DBS "boot Nazis off the air"

by Charles Ferro

COPENHAGEN - Local radio authorities have revoked Radio Oasen's broadcasting licence after the Danish Nazi station broadcast extracts from Adolf Hitler's 'Mein Kampf' on the air.

The decision was made on September 3, and stopped the Nazi station's twice weekly, three-hour programming with immediate effect. The local radio authority, responsible for the towns of Sorø, Greve, Ishøj and Vallensbaek, made the decision because Danish broadcasting laws prohibit material which promotes contempt for social or ethnic groups.

They began [the Mein Kampf readings] by saying that the audience should listen not to the words, but to the principles behind them," says local radio authority chairman Lars Kilhof. They also remarked that listeners could read in German newspapers that Negroes were being educated as lawyers and other professionals, and described this as "a waste of resources for educating half-apes." That's what we determined to be contemptuous."

The Danish National Socialist movement (DNSB) was granted its broadcasting licence late last year. At that time, the head of the DNSB told Music & Media, "We will make discussion programmes. But they will be influenced by our opinions, which are national socialist. We are not bound to be objective." The station also said that it would feature "white supremacy" music in its programming.

Danish media law states that broadcasters may not denigrate social groups, but may promote their own causes. Local authorities twice rejected DNSB applications for a broadcasting license, but after an appeal, the Ministry of Culture ruled—in the spirit of free speech—that since there was a vacant slot on the radio frequency in question, DNSB should be granted a licence.

The local radio authority then stepped in and agreed to grant the licence.

Swedes want to boost Eurovision

by Keith Foster

STOCKHOLM - The Eurovision Song Contest, so lacking in top star quality in recent years, could be given a fresh shot in the arm this year.

The Eurovision production team at Sveriges Television's department in Gothenburg want to bring in some of the country's most successful pop artists to contribute and perform songs at the Swedish Song for Europe contest. This could mean million-seller albums continue on page 24

Virgin's Musical Bus Stop

Virgin Radio has launched a unique promotional campaign which will see the station's output being relayed in full stereo to passengers waiting for buses at shelters throughout London. At 250 stops in the capital, an automatic sensor will detect when people are waiting for a bus, and then broadcast the output of Virgin 105.8 FM/London to the shelter via two speakers. The broadcast lasts for ten minutes but can be turned off at the touch of a button. The shelter pictured is located opposite Capital Radio's studios on London's Euston Road!

Virgin's Musical Bus Stop continues on page 24

1. "Boom Boom Boom" Song for Europe contest. This could mean million-seller albums
3. "So We Can Do It All Night" Song for Europe contest.
4. "And You Can Make Me Feel Right" Song for Europe contest.

Eurochart Hot 100 Singles

SPICE GIRLS (Parlophone)

Eurochart Hot 100 Albums

SONY MUSIC

European Hit Radio

PET SHOP BOYS 

Se A Vida E (That's The Way Life Is) (Parlophone)

Eurochart Hot 100 Singles

Wannabe (Virgin)

European Top 100 Albums

Jagged Little Pill (Maverick/Sire)

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NUMBER ONE

European Hit Radio

PET SHOP BOYS
Se A Vida E (That's The Way Life Is) (Parlophone)

Eurochart Hot 100 Singles

SPICE GIRLS
Wannabe (Virgin)

European Top 100 Albums

ALANIS MORRISSETTE
Jagged Little Pill (Maverick/Sire)

Privates Back New Chart

by Machgiel Bakker

OSLO - A new Norwegian sales chart is to be launched to compete with the long-established Verdens Gang (VG) listings.

Owner and compiled by music trade publisher Faro Musikki & Media and the Norwegian subsidiary of Gallup, the new chart is based on the Billboard Hot 100 model with a mixture of sales and airplay data. Unlike the existing VG top 20 singles and top 40 albums charts (broadcast on pubcaster NRK's TV and radio outlets), the new chart will be backed by the commercial sector's TV2 and Radio P4. Norway's second-largest daily Dagbladet will own the publication rights to the chart.

According to Faro's managing director Nikolai Fasteing, the new chart was born out of necessity. 'If the [existing] chart deals continue on page 24

Danish Radio Authority Boot Nazis Off The Air

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The local radio authority then stepped in and agreed to grant the licence.
THE CARDIGANS first band on the moon

new album out september 9th featuring the hit single / lovefool / as seen on MTV. catch THE CARDIGANS touring europe this fall
**Setting Radio Free**

**Between The Lines**

Now, here's an idea: a commercial radio station that totally rejects formatting. Vii Radio is aiming to grab a slice of the competitive Nuremberg market by operating a radically different programming philosophy (see page 12).

Admittedly, it doesn't have much to lose. Vii Radio is only available on cable, and the Nuremberg market is so crowded that any hopes of capturing a sizable marketshare are unlikely to begin with. Nevertheless, Vii Radio's thoughts on programming make a welcome change from the usual heavily researched, risk-averse style of German radio. What the station wants to do is mix different styles of music into one "harmonious flow." This will expose listeners to new and varied styles of music which nevertheless form a cohesive stream together.

I got so excited reading the station's plans that I immediately started putting my own favourite songs and albums back together. The difficulty is that, even without a format, you still have to produce some sort of consistency. It is hard to produce a show that boasts a broad range of music styles yet still sounds smooth. But, as you have to start somewhere, here's my idea of the ideal Radio Vii playlist:

I would set the right mood with something new and unknown to most listeners: Fiona Apple with the soothing jazz pop of Slow Like Honey. Great atmosphere. Now for a similar ambiance but with slightly more tempo: Linda Perry's Success. I like that steel guitar. Mmm... what next? Maybe some chart material: George Michael's Spinning The Wheel—a similar bluesy feel but with a more commercial sound. The new Crowded House single Not The Girl has some nice Beatles influences, so I can have that followed by some '60s-style BritPop like Xuxa Shaker or the Butxuets. But have I been eclectic enough? I would certainly like to include that track by Khadja Nin, Sina Mali, Sina Deni, and I could sequence a couple of other interesting tracks. I would like to point out at this stage that Holland is not taking over the Belgian BMG-affiliate, which will be respected as such.

Steinkamp believes that companies will continue to separate entities, with their own promotion, marketing, A&R and sales departments. But the new set-up will allow us to offer Benelux packages, both in sales, where we will be able to improve our commercial policy and discuss cross-border [market] conditions, and in the field of promotion.

He adds, "Both affiliates have very active and efficient promotion teams, and I think that unifying the efforts will be interesting for major artists.

Steinkamp gives the example of Helmut Lotti, whose best-selling Goes Classic II album was released in Holland months after his Belgian success. "Both the Vaya Con Dios compilation and Helmut Lotti Goes Classic II will become test cases for BMG Benelux," he predicts.

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By Marc Maes and Chris Marlowe

BMG Restructures In Benelux, UK Regions

**by Maegiel Bakker**

BMG - BMG has announced substantial and structural changes to its operations in Holland, Belgium, the UK and Ireland.

The following similar moves by Warner Music and EMI, the company has created BMG Ariola Benelux to link the activities of its Dutch and Belgian operations.

The new company will be headed by former BMG Holland managing director Dorus Sturm, with Maarten Steinkamp becoming deputy managing director of BMG Holland. In Belgium, Derk Jolink is leaving the company. Marketing director Frank Aernout is to head the Belgian office.

Steinkamp, "It's our goal to improve the collaboration between the two BMG companies and to serve the three different markets [Holland, Flanders and French-speaking southern Belgium] more accurately with a cohesive commercial policy. I'd like to point out at this stage that Holland is not taking over the Belgian BMG-affiliate, which will be respected as such.

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By Maegiel Bakker

Sillard Shakes Up Fun

**by Emmanuel Legrand**

Paris - In an effort to regain its lost listeners, Fun Radio president Benoit Sillard has appointed a complete new team to manage the EHR network, which has seen its audience share drop by 1.5% over the last year to 6.3%.

The departure of the station's scheduling director David Massard (who in his guise of 'Difool' was also Fun's leading presenter) is part of a global restructuring plan, according to Sillard. He says the decision was motivated by an analysis of the station's strengths and weaknesses.

"For the past four years, we have been working more or less with the same team, and a lot of things have changed. We have made significant gains in Europe and have been focusing on the pack of FM nets behind NRJ. But the past year was indeed a disappointment. We have discussed changing the schedule on which didn't pay off, and the July ratings were not good. My feeling was that we had to make significant changes in order to go one step further."
Italy

Ramazzotti Scores At Festivalbar Finale

Eros Ramazzotti (above) scooped three of the six prizes awarded at the finale of this year’s principle televised summer music series “Festivalbar,” which has toured Italy’s piazzas and resorts for the past 33 years. Ramazzotti was awarded the prize for the most popular single song, single album (Piu Bella Cosa), Best CD (Dooce C’E Musica), and for the most successful abroad. The show was recorded in front of a record live audience of 200,000 fans in Naples’ Piazza del Plebiscito, and was aired on private Italian network Italia 1. The jury, consisting of national and local radio programmers and record industry professionals, also honoured Ligabue for the best Italian concert tour this year, Articolo 31 as best newcomers, and Robert Miles as best dance artist.

Music Videos Debut At Venice Film Festival

Two music projects have been premiered at the annual Venice Film Festival, one of the most prestigious events in the cinematic calendar. “Made in Heaven: The Films” features eight short films based on songs from Queen’s Made In Heaven album. Featuring up and coming British film directors, it was co-financed by the British Film Institute. Members of Queen were present in Venice to attend the premier. The latest video for Italian rocker Vasco Rossi, directed by Roman Polanski was also presented at the festival. The video is for the title track of Rossi’s last album Nossun Periodo Per Te (EMI).

San Remo Star To Break Borders

San Remo - The French Riviera’s two international radio stations are revamping their programming formats under the auspices of new management. With Riviera Radio aiming older and Radio Relax pitching younger, both are hoping to focus on the core 35-55 demographic.

Riviera Radio, which hires its studio and transmitter facilities from Radio Monte Carlo/Monaco, was acquired by the Danish owned, London-based advertising agency Millenium last January, whilst US broadcaster and radio entrepreneur Jack Kelly acquired a stake in Radio Relax last year.

Radio Relax, based in the Italian frontier town of Ventimiglia, covers several major towns on the French Riviera as well as the Italian Riviera. Kelly says that Relax will continue to be a “lifestyle” station, but is developing its easy listening/beautiful music format into a soft adult contemporary sound. “Radio Relax is an established brand, but our audience profile was not right in terms of age and spending power. We have implemented a policy of evolution rather than revolution to target the 35-55 demographic."

Radio Relax broadcasts a continuous music format punctuated with English language news and commercials/station identifiers in English, French and Italian. Kelly says the station is looking for strategic investment partners. “We intend to grow with our revenue, but if we find an additional partner whose interests are compatible with ours, we plan to increase our coverage and introduce more local information.”

English language Riviera Radio, meanwhile, has increased its newstalk output and has dropped its young adult contemporary music format in favour of a more mainstream AC sound to attract the core audience among the Riviera’s estimated 200,000 resident English speakers.

New station manager Jan Pederson, who succeeded Randall Kehring last June, comments, “Although we have introduced more speech features, we have broken up the prime-time one hour speech blocks with music, and we are now mixing speech and music throughout the day."

.Warners/Chappell Seek Sanctuary

Sanctuary Music Productions (SMP) has signed a joint publishing venture with Warner/Chappell as part of its strategic development plans. The key purpose of the new endeavour is to sign and develop developed by SMP, the company which owns the Nomi Complex studios as well as numerous labels and artist management deals. Picture (l-r) are managing director of SMP Dei Davies and chairman Andrew Taylor. From Warner Chappell are: deputy MD and director communications and business affairs Andrew Gummer, general creative manager UK repertoire Sains McCallie, business affairs manager Murray Buchanan, and legal and business affairs manager Jane Dyball.

By Emmanuel Legrand

Paris - In a move to boost Michael Bolton’s public profile and sales in France, the French affiliate of Sony Music has added some new tracks to Bolton’s 1995 Greatest Hits album performed with local rock icon Johnny Hallyday.

The single Fool For Love is an adapted version in English and French of a 1976 Hallyday song, originally a recording by Tim Hauser, adapted, by Don Black. The duet was “virtually” performed by the two artists, who couldn’t record together because of tight schedules. Hallyday cut the track in Miami with Chris Kimsey producing, before the

Michael Bolton Johnny Hallyday

tape was sent to Bolton to record his part.

“Unfortunately, the two couldn’t meet on this occasion, but we have plans to organise something with both of them in the near future,” says Columbia artist manager Sophie Zannettacci.

Bolton’s Greatest Hits has already sold over 150,000 units in France, and the re-packaged version was released on July 23. A major marketing campaign has propelled the album back into the French album charts at number 23. Meanwhile the single, which was quick sent out to radio stations, has shown strong pop position in the full-service airplay chart, with a strong support from Columbia’s partner in the project, RTI.
HAEL JACKSON

FEATURING

ADDITIONAL RADIO MIXES BY
TODD TERRY,
BASEMENT BOYS
and
CHARLES ROANE

HISTORY in the making
Evolution Not Revolution At The New France Inter

by Emmanuel Legrand

PARIS - Although the new management of the full-service net has introduced no less than 15 new weekday shows and 16 new weekend programmes, Radio France president Michel Boyon claims there has been no revolution at France Inter.

The changes are certainly of a more limited magnitude than had been originally expected. "All the main voices which are part of the station's identity are still there," according to programme director Jacques Santamaria. About half a dozen presenters have not had their contracts renewed, but there are very few new faces at the station.

Santamaria says the new schedule reflects both "diversity and coherence." It has been designed to "strengthen the full-service aspect of the station," and to "carry the values and the missions of a public service." Acknowledging that the shake-up has been less radical than some people predicted, Santamaria says, "When it comes to radio, you have to go slowly, especially at France Inter, where the reactions of the listeners are sometimes passionate."

Some presenters of music shows, such as Jean-Louis Foulquier, Bernard Lenoir and Julien Delli Fiori have new slots. Foulquier switches from a daily to a weekly show presenting live acts and Lenoir, whose cutting edge rock show has a strong following, has seen his daily programme cut down to half an hour.

However, Santamaria says that "all the musical styles are still represented," with programmes specialising in chanson, jazz, classical, world music and rock. He adds, "Efforts have been made to present live music whenever possible."

One of the new daily shows is a cultural magazine programme hosted by Pierre Bouteiller, who was Inter's programme director before Santamaria took over the reigns. Bouteiller was visible by his absence from the press conference during which the new schedule was unveiled.

Boyon says the new revamped schedule represents the first concrete results of his project on public radio in the 21st century, which was published last July. He is confident that France Inter, which remains the country's second most-listened to national net, still has a future as a full-service station. "Our mission is to present programmes that can gather an audience and reach the largest public, without surrendering our identity. Our editorial line must be fully coherent and reflect the diversity of French culture."

Vil Radio Aims To Break The Mould

by Christian Lorenz

NUREMBERG - Local station Vil Radio is abandoning formatting in its attempt to break into Nuremberg's radio market. Available on cable since March 29, the station is targeting listeners whose tastes are not satisfied by conventional ACE, EHR, and MOR formats.

"Many listeners are tired of formats concentrating on homogeneous target groups," believes Vil Radio MD Matthias Lenardt. "A repertoire of 200-400 titles cannot produce interesting radio."

Instead, Lenardt is working with a library of 7,500 titles ranging from pop, world music and jazz to classical music. The various genres are not separated into different programme blocks. "We aim to provide an audio collage with a harmonious flow," says Lenardt, who is convinced that radio listeners are open to a wider range of music than most programmers assume. "If somebody does not like jazz, he or she will not tune into a jazz show. But if a jazz track picks up the mood created by some pop titles preceding it, then it can be perceived differently."

Vil Radio is not afraid of confronting listeners with music they might not be familiar with. Lenardt is confident that, 'the [music] mix brings an air of suspense into the programme.'

The station certainly has nothing to lose by adopting an unorthodox programming policy. Vil Radio is competing with seven established local stations for Nuremberg's half a million radio listeners. The area's local stations also face stiff competition from regional broadcaster Antenne Bayern and the five radio channels of pubcaster Bayerischer Rundfunk. In trying to establish a market niche, Vil Radio's eclectic music mix will also have to overcome the handicap of its cable-only status.

Roel Spans The Generations

The United Nations children's Fund UNICEF has chosen Charlotte Roel's song Generation Love as the official anthem of its 50th anniversary celebrations. "We think the song has a good message that we can use in conjunction with our volunteer work and the activities we have planned," says general secretary of the Danish UNICEF committee, Steen Andersen (pictured, right, with Roel). "Charlotte is also a good ambassador to the young people that we also want to reach. Generation Love is the title track from Roel's debut album, which was released on CMC Records in Denmark in February this year.

The European Music Menu was one of four master classes Music & Media organised at PopKomm in 1996. Volmar Kramat (MIDEM), Simon Sadler (UK), Jan Hoogestein (producer Europe), Jim Sampson (producer, Bayen 3/Munich) and Grant Benton (head of music, RTL 102.5 Hit Radio/Bergamo) joined moderator Machgiel Bakker on stage to present their suggestions for cross-border hits and to give their opinions on Music & Media's selection of potential border breakers.

Mid-August is not the best time of the year to find strong radio singles, and few panelists seemed happy with the current tendency towards covering, sampling and borrowing older material. However, a few exotic summertime tracks and world music flavoured album tracks seemed to gain the panelists' approval.

**Benson's Melodic Rap**

Grant Benson explained why he selected *Articulo 31's Do Mani* (Flying/BMG): "This summertime track doesn't offend and it's melodic. I have put in on the playlist for six weeks." Simon Sadler said he wouldn't play Italian language product, or at least "not with this level of production. We do play European house, and few panelists seemed happy with the year to find strong radio singles, but there is no way you are going to edit Michael Stipe or Patti Smith." Samson's choice of Waltari's symphonic metal anthem *Atmosfear/Feel* (EMI) was definitely the most remarkable. Benson retorted, "Don't ask. The housewives in Rome might have a problem with this." Hoogestein was the only panelist who instantly recognised the Finnish act. "This is brilliant. I would add this immediately," he said. "I would edit it, if possible, a comment which prompted Sampson to ask, "How do you do a radio remix of 'Stairway To Heaven'?"

Of the Music & Media border breaking selections, Denmark's *Ann-Louise* managed to charm Benson with her acoustic guitar driven pop song *Tell Me Why* (Mega). "It's simple without being bland. I would consider playing it. Everybody is trying to cash in on the success of Alanis Morisette by singing husky female voices like Zoe and Poo." Benson was equally charmed by Spanish folk rockers Celtas Cortos and their ska track *Skaparate Nacional* (BMG). "Spanish folk rockers Celtas Cortos are traditionally well in Italy. There is a Latin awareness. Similar bands like Mano Negra and Les Negresses Vertes are doing down well." Samson said he had received some of Celtas Cortos' singles, but admitted that they don't appeal to the majority of his listeners.

**Holland's Hope**

One of Holland's big hopes for international success, the dance-influenced R&B act *Total Touch* and their single *Touch Me There* (BMG Holland) didn't inspire much enthusiasm. Sadler thought, "They're a bit old-fashioned, too standard. We're tired of female vocals over a dance beat. I receive 40 singles like this every month." Sampson agreed, "It sounds like a mishmash of everything that has come out in the past year."

Music & Media's Border-Breakers

The following were tracks selected by Music & Media for the "European Music Menu":

- **Total Touch/Touch Me There** (BMG Holland)
- **No Mercy/Where Do You Go** (Columbia/BMG)
- **Ann Louise/Tell Me Why** (Vogues/BMG France)
- **The Wannadies/Someone Somewhere** (Indolent/BMG)
- **Kula Shaker/Tattoo (Columbia)**
- **Celtas Cortas/Skaparate Nacional** (BMG Holland)
- **Carregacho/Tic Tic Tac (RCA France)**
- **Khadjia Nin/Sina Mali, Sina Deni (Free)** (Vogues/BMG France)
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Convincing A Reluctant Advertiser

by Tony Grundy

**MANAGEMENT**

Commercial radio has been around long enough to have become a "must buy" for many advertisers. At the same time, radio station sales department floors are littered with casualties—clients who either refuse to advertise on radio because of a negative previous experience or unconvincing clients who may advertise from time to time, but never use the medium to its fullest. I have heard sales executives refer to these unconvinced advertisers as "stupid," "ignorant" and "stubborn." In fact the fault lies with the radio station's sales people and not with the client. These clients will tend to say, "radio doesn't work," when the truth is radio advertising works, but for these people radio has failed to demonstrate how it can work for them.

Apparent some sales people think that there is always another client to go to when one of them says, "No." This is not only short-sighted, but potentially suicidal for those who earn their living from a static marketplace. Radio sales people can't just move down the road to sell to a new market, they are part of a business community—news about poor salesmanship travels fast!

Let's look at some of the ways we can convince the unconvinced.

**Your Homework: Pre-Plan**

Too often sales executives identify a lapsed client and with great enthusiasm ring him up, make an appointment and in no time find themselves suffering because of little or no pre-planning.

When I accompany a sales executive on a call, I insist on going through a call planning sheet establishing objectives for the visit, so that afterwards there is something against which the visit can be measured.

**Call Plan**

Important elements to include on the call sheet are: Company Name | Contact Name | Position | Objective | Opening Statement | Possible Objections | Counter Arguments | Aids: Flip (Full size/desktop), Brochure, Report Form, Screen Format, Other | Running Order | Referral, Company, Address, tel. number, Contact

Part of the preparation is an investigation into previous radio usage. This involves looking through previous orders, looking at scripts, and talking to colleagues who may have knowledge of the case history and associated problems. It is important to know this background to establish the likely reasons for failure. It should not, however, become a main focus of the meeting—otherwise you may get trapped up in talking about negatives. Use the information selectively, but only when you've established some sort of rapport with the client.

**Stop 'Selling' Radio**

The natural instinct when approaching a client with a history of sporadic usage is to try to 'sell' him radio, or enter into long negative discussions on why he doesn't like radio or why it didn't work for him.

Attempting to sell somebody something they don't see a need for, even if it's 'radio doesn't work,' when the truth is what the client expects—yet another radio sales person trying to flog them some spots on yet another greatly discounted package! The other problem is that if you are going on about how fabulous your station is, the client is not talking, so you are learning precisely nothing about the client's business, marketing strategy, expansion plans or problems.

The whole flavour of the meeting changes when the sales executive starts to ask questions about the client's business and then listens. Having said that, clients must get sick of sales people (trained to ask questions first) ploughing through a prepared list of questions often starting with, "How do you first get started in this business?" If your station has been in the marketplace for 10 years and the particular business has changed significantly, forcing the businessman could rightly say, "Why don't you already know that—don't waste my time with lame questions!"

**Consultant Interview**

Questions for questions' sake is not the issue. Know the direction in which you want to take the questioning and listen to the client's answer, recapping what was said previously. This shows that you are listening attentively, and often completely changes the atmosphere of the meeting. It is a good technique to say initially that you are not at the meeting to sell anything, and until you know more about how their business is marketed, it would be impossible to see what proposals are appropriate for them.

It is amazing how kind this kind of statement reduces tension right at the start.

**Interview Check List**

- How is the business marketed
- What works best for them
- What sort of response levels they look for
- When do they get that response (day of the week)
- How is that contact made (phone, walk in)
- Who are their competitors
- What is their competitive advantage (why people should buy from them)
- Who are their regular customers (age and demographics)
- Are they getting enough business
- Would they like to get a different type of customer

At the end of this first meeting you ought to be able to take your points or established (write notes). The objective is to have gently introduced some of the relevant points about radio advertising and to arrange the next visit accordingly.

**The Follow Up**

The immediate need, after this first meeting, is to sit down as early as possible with all the information you have acquired and debrief yourself, preferably with a visit report form which enables you to measure how you did against the original objectives you set yourself for the meeting. Too often sales people make scribbled notes, leave them (sometimes for days), and then can't make sense of them at all.

**Visit Report Form**

Information to include on this form (which may be printed on the back of the Call Plan): Date | Company | Contact Name | Position | Objectives met? (If not, why not?) | Agreed actions | Date of next meeting | Additional Information/Notes

You need to decide what resources you will need to make the next meeting successful. Will you need a creative person to accompany you? Do you need to talk to your manager before putting proposals together? Will you need Radio Advertising Bureau-type support to establish more information about the client's industry and its use of radio? Are there other similar businesses that could be used?

If all this is done well, success may not be guaranteed at the next meeting, but you are beginning to build a relationship with the client whereby they will look forward to your next visit, because you have become a credible source of information. You are getting closer to what their company is trying to achieve in marketing terms.

Ironically, once the client has said, "Yes," the real work begins. You are then on the way to make the unconvinced, convinced. To move somebody to eventually become a committed, contracted long-term radio advertiser takes real effort on the part of the sales person. "Locking in" the key major accounts is one of the greatest challenges facing radio sales people today. In an increasingly competitive marketplace, where clients have a variety of media options, the stations which put substantial resources into training their sales people to understand client businesses and marketing will be the stations which will not only survive, but prosper.

**TONY GRUNDY**
owns broadcast sales specialist and management consultancy service Comunicate Now. He has been in the broadcast industry for 22 years, starting in Manchester. During this time he was sales director at Radio Aire (Leeds and MD at Radio 210) Reading and 2CR/ Yorker. He became deputy group MD when Radio 210 and 2CR merged with the GWR Group in 1989. Contact (+44) 1491.873 185, fax 875 180.

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The Radio Advertising Bureau (RAB) site is a noteworthy reference tool for anyone buying or selling radio advertising in the UK. It provides listeners statistics, commercial radio revenue statistics, numerous case studies, experience or unconvinced clients who may advertise from time to time, but never use the medium to its fullest. I have heard sales executives refer to these unconvincing advertisers as "stupid," "ignorant" and "stubborn." In fact the fault lies with the radio station's sales people and not with the client. These clients will tend to say, "radio doesn't work," when the truth is radio advertising works, but for these people radio has failed to demonstrate how it can work for them.

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Radio, The Optimal 'Frequency' Medium

by Vincent Turco

Radio is...

... LIKE INTUITION
you know it, you feel it, you are quite sure about it - but where the hell did you get the idea? Did somebody tell you, or did you read it somewhere?

cartoon courtesy of the UK's Radio Advertising Bureau

Our previous examples of radio success stories (Music and Media, July 6 and August 3) focused on the creative uses of radio as an effective advertising medium. What happens when an advertiser commits to radio as its exclusive means for marketing and communication mainly because of radio's effectiveness? The next case history focuses on the effectiveness of radio as a medium to create a brand for a company that needed a radical change in its marketing strategy.

When was the last time a window in your automobile needed to be replaced? Let's look at the positioning of a product we rarely have a regular need for. Carglass, a manufacturer and installer of car windows, decided to change its marketing strategy in Belgium for a company that needed a radical change in its marketing strategy.

Carglass, put together a campaign is its frequency. The copy commercial simply presented Carglass as the solution to that problem. The jingle used, "Carglass repairs, Carglass replaces," is still used today. While the message, "Think of Carglass when you have a problem with your auto glass" is not a creative one, the real importance of the campaign is its frequency. McCann-Erickson, the advertising agency for Carglass, put together a radio campaign which included BRON 1, BRON 2, Studio Brussel and Radio Donna. The total frequency of the commercials in 1995 ranged from 98 spots to over 264 spots, depending on the time of year and the number of weeks on air. During the months of April, May and June the frequency was heaviest in order to take advantage of the great number of consumers repairing their cars after the winter season.

Increased Phone Calls

Before the radio campaign, Carglass was receiving some 200 telephone inquiries per week. After the radio spots began running, the calls increased 10-fold to over 2,000. The advertiser was certain there was a measurable increase in calls whenever the radio campaign was running. The poorest result was an increase of 11% from the previous week when there were no radio spots, to the highest increase which reached 105%. On average, the number of calls rose 25-30% in the weeks when the radio campaign was running. The residual effect from radio was evident weeks after the advertising finished.

Later the company began promoting other services under the Carglass umbrella. Last year's campaign progressed from the "positioning" of the company as the one you need to call for your auto glass problems, to one where other auto services were emphasized. A wide range of line-extension services like auto repairs, servicing sun roofs and road service calls were developed to extend the Carglass name. Again radio was used to communicate the various service packages the advertiser was offering. In the periods during which radio was used, car window and sun roof repairs doubled. A toll-free telephone line was also initiated, which both increased consumer response and provided a database for future direct marketing use.

From the Carglass example in Belgium it can be seen that radio can be an effective medium to position a product to the consumer and make it top-of-mind when the product is needed, not when it isn't needed. This technique of advertising is very direct and effective when the proper frequency is used. Radio, as opposed to TV, is an excellent frequency medium which targets and influences the consumer right up to the time and place of purchase of a product. What better way to influence car owners who may need repairs then to speak to them while they are riding in their vehicles? That constant top-of-mind awareness becomes especially important for an advertiser who provides a product or service which cannot be used every day.

VINCENT TURCO

is the owner of New York-based international sales and marketing consulting firm T.M.I. He has over 20 years management experience in such prominent companies as: Publitalia '80, Italy's most successful advertising sales house, RKO Broadcasting, LBS Communications, Interpop, Radio Store and Cox Broadcasting. His clients include media companies in Belgium, Italy and Germany. Contact tel. (+1) 212.984 1030; fax 348 4366.
October 22 - 23, 1996
Warsaw, Poland

Music & Media Radio Conference Poland

Fourth edition

TUESDAY, OCTOBER 22

9.00 Doors open & registration
10.30 Openings speeches
10.45 Current and future radio situation in Poland by the National Council for Radio and TV (KRRiT) and the National Telecommunications Agency (PAR), hosted by Trojka
12.00 AKG Golden Microphone Award with cocktail hosted by AKG
13.00 Programming seminar: Motivate and invest in your on-air personalities, Dan O'Day
13.00 Sales seminar: Pat Bryson I
16.00 Programming discussion: The Triangle, music presenter - program director - record company, hosted by Trojka
16.00 Management & technical presentations: Internet & Radio, NAB, Richard Ducey; Satellite solutions for Central Europe, France Telecom
18.00 Cocktail hosted by France Telecom
19.30 Dutch Evening, with Sony Music Radio Awards

WEDNESDAY, OCTOBER 23

8.30 Coffee & cakes
9.30 Programming presentation: Sky Radio’s success story, Martin Banga
11.00 Management & Sales presentation: Networking in Europe, hosted by IP Polska; The Czech Solution, Michal Zelenka (Czech Private Radio Association); View from Holland, Martin Banga (Sky Radio); Followed by discussion
11.00 Programming seminar for DJ's: Telephone usage on air, Dan O’Day
14.00 Management presentation: Copyright Radio & Music: James Gordon (Scottish Radio Holdings) vs Blanka Kortlan (IFPI)
14.00 Programming & Sales presentation: Syndication possibilities, hosted by NLD, InterArt and On Air Syndication
16.00 Management & Programming discussion: Professionalism in Radio with professor Andrzej Markowski, hosted by Trojka
16.00 Sales seminar: Pat Bryson II
18.00 Sound of the Station Award, sponsored by Sony Broadcast & Professional

CONFIRMED EXHIBITORS

Audiofan
France Telecom
InterArt Studio
JWM
Magnetic Media
Music & Media
NAB
NLD
On Air Syndication
On Air Digital
ESS - Polsound
Professional Music Press
RCS
Studio Dave
VOA
Zep

RECORD COMPANIES

BMG
Koch Records
Polton/Warner
PolyGram Polska
Pomaton/EMI
Snake's Music
Sonic
Sony Music Poland
Zic-Zac

TECHNICAL PRESENTATIONS

Internet, RDS, ISDN lines, DAB in Poland, Outside broadcast solutions, portable reporter equipment, sound compression systems, music scheduling, digital editing software.

INTERNET

http://www.euronet.nl/users/dragan/index.htm

Sponsored by

France Telecom

Organised in association with

Polskie Radio S.A.

Contact Alina Dragan for more information at fax: +31.20.487 5131
Brooklyn Trio Charm Europe With Perfect Crime

by Thessa Mooij

AMSTERDAM - They may be posing as tongue-in-cheek hoods from Brooklyn, but in fact it's their amiable attitude and musical prowess on stage which has stolen the hearts of thousands of Europeans. The Fun Lovin' Criminals are focusing on the European live circuit, while their album 'Come Find Yourself' (EMI) sold 110,000 copies outside the US and its hip hop single 'Scooby Snacks' is about to be replaced by the poppier 'The Fun Lovin' Criminal'.

Perhaps the best way to illustrate the Criminals'
modus operandi is the band's Dutch success. They played the Pinkpop festival as complete unknowns, received rave reviews, only to come back to a sold-out Amsterdam show! At the late August-France and the UK. "We held off interest from Japan, Australia and the US so we could focus on territories where we could break the band. For them it's easier to play for the established five territories, than being sent to 14 different ones. The next phase is to break them in Spain and Italy, where Scooby Snacks has entered the radio chart."

Fast French Market

Sexton is surprised to see the usually slow French market reacting instantly to the Fun Lovin' Criminals. 'Scooby Snacks' is number 1 in the rock radio chart of La Rock Trente and number 4 in the hip hop chart. An October performance at national TV show 'Taratata' will ensure even more exposure. They can count on a pop audience. Artist development takes a while, but these guys are unstoppable." It seems hard to avoid tough guy connotations when dealing with the Brooklyn trio. Adam Sexton expresses himself in similar terms, by referring to the Fun Lovin' Criminals' European tour in November as 'a repeat blitzkrieg'.

Donna Lewis just behind Los Del Rio at number 2 with 'I Love You Always Forever' (Warner). Lewis' UK nationality is number 1 in the rock radio chart. It is already in medium rotation, so you'll get a different kind of artist. I don't think it necessarily means you'll get more airplay, but it might mean you'll get a different kind of response to TV shows or radio interviews."

US Smash Hit For Donna Lewis

The European campaign is centered around her availability as well as the radio-friendly nature of the single. It is already out in most territories except Spain, where it will be released on October 12. Essentially it is a radio push now," says Murray. "A promo trip starts in the UK with 'Top Of The Pops' on August 20, and continues this month with more visits to the UK, Germany, Finland, Sweden and Denmark. Anyone who isn't included in this promo trip will be working the video," he adds. Murray reports that there is already 'strong radio build-up, mostly in northern Europe,' though in Italy the record has been played by national networks for over a month.

Incidental Nationality

In Germany the single has been out since early August. East West deputy marketing director Christian Radtke says SWF3 was the first station to pick up on it, followed closely by other publications. "We've basically just pushing up what on the US is doing right now," he comments. "Things are going a bit slower here, but it looks like we'll be able to chart the single within the next two weeks."

Tall Girl Lewis

The stylistically trained Lewis sang in UK and German cover bands and performed in Scandinavian piano bars, before working up her own repertoire. She went looking for a US deal, and describes the circumstances that led to her 1994 signing to Atlantic as a 'fairy tale.' Now based in Woodstock, New York, she is managed by the Anglo-American company Pure Management whose London-based Steve Fargnoli used to look after Prince.

M & M MUSIC ARTISTS IN PROGRESS

Fun Lovin' Criminals

Lowlands festival they got thousands of people jumping up and down, singing and sweating. Their genuine appreciation for the audience's enthusiasm reverberates until the show dimmers in mutual love declarations. At present, the album has sold some 20,000 copies in Holland, which is equal to the amount sold in France. EMI marketing manager Bert 't Hoen has one explanation. "They love Holland and Holland loves them. There is obviously a synergy going on between the record company, the band and the audience. We wanted to take our time developing them, but after Pinkpop everything went so fast."

Heart Stopping Riffs

The Fun Lovin' Criminals are appealing to both hip hop and alternative rock fans, but there is a poppy element in their unique mix which promises a crossover to the mainstream. Drummer Steve lays down a fat hip hop beat, while singer/guitarist Huey plays heart-stopping blues riffs with deceptive ease. Band member Fast alternates between bass, keyboards, trumpet and harmonica. "They're all over the place," acknowledges New York-based EMI VP international marketing Adam Sexton. "Huey looks more like a movie star than a performer. But they're very serious about their music. They're perfectionists all the way down to the mastering and merchandise."

For the past months Sexton has been concentrating on the Benelux, Germany, high media profile, album sales figures of 20,000 copies and steady support from specialised radio. Product manager Stephane Tardivel names rock stations such as Oui FM and Radio Marginal as supporting, while the national network Skyrock just added Scooby Snacks to its playlist. "We just started to work national radio. When they played for 15,000 people at the Ancey festival, a lot of people seemed to know the lyrics to Scooby Snacks. I think the next single is even better, although I don't want to give up on the current one." 't Hoen has equally high expectations of The Fun Lovin' Criminal, which has already been sent to Dutch radio. "It's already in medium rotation, so we expect it to enter the charts soon. This single has the potential to broaden their audience. This is the kind of music even my neighbours will like."

EMI Electra product manager Thorge Berger recounts the first time Fun Lovin' Criminals showed their faces in Cologne. "They were shown to play an old EMI pressing plant, but right before walking on stage they were arrested by a police helicopter. We also did a big TV show or three years ago we probably would have put a lot more emphasis on the fact that she's British, because the UK charts and music scene was so much more influential here. Also, musically she has more of an American sound." He describes Lewis as a 'typical pop artist,' whose core audience is within the 16-39 age bracket. Here is also the type of act whose sales will definitely benefit from airplay, a situation he believes is becoming increasingly rare in Germany.

Murray is optimistic that Europe will be worthy of the single for several weeks beyond the release of the album Now In A Minute. "We hope this is going to cross over to all kinds of radio formats. You've got an album that has emotional depth, written and produced by Donna, and you've got a single that's got melodic directness." Lewis puts the success of the single down to its being "very honest and very simple, with a very catchy chorus."

Single: I Love You Always Forever
Label: Atlantic
Album: Now In A Minute
Producer: Kevin Killen, Donna Lewis
Release: September 30
**Singles**

**VENT**
Fixer - Polydor r/a
PRODUCERS: Vent
This new project of the Wonderstuff's singer Mike Hunt is surprisingly passionate for a UK band. They're not afraid of letting their guitars or emotions spin out of control. It sounds like they've taken their cue from the So Cal/Minneapolis/Seattle school of guitar rock, rather than the Beatles. The energy emanating from this single makes you want to hear the rest of their upcoming album.

**PETER ANDRE**
Flava - Mushroom ehr
PRODUCER: Andy Whitmore
The Polynesian heart throbs exchanges pop for a more soulful, streetwise approach. Flava has R&B vocals, a hip hop shuffle and high quality harmonies à la Backstreet Boys or MN.3.

**THE BEACH BOYS FEATURING KATHY TROCCHI**
I Can Hear Music - River North ehr/ace
PRODUCERS: Brian Wilson, Joe Thomas
Summer has nearly come to an end. The highpitched Beach Boys harmonies are enhanced by Nashville-based female singer Kathy Troccoli. With the help of the real Brian Wilson, the result is not a country track, but a fresh '80s produced approach.

**THE DRIVEN**
Jesus Loves You More if You Can Drive - Polydor r/a
PRODUCERS: Fred de Faye, the Driven
Excellent power pop from Ireland with great dramatic vocals. The infectious chorus will appeal to those already convinced of the EHR playability of Bush, Ash and the likes.

**MANSUN**
Stripper Vicar - Parlophone r/a
PRODUCERS: Mansun, Ian Caple, Ronnie Stone
This may not crossover the North Sea, but if you're into BritPop, this is your thing. The loud guitars combined with carefully crafted melodies are a delight for the ear.

**FAITH PILLOW**
Run In The Sunshine - Van r/a/ace
PRODUCERS: Bill Dickers, Bill Presskill
Faith is a one-woman David Matthews band—emotional, arresting vocals, rootsy mandolins and a power pop band behind her. She slows down for the extra track Slow Burning Love, which is a sweet ballad about a lost summer afternoon.

**Albums**

**A TRIBE CALLED QUEST**
Beats, Rhymes And Life - Jive d/ehr
PRODUCER: The Ummah
One of this year's best hip hop albums. Its hypnotic beats transcend the notion of separate tracks—you hit the play button and simply enjoy. Vocals and beats are all they need to get grooving. Radio may pick up Stressed Out. Faith Evens soulful R&B vocals add a mellow touch to the midtempo rap track. Another funky radio candidate would be Jam, which has a mid-tempo shuffle, a catchy repetitive organ and a jazzy guitar riff. What Really Goes On has enough minor chords and weird soundbites to suggest what really goes on in US ghettos.

**BELINDA CARLISLE**
Woman & Man - Chrysalis ace/ehr
PRODUCER: David Tickle
Carlisle is back with a brilliant album: added to her west coast pop sound are a melancholic sauvion fraire and contemporary electronic beats. The best example is the unforgetable Californias, which is a mid-tempo declaration of hate to Los Angeles (“I want to walk away from the sharks and the Charlonnays”) with trip-chilling harmonies and beautiful melodies. The album's title track is a little faster, an excellent single candidate, which has a highly addictive driving rhythm, whirling strings, a wah wah guitar and poppy vocals. Go Go fans will be happy with the '60s bubblegum sound of Always Breaking My Heart.

**DEF CON DOS**
Alzheimer - DRO/East West a/m/r
PRODUCERS: Def Con Dos
Combining rap and metal is not a new phenomenon, but the Spanish Def Con Dos bring a refreshing energy to their crossover mix. For one thing, their riffs and drums are incredibly tight. And their raps are genuinely angry—they don't sound conceived. The album's opener Discoteca even has some Spanish lyrics. The Def Con Dos are maybe not listed because women are flavour of the month. They get signed because they're good. Rothberg has a genuine talent for poppy acoustic songs with a folksy flavour. The radio-friendly Inside has some great female back-ground vocals and a delightful up-tempo chorus. But she doesn't sidestep a dirty rock & roll song either. This One's Mine is an upbeat rock track with a danceable shuffle, unruly guitars and tough girl vocals. Rothberg really gets down to business in Treat Me Like Dirt, a highly combustible, acoustic driven track, in which she manages to turn up the tension by the second. Hurt, ahesive or sweet—meet the many faces of Patti Rothberg.

**JAMIROQUAI**
Traveling Without Moving - Soho Square/Sony ehr/ace r/d/J/A
PRODUCERS: Jay Kay, Al Stone
This third Jamiroquai album nearly fits all formats. Their British blend of jazzdance is still highly accessible and not without lack of quality. Yes, again the use of the Aboriginal didgeridoo in Deeper and Digitalulations. Only some slight differences in approach can be seen. Latin percussion is used in the football anthem Use The Force and ska in Drifting Along. Also featuring on this album Do You Know... their jungle collaboration with M-Beat, already released on single.

**PET SHOP BOYS**
Bilingual - Parlophone/EMI ehr/ace/d
PRODUCERS: Pet Shop Boys, various
Picking up the theme from their latest single Se A Vida E', the album opener Discoteo even has some Spanish lyrics. The Pet Shop Boys were obviously impressed by latin percussion during their recent South American tour, although their trademark Eurodisco-sound is still in the foreground. Bilingual features various co-producers. Metamorphosis is done with Paul Roberts and Andy Williams of K-class fame and on Before and Saturday Night Forever the co-host is Danny Tenaglia.

**PATTI ROTHBERG**
Between The 1 and the 9 - EMI a/ace
PRODUCER: Little Daw Greenberg
Female singer/songwriters don't get signed because women are flavour of the month. They get signed because they're good. Rothberg has a genuine talent for poppy acoustic songs with a folksy flavour. The radio-friendly Inside has some great female background vocals and a delightful up-tempo chorus. But she doesn't sidestep a dirty rock & roll song either. This One's Mine is an upbeat rock track with a danceable shuffle, unruly guitars and tough girl vocals. Rothberg really gets down to business in Treat Me Like Dirt, a highly combustible, acoustic driven track, in which she manages to turn up the tension by the second. Hurt, ahesive or sweet—meet the many faces of Patti Rothberg.

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**THE SHINES**
The Shines Last Gospel - Monkey Hill/Blue Rose r/a
PRODUCER: Frank Quintini
Life isn't meant to be fun in the heart of the Bible Belt. As a result, the Mississippi quartet's high octane rock is a monument to its darker side. Death, the Devil and drinking dominate the entire album. The Shines build their songs on stark, fast rockabilly beats, which are counterpointed by psychodelic guitar (Is That What You Wanted To Hear) or Steve Long's brooding, dramatic singing. The Four Mothers (All Night Long) the ghost of Jeffrey Lee Pierce stirs in the background. M&O Blues (Willy Brown) is a great blues rocker with the powerful drum shuffle and distorted guitar radiating freight train energy.

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Singles and albums featured in New Releases are listed alphabetically. Each record is recommended for format or programme suitability. Abbreviations used include: EHR (European Hit Radio), ACE (Adult Contemporary Europe), R (Rock), D (Dance), C (Country), J (Jazz), NAC (New Adult Contemporary), A (Alternative), W (World) and M (Metal). Please send your samples to Thessa Mooy, Music & Media, PO Box 9207, 1006 AM Amsterdam, The Netherlands.
Market Place

PHILIP LEO

Just 4 U - Sharma/Juststar (CD) (UK)
PRODUCER: Philip Leo
With his velvety vocals this artist bridges the gap between R&B and reggae in the same way as Maxi Priest, and to a lesser extent UB40. Such songs as the first single Angel Heart, Share A Little Time and I Wanna Be The One are just a few examples of his skill as a writer and performer.
Contact Pete Flatt at tel: (+44) 171.727.3458; fax: 171.231.7240.

KOFL AIYOR

I Am Back - PTW (CD) (Ghana/Holland)
PRODUCER: Tichelman/Fruman/Ayior
Recorded live in an Amsterdam cafè, this release showcases the many talents of this former Osibisa drummer, who has also played with the likes of Miles Davis and Jimmy Cliff. Here he performs solo. The likes of Miles Davis and Jimmy Cliff. Here he performs solo. The.
Contact Bert Brunstijes at tel: (+31) 599.611.103; fax: 599.621.402.

DOHITI

Children Of The World/One Pair Of Shoes - Supraido (US)
PRODUCER: Dohiti
Reggae-fied pop flavoured with rich oriental textures provides the perfect backdrop for the vocals of this gifted singer of Puerto Rican background. These songs are well written and a host of remixes make these tracks suitable for a host of formats. Contact Gary Bernstein at tel: (+1) 608.626.2000.

DOMINATOR

I Am In Charge (Of The Girls) - Explore/Supreme (UK)
PRODUCER: Dominator
This slamming techno track has been received very well in clubs across the UK, and for good reason. Based on a hypnotising, repetitive baseline, it chugs along relentlessly. An infectious chorus takes care of the rest. The remixes are also worth checking out. Contact Russell Cook at tel: (+1) 414.498.0788; fax: 414.498.3755.

LICHTERLAAIE

As Zometteen Het Licht Uitgaat - Patio (Holland)
PRODUCER: Peter Van Asteren

Originally, this band played mainly covers but singer/guitarist Rowin Schumm has discovered his own songwriting talent along the way. This song is a well produced, somewhat melancholic midtempo rocker with a strong hook. Contact Duco Jansen at tel: (+31) 35.695 8580; fax: 35.694 0362.

LOUCHIE LOU & MICHELIE ONE

Free - China (UK)
PRODUCER: QOII
With the second single from their debut album I B Free, this girl duo once again prove that they belong in the highest league of the UK R&B movement. Produced by Quincy Jones' son, this song is a polished swingbeat affair with a strong hook and some interesting remixes.
Contact Ken Lower at tel: (+44) 181.742 9999; fax: 181.742 9833.

TAPDROLE

Where There Is I.W.H. (CD) (Sweden)
PRODUCER:Tapdrole
Underneath a sometimes loud approach lurk some really delicious melodies, a bit like the Pixies or Sonic Youth with a female lead singer. Jonas Nordqvist's guitar provides the counterpart to singer Malin Lindh's angelic vocals, while a tight rhythm section keeps it all together. In The Sun, Kiss Me Ellie and Pointless Action are among the best songs. Contact Mattias Ekstig at tel: (+44) 875.1200; fax: 875.1596.

VISIT VENUS

Magic Fly Variations - Yo Mama (EP) (Germany)
PRODUCER: Cullmann/Haicht
Trip hop is no longer a Bristol, or for that matter British affair; as this ensemble proves. The beautiful aural soundscapes are sometimes reminiscent of Tricky, but with an organic and at times juicy approach, which blends nicely with the dub and jungle elements present. The title track and Radio Strassen Kaempfort with its easy flavour are especially noteworthy. Contact Dieter Brussat at tel: (+43) 40.312 610; fax: 40.313 565.

Dance Grooves

Maria Jiménez

FORMIDABLE TECHNO; Confusion (Nutrition/Essential) from Def-n-Nut is engrossing progressive dance music. A mix of techno and trance, this track has no vocals, but still has catchy hooks. With Orbital enjoying mass acceptance, there is more room for acts such as Def-n-Nut. Tel: +31 40 366 7545, fax: 436.1349.

PROGRESSIVE CROSSOVER TRACKS: The Progressive Attack series from Clubtools/Edel has consistently pulled together prime club crossovers and commercial house tracks on each high quality compilation. The double cd Volume 4 is simply satisfying with deep and progressive house and garage numbers including Express Of Sound's Real Vibration, Calvin Stones' Funky Music, Roach Motel's The Night, Sandy B's Make The World Stones' Fonky Muzic, Roach Motel's Sound's Real Vibration, Calvin Stones' Funky Music, Roach Motel's The Night, Sandy B's Make The World.

IT'S THE INTENTION: Full Intention can't seem to release enough hits. Following up on I Love America this act delivers Uptown Downtown (Stress). A light stomper with contagious melodic lyrics, an uplifting vibe and sprinkled with club shouts. Definite Top 40 crossover material. Tel: +44 1628 667 124, fax: 667 057.

REXINGE DEE-LO: Skee-Lo's singles Holdin' On and Top Of The Stairs (Sunshine/Scotti/Jive) get the remix treatment from Cooly D (from Da Scotti) and Stylus Productions, resulting in some juicy, deep and tasty vibe. Among other treats, Stylus turns Top Of The Stairs into a superb phunk track as well as an impressive West Coast funk cut. Holdin' On is a smooth combination of old and new on The Rain Mix, by putting old style bass, synth's and sizzling scratching with Skee-Lo's bullseye raps and a '96 R&B flavour.

THE LACY RETURNS: The followup to De Lacy's smash hit Hide Away is That Look (Slip N Slide) another easily accessible house number with catchy vocals. Deep Dish and Hansen remixes give two prime radio options as well as confident club choices. Nearly guaranteed to make another big impression on radio and sales charts across Europe. Tel: +41 981 364 3900, fax: 964 4300.

ALL IN HOUSE: Jeremy Healy

Ice-T's hardcore band Body Count intends to release its new album Violent Democrat sometime in September.

Byrne is not involved in the project.

A new album may be out soon.

After a lengthy absense, Dusseldorf rock trio Scam Luiz returns to the scene with new guitarist Nissan Berings. A new album may be out soon.

Shaun Ryder is among the guests on the new Talking Heads album titled No Taking, Just Heads. Other celebrities who lend a hand include Deborah Harry, Maria McKee, Gavin Friday, Michael Hutchence, Richard Hell as well as XTC's Andy Partridge. The full time singer for the US tour will be Johnette Napolitano of Concrete Blonde and Pretty And Twisted fame.

Deborah Harry, Maria McKee, Gavin Friday, Michael Hutchence, Richard Hell as well as XTC's Andy Partridge. The full time singer for the US tour will be Johnette Napolitano of Concrete Blonde and Pretty And Twisted fame. Ex front man David Byrne is not involved in the project.

Björk is currently in the studio working on her third solo album with producer Trevor Morris.

Scottish pop heroes Wet Wet Wet are also in the studio working on a new album.

"Dance Grooves" provides dance tips and news for radio programmers on a weekly basis.

Records mentioned in Market Place are by acts signed to independent labels for which licensing and/or publishing rights are available, except as noted. Please send your samples to Reid Craig (reggae product) and Maria Jiménez (dance product) at Music & Media, PO Box 9027, 1006 AA Amsterdam, Netherlands.

“Short Takes” offers new release and artist information for on-air use.

“Compiled by Raul Cairo

Mirror Records celebrates its 10th anniversary with the release of Mirror Man. This compilation contains raro and previously unreleased material by Jan Hammer, Todd Rundgren and Tangerine Dream among others.

On September 21 and 22 the so called Canterbury Music In Harlingen festival takes place in Harlingen, Holland. Among the performers are ex-Soft Machine keyboardist Hugh Hopper and band and his Dutch colleague Robert Jan Stips (Supersister, Golden Earring, The Nits), who also has a new formation, called Stips.

New York rockers Dog Eat Dog will embark on a major European tour in the fall.

Bob Dylan's Jimmy Rodgers tribute has been postponed indefinitely for reasons unknown.

Leader of instrumental rock guitarist Steve Vai, Eric Johnson and Joe Satriani are planning to tour later this year.

Former Lynx Skyndyur guitarist Ed King is taking legal action against his former bandmates because they ousted him from the band last year when he was told by a doctor that he needed a heart transplant.

Southern rock veterans The Atlanta Rhythm Section, who had a reunion concert to commemorate both the Olympic games in July and their 25th anniversary, intend to put together an album to celebrate these events.

Pulp lead singer Jarvis Cocker might co-direct 'The Acid House.' The short film is being adapted by author Irvine Welsh's Trainspotting fame.

Ice-T's hardcore band Body Count intends to release its new album Violent Democrat sometime in September.

Byrne is not involved in the project.

A new album may be out soon.

Shaun Ryder is among the guests on the new Talking Heads album titled No Taking, Just Heads. Other celebrities who lend a hand include Deborah Harry, Maria McKee, Gavin Friday, Michael Hutchence, Richard Hell as well as XTC's Andy Partridge. The full time singer for the US tour will be Johnette Napolitano of Concrete Blonde and Pretty And Twisted fame. Ex front man David Byrne is not involved in the project.

Björk is currently in the studio working on her third solo album with producer Trevor Morris.

Scottish pop heroes Wet Wet Wet are also in the studio working on a new album.

"Dance Grooves" provides dance tips and news for radio programmers on a weekly basis.

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“Short Takes” offers new release and artist information for on-air use.
NO MORE MMM MMM MMM MMM’ING & AAHING ...

THE DUMMIES ARE BACK!
their NEW single
He Liked To Feel It
Crash Test Dummies
HE LIKED TO FEEL IT

There was a boy who liked to wiggle
His tooth loose so he could show it:
And then we'd watch while he would
Tie it to a doorknob, wind up,
And then slam it!

And that was how he liked
to have his teeth pulled out;
He told us how he liked to feel it
when it came out.

But he grew tired of using doorknobs
And so he thought up a brand-new trick:
He said he'd tie his tooth
To his dog's tail, find a stick, wind up,
And then throw it!

And that was how he liked
to have his teeth pulled out;
He told us how he liked
to feel it when it came out.

He called his dog, but just as
He was set to go his Dad arrived there:
He yelled at him, then got some pliers,
Held him, wound up,
And yanked it out right there!

That wasn't how he liked
to have his teeth pulled out;
He wouldn't tell us how it
Felt when it came out.
## Eurochart Hot 100® Singles

**week 37 /96**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Original Label (Publisher)</th>
<th>Countries Charted</th>
</tr>
</thead>
<tbody>
<tr>
<td>I've Got A Little Puppy</td>
<td>Woman</td>
<td>A.D.B.E.D.F.C.F.D.X.K</td>
<td></td>
</tr>
<tr>
<td>Killing Me Softly</td>
<td>Marie Callendar</td>
<td>A.D.B.E.D.F.C.F.D.X.K</td>
<td></td>
</tr>
<tr>
<td>Macarena</td>
<td>Los Del Mar</td>
<td>A.D.B.E.D.F.C.F.D.X.K</td>
<td></td>
</tr>
<tr>
<td>Break My Stride</td>
<td>spring</td>
<td>A.D.B.E.DeLu,C.K</td>
<td></td>
</tr>
<tr>
<td>Let's Make A Night To Remember</td>
<td>Bryan Adams &amp; M. (Blandon &amp; Zomba)</td>
<td>A.D.B.E.DeLu,C.K</td>
<td></td>
</tr>
<tr>
<td>I Give You My Heart</td>
<td>Mr. President &amp; J. W. (Warner Bros/et al)</td>
<td>A.D.B.E.DeLu,C.K</td>
<td></td>
</tr>
<tr>
<td>Breakfast At Tiffany's Deep Blue Something</td>
<td>Deep Int. Sam Bloomfield (Pipes)</td>
<td>A.D.B.E.DeLu,C.K</td>
<td></td>
</tr>
<tr>
<td>Ma Caravane</td>
<td>Royal Crown Rangers</td>
<td>A.D.B.E.DeLu,C.K</td>
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<tr>
<td>Deep Blue</td>
<td>Let's Make A Night To Remember</td>
<td>A.D.B.E.DeLu,C.K</td>
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<tr>
<td>Miss Camping</td>
<td>Brian Headley</td>
<td>A.D.B.E.DeLu,C.K</td>
<td></td>
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<tr>
<td>Sexy Eis</td>
<td>Burger Lars Dietrich</td>
<td>A.D.B.E.DeLu,C.K</td>
<td></td>
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<tr>
<td>Come Around You</td>
<td>Bob Marley - Ananas (Not Listed)</td>
<td>A.D.B.E.DeLu,C.K</td>
<td></td>
</tr>
<tr>
<td>We Love You</td>
<td>Music Man - Laurel</td>
<td>A.D.B.E.DeLu,C.K</td>
<td></td>
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<tr>
<td>Mister Feeling</td>
<td>Boy George</td>
<td>A.D.B.E.DeLu,C.K</td>
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<tr>
<td>That Look</td>
<td>Del Marley</td>
<td>A.D.B.E.DeLu,C.K</td>
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<tr>
<td>Vamonos</td>
<td>Chico &amp; Chiquita &amp; Estrella (Not Listed)</td>
<td>A.D.B.E.DeLu,C.K</td>
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<tr>
<td>They Don't Care About Us</td>
<td>Michael Jackson - Epic (Empire/Win/World Tour)</td>
<td>A.D.B.E.DeLu,C.K</td>
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<tr>
<td>Banger Heart</td>
<td>Rob De Nijs - (EMI (Not listed)</td>
<td>A.D.B.E.DeLu,C.K</td>
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<tr>
<td>Somewhere</td>
<td>Lawlor &amp; Lawlor</td>
<td>A.D.B.E.DeLu,C.K</td>
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<tr>
<td>On Standby</td>
<td>Shred Seven</td>
<td>A.D.B.E.DeLu,C.K</td>
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<tr>
<td>Les Poemes De Michelle</td>
<td>Party Animals - Makers/Reehearter (United Artist Music)</td>
<td>A.D.B.E.DeLu,C.K</td>
<td></td>
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<tr>
<td>Someone To Love</td>
<td>East 17 - London (PolyGram)</td>
<td>A.D.B.E.DeLu,C.K</td>
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<tr>
<td>Bailando - Paradiso - Dance Development</td>
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<td>A.D.B.E.DeLu,C.K</td>
<td></td>
</tr>
</tbody>
</table>

**countries charted**

- A.D. = Austria
- B.F. = Belgium
- B.N. = Netherlands
- D.S. = Spain
- D.C. = Denmark
- F.D. = France
- F. = Finland
- G. = Germany
- I. = Ireland
- I.R. = Ireland
- I.P. = Ireland
- I.S. = Scotland
- I.T. = Italy
- N. = Norway
- P. = Portugal
- S. = Sweden
- S.F. = Switzerland
- U.K. = United Kingdom
- U.S. = United States
- Z. = Zimbabwe
## European Top 100 Albums

<table>
<thead>
<tr>
<th>Week 37</th>
<th>ARTIST</th>
<th>TITLE</th>
<th>Original Label</th>
<th>Countries charted</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Alain Morisette</td>
<td>Sagittar King - Sheffield</td>
<td>Columbia</td>
<td>NL, DE, F, CH, UK</td>
</tr>
<tr>
<td>2</td>
<td>Pugues &amp; Marcella</td>
<td>L'Amour - Columbia</td>
<td>Columbia</td>
<td>NL, DE, F, CH, UK</td>
</tr>
<tr>
<td>3</td>
<td>Eros Ramazzotti</td>
<td>Dove CE Music - DDD</td>
<td>DDD</td>
<td>NL, DE, F, CH, UK</td>
</tr>
<tr>
<td>4</td>
<td>Pearl Jam</td>
<td>X - Sony Records</td>
<td>Sony</td>
<td>NL, DE, F, CH, UK</td>
</tr>
<tr>
<td>5</td>
<td>Celine Dion</td>
<td>Falling Into You - Epic / Columbia</td>
<td>Columbia</td>
<td>NL, DE, F, CH, UK</td>
</tr>
<tr>
<td>6</td>
<td>George Michael</td>
<td>Faith - Epic</td>
<td>Epic</td>
<td>NL, DE, F, CH, UK</td>
</tr>
<tr>
<td>7</td>
<td>Metallica</td>
<td>Load - Vertigo</td>
<td>Vertigo</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>8</td>
<td>Backstreet Boys</td>
<td>Backstreet Boys - Jive</td>
<td>Jive</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>9</td>
<td>Oasis</td>
<td>What's The Story - Creation</td>
<td>Creation</td>
<td>NL, DE, F, CH, UK</td>
</tr>
<tr>
<td>10</td>
<td>NS</td>
<td>Live - Die Zweite - Intersound</td>
<td>Intersound</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>11</td>
<td>Bryan Adams</td>
<td>October - A&amp;M</td>
<td>A&amp;M</td>
<td>NL, DE, F, CH, UK</td>
</tr>
<tr>
<td>12</td>
<td>Tyve Of Negatives</td>
<td>October Rust - Roadrunner</td>
<td>Roadrunner</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>13</td>
<td>Tina Turner</td>
<td>Wildest Dreams - Parlophone</td>
<td>Parlophone</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>15</td>
<td>Crowded House</td>
<td>Dreaming Tree - The Very Best Of - Capital</td>
<td>Capital</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>16</td>
<td>Schlümpfe</td>
<td>Alex Bannoe Vol. 3 - EMI</td>
<td>EMI</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>17</td>
<td>Cranberries</td>
<td>In The Fathal Departed - Island</td>
<td>Island</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>18</td>
<td>Generation Disco</td>
<td>Generation Disco - Arista</td>
<td>Arista</td>
<td>NL, DE, F, CH, UK</td>
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<td>19</td>
<td>Joni Braxton</td>
<td>Cleverman - Lode</td>
<td>Lode</td>
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<td>20</td>
<td>Soundtrack from The Mission</td>
<td>Soundtrack from The Mission - EMI</td>
<td>EMI</td>
<td>NL, DE, F, CH, UK</td>
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<td>21</td>
<td>World's Apart</td>
<td>Everybody - EMI</td>
<td>EMI</td>
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<td>Mike Oldfield</td>
<td>The Voyager - WEA</td>
<td>WEA</td>
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<tr>
<td>23</td>
<td>Articulo</td>
<td>I'm Poppin - Sony</td>
<td>Sony</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>24</td>
<td>Gosz - Com E - Ricordi</td>
<td>Gosz - Com E - Ricordi</td>
<td>Ricordi</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>25</td>
<td>Johnny Hallyday</td>
<td>Lorado Tour - Mercury</td>
<td>Mercury</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>26</td>
<td>Suede</td>
<td>Coming Down - Nude</td>
<td>Nude</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>27</td>
<td>Smurf</td>
<td>Mr. Go Pop! - EMI TV</td>
<td>EMI TV</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>28</td>
<td>Mr. President</td>
<td>We See The Same Sun - Club Culture / WEA</td>
<td>WEA</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>29</td>
<td>Alice In Chains</td>
<td>Unplugged - Columbia</td>
<td>Columbia</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>30</td>
<td>Soundtrack from The Mission</td>
<td>Mission: Impossible - Columbia</td>
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<td>NL, DE, F, CH, UK</td>
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<td>31</td>
<td>Zucchero Fornaciari</td>
<td>Spirito D`Vittoria - Polydor</td>
<td>Polydor</td>
<td>NL, DE, F, CH, UK</td>
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<td>32</td>
<td>Foo's Garden</td>
<td>Fish Of The Day - Icetower</td>
<td>Icetower</td>
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<td>Andrea Bocelli</td>
<td>Bocelli - Sugar</td>
<td>Sugar</td>
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<td>34</td>
<td>Glynnis - Tider</td>
<td>Halmstads Pard 96 - Parlophone</td>
<td>Parlophone</td>
<td>NL, DE, F, CH, UK</td>
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<td>35</td>
<td>Captain Jack</td>
<td>The Mission - EMI</td>
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<td>NL, DE, F, CH, UK</td>
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<td>36</td>
<td>Ocean Colour Scene</td>
<td>Moseley Shoals - MCA</td>
<td>MCA</td>
<td>NL, DE, F, CH, UK</td>
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<td>37</td>
<td>Gloria Estefan</td>
<td>Destiny - Epic</td>
<td>Epic</td>
<td>NL, DE, F, CH, UK</td>
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<td>38</td>
<td>Maxime Le Forestier</td>
<td>Champs Élysées - Polydor</td>
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<td>39</td>
<td>Tom Petty &amp; The Heartbreakers</td>
<td>She's The One - Warner Brothers</td>
<td>Warner Brothers</td>
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<td>40</td>
<td>Celine Dion</td>
<td>D`Eux - Epic / Columbia</td>
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<td>41</td>
<td>Mark Knopfler</td>
<td>Golden Heart - Vertigo</td>
<td>Vertigo</td>
<td>NL, DE, F, CH, UK</td>
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<td>42</td>
<td>Rosanna Arbelo</td>
<td>Lunas Rotas - RCA</td>
<td>RCA</td>
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<td>Garbage</td>
<td>Garbage - Mushroom</td>
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<td>Faithless</td>
<td>Reverence - Cheeky</td>
<td>Cheeky</td>
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<td>Wolfgang Petry</td>
<td>Alive - Arista</td>
<td>Arista</td>
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<tr>
<td>46</td>
<td>Neil Diamond</td>
<td>The Ultimate Neil Diamond - Columbia</td>
<td>Columbia</td>
<td>NL, DE, F, CH, UK</td>
</tr>
<tr>
<td>47</td>
<td>Luis Miguel</td>
<td>Nada Es Igual - WEA Latina</td>
<td>WEA Latina</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>48</td>
<td>Skunk Anansie</td>
<td>Paranoid And Sunburnt - One Little Indian</td>
<td>One Little Indian</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>49</td>
<td>Los Del Rio</td>
<td>My Generation</td>
<td>My Generation</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>50</td>
<td>Dog Eat Dog</td>
<td>Play Games - The All Blacks / Roadrunner</td>
<td>Roadrunner</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>51</td>
<td>The Lighthouse Family</td>
<td>Ocean Drive - Wildcard</td>
<td>Wildcard</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>52</td>
<td>Arute</td>
<td>Le Frisur - Metronome</td>
<td>Metronome</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>53</td>
<td>Oasis</td>
<td>Definitely Maybe - Creation / Sony</td>
<td>Creation / Sony</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>54</td>
<td>Massimo Di Cataldo</td>
<td>Anime - Epic</td>
<td>Epic</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>55</td>
<td>Khadjia Nin</td>
<td>Stahrungen - vogue</td>
<td>Vogue</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>56</td>
<td>The Presidents Of The USA</td>
<td>The Presidents Of The USA - Columbia</td>
<td>Columbia</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>57</td>
<td>Frans Bauer</td>
<td>Voor Jou - TipTop</td>
<td>TipTop</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>58</td>
<td>Cypress Hill</td>
<td>Understand Me And Raped Expression - EMI / EMI</td>
<td>EMI</td>
<td>NL, DE, F, CH, UK</td>
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<td>59</td>
<td>Doggy Style</td>
<td>From Peace Sweet - A&amp;M</td>
<td>A&amp;M</td>
<td>NL, DE, F, CH, UK</td>
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<td>60</td>
<td>Take That</td>
<td>Greatest Hits 1 - RCA</td>
<td>RCA</td>
<td>NL, DE, F, CH, UK</td>
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<td>61</td>
<td>Toto</td>
<td>Greatest Hits - Columbia</td>
<td>Columbia</td>
<td>NL, DE, F, CH, UK</td>
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<td>62</td>
<td>Toto</td>
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<td>Columbia</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>63</td>
<td>Teo Mac - To - Teo</td>
<td>Greatest Hits - Columbia</td>
<td>Columbia</td>
<td>NL, DE, F, CH, UK</td>
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<tr>
<td>64</td>
<td>Beck</td>
<td>Oyside - Caffin</td>
<td>Caffin</td>
<td>NL, DE, F, CH, UK</td>
</tr>
<tr>
<td>65</td>
<td>Gipsy Kings</td>
<td>Gipsy Kings</td>
<td>Gipsy Kings</td>
<td>NL, DE, F, CH, UK</td>
</tr>
</tbody>
</table>

*SALES BREAKER:* Indicates the album registering the biggest increase in chart points.
### Top National Sellers

#### UNITED KINGDOM

- **1. Spice Girls - Wannabe** (Virgin)
- **2. George Michael - Symphonica** (SME)
- **3. Jamiroquai - Virtual Reality** (Sonny)
- **4. Oasis - (What's The Story) Morning Glory?** (Polydor)
- **5. Spice Girls - Spice Up Your Life** (Virgin)
- **6. Charlie Sizemore - A Little Night (EMI)
- **7. Chris Rea - Road To Joppa** (EMI)
- **8. Dido - Thank You** (EMI)
- **9. Bryan Adams - 18 Til I Die** (EMI)
- **10. Various - Live In Concert** (EMI)

#### GERMANY

- **1. Kelly Family - Can't Help Myself** (EMI)
- **2. Fugees - Killing Me Softly** (Columbia)
- **3. Fugees - Killing Me Softly** (Columbia)
- **4. B.B.C. - Seven Days And One Week** (Maxi)
- **5. Faithless - Insomnia** (Insomnia)
- **6. Aclan/M Джafen - Music Impel** (PolyGram)
- **7. Peter Andre - Mysterious Girl** (BMG)
- **8. Pearl Jam - No Code** (EMI)
- **9. Fugees - Killing Me Softly** (EMI)
- **10. Various - Live In Concert** (EMI)

#### SWITZERLAND

- **1. Spice Girls - Wannabe** (Virgin)
- **2. Geza Rohm - Immer Aufwacht Noch** (BMG)
- **3. Fugees - Killing Me Softly** (Columbia)
- **4. Oasis - Definitely Maybe** (Polydor)
- **5. Hansli Hinterseer - Trium Mit Mir** (EMI)
- **6. Robert Miles - Dreamland** (Polydor)
- **7. Unique 2 - Break My Stride** (EMI)
- **8. Backstreet Boys - Backstreet Boys** (BMG)
- **9. Backstreet Boys - Backstreet Boys** (EMI)
- **10. Elton John - Your Song** (EMI)

#### FRANCE

- **1. Fugees - Killing Me Softly** (S.M.A.L.L.)
- **2. Robert Miles - Dreamland** (Polydor)
- **3. Los Del Rio - Macarena** (EMI)
- **4. Berlin - Take Five (EMI)**
- **5. R&B&D - Cadelon - Teen Git (Mica) (EMI)**
- **6. Los Del Rio - Macarena** (EMI)
- **7. Hansli Hinterseer - Trium Mit Mir** (EMI)
- **8. Daniel Küblböck - Dein Tag (EMI)**
- **9. Peter Andre - Mysterious Girl** (BMG)
- **10. Fugees - Killing Me Softly** (EMI)

#### ITALY

- **1. Bob Marley - What's Going On** (EMI)
- **2. G.L. M - Be Love** (EMI)
- **3. Ennio Morricone - Il Prigioniero** (Edel)
- **4. Fugees - Killing Me Softly** (EMI)
- **5. George Michael - One More Try** (EMI)
- **6. Alessia Marcuzzi - Jagger Little Pill (Warner)**
- **7. Robert Miles - Dreamland** (Polydor)
- **8. Eros Ramazzotti - Dove C'E Musica (BMG)**
- **9. Hansi Hinterseer - Trium Mit Mir** (EMI)
- **10. Various - Live In Concert** (EMI)

#### DENMARK

- **1. Spice Girls - Wannabe** (Virgin)
- **2. Skål - Margarita** (Sonnen)
- **3. Fugenes - Killing Me Softly** (Ploegemagazine)
- **4. Mr. President - Con Jumbo** (BMG)
- **5. Peter Andre - Mysterious Girl** (BMG)
- **6. Suede - Trash** (Ploegemagazine)
- **7. Los Del Rio - Macarena** (EMI)
- **8. Eros Ramazotti - Dove C'E Musica (BMG)**
- **9. Ketama - De Akel A Kabelo** (Mercury)
- **10. B.B. C - Seven Days And One Week** (Maxi)

#### NORWAY

- **1. Spice Girls - Wannabe** (Virgin)
- **2. Mike + The Mechanics - Lamb Lies Dreaming** (Virgin)
- **3. Bjørg Vik - From The Clyde** (Epic)
- **4. Fugees - Killing Me Softly** (Columbia)
- **5. B.B.C. - Seven Days And One Week** (Maxi)
- **6. R.E.M. - E - Flow The Letter** (Warner)
- **7. 2 Mania - If I Ruled The World** (EMI)
- **8. 2 Mania - If I Ruled The World** (EMI)
- **9. Captain Jack - The Invasion** (EMI)
- **10. Carlos Santana - Deacon Blues** (Virgin)

#### SWEDEN

- **1. Spice Girls - Wannabe** (Virgin)
- **2. Celine Dion - Because You Loved Me** (Sony)
- **3. Spice Girls - Wannabe** (Virgin)
- **4. My President - Con Jumbo** (BMG)
- **5. Los Del Rio - Macarena** (EMI)
- **6. Fugees - Killing Me Softly** (Columbia)
- **7. Hansi Hinterseer - Trium Mit Mir** (EMI)
- **8. Peter Andre - Mysterious Girl** (BMG)
- **9. Eros Ramazotti - Dove C'E Musica (BMG)**
- **10. Backstreet Boys - Backstreet Boys** (BMG)

#### HOLLAND

- **1. Party Animals - Aquarius** (Kid/Ronde
deur)
- **2. Spice Girls - Wannabe** (Virgin)
- **3. Fugees - Killing Me Softly** (Columbia)
- **4. Los Del Rio - Macarena** (EMI)
- **5. Mr. President - Con Jumbo** (BMG)
- **6. Peter Andre - Mysterious Girl** (BMG)
- **7. Oasis - Morning Glory?** (PolyGram)
- **9. Celine Dion - Falling Into You** (Columbia)
- **10. Various - Live In Concert** (EMI)

#### BELGIUM

- **1. Fugees - Killing Me Softly** (Columbia)
- **2. Fugees - Killing Me Softly** (Columbia)
- **3. Fugees - Killing Me Softly** (Columbia)
- **4. Fugees - Killing Me Softly** (Columbia)
- **5. Rob De Nijs - Banger Hart** (EMI)
- **6. Oasis - Morning Glory?** (PolyGram)
- **7. Oasis - Morning Glory?** (PolyGram)
- **8. Fugees - Killing Me Softly** (Columbia)
- **9. Various - Live In Concert** (EMI)
- **10. Various - Live In Concert** (EMI)

#### FINLAND

- **1. Prince - Purple Rain** (Virgin)
- **2. Mr. President - Con Jumbo** (BMG)
- **3. Pet Shop Boys - So A Vida** (EMI)
- **4. Walks - Move Your Body** (Blue Bobolis)
- **5. Various - Live In Concert** (EMI)
- **6. Mr. President - Con Jumbo** (BMG)
- **7. Oasis - Morning Glory?** (PolyGram)
- **8. Oasis - Morning Glory?** (PolyGram)
- **9. Oasis - Morning Glory?** (PolyGram)
- **10. Oasis - Morning Glory?** (PolyGram)

#### PORTUGAL

- **1. Unique 2 - Break My Stride** (Sony)
- **2. Fugees - Killing Me Softly** (PolyGram)
- **3. Kelly Family - Can't Help Myself** (EMI)
- **4. Spice Girls - Wannabe** (Virgin)
- **5. Ani Lorak - Mysterious Girl** (EMI)
- **6. No Mercy - Where Do You Go** (EMI)
- **7. Various - Live In Concert** (EMI)
- **8. Peter Andre - Mysterious Girl** (BMG)
- **9. Faithless - Insomnia** (Insomnia)
- **10. Hansi Hinterseer - Trium Mit Mir** (EMI)

#### SWITZERLAND

- **1. Fugees - Killing Me Softly** (Sony)
- **2. Funko - Changes** (Sonnen)
- **3. Kelly Family - I Can't Help Myself** (EMI)
- **4. Spice Girls - Wannabe** (Virgin)
- **5. Various - Live In Concert** (EMI)
- **6. Oasis - Morning Glory?** (PolyGram)
- **7. Various - Live In Concert** (EMI)
- **8. Various - Live In Concert** (EMI)
- **9. Hansi Hinterseer - Trium Mit Mir** (EMI)
- **10. Various - Live In Concert** (EMI)

#### HUNGARY

- **1. Fugees - Killing Me Softly** (Sony)
- **2. Gyllene Tider - Gyllene Tider P 3** (EMI)
- **3. Fugees - Killing Me Softly** (Sony)
- **4. Robert Cook - I Want To Let You Know** (EMI)
- **5. Oasis - Morning Glory?** (PolyGram)
- **6. Oasis - Morning Glory?** (PolyGram)
- **7. Oasis - Morning Glory?** (PolyGram)
- **8. Robert Miles - Dreamland** (Polydor)
- **9. Oasis - Morning Glory?** (PolyGram)
- **10. Oasis - Morning Glory?** (PolyGram)
After almost two months of *Killing Me Softly*, there is a change of the guard at the Eurochart Hot 100. The successful *Puff the Magic Dragon* (Ruffhouse/Columbia) has had to leave the chart's number 1 slot after eight consecutive weeks of chart reign. Although on a national level it remains number 1 in France and Hungary this week, as well as maintaining its position in Belgium (number 1), Switzerland (1), Italy (2) and Sweden (3), the hip-hop single has diminishing positions in eight other European countries, the loss of a ballet and the descent to number 2 in the Eurochart Hot 100.

The new number 1 is *Wannabe* by Spice Girls, marking the first consecutive weeks of chart reign. Although on a national level it climbs to number 1 in Sweden and Portugal and new in Spain number 1 in Sweden, to number 2 in Germany and Holland, to number 4 positions in Belgium (number 1), Switzerland (1), Italy (2) and Sweden (3), the single scores its biggest week of singles sales collected, compiled, and provided by SoundScan.

European Alternative Rock Radio Top 25

<table>
<thead>
<tr>
<th>Position</th>
<th>Artist/Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><em>Killing Me Softly</em></td>
<td>BPI Communications BV</td>
</tr>
<tr>
<td>2</td>
<td><em>Puff the Magic Dragon</em></td>
<td>RCA</td>
</tr>
<tr>
<td>3</td>
<td><em>Smells Like Teen Spirit</em></td>
<td>Hollywood Records</td>
</tr>
<tr>
<td>4</td>
<td><em>Lose Control</em></td>
<td>Virgin</td>
</tr>
<tr>
<td>5</td>
<td><em>Let's All Chant</em></td>
<td>Epic</td>
</tr>
<tr>
<td>6</td>
<td><em>Shout It Out</em></td>
<td>Virgin</td>
</tr>
<tr>
<td>7</td>
<td><em>Je Vous Aims Adieu</em></td>
<td>Arista</td>
</tr>
<tr>
<td>8</td>
<td><em>Ironic</em></td>
<td>A&amp;M</td>
</tr>
<tr>
<td>9</td>
<td><em>I Give You My Heart</em></td>
<td>Sony S2</td>
</tr>
<tr>
<td>10</td>
<td><em>Macarena</em></td>
<td>Polydor</td>
</tr>
<tr>
<td>11</td>
<td><em>Fever</em></td>
<td>BMG/RCA</td>
</tr>
<tr>
<td>12</td>
<td><em>I Am, I Feel</em></td>
<td>Warner Bros.</td>
</tr>
<tr>
<td>13</td>
<td><em>Spinning The Wheel</em></td>
<td>Universal Music Group</td>
</tr>
<tr>
<td>14</td>
<td><em>Born Slippy</em></td>
<td>Atlantic</td>
</tr>
<tr>
<td>15</td>
<td><em>Hurt</em></td>
<td>Virgin</td>
</tr>
<tr>
<td>16</td>
<td><em>Stolen Car</em></td>
<td>RCA</td>
</tr>
<tr>
<td>17</td>
<td><em>Flawless</em></td>
<td>BMG/RCA</td>
</tr>
<tr>
<td>18</td>
<td><em>Save Tonight</em></td>
<td>Sony S2</td>
</tr>
<tr>
<td>19</td>
<td><em>Take Me Away</em></td>
<td>Atlantic</td>
</tr>
<tr>
<td>20</td>
<td><em>Ready Or Not</em></td>
<td>Virgin</td>
</tr>
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</table>

European Dance Radio Top 25

<table>
<thead>
<tr>
<th>Position</th>
<th>Artist/Title</th>
<th>Label</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td><em>F</em>* K** I** L** I** N** K** I** N** G** M** E** S** F** O** L** Y** (Ruffhouse/Columbia)</td>
<td>BPI Communications BV</td>
</tr>
<tr>
<td>2</td>
<td>*3rd ft. Michael Jackson/Who(M) (MCA)</td>
<td>MCA</td>
</tr>
<tr>
<td>3</td>
<td>*Toni Braxton’s You’re Makin’ Me High (LaFace)</td>
<td>LaFace</td>
</tr>
<tr>
<td>4</td>
<td>*Outkast - Elevators (Me &amp; You)</td>
<td>Interscope</td>
</tr>
<tr>
<td>5</td>
<td>*Maxi Priest feat. Shaggy That Girl (Virgin)</td>
<td>Virgin</td>
</tr>
<tr>
<td>6</td>
<td>*John Mellencamp - Key West Intermezzo (Mercury)</td>
<td>Mercury</td>
</tr>
<tr>
<td>7</td>
<td>*SSW - Use Your Heart (RCA)</td>
<td>SSW</td>
</tr>
</tbody>
</table>

European Alternative Rock Radio (EARR) Top 25 is based on a weighted scoring system. It is compiled on the basis of playlists of European stations programming alternative rock for 12-34 years, listened to or during specific departs.

The European Dance Radio (EDR) Top 25 is based on a weighted scoring system. It is compiled on the basis of playlists of European stations programming various genres of dance music for 15-25 years, listened to or during specific departs.
Sweden
Issue no. 40
Booklet deadline: September 9
Publish date: October 5
Norway
Issue no. 41
Booklet deadline: September 25
Publish date: October 12
Denmark
Issue no. 42
Booklet deadline: September 19
Publish date: October 9

France
Issue no. 43
Booklet deadline: October 26
Publish date: October 9

Belgium
Issue no. 44
Booklet deadline: October 23
Publish date: October 20

Traditional
Issue no. 44
Publication date: November 2
Booklet deadline: October 16

Holland
Issue no. 45
Publication date: November 9
Booklet deadline: October 23

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M & M AIRPLAY
MUSIC & MEDIA
22 SEPTEMBER 14, 1996

RADIO DÆGFJORD/Arhus 2
d Radiohead-Beautiful Day
Player Additions:
Peter Austrup-Beautiful Day

RADIO BERGEN/Mo.
Player Additions:
Alien Romance-Beautiful Feeling

RADIO DÆGFJORD/Arhus 3
d Radiohead-Beautiful Day
Player Additions:
Peter Austrup-Beautiful Day

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Player Additions:
Alien Romance-Beautiful Feeling

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Alien Romance-Beautiful Feeling

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Player Additions:
Alien Romance-Beautiful Feeling

RADIO BERGEN/Mo.
Player Additions:
Alien Romance-Beautiful Feeling

RADIO BERGEN/Mo.
Player Additions:
Alien Romance-Beautiful Feeling

RADIO BERGEN/Mo.
Player Additions:
**LISTENERS DECRY URBANISM**

**BROADCAST WORLD**

**Aerosmith**

**Alternative**

**Bands**

**Blues**

**Classical**

**Country**

**Fantasy**

**Funk**

**Gospel**

**Groups**

**Hip Hop**

**Jazz**

**Latin**

**Marvin Gaye**

**Metal**

**Miles Davis**

**Musicals**

**Orchestras**

**Punk**

**R&B**

**Rap**

**Reggae**

**Rock**

**Soul**

**Sports**

**TV**

**Video**

**World Music**

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**NEW MUSIC**

**Now Playing**

**Top 40**

**Weekly Chart**

**urrent**

**Additions**

**Playlists**

**Programs**

**Music**

**Television**

**Videos**

**Songs**

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**M&M AIRPLAY**

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**Objective**

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**MUSIC & MEDIA**

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**SEPTEMBER 14, 1996**

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**My GIRLFRIEND'S GIRLFRIEND**

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**CURRENT SINGLE**

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**October**

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Swedes To Boost Eurovision?

continued from page 1

names like Ace of Base, Roxette and ABBA having won Eurovision in the past. Last year, the Swedish entry by One More Time finished third. One producer, Jan Jingrdy, says his team wants to give the competition a new musical profile. Feveres have been put out in the industry, and some feel there have been no outright rejections, although SVT is aware that many top artists wouldn’t want to risk their credibility by participating in Eurovision. A further problem could be language. Sweden’s international stars have made their name in English, but the Eurovision bosses prefer artists to keep their own national tongue.

Norway’s New Chart continued from page 1

weren’t exclusive, we probably wouldn’t need it. The (commercial) media need a chart for their programming.” Pilot list- ings are currently being produced, and Fasting expects to launch by the autumn. Although the exact ratio of sales to airplay data has yet to be determined, Fasting expects the sales element to be slightly greater. Sales data will be electronically delivered through the use of bar codes and transmitted by modem every Sunday to Fano’s on-line system. The exact number of record stores is not revealed by Fasting but, “there are several hundred and still cover a large part of the market.”

Airplay information will come from a group of 73 radio stations. Fano, who has been compiling and publishing a radio airplay chart for the last five years, is currently in negoti- ation with airplay monitoring organisation for the provision of more exact and reliable data. The Norwegian record industry is cautiously monitor- ing the new developments. The VG charts are compiled by VG media research, while the GGF, through which all the major and independent labels are represented. A change is not necessarily for the better, according to Sony Music Nor- way marketing manager Ditlef M. Jacobsen. “We are quite con- cerned that a new chart will appear somewhere in the con- sumer. Launching new charts are not always in the best interest of the (record) industry. I am also not yet convinced whether the two charts will be much different to each other.”

BMG Norway marketing director Elly Joys welcomes the increased role of airplay in the new charts but cautions, “I am not sure whether the retailers will give away their data to a new body. They have existing agreements whether the two charts will be a still a lot of problems to be solved. But I do believe it is important that airplay is taken into account. The airplay charts are integral to our business and I welcome mixing it with sales data.”

Combined sales/airplay data is also currently the model for Belgium, Germany, Spain and Austria, and the German Chart Coordination is looking more and more into account. The airplay charts are crucial to our business and I welcome mixing it with sales data.”

Walmesly’s speech was mixed. Hallam FM/Sheffield pro- gramme controller Dave Sherer found Walmesly’s comments on DAB in conflict with the radio industry’s popular views on the technology. Sherer commented, “He said traditional radio will remain the main staple diet of radio audiences. It’s interesting that he’s saying DAB won’t catch on, and everyone in the com- mercial radio industry—who are behind DAB—says it will. This is a man [Walmesly] who is supposed to be in the know.”

Chief executive of Empa Radio, Tim Schoonmaker, questioned Walmesly’s asser- tion that bigger groups will make for better radio. Schoon- maker said, “He [Walmesly] talked about adding value to long-established radio sta- tions. That is a very vague question that. ITV (the UK commercial TV sector) has yet to show how they can add a lot of value to who they are doing.”

Additional reporting by Mike McGeever, Broadcasting Edi- tor, Music Monitor

Nazis Off Air continued from page 1

Lars Kihof said at the time, “I would rather grant it myself than have it dictated from above. We want to be able to influence the terms of the broadcasting licence.”

The authority vowed that they would monitor each word Oasen Radio broadcast. No estimates exist as to how many listeners Oasen had, but the station broadcast from a 12 metre-high transmitter, and could reach listeners in the “four towns” area. Radio Oasen did not have a period in which it may appeal against the radio authority’s decision.
EHR Top 40

**Airplay Action**

The EHR Top 40 is grabbed by a newcomer on the format, Welsh-born, US-signed Donna Lewis. The accessible I Love You Always Forever kicks off at number 29 with a 37-station roster by its side, including 10 new adds. At this stage the single enjoys playlist appearances in 13 European countries, the UK and Denmark standing out as most supportive (65%-69% penetration). On a regional level, Lewis has entered the UK and Scandinavian listings this week—at number 14 and number 20, respectively (see page 27). A detailed story on the artist appears on page 11.

Meanwhile, Jamiroquai’s Virtual Insanity leaps up from number 29 to 15 in Radio Active form, following a revival of last week’s highest new entry. Propelled by 15 first-time reports in 10 countries, including three new adds in Italy, the UK act has landed a 63-station roster, encompassing 12 territories. Italy now leads the pack with a 73% acceptance level, while the UK—last week’s leader with 63%—now stands in second place with 69%.

**New Top 20 Contenders**

**Most Added**

German Michael/Saying You The Wh/ (Virgin) 11
E.R.M./IMAGE THE LETTER/ (Warner Brothers) 10

**Top 5 EHR Five Years Ago**

1. Bryan Adams/Everything I Do I Do It For You/ (A&M)
2. Dolly Parton/Come On Feel The Rhythm Of The Night/ (Virgin)
3. Dire Straits/True Love Will Find Us/ (Reprise)
4. Paul McCartney/In The World Of My Own/ (Parlophone)
5. Michael Jackson/Scream/ (MJJ)

**Chartbound**

Scorpions/Does Anyone Know* (East West) 197
Maxwell/Ascension (Don’t Ever Wonder) (MCA) 138
Leah Andreone/It’s Allright, It’s OK* (RCA) 149
Captain Jack/Soldier, Soldier (Atlantic) 131
Vanessa Williams/Where Do We Go From Here (MCA) 122

**Most Added**

George Michael/You’ve Got A Friend (Columbia) 18
R.E.M./E-Bow The Letter/ (East West) 16

**Previous Week’s Entries**

New Edition/E Hit Me Off/ (MCA) 19
Pearl Jam/Who You Are (Epic) 19
Nas/If I Ruled The World* (Columbia) 17
Tracy Bonham/Mother Mother* (Atlantic) 17
Carrere/At The Top* (RCA) 17
Beat System/Fresh/ (Blow Up) 16
Bob Marley/The Wailers/What A Wonderful World (Island) 16
Mylene Farmer/Comme J’Aime Mal (Virgin) 15
SoulTrain/Can’t Take My Hands Off You (Coconut/Arista) 15

**Most Added**

Geoffrey American/I’ll Be There/ (Virgin) 2
George Michael/With Every Heartbeat/ (Sony) 2
Border Breakers
Mainland European records breaking out of their country of signing

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The charts on this page track the border-crossing movement of product. The Border Breakers chart ranks the 25 most successful Continental European records making airplay impact outside their country of signing (airplay achieved in the original country is excluded from the calculations). The second chart, Channel Crossovers, registers the airplay penetration of UK-signed artists in mainland Europe, while the third Top 25, the Atlantic Crossover chart, ranks the most successful non-European artists according to airplay impact in Europe.

All charts are non-format specific. "Country Of Signing" is not necessarily an indication of where the artist comes from but, more significantly, where he/she is signed. An increasing number of national artists are signed to "foreign" labels and M&M aims to acknowledge the crossover impact of such deals.

For all entries appearing on this chart, the Country Of Signing is UK or Ireland.
United Kingdom

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Scandinavia

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<td>15</td>
</tr>
<tr>
<td>7</td>
<td>R.E.M./Let The Letter</td>
<td>(Warner Brothers)</td>
<td>14</td>
</tr>
<tr>
<td>8</td>
<td>Joaquin Sabina/Se Importa El Rap</td>
<td>(Atresia)</td>
<td>13</td>
</tr>
<tr>
<td>9</td>
<td>Ricky Martin/Te Amo</td>
<td>(EMI)</td>
<td>12</td>
</tr>
<tr>
<td>10</td>
<td>Gloria Estefan/Yo Me</td>
<td>(Epic)</td>
<td>11</td>
</tr>
<tr>
<td>11</td>
<td>Bryan Adams/Make A Night</td>
<td>(A&amp;M)</td>
<td>10</td>
</tr>
<tr>
<td>12</td>
<td>Selena Gomez/Lo Manne</td>
<td>(RCA)</td>
<td>9</td>
</tr>
<tr>
<td>13</td>
<td>Stingf'm Me Happy</td>
<td>(Atlantic)</td>
<td>8</td>
</tr>
<tr>
<td>14</td>
<td>Celine Dion/De Becete</td>
<td>(Sony)</td>
<td>7</td>
</tr>
<tr>
<td>15</td>
<td>Jamiroquai/Virtual Insanity</td>
<td>(Parlophone)</td>
<td>6</td>
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<tr>
<td>16</td>
<td>Eta Badu/Ruthie L'Edunsa</td>
<td>(EMI)</td>
<td>5</td>
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<tr>
<td>17</td>
<td>Boney M/Make A Night</td>
<td>(Polydor)</td>
<td>4</td>
</tr>
<tr>
<td>18</td>
<td>Spikes Girls/Wassalle</td>
<td>(Virgin)</td>
<td>3</td>
</tr>
<tr>
<td>19</td>
<td>Neneh Cherry/Wassalle</td>
<td>(Virgin)</td>
<td>2</td>
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<tr>
<td>20</td>
<td>M. R. St. Clair/Habla</td>
<td>(Polydor)</td>
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Compiled by M&M on the basis of playlist reports, using a weighted-scoring system, based on audience size.

Murielie Rutet - Stations Relations Manager Austero MCM Entertainment Europe - London
Suzanne Vega

Suzanne Vega
nine objects of desire

the new album
nine objects of desire

includes
the new single
no cheap thrill

AmericanRadioHistory.Com