Berlin music editor Peter Radzuhn, "The new single Let's Get Rocked is extremely good and is in heavy rotation. If the album is as good as the single, I don't think the fact that the band has been away for so long will affect them. Def Leppard has a loyal fan base, so they can't really fail. However, I'm not sure they'll be as big as before. The heavy metal scene has changed, with new names such as Nirvana and Pearl Jam attracting a lot of fans."

Hessischer Rundfunk/Frankfurt heavy metal expert Til Hofmeister notes, "It's a problem when a band brings a record out (continues on page 18)
No. 1 IN ITALY! (Singles, Albums and Airplay)

Paolo Vallesi - "La Forza della Vita"
NOS Battles Privates With Major Radio Restructuring

by Morlene Edmunds

Dutch radio will undergo a major reorganization in its public radio sector in an effort to meet increasing competition from commercial stations.

Starting October 1, all five public stations, Radio 1-5, will begin horizontal programming, with each radio station having its own editorial coordinator and own editorial team. The nine programmers will decide among themselves how they are going to divide up the available time slots.

One of the strongest criticisms of the Dutch publicbroadcasting system has been the lack of horizontoprogramming. Currently, the nine programmers share time on the five radio stations and each company has its own editorial director for each of the five stations. The result is a programming hotchpotch which can range, for example, from Radio 3, from religious to EHR. The latest listening figures show that audiences are fleeing from the public stations in droves to tune in to commercial and regional stations with more commercialized formats.

The reorganization plan follows a unanimous vote on March 20 by the directors of the public system's umbrella company, VPRO, under the new structure, programs will be broadcast at the same time every day, in the hope of giving each station a clear profile. Radio 1 will be on air 24 hours a day, with news, talk and sports. Radio 2 will be the family channel. Radio 3 will serve as the pop channel. Radio 4 will become the classical station, while Radio 5 will provide a forum for special interest groups.

VPRO is only the broadcaster to have expressed reservations about the new plan. Following the meeting, VPRO manager Jan Haaksbroek said the organization wanted only a limited role in Radio 2 and 3 because it didn't agree with the increasingly commercial character of these broadcasters. Later, he was more optimistic, telling M&M that the plan would not change the character of VPRO. "We will not become more commercial and we will not lose our independence," he said. Asked whether Radio 4 would stand up to increased commercial pressure from commercial outlets, he replied, "It has to."
L'Onde Latine Preaches The Word For Domestic Music

by David Roe & Emmanuel Legrand

L'Onde Latine/Alpes-Provence, the local station playing mostly Francophone music, has gained national recognition since it switched to satellite distribution, which enables it to supply some 50 stations around France.

The station was launched last April in the south of France by radio veterans Patrick Fillioud (son of Georges Fillioud, former minister of communications in the early '80s and founder of Radio Gilda) and Laurent Perallat, formerly with Europe 2.

The programming team is based in Paris. It has transmitters in Cannes, Toulon and in Perpignan.

L'Onde Latine programmes 100% French or Francophone music between 6.00-22.00. The playlist consists of 60 current hits, and rotations range between four to six times a day. The rest of the time, the stations play programmes from Radio Italia Solo and Musica Italiana in the Marseilles area, while programmes from the Spanish national network SER are broadcast in the Pyrenees/Mediterranean area, relayed from a transmitter in Perpignan.

Says programme director Bruno Laboure, "We were inspired by the Italian station Radio Italia SML, which became a market leader by playing mostly Italian music, and we think that this will also hold true in France. Our format consists of 60 different French titles, with the other 40% recurrent hits dating from 1980 at the earliest. Our target audience is the 20-30 age group, and so far we have managed to avoid the trap of panels and heavy musical research which sound the death knell for stations trying to promote new acts. We are avoiding French nostalgia, which is already well represented elsewhere."

But L'Onde Latine knows it still has a long way to go before it is fully established. Perallat says that the real test will come in Paris, where L'Onde Latine has requested a frequency.

Bourges Spotlights European Artists

European acts will be given priority at the Printemps de Bourges, France's most important music festival, to be held from April 27 to May 3. Over 40,000 people are expected to attend the festival, which will feature a total of 15 different acts each day. Total budget for the festival amounts to Fr21 million (approx. US$7.7 million).

French superstars Hélène Segara, Juliette Greco, Charles Aznavour, and upcomers Kat Onoma and Emile旺盛 will share the bill with European acts such as Dave Stewart, the Stills, Stephen Stills, Stevie Ray Vaughan, Sarah Jane Morris, Joe Cocker, My Bloody Valentine, The Pogues, Bockstaat (from Russia) and Bananarama (from Germany). American acts programmed include veteran Lesa Kettles, Leon Redbone, Garland Jeffreys and The Ramones.

The festival will be sponsored by public radio station France Inter and TV channel M6. France Inter will broadcast a series of live programmes live from the festival.

Barclay Gambles On Raï Artist Khaled

PolyGram label Barclay is putting all its strength into breaking Algerian singer Khaled. Although his music is receiving positive reviews, radio stations have reportedly been slow to play it, especially before the French elections in mid-March. Khaled has popularized a modern form of Arab music called raï.

Stations have repeatedly avoided even playing the first single of the album, Didi, a catchy song with a strong potential for crossover. It was produced in Los Angeles by Dan Was of Was! Not Was, the man behind recent albums by Bonnie Raitt and Bob Dylan, among others.

Among those stations currently playing the song are France Inter, RMC and Skyrock, while M40, NRJ and Fun are not giving it airtime. RTL and Europe 1 are taking a wait-and-see attitude.

The language is cited as the main problem. Explains Barclay marketing manager Paul Bassi, 'I think most people agree the music is good, but if the song was in English, there would be fewer problems. The political situation made people more sensitive. We were not able to book one single prime time TV show. It seems that they want no more than a minimum of black and Arab performers on TV.'

Skyrock PD Laurent Bounou has taken a gamble, and believes that Khaled's album is one of the best of the year. 'I know I risk having listeners turn off,' he says, 'but sometimes you have to take chances.'

EIR M40 operations manager Javier Pons says, however, 'We don't think it is the right kind of music for a wide audience. It is not a language problem; it is just that at an artistic level, it is too difficult for our format.'

However, public station France Inter international programmer Yves Bigot says, 'We have been playing the song up to six times a week. We are not trying to take sides. We just pick the good albums or songs of the moment and this one happens to be good.'

Meanwhile, retail response is good, with an initial order of 20,000 units of Khaled's eponymous album. Barclay says the album sells at a rate of 700 units a day and is currently ranked 24 in the Virgin Megastore chart.

To celebrate the international release of Manu Katche's album "It's about time", we are proud to announce a one-off concert at the New Morning, (PARIS), on Monday 6th April. BMG France and Sacre Productions look forward to welcoming you to this event, and take this opportunity to thank the BMG European affiliates for their help in making this possible.

Manu Katche

"It's about time"

Sacre Productions
Poupa Claudio & Ragga Melody
Patrick Gaspard
Mu Vrin
Pascal Villenuit
Angelique Kidjo
V'ia Romance

Les musiques qui changent le monde.
Rozalla Signs Epic Deal
For Five-Record Contract

by Stephen Leigh

Rozalla has signed a five-album deal with Epic/Sony, which includes her debut album Everybody's Free, recorded with the indie dance label Pulse 8. The news was confirmed on March 21 by manager Chris Sargeant.

Rozalla and her management company Mad Hat Music recently went to court to block Pulse 8 from releasing the debut album. Despite having no signed contract, Rozalla had attended recording and cutting sessions paid for by the label.

The case lasted two months, during which time Epic was reported to have offered her a deal worth over £500,000 (app. US$877,000), which included the

debut album.

Pulse 8 MD Frank Sansom says, "We would love to continue to work with Rozalla. There is nothing a major can give her that we can't."

The album, featuring the star's three European hits, Are You Ready To Fly, Everybody's Free and Faith, was released March 23. The advertising text for the record is deliberately ironic, stating, "The long-awaited debut album on Pulse 8 Records."

Sansom is philosophical about the deal, saying, "They made her an offer which we can't compete with. I always knew that Rozalla was very ambitious. Signing to Sony has put her up there with the big names. I now realize that she only saw us as a stepping stone, but she gave no hint of that before the court case." He adds, however, "My view is she will never get treatment from any other label as good as she got from us."

Who's That Diva? RCA/BMG Gear Up For Lennox Debut

by Robbert Tilli

RCA/BMG is ready for what is likely to be its priority release of the year—the solo debut of Eurythmics singer Annie Lennox's Diva. The album, produced by Stephen Lipson of Simple Minds fame, will be released on RCA throughout Europe on April 6.

The lead single, the ballad Why, released on March 16, has already been received warmly at Europe's EHR stations, and at press time, is at number 5 in the EHR Top 40. BMG UK international marketing manager Chris Harwood explains, "We knew we only had three weeks from single to album, so we sped up going to radio. Our plan seems to have worked in terms of setting up the single." Harwood and Lennox's manager Simon Fuller started preparations last November when the two went on tour to stir interest. The success of the Eurythmics' Greatest Hits album reportedly gave them extra momentum for the project.

The video of the single, currently on heavy rotation on MTV Europe, was shot in Venice, and will be released as a long-form video, along with six other tracks from the album.

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Germany Awards Two National Radio Licences

by Mol Sondock

National public radio is coming to Germany for the first time since World War II. The governors of the 16 states agreed to create two national stations that will be funded with a licence fee of DM0.75 (app. US$0.50). Plans for the two new services, which have sparked heavy protest from private radio, call for the creation of a new company to be directed by publicists ZDF and ARD. German Chancellor Helmut Kohl has called for a completely independent national radio.

One of the nets will be based in Berlin and the other in Cologne. Both will feature a full service format similar to the publics, with minimal emphasis on popular music. No advertising will be allowed on either station. The station personnel will consist mostly of staff currently employed by the news-information broadcaster Deutschlandfunk (DLF) in Cologne, RIAS 1 in west Berlin and the former east German public broadcaster Deutschsender Kultur, based in east Berlin.

Private broadcast organization VPRS's MD Ursula Adelt says there is no need for more public radio in Germany. "This will only restrict the development of the private sector by blocking frequencies," she says. "Especially with the development of digital radio, a very limited number of frequencies will be available. Almost every public broadcaster has an info-news-culture station. Why have two new national stations with the same format?"

A spokesperson from the bi-weekly media information service Bendi comments, "This takes the number of public radio stations in Germany up to 40. The state governors know that nobody needs the new programmes, but the listeners are forced to pay for this service. The heads of the stations evidently find this the cheapest way of paying for the large staffs of the DLF, RIAS 1 and DS Kultur."

SPV-BMG Ariola Team For Pan-Euro Slaughterhouse Promo

by Miranda Watson

SPV (Schallplatten, Produktion und Vertrieb) has announced a new joint venture with BMG Ariola Hamburg for the international exploitation of the group Fury In The Slaughterhouse. The two companies will join forces under the banner of Slaughter House Music (SHM) to increase the band's profile in other territories.

SHM will be based in Hanover with SPV responsible for national marketing, while BMG will handle international exploitation. The partnership will be under the control of SPV MD Manfred Schütz and BMG Ariola MD Michael Anders.

Managed by Michael Smilgies' Hidden Force Management, Fury In The Slaughterhouse has become one of Germany's more popular rock groups over the last four years, selling a total of almost 300,000 copies of their last four albums. Their latest record Pure Live recently entered the German charts at number 21, and has, according to Smilgies, sold about 60,000 during the first month of release.

Comments Schütz, "For medium-sized independent companies like SPV, it is only possible to build a band up to a certain national level," he says. "After the second or third album, you need to start exploiting a band internationally. We decided that the only way we could possibly compete with the major record companies was to find a partner. A company like ours has absolutely no chance of breaking a band in the US otherwise. We chose BMG Ariola because it's a German company and we were able to sign the contract here in Germany."

He continues, "Fury is one of the biggest bands in Germany at the moment and they decided they would only renew their contract with us if we made plans to break them internationally. They had offers from majors such as Phonogram, so this joint venture was our solution to keeping the band."

BMG Ariola Hamburg VP A&R/marketing Franz von Aue r s p e r g says, "SPV has some very interesting product, but it doesn't have the international strength of a major company. We see this joint venture as a good way of preserving an independent company. It's a good deal for us because with everything signed directly to SPV, we can take up on an international basis. Fury is one of the five bands in Germany to have a live album in the Top 30 and I think they have a great chance of international success."

SHM will initially work on establishing the band in the UK. Fury is supporting Steve Harley on his May tour and a 12-inch CD will be released to tie in with this. A compilation of the band's last three albums is then planned for release throughout Europe in the autumn.
Local Music Loses Pace, Say Critics

by David Stansfield

The domestic music boom is not as significant as it might seem, according to various radio executives. At first glance things look very healthy for domestic product, which accounts for roughly half of Italy's record market. The soaring success of national music-only station Radio Italia Solo Musica Italiana and the fervour surrounding the San Remo Song Festival might suggest that radio stations are anxious to jump on the national bandwagon.

Some players have increased their commitment, but observers are quick to point to the latest Audiradio listeners statistics which indicate audience increases for stations with specialistform.

Radio Italia S.M.I. emerged as the lead private station, but dance music-oriented Radio Deejay and EHR station RTL 102.5 hit Radio have both enjoyed healthy audience increases. Critics claim that the loss of any clear format identity resulted in national EHR net Rete 105 losing its long-time lead position in the ratings. Rete 105 music director Alex Peroni is quick to refute those claims. He also stresses that he's not about to change his policy by giving more airtime to domestic talent. He admits to a slight adjustment last year, but nothing significant. 'I'm not very interested in what's described as Mediterraneo melody', he says. 'I've keen on new approaches to music by Italian artists. We've certainly backed Fittura Fresca, Elia La Strata Tese, Charly and Claudio Bisio, who all record on the indie Psychokiller. Of course, we Burnett to them, plus rock acts Litbiba (CGD) and Ligabue (WEA), has resulted in combined sales of around a million in the last year or so.

However, there will be space for international talent on the station's playlist according to Peroni, who believes the current boom in domestic music will soon end. 'The local public has turned to Italian music in the absence of international superstars,' he says. "Even with house and techno music, there are no real artists. But Italian consumers feel the need to look further than their own backyards. They want to be a part of the world, and the Italian music-only fashion will soon be thing of the past.'

RTL 102.5 Hit Radio head of domestic music Luca Viscardi reports that he is restricting airplay of San Remo records to the top three artists in its major section, and the winners in the newcomers category. He says his choice corresponds with the station's positioning in the official RAI sales chart. RTL 102.5 Hit Radio, which空气中 both domestic and international music, has been on a roll recently. Says Viscardi, 'There's a widespread belief that only people who like to listen to Italian music, but that's not true. The quality is not exceptional and, if you look at the charts, you see the same old names. There are a lot of good newcomers, but their record companies don't handle them in the right way. Firms might invest heavily in first albums, but that often means artistic direction is lost. Artists need more control.'

Local stations have always been regarded as important outlets for domestic talent. Radio Suono/Genoa has increased its airtime for national product from 25%-40% in the last six months. It is currently rotating about 15 San Remo stations. Record artist director Maurizio Sandrelli believes the song festival is an important occasion for the whole music industry. He argues that international talent may currently be losing out and adds, 'Their management is to blame because they simply don't understand the Italian market.'

Rome-based R&B station Radio Centro Suono admits to pressure from its advertising agency, as a result of the widespread belief that programming Italian music means more clients.

Programme director Alberto Castelli is sticking to his guns, however, and will only program domestic product which suits the station's format. 'We give airplay to Italian dance music and rap, but I haven't listed any San Remo songs and don't intend to,' he says. "There are enough stations playing that kind of stuff and we're keeping off the bandwagon.'

Record companies admit that getting airplay for domestic talent is not easy, despite the current boom in home-grown music. BMG promotions and advertising director Michele Mendolla comments, 'I am not for stations developing their own specialist formats, although it makes it more difficult for us. One major problem is that many companies are concentrating on quantity rather than quality in their domestic roster. Rosenberg believes San Remo caters to the TV market rather than the record industry. While he agrees the current domestic music boom has been going on for some time now, he also believes established artists such as Antonio Vendetti, Eros Ramazzotti and Ugo Dalla still control a major slice of the market. CGD promotions manager Luciano Linzi argues that international repertoire does not suffer by the domestic market as far as radio airplay is concerned. 'A hit is a hit, whatever the nationality,' he says. 'We are having tremendous success with Too Blind To See It by Kim Syns (east west) and we are also enjoying similar results with the act Opus III (FWL). The only problem is getting airplay for international rock acts.'

Quality Locals Snapping Up Name DJ's

Local stations pick power, according to Radio Club 91/Naples, which has swapped the services of experienced ex-national network DJs Stefano Piccirillo and Nino Mazzarino, who both come from the Radio Kiss Kiss Network. Mazzarino is now dividing his broadcast time between Radio Club 91 and public radio station Stazione Rai.

Comments Radio Club 91 PR exec ve Mario Ceci. 'I've always claimed that local radio has a better rapport with its listeners than the national network stations. To be able to attract quality DJs such as Piccirillo and Mazzarino means more clients.'

Radio 91 has appointed new DJs Simonetta De Chiara and Jerry Cignotti, who both worked at Naples-based local stations in the past.

Presuntos Implicados

Target Other Euro Markets

Presuntos Implicados, the trio from Valencia who have enjoyed double platinum sales for each of their last two albums, are out to tap the European market.

Now a Warner music international priority, they have performed in a showcase in Hamburg and in the Spanish night out programme performed by authors' rights society SGAE in the San Sebastian Messe festival on March 13.

The band is also included in the Spanish poprock compilation distributed to various German radio and TV stations by SGAE as part of its campaign to promote Spanish music in German-speaking territories (see M&M, March 28).

The trio's latest album Ser de Agua, whose single Llovió has been receiving heavy airplay, is on most of the country's EHR stations, has been in the Spanish charts for over two weeks and continues to climb. At present, it ranked at number nine—the top Spanish pop band in the top space.

Presuntos Implicados

M e a n w h i l e, the album has already been released in Germany, Portugal and Southern Italy and the next markets due for its launch are Austria and France.
THE LONG-AWAITED ALBUM FROM
DEF LEPPARD

FEATURING THE HIT SINGLE
LET'S GET ROCKED

PRODUCED BY MIKE SHIPLEY AND DEF LEPPARD
ENGINEERED AND MIXED BY MIKE SHIPLEY
EXECUTIVE PRODUCER: ROBERT JOHN "MUTT" LANGE

AVAILABLE ON CD, MC, LP.
**Dutch Cablers Given Interim Terrestrial Permits**

by Marlene Edmunds

In a major breakthrough for commercial cable radio stations in the Netherlands, the Dutch Ministry of Water and Traffic has agreed to provide Sky Radio, RTL-4 Radio and the Radio 10 group with terrestrial frequencies on an interim basis.

The frequencies being allotted are so-called rest frequencies, previously unused by Holland's public broadcasting system. Up until recently, the only stations in the Netherlands allowed by law to broadcast commercial frequencies were public stations.

The licences for use of the frequencies will reportedly be issued within the next few months, valid until the end of the year. By that time the government is expected to have come up with a plan for awarding terrestrial frequencies which conforms with EC broadcasting regulations and the new Dutch Media Law, passed last December. At least one commercial cable outlet is predicting, however, that once it is on the air, it will probably stay.

Says press spokesperson for AC Sky Radio and Sky's EHR Hit Radio Wilma de Haas, "This is a major breakthrough for us. The moment we are on the air, it will be very hard to get us off again." Sky Radio has been given the 102.7 MHz frequency in Rotterdam, a significant coup, says De Haas, because "it gives Sky access to the biggest metropolitan areas of the Netherlands and the largest commuter traffic listenership," since it also reaches Amsterdam.

Italian-backed Radio 10 Group (Radio 10 Gold, Concert Radio and EHR Power FM) press spokesperson Mark Out says the company is "very happy about the three frequencies we received." Radio 10's frequencies cover the north of Holland and, says Out, this gives the group access to half of the listening audience in the country. He adds that, especially the beaches, is a big tourist attraction in the Netherlands, a factor expected to boost advertiser interest. Family-oriented RTL-4, a relative newcomer to the commercial cable radio market, will receive the 101.2 MHz frequency in Den Haag, the seat of the nation's government.

Ironically, the decision by the Ministry of Water and Traffic came just days after public stations TROS and Veronica announced they would cease all efforts to leave the public system to go commercial. (See M&M, January 30, 1992.) Bitterly disappointed, both stations had for the last six months pinned their hopes of going commercial on the acquisition of a terrestrial outlet. Their decision to stay within the system came only after the government had warned that if they left, there would be "no guarantee" they would be granted a terrestrial frequency.

**Morgane Represents Belgium in Malmö**

The Belgian French language state broadcaster RTBF has appointed 16-year old Morgane to represent Belgium at the forthcoming Eurovision Song Festival in Malmö (Sweden) in May. The song Nous On Veux Des Violons (composed by Claude Barzotti and Anne Marie Gaspard) sung by Morgane was chosen from among 50 competitors. MM

**Good N.E.W.S. For Belgian Dance Indies**

by Marc Moes

A new company N.E.W.S (North East West South) has been set up to handle the distribution of the four companies supplying some 80% of the dance repertoire in Belgium—Music Man International, the dance department of Antler/Subway, R&S Records and Bondouque.

The new company aims to support the growing independent music sector on the Belgian market, with an emphasis on dance product and the hope of establishing a joint identity towards foreign territories.

Says promotion manager and former product manager at Indice, Katries Klaussing, "With 10% of the Belgian charts being N.E.W.S., dance product, it's time we made the media aware of what we are doing. We are currently working on an innovative promo-strategy."

N.E.W.S. hopes to build up a worldwide network, based on existing ties and deals established by the founding companies. Says group MD Liéven van den Broek, "Most of the licensing and distribution deals will continue to exist as they are for now. We will be working more and more with Watts Music in the U.S."

Van den Broek says N.E.W.S. wants to be for the independents what RSBD (Record Service Benelux) has become for the majors, adding, however, "Whereas RSBD just ships product for companies such as PolyGram, Virgin, Warner and BMG, we want to go one step further, instead of having separate sales teams for each label (as with the majors) we will have one joint sales force for the whole N.E.W.S. catalogue. It all fits in with our policy of supplying a complete service. With Klaussing doing promotion and marketing almost la carte, I am convinced we will succeed."

N.E.W.S. will be headed by Hessel Tieter, Van den Broek and Arthur Pruet, and will have exclusive distribution rights to labels such as R&S, MML, Trance Mission, Mental Radio, IMC and Go Bung!

**NEWS IN BRIEF**

**Brenna Tapped By PolyGram**

Barre Brenna, previously MD with Continental Consultant, has been named the new special project manager at PolyGram Records Norway, a newly created position within the record label.

**DJ Vote Ledin Top Male Vocalist**

Tomas Ledin won the winner of the Best Male Vocalist award at the recent Swedish DJ Music Awards 1991/92. Eva Dahlgren took the award as Best Female Vocalist at the March 1 event. KIF

**Aamulehti Buys 51% Of Satapulsia**

The multi-media Finnish Aamulehti Group has acquired a 51% controlling stake in local commercial music-news radio station Satapulsia/Tampere. Local newspaper Kansan Lehti (group 40) Aamulehti publishes over 20 titles, including the country's second most popular daily.

**SAS Debut Station**

Sas has acquired Triton which has launched its own music and news radio station Radio SAS as a means of communicating with its 1,000 employees in Sweden. Radio SAS will be carried over the pan-Scandinavian satellite system Telstar and will initially broadcast two times a week in Swedish.

**BMG Norway, Levi's, Team For Garbarek Debut**

Kai Roger Ottesen

BMG Norway has signed a unique agreement with Levi's to promote the debut album Velkommen Inn ("Welcome In") by singer Anja Garbarek. The deal gives the record company access to all Levi's shop showcases in the country. Levi's has also been provided with several copies of the CD with hopes that all Levi's shops will play it.

Garbarek's first effort has been a success on the charts, reaching number 9 on the VG album chart recently after debuting at number 11 the week before.

While no commercial singles are yet available from the album, which was released on February 24, sales have been helped earlier with two promo singles, Vil Du Vere Med ("Will You Join In") on February 5 and Male Øyneine Dine ("Paint Your Eyes") on February 26.

Both singles have been in the Radio Top 20 chart for the previous two weeks. Velkommen Inn has been album of the week on the airplay chart for the second week in a row.

BMG Sweden has responded positively after hearing her latest album and plans are in the works for a possible promotion trip for Garbarek to Sweden this fall.

Garbarek, the 22-year-old daughter of jazz artist Jan Garbarek, has elements of jazz, pop and rock in her music. Work on the album has been going on for two years, ever since she delivered the demo to BMG. Garbarek works very closely with her father and Håkon Iversen, but also takes responsibility for music, lyrics and composition.

Comments BMG marketing manager Morten Jensen, "Everybody in the music business has been searching for a special talent like this."

**City Radio First Year A Hit**

EHR City Radio 102.6/Malmö is the largest independent music station in southern Sweden after only one year on the airwaves, according to a listener survey by Montemare Research.

The survey carried out from January 13-19 this year found that City Radio has 50% more listeners than its closest competitor Radio P4. When asked to name the stations listened to in the last week, 43,000 people (8%) mentioned City Radio.

Station manager Patrick Larsson says radio in southern Sweden is still dominated by state-run P3 and Radio Malmbus because of their larger transmitting capacities. City Radio transmits with only 50 kilowatts, compared to P3's 60 kilowatts. But he sees the survey indicating the potential of stations such as City Radio once deregulation of Swedish radio takes effect.

Virgin Records/Sweden MD Anders Hjelmstorp can only praise City Radio. "We could use a station like this one in every Swedish city. The ratings reflect what the listeners think about the station; they love it. And City Radio is great for us because it has very easy relations with the marketing people at the major labels. We can work hand-in-hand with the station."
ATTENTION RADIO PROGRAMMERS

Welcome to our summer Track Attack, the second CD singles box sent to you from M&M. Research conducted since the spring Track Attack shows this project has been a resounding success in Europe, confirming it as an exciting and informative way of delivering new talent.

Programmers have praised the box both for the broad range of musical styles it offered and for the variety of countries represented. They have also welcomed the opportunity to introduce new talent to their listeners, often before national record companies have started their local campaigns.

M&M’s summer Track Attack continues this exclusive opportunity of presenting new talent to your audience, offering a collection of tomorrow’s stars in one convenient package. As before, there are many to choose from.

This new series of CD singles is selected by many of Europe’s leading record companies. So climb aboard on the European train and let your listeners enjoy the sounds of Europe: new stars from Italy, France, the UK, Norway, Germany and Belgium—all worthy of immediate consideration.

The following pages explain who these performers are and why they are valuable to your programming. Enjoy!

MARC ALMOND

Some artists have the Midas touch in picking out the right song material, a talent many programmers wish they had themselves. Marc Almond has that hand of gold that digs the perfect cover out of pop music’s treasures.

In his days with Soft Cell, he came up with an electro pop version of Tainted Love, an obscure hit from soul singer Gloria Jones. Seven years later, he managed to bring Something’s Gotten Hold Of My Heart back into the limelight by teaming up with the original singer Gene Pitney for a sparkling duet.

And in 1992, Almond proves he still hasn’t lost his knack in creating the perfect pop song, this time selecting The Days Of Pearly Spencer, a global hit for David McWilliams in 1967. This third single off his current album Tenement Symphony—his label debut for WEA/UK—is enclosed with M&M’s Track Attack box. Produced by grandmaster Trevor Horn, it boasts the grandeur you might expect from an artist of his calibre, with the rhythm of stylishly galloping horses, spurred on by the overwhelming sound of strings.

As usual, Almond threads the thin line between art and kitsch. The album, released in November of last year, is in two parts, with the actual concept, the Tenement Symphony, falling into the second part. All three singles so far are taken from this musical work, which just goes to show that you don’t have to listen to it as an entity to fully appreciate it.

Following Prelude, there’s the first single Jacky, a song that shows Almond as the ultimate performer in the legacy of Jacques Brel. It is followed by the Trevor Horn and Bruce Woolley—co-written song What Is Love? and then by French 20th-century classic composer Claude Debussy’s Trois Chansons De Bilitis and the current single. Almond’s own pièce de la résistance and second single My Hand Over My Heart acts as the grande finale.

WEA/UK head of international Mark Crossingham is very confident about The Days Of Pearly Spencer. "When we sent out pre-release cassettes to our European affiliates, everyone said that this had to be the single. All countries are concentrating on radio first, with Germany and the UK leading the wave. With Track Attack, we want to make sure we get maximum exposure."

In Germany, WEA has serviced radio with a special three-minute edit to make it easier for the song to get playlisted. A special limited-edition holographic CD single in a metallic sleeve will be commercially released in Germany and the UK only.
LUCA CARBONI

Forza Azzurri! The blue Italian army of singers is conquering Europe in a rush. After significant Euro-crossover successes by Zucchero, Gianna Nannini, Paolo Conte, Vasco Rossi and Eros Ramazzotti, Luca Carboni is on his way to joining this Italian squad on the international path. In singing the lovely tune Siamo Le Stelle Del Cielo (We Are The Stars Of The Sky), he is not exaggerating—he's certainly up there with them. And he shines.

In all respects, Carboni is a true ambassador for his country. The song taken from his fifth album, titled simply Siamo Le Stelle Del Cielo (We Are The Stars Of The Sky), he is not exaggerating—he's certain.
Now I've been through some change
Realised that one thing still remains
That a woman needs to feel good
Know that,
I'm talking about change
Hold my hand and feel this, feel the same

Sister to Sister
Live it your way and
Move up - Be there

One true woman, That's what I am
One true woman, That's what I am

NEW SINGLE - OUT NOW
Souled Out

New Single Out Now

Souled Out In My Life

7" - 12" - CD5 - MCSI

COLUMBIA / Sony Music
are gonna move the nations!

album "blast culture"
produced bill laswell
special guests
the jungle brothers (trouble funk)
gary "mudbone" cooper
michael "clip" payne (funiadelic/parliament)
available on cd, mc

1st single "new funk generation"
3 remixes featuring
george clinton
available on cd5

new single "roxy"
available on 12" & cd formats
with two remixes
drop garage house mix &
album garage funk jungle mix

the european spring dates

Terminal Export
Salle Louis Jouvet
Revolver Club
Powerhouse
JoJo Club
Festival

30 - 04  Roma (Italy)
01 - 05  Bologne (Italy)
02 - 05  Allessandria (Italy)
05 - 05  Zurich (Switzerland)
06 - 05  Frankfurt (Germany)
06 - 05  Hannover (Germany)
09 - 05  Berlin (Germany)
12 - 05  London (UK)
13 - 05  Glasgow (UK)
15 - 05  Grignon (France)
26 - 05  Scheide (Germany)
28 - 05  Aenza (Italy)

next single "marco"
available in may
F.F.F.

What would the world of rock look like without P-funk godfather George Clinton? Less interesting, that’s for sure. The influence of this founding member of Funkadelic and Parliament in the evolution of rock is at least as big as that of James Brown’s. The American band Red Hot Chili Peppers was the first in a long line to notice the man’s immeasurable value. Many European soul brothers followed, from Holland’s Urban Dance Squad and Gotcha! to Germany’s Freaky Fukin Weirdoz and Sweden’s StoneFunkers.

One of the most innovating new names in the pop/dance crossover section is Paris-based F.F.F. This band adds the sound of the multi-cultural metropolis to the groove. African and Oriental overtones are logical ingredients in their cosmopolitan sound. Their debut album Blast Culture, produced by “Burning” Bill Laswell, is red hot, funky and immensely diverse. Special guests include the Jungle Brothers, T-Bone of Trouble Funk and Gary "Mudbone" Cooper of Bootsy’s Rubber Band.

This sextet blends styles you would have considered incompatible. On La Complainte Du Plombier, Sting meets Living Colour under the Jamaican sun. The anthemic Maman Krie develops from African music into jazz and rock, making it the most unexpected multi-format smash. Requiem Pour Un Con is their ruthless remake of the controversial Serge Gainsbourg song.

The track Marco, included in M&M’s Track Attack box, shines a light on their ability to mix "Go Go"—the percussive funk variant from Washington during the mid ’80s—and jazz, as well as the two languages, English and French.

The album was released in France in November. A pan-European release followed in January and February, accompanied with the single New Funk Generation. The second single AC2N (Acid Rain) was serviced at the beginning of March to French radio.

F.F.F. have some busy times ahead. They are currently on an extensive European tour, interrupted only by some Tokyo dates. They will be omni-present on the summer festival circuit, including the prestigious Roskilde festival on June 26 and 27. Prior to that, they will perform some showcases in Quebec, the French-speaking part of Canada. It was at one of these live appearances at last year’s New Music Seminar in New York that the band was first noticed by the international press. Touring is the main marketing tool for Sony Music/France. Says international promotion manager Annick Geisler, “We want to emphasize what the band is best at. They have built up their name by touring. MTV Europe is very supportive by announcing tour dates every time.”

“During Midem, their US colleagues applied for the video of New Funk Generation to be featured in the specialized "Yo MTV Raps" programme. Usually we have to ask them to play a video. This time, it was the other way around."
a truly international artist

Timo Lousiana Lonely

taken from

the forthcoming

album

Timo
N.B. The Conference language is English but translation facilities into French and German will be available.
**Conference Programme**

**JUNE 10 - 13, 1992**

**Friday, June 12, 1992**

**PROGRAMMING**
- Promotion
  - Chairman: Mr. A. Zeitelbach, D
  - Mr. L. Anderson, USA
  - Mr. J. Burrows, U.K.
  - Mr. W. Campbell, USA
  - Mr. C. Funnell, D
  - Mr. J. Sevi, NL
  - Mr. H. Ueda, J

**9.00 - 10.30**

**MANAGEMENT**
- Standardisation of Audience Measurement Techniques
  - Chairman: Mr. R. Ducey, USA
  - Mr. V. Botellier, F
  - Mr. V. Carlier, F
  - Mr. G. Gadino, E
  - Mr. M. Steinmann, CH
  - Mr. A. Weain, 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. Bitt, D
  3. Real-Time Access Mass Memory for Broadcasters’ Use
     - Speaker: Mr. P. F. Selinger, D

**11.00 - 12.30**

**Network & Syndicated Programming**
- Chairman: Mr. S. Cole, U.K.
  - Mr. D. Adamson, U.K.
  - Mr. J. M. Brossaux, F
  - Mr. J. Dohler, USA
  - Mr. E. Maffo, F
  - Mr. B. Soller, USA

**11.00 - 12.30**

**Marketing & Research in the ‘90s**
- Chairman: Mr. I. Christian, USA
  - Mr. J. Pollack, USA
  - Mr. L. Christian, USA

**14.30 - 18.00**

**PROGRAMMING**
- Advertising
  - Chairman: Mr. M. Caccoulet, F
  - Mr. P. Davies, U.K.
  - Mr. G. Fries, USA
  - Mr. N. Goldsmith, USA
  - Mr. H. Hoffman, D
  - Mr. R. Segra, J
  - Mr. T. Sylfert, U.K.
  - Mr. L. Travaille, F
  - Mr. J-P. Vignolle, F

**14.30 - 16.00**

**MANAGEMENT**
- Gold Or National Music
  - Chairman: Mr. P. Broglio, I
  - Mr. P. Burton, U.K.
  - Mr. P. Herrero, E
  - Mr. F. Luer, F
  - Mr. L. Perallat, F
  - Mr. L. Waters, U.K.

**16.30 - 18.00**

**MUSICAL RADIO FOR ADULTS**
- Chairman: Mr. M. Garcia, F
  - Mr. H. Thomas, D
  - Mr. L. Perallat, F
  - Mr. F. Larue, F
  - Mr. P. Herrera, E
  - Mr. P. Burton, U.K.

**20.00**

**Farewell Dinner - Sponsored by Euro Disney**
- Speaker: Mr. R. Fitzpatrick, CS
  - Dr. I. Childs, U.K.
  - Mr. T. Bathe, DK
  - Mr. Opelland, D

**22.00**

**Closing Remarks**
- Speaker: Mr. A. Scharf, President, EBU
  - Mr. E. Frits, President and CEO, NAB

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**Saturday, June 13, 1992**

**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

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**LIST OF EXHIBITORS AS AT MARCH 1, 1992**

- A.B.S. AQUIA BROADCASTING SETS
- AEV SNC DI VACCARI G & C
- AGAP
- AKG ACOUSTICS
- AUDIO BAUER AG
- audio FOLLOW
- BROADCAST ELECTRONICS INC
- BROADCAST TECHNOLOGY SOCIETY/IEEE
- COLUMBINE SYSTEMS INC
- COMEX CORPORATION
- CONTINENTAL ELECTRONICS CORP
- C.T.E. INTERNATIONAL SRL
- DECISION INC.
- DIALOG 4
- DIGITAL AUDIO TECHNOLOGIES
- ELCA: SNC DI RAI MONDI L. E C.
- EUREKA
- EURO DISNEY
- FOR.A CO LTD
- GIANT ELECTRONIC LTD
- G.M. Film- and Fernseh-Studiotechnik GmbH
- GOTHAM AG
- GROUP INGENICO
- HARRIS-ALIEN BROADCAST EQUIPMENT
- JDB COMMUNICATIONS GROUP INC
- INTERNATIONAL DATACASTING CORP
- ITAME SA
- JAMPRO ANTENNAS, INC.
- LEKO SA
- INK COMMUNICATIONS SA
- MEDIA TOUCH SYSTEMS INC
- MURFIN MUSIC INTERNATIONAL
- NAVIGA KÜLDÉSI SA
- NETWORK MUSIC EUROPE
- NOKIA PAGING
- NOUVELLE ORLEANS PROGRAMMING INT
- PACIFIC RECORDERS & ENGINEERING
- PHILIPS KOMMUNIKATIONEN INDUSTRY
- R.V.R. ELETTRONICA SRL
- R.A.B., RADIO EXPRESS
- RADIO WORLD
- RANDSON AUDIO
- RCS RADIO COMPUTING SERVICES
- RIZ TRANSWITTER
- ROCHDE & SCHWARZ
- R.F.M.
- SCHMID TELECOMUNICATION
- SEEM AUDIO
- SIEL SISTEMI ELETTRONICI
- SIEGEL SISTEMI ELETTRONICII
- SIEMENS
- STUDER REVOX
- SUSIA
- TAENDA DATA
- TECHNOLOGY BROADCASTING SYSTEMS
- TEK TELECOM SRL
- TELEDIFFUSION DE FRANCE
- TELL, SWEDEN
- THOMSON CSF
- TM CENTURY
- TOP FORMAT PRODUCTIONS
- VALENTINO INC.
- VARIAN
- VOICE OF AMERICA
- WEGENER COMMUNICATIONS
- XIS
- YAMAHA CORPORATION EUROPE

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**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
- NAB Seminar / DAB Seminar – joint registration

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

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**SFr. 450.00** (SFr. 550.00 — after 30.4.92)

**SFr. 800.00** (SFr. 1000.00 — after 30.4.92)
SOULED OUT

The dance genre can be roughly divided into two different camps. On the one hand you have the ice-cold techno style—very popular in the clubs—and on the other hand, there is the more soul-oriented, radio friendly variant. Souled Out, the project of three Naples dance producers—Gigi Canu, Sergio Della Monica and Sandro Sommella—undoubtedly belongs to the latter category.

Instead of computers, these people let their hearts speak in a strong love affair with the sweet and sensual sound of soul music of the early '70s, tastefully translated to our time. Their debut album Shine On boasts the chic arrangements of old records by the likes of Isaac Hayes and Barry White, coupled with Soul II Soul's modern heartbeat.

The band is fronted by three superb singers—American Jerome Stokes, Italian Rio and Sarah Warwick from the UK—each taking the lead vocals by turns. Passion is the common factor in all contributions.

The relaxing single In My Life, featuring Warwick and, enclosed in M&M's Track Attack box, is the kind of song that matches the current Lisa Stansfield craze. But they can't be accused of cheaply jumping on someone else's train; the album has already been out for some time now. Actually, in January of 1991, it was the first album to be released by Sony Music Italy on the Columbia label.

Originally the album had a different title—Souled—The Magic Of The Language Of Music In Effect—and in that identity it was released in most European countries, excluding the UK. Not only does the album have a new name, but so does the band itself, going from Sold Out! to Souled Out, after discovering that an outfit with the same name already existed in the US. The name is a change for the better, being a closer description of the band's nature.

Expects Sony Music/Italy international development manager Selma Howell, "We didn't want to create a problem when we released it in the US, so we changed the name. We didn't even check it at first, because we never expected so many international releases of the album at the time. "At the UK office, they believed that the original name had a rather negative ring to it. What we basically have done is to re-package the album for its first-ever UK release in the first week of May, immediately to be followed by Germany."

For the UK, a special marketing campaign has been set up, including a video, plus radio and TV promotion. An EPK will be serviced to all media. Adds Howell, "We can't force the other territories to re-release the album. We'll wait for the reactions on this single first. Track Attack gives us the chance to find out exactly what's happening with it across Europe. It's a real radio record, so we plan to do a great radio job on it."

STAGE DOLLS

When Norwegians decide to rule the world, they do it solidly. At the recent Olympic winter games in Albertville, the Vikings belonged to the most feared gold-diggers of all the competitors. On the musical side, nothing has really happened since A-Ha, but three-piece rock outfit Stage Dolls plans to change that in no time.

After topping the Norwegian chart with the radio-friendly mid-tempo rock ballad Love Don't Bother Me, it's Europe's turn to discover the magic, via M&M's Track Attack box in which the single is enclosed. Considering the immense global success that Bryan Adams' (Everything I Do) I Do It
What do the following artists have in common?


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”
The Days Of Pearly Spencer

MARC ALMOND

The New Single

From the album Tenement Symphony
A gift for turning life's vivid joys and pain into the kind of music that creeps under your skin in search of your soul has made Betsy one of modern music's most prolific songwriters. High-profile successes include writing "Wonderland", a huge hit for Paul Young, and co-writing "Telling Me Lies" with Linda Thompson—a Grammy-nominated hit for The Trio (Dolly Parton, Linda Ronstadt and Emmylou Harris). Now she is following in the footsteps of these and others, including Stan Campbell, Denice Williams and Donna Summer; she has recorded her own songs for this debut album on East West Records.

"The album is full of uplifting moods, tuneful balladry and dreamy vocals, intriguing enough to catch the ear but still familiar and accessible", Vox, March '92
TIMO

From cult hero to chartbuster, Timo Blunck is one of the few artists who have suddenly surfaced from the underground scene. As a member of Palais Schaumburg, Blunck was one of the leading members of the so-called "neue welle" (new wave) in the early '80s. Not satisfied with sticking to his comfortable position in his "ivory tower" of avant-garde rock, he joined up with the band Grace Kairos and aimed his talents in a different direction. Under the name Timo, he's now signed to BMG Ariola/Hamburg as a solo artist. The single Louisiana Lonely is his first solo effort, part of M&M's Track Attack box.

It's the kind of mid-tempo soulful pop song—enhanced with a beautiful Hammond organ solo—that should fit perfectly within the European radio landscape. Blunck wrote all of the material for his April-release solo album Timo, while a certain Johnson is credited as co-producer. Blunck's rather high voice suits the various musical styles he practices. He uses dance elements on the tracks Undecided and Last Girl/First and goes for well-constructed pop à la Robert Wyatt on The Kingdom Of Jones. The ballad-in-search-of-a-movie, Insomnia D'Amour—partly sung in French—shows that the former avant-gardist now dares to verge on the kitsch. He has become living proof of an accessible innovator.

Besides his career as a musician, Blunck has started another profession as a producer in his own London-based studio. According to BMG Ariola/Hamburg international marketing manager Kai Manke, it takes a lot of courage for a continental European to settle in the lion's den of the international record industry. "You can't imagine how tough it is for a German guy in London setting up his own facilities. That's really something special, and it proves his enormous potential. He has already started his first project as a producer—Freaky Realistic—signed to Polydor/UK."

"We get very promising feedback from our European affiliates. That's important, because Timo sees himself as a European artist. Radio is the key in the beginning. Compared to Holland, German radio is reputedly slow, but we hope for a lifetime of six-to-nine weeks for the single."

The video for the single is shot in Louisiana, right in the middle of Dixieland. BMG Ariola has serviced an electronic press kit (EPK) titled The Making Of Louisiana Lonely. Apart from the excellent lead track, EHR programmers should also check out Worldwide, the last song of the four-track single. In rhythm, it's reminiscent of Sly & The Family Stone 's Want To Take You Higher or the Jacksons' Can You Feel It, demonstrating Blunck's unmistakable pop sensibility.

YAZZ

Yes it's true. Yazz, the flamboyant neo-soul singer is back with her label debut for Polydor, the One True Woman album, due for release in June. The same titled single—enclosed with the M&M Track Attack box—gives an excellent taste of what is to be expected. The knife cuts on both sides; it's the radio-friendly soulful type of dance with a beat that can't be ignored in clubland either. This lady knows her classics and quotes from one of the grooviest disco hits ever, 1978's Stuff Like That by Quincy Jones.

Yazz has proven her good taste before, by picking out a half-forgotten Memphis soul song—Otis Clay's The Only Way Is Up—for a sensational cover version. This 1988 interna-

tional hit not only did justice to the original, but also made her one of the leaders of the new dance generation that featured Soul II Soul and Lisa Stansfield. With the follow-up single Stand Up For Your Love Rights, Yazz illustrated what her music was all about: respect for the old coupled with an innovative drive.

The four hits she has had—all of them included on her 1988 debut album Wanted on Jazz Summers's Big Life label—proved for Yazz that, indeed, the only way is up. Her all-around classy new album will bring her a few steps closer on the stairway to heaven. It's packed with potential single candidates. Backed by reggae band Aswad, her cover version of the Paul Carrack-written ballad How Long is surely one of the album's best aces for future chart domination, and will be the second single, released in May.

In 1990, Yazz temporarily stepped out of the spotlight to take care of her first baby, Polydor international marketing manager Alastair Farquhar claims that her absence doesn't force the company to re-launch her career. "To a certain extent, you can say that we will re-establish her, but she's still wellRemembered by radio, media and the public by the strong image she has, which is now even more stunning and sophisticated. The posters and full-length shots by Andy McPherson will look great in the stores and the magazines. Her hugely individual image is the key in our highly profile campaign. The first video is absolutely gorgeous. Yazz also performs so magnificently that TVIs are already queuing up for her."

TV unfolds with European promo trips in support of both singles and the album release. Continues Farquhar, "Radio of course is absolutely vital. For the first single, it's important to bring her back with a bang. So we've concentrated our initial efforts on radio promotion. The song fits easily on just about every radio format playlist, particularly on EHR."

Polydor international marketing director Annie Newell concludes, "Signing Yazz directly to Polydor was a major coup and 1992 will see her go from strength to strength by combining her unique talents with a major international marketing campaign."
NORWAY'S HOTTEST ROCK BAND IS BACK!

CD * CASSETTE * ALBUM

THE NORWEGIAN NO.1 SINGLE "LOVE DON'T BOTHER ME"
AVAILABLE IN FOLLOWING FORMATS
SPCD 5" * SP 7" * 12" MAXI

PRODUCED BY BJORN NESSJOE FOR NECESSARY PRODUCTIONS
ADDITIONAL RECORDING AND RE-MIX ON 3 TRACKS BY RON NEVISON
MANAGEMENT BY BARRY MATHESON FOR CONTINENTAL MANAGEMENT

PolyGram
LUCA CARBONI

CARBONI - 1992
THE FIRST ALBUM RELEASED AND THE FIRST PLATINUM IN ITALY THIS YEAR

COMPACT DISC - ALBUM - CASSETTE
STATION REPORTS

Station reports include all the 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 tracks and IPs's indicated by the designation "AL." All playlists must be reviewed by Tuesday 1 a.m.

UNITED KINGDOM

BBC RADIOLondon
Paul Rabinson - Program Director

- AD
- Swing Out Sister - Ann

B List

- AD
- En Vogue - "So Much To Say"

Swing Out Sister - Tony

Radio 1

- AD
- Chaka Khan - "Sweat"

Chaka Khan - "Sweat"

Radio 2

- AD
- Selena Gomez - "Good For You"

Matthew Southgate - "Emotions"

Radio 5

- AD
- Janelle Monáe - "Pynk"

Radio 6

- AD
- Metallica - "In My血"

Radio X

- AD
- Boy George - "I'll Be Your"
A List:

Unico Glorie - Producer
Franco Russo Mory - Prog Dir

Power Play:

RADIO STAR/Vicenza
ANTENNA DELLO STRETTO/Messina

Dario Usuelli - DJ

AD

Fiorella Mannoia- Inevitabilmente
B List:

Power Play:

Michael Jackson- Remember The
Crowded House Weather With
Opus III- It’s A Fine Day
Mr. Big- To Be With You
Clouseau- Anna
Bonnie Raitt Not The Only
Cure High
Ten Sharp- You
Lightning Seeds Life Of
U2- One
Pizarro- Backstabbers
Mr. Big- To Be With You
James Howard- We Can Do It
Shawn Christopher- Don’t Lose The
Nick Kamen- Not The Only One
Lisa Stansfield- Time To
Deborah Blando Innocence

BELGIUM

BELGIUM

B List:

AD Anny Schilder Working Girl
Tom Lathouwers - Operations Mgr
AD Mr. Big- To Be With You
Peter Belt - MD
Power Play:

Gotchal- Mathildo
AD Shanice Wilson- I’m Crying
TROS RADIO 3/Hilversum
AD 2 Hype Used To Be

Power Play:

AD Harry Jekkers- Terug
Pasadenas Lees Get It
XTC, The Disappointed
Riley/Lucas- Is It
Prince Money Don’t Matter
Bashung- Osez
Clouseau- Altijd
L.T.J. Sound Machine Don’t Stop
Gotchal- Mathildo
Tevin Campbell- Tell Me What
Soul II Soul- Joy
Michael Bolton- Missing
Charlatans- Wierdo
Pilgrims- Naked Man
Khadja Nin- Wale
Hammer- Do Not Pass
U2- One
Richard Marx- Hazard
Opus III- It’s A Fine Day
Del Tha Funkee H. Mistado

STATION REPORTS

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MUSIC & MEDIA

APRIL 1992
AUSTRIA

COLLAGE/COLLEGIUM
Peter Lassak - Head Of Music
Power Play
A List: Brian, Mr. Big, To Be With You
AD Mike Reid, Radio 1
AD Maggie Reilly, Talk
A List: Brian, Mr. Big, To Be With You
AD Maggie Reilly, Talk
A List: Brian, Mr. Big, To Be With You

BRAZIL

STATION REPORTS

1368 AM/SPB (Sao Paulo)

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UNITED KINGDOM

Singles
- Shakespeares Sister - Stay (Virgin)
- Ce Ce Peniston - Let's Get Rocked (AACM)
- Annie Lennox - Why? (RCA)
- Def Leppard - Bring On The Night (EMI)
- Cure - High (PolyGram)
- Mr. Big - To Be With You (WEA)
- Alexandra Burke - Human Touch (EMI)
- Crowded House - Weather With You (Columbia)
- Sophie Ellis-Bextor - Torn In Heaven (Warner)
- Shania Twain - I Love Your Smile (PolyGram)

Albums
- Madness - Divine Madness (Epic)
- Tears For Fears - Songs From The Big Chair (Virgin)
- Simply Red - Stars (Virgin)
- Gary Moore - After Hours (EMI)
- Bruce Springsteen - The Top Of The World (Sony Music)
- Right Said Fred - Don't Talk Just Kiss (PolyGram)
- Michael Jackson - Remember The Time (Sony Music)
- Ten Sharp - Under The Waterline (Virgin)
- Simply Red - Red (EMI)

GERMANY

Singles
- 1 U 96 - Das Boot (PolyGram)
- 2 KLF/L'Juwante - Justified And Ancient (EMI)
- 3 Shania Twain - I Love Your Smile (PolyGram)
- 4 KLF/L'Juwante - Justified And Ancient (EMI)
- 5 Genesis - I Can't Dance (Virgin)
- 6 Michael Jackson - Remember The Time (Sony Music)
- 7 Ten Sharp - Under The Waterline (Virgin)
- 8 Simply Red - Red (EMI)

Albums
- Genesis - We Can't Dance (Virgin)
- Simply Red - Red (EMI)
- Michael Jackson - Dangerous (Sony Music)
- Genesis - We Can't Dance (Virgin)
- Simply Red - Stars (Virgin)
- Michael Jackson - Dangerous (Sony Music)
- Genesis - Turn On An 81 - '83 (EMI)
- Shania Twain - I Love Your Smile (PolyGram)
- Ten Sharp - Under The Waterline (Virgin)

FRANCE

Singles
- G.Michael/L.John - Don't Let The Sun... (Sony Music)
- G.Michael/L.John - Don't Let The Sun... (Sony Music)
- Ten Sharp - You (PolyGram)
- Genesis - I Can't Dance (Virgin)
- Simply Red - Stars (Virgin)
- Michael Jackson - Dangerous (Sony Music)
- Genesis - Can't Stop Dancing (Virgin)
- Simply Red - Starlight (Virgin)
- Michael Jackson - Dangerous (Sony Music)
- Ten Sharp - You (PolyGram)

Albums
- Genesis - Can't Stop Dancing (Virgin)
- Simply Red - Starlight (Virgin)
- Michael Jackson - Dangerous (Sony Music)
- Genesis - Can't Stop Dancing (Virgin)
- Simply Red - Starlight (Virgin)
- Michael Jackson - Dangerous (Sony Music)
- Carynne - Ch'te Ses Qu'Je T'Adore (EMI)
- Frederik/Goldman/James De Duas, Ten (PolyGram)
- Roch Volvic - La Promesse (RCA)
- Queen - The Show Must Go On (EMI)

ITALY

Singles
- A.Baldelli/A.Laio - Non Ancora (Ricordi)
- Roberto Carlos - Tua Mia (Warner Music)
- G.Michael/L.John - Don't Let The Sun... (Sony Music)
- Paolo Vallesi - La Forza Del Volo (PolyGram)
- Aldo Fabrizio - Strada (BMG)
- Luca Barbonara - Corso A Daccapover (Sony Music)
- Mia Martini - Luccia (Holland)
- A.Baldelli/A.Laio - Car Ancora (Virgin)
- Alessandro Camino - Brutta (Fonit Cetra)
- Alphonso Zuluari - Zuluari (Intercord)

Albums
- Luca Carboni - Carboni (BAG)
- Prassia - Live In Force (PolyGram)
- Queen - Greatest Hits II (EMI)
- Luca Barbonara - Corso A Daccapover (Sony Music)
- Mia Martini - Luccia (Holland)
- Fiorella Mannoia - Ti Ti Ti (Sony Music)
- U2 - Achtung Baby (Virgin)
- Natalia Cole - Unforgettable (Warner Music)
- Tears For Fears - Tears Roll Down (PolyGram)
- Antonello Venditti - Inverno En Pardosso (Philips)

SWEDEN

Singles
- Grup, Stockhol'm - (Warner Music)
- J.-P.-Audiin/D. Modena - Ocarina (BMG)
- I Can't Dance (Virgin)
- Simply Red - You're My Kind Of Girl (Ariola)
- Bruce Springsteen - Touch Of The Wildside (Sony Music)
- KLF/L'Juwante - Justified And Ancient (EMI)
- Michael Jackson - Dangerous (Sony Music)
- Simply Red - You're My Kind Of Girl (Ariola)
- Genesis - Turn On An 81 - '83 (EMI)

Albums
- Genesis - Can't Stop Dancing (Virgin)
- Simply Red - Starlight (Virgin)
- Michael Jackson - Dangerous (Sony Music)
- Genesis - Can't Stop Dancing (Virgin)
- Simply Red - Starlight (Virgin)
- Michael Jackson - Dangerous (Sony Music)
- Carynne - Ch'te Ses Qu'Je T'Adore (EMI)
- Frederik/Goldman/James De Duas, Ten (PolyGram)
- Roch Volvic - La Promesse (RCA)
- Queen - The Show Must Go On (EMI)

IRELAND

Singles
- Simply Red - Red (EMI)
- H. Moore - Let's Get Rocked (AACM)
- Cure - High (PolyGram)
- Simply Red - Red (EMI)
- Genesis - Turn On An 81 - '83 (EMI)
- Shania Twain - I Love Your Smile (PolyGram)
- Ten Sharp - Under The Waterline (Virgin)
- Simply Red - Red (EMI)

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<table>
<thead>
<tr>
<th>Week</th>
<th>Artist</th>
<th>Title</th>
<th>Original Label</th>
<th>Countries Chaired</th>
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<td>Genesis</td>
<td>We Can't Dance</td>
<td>Virgin</td>
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<td>Simply Red</td>
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<td>Queen</td>
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<td>Nirvana</td>
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<td>Gary Moore</td>
<td>After Hours</td>
<td>Virgin</td>
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<td>Michael Jackson</td>
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<td>10</td>
<td>Tears For Fears</td>
<td>Tears Roll Down (Greatest Hits 82-92)</td>
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<td>Lisa Stansfield</td>
<td>Real Love - Asia</td>
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<td>Wet Wet Wet</td>
<td>High On The Happy Side - Precious</td>
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<td>Prince &amp; The New Power Generation</td>
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<td>Guns N' Roses</td>
<td>Use Your Illusion II</td>
<td>Geffen</td>
<td>UK, D, NL, E, CH, S, DK, GR</td>
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<td>Shaniac</td>
<td>Inner Child - Matown</td>
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<td>Tina Turner</td>
<td>Simply The Best - Capital</td>
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<td>Red Hot Chili Peppers</td>
<td>Blood Sugar Sex Magic</td>
<td>Warner Brothers</td>
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<td>Shakespears Sister</td>
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<td>41</td>
<td>Cowboy</td>
<td>Wolfpac - Capitol</td>
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<td>Snap</td>
<td>The Madman's Return - Logic/Ariola</td>
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<td>Genesis</td>
<td>Turn It On Again '81 - '83</td>
<td>Vertigo</td>
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<td>15</td>
<td>Jean-Philippe Audin &amp; Diego Modena</td>
<td>Malandrin - Fontana</td>
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<td>27</td>
<td>Dire Straits</td>
<td>On Every Street - Vertigo</td>
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<td>Pearl Jam</td>
<td>Ten - Epic</td>
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<td>Little Village - Reprise</td>
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<td>Sandra</td>
<td>Close To Seven - Virgin</td>
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<td>Lou Reed</td>
<td>Magic And Loss - Sire</td>
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<td>Natalie Cole</td>
<td>Unforgettable - With Love - Elektra</td>
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<td>33</td>
<td>Bonnie Tyler</td>
<td>Holding Out For A Change - Epic</td>
<td>D, NL, CH, D, SOK</td>
<td>UK, D, NL, E, CH, S, DK, GR</td>
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<td>39</td>
<td>Soundtrack - The Commitments</td>
<td>The Commitments - MCA</td>
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<td>40</td>
<td>Paolo Vallesi</td>
<td>La Forza Della Vita - Sugar</td>
<td>D</td>
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<td>Ride</td>
<td>Going Back Again - Creation</td>
<td>D, B, CH, D, GR</td>
<td>UK, D, NL, E, CH, S, DK, GR</td>
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<td>Army Of Lovers</td>
<td>Musique Luxurieux - Dusty Dave - Son Ton San</td>
<td>D, B, CH, D, GR</td>
<td>UK, D, NL, E, CH, S, DK, GR</td>
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<td>36</td>
<td>Right Said Fred</td>
<td>Up - Top</td>
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<td>Frankie Valli &amp; The Four Seasons</td>
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<td>Curtis Stigers - Aria</td>
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</table>

The European Top 100 Albums is compiled by BPI Communications BV in cooperation with Buma/Stemra. BPI Communications BV/Buma/Stemra. All rights reserved. Compiled from the national album sales charts of 16 European territories.

**The European Top 100 Albums is compiled by BPI Communications BV in cooperation with Buma/Stemra. BPI Communications BV/Buma/Stemra. All rights reserved. Compiled from the national album sales charts of 16 European territories.**
few of the many European artists whose work has broken through over the last 12 months. In most cases, radio served as the first platform for exposure. With radio's increasing power to break new talent, M&M's Track Attack collection has proven its value in further boosting the chances for such acts. Private EHR station CD International Vienna is one of the many European stations to have participated at least half of the box's contents. Head of music Peter Los sack selected four tracks immediately for rotation—Deborah Blando, One 2 One, Michael Learns To Rock and, obviously, national pride Prinz Zek & Big Baffolo. Out of these, the latter received the best exposure, amounting to seven to eight plays a week. One 2 One received an average of eight to ten plays, Horsemen and Manic Street Preachers. The idea of the Track Attack box was that you get the opportunity to listen to some other kinds of music from other countries. One of the good things about Track Attack is that you get the opportunity to listen to some other kinds of music from other countries. The idea of the Track Attack box was that you get the opportunity to listen to some other kinds of music from other countries. The idea of the Track Attack box was that you get the opportunity to listen to some other kinds of music from other countries.

One of the good things about Track Attack is that you get the opportunity to listen to some other kinds of music from other countries.

---

**ITALIAN AIRPLAY**

```
I. Francesco Facino
II. Andrea Bocelli
III. Lucio Battisti
IV. Bocca di Magra
V. Joe Dassin
VI. Gianna Nannini
VII. Osanna
VIII. Umberto Tozzi
IX. Piero de Benedictis
X. Laura Pausini
XI. Ottaviano Le Donne
XII. Gianni Morandi
XIII. Giorgia
XIV. Mina
XV. Laura Pausini
XVI. Gianna Nannini
XVII. Italo Zucchero
XVIII. Rossana Rocci
XIX. Autunno
XX. Fabio Succo
XXI. Gianni Morandi
XXII. Laura Pausini
XXIII. Ottaviano Le Donne
XXIV. Gianna Nannini
XXV. Rossana Rocci
XXVI. Italo Zucchero
XXVII. Rossanna Rocci
XXVIII. Gianna Nannini
XXIX. Laura Pausini
XXX. Fabio Succo
XXXI. Gianna Nannini
XXXII. Rossanna Rocci
XXXIII. Italo Zucchero
XXXIV. Rossanna Rocci
XXXV. Gianna Nannini
XXXVI. Laura Pausini
XXXVII. Fabio Succo
XXXVIII. Gianna Nannini
XXXIX. Rossanna Rocci
XL. Italo Zucchero
```

---

**NORWEGIAN AIRPLAY**

```
I. Enya
II. Sigurd Ryden
III. Sissel
IV. Linn<br>
V. Sivert Hætta
VI. Jørn<br>
VII. Petter Drenning<br>
VIII. Peder Jakobsen<br>
IX. Espen<br>
X. Vibe<br>
XI. Thomas<br>
XII. Steinar<br>
XIII. Pål<br>
XIV. Peter<br>
XV. Asche<br>
XVI. Kjetil<br>
XVII. Dag<br>
XVIII. Øyvind<br>
XIX. Per<br>
XX. Odd<br>
XXI. Jarle<br>
XXII. Øivind<br>
XXIII. Øyvind<br>
XXIV. Per<br>
XXV. Øivind<br>
XXVI. Jarle<br>
XXVII. Øivind<br>
XXVIII. Per<br>
XXIX. Øyvind<br>
XXX. Jarle<br>
XXXI. Øivind
```

---

**SLOVAKIAN AIRPLAY**

```
I. Richard Marx - Hazard
II. Curtis Stigers - I Wonder Why
III. Annie Lennox - Why?
IV. Prince/The N.P.G. - Diamonds And Pearls
V. Mountain Beyond Mountain
VI. Michael Learns To Rock - I Wonder Why
VII. Queen - Goodnight Girl
VIII. Simply Red - Stars
IX. Wet Wet Wet - Goodnight Girl
X. Simply Red - Stars
XI. Simply Red - Stars
XII. Simply Red - Stars
XIII. Simply Red - Stars
XIV. Simply Red - Stars
XV. Simply Red - Stars
XVI. Simply Red - Stars
XVII. Simply Red - Stars
XVIII. Simply Red - Stars
XIX. Simply Red - Stars
XX. Simply Red - Stars
XXI. Simply Red - Stars
XXII. Simply Red - Stars
XXIII. Simply Red - Stars
XXIV. Simply Red - Stars
XXV. Simply Red - Stars
```

---

**SPANISH AIRPLAY**

```
I. Linkin Park - From The Inside
II. Linkin Park - From The Inside
III. Linkin Park - From The Inside
IV. Linkin Park - From The Inside
V. Linkin Park - From The Inside
VI. Linkin Park - From The Inside
VII. Linkin Park - From The Inside
VIII. Linkin Park - From The Inside
IX. Linkin Park - From The Inside
X. Linkin Park - From The Inside
XI. Linkin Park - From The Inside
XII. Linkin Park - From The Inside
XIII. Linkin Park - From The Inside
XIV. Linkin Park - From The Inside
XV. Linkin Park - From The Inside
XVI. Linkin Park - From The Inside
XVII. Linkin Park - From The Inside
XVIII. Linkin Park - From The Inside
XIX. Linkin Park - From The Inside
XX. Linkin Park - From The Inside
XXI. Linkin Park - From The Inside
XXII. Linkin Park - From The Inside
XXIII. Linkin Park - From The Inside
XXIV. Linkin Park - From The Inside
XXV. Linkin Park - From The Inside
```

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**SWEDISH AIRPLAY**

```
I. Ten Sharp - You
II. Simply Red - You
III. Simply Red - You
IV. Simply Red - You
V. Simply Red - You
VI. Simply Red - You
VII. Simply Red - You
VIII. Simply Red - You
IX. Simply Red - You
X. Simply Red - You
XI. Simply Red - You
XII. Simply Red - You
XIII. Simply Red - You
XIV. Simply Red - You
XV. Simply Red - You
XVI. Simply Red - You
XVII. Simply Red - You
XVIII. Simply Red - You
XIX. Simply Red - You
XX. Simply Red - You
XXI. Simply Red - You
XXII. Simply Red - You
XXIII. Simply Red - You
XXIV. Simply Red - You
XXV. Simply Red - You
```

---

**SWISS AIRPLAY**

```
I. Prinz Pi - Lass Uns Hassen
II. Peter & grill - Die Liebe ist da
III. Peter & grill - Die Liebe ist da
IV. Peter & grill - Die Liebe ist da
V. Peter & grill - Die Liebe ist da
VI. Peter & grill - Die Liebe ist da
VII. Peter & grill - Die Liebe ist da
VIII. Peter & grill - Die Liebe ist da
IX. Peter & grill - Die Liebe ist da
X. Peter & grill - Die Liebe ist da
XI. Peter & grill - Die Liebe ist da
XII. Peter & grill - Die Liebe ist da
XIII. Peter & grill - Die Liebe ist da
XIV. Peter & grill - Die Liebe ist da
XV. Peter & grill - Die Liebe ist da
XVI. Peter & grill - Die Liebe ist da
XVII. Peter & grill - Die Liebe ist da
XVIII. Peter & grill - Die Liebe ist da
XIX. Peter & grill - Die Liebe ist da
XX. Peter & grill - Die Liebe ist da
XXI. Peter & grill - Die Liebe ist da
XXII. Peter & grill - Die Liebe ist da
XXIII. Peter & grill - Die Liebe ist da
XXIV. Peter & grill - Die Liebe ist da
XXV. Peter & grill - Die Liebe ist da
```

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**TABLES**

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<th>UNITED KINGDOM</th>
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<th>FRANCE AM</th>
<th>FRANCE FM</th>
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**SOURCE**

AmericanRadioHistory.Com
**EUROCHART HOT 100 SINGLES**

**This Week's Top 100 Singles**

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<th>Artist</th>
<th>Peak Chart Position</th>
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<td>Don't Let the Sun Go Down On Me</td>
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<td>I Like Your Smile</td>
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<td>I Can't Dance</td>
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<td>Justified And Ancient</td>
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<td>Smells Like Teen Spirit</td>
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<td>Are You Ready To Fly</td>
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<td>I Wanna Be A Kennedy</td>
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<td>Colour Of Love</td>
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<td>Talk About Sex</td>
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<td>My Girl</td>
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**This Week Last Week Change**

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<tr>
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<tr>
<td>Church Of Your Heart</td>
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<td>Deeply Dippy</td>
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<td>Hall And Hall 'N' Roll</td>
<td>Goran Bregović &amp; Black &amp; White Alika</td>
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<td>Time To Make You Mine</td>
<td>Lisa Stansfield</td>
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**This Week Last Week Change**

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<th>Track Title</th>
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<td>Who Is Elvis?</td>
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<td>Alessandro Santi &amp; Francesco Alotta</td>
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<td>New Atlantis</td>
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<td>Don't Lose The Magic</td>
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<td>Mysterious Ways</td>
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<td>Kalmen Minuutina Muna</td>
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**The summer hot 100 singles is brought to you by Coca-Cola and is based on the following criteria: Sales Chart (UK) - Sunday Times, Billboard charts, Record Retailer, The Nocturne.**

**Music & Media**, April 4, 1992
OFF THE RECORD

BEEFING UP: Following Chris Griffin's appointment as director catalogue marketing at PolyGram International (M&M, March 21), VP marketing David Sussmuth has also struc-
tured his international division by hiring ex-Chrysalis international director Mike Allen as international marketing director. Allen start-
ed his career at Phonogram International in Baarn, Holland, in 1976 and had also worked at Charisma before moving to Chrysalis, where he worked in various capacities for nine years.

STRONG WORDS: French EHR net MD president Jean Paul Baudrecoux is threatening to sell Cherie FM to an unnamed Ger-
man company if reports suggesting that the station was an alien investment are, according to him, correct. "Radio Investment is a good name in the financial world, it's just that people are being implemented," I said I would do this if the anti-concen-
tration law is not modified. It is an idiotic situation which we have seen coming years ago, and unless it is changed, we will be obliged to sell Cherie to the German group. Basically, it's a threat.

ON STRIKE? The BBC's largest union, BECTU, representing technicians, is threatening a nation-wide blackout of radio and TV on May 15. The labour group's members will vote on the action within days. The union is angered over proposed staff reductions and technical services being contracted to companies outside the Beeb.

BEEF: Outspoken UK radio vet Howard Rose has resigned as KCBC/Kettering PC. The station, which was an ini-
tial venture by Radio Investments, is rumoured Rose might try to resurrect a former industry news magazine.

SURPRISE: BBC Radio One has again grabbed the lion's share of the nominations for the UK Sony Radio awards to be held in Lon-
don on April 27. Of the 78 nominees, 63 are from the Beeb.

FOR THE RECORD: In M&M's March 21 issue, the names of Phonogram UK MD David Clipsham and Virgin UK GM Mark
Marchant [Radio Top] and Marc
Garcia [Europe 2] are scheduled to meet in Madrid this week to study coordination of both sta-
tions' programmes and the possi-
ability of future link-ups.

Europe 2 (continued from page 1)

important radio market in Europe. The second reason is the competi-
tion is changing rapidly. The Spanish market is the most developed in terms of radio, not only in terms of share of advertising, but in net advertising revenue.

Brisac sees growth potential, even though the Spanish market is dominated by a handful of net-
works. "That's the reason why we think there might be the right opportu-
nity to develop a new network," he says.

Fontan and Brisac say Europe 2 will mainly provide marketing and programming development.

Brisac described the event as "a re-
ditional event to try to generate new ideas for programming. We are definitely going to do this, but we have to be very careful, as it is a highly competitive atmosphere prevela in the local broadcasting industry. This makes things very interesting. The talk shows, especially on AM radio, are becoming a deepening
ing slump in audience ratings, people are growing tired of this format. This is a great moment for the media companies to reconsider the programming. Cadena Top is well-placed and has chosen an adequate format, judging from its increasing audience ratings growth.

Cadena Top is still in its development phase. "We have several stations operating with the same format," says Fontan, "but we only had them networked as such during the last quarter of 1991, so we still don't have any audience ratings figures to give." The station group stations in Madrid, Barcelona, Galicia and Levante enjoy the highest audi-
ence ratings.

There are no plans to change the format for the near- or long-
term future, says Brisac. "We will try to develop synergies with-
them, but not in the case of for-
mat," he says. "But we might have some other ideas that we can share. We're going to work side by side with them."

Brisac plans to spend about 20% of his time in Spain helping the station group grow. "We are very receptive to hard rock. But according to Phonogram MD Louis Spillmann, recent radio programming changes could help bring Def Leppard long-overdue success. "Radio has opened up a lot on the hard side of rock," he says, "and over the last 12 months, has started to plug bands like Metallica, Guns N' Roses and Nirvana. Also, this time, with MTV's European takeover, we mar-
cipated our campaign more upfront, instead of waiting for the tour or for the second single's release. The band and management (Paul Mensch/Clistt Bernstein of Q Prime) realized that doing a lot of promotion here pays off: once you break, you have a very faith-
nal audience."

The French promotional strategy has also centered on creating a lot of advance buzz. Says inter-
ational marketing manager Sara Silver, "Our campaign was frontloaded with lots of teas-
ing information to boost the sing-
le's profile before the album hits the shops. We're trying to change the single as soon as possible. Spots were booked on EHR net-
work NRJ and TV channels M6, Canal Plus and MC, in addi-
tion Virgin Megastore post-
campaign.

Promoted by MPC and Har-
vey Goldsmith, the band's "The 7-Day Weekend Tour" will start in Glasgow on April 21, followed by dates in Sheffield, London and Birmingham, and mainland Euro-
pean stadiums early next year. The tour will be produced by the band and Mike Shipley. Additional reporting by Miranda Watson and Rabtill Titti.

Promoted by MPC and Harvey Goldsmith, the band's "The 7-Day Weekend Tour" will start in Glasgow on April 21, followed by dates in Sheffield, London and Birmingham, and mainland Euro-
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### EHR Top 40

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<td>(Epic)</td>
<td>53</td>
<td>43</td>
<td>10</td>
<td>0</td>
</tr>
<tr>
<td>3</td>
<td>2</td>
<td>16</td>
<td>SHANICE WILSON/I Love Your Sittle</td>
<td>(Motown)</td>
<td>50</td>
<td>42</td>
<td>8</td>
<td>0</td>
</tr>
<tr>
<td>4</td>
<td>3</td>
<td>11</td>
<td>GENESIS/I Can't Dance</td>
<td>(Virgin)</td>
<td>40</td>
<td>32</td>
<td>8</td>
<td>0</td>
</tr>
<tr>
<td>5</td>
<td>14</td>
<td>3</td>
<td>ANNIE LENNOX/Why</td>
<td>(RCA)</td>
<td>40</td>
<td>33</td>
<td>7</td>
<td>8</td>
</tr>
<tr>
<td>6</td>
<td>7</td>
<td>9</td>
<td>TEARS FOR FEARS/Laid So Low...Tears Roll Down</td>
<td>(Fontana)</td>
<td>39</td>
<td>24</td>
<td>15</td>
<td>7</td>
</tr>
<tr>
<td>7</td>
<td>11</td>
<td>5</td>
<td>MR. BIG/To Be With You</td>
<td>(Atlantic)</td>
<td>42</td>
<td>33</td>
<td>9</td>
<td>4</td>
</tr>
<tr>
<td>8</td>
<td>8</td>
<td>4</td>
<td>BRYAN ADAMS/Thought I'd Died And Gone...</td>
<td>(A&amp;M)</td>
<td>37</td>
<td>21</td>
<td>16</td>
<td>1</td>
</tr>
<tr>
<td>9</td>
<td>13</td>
<td>4</td>
<td>U2/One</td>
<td>(Island)</td>
<td>35</td>
<td>25</td>
<td>10</td>
<td>5</td>
</tr>
<tr>
<td>10</td>
<td>4</td>
<td>7</td>
<td>SIMPLY RED/For Your Babies</td>
<td>(east-west)</td>
<td>38</td>
<td>27</td>
<td>11</td>
<td>1</td>
</tr>
<tr>
<td>11</td>
<td>5</td>
<td>8</td>
<td>CURTIS STIGERS/Why Wonder</td>
<td>(Arista)</td>
<td>39</td>
<td>32</td>
<td>7</td>
<td>3</td>
</tr>
<tr>
<td>12</td>
<td>23</td>
<td>3</td>
<td>LISA STANSFELD/Time To Make You Mine</td>
<td>(EMI)</td>
<td>34</td>
<td>24</td>
<td>10</td>
<td>8</td>
</tr>
<tr>
<td>13</td>
<td>20</td>
<td>9</td>
<td>TEN SHARP/You</td>
<td>(Columbia)</td>
<td>36</td>
<td>21</td>
<td>15</td>
<td>5</td>
</tr>
<tr>
<td>14</td>
<td>27</td>
<td>2</td>
<td>ROXETTE/Church Of Your Heart</td>
<td>(EWM)</td>
<td>36</td>
<td>22</td>
<td>14</td>
<td>12</td>
</tr>
<tr>
<td>15</td>
<td>6</td>
<td>5</td>
<td>PASADENAS/Im Going Fine Now</td>
<td>(Columbia)</td>
<td>35</td>
<td>25</td>
<td>10</td>
<td>1</td>
</tr>
<tr>
<td>16</td>
<td>23</td>
<td>4</td>
<td>ERIC CLAPTON/Tears In Heaven</td>
<td>(Reprise)</td>
<td>32</td>
<td>21</td>
<td>11</td>
<td>4</td>
</tr>
<tr>
<td>17</td>
<td>17</td>
<td>6</td>
<td>SHAKESPEARS SISTER/Say</td>
<td>(London)</td>
<td>31</td>
<td>20</td>
<td>11</td>
<td>4</td>
</tr>
</tbody>
</table>

The EHR Top 40 chart is based on a weighted-scoring system. Songs score points by achieving airplay at M&M’s EHR reporting stations. Unlike M&M’s European Airplay Top 50, which includes reports from online stations serving a global audience, these stations target 25-54 year-old listeners, with contemporary music playing during specific time slots. Songs in "A" rotation enjoy more exposure than those in "B" stations or online listening; airplay exposure is weighted by station size and by the number of hours they were committed to the format.

### SCALING TO THE TOP

Congratulations go to Sony Music, whose product occupied the first two positions of the EHR Top 40 chart this week. BRUCE SPRINGSTEEN’s lucky early push with Michael Jackson’s ‘Black Or White’ was followed by a second-week surprise with new airplay on Michael Jackson’s ‘Black Or White’. Although the Jackson single has one extra station under its belt than Springsteen, the latter has failed to make any observable advance in cumulative points. Coming from number nine, ‘Lucky’ moves to the top spot in just two weeks, the quickest record to scale the number one peak ever.

It also took ‘Lucky’ two weeks last year to climb to the number one spot. This time, although its starting position was number 14.

The best move this week for Annie Lennox’s solo single ‘Why’, currently very hot in the UK, was from number 14. It continued its hot run, followed by good play in Scandinavia, Germany, and the UK.

Following the success of “Change” that topped the chart last year for ‘Lucky’, this week’s ‘Change’ is on its way to establish another top 10 hit on EHR with Time To Make You Mine, moving this week from number 12. Airplay is best in the UK, Italy, Holland and Denmark.

Dutch Top Ten continues to provide a hit with the top 10, with another recording achieving success across mainland Europe, UK program-makers now are also discovering the impact of the top 10. Almost half of EU’s EHR database is featuring the single.

### MOST ADDED

<table>
<thead>
<tr>
<th>Artist/Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>PRINCE/Money Don’t Matter</td>
<td>(Paisley Park)</td>
</tr>
<tr>
<td>ROXETTE/Church Of Your Heart</td>
<td>(EMI)</td>
</tr>
<tr>
<td>BRUCE SPRINGSTEEN/Human Touch</td>
<td>(Columbia)</td>
</tr>
<tr>
<td>ANNIE LENNOX/Why</td>
<td>(RCA)</td>
</tr>
<tr>
<td>LEVEL 42/My Father’s Shoes</td>
<td>(EMI)</td>
</tr>
<tr>
<td>LISA STANSFELD/Time To Make You Mine</td>
<td>(Arista)</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Artist/Title</th>
<th>Total Stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>PRINCE/Money Don’t Matter</td>
<td>33</td>
</tr>
<tr>
<td>ANNIE LENNOX/Why</td>
<td>32</td>
</tr>
<tr>
<td>MR. BIG/To Be With You</td>
<td>32</td>
</tr>
</tbody>
</table>

The "A" Rotation Leaders are songs which have the highest number of stations playing them in "A" rotation during the week. Rotation definitions are shown in the database.

### "A" ROTATION PERFORMANCE

<table>
<thead>
<tr>
<th>Artist/Title</th>
<th>&quot;A&quot; %</th>
</tr>
</thead>
<tbody>
<tr>
<td>PRINCE/Money Don’t Matter</td>
<td>92</td>
</tr>
<tr>
<td>ERASURE/Breathe</td>
<td>81</td>
</tr>
<tr>
<td>CROWDED HOUSE/Weather With You</td>
<td>80</td>
</tr>
<tr>
<td>RIGHT SAID FRED/Don’t Talk Just Kiss</td>
<td>77</td>
</tr>
<tr>
<td>BEAUTIFUL SOUTH/We Are Each</td>
<td>76</td>
</tr>
<tr>
<td>TONY HADLEY/Lost In Your Love</td>
<td>76</td>
</tr>
<tr>
<td>LIGHTNING SEEDS/The Life Of Riley</td>
<td>76</td>
</tr>
<tr>
<td>PRINCE/Diamonds And Pearls</td>
<td>76</td>
</tr>
</tbody>
</table>

"A" Rotation Performance is a listing of those records that have qualified for the Best A Rotation Performance chart. Ties are broken alphabetically by artist.

### TOP RECURRENTS

<table>
<thead>
<tr>
<th>Artist/Title</th>
<th>Total Stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>SALT-N-PEA/You Showed Me</td>
<td>17</td>
</tr>
<tr>
<td>TINA TURNER/Who’s That Lady</td>
<td>17</td>
</tr>
<tr>
<td>MICHAEL BOLTON/Steel Bars</td>
<td>17</td>
</tr>
<tr>
<td>HAMMER/Adams Groove</td>
<td>17</td>
</tr>
<tr>
<td>PRINCE/Diamonds And Pearls</td>
<td>17</td>
</tr>
</tbody>
</table>

The Top Recurrents are those songs which have fallen off the chart over the past three weeks but are still receiving significant airplay in "A" rotation or in B stations, records are listed alphabetically by artist.

### NEW TOP 20 CONTENDERS

<table>
<thead>
<tr>
<th>Artist/Title</th>
<th>Total Stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>CURE/High</td>
<td></td>
</tr>
<tr>
<td>LEVEL 42/My Father’s Shoes</td>
<td>11</td>
</tr>
<tr>
<td>INDECENT OBSESSION/Kiss Me</td>
<td>10</td>
</tr>
<tr>
<td>DINAH WASHINGTON/Mad About The Boy</td>
<td>10</td>
</tr>
<tr>
<td>SHAKESPEARS SISTER/Stay</td>
<td>9</td>
</tr>
<tr>
<td>CLIFF AND THE HOMEBREDS/Abby</td>
<td>8</td>
</tr>
<tr>
<td>SOUL II SOUL/Say</td>
<td></td>
</tr>
</tbody>
</table>

New Top 20 Contenders are those artists that have not yet made it to the EHR Top 20 list and appear on this page for the first time with this week’s listings. Artists are listed by total number of stations. In case of a tie, records are listed alphabetically by artist.
3 weeks at #1 in the U.S.

Now breaking across Europe!

Bulleted New Entry #34 in M&M's EHR chart.

#36 in the UK.

"Vanessa's voice shines through; she's sassy, assertive, curious, surefooted...something you don't get everyday...it's a knockout."
- Musician Magazine

"The Comfort Zone is a remarkable range of 14 songs...Ms. Williams pulls each one magnificently"
- Scripps-Howard

"...Williams can sing circles around the competition..."
- Chicago Tribune

"...a better singer than Janet, a better dancer than Whitney, Vanessa has smoothly carved her own niche in a crowded female pop/R&B field."
- DJ Times

"The Comfort Zone is brash, colourful & eclectic...it goes to pop, jazz, funk and back again with disarming ease and vitality."
- Washington Post

1992 GRAMMY AWARD NOMINEE

» save the best for last «

the u.s. smash hit single from the gold album "the comfort zone"

Produced & Arranged by Keith Thomas
for Yellow Elephant Music, Inc.
Written by Wendy Waldman, Jan Lind and Phil Galdston
Executive Producer: Ed Elekstine
Management: Hervey & Company

welcome to the comfort zone... on polydor records