

MUSIC & MEDIA

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Europe's Music Radio Newsweekly . Volume 8 . Issue 33 . August 17, 1991. £ 3, US\$ 5, ECU 4

Labels Mull Sales Chart Operations

by the M&M staff

Sales charts are an indispensable tool for the record industry. Although a continuous source of debate, most European executives are fairly content with the services that are on offer.

Probably the most influential chart in Europe is the CIN-commissioned chart that is compiled by Gallup for Music Week, BBC and (retail organisation) BARD.

EMI Records MD Rupert Perry believes it is the most accurate one in the world. "But the singles buyer is a minority of the record-buying public and the chart reflects those interests.

"I don't think the albums chart is broad enough because it is restricted to artist-only albums. It means nothing to retailers who just want to know the best-selling albums. I would prefer to see one chart for all album sales and separate charts for artist-only and compilation albums."

Says Tony Powell, MCA Records MD and chairman of the BPI charts committee, "The BPI took the decision to make the album chart artists-only; I believe it has been the correct decision. It has been valuable in promoting new UK talent to the rest of the world. What we've failed to do so far is to come up with a good way of reflecting all album sales in one chart and promoting it properly. We're working on it."

Powell is firmly opposed to any airplay element in the charts, contrary to practices of MRIB's rival Network Singles Top 100. "It opens the door to corruption and we have had proof of that in



MAESTROS OF MONTREUX — Against a backdrop of the Alps surrounding Lake Geneva, many of the world's finest musicians gathered to participate in the 25th Montreux Jazz Festival. Here addressing a press conference are (l-r) the Reverend (and gospel singer) Jesse Jackson, co-producer/conductor Quincy Jones and festival founder Claude Nobs.

the US. Any form of market research is vulnerable to manipulation. But the methods used are either spotted by the system or are so expensive that they aren't worthwhile. Spotting the manipulation is in some ways easier than proving it."

Apart from the MRIB chart, Germany is the only market taking airplay data into account. The national Single Top 100, compiled by Media Control/BPW, weights positions 51-100 with airplay on a scale from 25% to 75%. Despite recent protest from dance labels (see separate story, page 1), major label executives are satisfied with the change.

Phonogram MD Louis Spillmann believes it is the best system "we could have" but notes, "the problem is that the market is very divided and specialty dealers that sell lots of records are not weighted heavily enough. This is especially bad for rock artists. We'll sell 20,000 singles on the new Metallica but the record will

not chart because specialty dealers will do most of the business."

Chrysalis MD Jochen Kraus does not feel the chart is open to rigging. "The tests cover too much territory to be manipulated by a few dealers or manufacturers. The only recurring problem is that in the singles chart there is often a yo-yo effect: a record charts, then goes down or out of the chart, and then comes back in at a much higher position. It's difficult for dealers to judge what to stock and presents a problem for the manufacturer trying to anticipate pressing volume."

Although generally satisfied with its methodology and its services, Sony Music MD Jochen Leuschner is making a plea for more "formatted" sales charts. "The market is becoming so segmented that perhaps we should soon be considering different charts for different types of music, a practice common in the US." EMI Switzerland MD Peter Mampell is happy

(continues on page 22)

MCA Music Ent. Debuts In Germany

by Machgiel Bakker

MCA Music Entertainment is further intensifying its presence in the worldwide record business by having officially registered its first wholly owned company in Germany, named MCA Music Entertainment GmbH.

Following the July 1 opening of MCA Victor in Japan—a 50/50 joint-venture operation with JVC and VMI, the Hamburg-based company will be mar-

keting the MCA, Geffen and GRP labels and is expected to generate sales of DM35-40 million (app. US\$20-23 million) during 1991.

Headed by former Sony Music Austria MD Heinz Canbol, the majority of the company's management team is in place. Apart from marketing manager Jorg Eiben, who already joined the company on January 1, the players include financial con-

(continues on page 22)

German Dance Labels Protest Chart Methodology

by Bob Lyng

The recent changes in the method of compiling the official German Top 100 singles charts has aroused considerable protest, especially from independent dance labels and producers. Many of them have decided to form the Interest Group Dance Music (IGDM) coalition.

On May 27, the first charts in which airplay was weighted incrementally for the no. 51—100 slots were published by *Der Musikmarkt*. The first 50 slots are compiled strictly on sales, while no. 51 is calculated with 75% sales and 25% airplay. The amount of airplay weighting increases by 1% per slot. So, no. 100 is determined 25% by sales, 75% by airplay.

This, according to Logic Records' Matthias Martinsohn, has had catastrophic results on the chart placement of dance

music. He says, "With the exception of a small handful of maxi-single programmes, dance music does not have much of a chance to get played on the radio."

In Martinsohn's opinion, it is, therefore, not possible to compile a fair chart system for dance

(continues on page 22)

No. 1 in EUROPE

European Hit Radio

BRYAN ADAMS
(Everything I Do) I Do It For You
(A&M)

Coca-Cola Eurochart

BRYAN ADAMS
(Everything I Do) I Do It For You
(A&M)

European Top 100 Albums

R.E.M.
Out Of Time
(Warner Brothers)

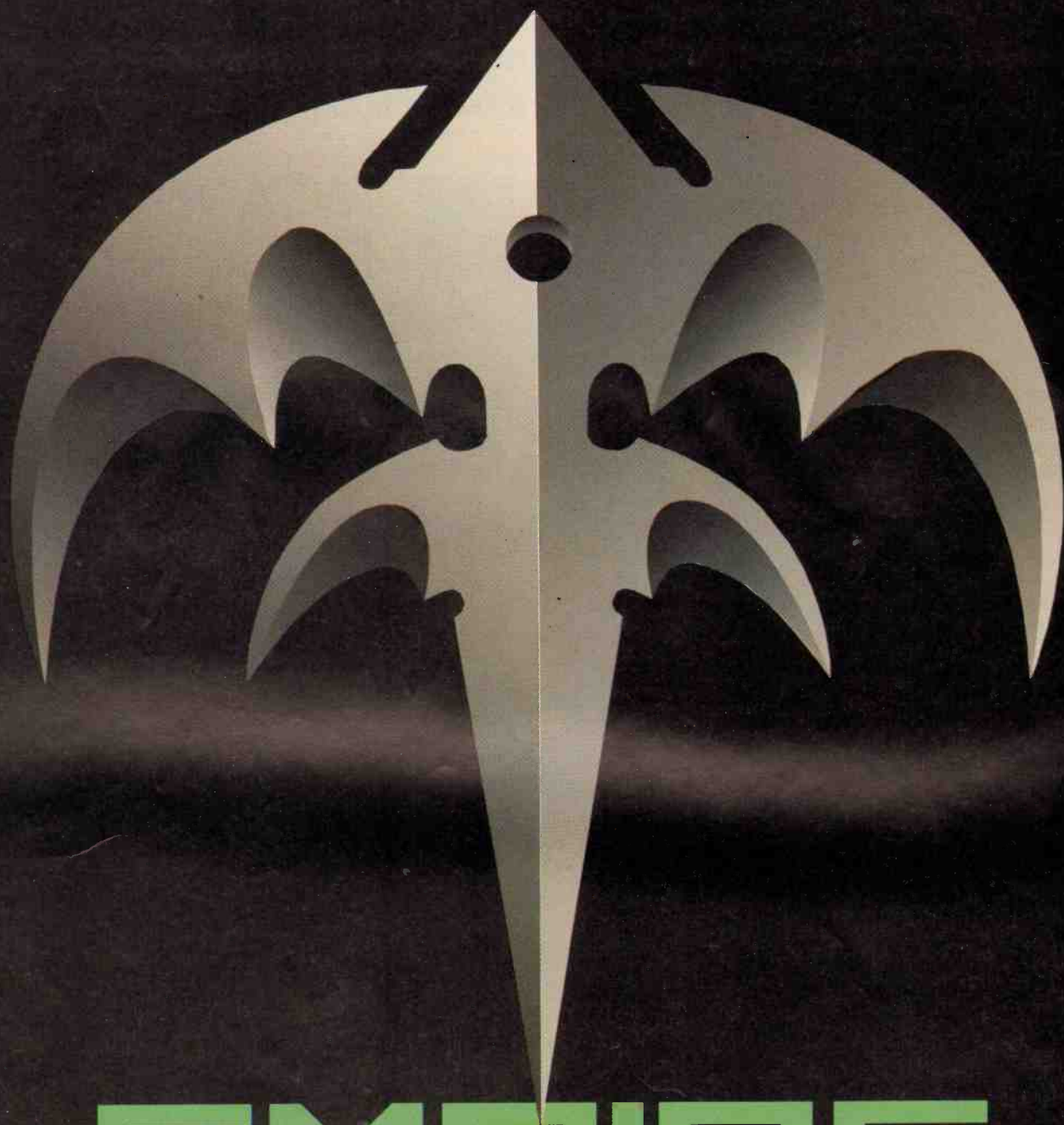
SAILOR

The Charts Are Dancing
La Cumbia

EHR
CHARTBOUND
THIS WEEK



QUEENS RÿCHE



EMPIRE

THE TOP TEN US ALBUM

*Featuring the top ten US hit 'Silent Lucidity'
New European single 'Jet City Woman'*

ON TOUR IN EUROPE WITH AC/DC

10/8 COPENHAGEN	27/8 BERLIN	1/9 NIJMEGEN	11/9 GRAZ
17/8 DONINGTON	28/8 BERLIN	6/9 ZURICH	14/9 MODENA
24/8 MUNICH	30/8 BELGIUM	7/9 MAINZ	21/9 PARIS
25/8 BASEL	31/8 HANNOVER	8/9 GELSENKIRCHEN	22/9 LUXEMBOURG
			24/9 BARCELONA

EMI

EMI

ROL Offers Guitar Legends Festival

by Hugh Fielder

The radio rights to the **Guitar Legends Festival** in Seville this October will include a sponsorship package. It marks what is believed to be the first time a major music event has been syndicated in Europe with sponsors already in place.

The five-day festival, featuring over 30 of the world's leading guitarists of all styles performing in the new La Cartuja Auditorium, is being sponsored by **Expo 92** and an as-yet-unnamed multinational company which will be confirmed early in September.

Says **Steve Saltzman**, MD of **Rock Over London**, which is syndicating the event worldwide, "Sponsorship means that the licence fee for covering the event is lower and therefore more attractive."

Saltzman says that while negotiating radio deals with pre-sold sponsorship has not been easy, "it has been interesting." In addition to live access to the five concerts, the agreement also

includes a one-hour documentary to be aired before the festival and a trailer and competition package.

Explains Saltzman, "The stations will make up their own documentary from a wealth of material supplied by us. That will enable them to focus on particular artists and styles for their own marketplace."

"There will be a separate radio crew getting its own material from the artists taking part, who have agreed to set aside a day for interviews. They'll be talking about the one thing they love doing—playing guitar."

The competition element will run in three stages with a major prize, paid by participating stations, of 200 all-expenses-paid tickets to attend the festival. Other prizes include free **Epiphone** guitars and CDs of the artists involved. Saltzman says over 20 promo trailers using different artists will be available.

ROL reports it is in-advanced negotiations with the national stations in France, Italy, Spain, Denmark, Czechoslovakia, Finland,

Sweden and Norway. Talks with the Dutch public network have been, Saltzman says, "very difficult. We will probably end up doing a deal with (cable) **Radio 10's Power FM**."

German negotiations will depend on which TV station gets the rights, but Saltzman argues that the timing of the performances will give radio an added bonus. "The concerts will run from 22.30-24.00, which is perfect for radio schedules, particularly as TV may well reschedule some of the shows for later. Radio stations also have the opportunity to be on-site if they wish."

In the UK, **Guitar Legends** executive producer **Tony Hollingsworth** of **Tribute Productions** has already agreed to a broadcasting deal with **BBC Radio 1** and **BBC2 TV**. Hollingsworth says that the concerts will be individually themed. **George Duke**, **Dave Edmunds**, **Roxy Music's Phil Manzanera** and **Queen's Brian May** are among the nightly musical direc-

tors. "The shows will be carefully structured and rehearsed so that there will be genuine interplay between artists as they duet together rather than just jamming," says Hollingsworth. "Each artist will play a few numbers before being joined by another guitar legend who will perform alongside him. The first guitarist will then leave to allow his fellow guitarist to play on his own before he is joined in turn by someone else."

Artists so far confirmed for the festival include **George Benson**, **Jack Bruce**, **Stanley Clarke**, **Albert Collins**, **Larry Coryell**, **Robert Cray**, **Steve Cropper**, **Bo Diddley**, **B.B. King**, **Paco De Lucia**, **John McLaughlin**, **Roger McGuinn**, **Joni Mitchell**, **Les Paul** and **Joe Satriani**.

Seven more "guitar legends" have still to be announced and Hollingsworth says that no one has yet been ruled out. "Not even **Chuck Berry**, who is currently asking for a million dollars!"

Upcoming Album Releases

Artist	Title	Label	Producer
All About Eve	<i>Touched By Jesus</i>	Mercury	Wayne Livesey
Animal Logic	<i>Animal Logic</i>	IRS	Animal Logic/Tony Berg
Bad English	<i>Backlash</i>	Epic	Ron Nevison/Tony Phillips
Birdland	<i>Birdland</i>	Radioactive	Philip Tennant
Bomb The Bass	<i>Unknown Territory</i>	Epic	Tim Simenon
Botany 5	<i>Into The Night</i>	Virgin	Calum Malcolm
Burning Flames	<i>Dig</i>	Mango	Not listed
Burning Spear	<i>Jah Kingdom</i>	Mango	Not listed
Tony Christie	<i>Welcome To My Music</i>	BMG Ariola	Jack White
Compton Most Wanted	<i>Straight Checkin' 'Em</i>	Epic	DJ Slip/Unknown
Brendan Croker	<i>The Great Indoors</i>	Silvertone	Barry Beckett
Neil Diamond	<i>Lovescape</i>	Columbia	Neil Diamond/Variou
The Don	<i>Make Up The Party</i>	RAL	Variou
The Doves	<i>Affinity</i>	Elektra	T. Li Puma/David Z.
The Fatima Mansions	<i>Viva Dead Ponies</i>	Radioactive	Cathal Coughlan
Five Thirty	<i>Bed</i>	East West	Marc Waterman/George Shilling
Laurie FreeLove	<i>Smells Like Truth</i>	Chrysalis	Variou
Fun Foundation	<i>Fun Foundation</i>	Pendulum/Elektra	Rainer Preuss
Miguel Gallardo	<i>1+1=3</i>	Metronome	Nick Patrick
Jerry Garcia Band	<i>Jerry Garcia Band</i>	Arista	Not listed
Johnny Griffin	<i>The Cat</i>	Antilles	Not listed
Dee Harvey	<i>Just As I Am</i>	Motown	Teena Clark
Robin Hitchcock & The Egyptians	<i>Perspex Island</i>	A&M	Paul Fox
James Ingram	<i>Best Of...</i>	Warner Brothers	Variou
Jethro Tull	<i>Catfish Rising</i>	Chrysalis	Ian Anderson
Julian Joseph	<i>The Language of Truth</i>	East West	The Joseph Family
Katrina & The Waves	<i>Pet The Tiger</i>	Virgin	Gordon Bennet
King Of Fools	<i>King Of Fools</i>	Imago	John Punter/Roy White
La La	<i>La La</i>	Motown	Variou
Latesha	<i>Latesha</i>	Motown	Variou
Latin Alliance	<i>Latin Alliance</i>	Virgin	Not listed
Julian Lennon	<i>Help Yourself</i>	Virgin	Bob Ezrin
Lisa Lisa & Cult Jam	<i>Straight Outta Hell's Kitchen</i>	Columbia	C&C/Full Force
Loudhouse	<i>For Crying Out Loud</i>	Virgin	Joe Martin
Martika	<i>Martika's Kitchen</i>	Columbia	Variou
Merlin	<i>The New Rap Messiah</i>	Warner Brothers	Not listed
Metallica	<i>Metallica</i>	Vertigo	Bob Rock/Hetfield & Ulrich
The Michael Schenker Group	<i>One Night At Budokan</i>	Chrysalis	MSG/D. Wooley/D. Kirkwood
OST	<i>Dying Young</i>	Arista	Variou
OST	<i>The Commitments</i>	MCA	Alan Parker
Pearl Jam	<i>Ten</i>	Epic	Bruno Ravel/Steve West
Elvis Presley	<i>Collector's Gold</i>	RCA	Variou
Pretty In Pink	<i>Wake Up</i>	Motown	Variou
Reverend	<i>Play God</i>	Virgin	Michael Rosen
Chubb Rock	<i>The One</i>	Select/Elektra	Not listed
Roadhouse	<i>Roadhouse</i>	Vertigo	Variou
Shaka	<i>Shaka</i>	Arista	Mike Mangini
Schascle	<i>Schascle</i>	Warner Brothers	Patrick Leonard
The Specials	<i>Singles - Best Of...</i>	Chrysalis	Variou
Splash	<i>Splash</i>	WEA	Avenue
Squeeze	<i>Play</i>	Warner Brothers	Tony Berg
The Storm	<i>The Storm</i>	Interscope	Beau Hill
J.T. Taylor	<i>Feel The Need</i>	MCA	Variou
Chris Thompson	<i>Beat Of Love</i>	BMG Ariola	Harold Faltermeyer
U.F.O.	<i>Strangers In The Night - Live</i>	Chrysalis	Ron Nevison
Various Artists	<i>Living Large</i>	Def Jam	Variou
Wild Horses	<i>Bareback</i>	Atlantic	Keith Olsen
Danny Wilson	<i>Sweet Danny Wilson</i>	Virgin	Danny Wilson/Variou
Young Disciples	<i>Road To Freedom</i>	Talkin' Loud	Young Disciples/Demus
Yours Truly	<i>Truly Yours</i>	Motown	Variou

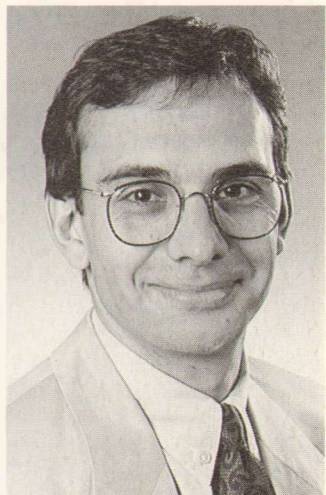
European album releases for the period of August 12 - August 26. Please send your information to Robbert Tilli before August 16 for inclusion in the next release schedule (issue 35). Fax (+31) 20.669 1951.

Rowe SMI MP President

Sony Music Publishing UK managing director **Richard Rowe** has been promoted to the new post of President for **Sony Music International Music Publishing**. Based in New York, Rowe reports to SMI president **Bob Summer**.

Rowe will oversee SMI's publishing operations in all of its affiliate companies, and will also liaise with **Sony Music Publishing US**. Prior to taking his former position 18 months ago, the 12-year company veteran previously held various business affairs executive posts.

Notes Summer, "SMI is committed to growth through artist development. As part of this process, we will aggressively pursue the expansion of our music publishing endeavors. We're confident that Richard will form a strategy to bring SMI's publishing activities to the forefront of the industry." *JG*



Richard Rowe

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

SUBSCRIPTION RATES:
United Kingdom UK£ 135
Germany DM 399
Austria OS 2800
Switzerland Sfr 337
France Ffr 1395
Benelux Dfl 397
Rest of Europe US\$ 249
USA/Canada US\$ 270
Other territories US\$ 288
All prices for 50 issues including postage (airmail)

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Talkin' Loud Hits UK Charts

by Machgiel Bakker

Following a string of club hits, the **Talkin' Loud** label is now making full impact on the pop charts, with three consecutive top 40 successes in the UK.

Founded in September '89 by renowned jazz DJ **Gilles Peterson**, the **Phonogram**-associated dance label has scored with **Incognito** featuring **Jocelyn Brown** (*Always There*), **Omar** (*There's Nothing Like This*) and its most recent UK hit single, **Young Disciples**' *Apparently Nothin'*. All artists have recently released albums, entitled—respectively—*Inside Life*, *There's Nothing Like This* and *Road To Freedom*. The Omar album was originally released last July on the independent **Kongo Dance** label (owned by Omar's father) and has already sold approximately 30,000 copies.

According to Peterson, the label started as a small-budget album deal. "Hein van der Ree

[then Phonogram MD] asked me to set up a label focussing on jazz mixed with funk and soul—an emerging trend at that time. When he left, we were stuck in a kind of limbo. Then, with new MD **David Cliphsham** on board, things started to change in the company. And we suddenly managed to pull singles off the albums. But we were never looking for hits. The first artists I signed, **Galliano** and **Incognito**, were album projects."

Radio has played an important role in breaking the sophisticated dance material of the label into the charts. Apart from its main UK base, Dutch, Italian and Austrian EHR stations have A-listed the **Incognito** track while Omar is featured on Belgian, German and French EHR stations. Both tracks are receiving significant airplay (see EHR Chartbound, page 23).

Peterson has a weekly, two-hour Friday night show on **Jazz FM/London**, entitled 'Something Else' ("I play everything, from rap

to jazz.") and can also boast an extensive experience as club DJ on the continent. "A lot of the young DJs are tuned into what's happening in the clubs," he says. "I spent a lot of time DJ-ing in Germany, Austria and France. That helped a lot."

Talkin' Loud is a typical example of a label born out of the '80s club culture boom. Says Peterson, "But people are de-tuned to seeing live music. **Talkin' Loud** wants to be live music-based and all the artists are real musicians."

Three more artists are scheduled to release albums on the label before the end of the year. They include **K-Creative**, **Perception** and **Tammy Payne**. The latter has already enjoyed some success in the UK with the single *Take Me Now*.

Before starting his own label, Peterson put together various acid jazz compilations in 1988-89 on **Urban/Polydor** together with **Workin' Week's** **Simon Booth**.



BREAKFAST OF CHAMPIONS — Here's **KISS 100 FM/London's** breakfast DJ **Mark Webster** (rear) and specialist DJ **Dennis O'Brien** (front) quaffing cans of **Copperhead Cider**, one of the station's sponsors. Just keep the stuff away from that control desk, boys.

PolyGram Takes 30% Share In Really Useful

PolyGram has acquired a 30% stake in **Andrew Lloyd Webber's Really Useful Holdings** (RUH), with an option to take a majority holding in the year 2003. Under the terms of the deal, **PolyGram** is paying **Lloyd Webber** £68 million (app. US\$115 million), plus another £10 million in 1994. The figure is £600,000 more than the composer paid last year to buy back the half of his company owned by outside shareholders after it was floated on the stock exchange.

In addition, **PolyGram** could

also pay performance-related earn-out payments; the price of buying the 21% needed to gain a majority stake will also be performance-related. In return, **Lloyd Webber** has extended his composer's contract with **RUH** until 2003 and has agreed to provide his services as a theatrical producer and other creative services exclusively to **RUH**.

PolyGram has already financed a number of **Lloyd Webber's** stage productions, and **Polydor Records** has sold over 10 million of his soundtrack albums.

Says **PolyGram** president/CEO **Alain Levy**, "Andrew's decision to both extend and expand his relationship with **RUH** was a major factor in our decision to invest in the future growth potential of this company. Our role will be to provide **RUH** with our worldwide marketing expertise and distribution power. For **PolyGram**, the acquisition represents not only an increase in our repertoire but also a strategic step toward our goal of becoming a broader-based entertainment group." HF

BBC Records Packs Up A&R Department

BBC Records will not be issuing any new releases on its own label. Instead, each **BBC**-related music project will be released through separate arrangements with other companies. As a result, the **BBC Records** A&R department has been disbanded and four staffers

have been made redundant.

Comments **BBC Enterprises** home entertainment director **Tony Greenwood**, "We remain committed to our policy of making available the best of the music associated with **BBC** TV and radio. We believe we will see even greater

success in the future by marketing **BBC** music in cooperation with specialists in the many fields spanned by our output, rather than concentrating this diversity on the **BBC Records** label alone."

Greenwood says that all current and back catalogue titles on **BBC Records** will continue to be available via **Piccadilly**, including the latest *Bringing It All Back Home* double album from the current **BBC2** series on Irish music. HF

Tennent's Move Into Capital's "Golden Game"

Capital Gold/London has signed its largest sponsorship deal with **Tennent's Pilsner** for its sports programming for the 1991-92 season.

It is the brewery's first involvement with radio sponsorship. The package of advertising, sponsorship and promotional activity will cover **Capital Gold's** **Sony** award-winning "The Golden Game" on Saturday after-

noons, and include next season's UK football league, the European Championship, Australian World Cup Cricket and Wimbledon.

Says **Capital** sponsorship manager **Linda Grove**, "The quality of **Capital Gold's** sports output, coupled with the continued audience growth since its inception, has led to the signing of this major sponsorship and advertising deal." HF

Red/Blue CD Plans Halted

by Hugh Fielder

The **Beatles'** record company, **Apple Corps**, has won a High Court order against **EMI** preventing it from releasing the **Beatles'** **Red** (1962-1966) and **Blue** (1967-1970) compilations as two-CD sets this autumn. **EMI** had planned to release the double-album CDs at a retail price of about £20 (app. US\$34), and forecast worldwide sales of 1.5 million each within three months.

Justice Mummery, giving an interim ruling pending a full hearing later this year, said that under the terms of the 1989 agreement between **Apple** and **EMI**, **Apple** had power to veto the release of the albums on CD in their proposed form.

Apple is believed to be in favor of two twin-CD packages that would result, in **EMI's** view, in customer resistance.

The judge said the commercial loss caused to both parties, depending on whether an injunction was granted or not, was impossible to quantify and could result in compensation by damages after the

event. "It can be said with justification that **EMI** walked with their eyes open, or at least half-closed, into a situation which they could have avoided without difficulty by asking for written consent from **Apple**," he said.

This dispute adds a new twist to the long-running royalties battle between **EMI** and **Apple**, which was assumed to have been settled by the 1989 agreement which gave **EMI** exclusive rights to market **Beatles** recordings, subject to certain provisos.

But the details of the 1989 agreement were never made public and the 27 tracks included on the **Red** and **Blue** compilations span the **Beatles'** recording career and cross all the agreements made between **EMI** and the band.

In court, the counsel for **EMI** said the company hoped that the temporary injunction would no more than delay the release. Meanwhile, the company intends to press ahead with plans to issue the CDs as a four-CD boxed set, which it maintains will not breach the agreement. HF

IRN, Sunrise To Air On Astra Satellite

Independent Radio News (IRN) and **Satellite Media Services (SMS)** have signed a deal with Asian station **Sunrise Radio/West London** for news and distribution of commercials and programming on the **Astra 1A** satellite.

IRN will now provide top-of-the-hour bulletins on **Astra** in addition to its existing service on the **Intelsat VI F4** satellite. **Sunrise Radio** is now relaying its programming on **Astra** to its recently acquired **Sunrise FM Bradford**

station. **SMS** will be able to offer advertising agencies and their production houses access to hundreds of stations throughout Europe. Audio will be transmitted during designated windows in **Sunrise's** programme output. HF

EMI Germany Revamps Executive Staff Lineup

EMI Germany divisional MD **Erwin Bach** has expanded his executive staff lineup with the addition of three new directors and several promotions within the company.

Jochen Pack is the new director/special marketing. He was the former chief executive for special publications in the automobile, motorcycle, travel

and sport categories for the giant **Heinrich Bauer Publishing Group**. Pack will be in charge of special marketing, strategic marketing, **EMI Video and Import**, reporting directly to Bach.

Says Pack, "The transition from print to records was easy, as I am a real music lover. The team here really made me feel at home immediately. I'm hard at work making long-term planning schedules for special concept samplers. We have so much great repertoire to choose from. I also plan to work hard on our jazz repertoire, making samplers of great melodic jazz especially suited to people who think that they really don't like jazz."

Michael Golla is the new director/product management. He was formerly at **PolyGram International** and spent the last five years in London as international marketing manager, responsible for artist development and marketing in the pan-European sector.

Golla will now be responsible for the co-ordination and development of **EMI Records (UK)**, **EMI USA**, **Capitol**, **Parlophone** and **SBK** product. Golla notes, "I am very impressed with the success of

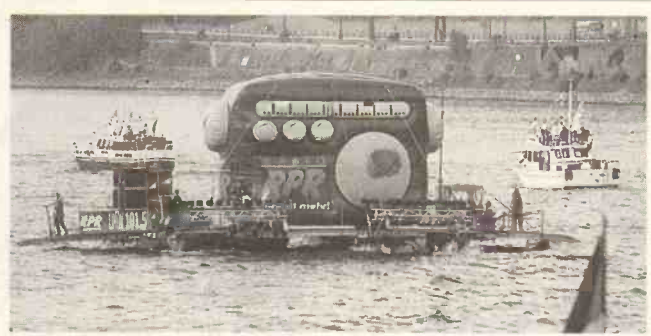
the new EMI after the company split from **Electrola**. I see the new company in an unusually good position to really work on and develop new artists in addition to promoting the superstars we have."

The third director appointment goes to **Marcel Ewald**, who will be director of the new sales marketing department and creative services. Ewald is well known as a creative marketing man, having done special promotions such as sending an airplane around Germany flying a **Joe Cocker** banner; doing a co-op with **Kellogg's** Corn Flakes with 12 million boxes featuring EMI artists on the back; and a summer promotion this year in cooperation with **McDonalds** and its "film news newspaper".

Additionally, **Gert Glinioz** is the new GM for strategic marketing, responsible for back catalogue evaluation and licensing to third parties, reporting to Pack.

After five years as product manager for the EMI-UK label, **Jan Garich** is now GM of product management, reporting to Golla. Reporting directly to Ewald are sales marketing GM **Dieter Burchert** and creative services GM **Guido Wabersky**.

MS



ROLLIN' DOWN THE RIVER — RPR/Rheinland-Pfalz gears up its giant inflatable radio as part of its party/fireworks show called "The Rhein River In Flames" on August 10. Broadcasting live all day and into the evening, RPR presented DJs **Bernd Schmellenkamp**, **Thomas Sauer** and **Frank Laufenberg**, as well as four local bands. The station also launched the inaugural flight of its hot-air balloon at dusk.

BMG Ariola Posts Record Year

by Mal Sondock

After announcing a record-breaking international business year, **BMG Ariola Germany** reports a 20% increase in sales to DM540 million (app. US\$318 million) in the business year ending July 1. This is the best year in the company's history for Germany.

The two main factors in the considerable growth were German repertoire and productions, as well as radio-TV advertised product. MD **Thomas Stein** also cites his company's "satellite system of creative A&R units which developed in the last two years" as a major force. Stein further acknowledges the contributions of Berlin-based **Hansa Records**, with headliners **Blue System** and the **Wildecke Herzbuben**, as well as Frankfurt dance label **Logic** with **Dr. Alban** and **Snap**; both sparked sales domestically and abroad. **Snap** alone sold more than 4.6 million units last year worldwide.

Other local productions credited with boosting sales include albums from **David Hasselhoff**, **Rondo Veneziano** and **Marianne Rosenberg**. **BMG International** stars **Eros Ramazzotti**

from Italy, **Vaya Con Dios** from Belgium and **RCA UK** stars **Rick Astley**, **Eurythmics** and **Londonbeat** added to the hit lists.

Budget business is also booming for the company with the newly acquired **BMG Ariola Miller** company reporting a 33% growth in sales to close to the DM100 million level.

The **BMG Ariola** import service **ARIS** also contributed sales volume of more than DM20 million. After its first active year, the music video division reported a sales volume of DM2.5 million with local production stars **Peter Maffay**, **Snap**, **Blue System** and **David Hasselhoff**, along with Great Britain's **Eurythmics**, leading the pack in turnover.

Stein also expresses satisfaction with the east German part of the country. "In less than a year, we have made contact with 250 specialized retailers and 250 retailers handling records along with other products," he says. "We made a special catalogue for the large supermarkets and department stores which has met the retailer's general approval. The business volume in that area reached almost DM30 million this year."

Stein does point out, however, that big problems exist in the five new German states, due to counterfeit operations coming mainly from Poland and the infrastructure of the new areas, along with the economic problems there.

The sales force of the company was restructured this past year. The new **BMG Ariola Media GmbH**, under the direction of **Albert Czapski**, who takes care of media advertised products, national labels, folk music and German language pop, has given the company more flexibility. The addition of **MCA/Geffen**, **GRP** and national label **Jupiter**, will strengthen the repertoire in the future.

Stein concludes, "BMG Ariola's development will continue to be expansion-orientated. New label contacts and their top products will add to the attractiveness of our repertoire. Innovative activities in the national sector and other structural measures, which will take place in the course of the next few months, will give **BMG Ariola Germany** a leading position in the German music scene for the coming business year as well."

RPR Registers 54% Listener Increase

With the first **M.A.** reports in for 1991, Rheinland-Pfalz statewide private station **RPR** had the largest increase of any station in Germany. **RPR**, which covers the southwest part of the country, registered an average of 200,000 listeners during the 06.00-18.00 period, a whopping 54% jump from the 130,000 hourly listener ratings of 1990. **RPR GM Dr. Horst Fangerau** remarks, "The development of **RPR** shows a constant upwards trend. We're the winners at the expense of the public stations."

PD Dieter Mauer says the reason for the tremendous success

lies in **RPR's** constant research and development. "We are, for instance, planning a listener survey for the fall which will tell us why listeners tune in and tune out. We also want to know if the DJs strongly contribute to the listeners' profile of the station, or if the contents of the show (music and information) is the only factor. Of course, we also constantly use outside institutes to give us input and info in order to improve our programs."

RPR, which targets the general 14+ audience, recently took over the time periods formerly used by **Pro Radio 4** and

now broadcasts around the clock. The station uses an **EHR/gold/recurrent** music format with magazine-type broadcasts dominating the daytime; special music programmes, hit parades and oldie shows cover the evening hours. **RPR** has added a bear mascot, and uses the positioning statement "RPR brings more!"

Its studios in **Ludwigshafen**, **Mainz** and **Koblenz** will be expanded to include a new facility in **Cologne**. There are talks of a second program for the station to start sometime next year, featuring an **MOR** format serving upper demographics. MS

Urban Group Acquires Deutsche Schallplatten

The former DDR-state-owned **Deutsche Schallplatten**, with a repertoire of over 6000 classical productions as well as east German folk and pop music, has been sold to the **Urban Group**, solely owned by 50-year-old **Ulli Urban**.

The record company was formed with a capital outlay of DM6 million (app. US\$3.5 million). All 165 employees are expected to be retained and headquarters will be in the eastern part of Berlin. The **Urban Group** has mainly been involved in the automobile business, with ownership of several import companies and dealerships both in Germany and Canada. **Ulli Urban** has been active as the initiator of the **Schleswig-Holstein Classical Music Festival** in the north German state, on the board of directors of the committee for the development and encouragement of comic opera in Berlin and honorary lecturer for international marketing and

culture management at the Music Academy in Hamburg.

Urban announced, "There will be no sellout of parts of the company, nor do we plan to move divisions to other cities. We intend to be the major east German media enterprise of international importance."

The various labels **Zong**, **Blue Song**, **Gala**, **Musicando**, **Kleeblatt** and the newly named **MFS** (Masterminded For Success), as well as children's repertoire imprints **Billi** and **Kreisel** are being retained.

Medi Gasteiner will now be communications VP and handle A&R for classics at the new enterprise. She was the head of press and promotion for the classical label **Orfeo** in Munich and also worked for **Sony Classical** as well as **Philips Classics** before forming her own PR company. **Ulli Urban** will serve as president of the company, while joint MDs **Alexander Schindler** and **Paul Arnold** will oversee operations. MS

Skyrock/Spre End Dispute

by Emmanuel Legrand

French radio network **Skyrock**, which has more than 2.5 million daily listeners, has signed a deal with collecting and performing body **Spre**. It's the end of a long conflict, paved with countless suits, years of tension and legal arguments. As a result, all legal action against Skyrock is abandoned and the network has two years to pay Ffr3 million (app. US\$500,000) in arrears from the period 1988-1990.

The agreement, seen as a major step forward in relations between Spre and radio broadcasters, was warmly welcomed by the ministry of culture and by the representatives of producers and artists.

Commented Skyrock president **Pierre Bellanger**, "Music is our main reason to be in the business. Without music, there is no radio, so we couldn't stay in a state of conflict with Spre, which represents producers and artists. We find legitimate the claim that artists and producers receive monies for the use of their music. There has been a lot of misunderstandings, problems of information and critical periods between

Spre and us, but at some point, we thought it would be better to sort out a solution, rather than let it go rotten. It would have led us to nowhere".

Spre director/legal affairs **Jean Vincent** noted, "We have found a lot of understanding from Skyrock and especially from **Belanger**. He appeared to us as someone who is really conscious of the problems of the music industry, and especially all those related to live music. We went very deep into all the questions pending and hopefully, this agreement solves all the problems that were discussed. I am now convinced that other stations, either local, regional or even national, will follow Skyrock."

Spre was created in the wake of the copyright law of 1985, known as the **Lang Law** (after French minister **Jack Lang**, who passed the legislation). Its purpose is to collect 6% of the gross advertising revenues and distribute them to societies representing the various right owners (**SCPP** and **SPPF** for producers and **Adami** and **Spedidam** for artists and musicians).

These broadcasting rights

were implemented on the basis that although TV/radio broadcasters and other music users (discos, restaurants, etc.) were already paying authors' rights to authors and composers, the producers and artists were not receiving a payment for the use of music they either produced or recorded.

So far, Spre has been fronted with strong opposition from FM radio stations, both local stations and national networks. They claimed that Spre was "scalping" them at a time when they had strong economic problems, and already had to pay rights society **Sacem** for authors' rights.

Leading FM networks were refusing to pay what the law required and launched numerous suits and countersuits. Since 1988, when the law was supposed to go into effect, Spre should have collected over Ffr120 million (app. US\$20 million, or Ffr30 to 49 million a year). But to date, only about one-third has been collected.

Broadcasters have claimed that advertising exchanges or bonuses paid back by stations to ad agencies shouldn't be added to the ad revenues.

Recently, **RVS/Rouen** and **Rennes** outlets **Metropolys** and **Fregence IIIe** were ordered by a French court to pay Spre Ffr1.09 million, Ffr937,455 and Ffr200,000, respectively. Meanwhile, legal action is proceeding with **Fun Radio/Paris**. And **NRJ**, France's biggest network, which reportedly has never paid Spre anything, is said to owe over Ffr20 million. But observers say that there is little chance that NRJ could escape from the payment of these sums, especially since Skyrock has reached an agreement with Spre.



SIMON SAYS LOOK TO YOUR FUTURE — Here's Warner Brothers artist Paul Simon signing Jacques-Yves Cousteau's petition that the Bill of Rights of Future Generations be adopted by the United Nations. The environmentally conscious project has attracted Europe 2 as the official media partner.

Nostalgie Turnover Up 12%

by Jacqueline Eacott

Radio Nostalgie has announced a financial turnover of Ffr136 million (app. US\$22.5 million) for the first five months of this year. The figure, relating to domestic business only, is up 12% on the same period of 1990 and represents one of the best showings among French radio stations.

Radio Nostalgie also seems satisfied with its progress in attracting new advertisers: the number of

clients advertising their products on its airwaves in 1991 has increased by 11% from 1990 levels.

At the ratings level, the station has also seen a rise, with cumulative audience ratings up 0.9% from 3.6% in June 1990 to 4.5% in June 1991 (source: **Mediametrie**), proving that the intensive advertising and co-promotional campaigns are beginning to pay off. The figure also brings Nostalgie closer to its rival, **Europe 2**, which holds a 4.8% rating.

SCANDINAVIA

Radio Vest Faces Suspension Over Outside Ownership

by David Rowley

Radio Vest in Stavanger, one of Norway's largest private radio stations, faces possible suspension of its broadcast licence over a judgement by the Norwegian local radio authority that too much of its ownership is outside the area of its broadcast concession.

According to Norwegian broadcast law, a local station may only have a maximum of one-third of its shareholders outside the local area, but the local radio authority, **Nærkringkastingsnemnda**, believes the majority of the shareholding (60%) is by companies outside the Stavanger Kommune (township).

Oddly enough, Radio Vest was reported to radio authorities by the news organisation **Radio Nettverk** in March when that company was threatened with a takeover by **Aller**, a group heavily involved in Radio Vest through cooperation with magnate **Einar Nagell-Erichsen**, one of Radio Vest's major shareholders. Just three months later, Radio Nettverk was taken over by **Aller**. Ironically, Nettverk's share in Radio Vest was at the time comparable with that of Nagell-

Erichsen, and the organisation shared offices with Radio Vest.

Currently Radio Vest has until September 1 to explain to the local radio authority what it will do about the ownership question, and either divest itself of the questionable shareholders or appeal.

Radio Vest legal adviser and board member **Henning Oglænd** says it is likely the station will appeal the ruling to the culture ministry.

He adds, "The ridiculous thing about this decision is that the Stavanger Kommune is only a small part of the area Radio Vest reaches. Shareholders with the same postal address who are across the border in the neighboring kommune are seen as outside the concession area. And there are so many Oslo-based companies with subsidiaries in Stavanger.

"If, for instance, an Oslo bank has a subsidiary in Stavanger, it has until now been seen as local, but it now seems that the Nærkringkastingsnemnda could also interpret it as Oslo-based. We'll probably appeal to the culture ministry because we only have one month. When there's not that many investors for the radio mar-

ket anyway, it's not that easy."

Oglænd puts down Nettverk's actions in reporting Radio Vest as the result of "a very heated situation. Nettverk was very insecure about who would buy them and this action was like a declaration of war against **Aller**," he says.

In its original letter of complaint against Radio Vest, Nettverk's lawyers said they believed the **Aller**-owned advertising agency **Salgsavdelingen, Radio 1** in Oslo and **Riksnytt**, the then-competing cable new service and their owners, were seeking to achieve a dominant position in local radio and hence monopolize the sale of advertising.

It is also understood that **Radio Trondheim** is facing similar problems with alleged excessive ownership outside its concession area. These are the first two cases of these objections being raised on an official level.

This manoeuvring can be seen against the major shifts that are continuing to take place in the Norwegian broadcast scene pending a government decision on who will get the concession to run a national commercial station (**P4**). Since the announcement of a P4

possibility, the already powerful **Aller** group has taken over Radio Nettverk and placed itself as the leading contender for such a licence. However, with restrictions of only 20% ownership by any one

group, a coalition of major media concerns—such as **Aller**, the **Schibsted** newspaper group and other interested parties—is increasingly beginning to look like the final outcome.

Abba Settles Its Royalty Lawsuit

The lawsuit filed by **Abba** against Swedish impresario **Stig Anderson** alleging underpayment of royalties has been dropped following an out-of-court settlement.

The group, which in their heyday in the mid-to-late '70s, outstripped **Volvo** as Sweden's greatest generator of foreign income, were claiming Skr27 million (app. US\$4.2 million), plus interest. Neither side is releasing details of the settlement.

Abba's original contract with **Polar Records**, which they co-owned with Anderson, was for 3.5% outside Sweden, increasing to 11% in 1981, including a producer's royalty inside Sweden and

6% outside Sweden. But the group claimed that as part of a verbal agreement with Anderson, they should have received 9% from January 1, 1983, on all recordings.

Anderson's interpretation of this was that the 9% would only be paid on future recordings by the group, which by this time, had split up.

Abba burst on to the world stage after winning the 1974 "Eurovision Song Contest" with the track **Waterloo**, going on to sell 240 million units worldwide, making them the most successful act in Scandinavian music history. DR

Jazz Middelheim Aims For Broad Audience Appeal

by Marc Maes

Flemish official broadcaster BRN's **Radio 1** and **Radio 3** are teaming up with the city of Antwerp to organise the Jazz Middelheim festival, scheduled for August 14-18.

The festival has established a solid international reputation since it was first organised in 1969. In past years, the national broadcaster

right audience. We hope to have some 12,000 visitors over the four days. The attractive billing, plus the special atmosphere of the Middelheim-park in Antwerp, plays a decisive role here."

He reports the selection committee for the festival features representatives of the three BRTN channels (Radio 1, 2, 3). Those channels are also supporting the

"The restructuring of the BRT's programmes and channels...will allow us to have more support, and we will be able to target our promotional back-up to the right audience."

has been instrumental in putting the event together and promoting it to the public.

Says Radio 1 producer and organising committee member **Emiel Vanattenhoven**, "This year, we had the restructuring of the BRT's programmes and channels, which will allow us to have more support, and we will be able to target our promotional back-up to the

festival with either direct, live broadcasts (Radio 3 features a daily live broadcast with the "Headliner of the Day" between 21.00-23.00) or special features on the event.

Several programmes, like Radio 1's "In de Club" and "Podium," and Radio 3's "All That Jazz," will include live material from the festival to be taped entire-



Emiel Vanattenhoven

ly for radio use. **BRT TV**, which plans a live broadcast on August 14, will also be shooting footage of two more concerts.

"I am convinced that with a widespread billing featuring artists from **Sadi** and **Philip Catherine** to **Andy Sheppard**, **Al Grey** and **Red Mitchell**, we have an interesting festival to offer, both for incidental jazz listeners as well as for true connoisseurs," adds Vanattenhoven.

Radio Metropole Furls Skyrock Banner

Radio Metropole/Charleroi has not been working under the **Skyrock** banner for some time now, according to the station's head of music **Eric Pierrard**.

The station returned to its original 18-40 target audience after both listeners and advertisers reportedly started turning their backs on **Skyrock**, which was aimed at a 15-25 audience.

Says Pierrard, "ACTV, the French company which was supposed to handle our advertising, was not acquainted with the Belgian market. And on the other hand, our clients were put off by the extremely 'Parisian'-sounding

Skyrock, which broadcast by satellite some 15 hours out of 24. **Skyrock** might be very popular in France, but their system doesn't work here."

The decision by **Metropole/Charleroi** leaves the French **Skyrock** network with only one smaller operation near the French-Belgian border. *MM*

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Italy Finally Gets Its MTV

by David Stansfield

MTV Europe debuted in Italy on August 1 following a broadcast deal made with the GTE consortium, which is made up of the three local stations **Televisione Genovese S.r.l.**, **Diffusione Europa S.p.a.** and **Videogruppo S/p.a.**

Lombardia 7, a Milan-based local station, is also transmitting the programmes to audiences in northern Italy. Daily programme hours are limited to six, in line with syndication regulations included in the broadcast legislation package approved by parliament last year.

MTV has wanted to transmit on local territory for some time. MD **William Roedy** told **M&M** two years ago that he was optimistic of a 1990 launch.

Explaining the reasons for the delay, director/advertising sales **Bruce Steinberg** says, "It was very important to get the whole thing correct. We first needed to find partners who would give us a

good signal and coverage in northern Italy. But there have also been quite a few potential changes in the broadcast legislation and MTV doesn't want to do anything illegal. Several consultants have been helping us determine what we can and can't do legally. Many stations are unclear about whether they have licenses to operate or not. Yet the broadcast legislation was supposed to clear all that up. We feel confident our partners will get licenses and other stations will want to join the consortium and increase our national coverage. We won't increase our hourly coverage until we get the government green light."

The deal with the current consortium is that it is allowed to supply two minutes of advertising from the local market every hour. Steinberg is confident of success in this area since the station's target audience of 16-34 is very clear and direct. MTV will screen six minutes of pan-European advertising every hour.

Philips Car Stereo is sponsoring the official launch of the station. Steinberg says that meetings have been held with local record companies and claims they are excited by the entry of MTV onto the market.

Polydor head of promotions **Stefano Zappaterra** comments, "Every single outlet that gives exposure to the music we produce is more than welcome. The arrival of MTV, with its legendary trademark, is particularly exciting. If they want ideas, we are not short of them."

Promotions manager at **CGD Luciano Linzi** expresses similar sentiments, but adds, "It's difficult to judge what will happen in the future. MTV says it will try to devote more space to local talent and I hope that will happen. It will be interesting to see the competition with the 24-hour music channel **Videomusic**. MTV will transmit from 13.00-19.00 hours. Those are also regarded as prime time hours at **Videomusic**."

Rete 102.5 Launches Daily News Programming

RTL 102.5 Hit Radio is to launch daily news programming on August 26 which station director **Claudio Astorri** believes will be unique to the commercial radio sector.

"Il Giornale Orario," a two-minute service devoted to world news, will be aired at the top of each hour. "Trentesimo Minuto," a 30/40-second slot, featuring an entertaining news item which is related to the everyday lives of the station's listeners, will be broadcast every 30 minutes.

The station has appointed **Fabio Santini** as news director. He will head a team of 10 newly recruited journalists.

RTL 102.5 Hit Radio broadcasts live 24 hours each day. **Astorri** believes the introduction of what he describes as a fast and effective news service will improve audience ratings by having an impact on its 25-34 year-old target group. No other commercial station offers such a regular new service, he says.

Open Space, the station's own advertising agency, is developing a marketing plan to attract sponsors for the programmes. Comments **Astorri**, "We are not introducing the news format because recent broadcast legislation dictates that stations must do so. Ours is a commercial station with

commercial ideas. If we have a slot devoted to ecology in "Trentesimo Minuto," we hope to find a sponsor which operates in that area."

Astorri refuses to disclose the cost of the operation other than saying it is substantial.

He adds, however, "The news department is small and will have its own gains and losses. We are investing in the short term because what we are offering to the market is very simple and direct. We should know by the end of the year whether we are successful and, if not, it will be our own fault." DS

Baglioni Signs In Exclusive Management Pact With Zard

Sony Music Italy artist **Claudio Baglioni** has signed an exclusive management contract with key promoter **David Zard**.

The deal follows two Zard-organized Rome concerts where **Baglioni** drew audiences of around 42,000 and 37,000, respectively. The first date, screened live by pubcaster **RAI**, beat the 40,000 record attendance figures set up by **EMI** artist **Vasco Rossi** last year.

Zard, who claims to have wanted to manage **Baglioni** for the

last 20 years, aims to establish the artist on the international market with live dates in Europe, Japan and the US. These will follow an autumn tour on national territory.

Baglioni has always been the best domestic artist, according to **Zard**. He adds, "Critics claim that his latest double album, *Oltre*, has not been the commercial success it was predicted to be, but it has sold 850,000 units to date."

A&R director at **Sony Claudio Buja** confirms that quantity of *Oltre* were distributed and

believes most have been sold. He says he welcomes **Zard's** managerial involvement with **Baglioni**, adding, "It's positive news."

Says **Boja**, "Zard is one of the most important promoters on national territory. Delegates from **Sony Japan**, **Spain** and the **UK** were present at one of the Rome concerts organized by **Zard** and were very impressed."

Oltre is already being marketed in most European territories and is scheduled for release in **Japan**. DS



DIESEL MAKES RADIO PREMIERE — Clothing manufacturer Diesel has joined the ranks of radio sponsors with support for **Premiere Radio Network's** syndicated show "USA Top 40." Shown at the signing ceremony are the key players, (from l-r): Diesel's **Renato Cometo** and **Maurizio Marchiori**, **Premiere Radio Networks** international VP **Ed Mann**, **Press & Co.**'s **Gabriella Rizzo** and producer **Mario Voiello**.

RETE 105 SCORES

Premiere, WW1 Land Diesel Entry

US programme producers/distributors **Premiere Radio Networks** and **Westwood One International** are the first companies to benefit from the entry of the **Diesel** clothing company into the radio sponsorship market on national territory.

Diesel, which manufactures jeans and casual wear, trades in 50 countries either on an import or licensing basis. Its turnover amounted to L205 billion (app. US\$156 million) in 1990 and an increase of 125 billion is projected for this year.

Company PR director **Maurizio Marchiori** says the firm had been searching for the right way to enter the radio sector for the past couple of years. He adds the quality of programmes offered by **Premiere Radio Networks** and **Westwood One** and their US image, which is close to **Diesel's** own, figured into the choice.

Says **Marchiori**, "We are treating this initial exercise in radio as an experiment. If results on local territory are good, we will expand throughout Europe in 1992."

Press & Co, the communications and consultancy firm owned by **Gabriella Rizzo**, coordinated the deal. She comments, "Diesel was heavily involved in sports sponsorship in the past, but it aims to get more involved in show business, which is a much less risky area."

Rete 105 Exclusive

Premiere Radio Networks will make its debut on national territory with the programme "Plain-Rap Countdown," retitled "USA Top 40" for the local market. **Westwood One International** will expand its activities on the local market with "American Dance Traxx." Both programmes will be

aired exclusively by **Rete 105** starting in October.

Comments **Premiere's** Paris based VP/International **Ed Mann**, "The Plain-Rap Countdown" is **Premiere Radio's** first major European sponsorship deal. Plans are in the offing to distribute the programme throughout Europe and I'm pleased and excited about the prospect of extending our relationship with **Diesel**."

Westwood One's director of International Affiliate Relations **Bill Stolier**, describes the deal as the firm's first barter deal on the local market. He comments, "Diesel is ahead of its field. This deal will show other advertisers that radio is effective."

Mario "Panda" Voiello is acting as executive producer of the Italian versions of both programmes. "Panda", also a DJ at **101 Network**, says, "The initial idea for the whole exercise was mine. I went to **NAB** in the US as a relative nobody, but I'd produced a tape which seemed to impress people. I believe we've paved the way to internationalise Italy by 1992. We'll study other programme ideas to attract other sponsors. **Rete 105** was chosen because of its coverage throughout national territory. But that won't stop **101 Network** and other stations from having an involvement in the future." DS

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1500 MAY LOSE CONTRACTS

Radio 4 Shuts Down 24-Station Network

by Anna Marie de la Fuente

State-run **Radio Television Española's** (RTVE) financial difficulties have resulted in yet another casualty, this time in its network of regional news/talk stations, **Radio-4**.

RNE (Radio Nacional de España) managing director **Fernando Delgado** announced the closure on July 24, on the same day he presented RNE's regional radio revamp plan to the RTVE board of directors. With the exception of the Seville and Barcelona stations, which will remain open to cover the 1992 World Expo and Summer Olympics, 24 Radio 4 stations, all based in towns of less than 60,000 inhabitants, have been shut down.

RNE is replacing these with seven new regional stations located in key Spanish cities which will transmit news/public service network **Radio 1**, with periodic disconnections for regional news.

RTVE press officer **Fina Simon** comments, "These stations were not profitable, not only from

a financial point of view, but from a social perspective, as well." Radio 4 nearly scraped bottom in the latest ECM audience ratings survey, capturing only 164,000 listeners, just 19,000 more than new private radio **ONDA CERO's** EHR (formula) network. Its closure is reported to be saving RNE around Pta1.8 billion (US\$16.5 million).

RNE's new set-up is currently as follows: **Radio 1** (AM and FM), a general public service/news network which

process of reducing the company's size. Contracts deemed unnecessary will be discontinued." RTVE is not offering new jobs, but permanent staff members are not affected by the restructuring.

Strikes announced for August 7 and 14 threaten to disrupt the TV and radio programming of the state-run company. In an unprecedented move, RTVE has appealed for a subsidy of Pta64.3 billion, the first time since TVE was established in 1955 and RNE was

July 29 agreement with author's rights society **SGAE** in the final step to regulate the situation between the two bodies, specifically the payment of copyright dues from TVE and RNE. **SGAE** stands to collect around Pta2 bil-

lion in royalties, around 2% of RTVE's annual revenue.

The contract is valid until the year 2000 and also encompasses the international programmes of both TVE and RNE (Radio Exterior de España).

"These stations were not profitable, not only from a financial point of view, but from a social perspective, as well."

includes regional programmes; **Radio 2** (classical-FM); **Radio 3 FM** (pop music) and **Radio 5**, general entertainment programming, which includes local shows.

Some 1,500 RTVE contract workers—at least 100 from Radio 4—may not see their papers renewed. RTVE director **Garcia Candau** points out, "We're in the

set up nearly 50 years ago. **Candau** defends his petition, saying "Public radio and TV receive subsidies in the rest of Europe. It's only in Spain where it is questioned." He pointed out that RTVE was obliged to offer a public service and the state, in turn, should provide financial assistance.

Meanwhile, RTVE signed a

COPE, TOP Back Costello, Rude 5

Private networks **Radio COPE** and **Radio TOP 97.2 FM** backed the **Elvis Costello** and **Rude 5** concerts in Spain with several promotional activities and giveaways in exchange for the presence of their logos on posters and tickets for the gigs in Madrid, San Sebastian, Barcelona and Gijon.

In early July, Radio TOP gave out four trips to London which included accommodation and tickets to Costello's concerts. T-shirts and picture discs were also given away to raffle winners.

Radio TOP assistant programming head **Gregorio Ramon**

comments, "We didn't give out any more tickets. These, like records, should be bought."

COPE music programming head **Carlos Finaly** disagrees. "From my experience, free tickets promote buying. If one is given his first ticket, he's bound to buy it the second time around. The policy of giving only one ticket per winner also boosted sales, as most people would look for a partner."

COPE awarded a total of 50 invitations, along with a number of T-shirts and other promo material. *AMdlF*

RADIO ADVERTISING

'A NEW SENSE OF PROFESSIONALISM'

Marketing Your Station To Ad Agencies

There is no doubt radio needs to better market itself as a whole to fulfill its potential. This week several advertising and radio executives in various countries discuss radio's advertising problems and offer recommendations to help accelerate business.

Independent local radio in the UK, which has been going for 18 years now, shows few signs of real growth. However, the availability of full audience data through **RAJAR** means advertisers can be better informed and can target their ads accordingly. The familiar problems don't yet seem to be going away. Says **Jane O'Hara** of **Media Buying Services** in the UK, "Before a client will buy a slot on radio they must be convinced that the medium will work; we use case histories. To promote itself as a professional medium, radio needs to improve its administrative systems, standardise the broadcast certificates and to develop an independent body to promote radio."

Territorial Attitude

According to **Jon Pope** of **Hillair Productions**, "The **Radio Marketing Bureau**, an affiliate of the **Association of Independent Radio Contractors**, has a very small budget for marketing activities because the smaller stations stopped paying their share, claiming that only the bigger stations were getting the benefit."

And recent moves to create another agency funded by the few large stations will, says Pope, "leave the small stations fighting over the surplus clients. That's the kind of territorial attitude that's holding radio back."

Pope explains that because commercial radio is relatively young (radio came 20 years after TV) compared with other markets such as Australia and the US, it still has a lot of developing to do. The launch of the national FM and two AM licences (**INR1**, **INR2** and **INR3**) may give radio the impetus to break out of the "two per cent medium" (of ad

revenues) straitjacket, but it also is likely to take some advertising away from local stations.

Even more so than in the US, radio's benefit of specific audience targeting is seen as a drawback by UK agency media planners and buyers. They claim the audience data is so woolly that the precision that planners and media buyers need requires too much extra work. It appears to be a bottom-line decision: if radio takes (optimistically) five per cent of an advertiser's budget, it also seems to be taking 20 per cent of an agency's time to research, plan and implement the campaign.

The countries with the largest number of commercial stations are Italy, France, Spain and Greece. Southern Europe has seen many more changes than the north, where deregulation and the development of the FM band are very recent.

(continues on page 10)

RADIO 10 GOLD. Target Audience: 20-45. Distribution: Nationwide. Format: OLDIES.



RADIO 10 GOLD

POWER FM. Target Audience: 15-25. Distribution: 2 million Households connected & growing rapidly. Format: CHR/URBAN.



POWER FM

CONCERT RADIO. Target Audience: 30+. Distribution: Nationwide. Format: CLASSICAL.



concert radio

YOUR BEST BUY IN RADIO

For Sales information, call Paul Blomberg
Phone (020) 6730 728
Fax (020) 6730 732
Amsterdam, Holland

Reaching Specific Demographics

For Spain, the overall radio advertising spend in 1990 totalled 22.7% (Pta1 billion or US\$9 million) in 1990, compared with 25.5% over the same period in 1989. In fact, overall expenditure has been on the decline in Spain since 1986, when it reached a high of 32.4%, largely due to its growing economy.

The introduction of a co-ordinating body to pull the information together so agencies can play "what if" games with the numbers, assist pre-and post-campaign testing, and to market the medium, would go a long way to help radio.

According to data released by *Anuncios*, a Spanish advertising magazine, the press managed to take 37.5% of the advertising cake compared with radio's 10.3%.

Says **Delvico Bates** account director **Javier Bernal**, "We spend around 12% of our advertising budget on radio. In fact, we placed ads recently with **SER/Madrid** and **COPE** for 'Lecturas' magazine, similar to 'Hola'. All stations in Spain are very well defined. For example, between 09.00-13.00 **SER** and **COPE** target their programming towards housewives, so products such as this fit well."

Bernal is upbeat about radio and finds its ability to reach specific demographics a key factor in favor of the medium. "Advertising on radio is successful because the information on target audiences is very well defined. **Estudio General de Medios** provides comprehensive information, splitting them between AM and FM stations."

Spain Advertising In Past 12 Months

Period of 22/7/90-28/7/91

Type	Share (%)
Press	37.5
TV	31.3
Magazines	15.4
Radio	10.3
Outdoor	4.7
Cinema	0.8

Source: *Anuncios*

Agency Approaches

In Spain, advertising agencies deal more closely with radio than in the UK. Says Bernal, "There are five or six sales house equivalents in Spain called **Central de Medios**. These operate like brokers, moving finances from the client to the radio station. They guarantee payment as well as organising media and marketing strategies—a similar role to an advertising agency. But **Central de Medios** are not our competitors; they merely handle bigger clients. Ad agencies can provide a much more personal service.

"Media planners develop a strategy for the campaign and select the appropriate media for the product. Then we return to the client with our plan and if they like it we tell our media buyers to go and buy airtime.

"Choosing radio as an advertising medium depends very much on the type of product the client is trying to sell. Perfume ads tend to be in magazines and TV because they are selling a visual image. Usually, national radio is used to advertise national/international products and local radio is used for local promotions such as local shops advertising a promotion.

"Buying radio advertising is very cheap compared with TV and it is very flexible. When we negotiate the amount of airplay we want, sometimes stations will give us free spots as an incentive."

Uniform Listener Research

In Norway, both public and private stations have begun commissioning combined listener research for the first time. The studies are being carried out by Oslo-based **MMI** (Marketing & Media Research). Says **MMI** head/broadcasting research **Asles Rolland**, "Many advertisers have avoided local radio because it hasn't seemed professional. I think this will improve the industry's status. Until now, the research on local stations used to be rather ad hoc."

"Advertising on radio is successful because the information on target audiences is very well defined."

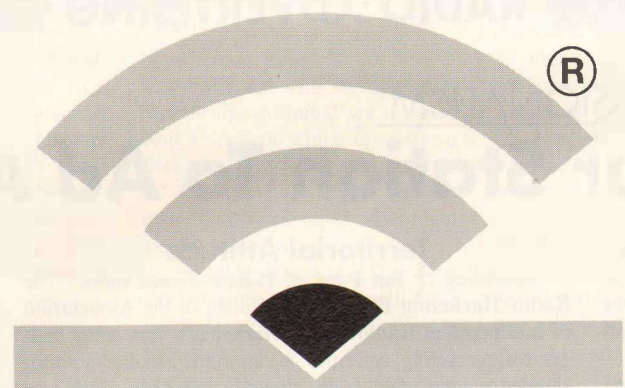
— **Javier Bernal**

In France, where radio audiences are often sold by format rather than region, and where agencies can obtain on-line access to the sales house data to do their planning, there are fewer cultural objections to overcome.

However the introduction of a co-ordinating body to pull the information together so agencies can play "what if" games with the numbers, assist pre-and post-campaign testing, and to market the medium, would go a long way to help.

Quantitative & Qualitative Support

According to **Europe 2's Bertrand Jonquois**, a marketing researcher, "We provide information of a quantitative (continues on page 11)



**ANTENNE
AUSTRIA
IHR GRENZENLOSES
PRIVATRADIO**

IN
WIEN, NÖ UND
BURGENLAND

FM 102,0 MHz

1150 Wien, Matthias-Schönerer-Gasse 11
Telefon (0222) 98 123
Telefax (0222) 98 123-150

IN
KÄRNTEN

FM 104,2 MHz

9020 Klagenfurt, Durchlaßstraße 42
Telefon (0463) 455 33-0
Telefax (0463) 455 33-44

IM
GROSSRAUM
INNSBRUCK

FM 88,85 MHz

6020 Innsbruck, Sonnenburgstraße 9
Telefon (0512) 581217-0
Telefax (0512) 581217-4

and qualitative nature. The information attempts to explain to advertisers the power of radio performance, the target audience, the power of sound, how radio works as well as a comparison with other media—the pros and cons.

"Yet because ad agencies prefer TV we have to convince them of the benefits such as cost and the ability to be able to explain a product without being distracted by a visual image."

Says Jonquois, "Historically, radio in France developed on a national level. It is only in the last five years that the FM networks have been growing. The problem in France is that the Paris market is so big and all the advertisers are based there, so they tend to invest more in Paris stations. I think radio advertising will improve as FM stations develop their formats."

"We provide information of a quantitative and qualitative nature. The information attempts to explain to advertisers the power of radio performance, the target audience, the power of sound, how radio works as well as a comparison with other media—the pros and cons."

— Bertrand Jonquois

"Maybe there will be the opportunity for more creative copywriting as FM stations widen their audience reach and catch a much younger audience. Stations could also improve their profile by developing the advertising award schemes."

"As far as the recession goes, we've lost between 10% and 20% of our advertising, but I think press and TV have

been hit much harder because it costs more to advertise with them."

Provide Current Data

According to **Antenne Austria** press-officer **Margit Rumpfer**, "Radio could improve its profile by providing up-to-date audience statistics for its advertisers. Presently around 60% of our advertising is local and 40% is national. We aim to achieve the 50:50 mark."

The problem with German local stations is their small coverage areas and a lack of local advertising. It still represents 80-85% of income at smaller stations and 60-70% at the bigger outlets.

To solve this problem the **Gong group** has developed a scheme which is designed to make local radio more competitive with the statewide **Antenne Bayern** and **Bayrischer Rundfunk** services.

The plan involved the merger of Bavaria's sales houses including **Gong Funkpaket** and **Radio Kombi Charivari Sound**. The six different packages offer advertisers access to stations according to format, area or market size.

In Italy, by the beginning of 1993, national stations will be limited to national advertising while local stations will be able to benefit from both national and local spots. Not only that, but the current frequency chaos should improve after stiff broadcast regulations make it necessary to have a licence to operate.

The major advertising agencies in the radio sector are **SPER Spa Publitalia**, **Radio e Reti** and **Nove Nove Pubblicita**. **SPER Spa** provides national advertising for about 300 stations on its own circuit and for about 150 on the **Divisione Radio Italia** local station circuit. It represents the national broadcast stations **Radio DeeJay** and **Radio Kiss** and provides advertising for key regional or inter-regional stations which include **RTL 102.5**, **Hit Radio**, **Radio Norba** and **Radio Babbolo**.

SPER has produced a series of programmes to help with

targeting. These include "Obiettivo Donna", a morning show for women; and "Rock Cafe", a popular afternoon music information show for young people.

A New Sense Of Professionalism

One explanation why the radio share in advertising has been so low in Italy is the hang-over from the days when the only national station was **RAI**. Says **Nove Nove Pubblicita** advertising director **Roberto Meazza**, "The problem is that advertising creativity in Italy starts with layout. It then moves to video. People don't have much idea how to create excitement with radio adverts."

"To promote itself as a professional medium, radio needs to improve its administrative systems, standardise the broadcast certificates and to develop an independent body to promote radio."

— Jane O'Hara

Nove Nove Pubblicita will have to cease its involvement with local advertising when the new broadcast legislation becomes effective, but **Meazza** is not worried. "The advantages should outweigh the problems. When the new law is introduced it should bring about a new sense of professionalism which will appeal to national advertisers. The future is also about specialised radio like the US."

by Debra Johnson

Music ahead

WORLD OF EUROPE COMMUNICATION

100,000,000 EUROPEANS NETWORK



FRANCE

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



CZECHOSLOVAKIA

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



U.S.S.R.

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



GERMANY

1st musical program in Sarrebrück since January 1990

PARIS

SARREBRÜCK

PRAHA

LENINGRAD

MOSCOW

EUROPEAN JAZZ TOP 20 SALES

1 (1) STAN GETZ / <i>Serenity</i> (Emarcy)	11 (-) OSCAR PETERSON / <i>The Will To Swing</i> (Verve)
2 (10) WYNTON MARSALIS / <i>Standard Time Vol. 2</i> (Columbia)	12 (-) HARRY CONNICK JR. / <i>Lofty's Roach Shuffle</i> (Columbia)
3 (-) DAVID SANBORN / <i>Another Hand</i> (Elektra)	13 (-) ELLA FITZGERALD / <i>The Cole Porter Songbook</i> (Verve)
4 (14) HARRY CONNICK JR. / <i>We're In Love</i> (Columbia)	14 (-) NATALIE COLE / <i>Unforgettable</i> (Elektra)
5 (16) KEITH JARRETT / <i>Köln Concert</i> (ECM)	15 (11) PAQUITO RIVEIRA & ARTURO SANDOVAL / <i>Reunion</i> (Messidor)
6 (-) KEITH JARRETT / <i>Tribute</i> (ECM)	16 (13) MICHEL PETRUCCIANI / <i>Playground</i> (Blue Note)
7 (-) MACEO PARKER / <i>Mo' Roots</i> (Minor Music)	17 (8) LOUIS ARMSTRONG / <i>The Wonderful World Of Louis Armstrong</i> (MCA)
8 (-) MILES DAVIS / <i>Kind Of Blue</i> (Columbia)	18 (3) BUDDY GUY / <i>Damn Right, I've Got The Blues</i> (Silvertone)
9 (-) LOUIS JORDAN / <i>Five Guys Named Moe</i> (MCA)	19 (5) SO BLUE SO FUNKY / <i>Various Artists</i> (Blue Note)
10 (12) THE ROSENBERG TRIO / <i>Gipsy Summer</i> (Dino)	20 (18) TAJ MAHAL / <i>Like Never Before</i> (Private Music)

The European Jazz Top 20 is compiled by sales reports from the following retailers: Bate & Bock/Berlin; Crisol/Madrid; Doctor Music/Rome; Fame Music/Amsterdam; FNAC/Brussels; Free Record Shop/Brussels; HMV Music Stores/London; Jazz Collectors/Barcelona; Jazz Is Beck/München; Jazz Inn/Amsterdam; Jecklin Musikhaus/Zürich; Music Mecca/Copenhagen; Ricordi/Milano; Ricordi/Roma; Ricordi/Torino; Saturn/Köln; Staffhorst/Utrecht; SkivAkademien/Stockholm; Tower Records/London; Virgin/Edinburgh; Virgin/Glasgow; Virgin/Paris; WOM/München.

MOST-FEATURED ALBUMS

JOEY CALDERAZZO - <i>In The Door</i> (Blue Note)
JON FADDIS - <i>Hornucopia</i> (Columbia)
STAN GETZ - <i>Serenity</i> (Emarcy)
ROY HARGROVE - <i>Public Eye</i> (Novus)
HARPER BROTHERS - <i>Artistry</i> (Verve)
WYNTON MARSALIS - <i>Standard Time Vol. 2</i> (Columbia)
MICHEL PETRUCCIANI - <i>Playground</i> (Blue Note)
DIANNE REEVES - <i>I Remember</i> (Blue Note)
DAVID SANBORN - <i>Another Hand</i> (Elektra)

The jazz albums listed above appear alphabetically by artist, and reflect a consensus of airplay among M&M's Jazz Reporters.

FOR JAZZ STATION REPORTS SEE PAGE 16

JAZZ WAVES

Le Jazz Club From Paris

"Le Jazz Club From Paris" is a syndicated one-hour program heard on stations in the U.S., Australia, Brazil, Portugal, and the Soviet Union. Recorded live using digital technology in jazz clubs around Paris, it is later remixed in the studio to ensure the right balance between the live ambience and the music. In English-speaking countries the show is hosted by American jazz singer **Dee Dee Bridgewater**; in other markets, breaks are added for local announcers and advertising.

"Le Jazz Club" is a production of the **Office Francais de Realisation et Diffusion Audiovisuelle** (OFREDIA), a private company founded by **Jean-Michel Brosseau** in 1978. A producer at **Radio France** for 12 years, he started the company in anticipation of French radio deregulation, which came about in 1981. The focus of OFREDIA's offerings has always been cultural programming, often in conjunction with the French government. In 1983 the company became a member of the **Eurocom Group**.

Le Jazz Club was started in 1987, after nearly a decade of experience with syndication both within and outside of France. It was inspired in part by U.S. **National Public Radio's** "Jazz Alive" series and **KUSC/L.A.'s** "World-Wide Jazz" show, both quality programs which were discontinued.

Explains Brosseau, "The original idea was to showcase the many fine French musicians who regular-

ly play with the best American jazz artists in Paris. We thought this would be attractive to an American audience." He was right. Twenty U.S. stations broadcast the first show. Now 75 stations (mostly NPR affiliates) regularly carry the program in the U.S. alone.

"Jazz is a logical choice for syndication to diverse markets," Brosseau adds, "where language barriers can be a problem." Although he and producers **Dennis Egan** and **Elizabeth Blair** have worked in the past with an advertising company, Brosseau is convinced that working directly with each station and potential sponsors is essential. "You can't sell in exactly the same way from country to country, or even from one station to the next. There are always differences which must be taken into account.

"For instance, we began with the U.S., which is the most difficult market in the world. Competition is fierce, and promotion is very important. You must know in detail the format of each station—their orientation, their audience, even who their competition is. This depth of knowledge is absolutely necessary for success."

With more than 100 shows already recorded, it is hardly surprising that plans for expansion are imminent. Says Brosseau, "With the experience we've gained, we feel it's time to experiment with other types of music shows, and we are building our program network in Europe. But "Le Jazz Club From Paris" will remain our signature production."

Dr. Michael White

Crescent City Serenade - Antilles
This is an evocative as well as serious attempt to reclaim New Orleans jazz from both staleness and cliché. Virtuosity, a respect for sources, and clarity of intention add up to an impressive set of the familiar made new and exciting. Clarinetist **Michael White** has put together a group of both young players, including **Wynton Marsalis**, and **Crescent City** veterans, such as trumpeter **Teddy Riley** and bassist **Walter Payton**. With both restraint and exuberance, playing everything from blues and ragtime to hymns and marches, this is a remarkable recasting of a music far too often treated as an historical curiosity. Contact Amanda Freeman on tel. (+44) 81.741 1511; fax: 748 1998.

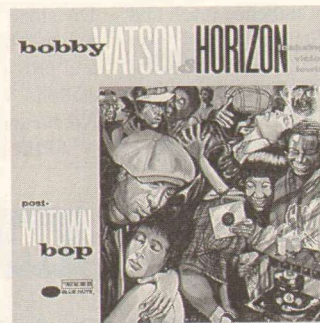
Maurizio Giammarco



Saurian Lexicon - Gala
Tenor man and composer **Maurizio Giammarco** delivers a set of straight ahead jazz that never falters. Propelled by wonderful bassist **Paolino Dalla Porta** and drummer **Manhú Roche**, the various configurations he employs here (the trio is augmented at times by piano or guitar) play with a natural ease the nine original tunes. A warm tone coupled

with sharp delivery distinguishes the tenor playing, and interplay with the rhythm section adds considerable color to the solos. Sometimes his tone is so pure, it's as though he were speaking through his instrument. *Pages* is an almost perfect tune. As with **Stan Getz**, you want to hear more of his subtle playing than one song allows. A well-crafted album. Contact Luciano Linzi on (+39) 49.862 5456; fax: 862 5501.

Bobby Watson And Horizon



Post-Motown Bop - Blue Note
This release should establish once and for all that **Horizon** is one of the finest jazz groups in existence. This is exciting music played with as much passion as precision. Both in the tradition, and solidly anchored in the present, it is rhythmic, risky, swinging and urban, like the best of **Horace Silver** or the Motown sound of the title. This crew know each other well, and with **Victor Lewis** recreating time on his drums, they are already halfway to paradise. On cuts like *In Case You Missed It*, this quintet, apart from cooking, sounds like a septet. **Bobby Watson** (saxes) and **Melton Mustafa** (trumpet) exchange the hottest riffs in recent memory and

Edward Simon on piano and **Carroll Dashiell** on bass don't let them forget it. Don't miss it. Contact Tony Harlow on tel. (+44) 71.486 4488; fax: 71.465 0770.

Bobby Hutcherson

Mirage - Landmark
A delightfully low-key outing that finds the vibraphonist trading solos with pianist **Tony Flanagan**. The bright percussive sound of Flanagan's playing is the perfect counterpoint to **Bobby Hutcherson's** deep tonality and smooth speed with the mallets. The latter's sense of dynamics adds drama to the tunes, as does a wonderfully inventive **Billy Drummond** on drums. This is quintessential stuff; perfect jazz for a mellow mood, and one of Bobby's best. Contact Kurt Weil on tel. (+41) 1.363 6716; fax: 363 3745.

Roy Hargrove

Public Eye - Novus
Texas trumpeter Hargrove's second album is a solid excursion into well-known territory. The pleasures are ample here, from great group dynamics to imaginative solo flights. The opening number and title track is blown full force, and all thoughts of the youthfulness of the players vanish as soon as Hargrove takes off. Soulful changes, clear, well-defined tone, and a melodic sixth sense lend body to a collection of original material and standards. **Antonio Hart** on alto stands out. While maintaining its freshness, this album sounds vintage. Listen to **Stephen Scott's** piano on Hargrove's tune *Lada*. It's full of energy and control, just like this album. Contact Jane Potter on tel. (+44) 71.973 0011; fax: 731 3914.

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GEORGIE FAME
COOL CAT BLUES
GoJ/vBr 2043 2 • GoJ/vBr 2043 4



The New Voice In Jazz
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The Principles Of Radio Positioning

by Kurt Hanson

One of the classic business books of the modern era, "Positioning: The Battle for Your Mind," by Al Ries and Jack Trout, contains a wealth of insight that's relevant to marketing a radio station in the 1990s.

Two years ago, it was my privilege to sponsor Jack Trout as a speaker at an NAB convention. Concurrently, we hosted a series of private seminars for broadcast groups in which we took the principles of positioning and applied them to the subject of radio. As a result, I know "positioning." On the tenth anniversary of the publication of their classic work, it seems to me that it might be appropriate to review its lessons.

Gaining A Position In The Mind

The key tenet of the positioning theory is this: We live in an over-communicated society, one in which consumers are bombarded by far too much information, including far too many advertising messages. For an advertising message to break through this information overload, it must be very tightly focused on establishing a position for its brand in the consumer's mind—either as the first brand in a product category or as contrasted to the existing leader in the category.

In other words, it must be communicated in an "oversimplified message." As such, according to Ries and Trout, the appropriate position for your product must take into consideration not only your company's own strengths and weaknesses, but those of your competitors as well. If you want to be successful, you simply cannot ignore your competitor's position.

Positioning Radio

Here's an example of how positioning theory applies to radio:

In Chicago, CHR station WYTZ, known to most young radio listeners as Z-95 FM, has for the past two years been trying every possible approach to become successful, using variations of rock CHR, adult CHR, dance CHR (as Hot 94.7) and mainstream CHR. Yet they have been slipping on average two- or three-tenths of a point each ratings book. The problem, positioning theory tells us, is not the station itself, but what is right next to them on the dial: their strategies ignore the existence of the market-leading CHR station, B-96 (WBBM-FM). The "Killer Bee" already owns the CHR position in listeners' minds.

According to Ries and Trout, people have learned to rank products and brands in their minds. Imagine a series of ladders in the mind, one for each product category with a different brand name for each step. As long as B-96 has a great CHR morning show, great research, great promotions and a great PD, B-96 has got it, as the **Who** once said, "sussed." In the minds of their prospects, they're at the top rung of the product ladder of hit music radio stations.

The mind of a consumer in an over-communicated society, the theory goes, rejects new information that doesn't compute. If WYTZ contends that it's better, the brain of the target computer briefly considers the hypothesis (very briefly), thinks "If that's true, why aren't they number one?" and rejects the hypothesis. The solution for Z-95 would be to establish a new product ladder in consumers' minds in which it could immediately be on the top rung.

For example, further up the dial, WWBZ ("The Blaze"), with

still a CHR station at 95.5 on the dial, so it must still be a duck.

Here's a non-radio analogy: When I was in grade school, my best friend's older sister, Debbie Dahms, one day announced that she would, henceforth, be known as Daphne Dahms. It didn't work; we had known her as Debbie for our whole lives. Our reaction was, "Oh yeah—right." Later in life, in a new city or a new school, she may have succeeded in her name change, but she'll always be Debbie to me. And Mojo is just a new, similar attempt at a name change for WPLJ ("Oh yeah—right.") (And Hot 94.7 is really Z-95; it's the Daphne Dahms of Chicago radio.)

One of the Hanson corollaries to positioning theory is that any format change at a given frequency for an established station has to be a significant one. Mojo Radio, as a new station replacing an easy listening station at 107 FM, might be perceived as an interesting new station, but at WPLJ's old 95.5 frequency, it's

Take into consideration not only your company's own strengths and weaknesses, but those of your competitors as well. If you want to be successful, you simply cannot ignore your competitor's position.

incredibly fewer corporate resources, has debuted with a 3.9 share, as compared to Z-95's 1.3. (Meanwhile, B-96 has a 5.8 share.) The Blaze occupies the top rung of a newly created ladder of hard current-based rock stations. Z-95 also missed a chance to be the first station for adult blacks (V-103 took that position), the first jazz/new age station (WNUA has that one), and the first mellow AOR (which is actually still open).

Naming The Hook

"The name is the hook that hangs the brand on the product ladder in the prospect's mind," Ries and Trout write. Naming your product is the single most important marketing decision you can make.

Let's take a look at Z-95's sister station WPLJ/New York, which is in similar dire straits. They are feeling the sting of ignoring positioning theory. Including PD/morning man Scott Shannon's salary, they are probably spending in excess of millions of dollars trying to establish a new name and image as "Mojo Radio." Unfortunately, consumers probably feel that it looks like a duck, it quacks like a duck, it's

perceived by consumers just as WPLJ trying yet another approach.

Similarly, the Chicago station that previously occupied The Blaze's dial position, WFYR, established itself over a decade ago as an oldies-based AC. It then spent the '80s going through format change after format change—mainstream AC, bright AC, oldies-based AC again, oldies, soft AC—all unsuccessfully. Each time, what management intended to be perceived by consumers as a significant "all-new WFYR" simply wasn't.

First Brand Theory

Back to Ries and Trout: "History shows," they write, "that the first brand into the brain, on average, gets twice the long-term share of the No. 2 brand and twice as much again as the No. 3 brand." If there's a Hit Radio 105 station in your market with a 15 share, it may be tempting for you to try to introduce another, better EHR station, Super Hit 106, thinking, "With two positions on the dial and double the marketing effort, we'll split a 20 share—and if we have a better product, we'll get a 12 against their 8." Positioning theory, unfortunately, says

The Basic Rules Of Positioning

- It's extremely hard to go head-to-head against a well-established competitor.
- It's better to go around, under, or over than head-to-head. (Find a unique niche for yourself. "Cherchez le creneau.")
- You get to be the leader in a product category by getting there "first with the most."
- If you can't be first in a product category, you must relate your product to or ("position it") against the brand that did get there first.
- The answer to your marketing problems is not to be found in your product, but rather in your prospect's mind.

that it's more likely you'll get a 6 share against their 14. You'd be better off and have much lower marketing costs if you were to be the first brand in a new product category—e.g., Oldies 106, the market's first all-oldies station.

"Reposition The Competition"

If your brand is on a lower rung of the product ladder, the most effective way to increase market share is to relate your brand to the leader. In other words, "reposition the competition." In the US, the mouthwash Scope is on a rung of the mouthwash ladder well below Listerine. Then Scope introduced the concept that they're the mouthwash that won't give you "medicine breath," thereby "repositioning" Listerine.

Here's a scenario for you to test your understanding of positioning theory: In your medium-sized market, the AC leader is "B-95, favourites of today and yesterday." Your station is a trailing AC with hard-to-remember call letters (e.g., WXGZ). What should you do?

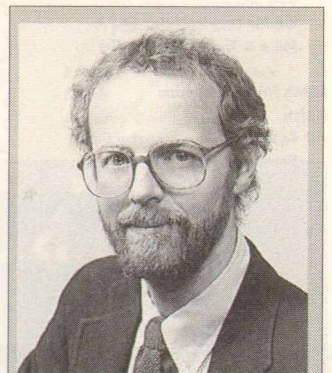
In a recent case-in-point, some research firms would recommend that you change your identity to FM 107, favourites of the '60s '70s, '80s and today" and program a parity product. I would contend that's horrible advice that goes exactly counter to positioning theory, because it ignores the existence of the successful competitor.

The better plan, in my opinion, would be: (A) to try to find a desirable and unique new format to switch to; (B) if anything's bad about B-95 to exploit, try to "reposition" B-95; or, at least, (C) find a better descriptive name (for example, Mix 107 is available) and then significantly outspend and outprogram the competitor in what you know will be a tough battle. (According to Ries and Trout's other memorable book, "Marketing Warfare," you should

budget to outspend B-95 by a 3:1 ratio.)

Essence Is Sacrifice

"The essence of positioning is sacrifice. You must be willing to give something up to establish that unfilled position." It's very difficult for many owners and managers to give up anything. For example, it's tough to give up playing currents and recurrent: "But most people like to hear some recent songs!" radio programmers and managers would argue. V-103 FM/Chicago gave up all white listeners and all young black listeners in order to uniquely own its position as the station for adult blacks in Chicago. San Francisco's KBLX is known as "The Quiet Storm"—a jazz-and-ballad-based night-time station. The concept is weak for attracting daytime listening but, according to positioning theory, it's better to own nights and build on that as best one can than it is to own nothing consistently in all dayparts.



Kurt Hanson is president of Strategic Radio Research, which conducts on-going station audience research. He holds a BA and MBA from the University of Chicago. Prior to founding Strategic in 1980, Hanson worked in radio at WOKY/Milwaukee, and Chicago stations WLS and WLUP. SRR can be reached at (+1) 312.726.8300; fax (+1) 312.726.8383.

STATION REPORTS

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

UNITED KINGDOM

BBC RADIO 1/London

- A List:**
AD Jason Donovan- Happy Together
B List:
AD DJ Jazzy Jeff- Summertime
Simple Minds- Stand By Love
R.E.M.- Near Wild Heaven
Zoe- Sunshine On A Rainy Day
Tin Machine- You Belong In

CAPITAL FM/London

- A List:**
AD Celine Dion- Where Does
Amy Grant- Every Heartbeat
Wilson Phillips- The Dream Is
Jimmy Somerville- Run From
Prince- Get Of
Simple Minds- Stand By Love
De La Soul- Roller Skating
Crystal Waters- Mokin' Hoppy
Shabba Ranks- Housecall
Farm- Mind
Martika- Love Thy Will Be Done
Karyn White- Romantic
808 State- Lift
R.E.M.- Near Wild Heaven
Jason Donovan- Happy Together
Tin Machine- You Belong In
Stevie Nicks- Sometimes It's
Utah Saints- What Can You Do For Me
Donna Summer- Love's Unkind

BEACON RADIO/Wolverhampton

- A List:**
AD Michael Bolton- Time Love
Hue & Cry- Long Term Lovers
Michael Ball- It's Still You
Wilson Phillips- The Dream Is
Marillion- No One Can
De La Soul- Roller Skating
DNA- Rebel Woman
Midge Ure- Cold Cold Heart
Sophie Lawrence- Love's Unkind
Primitives- You Are The Way
Karyn White- Romantic
808 State- Lift
R.E.M.- Near Wild Heaven
Mike & The Mechanics- Get Up

BRMB FM/Birmingham

- A List:**
AD Cathy Dennis- Just Another Dream
Simple Minds- Stand By Love

Jason Donovan- Happy Together

- B List:**
AD Black Crowes- Hard To Handle
Lavine Hudson- A Little
Kirsty MacColl- My Affair
Mike & The Mechanics- Get Up
Feargal Sharkey- To Miss Someone
Zoe- Sunshine On A Rainy Day
Mark Shaw- Under Your Spell
Spiritualized- Run

CHILTERN NETWORK/Dunstable

- A List:**
AD Prince- Get Off
Mike & The Mechanics- Get Up
Zoe- Sunshine On A Rainy Day
B List:
AD Simple Minds- Stand By Love
Midge Ure- Cold Cold Heart
Sophie Lawrence- Love's Unkind
Julian Lennon- Soliwater
Feargal Sharkey- To Miss Someone
Lloyd Cole- She's A Girl

DOWNTOWN RADIO/Belfast

- A List:**
AD PM Dawn- Set Adrift
Martika- Love Thy Will Be Done
Midge Ure- Cold Cold Heart
Bananarama- Tripping On Your Love
Jackie Quinn- Love Rain
R.E.M.- Near Wild Heaven
Mike & The Mechanics- Get Up
Feargal Sharkey- To Miss Someone
Jason Donovan- Happy Together
Steve Elson- Luna Rossa
Skin Lagoon- Dance With Me
Stan Ridgway- I Wanna Be A Boss

ATLANTIC 252/County Meath

- A List:**
AD Young Disciples- Apparently Nothin'
Voice Of The Beehive- Monsters
Deacon Blue- Twist And Shout
Robbie Nevil- Just Like You
Color Me Badd- All 4 Love

FOX FM/Cowley

- A List:**
AD Tara Kemp- Piece Of My Heart
PM Dawn- Set Adrift

METRO FM/Newcastle

- B List:**
AD BEF- A Family Affair
Simple Minds- Stand By Love
Jellyfish- Now She Knows
PM Dawn- Set Adrift
Midge Ure- Cold Cold Heart
Metallica- Enter Sandman
Karyn White- Romantic
R.E.M.- Near Wild Heaven
Mike & The Mechanics- Get Up
Divinyls- Make Out Allright
Julian Lennon- Soliwater
Aaron Neville- Somewhere Somebody
Off-Shore- I Got A Little Song
Primal Scream- Don't Fight It Feel It
Feargal Sharkey- To Miss Someone
Zoe- Sunshine On A Rainy Day

Poppy Factory- Fabulous Beast

Jason Donovan- Happy Together

OCEAN SOUND/Fareham

- A List:**
AD Right Said Fred- I'm Too Sexy
B List:
AD Extreme- More Than Words
Scritti Politti- Take Me In
Jellyfish- Now She Knows
Bananarama- Tripping On

PICCADILLY RADIO/Manchester

- A List:**
AD Seal- The Beginning
Michael W. Smith- Place In This World
Frankie Knuckles- Whistle Song
PM Dawn- Set Adrift
Martika- Love Thy Will Be Done
Apples- Stay People Child
Paul Varney- If Only I Knew
B List:
AD DJH feat. Stefy- I Like It
Jesus Jones- Right Here Right Now
Marillion- No One Can
Jackie Quinn- Love Rain
Shades Of Rhythm- The Sound Of Eden

RADIO BROADLAND/Norwich

- Head Of Music**
B List:
AD Wilson Phillips- The Dream Is
Boy Krazy- That's What Love
Martika- Love Thy Will Be Done
Mike & The Mechanics- Get Up
Steve Elson- Luna Rossa

RADIO TRENT/Nottingham

- A List:**
AD Aretha Franklin- Everyday People
PM Dawn- Set Adrift On Memory Bliss
B List:
AD Marc Cohn- Silver Thunderbird
Hue & Cry- Long Term Lovers
Kirsty MacColl- My Affair
Martika- Love Thy Will Be Done
Danny Wilson- If You Really Love Me

RADIO FORTH/Edinburgh

- A List:**
AD Right Said Fred- I'm Too Sexy
Color Me Badd- All 4 Love
Martika- Love Thy Will Be Done
Midge Ure- Cold Cold Heart
Technotronic- Work
Bananarama- Tripping On Your Love
R.E.M.- Near Wild Heaven

RED DRAGON FM/Cardiff

- A List:**
AD Kirsty MacColl- Walking Down
Escape Club- I'll Be There
Scritti Politti- Take Me In
Doors- Riders On The Storm
R.E.M.- Near Wild Heaven
B List:
AD Bomb The Bass- Winter In July
Karyn White- Romantic
Enuff Z'Enuff- Baby Loves You
Jethro Tull- This Is Not Love
Mark Shaw- Under Your Spell

RADIO 208/London

- A List:**
AD Right Said Fred- I'm Too Sexy
B List:
AD Marillion- No One Can
De La Soul- Roller Skating
Color Me Badd- All 4 Love
Technotronic- Work

SWANSEA SOUND/Wales

- A List:**
AD Extreme- More Than Words
Marillion- No One Can
Color Me Badd- All 4 Love
B List:
AD Scritti Politti- Take Me In
Sophie Lawrence- Love's Unkind
Zoe- Sunshine On A Rainy Day
Sweetmouth
Stan Ridgway- Hoppy Together

KISS FM/London

- A List:**
AD Redhead Kingpin- Love Thang
Queen Latifah- Fly Girl
Urban Soul- Alright

HORIZON RADIO/Bristol

- A List:**
AD Prince- Get Off
Karyn White- Romantic
808 State- Lift
Zoe- Sunshine On A Rainy Day
B List:
AD Off-Shore- I Got A Little Song
Heavy D & The Boyz- Is It Good To You

COOL FM/Belfast

- A List:**
AD Rembrandts- Just The Way It Is
Cher- Love & Understanding
Tom Petty- Learning To Fly
Incognito- Always There
Aretha Franklin- Everyday People
Seal- The Beginning
Hue & Cry- Long Term Lovers
T'Pau- Walk On Air
Right Said Fred- I'm Too Sexy
Clannad- Both Sides Now
Martika- Love Thy Will Be Done
Midge Ure- Cold Cold Heart
Squeeze- Sunday Street
Michael Patto- So Much For The Lovin'
Zoe- Sunshine On A Rainy Day
Crooner- Arcadia
John Kilzer- Marilyn Deane

FRANCE

RTL/Paris

- A List:**
AD Jesus Loves You- Generations
Bryan Adams- Everything I Do
Jesus Jones- Right Here Right
George Michael- Waiting For
Zouk Machine- Sa Kecho
David MacNeil- Tiramisu
Philippe Russo- Ease On By
Alain Lantzy- Vous Vouddriez
Louise Feron- Souvenir De

NRJ NETWORK/Paris

- A List:**
AD Rembrandts- Just The Way It Is
Stephan Eicher- Dejeuner En
Pleasure Game- Le Dormeur

EUROPE 2 NETWORK/Paris

- A List:**
AD Extreme- More Than Words
Omar- There's Nothing Like
Luc De La Rochellere- Cash
Aaron Neville- Everybody
Ismael Lo- Tajabone

RVS/Rouen

- A List:**
AD Color Me Badd- I Wanna Sex
Sniff N' The Tears- Driver's Seat
Jimmy Somerville- Run From
B List:
AD Jean-Luc Lahaye- Il Faut Vivre
Poupa Claudio- Ecoute Le Conseil

RADIO SERVICE/Marseille

- A List:**
AD Bananarama- Long Train
Rembrandts- Just The Way It Is, Baby
Bryan Adams- Everything I Do
Benny B- Dis-Moi Bebe
Bernard Lavilliers- Outremer
Lisa Lisa & Cult Jam- Let The Beat
Gregorian- Once In A Lifetime
Jil Caplan- Nathalie Wood
Zouk Machine- Sa Kecho
Stevie B- Because I Love You

RADIO RIVIERA/Monte Carlo

- A List:**
AD Crystal Waters- Gypsy Woman (Dee)
R.E.M.- Losing My Religion
Cher- Love & Understanding
Natalie Cole- Unforgettable
Paul Simon- The Coast
Roger McGuinn- Car Phone

RMC/Monte Carlo

- A List:**
AD Omar- There's Nothing Like
London Beat- A Better Love
Viktor Lazlo- Teach Me To
George Michael- Waiting For
Marc Ricci- Le Ciel Peut
Zouk Machine- Saté Show
AL Children

GERMANY

WDR1/Cologne

- PP New Kids On The Block**- Games
Roxette- Fading Like A Flower
Marc Cohn- Walking In Memphis
Pet Shop Boys- Jealousy
Erasure- Chorus
OMD- Pandora's Box
Gipsy Kings- Baila Me
Pur- Lena
E.L.O.- Thousand Eyes
Brings- Nur Ner Zwei
Gesocks- Zigeunerjunge
White Heart- Powerhouse
A List:
AD Heavy D & The Boyz- Now That
Deuces Wild- Living In The Sun
Ava- Light Of The World
Johnny Hates Jazz- The Last
Blow Up- World

SWF/Baden Baden

- A List:**
Chesney Hawkes- The One And Only
Mike & The Mechanics- Word Of
Simple Minds- See The Lights
Zucchero/Young- Senza Una Donna
Rod Stewart- The Motown Song
Cher- Love & Understanding
Bryan Adams- Everything I Do
A List:
AD Extreme- More Than Words
Tom Petty- Learning To Fly
Seal- The Beginning

RIAS 2/Berlin

- A List:**
AD Womack & Womack- My Dear
Aaron Neville- Everybody

HUNDERT 6/Berlin

- A List:**
AD Johnny Hates Jazz- The Last To Know
Klaus Densow- Zweimal Erfriere
Wilkins- Sopa De Caracol

OK RADIO/Hamburg

- B List:**
AD Mark Stevens- This Is The Way
Incognito- Always There
DJ Jazzy Jeff- Summertime
Party- Summer Vacation
Kate Yanai- Bacardi Feeling
Fun Foundation- Master Plan
Johnny Hates Jazz- The Last
Rags 'N' Riches- Slow Down
B.V.S.M.P.- Hold Me

RADIO REGENBOGEN/Mannheim

- A List:**
AD Bette Midler- The Gift Of Love
Kate Yanai- Bacardi Feeling
Johnny Hates Jazz- The Last
B List:
AD Extreme- More Than Words
R.E.M.- Shiny Happy People
Womack & Womack- My Dear
Jule Neigel Band- Heut' Nacht
Nina Hagen- In My World

RSH/Kiel

- A List:**
AD Michael Bolton- Time Love
Amy Grant- Every Heartbeat
B List:
AD Chesney Hawkes- I'm A Man
Michael Van Dyke- Tell Him
Dieter Krebs- Ich Bin Der

RADIO T.O.N./Bad Mergentheim

- A List:**
AD Chris Rea- Looking For The
Rick Astley- Never Knew Love
OMD- Pandora's Box

Tom Petty- Learning To Fly

- Amy Grant**- Every Heartbeat
Pur- Lena
Thomas Barquee- Ticket Toulouse
The Project- A Day Without You
B List:
AD Natalie Cole- Unforgettable
Sacco & Mancetti- What They
Julian Dawson- Fragile As

RADIO GONG/Nuernberg

- A List:**
AD Extreme- More Than Words
Herbert Grönemeyer- Heerscharf
Cher- Love & Understanding
ABC- Love Conquers All
Huey Lewis- It Hit Me Like A Hammer
Frank Zappa- Bobby Brown

RADIO SALU/Saarbruecken

- PP Bryan Adams**- Everything I Do
Rembrandts- Someone
David Hallyday- Ooh Lo La
Diana Ross- The Force Behind
Nelson- Only Time Will Tell
A List:
Lenny Kravitz- It Ain't Over
Marillion- Cover My Eyes
Rhythm Syndicate- P.A.S.S.I.O.N.
Cher- Love & Understanding
Amy Grant- Every Heartbeat
Pe Werner- Kribbeln Im Bauch
Glenn Frey- Part Of Me Part

RB 4/Bremen

- B List:**
AD Incognito- Always There
DJ Jazzy Jeff- Summertime
Seal- The Beginning
Black Crowes- Hard To Handle
Dan Reed Network- Mix It Up
Shamen- Move Any Mountain
Driza Bone- Real Love
Color Me Badd- All 4 Love
Stress- Rosechild
Boyz II Men- Motownphilly
Greg De Neuville- Trust
38 Special- The Sound Of
Blue Aeroplanes- Y'r Own World
Catch- 25 Years
En-Sonic- No One Is To Blome
Instella- Dream Some Paradise
King Rocka Schamoni- Nacht In
Stoppok- Der Nockte Mann
Winger- Headed For A Heartbreak
ZZ Top- Burger Man

RTL GERMANY/Luxembourg

- A List:**
Roxette- Fading Like A Flower
Amy Grant- Baby Baby
Jason Donovan- R.S.V.P.
Chesney Hawkes- I'm A Man
Lenny Kravitz- It Ain't Over
Paula Abdul- Rush Rush
Zucchero/Young- Senza Urta Donna
Bee Gees- The Only Love
Rod Stewart- The Motown Song
Marc Cohn- Walking In Memphis
Cher- Love & Understanding
Tom Petty- Learning To Fly
Bryan Adams- Everything I Do
Sailor- La Cumbia
Marillion- No One Can

SFB 2/Berlin

- A List:**
AD Bryan Adams- Everything I Do You
Incognito- Always There
Gipsy Kings- Baila Me
Nine Below Zero- On The Road Again
B List:
AD Hi-Five- I Like The Way
Black Crowes- Jealous Again
Stephan Eicher- Dejeuner En
Lamont Dozier- The Quiet's Toq
Phranc- I'm Not Romantic
Nina Hagen- In My World
King Rocka Schamoni- Nacht In
Heroes Del Silencio- Entre

RADIO N1/Nuernberg

- PP Paula Abdul**- The Promise
A List:
AD Incognito- Always There
Shamen- Move Any Mountain

"You Belong In Rock & Roll"
 The New Single from
TIN MACHINE
 The hottest record in the U.K.
 on your desk this week!




STATION REPORTS

Bingoboyz- No Woman No Cry
Construction- Oh Girl

DT64/Berlin

A List:
AD Scorpions- Wind Of Change
Jesus Loves You- Bow Down
Jesus Jones- Right Here Right
Fury/Slaughterhouse- Trapped
Fehlfarben- Wie Bitte Was
Throw That Beat- A Kiss From
Rainbirds- On The Balcony
Keimzeit- Amsterdam
Die Prinzen- Gabi Und Klaus
Roman- Blue Monbeam
Pankow- Langeweile
Eight Dayz- The Astronaut
Freunde/Oper- Les Zones
BAP- Vis A Vis
Puhdys- Kleiner Planet
Lassie Singers- Falsche Gedanken

RADIO DOWN-TOWN/Erlangen

A List:
AD OMD- Pandora's Box
Southern Sons- Heart In Danger
Kirsty MacColl- He Neve
38 Special- You Be The Dam

RADIO F/Nuernberg

A List:
Zucchero/Young- Senza Una Donna
Pet Shop Boys- Jealousy
Chris Rea- Looking For The
Glenn Frey- Part Of Me Part
David Hasselhoff- Do The Limbo
Tony Christie- Come With Me
Katia Maria Yelen- No Lubida
Monty Python- Always Look

A List:
AD Tommy Raider- Angie
BZN- Help Me

RADIO GONG 2000/Munich

PP Rod Stewart- The Motown Song
Mariah Carey- There's Got To
Incognito- Always There

A List:
AD Chris Rea- Looking For The
Cher- Love & Understanding
Jule Neigel Band- Heut' Nacht

B List:
AD Michael Van Dyke- Tell Him
Lamont Dozier- The Quiet's Too
Hamburger Arroganz- Aepfel

RADIO XANADU/Munich

A List:
Marc Cohn- Walking In Memphis
John Farnham- Burn For You
Ashley Cleveland- Willy
Rembrandts- Someone
Tyketto- Forever Young
Lynyrd Skynyrd- Smokestack Lightning
David Lee Roth- Tell The Truth
Enuff Z'Enuff- Mother's Eyes
Black Crowes- She Talks To Angels
Willie Nile- Heaven Help The Lonely

RADIO NRW/Oberhausen

A List:
AD Amy Grant- Every Heartbeat
Juan Luis Guerra- Burbujas De
Kate Yanai- Bacardi Feeling
Johnny Hates Jazz- The Last
BZN- Help Me

RADIO FFH/Frankfurt

A List:
AD Ten Sharp- You
B List:
AD Michael Bolton- Time Love
Rick Astley- Never Knew Love
Gipsy Kings- Baila Me
Little River Band- Worldwide Love
Jule Neigel Band- Heut' Nacht

RADIO FFB/Fuerstenfeldbruck

PP Cher- The Shoop Shoop Song
Scorpions- Wind Of Change
Jason Donovan- R.S.V.P.
Lenny Kravitz- It Ain't
Rod Stewart- The Motown Song
Gipsy Kings- Baila Me
A List:
AD Chesney Hawkes- I'm A Man

Alison Moyet- Wishing You Were
Rick Astley- Never Knew Love
Huey Lewis- It Hit Me Like A Hammer
London Boys- Sweet Soul Music
Gloria Estefan- Nayib's Song
Womack & Womack- My Dear
Aaron Neville- Everybody
Jule Neigel Band- Heut' Nacht
Adriano Celentano- Fuoco
Tara Gee- Fang Nach Mal
Nicole- Und Ich Denke

SCHWARZWALD RADIO/Freiburg

A List:
AD Cher- Love & Understanding
Gloria Estefan- Nayib's Song
Glenn Frey- Part Of Me Part

ITALY

RADIO 101 INTERNATIONAL/Milan

PP Color Me Badd- I Wanna Sex You Up
Cher- Love & Understanding
Bryan Adams- (Everything I Do)

A List:
Banderas- This Is Your Life
Roxette- Fading Like A Flower
Lionie Gordon- Gonna Catch You
Lenny Kravitz- It Ain't Over
Paula Abdul- Rush Rush
Kirsty MacColl- Walking Down
Crystal Waters- Gypsy Woman
Stevie Wonder- Gotta Have
Hi-Five- I Like The Way
LaTour- People Are Still

RAI STEREOUNO/Rome

A List:
AD Chesney Hawkes- I'm A Man
Beverly Craven- Promise Me
Michael Bolton- Time Love
Whitney Houston- My Name
ABC- Love Conquers All
Gipsy Kings- Baila Me
Cathy Dennis- Too Many Walls
Terry Ronald- Calm The Rage
De La Soul- A Roller Skating
Crystal Waters- Makin' Happy
Marco Masini- Cenerentola

RAI STEREO DUE/Rome

A List:
Omar- There's Nothing Like This
Cola Boy- 7 Ways To Love
DJ Jazzy Jeff- Summertime
Natalie Cole- Unforgettable
Level 42- Guaranteed
Heavy D & The Boyz- Now That
Yasmin- Wanna Dance
De La Soul- A Roller Skating
Diana Ross- The Force Behind
Paula Abdul- The Promise Of

RTL 102.5/Bergamo

A List:
AD Rick Astley- Never Knew Love
Cola Boy- 7 Ways To Love
Cut 'N' Move- Get Serious
Crystal Waters- Makin' Happy
Martika- Love Thy Will Be Done
Paolo Valesi- Le Amiche

HOLLAND

VERONICA/Hilversum

PP Bomb The Bass- Winter In July
TROS/Hilversum

A List:
AD Omar- There's Nothing Like This
DJ Jazzy Jeff- Summertime
Level 42- Guaranteed
Bomb The Bass- Winter In July
Sheema Easton- You Can Swing
De La Soul- A Roller Skating
Elvis Costello- So Like Candy
Color Me Badd- All 4 Love
Martika- Love Thy Will Be Done
Koos Alberts- Eenmaal In
Metallica- Enter Sandman
Boyz II Men- Motownphilly
Praga Kahn- Rave Alarm
John Otis- In The Morning

AVRO/Hilversum

PP Martika- Love Thy Will Be Done
Humphrey Campbell- True Hearts

NCRV/Hilversum

PP Boyz II Men- Motownphilly

HIT RADIO/Bussum

A List:
AD Cher- Love & Understanding
B List:
AD Powercut- Girls
Kaoma- Dan a Tago Mago
Bomb The Bass- Winter In July
Bingoboyz- No Woman No Cry
Young M.C.- That's The Way
Stereo MC's- Elevate My Mind

SKY RADIO/Bussum

A List:
Extreme- More Than Words
Paula Abdul- Rush Rush
Bryan Adams- Everything I Do
Juan Luis Guerra- Burbujas De

AD This Mortal Coil

A List:
Extreme- More Than Words
Paula Abdul- Rush Rush
Bryan Adams- Everything I Do
Juan Luis Guerra- Burbujas De
B List:
AD This Mortal Coil- You And

RADIO NOORD-HOLLAND/ Haarlem

A List:
AD Rhythm Syndicate- P.A.S.S.I.O.N.
Billy Bragg- Sexuality
Linda De Mol- Beethoven
Sounds Of Blackness- Optimistic
Bingoboyz- No Woman No Cry
Roch Vaisine- Helene
Pilgrims- Any Trick
Boyz II Men- Motownphilly
Michele- Work It Out
Tara- Always

BELGIUM

RADIO EXPRES/Antwerp

B List:
AD Cher- Love & Understanding
Scorpions- Send Me An Angel
Sandra Kim- Laat Mij Nooit
Margriet Hermans- Niets Houdt
Gunther Neefs- Ik Laat Me Goan
Robin Nills- Een Brug Te Ver

RADIO ANTIGOON/Antwerp

B List:
AD Rhythm Syndicate- P.A.S.S.I.O.N.
Soulsister- Facing Love

RADIO ROYAAL/Hamont-Achel

A List:
AD Koos Alberts- Eenmaal In
B List:
AD Marillion- Cover My Eyes
Guns N' Roses- You Could Be

RADIO CONTACT F/Brussels

B List:
AD Level 42- Guaranteed
Sniff N' The Tears- Driver's Seat
De La Soul- A Roller Skating Jam
Shamen- Move Any Mountain
Martika- Love Thy Will Be Done

RADIO CONTACT N/Brussels

B List:
AD Chesney Hawkes- I'm A Man
Los Manolos- All My Loving
De La Soul- A Roller Skating Jam
Erik Van Neygen- Geen Zorgen
Latino Party- Arriba
Bert Decorte- Bij Jou

SPAIN

RADIO MADRID/Madrid

A List:
AD Amy Grant- Baby Baby
Crystal Waters- Gypsy Woman
Queen- Headlong
Rod Stewart- The Motown Song
Farm- Don't Let Me Down
Dannii Minogue- Success
Kylie Minogue- Shocked
Loquillo Y Los Trogloditas- Hombres
Apolos- Don't Let Me Be

Laventura

Mal Dia
Intrusos- Te Llamo Simplemente
Cool T- The Rhythm

TOP 97.2/Madrid

A List:
AD E.M.F.- Unbelievable
Beverly Craven- Promise Me
Technotronic- Move That Body
Bros- Are You Mine?
Mecano- El Peon Del Rey De Negras
Vanilla Ice- Ninja Rap
Locomia- Fiesta Latina

COPE/Madrid

AD Beverly Craven- Promise Me
Ana Belen- Margaritas

RADIO 16/Madrid

A List:
AD Miguel Rios- Hasta Que Olvides

AD Extreme

AD Extreme- More Than Words
AD Natalie Cole- Unforgettable
Soul Kitchen- Sweet Soul
Lisa Lisa & Cult Jam- Let The Beat Hit 'Em
Ninos Del Brasil- Las Curvas Del Place

SWEDEN

CITY 103/Goteborg

A List:
AD Soulsister- Sweet Dreamer
T'Pau- Walk On Air
Tracie Spencer- This Time
Driza Bone- Real Love
Martika- Love Thy Will Be Done
Daddy Freddy- Daddy Freddy's In Town
Fun Foundation- Master Plan
Peter LeMarc- Sangen De Spelar

RADIO P4/Lund

A List:
AD Pasadenas- Another Lover
Driza Bone- Real Love
Kirsty MacColl- My Affair
Crystal Waters- Makin' Happy
Willie Nile- Everybody Needs A Hammer
Peter LeMarc- Sangen De Spelar
Ashley & Jackson- Solid Gold

RADIO LIDINGO/Stockholm

A List:
AD Marlon B- Da La De La

SAF RADIO CITY/Gothenburg

Martin Loogna- Head Of Music
A List:
AD Clash- London Calling
OMD- Pandora's Box
Natalie Cole- Unforgettable
Timmy T- Paradise
T'Pau- Walk On Air
Los Manolos- All My Loving
Scritti Politti- Take Me In
Diana Ross- The Force Behind
Gladys Knight- Men
Ankie Bagger- Fire And Rain
Eric Gadd- The Medley
Quincy Jones- Back On The Block

HIT FM/Stockholm

B List:
AD Bee Gees- The Only Love
Scritti Politti- Take Me In
Elvis Costello- So Like Candy
Vienna Parade- Wonderland
Womack & Womack- My Dear
Tony Banks- The Gift
Martika- Love Thy Will Be Done
Fun Foundation- Master Plan
Vibrations- The Life

RADIO GOTEBOG/Goteborg

A List:
AD Extreme- More Than Words
Clash- London Calling
Sanne- Where Blue Begins
Timmy T- Paradise
Billy Bragg- Sexuality
Black Crowes- Hard To Handle
Escape Club- I'll Be There

RADIO MALMOHUS/Malmo

A List:
AD Army Of Lovers- Crucified
Jesus Jones- Right Here Right Now
Bonnie Raitt- Good Man Good Woman
Willie Nile- Everybody Needs A Hammer
Peter LeMarc- Sangen De Spelar
Michael Mcdermott- Sacred Ground

RADIO VSD/Goteborg

A List:
AD Tracie Spencer- This Time
Hubbub- Point Of You

RADIO RYD/Linkoping

A List:
AD DJ Jazzy Jeff- Summertime
Vienna Parade- Wonderland
Destination Unknown- Manhattan Project
Willie Nile- Everybody Needs A Hammer
Peter LeMarc- Sangen De Spelar

RADIO HUDDINGE/Stockholm

A List:
AD OMD- Pandora's Box
Huey Lewis & The News- It Hit Me Like
Jean Paul Wall- Isking
Ponyus & Amerikanerna- Kapten Sal

NORWAY

RADIO 102/Haugesund

A List:
AD Deacon Blue- Twist And Shout
AD Beaton
AD Incognito- Always There
Chris Whitley- Poison Girl

NRK/Oslo

A List:
AD Pet Shop Boys- Jealousy
Cher- Love & Understanding
C&C Music Factory- Things That Make
WIP- Dream
Ice-T- Original Gangster

RADIO OSLO/Oslo

A List:
AD DJH feat. Stefy- I Like It
Top- Number One Dominator
Subsonic 2- Unsung Heroes Of

RADIO OST/Rade

A List:
AD Roxette- Fading Like A Flower
Amy Grant- Baby Baby
Rembrandts- Just The Way It Is
Rod Stewart- Rhythm Of My Heart
Color Me Badd- I Wanna Sex You Up
Natalie Cole- Unforgettable
Gerardo- We Want The Funk
Alias- More Than Words Can Say

RADIO MOSS/Moss

A List:
AD Deacon Blue- Twist And Shout
Martika- Love Thy Will Be Done
Runrig- Always The Winner

Michael Bolton

We're Not Making
B List:
AD ABC- Love Conquers All
Lisa Lisa & Cult Jam- Let The Beat Hit 'Em
Bomb The Bass- Winter In July

STUDENTRADIOEN/Tromso

A List:
AD T'Pau- Walk On Air
Martika- Love Thy Will Be Done

RADIO 1/Oslo

B List:
AD Manhattan Transfer- Confide In Me
Opp & Ned- Rappe Polser

DENMARK

ARHUS NAERRADIO/Aarhus

A List:
AD Seal- The Beginning
T'Pau- Walk On Air
Scritti Politti- Take Me In
Henning Stærk- If You Are Alone
Twins- All Mixed Up

RADIO VIBORG/Viborg

A List:
AD Kenny Thomas- Thinking About
Whitney Houston- My Name Is Not Susan
Los Manolos- All My Loving
Ankie Bagger- If You Are Alone
Lis Sorensen- 100 Gange Til

B List:
AD Diana Ross- The Force
Gianna Nannini- Soridi
Bette Midler- Moonlight Dancing
Twins- All Mixed Up
Little Richard- Good Golly Miss Molly

THE VOICE/Copenhagen

A List:
AD Bros- Are You Mine?
ABC- Love Conquers All
Huey Lewis & The News- It Hit Me Like
Scritti Politti- Take Me In
De La Soul- Roller Skating
Gladys Knight- Superwoman

DANMARKS RADIO/Copenhagen

A List:
Cher- The Shoop Shoop Song
Scorpions- Wind Of Change
Chesney Hawkes- The One And Only
Crystal Waters- Gypsy Woman
Bryan Adams- I Do It For You

RADIO VICTOR/Esbjerg

A List:
Kenny Thomas- Thinking About Your Love
Crystal Waters- Gypsy Woman
Triplets- You Don't Have To Go
OMD- Pandora's Box
Bryan Adams- I Do It For You

RADIO HOLBAECK/Holbaeck

A List:
AD Amy Grant- Baby Baby

Lisa Lisa & Cult Jam

"LET THE BEAT HIT 'EM"

NOW PLAYING ON :

Radio Royaal (B), SFB (D), TROS, Veronica, Hitradio (NL), Radio Trent, Fox, Radio Forth, Radio Clyde, Metro FM, Red Dragon FM, Capital Radio, Radio City, Atlantic 252, Radio Forth, RTL 208, Beacon Radio, Piccadilly Radio, BBC Radio 1 (UK).

COLUMBIA

STATION REPORTS

Color Me Badd- I Wanna Sex You Up
Stevie Wonder- Gotto Have
Amina- Le Dernier Qui A Parle

RADIO SYDKYSTEN/Karlslunde
Peter Hald - Head Of Music
A List:
AD Bryan Adams- I Do It For You

RADIO ABC/Randers
A List:
AD Womack & Womack- My Dear
B List:
AD Jimmy Soul- If You Wanna Be
Army Of Lovers- Crucified
Seal- The Beginning
Sniff N' The Tears- Driver's Seat
Driza Bone- Real Love
Bingoboy- No Woman No Cry
Eric & His Burden- Don't Let Me Be
Lis Sorensen- 100 Gange Til
Fenders- Hvis Jeg Sku

RADIO HORSENS/Horsens
A List:
AD Kylie Minogue- Shocked

Erasure- Chorus
Natalie Cole- Unforgettable
Party- That's Why
Robin- The Corribbeon Party
Los Manolos- All My Loving
Martika- Love Thy Will Be Done
Technotronic- Work
Lis Sorensen- 100 Gange Til
Sort Sol- Daughter Of Sad

UPTOWN FM/Copenhagen
A List:
AD Michael Bolton- Time Love
B List:
AD Triplets- You Don't Have To Go
Incognito- Always There
Black Crowes- Hard To Handle
Scritti Politti- Take Me In
Martika- Love Thy Will Be Done
Squeeze- Satisfied

FINLAND

RADIO JYVASKYLA/Jyvaskyla
A List:

AD Arja Korijeva- Me Kaksi Vain

RADIO 1/91.1/Helsinki
A List:
AD Dr. Alban- U & Mi
49'ers- I Need You
Erasure- Chorus
Seal- The Beginning
Bros- Are You Mine?
UK Mixmasters- Lucky 7 Megomix
Blue System- Testamente
Vanilla Ice- Satisfaction
De La Soul- Roller Skating
Color Me Badd- All 4 Love
Technotronic- Work
Icy Blue- Pump It

AUSTRIA

ANTENNE AUSTRIA/Vienna
A List:
AD Tom Petty- Learning To Fly

SWITZERLAND

RADIO 24/Zurich
A List:
AD Lavine Hudson- All I Need
OMD- Pandora's Box
Toni Childs- I've Got To Go
Rembrandts- Someone
Glenn Frey- Part Of Me Part
Marillion- No One Can
Marco Masini- Ti Vorrei
Kate Yanai- Bacardi Feeling
Aaron Neville- Everybody

COULEUR 3/Lausanne
PP Prudes- Powerful Brain
Paul Kelly- Stories Of Me
A List:
AD Voice Of The Beehive- Monsters
Rebel MC- Tribal Base
Billy Bragg- Sexuality
Matt Bianco- Macumba
Nine Below Zero- On The Road
The Lost- Pretty Girl
Nina Hagen- Keep It Live

Stereo MC's- I'm A Believer
Honey Smugglers- Closer

RADIO FOERDERBAND/Bern
PP Sailor- La Cumbio
A List:
AD Law- Come Save Me
Emile Wandermer- Dame
Twist Of Fate- Bad News

RADIO DRS 3/Basel
A List:
DJ Jazzy Jeff- Summertime
Bill Pritchard- Number Five
Big Audio Dynamite- Rush
Lassie Singers- Mein Freund
Mecano- Una Rosa Es Una Rosa
Phon Roll- River Of Love
Junior Reid- Great Train Robbery
Williams Brothers- Can't Cry
E-Bop- Summertime
AL Billy Falcon
Nina Hagen
Schascle

GREECE

ERA/Athens
A List:
Roxette- Fading Like A Flower
Extreme- More Than Words
Lenny Kravitz- It Ain't Over
Paula Abdul- Rush Rush
KLF- Last Train To Transcentral
Cher- Love & Understanding
After 7- Nights Like This
Heavy D & The Boyz- Now That
Jesus Jones- Right Here Right
Guns N' Roses- You Could Be

JERONIMO GROOVY/Athens
A List:
Dana Dawson- Romantic World
Sheena Easton- What Comes
Jason Donovan- R.S.V.P.
Sonia- Only Fools
Paula Abdul- Rush Rush
LaTour- People Are Still
Kylie Minogue- Shocked
Whitney Houston- My Name Is
Samantha Fox- Hurt Me Hurt Me
Sofia Vossou- Tell Me

SEVEN-X/Athens
A List:
R.E.M.- Shiny Happy People
Cher- Love & Understanding
Tom Petty- Learning To Fly
Bryan Adams- Everything I Do
Natalie Cole- Unforgettable
Seal- The Beginning
Desmond Child- Love On A Rooftop
Guns N' Roses- You Could Be
Golden Earring- Going To

A List:
AD Ten Sharp- You

POLAND

RADIO RMF/Krakow
PP Zucchero- Wonderful World
A List:
AD Chlopy Z Placu- Broni
B List:
AD Kirsty MacColl- Walking Down
Little Angels- I Ain't Gonna
Animal Logic- I Won't Be
Electronic- Tighten Up
Squeeze- Satisfied

EUROPE

VOA EUROPE
B List:
AD Whitney Houston- My Name Is
Color Me Badd- I Adore Me Amor

JAZZ STATION REPORTS

JAZZ FM/London
Malcolm Laycock - Prog. Controller
"Presenters Picks:"
Room Full Of Blues- Hot Little Mama
Sarah Vaughan- The Essential
Frankie Capp & Nat Pierce
Impulse Jazz 30 Year Celebration
Jimmy McCracklin- My Story
"Somethin' Else" (Nighttime):
Freddie Hubbard- Bolivia [Limelight]
Jazzy Jeff/Fresh Prince- Homebase [Jive]
Bill Stewart- Think Before [Jazz City]
Carla Bley- Very Big Band- [Watt]
Snowboy- Descarga Mambito [Acid Jazz]
Various- The Heatin' System [Argo Jazz]
Tom Browne- The Best Of [Arista]
Jesse Davis- Horn Of Passion
Queen Latifah- Fly Girl

WEAR FM/Sunderland
Alan Twelftree
"Jazz & Blues Etcetera:"
Saffire- Hot Flash [Alligator]
Roy Hargrove- Public Eye [Novus]
Dave Brubeck- Live 1956-7 [Jazz Band]
Koko Taylor- I Got What It Takes [Alligator]
Lester Bowie- The Organizer [DIW]
Nancy Wilson- Yesterday's Love [Capitol]
Charles Mingus- Newport Rebels [Candid]
Guy Lafitte- Things We Did [Black & Blue]
Otis Rush- Lost In The Blues [Sonet]

BBC RADIO SCOTLAND/Edinburgh
Gordon Cruickshank - Compiler/Presenter
Art Farmer/Benny Golson- Meet The [Chess]
Gerald Wilson- Moment Of Truth [Pacific Jazz]
Steve Lacy- The Door [Novus]
Suzanne Ciani- Pianissimo [Private Music]
Georgie Famer- Cool Cat Blues [Go Jazz]
Freddy Studer- Seven Songs [VeraBra]
Roy Hargrove- Diamond In The Rough [Novus]
Charlie Mariano- Mariano [GI]
Spike Robinson- Stairway To Stars [Hep]
Andrew Hill- But Not Farewell [Capitol]

JAZZ WELLE PLUS/Munich
Hans Ruland - Prod.
Stan Getz- Serenity [Emarcy]
Iraza/A.Sandoval- Mamba Inn [Palladium]
Harper Brothers- Artistry [Verve]
Al Grey- Trombones by 5 [Black & Blue]
Lee Ritenour- Captain Fingers [Epic]
Wynton Marsalis- Standard Time (2) [CBS]
Roy Charles/Milt Jackson- Soul [Atlantic]
Tommy Flanagan- Jazz Post [Timeless]
Capp/Pierce Orch.- Juggernaut [Concord]
Crusaders- Healing The Wounds [MCA]

JAZZTIME NURNBERG
Walter Schatzlein - Prod.
Alfred Mangold - Presenter
Takase/Joao/Pedersen- Alice [Enja]
Don Menza/F.Strazzeri- Ballads [Fresh Sounds]
Nat Adderley- Talkin' About You [In & Out]
Oliver Jones Trio- Northern Summit [Enja]

Miriam Makeba- Eyes On Tomorrow [Polydor]
Joachim Kuhn- CMP Sampler [CMP]
Harper Bros.- Artistry [Verve]
Vienna Art Orchestra- Chapter II [Amadeo]

RADIO GONG 2000/Munich
Bob Borrink - Prod.
"Swing Time:"
Natalie Cole- Unforgettable [Elektra]
Terry Gibbs Dream Band- Vol. 4 [Contemporary]
Black Jazz In Europa- 1926-30 [Jazz Time]
Willie Lewis & His Negro Band [Musicolor]
Philip Morris Superband- World Tour [Concord]
Marcus Roberts- Alone With 3 Giants [Novus]
Supersax/L.A.Voices- Complete Edition [CBS]
Claude Bolling- Big Band Panorama [Ades]
Ramblers- Hilversum Express [Dureco]
Machito- Latin Soul + Jazz [Caliente]

RADIO BREMEN/Bremen
Torsten Müller - Prod.
Lee Morgan- The Sidewinder [Blue Note]
Wynton Marsalis- Standard Time (2) Columbia
Bertha Hope Trio- In Search Of [Steeplechase]
A.Von Schlippenbach- Elf Bagatellen [FMP]
Ricky Ford- Ebony Rhapsody [Candid]
Hicks/McBee/Jones- Power Trio [Novus]
Tuck & Patti- Dream [Windham Hill]
Ray Anderson- Wishbone [Grammavision]
Michael Marcus- Under The Wire [Enja]
Oliver Jones/Red Mitchell/Herb Ellis [Enja]

RADIO ROMA/Rome
Allessandro Malatesta - Prod.
Gioacchino Stancanelli - Presenter
"Radio Collection:"
Jim Hall- And His Friends Vol. 1
J.J.Johnson- Quinterly
Shirley Horn- You Won't Forget Me
Paul Bley- Live At Sweet Basil
Jimmy Giuffre- Liquid Dancers
Steve Lacy/Mal Waldron- Hot House
Ellis Marsalis- Piano in E/Solo

RADIO CENTRO SUOMO/Rome
Alberto Castelli - Prog. Dir.
Wynton Marsalis- Uptown Ruler [Columbia]
Pat Coil- Steps [Sheffield Lab]
Johnny Griffin- The Cat [Anfilles]
Michel Petrucciani- Playground [Blue Note]
David Sanborn- Another Hand [Elektra]
James Moody- Honey [Novus]
Tom Scott- Keep This Love Alive [GRP]
Spyro Gyra- Collection [GRP]
Terence Blanchard- [Columbia]
Jon Lucien- Listen Love [Mercury]

RADIO MONTECARLO/Milan
Novella Massaro - Prod.
"World Music"
Andy Summer- World Gone Strange [Private]
Tony Guerrero- Another Day [Novus]
Tom Scott- Keep This Love Alive [GRP]
Ottmar Liebert- Borrasca [Higher Octave]

Dan Siegel- Going Home [Epic]
Lee Ritenour- Collection [GRP]
Arturo Sandoval- Flight To Freedom [GRP]

CFNB/Brunsum
Chris Lark - DJ
Monty Alexander- The River [Bellaphon]
Various- Jazz Club Mainstream [Verve]
Jeff Gardner- Alchemy [FNAC]
Various- Blues Collection [Happy Days]
Earl Klugh- Best Of [Blue Note]

BRF/Eupen
Walter Eicher - Prod.
Manhattan Transfer- Offbeat [Columbia]
Orch.Vielharmonie- From Bebop To Bigbop [VH]
Jean-Luc Ponty- Tchokola [Epic]
Jean Michele Kajdan- Blue Scales [Ah]
Mike Cain- Strange Omen [Da]
Various- O Brazil Tropical [Polydor]
Milton Nascimento- Txai [Sony]
Vince Jones- Compilation [Intuition]
Odean Pope- Out For A Walk [Moers]
Sumi Tonooka- Taking Time

JAZZ SCENE/Oslo
David Fishel - Prod.
Michel Camilo- On The Other Hand [CBS]
David Sanborn- Another Hand [Elektra]
Masqualero- My Appreciation [E.C.M.]
Eric Leeds- Times Squared [Paisley Park/WEA]
Harper Brothers- Artistry [Verve]
Balke/Jorgensen/Kleive- On & On [Odin]
Carla Bley Big Band- The Very Big [Watt]
Bjorn Alterhaug- Constellations [Odin]
Kip Hanrahan- Tenderness [American Clavé]
Natalie Cole- Unforgettable [Elektra]

ORF/Vienna
Giseller Smekal - Prod.
Wirkliches Jazztrio- Wolverine Blues [Amadeo]
John Lee Hooker- The Healer [Silvertone]
Chick Corea/Return To Forever- Live [CBS]
Helen Merrill- Just Friends [Emarcy]
Dakota Staton- Let Me Off Uptown [LRC]
Kenny Barron- Water Lily [Enja]
Oscar Peterson- Blues For Basie [Metro]
Don Pullen- Monk'n' Around [Why Not]
Ornette Coleman- Legend Of Bebop [Atlantic]

DANMARKS RADIO/Frederiksberg
Ole Mattiessen - Prod.
"Jazzynt:"
David Sanborn- Another Hand
Nat Adderley- Talkin' About You [Landmark]
Vincent Herring- Evidence [Landmark]
Joanne Brackeen- At Maybeck Hall [Concord]
Don Cherry- Multikulti [A&M]
Abdullah Ibrahim- Voice Of Africa [KAZ]
Brian Melvin- Standard Zones [Global Pacific]
Entering- Sky-Ink [Kling Klang]
Niels Lan Doky- Standards [Blue Note]
Lundin/Metz- Silhouettes [Canzone]
Charlie Hayden- Dream Keeper [Blue Note]

Station Reporters!

Help us provide precise and timely airplay information. Please be sure to mark all additions to the playlist clearly, and if possible include those songs dropped from airplay. This is very important for the accuracy of Music & Media's music charts.

Music & Media's FAX number for reporting playlists is: (+31) 20-669-1951.

For information about joining the M&M reporting team, call TERRY BERNE (+31) 20-669-1961.



MTV EUROPE/London

Heavy Rotation:
Extreme- More Than Words
Buzz Bin:
Jesus Loves You- Generations
Jesus Jones- Right Here Right
Shamen- Move Any Mountain
Medium Rotation:
Roxette- Fading Like A Flower
Rod Stewart- Rhythm Of My Heart
Roxette- Joyride
R.E.M.- Losing My Religion
KLF- Last Train To Transcentral
R.E.M.- Shiny Happy People
Zucchero/Young- Senza Una Donna

Break Out:
Kirsty MacColl- Walking Down
Electronic- Get The Message
Amina- Le Dernier Qui A Parle
Marc Cohn- Walking In Memphis
Living Colour- Salace Of You
Marillion- Cover My Eyes
Black Crowes- Jealous Again
Chris Rea- Looking For The
Omar- There's Nothing Like This
Cher- Love & Understanding
OMD- Pandora's Box
Zucchero- Wonderful World
Crowded House- Chocolate Cake
Tom Petty- Learning To Fly
Alice Cooper- Hey Stupid
Foreigner- Lowdown & Dirty
C&C Music Factory- Things That Make
Seal- The Beginning
Huey Lewis & The News- It Hit Me Like
Dan Reed Network- Mix It Up
Skid Row- Monkey Business
Prime Break Out:
Cathy Dennis- Just Another Dream
Chesney Hawkes- I'm A Man
Sydney Youngblood- Hooked On You
Kim Appleby- Mama
Army Of Lovers- Crucified
Incognito- Always There
Bros- Are You Mine?

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

Paragon Studies Listener Patterns

Just because many US markets have dozens of radio stations from which to choose doesn't mean listeners sample many of them. Radio's listener loyalty has recently been tracked by Denver-based Paragon Research.

The firm interviewed 565 radio listeners recently, and found that 37% say they have just one favourite station they prefer above all others for music; 34% say they have two stations that are favourites; and 29% say they have three or more stations they consider favourites for music.

For single-favourite station listeners, a whopping 56% say

the station has been their preference for two or more years, suggesting that it indeed takes a long time to build loyalty.

When Paragon asked these listeners how many total radio stations they listen to, only 19% say they listen to one station, 32% say two stations on a regular basis, and 21% say three stations.

With a full 72% of all listeners indicating their listening field is three or fewer stations, Paragon says this new information underscores the long-standing belief that "super-serving a core audience should be a station's primary goal".

LAW & ORDER WEEK IN US RADIO

FCC Investigates On-Air Hoaxes

Seeking both records and testimony from **Infinity's** Los Angeles station, the **Federal Communications Commission** continues to probe **KROQ's** faked murder confession that frustrated police for 10 months (M&M June 15). The FCC chief administrative law judge is trying to determine whether station management knew of the hoax, which, if true, could carry serious consequences regarding the station's license. **KROQ's** morning team has issued sworn affidavits denying they told management.

Across the country in

Providence, RI, police are checking with the FCC for possible violations with **WALE (AM's)** bogus shooting stunt. Apparently in jest, talk host **Steve White** told murder anchor **Tom Moriarty** to tell listeners he'd been shot in the head while grabbing a quick cigarette outside the studio. So that's what Moriarty did. Police rushed to rescue White, and then discovered the false report. Ten minutes later, engineer **Ken Torres** announced the stunt was a "dramatisation." All three were immediately sacked due to "gross error in judgment."

Capital Cities/ABC Rocked By \$18.5 Million Judgment

Station group **Capital Cities/ABC** was hit with a cord-breaking judgment of \$18.5 million. The 1982 incident was broadcast on Buffalo stations **WKBW (AM)** and **WKBW-TV**. The radio station picked up the TV station's 12.00 news, which identified local restaurateur **John Prozeralik** as a kidnap victim and tied him to organised crime. They had the wrong guy. **WKBW Radio** used the story without checking it independently; another station in town did have the correct name of the abducted man. The TV reporter relied on an unnamed FBI source, claiming he had a deal with an agent who was going to call by noon if Prozeralik was not the kidnap victim. The agent denied in court that such a deal existed. Claiming the publicity ruined a \$3 million public offering for his restaurant business, the jury awarded Prozeralik \$8.5 million in compensatory damages and also hit **Cap Cities/ABC** for \$10 million in punitive damages. **WKBW Radio** and **TV** were sold in 1986 to separate buyers.

SINGLES

Billboard

ALBUMS

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

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

Billboard

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UNITED KINGDOM

- Singles**
- 1 **Bryan Adams** - I Do It For You (A&M)
 - 2 **Extreme** - More Than Words (A&M)
 - 3 **Shamen** - Move Any Mountain - Progen 91 (Pinnacle)
 - 4 **Heavy D/The Boyz** - Now That We've Found Love (MCA)
 - 5 **C&C Music Factory** - Things That Make You... (Columbia)
 - 6 **Dannii Minogue** - Jump To The Beat (MCA)
 - 7 **Right Said Fred** - I'm Too Sexy (Tug/BMG)
 - 8 **Metallica** - Enter Sandman (Phonogram)
 - 9 **Cher** - Love And Understanding (MCA)
 - 10 **O.M.D.** - Pandora's Box (Virgin)

- Albums**
- 1 **L.Pavarotti** - The Essential Pavarotti II (Decca)
 - 2 **Cher** - Love Hurts (MCA)
 - 3 **Seal** - Seal (WEA)
 - 4 **Eurythmics** - Greatest Hits (RCA)
 - 5 **R.E.M.** - Out Of Time (WEA)
 - 6 **Extreme** - Extreme II Pornografitti (A&M)
 - 7 **Madonna** - The Immaculate Collection (WEA)
 - 8 **The Jam** - Greatest Hits (Polydor)
 - 9 **Paula Abdul** - Spellbound (Virgin)
 - 10 **C&C Music Factory** - Gonna Make You Sweat (Columbia)

SPAIN

- Singles**
- 1 **Crystal Waters** - Gypsy Woman (PolyGram)
 - 2 **Los Manolos** - All My Loving (RCA)
 - 3 **Guns N' Roses** - You Could Be Mine (RCA)
 - 4 **Various Artists** - Aquest Any Si (Ginger)
 - 5 **Antico** - We Need Freedom (Maxi)
 - 6 **KLF** - Last Train To Trancentral (Blanco Y Negro)
 - 7 **Soca Factory** - Sopa De Caracol (Hispavox)
 - 8 **Afrika Bambaataa** - Just Get Up And Dance (Blanco Y Negro)
 - 9 **Mecano** - El 7 Del Septiembre (Ariola)
 - 10 **The Farm** - AllTogetherNow (Ginger)

- Albums**
- 1 **Mecano** - Aidalai (Ariola)
 - 2 **J.L.Guerra & 4.40** - Bachata Rosa (BMG)
 - 3 **J.L.Guerra & 4.40** - Ojala Que Lueva Cafe (BMG)
 - 4 **Soundtrack** - Grease - Grease (PolyGram)
 - 5 **Los Manolos** - Pasion Condal (RCA)
 - 6 **R.E.M.** - Out Of Time (Warner Music)
 - 7 **Soundtrack** - Skateboard VII (Blanco Y Negro)
 - 8 **Sergio Dalma** - Sintiendo Los Piel (Horus)
 - 9 **Status Quo** - Rocking All Over The Years (PolyGram)
 - 10 **Emilio Aragon** - Te Huelen Los Pies (Sony Music)

DENMARK

- Singles**
- 1 **Bryan Adams** - I Do It For You (PolyGram)
 - 2 **Scorpions** - Wind Of Change (PolyGram)
 - 3 **Zucchero/Paul Young** - Senza Una Donna (PolyGram)
 - 4 **Color Me Badd** - I Wanna Sex You Up (Warner Music)
 - 5 **Cher** - The Shoop Shoop Song (Sony Music)
 - 6 **Crystal Waters** - Gypsy Woman (PolyGram)
 - 7 **Erasure** - Chorus (Sonet)
 - 8 **Chesney Hawkes** - The One And Only (EMI)
 - 9 **Guns N' Roses** - You Could Be Mine (BMG)
 - 10 **Desmond Child** - Love On A Rooftop (Warner Music)

- Albums**
- 1 **Sanne Salomonsen** - Where Blue Begins (Virgin)
 - 2 **Roger Whittaker** - The Very Best Of (PolyGram)
 - 3 **Paul McCartney** - Unplugged (EMI)
 - 4 **Roxette** - Joyride (EMI)
 - 5 **Rod Stewart** - Vagabond Heart (Warner Music)
 - 6 **Scorpions** - Crazy World (PolyGram)
 - 7 **Cher** - Love Hurts (BMG)
 - 8 **Soundtrack** - The Doors (Warner Music)
 - 9 **R.E.M.** - Out Of Time (Warner Music)
 - 10 **Sko/Torp** - On A Long Lonely Night (Sonet)

SWITZERLAND

- Singles**
- 1 **Bryan Adams** - I Do It For You (PolyGram)
 - 2 **Crystal Waters** - Gypsy Woman (PolyGram)
 - 3 **Scorpions** - Wind Of Change (PolyGram)
 - 4 **Cher** - The Shoop Shoop Song (Sony Music)
 - 5 **Zucchero/Paul Young** - Senza Una Donna (PolyGram)
 - 6 **Guns N' Roses** - You Could Be Mine (BMG)
 - 7 **Color Me Badd** - I Wanna Sex You Up (Warner Music)
 - 8 **KLF** - Last Train To Trancentral (Echo)
 - 9 **M.C. Eugster** - Zillertaler Hochzeitsmarsch (Fresh)
 - 10 **De La Soul** - Ring Ring Ring (Warner Music)

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

GERMANY

- Singles**
- 1 **Scorpions** - Wind Of Change (Phonogram)
 - 2 **Crystal Waters** - Gypsy Woman (Phonogram)
 - 3 **Bryan Adams** - I Do It For You (Polydor)
 - 4 **Cher** - The Shoop Shoop Song (Sony Music)
 - 5 **Color Me Badd** - I Wanna Sex You Up (WEA)
 - 6 **D.Krebs/Gundula** - Ich Bin Der Martin, Ne (Ariola)
 - 7 **Guns N' Roses** - You Could Be Mine (MCA)
 - 8 **Jesus Loves You** - Bow Down Mister (Virgin)
 - 9 **Kate Yanai** - Bacardi Feeling (WEA)
 - 10 **Zucchero/Paul Young** - Senza Una Donna (Polydor)

- Albums**
- 1 **Scorpions** - Crazy World (Phonogram)
 - 2 **Roxette** - Joyride (Electrola)
 - 3 **R.E.M.** - Out Of Time (WEA)
 - 4 **Gipsy Kings** - Este Mundo (Sony Music)
 - 5 **Rod Stewart** - Vagabond Heart (WEA)
 - 6 **Cher** - Love Hurts (MCA)
 - 7 **Eurythmics** - Greatest Hits (RCA)
 - 8 **Alice Cooper** - Hey Stoopid (Sony Music)
 - 9 **T.Petty/The Heartbreakers** - Into The Great... (MCA)
 - 10 **O.M.D.** - Sugar Tax (Virgin)

HOLLAND

- Singles**
- 1 **Bryan Adams** - I Do It For You (Polydor)
 - 2 **Sniff 'N' The Tears** - Driver's Seat (Sound Products)
 - 3 **Heavy D/The Boyz** - Now That We've Found Love (RCA)
 - 4 **Juan Luis Guerra & 4.40** - Burbujas De Amor (Ariola)
 - 5 **Guns N' Roses** - You Could Be Mine (RCA)
 - 6 **Scorpions** - Send Me An Angel (Phonogram)
 - 7 **Extreme** - More Than Words (Polydor)
 - 8 **Gipsy Kings** - Baila Me (Sony Music)
 - 9 **Color Me Badd** - I Wanna Sex You Up (Warner Music)
 - 10 **Rumba Tres** - Baila Mi Rumba (Dino Music)

- Albums**
- 1 **Juan Luis Guerra & 4.40** - Bachata Rosa (Ariola)
 - 2 **Bob Marley** - Legend (Ariola)
 - 3 **Gipsy Kings** - Este Mundo (Sony Music)
 - 4 **Scorpions** - Crazy World (Phonogram)
 - 5 **Doe Maar** - Doe Maar De Beste (Telstar)
 - 6 **Julio Iglesias** - The 24 Greatest Songs (Sony Music)
 - 7 **Lenny Kravitz** - Mama Said (Virgin)
 - 8 **Seal** - Seal (Warner Music)
 - 9 **R.E.M.** - Out Of Time (Warner Music)
 - 10 **Crowded House** - Woodface (EMI Boverna)

NORWAY

- Singles**
- 1 **Bryan Adams** - I Do It For You (PolyGram)
 - 2 **Guns N' Roses** - You Could Be Mine (BMG)
 - 3 **Zucchero/Paul Young** - Senza Una Donna (PolyGram)
 - 4 **Metallica** - Enter Sandman (PolyGram)
 - 5 **Cher** - The Shoop Shoop Song (Sony Music)
 - 6 **R.E.M.** - Losing My Religion (Warner Music)
 - 7 **Color Me Badd** - I Wanna Sex You Up (Warner Music)
 - 8 **Extreme** - More Than Words (PolyGram)
 - 9 **Scorpions** - Wind Of Change (PolyGram)
 - 10 **Paula Abdul** - Rush Rush (Warner Music)

- Albums**
- 1 **Cher** - Love Hurts (BMG)
 - 2 **Roxette** - Joyride (EMI)
 - 3 **R.E.M.** - Out Of Time (Warner Music)
 - 4 **T.Petty/The Heartbreakers** - Into The Great... (BMG)
 - 5 **Zucchero Fornaciari** - Zucchero (PolyGram)
 - 6 **Michael Bolton** - Time, Love & Tenderness (Sony Music)
 - 7 **Alice Cooper** - Hey Stoopid (Sony Music)
 - 8 **Rod Stewart** - Vagabond Heart (Warner Music)
 - 9 **Tor Endresen** - Solo (NA)
 - 10 **Danko/Fjeld/Andersen** - Donko, Fjeld, Andersen (PolyGram)

AUSTRIA

- Singles**
- 1 **Scorpions** - Wind Of Change (PolyGram)
 - 2 **Frank Zappa** - Bobby Brown Goes Down (Echo)
 - 3 **Cher** - The Shoop Shoop Song (Sony Music)
 - 4 **Crystal Waters** - Gypsy Woman (PolyGram)
 - 5 **Jesus Loves You** - Bow Down Mister (BMG)
 - 6 **O.M.D.** - Sailing On The Seven Seas (BMG)
 - 7 **Amy Grant** - Baby Baby (PolyGram)
 - 8 **R.E.M.** - Losing My Religion (Warner Music)
 - 9 **Roxette** - Fading Like A Flower (EMI)
 - 10 **Chesney Hawkes** - The One And Only (EMI)

- Albums**
- 1 **Cher** - Love Hurts (BMG)
 - 2 **Scorpions** - Crazy World (PolyGram)
 - 3 **Roxette** - Joyride (EMI)
 - 4 **R.E.M.** - Out Of Time (Warner Music)
 - 5 **Alice Cooper** - Hey Stoopid (Sony Music)
 - 6 **Soundtrack** - Buddy's Song (EMI)
 - 7 **Eurythmics** - Greatest Hits (BMG)
 - 8 **Die Hektiker** - Endlich (BMG)
 - 9 **Seal** - Seal (Warner Music)
 - 10 **Rod Stewart** - Vagabond Heart (Warner Music)

FRANCE

- Singles**
- 1 **Lagaf** - La Zoubida (Carrere)
 - 2 **Les Inconnus** - Auteuil, Neuilly, Passy (Sony Music)
 - 3 **Yannick Noah** - Saga Africa (Carrere)
 - 4 **Zucchero/Paul Young** - Senza Una Donna (PolyGram)
 - 5 **R.E.M.** - Losing My Religion (Warner Music)
 - 6 **Mylene Farmer** - Désenchantée (Polydor)
 - 7 **Felix Gray & Didier Barbelivien** - E Vado Via (Talar)
 - 8 **Dana Dawson** - Tell Me Bonita (Sony Music)
 - 9 **Beverly Craven** - Promise Me (Sony Music)
 - 10 **Mecano** - Hijo De La Luna (BMG)

- Albums**
- 1 **Mylene Farmer** - L'Autre (Polydor)
 - 2 **Fredericks/Goldman/Jones** - Fredericks, Goldman & Jones (Sony Music)
 - 3 **Patrick Bruel** - Alors Regarde (BMG)
 - 4 **F.Gray/D.Barbelivien** - Les Amours Cassees (Talar)
 - 5 **R.E.M.** - Out Of Time (Warner Music)
 - 6 **Elmer Food Beat** - Je Vois Encore Dormir... (OTT/Polydor)
 - 7 **Francois Feldman** - Magic' Boulevard (Phonogram)
 - 8 **Soundtrack** - Grease (Polydor)
 - 9 **Michel Sardou** - Bercy '91 (EMI)
 - 10 **UB40** - Labour Of Love II (Virgin)

BELGIUM

- Singles**
- 1 **Les Inconnus** - Auteuil, Neuilly, Passy (Distrisound)
 - 2 **Cher** - The Shoop Shoop Song (Sony Music)
 - 3 **Bryan Adams** - I Do It For You (PolyGram)
 - 4 **Isabelle A** - Blank Of Zwart (CNR)
 - 5 **Crystal Waters** - Gypsy Woman (Polydor)
 - 6 **Pleasure Game** - Le Dormeur (MMI)
 - 7 **Wamblee** - Anitouni (Distrisound)
 - 8 **Scorpions** - Send Me An Angel (Phonogram)
 - 9 **Felix Gray & Didier Barbelivien** - E Vado Via (Indisc)
 - 10 **Extreme** - More Than Words (Polydor)

- Albums**
- 1 **Gert En Samson** - Gert En Samson (CNR)
 - 2 **Julio Iglesias** - The 24 Greatest Songs (Sony Music)
 - 3 **Gipsy Kings** - Este Mundo (Sony Music)
 - 4 **Mylene Farmer** - L'Autre (Polydor)
 - 5 **Michel Sardou** - Bercy '91 (Distrisound)
 - 6 **Roxette** - Joyride (EMI)
 - 7 **R.E.M.** - Out Of Time (Warner Music)
 - 8 **Bob Marley** - Legend (BMG)
 - 9 **Stef Bos** - Is Dit Nu Later (CNR)
 - 10 **KLF** - The White Room (Indisc)

FINLAND

- Singles**
- 1 **Bryan Adams** - I Do It For You (Finnlevy)
 - 2 **De La Soul** - "Saturdays" (Mega)
 - 3 **Eppu Normaali** - Lensis Matalalla (Poko)
 - 4 **Guns N' Roses** - You Could Be Mine (BMG)
 - 5 **Technotronic feat. Reggie** - Work (EMI)
 - 6 **Dr. Alban** - Sing Shi-Wo-Wo (Sonet)
 - 7 **Dr. Alban** - U & Mi (Sonet)
 - 8 **Blue System** - Testamente D'Amelia (BMG)
 - 9 **Icy Blue** - Pump It (Warner Music)
 - 10 **Haus-Mylly** - Se Mustamies (Power)

- Albums**
- 1 **Bad Boys Blue** - The Best Of (BMG)
 - 2 **Arija Koriseva** - Me Kaksi Vain (Audiovox)
 - 3 **Raptor** - Tulevat Tanne Sofkemaan (Sony Music)
 - 4 **Beach Boys** - Very Best Of (EMI)
 - 5 **Alice Cooper** - Hey Stoopid (Sony Music)
 - 6 **Juice Leskinen Grand Slam** - Toivaan Kappaleita (Sony Music)
 - 7 **Rod Stewart** - Vagabond Heart (Warner Music)
 - 8 **T.Petty/The Heartbreakers** - Into The Great... (BMG)
 - 9 **Roxette** - Joyride (EMI)
 - 10 **Mikko Kuustonen** - Musta Jalokivi (Sony Music)

GREECE

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

- Albums**
- 1 **R.E.M.** - Out Of Time (Warner Music)
 - 2 **KLF** - The White Room (KLF)
 - 3 **Dr. Alban** - Hello Afrika (BMG)
 - 4 **Eurythmics** - Greatest Hits (BMG)
 - 5 **Massive Attack** - Blue Lines (Virgin)
 - 6 **Roxette** - Joyride (EMI)
 - 7 **Alice Cooper** - Hey Stoopid (Sony Music)
 - 8 **Scorpions** - Crazy World (PolyGram)
 - 9 **Aimi Stewart** - Dusty Road (NA)
 - 10 **New Kids On The Block** - No More Games (Sony Music)

ITALY

- Singles**
- 1 **Claudio Bisio** - Rappat (Senza Fiato) (Sony Music)
 - 2 **Crystal Waters** - Gypsy Woman (Polydor)
 - 3 **Raf** - Siamo Sali Nell'Immenso Vuoto Che C'E' (CGD)
 - 4 **Joy Salinas** - Rocking Romance (Flying)
 - 5 **Fiorella** - La Canzone Del Sole (Five)
 - 6 **DJH feat. Stefy** - I Like It (Disco Inn)
 - 7 **L.U.P.O.** - So Hard (FMA)
 - 8 **Francesco Baccini** - Qua Qua Quando (CGD)
 - 9 **Paolo Vallesi** - Le Persone Inutili (PolyGram)
 - 10 **Giorgio Faletti** - Lupo Mannagia (Five)

- Albums**
- 1 **R.E.M.** - Out Of Time (WEA)
 - 2 **Marco Masini** - Malinconia (Ricordi)
 - 3 **Gino Paoli** - Matto Come Un Gatto (WEA)
 - 4 **Adriano Celentano** - Il Re Degli Ignoranti (CGD)
 - 5 **Fiorella** - Veramente Falso (CGD)
 - 6 **Paolo Vallesi** - Paolo Vallesi (PolyGram)
 - 7 **Vasco Rossi** - Vasco Live 10.7.90 San Siro (EMI)
 - 8 **Vasco Rossi** - Viaggiando (Ricordi)
 - 9 **Scorpions** - Crazy World (PolyGram)
 - 10 **Umberto Tozzi** - Gli Altri Siamo Noi (CGD)

SWEDEN

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

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

IRELAND

- Singles**
- 1 **Bryan Adams** - I Do It For You (A&M)
 - 2 **Extreme** - More Than Words (A&M)
 - 3 **Guns N' Roses** - You Could Be Mine (BMG)
 - 4 **Goats Don't Shave** - Las Vegas In... (EMI)
 - 5 **Dannii Minogue** - Jump To The Beat (MCA)
 - 6 **Clannad & Paul Young** - Both Sides Now (MCA)
 - 7 **M.Black/D.Keene/M.L.Harris** - Sonny (Chart)
 - 8 **Kathy Durkin** - Working Man (Harmac)
 - 9 **Heavy D/The Boyz** - Now That We've Found Love (MCA)
 - 10 **Cher** - Love And Understanding (BMG)

- Albums**
- 1 **Mary Black** - Babes In The Wood (Dolphin)
 - 2 **T.Petty/The Heartbreakers** - Into The Great... (BMG)
 - 3 **Christy Moore** - Smoke & Strong Whiskey (Newberry)
 - 4 **R.E.M.** - Out Of Time (Warner Music)
 - 5 **Christy Moore** - Ride On (Warner Music)
 - 6 **Rod Stewart** - Vagabond Heart (Warner Music)
 - 7 **The Saw Doctors** - If This Is Rock & Roll (Solid)
 - 8 **Cher** - Love Hurts (BMG)
 - 9 **J.MacCarthy** - Song Of The Singing Horseman (Gael Linn)
 - 10 **Rod Stewart** - The Best Of Rod Stewart (Warner Music)

PORTUGAL

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

- Albums**
- 1 **Gipsy Kings** - Este Mundo (Sony Music)
 - 2 **Beach Boys** - The Collection (EMI)
 - 3 **R.E.M.** - Out Of Time (Warner Music)
 - 4 **Enigma** - MC/MXC A.D. (Edisom)
 - 5 **Ministars** - É Demais (Edisom)
 - 6 **Santana** - The Very Best Of Santana (Sony Music)
 - 7 **Onda Choc** - Férias Grandes (Sony Music)
 - 8 **Michael Bolton** - Time, Love & Tenderness (Sony Music)
 - 9 **António Pinto Basto** - Confidencias A Guitarra (PolyGram)
 - 10 **Electronic** - Electronic (Edisom)

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

THIS WEEK	LAST WEEK	WKS on CHARTS	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	THIS WEEK	LAST WEEK	WKS on CHARTS	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	THIS WEEK	LAST WEEK	WKS on CHARTS	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)
1	6	1	Bryan Adams	(Everything I Do) I Do It For You - A&M (MCA/Rondor/Zomba)	18	10	9	Color Me Badd	I Wanna Sex You Up - Giant (Hip Hop/Hifrost)	35	44	2	Londonbeat	A Better Love - Anxious/RCA (Warner Chappell/Blue Mountain)
2	5	5	Cher	Love And Understanding - Geffen (EMI)	19	12	3	Huey Lewis & The News	It Hit Me Like A Hammer - Chrysalis (Zomba/Chrysalis)	36	24	23	the Rembrandts	Just The Way It Is, Baby - Alco (WB/Warner-Tamerlane/Tiger God)
3	2	10	Paula Abdul	Rush Rush - Virgin (EMI Songs)	20	23	3	Marc Cohn	Walking In Memphis - Atlantic (Copyright Control)	37	37	4	Tom Petty & The Heartbreakers	Learning To Fly - MCA (MCA/EMI)
4	3	16	Zucchero Fornaciari & Paul Young	Senza Una Donna (Without A Woman) - London (Warner Chappell/PolyGram/EMI)	21	22	6	Jason Donovan	Any Dream Will Do - Really Useful (Really Useful)	38	39	7	Francois Feldman	Le Serpent Qui Danse - Phonogram (Marilyn/Carol-Line)
5	4	11	Crystal Waters	Gypsy Woman (La Da Dee La Da Da) - Mercury/A&M (BMG Music/Basement Boys)	22	18	6	Chesney Hawkes	I'm A Man Not A Boy - Chrysalis (Trinifold/Plangent Vision)	39	49	2	Cathy Dennis	Just Another Dream - Polydor (Colgems/Blackwood/EMI)
6	16	6	Gipsy Kings	Baila Me - P.E.M./Columbia (PEM)	23	35	5	Erasure	Chorus - Mute (Sonet/Andy Bell)	40	NE	NE	Michael Bolton	Time, Love & Tenderness - Columbia (EMI)
7	17	2	Seal	The Beginning - ZTT/WEA (Beethoven Street/Perfect)	24	15	6	Sailor	La Cumbia - RCA (K-Works)	41	27	22	Rod Stewart	Rhythm Of My Heart - Warner Brothers (WB/Jamm/Bibo)
8	9	3	O.M.D.	Pandora's Box - Virgin (Virgin)	25	48	2	DJ Jazzy Jeff & The Fresh Prince	Summertime - Jive (WC/Second Decade/Zomba)	42	NE	NE	Bomb The Bass	Winter In July - Rhythm King/Epic (Rhythm King/Virgin)
9	7	10	It Ain't Over 'Til It's Over	It Ain't Over 'Til It's Over - Virgin America (Miss Bessie Music)	26	33	6	Patrick Bruel	Décale - RCA (14 Productions)	43	20	5	Natalie Cole with Nat 'King' Cole	Unforgettable - Elektra (Bourne)
10	6	8	Rod Stewart	The Motown Song - Warner Brothers (MCA/Geffen)	27	28	5	Omar	There's Nothing Like This - Talkin' Loud (PolyGram/Congo)	44	21	15	Amy Grant	Baby Baby - A&M (Age To Age/Edward Grant/Yellow Elephant)
11	8	12	Roxette	Fading Like A Flower (Every Time You Leave) - EMI (EMI)	28	25	8	Fredericks, Goldman & Jones	Né En 17 A Leidenstadt - Epic (URC/Marc Lumbroso)	45	43	2	Sniff 'N' The Tears	Driver's Seat - Sound Products (Rockin' Music/BMG Two P[]eters)
12	11	30	Scorpions	Wind Of Change - Mercury (PolyGram Music)	29	29	4	Kim Appleby	Mama - Parlophone (C N'K/Perfect)	46	31	8	Kenny Thomas	Thinking About Your Love - Cooltempo (EMI/Rondor)
13	38	3	Extreme	More Than Words - A&M (Rondor)	30	36	3	Heavy D & The Boyz	Now That We've Found Love - MCA (Warner Chappell)	47	NE	NE	Deacon Blue	Twist & Shout - Columbia (Poor)
14	14	9	R.E.M.	Losing My Religion - Warner Brothers (Warner Chappell)	31	32	2	R.E.M.	Shiny Happy People - Warner Brothers (Warner Chappell)	48	NE	NE	Koos Alberts	Eenmaal In Je Leven - CNR (Replay Songs/Alberts Songs)
15	19	4	Incognito feat. Jocelyn Brown	Always There - Talkin' Loud (Carlin)	32	30	15	Michael Bolton	Love Is A Wonderful Thing - Columbia (Warner Chappell)	49	NE	NE	Mylène Farmer & Jean-Louis Murat	Regrets - Polydor (Requiem Publishing)
16	13	20	Cher	The Shoop Shoop Song (It's In His Kiss) - Epic (Alley/Trio/Hudson Bay)	33	26	19	Chesney Hawkes	The One And Only - Chrysalis (Warner Chappell)	50	NE	NE	Les Inconnus	Auteuil, Neuilly, Passy (Rap B.C.B.G) - Productions Lederman (Lederman)
17	42	2	Amy Grant	Every Heartbeat - A&M America (Various)	34	47	2	Scorpions	Send Me An Angel - Mercury (PolyGram Music)	The European Airplay Top 50 is compiled from the individual national airplay charts below. Circled songs indicate increased or maintained airplay is expected for the following week.				

NATIONAL AIRPLAY

UNITED KINGDOM

Most played records on BBC stations and major independents.

- (1) Bryan Adams - I Do It For You
- (9) Seal - The Beginning
- (4) Cher - Love And Understanding
- (2) Paula Abdul - Rush Rush
- (3) O.M.D. - Pandora's Box
- (19) Extreme - More Than Words
- (-) Deacon Blue - Twist & Shout
- (5) Londonbeat - A Better Love
- (7) Kim Appleby - Mama
- (6) Cathy Dennis - Just Another Dream
- (15) Jesus Jones - Right Here, Right Now
- (12) Incognito/Jocelyn Brown - Always There
- (10) Erasure - Chorus
- (-) Danni Minogue - Jump To The Beat
- (20) Amy Grant - Every Heartbeat
- (11) Michael Bolton - Time, Love & Tenderness
- (-) C&C Music Factory - Things That Make You...
- (-) Heavy D/The Boyz - Now That We've Found Love
- (-) DJ Jazzy Jeff - I Like It
- (-) ABC - Love Conquers All

GERMANY

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

- (8) Bryan Adams - I Do It For You
- (2) Rod Stewart - The Motown Song
- (1) Roxette - Fading Like A Flower
- (4) Scorpions - Wind Of Change
- (3) L.Kravitz - It Ain't Over 'Til It's Over
- (10) Cher - Love And Understanding
- (12) Gipsy Kings - Baila Me
- (5) Zucchero/Paul Young - Senza Una Donna
- (-) Amy Grant - Every Heartbeat
- (10) O.M.D. - Pandora's Box
- (11) H.Lewis/The News - It Hit Me Like A Hammer
- (6) Cher - The Shoop Shoop Song
- (13) Chesney Hawkes - I'm A Man Not A Boy
- (9) Marc Cohn - Walking In Memphis
- (-) David Hasselhoff - Do The Limbo Dance
- (-) Chris Rea - Looking For The Summer
- (14) Paula Abdul - Rush Rush
- (20) Rembrandts - Just The Way It Is, Baby
- (18) Sailor - La Cumbia
- (19) Crystal Waters - Gypsy Woman

FRANCE AM

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

- (2) Patrick Bruel - Décale
- (-) Les Inconnus - Auteuil, Neuilly, Passy
- (14) Crystal Waters - Gypsy Woman
- (-) Yannick Noah - Saga Africa
- (4) R.E.M. - Losing My Religion
- (1) Stephan Eicher - Dejeuner En Paix
- (3) Bernard Lavilliers - Outremer
- (8) Fredericks, Goldman & Jones - Né En 17 A...
- (11) Francois Feldman - Le Serpent Qui Danse
- (10) L.Kravitz - It Ain't Over 'Til It's Over
- (-) Patricia Kaas - Regarde Les Riches
- (12) M.Farmer/J.L.Murat - Regrets
- (-) Gipsy Kings - Baila Me
- (16) Sarah Mandiano - J'AI Des Douies
- (13) Zucchero/Paul King - Senza Una Donna
- (-) Cher - The Shoop Shoop Song
- (-) MC Solaar - Bouge De La
- (-) Philippe Lavil - De Bretagne On D'Ailleurs
- (-) Viktor Lazlo - Teach Me To Dance
- (-) Beverley Craven - Promise Me

FRANCE FM

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

- (1) Zucchero/Paul Young - Senza Una Donna
- (2) L.Kravitz - It Ain't Over 'Til It's Over
- (3) R.E.M. - Losing My Religion
- (4) Paula Abdul - Rush Rush
- (6) Beverley Craven - Promise Me
- (8) R.Palmer - Mercy Mercy Me/I Want You
- (7) Rod Stewart - Rhythm Of My Heart
- (12) Patrick Bruel - Décale
- (5) Fredericks, Goldman & Jones - Né En 17 A...
- (-) UB40 - Here I Am
- (11) Banderas - This Is Your Life
- (9) Scorpions - Send Me An Angel
- (-) M.Farmer/J.L.Murat - Regrets
- (-) Simple Minds - See The Lights
- (20) Color Me Badd - I Wanna Sex You Up
- (15) Roch Voisine - On The Outside
- (16) Aswad - Best Of My Life
- (18) Crystal Waters - Gypsy Woman
- (17) Francois Feldman - Le Serpent Qui Danse
- (9) De La Soul - Ring Ring Ring

ITALY

Most played records on RAI Stereo Due.

- (2) DJ Jazzy Jeff/Fresh Prince - Summertime
- (5) Cola Boy - 7 Ways To Love
- (-) Level 42 - Guaranteed
- (-) Diana Ross - The Force Behind The Power
- (-) Yasmine - Wanna Dance
- (-) Paula Abdul - The Promise Of A New Day
- (-) De La Soul - "Saturdays"
- (-) Heavy D/The Boyz - Now That We've Found Love
- (-) Natalie & Nat 'King' Cole - Unforgettable
- (10) Omar - There's Nothing Like This
- (1) ABC - Love Conquers All
- (3) Crystal Waters - Making Happy
- (4) Kirsty MacColl - Walking Down Madison
- (6) Albertino - Your Love Is Crazy
- (7) Lio - The Girl From Ipanema
- (8) Love & Money - My Love Lives In A Dead House
- (9) Rouchford - Stone City
- (11) Crowded House - Chocolate Cake
- (12) Matt Bianco - Macumba
- (13) H.Lewis/The News - It Hit Me Like A Hammer

SPAIN

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

- (5) La Frontera - Palabras De Fuego
- (3) Héroes Del Silencio - Despertar
- (1) Mecano - El 7 De Septiembre
- (6) Espontáneos - El Reventa
- (8) Chesney Hawkes - The One And Only
- (7) No Me Pises Que Lieve Ch. - El Amorio
- (9) Various - Skate Board 2
- (10) The K.L.F. - Last Train To Transcentral
- (11) Paula Abdul - Rush Rush
- (15) Emilio Aragón - Yo Tengo Una Bolina
- (17) Duncan Dhu - Mundo De Cristal
- (14) Tahures Zurdos - Tocare
- (13) Azúcar Moreno - Mambo
- (19) Technotronic feat. Reggie - Move That Body
- (20) Gatos Locos - Cruce De Caminos
- (-) The Farm - Don't Let Me Down
- (-) Varjous - Max Mix II
- (-) Objetivo Birmania - Con Faldas Y A Lo Loco
- (-) Roxette - Fading Like A Flower
- (-) Loquillo Y Los Trogloditas - Hombres

HOLLAND

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

- (3) Incognito/Jocelyn Brown - Always There
- (10) Bryan Adams - I Do It For You
- (-) Koos Alberts - Eenmaal In Je Leven
- (1) Seal - The Beginning
- (-) Electronic - Get The Message
- (-) Cher - Love And Understanding
- (16) DJ Jazzy Jeff/Fresh Prince - Summertime
- (2) Gipsy Kings - Baila Me
- (4) Heavy D/The Boyz - Now That We've Found Love
- (5) Omar - There's Nothing Like This
- (13) Elvis Costello - So Like Candy
- (8) Marc Cohn - Walking In Memphis
- (-) Scorpions - Send Me An Angel
- (7) Sniff 'N' The Tears - Driver's Seat
- (-) Bomb The Bass - Winter In July
- (-) Rhythm Syndicate - P.A.S.S.I.O.N.
- (-) Rumba Tres - Baila Mi Rumba
- (17) Linda De Mol - Beethoven
- (19) Juan Luis Guerra/4.40 - Burbujas De Amor
- (-) Erasure - Chorus

AUSTRIA

Most played records on national pop station Ö3.

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

SWITZERLAND

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

- (2) Bryan Adams - I Do It For You
- (-) Extreme - More Than Words
- (3) T.Petty/Heartbreakers - Learning To Fly
- (4) Crystal Waters - Gypsy Woman
- (4) Cher - The Shoop Shoop Song
- (9) Color Me Badd - I Wanna Sex You Up
- (10) Scorpions - Wind Of Change
- (6) Chesney Hawkes - I'm A Man Not A Boy
- (7) Roxette - Joyride
- (10) Jason Donovan - Any Dream Will Do
- (5) Zucchero/Paul Young - Senza Una Donna
- (-) Gipsy Kings - Baila Me
- (-) Massive Attack - Safe From Harm
- (-) De La Soul - Ring Ring Ring
- (20) Roxette - Joyride
- (19) Toni Childs - I've Got To Go Now
- (12) Rod Stewart - Rhythm Of My Heart
- (15) Aaron Neville - Everybody Plays The Fool
- (17) Jesus Loves You - Bow Down Mister
- (-) H.Lewis/The News - It Hit Me Like A Hammer

SWEDEN

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

- (1) Bryan Adams - I Do It For You
- (2) Color Me Badd - I Wanna Sex You Up
- (19) Ulf Lundell - Pojkarna Längst Fram
- (4) Rod Stewart - The Motown Song
- (-) DJ Jazzy Jeff/Fresh Prince - Summertime
- (-) Michael Bolton - Time, Love & Tenderness
- (-) Aretha Franklin - Everyday People
- (-) Powercut & Nubian Prince - Girls
- (20) Terry Ronald - Calm The Rage
- (3) Amy Grant - Every Heartbeat
- (-) Pelle Almgren/Wow Liksom - Omådomigen
- (9) Seal - The Beginning
- (-) Mariah Carey - There's Got To Be A Way
- (-) Mikael Rickfors - After Loving You
- (15) Whitney Houston - My Name Is Not Susan
- (7) R.E.M. - Shiny Happy People
- (-) A.Baker/The Backbeat - Let There Be Love
- (-) Sonja - Only Fools
- (-) J.Jidhed - Stan Ar Inte Stor Nog För Oss Två
- (8) Glenn Frey - Part Of Me, Part Of You

EUROPEAN TOP 100 ALBUMS

buma stemra

THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED
1	21	R.E.M.	Out Of Time - Warner Brothers	UK.F.D.B.NL.E.A.CH.S.P.DK.I.N.SF.GR.IR	35	RE	C&C Music Factory	Gonna Make You Sweat - Columbia	UK,GR	69	66 5	Fiorello	Veramente Falso - Epic	
2	18	Roxette	Joyride - EMI ▲	UK.D.B.NL.E.A.CH.S.DK.N.SF.GR.IR	36	27 23	Chris Rea	Auberge - East West	UK.F.D.B.NL.SF	70	RE	Benny B	L'Album - PIR	F.B
3	7	Cher	Love Hurts - Geffen	UK.D.B.NL.A.CH.S.DK.N.IR	37	57 9	Deacon Blue	Fellow Hoodlums - Columbia	UK,P	71	NL	Cathy Dennis	Move To This - Polydor	UK
4	38	Scorpions	Crazy World - Mercury ▲	F.D.B.NL.A.CH.S.P.DK.I.N.GR	38	35 8	Skid Row	Slave To The Grind - Atlantic	UK.D.A.CH.S.DK.SF	72	69 85	UB40	Labour Of Love II - Virgin	F
5	5	Gipsy Kings	Este Mundo - Columbia	UK.F.D.B.NL.E.A.CH.S.P.DK.I.GR	39	36 13	Gino Paoli	Matto Come Un Gatto - WEA	I	73	82 17	Massive Attack	Blue Lines - Wild Bunch/Circa	D.A.CH,GR
6	11	Seal	Seal - ZTT/WEA	UK.F.D.B.NL.A.CH.S.P.DK.GR.IR	40	50 12	De La Soul	De La Soul Is Dead - Tommy Boy	UK.D.B.NL.A.CH,GR	74	70 11	The Doors	In Concert - Elektra	F.D.NL.A.CH
7	20	Eurythmics	Greatest Hits - RCA ▲2	UK.D.B.NL.E.A.CH.S.DK.GR.IR	41	42 28	Sting	The Soul Cages - A&M ▲	F.D.PI,GR	75	68 38	Phil Collins	Serious Hits...Live! - Virgin/WEA	UK,D,NL,DK
8	19	Rod Stewart	Vagabond Heart - Warner Brothers	UK.F.D.A.CH.S.DK.N.SF.IR	42	41 10	Beach Boys	Very Best Of - Capitol	D,NL.A.S.DK,SF	76	72 3	Mary Black	Babes In The Wood - Dolphin	Ir
9	4	Tom Petty & The Heartbreakers	Into The Great Wide Open - MCA	UK.D.B.NL.A.CH.S.DK.N.SF.GR.IR	43	53 9	Felix Gray & Didier Barbelivien	Les Amours Cassees - Talar	F,B	77	85 27	Gloria Estefan	Into The Light - Epic ●	UK,NL,IR
10	5	Alice Cooper	Hey Stoopid - Epic	UK.D.B.NL.A.CH.S.DK.N.SF.GR	44	47 34	Enigma	MCMXC A.D. - Virgin ▲	UK,F.P,DK	78	78 44	AC/DC	The Razor's Edge - Atca	D,DK
11	4	Luciano Pavarotti	The Essential Pavarotti II - Decca	UK	45	59 22	Marco Masini	Malinconia - Ricardi	I	79	67 4	Soundtrack - Skateboard VII	Skateboard VII - Blanco Y Negro	E
12	14	Michael Bolton	Time, Love & Tenderness - Columbia	UK.D.E.A.CH.S.P.DK.N.SF.GR.IR	46	37 5	Francois Feldman	Magic' Boul'vard - Philips	F,B	80	79 10	Electronic	Electronic - Factory/Virgin	UK,S,P,GR,IR
13	13	O.M.D.	Sugar Tax - Virgin	UK,D,A.CH,S,DK	47	29 3	Natalie Cole	Unforgettable - Elektra	UK,B,NL,IR	81	77 9	Doe Maar	Doe Maar De Beste - Telstar	B,NL
14	17	Simple Minds	Real Life - Virgin	UK,F,D,NL,E,CH,P,DK,I	48	52 3	Michel Sardou	Bercy '91 - Tremat	F,B	82	43 5	Bette Midler	Some People's Lives - Atlantic	UK
15	10	Paula Abdul	Spellbound - Virgin America	UK,D,NL,S,DK,GR,IR	49	58 6	Stephan Eicher	Engelberg - Barclay	F,CH	83	80 4	Thierry Hazard	Pop Music - Columbia	F
16	8	Extreme	Extreme II Pornografitti - A&M	UK,D,NL,CH,DK	50	46 18	Rolling Stones	Flashpoint - Columbia ●	F,D,NL,CH,GR	84	83 12	Umberto Tozzi	Gli Altri Siamo Noi - CGD	I
17	19	Soundtrack - The Doors	The Doors - Elektra	UK.F.D.B.NL.E.A.CH.DK,SF,IR	51	49 6	Foreigner	Unusual Heat - Atlantic	D,A,CH,S	85	76 39	Elton John	The Very Best Of... - Rocket ▲5	UK,D,B,E
18	14	Mylene Farmer	L'Autre - Barclay ●	F,B,NL,S	52	54 23	Juan Luis Guerra & 4.40	Ojala Que Llueva Cafe - Karen	E	86	91 12	Sergio Dalma	Sintiendonos La Piel - Horus	E
19	24	Juan Luis Guerra & 4.40	Bachata Rosa - Karen	NL,E,P	53	40 5	Elmer Food Beat	Je Vais Encore Dormir Seul Ce Soir - Off The Track	F	87	73 5	Status Quo	Rocking All Over The Years - Vertigo	E,S
20	8	Zucchero Fornaciari	Zucchero - London	F,D,B,NL,CH,S,DK,N,GR	54	62 4	Los Manolos	Pasion Condal - RCA	E,P	88	81 13	E.M.F.	Schubert Dip - Parlophone	UK,D,A,GR
21	18	Lenny Kravitz	Mama Said - Virgin America	UK,F,D,B,NL,CH,S,DK,GR	55	65 16	The Stranglers	Greatest Hits 1977-1990 - Epic	UK	89	NL	Soundtrack - Robin Hood: Prince Of Thieves	Robin Hood: Prince Of Thieves - Margan Creek	UK,IR
22	22	The KLF	The White Room - KLF Communications	UK,D,B,NL,A,S,DK,GR	56	45 20	Bee Gees	High Civilization - Warner Brothers	D,CH	90	NL	Soundtrack - Best Of Eis Am Stiel III	Best Of Eis Am Stiel III - Edel	D
23	6	Yello	Baby - Mercury	D,NL,A,CH,S,GR	57	38 3	Dan Reed Network	The Heat - Mercury	UK,S	91	PI	Carreras/Domingo/Pavarotti	In Concert - Decca	UK,D
24	7	Van Halen	For Unlawful Carnal Knowledge - Warner Brothers	D,NL,A,CH,S,DK,SF,GR	58	71 2	Julio Iglesias	The 24 Greatest Songs - Columbia	B,NL	92	NL	Aretha Franklin	What You See Is What You Sweat - Arista	UK,S,DK,N
25	11	Beverly Craven	Beverly Craven - Epic	UK,F,D,CH	59	63 2	Meatloaf	Bat Out Of Hell - Epic	UK,IR	93	87 3	Bad Boys Blue	The Best Of - Cocanut/Ariola	SF
26	37	Madonna	The Immaculate Collection - Sire	UK,B,NL,IR	60	60 8	Sanne	Where Blue Begins - Virgin	S,DK	94	88 3	Gert En Samson	Gert En Samson - CNR	B
27	7	Mecano	Aidalai - Ariola	F,B,NL,E	61	44 19	Dr. Alban	Hello Afrika - Swemix	D,A,SF,GR	95	74 54	M.C. Hammer	Please Hammer Don't Hurt 'Em - Capitol ●	UK,GR
28	23	Soundtrack - Grease	Grease - Polydor ●	F,NL,E	62	51 5	Soundtrack - Buddy's Song	Buddy's Song - Chrysalis	D,A,DK,SF	96	75 18	The Doors	The Best Of The Doors - Elektra	UK,NL,CH,SF,IR
29	29	Fredericks, Goldman & Jones	Fredericks, Goldman & Jones - Columbia ▲	F,B	63	61 6	Vasco Rossi	Vasco Live 10.7.90 San Siro - EMI	I	97	93 5	Soundtrack - 21 Jump Street	21 Jump Street - Control	D
30	12	Bob Marley	Legend - Island	UK,B,NL,IR	64	56 7	Adriano Celentano	Il Re Degli Ignoranti - Clan	I	98	NL	Roger Whittaker	The Very Best Of Roger Whittaker - Polydor	DK
31	6	Marillion	Holidays In Eden - EMI	UK,D,B,NL,CH,S	65	55 9	Technotronic	Body To Body - ARS	F,D,E,A,CH,P	99	95 2	Emilio Aragon	Te Huelen Los Pies - Columbia	E
32	5	The Jam	Greatest Hits - Polydor	UK,IR	66	64 5	Crowded House	Woodface - Capitol	B,NL,S,P,DK,N	100	RE	Patricia Kaas	Scenes De Vie - Columbia ▲	F,D
33	84	Patrick Bruel	Alors Regarde - RCA ▲	F,B	67	NL	Herbert Grönemeyer	4630 Bochum - Electrola	D	UK = United Kingdom, D = Germany, F = France, CH = Switzerland, A = Austria, I = Italy, E = Spain, NL = Holland, B = Belgium, IR = Ireland, S = Sweden, DK = Denmark, N = Norway, SF = Finland, P = Portugal, GR = Greece.				
34	8	Kraftwerk	The Mix - EMI	D,NL,A,CH,S,SF	68	86 3	Amy Grant	Heart In Motion - A&M	UK,D,S,DK	○ = FAST MOVERS NL = NEW ENTRY RE = RE-ENTRY				



EUROCHART HOT 100 SINGLES



THIS WEEK LAST WEEK WKS ON CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS ON CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS ON CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHERS)	COUNTRIES CHARTED
1	6 (Everything I Do) I Do It For You Bryan Adams - A&M (MCA/Rondor/Zomba)	UK,D,B,NL,A,CH,S,PDK,IR,N,SF	35	27 22 The One And Only Chesney Hawkes - Chrysalis (Warner Chappell)	D,A,CH,S,DK	69	59 2 Né En 17 A Leidenstadt Fredericks, Goldman & Jones - Epic (JRG/Marc Lumbroso)	F
2	2 13 Gypsy Woman (La Da Dee La Da Da) Crystal Waters - Mercury/A&M (BMG Music/Basement Boys)	F,D,B,NL,E,A,CH,S,PDK,I	36	84 2 All 4 Love Color Me Badd - Giant (Copyright Control)	UK,DK,IR,SF	70	79 2 Décale Patrick Bruel - RCA (14 Productions)	F,B
3	4 5 You Could Be Mine Guns N' Roses - Geffen (Warner Chappell)	UK,D,B,NL,E,CH,S,PDK,IR,N,SF	37	34 12 Move That Body Technotronic feat. Reggie - ARS (ADM/SOF)	F,D,NL,E,CH,P,GR	71	NE Every Heartbeat Amy Grant - A&M (Various)	UK,S
4	5 8 More Than Words Extreme - A&M (Rondor)	UK,D,B,NL,A,S,DK,IR,N	38	62 2 Winter In July Bomb The Bass - Rhythm King/Epic (Rhythm King/Virgin)	UK,IR	72	61 15 Future Love Paradise Seal - ZTT/WEA (Beethoven Street/Perfect)	D,A,CH,I
5	3 17 Senza Una Donna (Without A Woman) Zucchero Fornaciari & Paul Young - London (Warner Chappell/PolyGram/EMI)	F,D,B,A,CH,S,DK,N	39	25 3 Just Another Dream Cathy Dennis - Polydor (Colgems/Blackwood/EMI)	UK,IR	73	00 2 Ala Li Là .(Segâ) Denis Azor - Ala Bianca (Ala Bianca/Aisha Music)	F,B,NL
6	7 29 Wind Of Change Scorpions - Mercury (PolyGram Music)	D,A,CH,S,DK,N	40	40 2 The Whistle Song Frankie Knuckles - Virgin America (Def Mix/Squolene)	UK,IR	74	88 3 All My Loving Los Manolos - RCA (Northern Songs)	NL,E
7	6 17 The Shoop Shoop Song (It's In His Kiss) Cher - Epic (Alley/Trio/Hudson Bay)	D,B,NL,A,CH,S,DK,N	41	NE A Roller Skating Jam Named "Saturdays" De La Soul - Tommy Boy (Various)	UK,SF	75	NE Apparently Nothin' Young Disciples - Talkin' Loud (MCA)	UK
8	8 5 Now That We've Found Love Heavy D & The Boyz - MCA (Warner Chappell)	UK,D,B,NL,S,IR	42	39 21 Rhythm Of My Heart Rod Stewart - Warner Brothers (WB/Jamm/Bibo)	F,D,CH,S,DK	76	68 3 Blank Of Zwart Isabelle A - CNR (Not Listed)	B
9	9 12 I Wanna Sex You Up Color Me Badd - Giant (Hip Hop/Hifrost)	UK,D,B,NL,A,CH,S,DK,N	43	71 2 Twist & Shout Deacon Blue - Columbia (Poor)	UK,IR	77	52 6 Mama Kim Appleby - Parlophone (C N'K/Perfect)	UK,D
10	10 9 Auteuil, Neuilly, Passy (Rap B.C.B.G) Les Inconnus - Productions Lederman (Lederman)	F,B	44	57 2 Ich Bin Der Martin, Ne Dieter Krebs & Gundula - RCA (EMI Music)	D	78	NE Time, Love & Tenderness Michael Bolton - Columbia (EMI)	UK,S
11	13 10 La Zoubida Lagaf - Flarenasch (Copyright Control)	F,B	45	37 6 Tell Me Bonita Dana Dawson - Columbia (Sony)	Ë,B	79	81 34 Crazy Seal - ZTT/WEA (Beethoven Street/Perfect)	F,CH
12	11 11 Rush Rush Paula Abdul - Virgin America (EMI Songs)	UK,F,D,B,NL,S,DK,IR,N,GR	46	41 5 Driver's Seat Sniff 'N' The Tears - Sound Products (Rockin' Music/BMG Two Pijleters)	B,NL	80	70 2 Logo Que Passe A Monção Rui Veloso - EMI (EMI Songs)	P
13	36 3 Move Any Mountain - Progen 91 The Shamen - One Little Indian (Amokshasong)	UK	47	48 2 Baila Me Gipsy Kings - P.E.M./Columbia (PEM)	D,B,NL,E,P,GR	81	51 7 Hey Stoopid Alice Cooper - Epic (EMI/BMG/Sony)	NL,S,P,GR
14	19 22 Losing My Religion R.E.M. - Warner Brothers (Warner Chappell)	F,B,A,S,DK,N,I	48	28 8 Any Dream Will Do Jason Donovan - Really Useful (Really Useful)	UK,D,B	82	43 4 Let The Beat Hit 'Em Lisa Lisa & Cult Jam - Columbia (Virgin)	UK,B
15	12 5 Things That Make You Go Hmm... C&C Music Factory feat. Freedom Williams - Columbia (Virgin)	UK,DK,IR	49	44 4 I Like It DJH feat. Stefy - RCA (Carlin/Rondor/Perfecto)	UK,I	83	96 2 Love Conquers All ABC - Parlophone (Neutron/Ten)	UK,D
16	16 10 Saga Africa Yannick Noah - Carrere (Copyright Control)	F,B	50	53 14 Promise Me Beverly Craven - Epic (Warner Chappell)	F	84	60 6 Unforgettable Natalie Cole with Nat 'King' Cole - Elektra (Bourne)	UK,B,NL
17	14 15 Last Train To Trancentral/The Iron Horse The KLF - KLF Communications (EG/Zoo/WC/Wandee/BMG)	D,B,E,A,CH,S,DK,GR	51	NE Work Technotronic feat. Reggie - ARS (MCA)	UK,IR,SF	85	98 2 Holding On Beverly Craven - Epic (Warner Chappell)	UK
18	24 5 Love And Understanding Cher - Geffen (EMI)	UK,D,B,NL,S,IR	52	35 5 Dis Moi Bébè Benny B - PLR (PLR)	F,B	86	66 5 Le Serpent Qui Danse François Feldman - Phonogram (Marilyn/Carol-Line)	F
19	21 3 Jump To The Beat Dannii Minogue - MCA (Warner Chappell)	UK,IR	53	64 9 Hijo De La Luna Mecano - RCA (Ba Ba Blaxi Music)	F	87	87 2 Taras E Manias Marco Paulo - EMI (EMI Songs)	P
20	NE Enter Sandman Metallica - Vertigo (Creeping Death/PolyGram)	UK,D,N	54	45 6 Always There Incognito feat. Jocelyn Brown - Talkin' Loud (Carlin)	UK,D,NL	88	77 8 On The Outside Roch Voisine - GM/Ariola (Ed. Georges Mary)	F
21	15 19 Désenchantée Mylène Farmer - Polydor (Requiem Publishing)	F,D,B,NL	55	56 5 Le Dormeur Pleasure Game - Touch Of Gold (Scorpio/Now Disc)	F,B	89	73 2 Pregnant For The Last Time Morrissey - HMV (Warner Chappell/MCA)	UK,IR
22	17 13 Baby Baby Amy Grant - A&M (Age To Age/Edward Grant/Yellow Elephant)	D,B,A,S,DK	56	50 12 Shiny Happy People R.E.M. - Warner Brothers (Warner Chappell)	D,B,S	90	RE Siamo Soli Nell'Immenso Vuoto Che C'E' Raf - CGD (Sugar/Girotondo/Bigallo)	I
23	23 7 Chorus Erasme - Mute (Sonet/Andy Bell)	UK,D,CH,S,DK,SF,GR	57	42 3 A Better Love Londonbeat - Anxious/RCA (Warner Chappell/Blue Mountain)	UK,IR	91	69 3 Rocking Romance Joy Salinas - Flying (Not Listed)	I
24	74 2 I'm Too Sexy Right Said Fred - Tug (Hit & Run)	UK	58	49 6 Les Brouillards De Londres Thierry Hazard - Columbia (Sony)	F	92	78 3 Monsters And Angels Voice Of The Beehive - London (Virgin)	UK
25	22 14 Fading Like A Flower (Every Time You Leave) Roxette - EMI (EMI)	D,A,CH,S,DK	59	55 6 Rapput (Senza Fiato) Claudio Bisio - Epic (Aspirine/Sony)	I	93	NE J'Ai Des Doutes Sarah Mandiano - Polydor (Kondo Music)	F,B
26	20 11 Bow Down Mister Jesus Loves You - More Protein (Virgin)	D,A,CH	60	47 9 It Ain't Over 'Til It's Over Lenny Kravitz - Virgin America (Miss Bessie Music)	UK,F,D,S	94	NE Both Sides Now Clannad & Paul Young - MCA (Westminster)	UK,IR
27	18 4 Pandora's Box O.M.D. - Virgin (Virgin)	UK,Ë,IR	61	58 4 La Cumbia Sailor - RCA (K-Works)	D,B,NL	95	NE Principles Of Lust Enigma - Virgin (Data/Alpha/Mamba)	UK,F
28	29 9 Send Me An Angel Scorpions - Mercury (PolyGram Music)	F,B,NL	62	91 2 Danca Tago Mago Kaoma - Columbia (Adageo/BM Productions)	F,B,NL	96	NE Rebel Woman DNA - DNA (Mainman/Jones/Telstar)	UK
29	33 9 E Vado Via Felix Gray & Didier Barbelivien - Multi/Talar (Zone Musique)	F,B	63	72 3 Do The Limbo Dance David Hasselhoff - White Records/Ariola ("Young" Musikverlag)	D,A	97	NE Je Vais Encore Dormir Tout Seul Ce Soi Elmer Food Beat - Off The Track (O.T.T. Music)	F
30	30 16 Ring Ring Ring (Ha Ha Hey) De La Soul - Tommy Boy (WC/Tee Girl/Curio/Chelsea/Island/MCA)	F,D,A,CH,DK,GR	64	NE Summertime DJ Jazzy Jeff & The Fresh Prince - Jive (WC/Second Decade/Zomba)	UK	98	83 33 The Grease Megamix John Travolta & Olivia Newton-John - Polydor (Gibb Bros. Music/BMG Music)	F,E,DK
31	26 18 Sailing On The Seven Seas O.M.D. - Virgin (Row Unlimited/Virgin)	D,A,S	65	NE Bacardi Feeling (Summer Dreaming) Kate Yanai - WEA (LaFrette Musique Paris)	D	99	89 3 Festa No Mar Chico Et Roberta - Carrere (Carrere)	F
32	32 9 Bobby Brown Goes Down Frank Zappa - Zappa (Weinberger)	D,A,CH,S	66	46 8 The Motown Song Rod Stewart - Warner Brothers (MCA/Geffen)	UK,D,A,DK	100	NE Family Affair B.E.F. feat. Lalah Hathaway - Ten (Warner Chappell)	UK
33	38 4 The Beginning Seal - ZTT/WEA (Beethoven Street/Perfect)	UK,B,NL,PDK,SF	67	54 4 Burbujas De Amor Juan Luis Guerra & 4.40 - Karen (Karen)	B,NL			
34	31 23 Joyride Roxette - EMI (Jimmy Fun Music)	F,D,CH,PDK,I	68	63 6 Omåomigen Pelle Almgren & Wow Liksom - Metronome (Sonet)	S			

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

INVICTA/SOUTHERN MERGER TALKS RESUME: *Invicta Radio/Kent* and *Southern Radio Holdings/Sussex and Hampshire* are in "material talks" again that could lead to a merger. Southern already has a 20% stake in *Invicta* and both companies are part of sales house *IRS's* Radio South sales area.

LINCOLN TO DRIVE RADIO CITY: *Dave Lincoln* has been appointed MD of *Radio City/Liverpool*. He succeeds *Terry Smith*, who becomes non-executive chairman of the company. *Lincoln* has been MD at *Red Rose/Preston*. Full story next week.

RTL STRIKES IN GERMANY AGAIN, RIESE TO HR: Late-breaking news has *RTL Radio* expanding further in Germany with acquisitions of three new local North Rhein-Westphalia stations. Meanwhile, *M&M* has also learned that industry veteran *Hans-Peter Riese* is the new GM at public giant *HR*. Details on both stories next week.

RADIO 1 TOO OLD?: *BBC Radio 1* is dismissing a "leaked confidential report" accusing it of being too old and staid for the teen and 20s market. It proposes a major shake-up to make it more "rebellious and anarchic". A *Radio 1* spokesperson shrugs, "There are 15 task forces examining all aspects of *BBC Radio*. Obviously, there are pieces being circulated, but none of the strategy groups has yet discussed the consultative documents, let alone issued a report."

NEW LABEL HITS THE STREET: *PolyGram International* director of artist development *Gibson Kemp* is leaving his London-based post to join *Metronome*. From his new post in Hamburg, *Kemp* will be setting up the *M-Street Records* label. He will report to MD *Albert Slendebroek*.

CLOUSEAU'S ENGLISH DEBUT: Top-selling Belgian band *Clouseau* are currently preparing the release of their first English-language album, set for the end of August. The band switched labels from *HKM/CNR* to *EMI* in May.

IRISH RADIO ROYALTIES SOUGHT: The *Phonographic Performance Ireland Society* is pursuing unpaid royalties against a half-dozen unnamed Irish radio stations. State radio regulator *IRTC* is, for the time being, quiet about this issue, but is believed to feel that the stations knew the costs of music before starting up two years ago. In short: pay up!

PARK MOVES FORWARD: Hats off to *Capital Radio/London* programme controller *Richard Park*, who's just been promoted to the corporate board of directors.

MTV MARKS ITS FOURTH, SETS US EXPANSION: Finally, belated congrats to *MTV Europe*, which just celebrated its fourth anniversary. Meanwhile, in the US, *MTV Networks* has announced plans to expand to three separate 24-hour feeds in mid-1993, adding two formats in specific music genres, to be determined by market test results and the current music climate at that time.

Charts

(continued from page 1)

with the airplay element. "I think that now they give an accurate picture of the market situation here. And with an experienced organisation like *Media Control*, I am confident that no manipulation of consequence will take place."

Since last year, the *Austria Top 30* organisation has issued the weekly *Top 40 LPs* and *Top 30 Singles* lists, a chart fully endorsed by its industry. Notes *BMG Ariola* MD *Stephan von Friedberg*, "We used to have three different charts and total confusion. Thanks to [ex-Sony MD, now with *MCA*] *Heinz Canibol*, we now have one chart that is based on the *IFPI* count of manufacturer shipping and dealer sales." He adds, however, "The new chart puts local Austrian product and new artists at a disadvantage, as radio plays are not weight-

ed. And radio often reflects the taste of the public before sales do."

Similar comments come from *PolyGram* MD *Wolfgang Arming*. "This is a pure sales chart and that is what we need. The *IFPI* here has developed a chart that is custom-made for our country. Because we not only register dealer reports but also shipping figures from the manufacturers, the charts stay in line with reality."

While Italy can pride itself by having three different sales charts, it's a situation that is not seen as ideal by its record company executives. There is the chart compiled by state broadcaster *RAI*, the monthly list by trade magazine *Musica e Dischi*, and *Sorrisi e Canzone*, compiled by the radio/TV guide of the same name.

According to *PolyGram* president *Gianfranco Rebullia*, the *Sorrisi* chart is not a reflection of pure sales. "It also includes radio airplay,

MCA

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troller *Wolfgang Praetz*, *MCA* product manager *Frank Pagen*, *Geffen* product manager *Eva Ries* and head of promotion *Katharina Landahl*.

Canibol is currently in the process of selecting several other key personnel, including managers for product coordination/stock control, third-party licencing/special marketing, key accounts, plus several regional promotions staff and secretaries. The company will be operational by year's end.

"My first goal will be to expand *MCA's* current international artist roster," comments

Dance Labels

(continued from page 1)

music using airplay. "We need a supplemental instrument—an independent dance chart. But that's a long way away. A system must first be developed."

Still in its rudimentary stages

popularity, etc. The *RAI* lists come closest, reflecting a situation of 10 days previous, but has its shortcomings. It depends too much, on the type of retail outlets that are monitored; very often there is not an exact mix of different types. The *RAI* chart could be improved in the following ways: "First, every record company should receive an official fax on Monday mornings [instead of the day after]. Second, it should be displayed in all traditional point-of-sale outlets. Also, it should be shown on *RAI TV*."

Sony Music president *Piero la Falce* believes most of the charts results are correct. "Unfortunately, you can never be sure that charts are fully reliable. But I believe there are no serious problems. I would love to see, however, moves to get *RAI* to expand the point of sales outlets."

Adrian Vogel, *A&R* director of the *Epic* label for *Sony Music Spain*, maintains that his country's sales charts are reliable. "The airplay chart reflects airplay on *Cadena SER* which is Spain's leading radio network, so it is as accurate as you can get. There are discrepancies, of course, but you get a good idea of how the market is."

"The sales charts have improved ever since *ALEF*, a more established Spanish research institute, took over from *Gallup* last year. What will really improve the charts is when all the retailers computerise their systems."

"I think Spain's sales and airplay charts are a fairly accurate reflection of what actually sells and is being played on the radio," comments *Sanni Records* MD *Stig von Bahr*. "But they should have wider distribution and more support from the trade. If the sample is still very small, it's due to difficulties with collecting reliable data." He singles out the UK charts as examples to learn from. "They are more accurate, particularly with the recent fines being imposed for

Canibol. "We will eventually get involved on local *A&R*, although this may not be before our second or third year of operation. I want to see the machine running smoothly before signing artists."

MCA is currently enjoying German sales chart success with albums by *Cher* (no. 6) and *Tom Petty & The Heartbreakers* (9) and singles by *Guns N' Roses* (7), *Cher* (31) and *Heavy D & The Boyz* (38).

Germany is Europe's biggest record market, both in terms of total units and album sales.

According to *MCA Records International* senior VP *Stuart Watson*, this makes it logical for the company to move into the

of development, the *IGDM* has not yet compiled a membership list, nor issued an official statement regarding their goals and tactics. *Martinsohn*, however, did reveal that the *IGDM* intends to act as a lobby group for independent dance labels and producers, adding, "We hope to enter into a

manipulation. The US chart system is possibly even better, but it entails computerization at the retail end, and Spain is far from that."

The Danish industry mainly works with two different charts. The lists compiled by national broadcaster *Danmarks Radio (DR)* is based on 80 retail outlets, while the *IFPI*-backed chart is based on record company shipments. For *Warner Music Denmark* MD *Finn Work*, the choice between the two is easy. "The first 15 positions on the *DR* chart are very accurate; below that, it gets a little shaky because there is no real clear reporting procedure from the shops." But the *IFPI* chart, using a four-week accumulated figure, presents real problems. "If in week five you have not been able to ship the same amount as you did in week one, there will be a major plummet in your chart position."

"In smaller territories like Denmark, where maybe you do not get all the promotional support you need, the build-up to make a successful record can take much longer and that is not reflected in the chart. It used to be an eight-week accumulated figure, which meant some Danish acts with huge ship-outs would look great for weeks, when in reality the record was not selling that well."

Virgin Norway's GM *Gyro Leira* admits being unhappy with both of the nation's charts, published in the two leading newspapers *VG* and *Dagbladet*. The *Dagbladet* chart is backed by the local *IFPI* and registers record company ship-outs. The *Scanfact/VG* charts are based on a sample of 80 retailers. *Leira* criticises *VG* for what she sees as haphazard reporting by retail outlets. "For instance, if a shop gets stuck with stock it will often report it because if it shows up in the chart it has more chances to sell better."

"Another point is that shops are only expected to report their top

German market. "It has proved to be our biggest market outside North America and the UK. Although I don't expect the market to sustain 18% growth in the current year, because of the worldwide recession growth is likely to be in the region of 8-10% this year. That's still significantly higher than the projected growth in most other European territories."

Watson claims a 3% share of the German market and anticipates this to grow in 1992. After the launch of the company, *MCA's* current licencing deal with *BMG Ariola Hamburg* will be changed into a manufacturing, distribution and sales agreement.

constructive dialogue with the German *IFPI* members and the *BPW*, which commissions *Media Control* to compile the charts. We must first determine and document the actual effect the changes have on dance product. Then we must talk with the *BPW*."

five-selling singles, yet they publish a Top 10. The *Dagbladet* chart is more accurate, but I think the best would be along the lines of the *Gallup* system in the UK."

BMG Ariola Sweden MD *Hasse Breitholtz* believes the nation's *Topplistan* chart is "pretty accurate. The singles top 20 is reliable down to about 15 positions; after that you could debate it. And the album chart (down to 50) is pretty accurate up to no. 30."

BMG Belgium marketing manager *Stefan Cockmartin* is satisfied that the nation's current chart system—compiled by Belgian authors rights organisation *SABAM* and *IFPI*—accurately reflects sales reality. "The chart has a built-in system by which the initial first-week sales of a record are split over a four-week period on a 50-25-15-10% rate. As pre-sales take some four weeks to recover, this system prevents top-selling artists from rocketing to no. 1 one week, only to drop down a week later. Another advantage is that the current system allows new and developing acts to build their success over a longer period."

Cockmartin does, however, see room for improvement, suggesting that the chart's lower regions (from 50 down to no. 75) could include a sales/airplay mix, as is done in Germany.

Virgin MD *Dirk de Vries* adds, "IFPI/SABAM certainly don't think their chart is 100% correct and safe; otherwise, we would have to adapt the US/UK bar-coding system, fully automated in all shops. But I am convinced that the current system works fairly well here." The comparison with Germany is not valid for Belgium, he believes. "Introducing a sales/airplay mix would not be effective, as we have three language communities and no single radio station with 50-60% in audience ratings. Given the smaller territories, the effect of airplay would be minimal in Belgium."

EHR TOP 25

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

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

CHARTBOUND RECORDS

CHER /The Shoop Shoop Song (It's In His Kiss)	(Geffen)	29/1
CHESNEY HAWKES /I'm A Man Not A Boy	(Chrysalis)	27/2
SONIA /Only Fools (Never Fall In Love)	(I.Q. Records)	24/2
CHRIS REA /Looking For The Summer	(East West)	23/2
HEAVY D & THE BOYZ /Now That We Found Love	(MCA)	21/2
INCOGNITO FEAT. JOCELYN BROWN /Always There	(Talkin' Loud)	21/2
INXS /Bitter Tears	(Mercury)	21/0
MYLENE FARMER /Désenchantée	(Polydor)	20/0
OMAR /There's Nothing Like This	(Talkin' Loud)	18/3
DESMOND CHILD /Love On A Rooftop	(Elektra)	18/2
SAILOR /La Cumbia	(RCA)	18/2
REMBRANDTS /Just The Way It Is, Baby	(Atco)	18/1
SYDNEY YOUNGBLOOD /Hooked On You	(Circa)	18/0
AARON NEVILLE /Everybody Plays The Fool	(A&M)	17/2
VOICE OF THE BEEHIVE /Monsters And Angels	(London)	17/2
SALT-N-PEPA /Do You Want Me	(ffrr)	17/0
GIPSY KINGS /Baila Me	(Columbia)	16/0
BROS /Are You Mine?	(Columbia)	15/2
GUNS N' ROSES /You Could Be Mine	(Geffen)	15/1
KIRSTY MACCOLL /Walking Down Madison	(Virgin)	15/1
DEACON BLUE /Twist And Shout	(Columbia)	15/0
D.J. JAZZY JEFF & THE FRESH PRINCE /Summertime	(Jive) NE	14/6
RHYTHM SYNDICATE /P.A.S.S.I.O.N.	(Impact) NE	14/5
BEF /A Family Affair	(Ten Records)	14/4
BEVERLEY CRAVEN /Holding On	(Epic)	14/2
CATHY DENNIS /Just Another Dream	(Polydor)	14/2
LATOUR /People Are Still Making Sex	(Polydor) RE	14/1
ABC /Love Conquers All	(Parlophone)	14/0
JESUS JONES /Right Here Right Now	(Food)	13/3
COLA BOY /7 Ways To Love	(Arista)	13/2

The EHR "chartbound" chart lists the total number of EHR reporting stations playing newer songs that do not yet have enough airplay points to rank among the EHR Top 25. The second number represents how many stations reported it to M&M for the first time. Records which have previously charted and are still active, although forced off the top 25 by other songs, may qualify for "Chartbounds". Songs which have received no new airplay for two consecutive weeks will be deleted from this chart, but may reappear with new airplay. In the case of a tie, songs are listed by new adds. Arrows indicate new entries in Chartbound.

EHR NEW ADD LEADERS

HUEY LEWIS & THE NEWS /It Hit Me Like A Hammer	(EMI USA)	8
MICHAEL BOLTON /Time Love & Tenderness	(Columbia)	7
D.J. JAZZY JEFF & THE FRESH PRINCE /Summertime	(Jive)	6
BOMB THE BASS /Winter In July	(Rhythm King/Epic)	5
C&C MUSIC FACTORY /Things That Make You Go Hmm...	(Columbia)	5

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

EHR "A" ROTATION LEADERS

BRYAN ADAMS /(Everything I Do) I Do It For You	(A&M)	47
PAULA ABDUL /Rush Rush	(Virgin America)	42
LENNY KRAVITZ /It Ain't Over 'Til It's Over	(Virgin America)	39
COLOR ME BADD /I Wanna Sex You Up	(Giant)	36
ROD STEWART /The Motown Song	(Warner Brothers)	35

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

EHR TRACKING REPORT

Artist/Title	Total	A	B	Add
1 BRYAN ADAMS /(Everything I Do) I Do It For You	64	47	15	2
2 PAULA ABDUL /Rush Rush	59	42	16	1
3 LENNY KRAVITZ /It Ain't Over 'Til It's Over	53	39	13	1
4 COLOR ME BADD /I Wanna Sex You Up	48	36	10	2
5 ROD STEWART /The Motown Song	48	35	13	0
6 CHER /Love & Understanding	43	27	13	3
7 R.E.M. /Shiny Happy People	43	27	15	1
8 CRYSTAL WATERS /Gypsy Woman	39	32	7	0
9 ROXETTE /Fading Like A Flower	36	21	14	1
10 EXTREME /More Than Words	35	21	11	3
11 WHITNEY HOUSTON /My Name Is Not Susan	33	16	16	1
12 TOM PETTY & THE HEARTBREAKERS /Learning To Fly	32	18	13	1
13 OMD /Pandora's Box	32	17	12	3
14 AMY GRANT /Every Heartbeat	31	24	7	0
15 SEAL /The Beginning	31	16	12	3
16 ZUCCHERO/YOUNG /Senza Una Donna	30	23	7	0
17 CHER /The Shoop Shoop Song	29	22	6	1
18 NATALIE COLE & NAT 'KING' COLE /Unforgettable	29	19	9	1
19 ERASURE /Chorus	29	19	10	0
20 KIM APPLEBY /Mama	28	14	13	1
21 KENNY THOMAS /Thinking About Your Love	27	18	7	2
22 CHESNEY HAWKES /I'm A Man Not A Boy	27	16	9	2
23 C&C MUSIC FACTORY /Things That Make You Go Hmm...	25	12	8	5
24 ARETHA FRANKLIN /Everyday People	25	10	12	3
25 SONIA /Only Fools	24	15	7	2
26 MICHAEL BOLTON /Time Love & Tenderness	24	11	6	7
27 AMY GRANT /Every Heartbeat	23	11	6	4
28 CHRIS REA /Looking For The Summer	23	10	11	2
29 HUEY LEWIS & THE NEWS /It Hit Me Like A Hammer	23	9	6	8
30 MICHAEL BOLTON /Love Is A Wonderful Thing	22	15	7	0

The EHR Tracking Report represents the simple, unweighted, total number of EHR reporting stations playing a song overall, how many stations have that song in either an "A" or "B" rotation, and how many new adds it has received. If the number of songs in "A" and "B" combined do not match the total station count, it is because some stations either have reported it as part of album airplay or have not indicated it in "A" or "B" rotation yet. In the case of a tie, songs are listed by "A" rotation.

EHR REPORTERS

The following stations are weekly contributors to Music & Media's European Hit Radio chart. The reporting deadline is 1400 CET on Tuesdays.

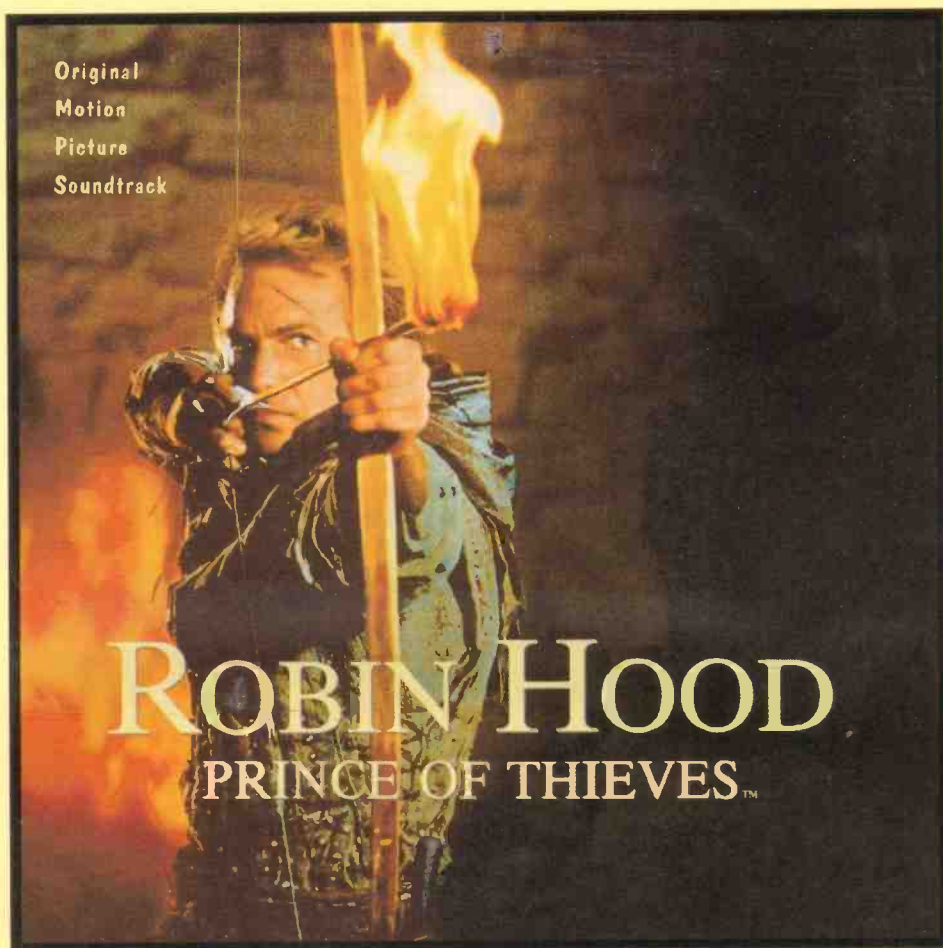
101 Network/Milan, I
 Aalborg Naerradio/Aalborg, DK
 Antenne Austria, A
 Aarhus Naerradio/Aarhus, DK
 Atlantic 252/County Meath, IRL
 AVRO/Hilversum - National, NL
 Bayern 3/Munich, D
 BBC Radio 1/London, UK
 BRMB/Birmingham, UK
 Capital Radio/London, UK
 CD International/Braislava, A/C.S.
 Century Radio/Dublin, IRL
 Chiltern Network, UK
 City 103/Gothenburg, CH
 Downtown Radio/Belfast, UK
 Europe 1/Paris, F
 Fox FM/Oxford, UK
 Fun Radio/Paris, F
 GWR/Bristol/Swindon, UK
 Hitradio/Bussum, NL
 Hundert,6/Berlin, D
 Invicta FM/Canterbury, UK
 KRO/Hilversum - National, NL
 Metro FM/Newcastle, UK
 NCRV/Hilversum - National, NL
 NOS/Hilversum - National, NL

NRJ Network/Paris, F
 Ocean Sound/Power FM/Farahang, UK
 OK Radio/Hamburg, D
 Piccadilly Radio/Manchester, UK
 Radio 1/Oslo, N
 Radio 102/Haugesund, N
 Radio 24/Zurich, CH
 Radio T.O.N./Bad Mergentheim, D
 Radio P4/Lund, S
 Radio Antigoon/Antwerp, B
 Radio Bobbio/Genoa, I
 Radio Bobilisk/Basel, CH
 Radio Broadland/Norwich, UK
 Radio Charivari/Nuremberg, D
 Radio City/Liverpool, UK
 Radio Clyde/Glasgow, UK
 Radio Contact Network F, B
 Radio Contact Network NL, B
 Radio Dimensione Suono/Rome, I
 Radio Express/Antwerp, B
 Radio Forth/Edinburgh, UK
 Radio Gong/Nuremberg, D
 Radio Hallam/Sheffield, UK
 Radio Jyväskylä/Jyväskylä, SF
 Radio Lidings/Stockholm, S
 Radio Madrid SER/Madrid, E
 Radio Musa/Tampere, SF
 Radio Nord/Harstad, N
 Radio Orebro, S
 Radio Peter Flowers/Milan, I
 Radio Plus Monte Carlo, F
 Radio Regenbogen/Mannheim, D

Radio Rete 3/Lugano, CH
 Radio Royal/Hamont-Achel, B
 Radio Salu/Saarbruecken, D
 Radio Trent Group/Nottingham, UK
 Radio Vest/Sivanger, N
 Radio Viborg/Viborg, DK
 Radio Voice/Copenhagen, DK
 Radiomafia (YLE)/Helsinki, SF
 RAI Stereo 1/Rome, I
 Red Dragon/Cardiff, UK
 Red Rose Radio/Blackpool, UK
 Rete 105/Milan, I
 RIAS 2/Berlin, D
 RSH/Kiel, D
 RTE Radio 2FM/Dublin, IRL
 RTL 102.5 Hit Radio/Bergamo, I
 RTL 208/London, UK
 RV5/Rouen, F
 SAF Radio City/Stockholm, S
 Scoop/Lyon, F
 SDR 3/Stuttgart, D
 SFB 2/Berlin, D
 Skyrock/Paris, F
 Star-Sot/Munich, D
 Sud Radio/Toulouse, F
 Swansea Sound/Swansea, UK
 Top 97.2/Madrid, E
 TROS/Hilversum - National, NL
 Uptown FM/Copenhagen, DK
 Veronica/Hilversum - National, NL
 VOA Europe/Munich, D

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