

MUSIC & MEDIA

GN'R Promo Plans	3
WDR 1 Reformats	11
Scandinavian Special	13
Station Operations	20
ARS Advertorial	A3
Off The Record	38

Europe's Music Radio Newsweekly . Volume 8 . Issue 37 . September 14, 1991 . £ 3, US\$ 5, ECU 4

NRJ Debuts Radio Energy In Berlin

by Mal Sondock

French radio group NRJ has made its German debut with a new station in Berlin. Called **Radio Energy** and broadcasting on 103.4 FM, the station—of which NRJ owns 38%—hit the airwaves with its new name and format on August 12. It replaces bankrupt **Radio 100**, which was formerly broadcasting on that frequency.

Former Radio 100 GM **Thomas Timme** will join the new operation in the same capacity. A newcomer to the industry, **Norbert Schmidt**, is the sales manager, while PD/head of music is **Steffen Meyer**, formerly head of music for

(continues on page 38)



HOLLYWOOD MEETING — Hollywood Records, a subsidiary of The Walt Disney Company, recently organized their first international convention in Burbank, California. Hollywood president Peter Paterno and VP International Hein van der Ree hosted the meeting. Front row, l-r: Jun Sato, Tom Sassa, Shoji Mashio and Mina Fukue (Pony Canyon, Japan), Dag Haeggqvist (Sonet), Herbert Kollisch (Intercord), Paterno, Aki Kamebuchi (Pony Canyon). Back row: Wes Hein (Hollywood), Bert Burm (CNR), Guido Rignano (Dischi Ricordi), van der Ree, Maurice Starr (Boston Int.), Niles Baas, Hans de Boer (CNR), Gary Ashley (Mushroom), Graziano Ostuni (Dischi), Stig von Bahr (Sanni Records) and Kees Baas (CNR).

Larsen Goes Urban At DSB

by Adam White

Four times daily, weapon-toting officers of East Germany's security police, the **Stasi**, used to visit the Berlin headquarters of the state record company, **Deutsche Schallplatten**. They weren't looking for free merchandise: they were checking the steel doors of the tunnel connected to another building a few hundred yards away—on the opposite side of the Berlin Wall.

Times have changed, of course. The steel doors are irrelevant. Deutsche Schallplatten has been privatized. And the only Stasi presence is on one of the company's record labels, **MFS**, which uses the same initials as those of the now-disbanded security police.

The man who bought

Deutsche Schallplatten, leading German auto dealer **Ulli Urban**, has more change in mind. He is going into partnership with one of the European music industry's most-experienced executives, **Jorgen Larsen**, to advance his plans. Larsen resigned earlier this year as president of **Sony Music Europe**, reportedly the victim of a management reshuffle initiated by **Sony Music** chairman **Michael Schulhof** (see **M&M** June 1).

Urban wants to establish the record company, which is being renamed **DSB**, for Deutsche Schallplatten Berlin, as a vigorous player in the unified German music market, worth an estimated US\$2 billion at retail.

In particular, says Larsen, DSB intends to maximize the company's huge classical cata-

logue of more than 9,000 recordings and also feed a growing appetite for German-language repertoire. At the same time, it is looking to become a licensee for foreign labels operating in niche areas of music, and to make production deals with a variety of European repertoire sources.

Larsen indicates the firm's first-year revenues under new management should be about US\$20 million, with the potential to triple that in three years. Under his deal with Urban, Larsen becomes managing partner of DSB, assuming day-to-day responsibility until a more permanent general manager is appointed within six-to-12 months.

Larsen's additional ties with Urban are in a venture called **XMH** (Cross Media Holdings),

(continues on page 38)

WILL NEW ACTS GET EXPOSURE?

BBC 1 Reformats Top Of The Pops

by Hugh Fielder

Starting October, the BBC 1's "Top of the Pops" programme will become a producer-led rather than a chart-controlled format. While labels were still digesting the impact of the changes at presstime, some promotion heads initially welcomed the switch to a "plug programme." Others, however, fear that new and breaking chart acts may lose valuable exposure.

The new guidelines, the first changes to the show in its 28-year history mean that:

- The no. 1 single will always be featured each week, but no record outside the Top 10 will get a second showing until it reaches the Top 10;
- Any Top 10 record can be played, even if it was featured the previous week;
- Singles between 11-40 will only be considered if they are

(continues on page 38)

Warner France Sets Sights On 20% Share

by Machgiel Bakker

Warner Music France has made it official: its "joint venture" with **Carrere Music** in May 1990 was actually an acquisition. The company also disclosed during its first convention held on August 26-30 in La Baule that it is aiming for a 20% market share next year, up from its current 16%. And Carrere, which is now 100% owned by **Time Warner**, will play a pivotal role.

Comments Warner Music France president **Luigi-Théo Calabrese**, "Four years ago, we had a 7% market share. We had a strong international catalogue and strong distribution. But nevertheless, compared to **PolyGram** or **CBS**, we didn't have the market share that a company of our size should have. And we were weak

in local repertoire. But realistically, there was no way for us to develop that in three years." Thus, the acquisition of Carrere, says Calabrese.

(continues on page 38)

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)

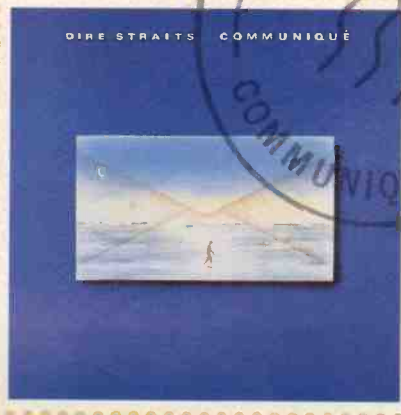
European Top 100 Albums
R.E.M.
Out Of Time
(Warner Brothers)



the dire straits collection



MAY 1978



AUGUST 1979



OCTOBER 1980



SEPTEMBER 1982



MARCH 1984



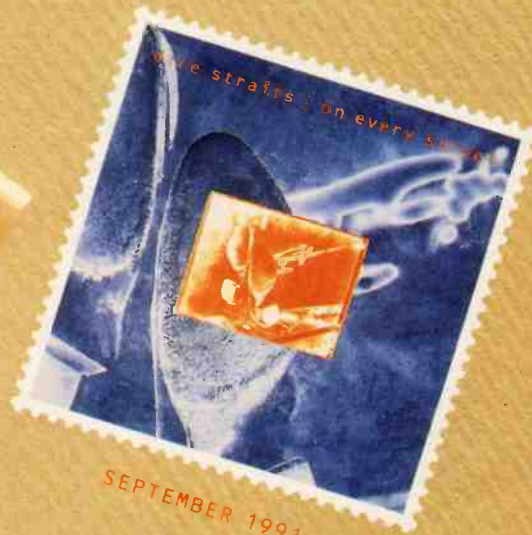
MAY 1985



SEPTEMBER 1988



VERTIGO



SEPTEMBER 1991

dire straits :

9TH SEPTEMBER THE NEW ALBUM 12 NEW SONGS WRITTEN BY

dire straits : on every str dire straits : o



THE POINT/DUBLIN THE ARENA/SHEFFIELD N.E.C./BIRMINGHAM S.E.C./GLASGOW THE ARENA/WEMBLEY WESTFALENHALLE/DORTMUND
AUGUST 23/24/25/26/27 AUGUST 30/31 SEPTEMBER 5/6/7/8/9 SEPTEMBER 11/12/13/14 SEPTEMBER 16/17/18/19/20 SEPTEMBER 23/24/25
SEPTEMBER 1/2/3

on every street

MARK KNOPFLER PRODUCED BY MARK KNOPFLER & DIRE STRAITS



PHILIPS
COMPACT DISC
PRESENTS

straits
street...

STADTHALLE/BREMEN AHÖY/ROTTERDAM FOREST NATIONAL/BRUSSELS OMNISPORTS BERCY/PARIS FESTHALLE/FRANKFURT OLYMPIAHALLE/MUNICH HALLENSTADION/ZÜRICH
SEPTEMBER 26/27 SEPTEMBER 28/29/30 OCTOBER 1/2 OCTOBER 3/4/5 OCTOBER 7/8/9 OCTOBER 11/12 OCTOBER 14

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

Publisher: **Léon ten Hengel**

EDITORIAL

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

PRODUCTION

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

ADVERTISING

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

MARKETING

Marketing Manager: **Annette Knijnenberg**
Marketing Assistant: **Kitty van der Meij**
Subscriptions: **Lex Sternfeld**

ADMINISTRATION

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

EUROFICHE

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

INTERNATIONAL CORRESPONDENTS

UK: Hugh Fielder, Editor; **Paul Easton**,
23 Ridgmount Street, London WC1E 7AH;
tel: 44-71-3236686; fax: 3232314

France:

Emmanuel Legrand, tel: 33-1-42-543461
Jacqueline Ecott, tel: 33-1-47046430

Germany:

Bob Lyng, tel: 49-69-433-839; fax: 433-018

Mal Sondack, tel: 49-221-321091; fax: 317600

Italy:

David Stansfield, tel/fax: 39-2-953-43714

Scandinavia:

David Rowley, tel: 45-31-219149

Stewart Ward, tel: 46-8-661-8856; fax:
46-8-661-6200

Kai Roger Otteson, tel: 47-9-256-460

Spain:

Anna Marie de la Fuente,
tel/fax: 34-14-029-955

Howell Llewellyn, tel: 34-15-932-429;
fax: 612-927-6427

Additional Correspondents:
Austria: Norman Weichselbaum,
tel/fax: 43-1-523-4242

Belgium: Marc Maes, tel: 32-3-568-8082

Finland: Kari Helopatio,
tel: 358-0-276-1836

Ireland: Aidan O'Sullivan,
tel: 353-1-280-8211

Greece: Melissa Daley, tel: 30-1-324-8450

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

M&M is a publication of
BPI Communications BV,

a subsidiary of **BPI Communications Inc.**

President European Operations: **Theo Roos**

Executive Assistant: **Caroline Karthaus**

International Editor-In-Chief: **Adam White**

Copyright 1991 BPI Communications BV

No part of this publication may be reproduced

in any form without the prior written permission of the publisher.

No Illusions In GN'R Marketing Plans

by Machgiel Bakker

With European shipment figures claimed to be close to three million, the two new studio albums by **Guns N' Roses**, *Use Your Illusion I & II*, are off to a flying start. But the potentially dangerous ploy of releasing two full-priced albums at the same time has surely not scared off European retailers.

According to L.A.-based Geffen international director **Mel Posner**, international retail demand is beyond expectation. "Figures are not changing daily, they change by the minute. In my time with Geffen,

this is the largest advertising spend in the history of the company." He estimates this figure to be "above the high six figures."

Posner says that although the release date of the two albums changed several times, it has not damaged its potential. "In this way, we have been able to develop good marketing strategies. What we have here is two-and-a-half hours of music. There are enough singles on the albums to keep the band going well into 1992. In the US, AOR radio will probably add 10 tracks at the same time."

For MCA Music Entertain-

ment/Germany, which officially opened its doors in August, the September 16 release brings the company immediate business. With shipping figures of 400,000 (both albums combined), MD **Heinz Canibol** is planning a four-phase marketing campaign that hopefully will extend the life of the project into the spring of 1992, which would coincide with the likely return of the band to the European concert scene. In conjunction with its distributor **BMG Ariola Hamburg**, a marketing budget of over DM400,000 will be spent.

"In fact, we're doing nothing according to the textbook", comments Canibol. "Normally we would send out pre-release cassettes, but with the secrecy involved with this release, we're keeping everything pretty closed. Also, bringing out two albums simultaneously would make any retailer nervous. But we've seen only good reactions."

In the UK, release figures are also at around 400,000 units. MCA UK marketing manager **David Bower** is setting up a marketing campaign worth £100,000, including nation-wide display, press advertising and TV campaigns. But, he acknowledges, "Press coverage comes from areas you would normally not expect--a full-page in *The Sun*, for example."

Tower Records will be opening up its stores at one minute past midnight the day before the release of the new album.

But probably pre-selling the most albums per capita in the world is Sweden. According to MCA/Geffen marketing manager **Hans Andersson**, who is working out of the Stockholm-based **BMG Ariola** offices--both albums combined have shipped double platinum (200,000 copies) in a population of about 8.3 million. "And I'm convinced we're getting re-orders next week. Guns N' Roses suddenly crossed over from being just a metal/hard rock band to a true rock band for the 90s."

To further boost album sales, a special campaign is set up with the **Folk & Rock** megastore in Malmö. Preceding the release of the album, the whole of the store's front will be covered by brown paper, leaving a small peeping hole free with the words, 'Use Your Illusion'. A look inside will reveal a huge decoration

of merchandising material alerting the customer to the upcoming release.

With regards to radio, Andersson thinks there is no need for hype. "They are taking care of themselves now. *You Could Be Mine* wasn't played at all, though we managed to sell 35,000 copies of it [25,000 = gold]. With the new single, *Don't Cry*, we're getting airplay from day one."

MCA/Geffen marketing manager for France, **Gerard Woog**, tells a similar story. "We got absolutely no airplay on *You Could Be Mine*. Now the AM stations are jumping on *Don't Cry* and we have released it in five configurations--7", 12", CD-5, cassingle and picture disc. It will be the first time that the band will be played here on radio." Woog is anticipating to sell between 300-400,000 copies of the new release; initial shipments are 80,000 copies.

The French **BMG Ariola** company has set up ad campaigns in conjunction with retailers **FNAC** (which will also be featured on poster material), **Virgin Megastore**, **Madison** and **Nuggets**. Also, a wide range of point-of-sale material has been produced.

In Holland, MCA/Geffen marketing manager **Fred Schröder** has set up special contests with leading retail chain **Free Record Shop** and pre-sales are already up to 80,000. National radio broadcaster **VARA** will get the premiere of the album no. 1, while **VPRO** gets the exclusive on no. II.

Italian marketing manager **Marco Cestoni** claims shipping figures of 250,000. Promo material will be featured in 300 retail outlets and 500 newsstands. Also, a 13-second spot campaign will be run on **Video Music** for a period of three weeks and similar campaigns are likely to be set up with radio stations like **Milano International 101**, **Radio Peter Flowers/Milan** and **Radio Rock/Rome**.

The new album features 30 tracks and will be serviced to radio on September 11. The single *Don't Cry* was serviced on September 3. *You Could Be Mine* currently holds at no. 2 in the **Coca-Cola Eurochart Hot 100 Singles**. The band's 1987 debut for Geffen, *Appetite For Destruction*, sold 13 million copies worldwide of which 9.5 million in the US; 1988's mini-LP *GN'R Lies* reached 5.7 million copies worldwide.

Upcoming Album Releases

Artist	Title	Label	Producer
Bryan Adams	<i>Waking Up The Neighbours</i>	A&M	B. Adams/R. J. "Mut" Lange
Herb Alpert	<i>Very Best Of</i>	A&M	Various
Paul Anka	<i>Five Decades Greatest Hits</i>	Curb	Various
The Apples	<i>People</i>	Epic	The Apples
Basement Boys/Ultra Nate	<i>Blue Notes In The Basement</i>	Eternal	The Basement Boys
Big Country	<i>No Place Like Home</i>	Vertigo	Pat Moran
The Blues Band	<i>Fal City</i>	RCA	The Blues Band
Bonfire	<i>Knock Out</i>	RCA	Mack
Belinda Carlisle	<i>Live Your Life</i>	Virgin	Rick Nowels
Mariah Carey	<i>Emotions</i>	Columbia	Cole & Cliviles a.o.
Joe Cocker	<i>Night Calls</i>	Capitol	D. Kortchmar/D. Tickle/J. Lynne
Lloyd Cole	<i>Don't Get Weird On Me Babe</i>	Polydor	L. Cole/P. Hordiman/F. Maher
Harry Connick Jr.	<i>Blue Light Red Light</i>	Columbia	Not listed
The Cult	<i>Ceremony</i>	Virgin	Ritchie Zito
Dare	<i>On Blood From Stone</i>	A&M	Keith Olsen
Dire Straits	<i>Everywhere But In The Sky</i>	Vertigo	Mark Knopfler/Dire Straits
diVynyls	<i>Best Of</i>	Chrysalis	Various
Dr. Alban	<i>Hello Afrika-Remix</i>	SweMix/Ariola	Dennis Pop
Steve Earle	<i>Shut Up And Die/Live</i>	MCA	Steve Earle
EG & Alice	<i>Twenty Four Years Of Hunger</i>	WEA	EG & Alice
Europe	<i>Prisoners In Paradise</i>	Epic	Beau Hill
Everything But The Girl	<i>Worldwide</i>	Blanca Y Negro	Everything But The Girl
Galactic Cowboys	<i>Galactic Cowboys</i>	Geffen	Sam Taylor
Miguel Gallardo	<i>1+1=3</i>	Metronome	Nick Patrick
Dana Gillespie	<i>Where Blue Begins</i>	BMG Ariola	Mike Vernon
Nanci Griffith	<i>Late Night Grande Hotel</i>	MCA	R. Argen/P. Van Haake
Guns N' Roses	<i>Use Your Illusion I</i>	Geffen	Mike Clink
Guns N' Roses	<i>Use Your Illusion II</i>	Geffen	Mike Clink
David Hasselhoff	<i>David</i>	BMG Ariola	Jack White
John Lee Hooker	<i>Mister Lucky</i>	Silvertone	Roy Rogers
Infectious Grooves	<i>The Plague That...</i>	Epic	Not listed
James Ingram	<i>The Power Of Great Music</i>	Warner Brothers	Various
Jon & Vangelis	<i>Page Of Life</i>	Arista	Vangelis
Rickie Lee Jones	<i>Pop Pop</i>	Geffen	Rickie Lee Jones/David Was
Karl Keaton	<i>Just Another Love Affair</i>	BMG Ariola	B. Liebrand/A. Baker/M. Ploti
Julian Lennon	<i>Help Yourself</i>	Virgin	Bob Ezrin
Kenny Loggins	<i>Leap Of Faith</i>	Columbia	Kenny Loggins/Terry Nelson
Lyle Lovett	<i>Here I Am</i>	Curb	Not listed
Barry Manilow	<i>Showstoppers</i>	Arista	Eddie Arkin/Barry Manilow
Marky Mark & The Funky Bunch	<i>Music For The People</i>	Interscope	Various
Paul McCartney	<i>Russian Album</i>	Parlophone	Paul McCartney
Mezzoforte	<i>Fortissimo</i>	Steinar/RCA	Various
Eddie Money	<i>Right Here</i>	Columbia	Various
Van Morrison	<i>Hymns For The Silence</i>	Polydor	Van Morrison/Mick Glossop
Moskwa TV	<i>Javelin</i>	Metronome/Westside	Volker Barber/Achim Volker
Nikki D	<i>Daddy's Little Girl</i>	Def Jam	Not listed
Nirvana	<i>Nevermind</i>	Geffen	Butch Vig/Nirvana
Oh Well	<i>Get Ready</i>	Metronome/Westside	Volker Barber/Achim Volker
Ozzy Osbourne	<i>No More Tears</i>	Epic	Duane Baron/John Purdell
The Pogues	<i>Best Of</i>	WEA	Various
Prince	<i>Diamonds And Pearls</i>	Paisley Park	Prince
Procol Harum	<i>The Prodigal Stranger</i>	Zoo	Matt Noble/Procol Harum
Pronk	<i>Prove You Wrong</i>	Epic	Mark Dodson/Pronk
Queen Latifah	<i>Nature Of A Sista</i>	Gee Street/Tammy Bay	Various
R.E.M.	<i>Best Of</i>	IRS	Various
Ratt	<i>Ratt & Roll</i>	Warner Brothers	Various
Ratcat	<i>Blind Love</i>	RoaArt	Nick Manesbridge
Red Hot Chili Peppers	<i>Blood, Sugar, Sex, Majik</i>	Warner Brothers	Rick Rubin
Robbie Robertson	<i>Storyville</i>	Geffen	Robertson/Hague/Hersh
Mark Shaw	<i>Almost</i>	EMI	Andy Taylor/Mark Shaw
Simply Red	<i>Stars</i>	East West	Stewart Levine
The Smithereens	<i>Blow Up</i>	Capitol	Ed Stasium
Soundgarden	<i>Badmotorfinger</i>	A&M	Soundgarden/Terry Date
Southern Sons	<i>RCA</i>	RCA	Ross Fraser
Spandau Ballet	<i>Best Of...</i>	Chrysalis	Various
Status Quo	<i>Rock Till You Drop</i>	Vertigo	Francis Rossi
Chrissy Steele	<i>Magnet To Steele</i>	Chrysalis	Brian McLeod
Talk Talk	<i>Laughing Stock</i>	Polydor	Mark Hollis/Tim Friese-Green
Tesla	<i>Psychoic Supper</i>	Geffen	S. Thompson/M. Barbiero
Texas	<i>Mother's Heaven</i>	Mercury	Tim Palmer
This Picture	<i>A Violent Impression</i>	Dedicated	Kevin Maloney
Tippa Irie & Peter Hunnigale	<i>A New Decade</i>	Manga	Tippa Irie/Peter Hunnigale
A Tribe Called Quest	<i>Low End Theory</i>	Jive	A Tribe Called Quest
Midge Ure	<i>Pure</i>	Arista	Midge Ure
Various Artists	<i>Everybody Dance Now Vol. II</i>	Epic	Various
Steve Williamson	<i>Rhyme Time</i>	Polydor	Steve Williamson
Karyn White	<i>Ritual Of Love</i>	Warner Brothers	Jimmy Jam/Terry Lewis

BRYAN ADAMS WAKING UP THE NEIGHBOURS



STATION SALE BLOCKED

East End Radio Licence Revoked

by Paul Easton

East End Radio/Glasgow had its licence revoked by the Radio Authority, effective midnight on August 30. The Authority also stated that as the licence had been revoked, the question of its transfer to **Mediumline Ltd**, which had recently bought the station (see M&M September 7), or any other party did not arise.

The decision to revoke the licence was taken because Mediumline was unable to satisfy the Authority that they were "fit and proper persons" to hold the licence under the terms of the Broadcasting Act. East End Radio had been suffering from financial problems caused by poor advertising revenue for several months.

Comments Radio Authority secretary **John Norrington**, "Mediumline was asked to pro-

vide additional information, but this was not received. East End Radio was also asked to supply further information, and they did not respond either.

"It gives us no satisfaction to see a station closed down. We weighed up all the factors very carefully before reaching our decision."

Station staff were stunned by the decision, according to the news editor **Mike McLean**. "The staff are all bloody sick at the news. We have been working without wages for three months, which was a voluntary decision on our part. We have had the support of all political parties in Scotland, who are making strong representations to the Radio Authority to let us continue."

Comments one station staffer, "The original board consisted mainly of well-minded community activists. Only

recently has any real business expertise come to the fore."

Meanwhile, Norrington says it is "unlikely" that the East Glasgow licence will be re-advertised in the near future. "This is in line with the Radio Authority's stated policy to concentrate new development in areas not currently served by an ILR station. A new licence for East Glasgow would be unlikely to be reinstated within a year."

Adds a Radio Authority spokesperson, "We already have a list [of new licences] for this year, as well as a problem with INR, so we have a lot on our plate at the moment. This is one of the reasons why we are unable to re-advertise the licence at the present time." Neither East End Radio company secretary **James Robertson**, nor Mediumline director **Laurence Clark** were available for comment.

UK Ad Revenue Drops Again, 12.5%

Independent radio's gross advertising revenue continued its downward trend for the first quarter of 1991, dropping 12.5% to £27.9 million compared with the same period last year.

James Galpin of the **Radio Marketing Bureau** remains confident that radio is managing to maintain its relative position. "Everyone is down at the moment, but I'm concerned that radio doesn't lose out."

Independent Radio Sales sales director **Stan Park** is cautiously bullish about the figures. "They're much as we expected, and it's encouraging that busi-

ness for the stations was not as bad as we had at first feared. In fact, for a recession it's actually a hell of a good result. Now we need the market to come back, and there are indications that advertisers will be returning this autumn. We're bound to see a year-on-year increase simply because last autumn was so appalling."

However, Park is concerned about one growing trend. "In London, which has now become such a competitive radio market, we are in danger of getting into a vicious downward spiral as stations undercut their rates against each other." PE

UK Total Ad Revenue (£m) (Financial Year 1990)

	1st	2nd	3rd	4th
Revenue	38.8	36.8	35.9	27.9
% change	+8.4	-2.1	-7.0	-12.5

deacon blue

Twist & Shout

THE TOP TEN UK SINGLE - NOW BREAKING ON EUROPEAN RADIO
from the PLATINUM ALBUM 'FELLOW HOODLUMS'

MTV CAMPAIGN BEGINS
8th SEPTEMBER

NEW EUROPEAN TOUR DATES

SEPTEMBER

- 17 UTRECHT
- 18 BRUSSELS
- 21 PARIS
- 24 BARCELONA
- 25 MADRID
- 27 VIGO
- 28 GIJON
- 29 BILBAO

OCTOBER

- 1 TURIN

- 3 MILAN
- 5 ROME
- 8 STUTTGART
- 9 NEU-ISENBURG
- 11 BONN
- 12 BREMEN
- 14 BIELEFELD
- 15 BERLIN
- 16 HAMBURG
- 18 COPENHAGEN
- 19 STOCKHOLM
- 20 OSLO

- Rolling Stone
- Teatro Tenda
- Theaterhaus
- Hugenottenhalle
- Brucknerforum
- Glocke
- Stadthalle
- Quartier
- Musikhalle
- Pumphuset
- Melody (TBC)
- Rockefeller

COLUMBIA

Helenius Denies Impact Of GRAMEX, Boycott

by Kari Helopaltio

Epe Helenius, MD and founder of **Unitor Oy**, one of the largest record companies in Finland, disputes M&M's August 10 article on the so-called GRAMEX issue.

The GRAMEX case involves charges that local stations play a minor role as a promotional vehicle for the Finnish record industry, resulting in an IFPI/AKT information boycott against 50 local stations and a subsequent local music boycott by the stations themselves.

Helenius argues that the radio side's boycott, contrary to M&M's report, has not resulted in slower sales or forced postponement of album release dates.

He says, "I feel the GRAMEX dispute and the information boycott associated with it has very little to do with the demand for new domestic record product.

"Summertime is normally a slow season, when a number of new releases drop considerably. All the important domestic albums released in June have done well, including *Raptori*, *Juice Leskinen* and *Varttina*."

Arto Alaspaa of IFPI/AKT corroborates Helenius's position, saying, "Sales for June 1991 were up 19%, compared to the same period a year earlier, with domestic product looking healthy.

"For the first six-month period, domestic product reached 44% (revenue) and 49% (volume).

During the summer months the number of new domestic album titles decreased.

"The IFPI/AKT marketing campaign has nothing to do with the GRAMEX dispute and the information boycott. Our campaign will continue as planned. The **Media Service** (record service) package is aimed at independent local radio stations and has been planned and analysed for some time, in association with various interested member companies and radio stations. IFPI/AKT has no 'own interest' in this matter.

"Independent local stations called off their airplay boycott on new domestic records in August. However, some stations quit the boycott in June because they wanted to play the music their listeners hoped and wanted to hear."

Despite reports that many indie local stations are clear market leaders in their own regions, Helenius says, "Record companies get a fair amount of airplay via national **Radio Suomi** and **Rockmafia**. Certainly we are not going to dance to an indie tune. Local industry existed without them for more than 50 years. They are not that important to us."

Norway's Locals Battle For Signal Parity

by Kai Roger Ottesen

Norway's local stations, already uneasy about the forthcoming impact of DAB (see M&M Sept. 7), are raising their voices regarding the signal disadvantage they face against the public NRK stations and the potential competition from the two national stations presently under government consideration.

Norwegian local and commercial radio stations currently are only allowed to broadcast with a power of up to 100 watts, while public NRK outlets in the same area broadcast with up to 1,000 watts. Consequently, listeners

of local stations often have problems with buzzing on their radios due to the low power.

As a result, the **Ministry of Church & Education** has recognised these station's signal shortcomings and will now ask the government to equalise conditions so locals can compete with NRK in their respective communities.

Regarding the new national signals, the committee stated, "We find reason [for the government to make] an independent report of the frequency capacity and the organisation of it. There have been questions regarding the effect on local commercial radio."

Swedish Government Expansion Plans Spur Frequency Activity

by Stuart Ward

While the newly appointed government commission looks into the technical possibilities of increasing the number of radio stations within available frequencies, a number of developments have been taking place:

● **SAF Radio City/Stockholm** has abandoned its 95.3 MHz frequency and shifted to a new third community transmitter at 101.9 MHz.

SAF sister station **City 103/Gothenburg**, on the other hand, is now being challenged by the Labour Movement-backed **Radio FM** regarding the sharing of the same frequency.

● **Svensk Radioutveckling**, headed by **Jan Friedman**, formerly of **TV3**, is a project backed up by 30 daily newspapers, including majors like

Expressen (Scandinavia's largest newspaper), *Goteborgs Posten* and *Sydsvenska Dagbladet*.

Their goal is to be ready to start commercial radio stations when the time comes.

They calculate that the radio advertising market will be worth at least Kr500 million (app. US\$76 million).

SAF Radio City head **Martin Loogna**, while unsure of what his station could expect in the way of revenue until any regulations are made public, says, "We would not have gone into this if we did not think it could be good business."

● **Radio Luxembourg** has rejected the offer made by copyright negotiating body **Copy-swede**, which asked for 12% of the station's gross revenue earned from its satellite broadcasting in Sweden.

Radio FM Provides Rock News Fax

Radio FM/Stavanger subsidiary **EterMedia As Formidling** has made an exclusive agreement with UK-based **World Rock News Network (WRNN)** giving Radio FM rights to translate and distribute WRNN's music/

film news to Norway radio stations via a new fax service called **RadioFax**.

Radio FM reports that the news will become available faster than from the main newspapers *VG* and *Dagbladet*. Fees will be determined by subscribing stations' potential audiences; monthly fax expenses are additional.

The service will include information about artists, concerts and human-interest stories.

For more information, contact Radio FM's **Bjorn Egeland**; Tel: (+47) 4.532 400. **KRO**

NNF Sets October Media Travel Tour

For the third straight year, the Norwegian local radio association NNF is arranging an international travel course from October 4-13 for 30 radio journalists, to provide the latest information on current issues affecting the development of the Norwegian industry.

The programme includes "NATO's Role in the New Europe" and "German Economy After the Reunion," as well as a lecture on common politics

of media in Europe.

The journalists will travel to Germany to visit the **Landesanstalt fur Rundfunk** and **Unternehmverband and Tribune**, a former East German newspaper, now an economic magazine.

They'll also stop in to see the NATO headquarters in Brussels and Strasbourg. NNF secretary **Erik Fagernaes** also hopes to include radio station visits.

KRO

Music & Media

Correspondent

David Rowley

Tel: (+45) 31.219 149

VÄCK UPP DINA GRANNAR



POSITIVE INDUSTRY RESPONSE

Norway Airplay Chart Debuts

by David Rowley

Norway's first national airplay chart got off to a solid start last week with publication in 17 newspapers around the country and a generally positive response from reporters and subscribers.

Ad agency **Scaneco, Young & Rubicam's (SY&R) David Fishel**, who has steered the project from its inception, reports that the **A Press Group** is publishing the chart in most of its regional newspapers. "Fourteen will carry the chart as well as *Arbeiderbladet*, Norway's fourth-largest national daily. But we are getting faxes every day from papers wanting to publish it," he says.

Virtually all aspects of the chart logistics have been donated

by SY&R to a custom database from Norwegian software manufacturer **MBS Fjernerdata**.

The chart is distributed via fax on Wednesday night from 43 station reports, including public giant **NRK**. Most newspapers will publish it on Fridays. The chart has an agreement with local soft drink manufacturer **Solo** to print and deliver 500 A3 colour charts to major record shops, clubs and venues.

Although record industry group **GGF** boycotted the initial meetings on the chart, Fishel says companies such as **Warner Music, BMG** and **EMI** have all expressed some basic support.

"It's early still, but there has been some real excitement and interest from the promo departments."

Investor Group Makes Moves To Gain TV2 Licence

The Norwegian government has given the go-ahead for a consortium headed by the **Schibsted** media group to begin negotiating with **Norwegian Telecom** on the establishment of **TV2**, Norway's first terrestrial national commercial TV station.

The negotiations centre around the fee to be paid to the government utility, how the national terrestrial infrastructure will be established, and how satellite transmission will be involved.

Observers say it is likely these negotiations will result in the consortium running **TV2**, providing they can guarantee sufficient coverage of the country. The set-up of the network alone is expected to cost between Nkr 400-500 million (app. US\$59-74 million).

The investor group, in which individual ownership is limited by law to 20%, is made up of **Schibsted (20%)**, Danish publishing giant **Guttenberg Hus**

(20%), **Vikal Insurance (20%)**, satellite station **TV4** owner **Nordisk TV (20%)**, **Selvaag Invest (15%)**, the **Bergens Tidende** newspaper (2%) and private individual **Sissel Ditlevsen (3%)**.

The **Schibsted** group owns major Norwegian daily papers **VG** and **Aftenposten**, and holds interests in a number of local newspapers and Scandinavian cable operation **Scansat**, among others. It has also been linked with the **Number One Radios** group in Norway, seen by many as a contender in the national commercial radio battle, which has been shaping up over the past few months.

The Norwegian government has delayed plans to open up licence applications for national radio network **P4**, but advertisements calling for tenders for the 1 station are expected to be published within the next few weeks.

DR

FNAC Music Steps Onto The Dance Floor

by Emmanuel Legrand

FNAC Music, the record company set up by giant retailer **FNAC**, is opening a dance department in the hope of becoming a key player within the industry. The division will be headed by **Eric Morand**, formerly with the **PolyGram** label **Barclay**.

According to Morand, "FNAC Music already has a dance flavour with **De La Soul** and the **Tommy Boy** productions, but we want to develop this sector. We want to be present in all the musical fields, and dance music is undoubtedly one of the key trends of the '90s."

The company will sign foreign products either on a product-by-product basis or through global licensing deals with labels. In much the same way, Morand has inked a deal to distribute in France the Swedish label **Ricochet** (first release *Spank* by **T-Spoon**) and the trendy UK dance label **Warp** from Sheffield, whose roster includes **LFO** and **Nightmare On Wax**.

Says Morand, "Warp is a very good and mythical label with a very open-minded A&R policy. They prefer to focus on strong bands that can perform live. This is exactly what we want to do. It might not pay off immediately, but it will in the long run."

Morand will also sign and produce local dance acts which could have strong European impact. "Contrary to what people think, I believe there is a great deal of talent in France. I expect to release our first local production within the next few months."

First Chart Success With De La Soul

Seven months after launching during the **MIDEM** conference in

For the Record

In **M&M's** August 24 issue on **Mediametrie's** April-June radio ratings, Ile de France was incorrectly labelled as France.

January, **FNAC Music** scored its first top 50 hit with **De La Soul's** *Ring Ring Ring*. Not only does it mark the first step towards recognition as an independent alternative to major distribution, but also as a breakthrough for rap acts in France.

Licensed by the New York-based **Tommy Boy** label, **De La Soul's** album *De La Soul is Dead* has already sold over 50,000 units, while the single has sold 45,000 copies. The song charted for weeks around the 20th position on the **FM Media Control** and between 30-50 on the **AM Media Control**.

Director of promotion **Christine Chabaneix** explains, "Radio picked out the tune almost instantly; the first station to play the track was (French EHR network) **NRJ**. **GM/programmer Max Guazzini**

put it in rotation the week after release, and the song went up to number four in the **NRJ** chart. Then the leading FM stations in the region followed. Next followed (French EHR network) **Skyrock**, which placed the song in its playlist because the song was well charted in the disco **Media Control**. The last network to play the song was **Fun**. I think we were lucky to have a good track with a very catchy musical gimmick."

FNAC Music was expected to release **De La Soul's** new single in the first week of September, to be followed by a show in Paris on September 8. The label hopes to reach gold (100,000 copies) with the album. Also scheduled for September release is the new **Queen Latifah** album.

Carat Study Shows FMs Leading AMs

FM stations are now the strongest overall radio group in France, ahead of AM stations and public station **Radio France**, says a study by radio analyst **Carat Radio**.

The survey, based on recent **Mediametrie** ratings for April-June 1991, shows that FMs have increased their share of total listening time from 36.9% to 41.1%, while AM stations slipped to 34.8% from 36.1%; **Radio France**

dipped to 19.7% from 21.2%.

The analysis, based on the average quarter-hour penetration, shows that the situation has also been heavily modified regarding the various dayparts. AM stations still dominate the early morning (05.00-08.30) and midday (12.00-14.00) periods because of their strong news programmes, but FM stations are in the lead after that time (see chart below).

Average Quarter-Hour Penetration

(1st & 2nd Quarter Results)

Daypart	FM (%)	AM (%)	Radio (%) France	Total Audience in millions
05.00-06.00	0.8	1.8	0.7	1.384
	0.7*	5.6*	0.8*	1.549*
06.00-08.30	5.7	8.5	5.3	8.861
	5.6*	9.2*	5.7*	9.347*
08.30-12.00	8.2	7.7	3.9	9.073
	7.8*	8.3*	4.4*	9.598*
12.00-14.00	4.7	5.6	3.0	6.145
	4.2*	6.4*	3.4*	6.501*
14.00-18.00	6.5	4.1	1.7	5.735
	6.3*	4.4*	2.1*	6.047*
18.00-20.00	5.8	2.7	2.4	5.017
	5.5*	3.3*	2.7*	5.358*
20.00-24.00	2.4	0.5	0.8	1.714
	2.2*	0.5*	0.9*	1.723*

* = January-March, 1991; Source: **Mediametrie/Carat Radio**

EN REVEILLANT LES VOISINS



RADIO'S FUTURE STILL UNCLEAR

Eight TV Stations Get Axe In Latest Government Move

by David Stansfield

Eight national TV stations will be forced off the air following a decision by minister of post and telecommunications Carlo Vizzini to allow only 12 to operate in the future.

Vizzini's August 23 announcement came 180 days after the government's initial approval of Italy's first comprehensive broadcast legislation. All station owners were required to apply for a license to operate last year.

It remains unclear when the government will announce any decisions on, or whether Vizzini will use the same criteria for the radio sector as he did for TV. A total of 3,879 stations applied for licenses, including 3,855 local

outlets, 15 national commercial stations, six non-Italian stations and the three channels owned by pubcaster RAI.

Says **Radio Centro Suono/Rome PD Alberto Castelli**, "The only thing clear is that everything is unclear." In applying for a license, his station indicated the aim of becoming a future national broadcaster, and Castelli believes other key local stations such as **Radio Flash/Turin** and **Radio Peter Flowers/Milan** have done the same.

"If Vizzini does chop the number of national stations like he did with the TV sector, it will be a blow to our own future plans," says Castelli.

Vizzini will not announce the

names of the 12 successful TV candidates before October, but RAI reportedly will be allowed to keep its three stations. Vizzini will neither confirm nor deny that **Silvio Berlusconi** will be allowed to hold on to his three private network channels or that **Tele Monte Carlo** pay channels **Tele Plus 1 & 2** and the 24-hour music station, **Videomusic**, will receive licences.

Fifteen national TV stations were originally slated to receive broadcast licenses, but Vizzini reportedly cut the number to 12 because of the economic limits of the advertising market. He also says he wants to provide more space for local stations and will grant licences to about 500 out of an original 1,400 applicants.



GIPSY BLOOD — Gypsy Kings band members **Andre Reyes** (left) and **Diego Baliardo** (right) drop by Pop FM 92.4/Athens studios to visit with PD **Isaac "Easy" Coutiyel** (centre). The station, which sponsored the band's sold-out concert in Athens, has been involved with concerts for **Bryan Adams**, **Chris Isaak**, **Billy Idol** and **Happy Mondays**, among other artists.

RDS Keeps Jazz Ties, Revives New Age Sunday Programme

Radio Dimensione Suono will not introduce jazz to the station's music format, but aims to follow up its successful first-time sponsorship of this year's **Umbria Jazz Festival** (held July 5-14) next year.

PD **Bruno Ployer** reports the station had an agreement to receive information on festival attendees from a travel firm organising package trips, accommodation and concert information, in order "to get more people going to Umbria Jazz."

He says, "That was achieved and was our greatest success. Also, many of our listeners who attended had not had the chance to listen jazz music before."

Ployer adds it is not his job to teach an audience what jazz music is, saying it is enough for him that listeners realise a commercial station like **Dimensione Suono** can be involved in a cultural event such as a jazz festival.

As far as programming and jazz music are concerned, "Jazz needs time and concentration and these are things that our listeners do not have, for the most part."

The station, however, is still retaining its commitment to new age music by reintroducing its "New Age Chart" Sunday evening programme (21.30-22.30), hosted by **Gege Telesforo**.

Ployer says serious consideration is also being given to the possibility of programming music of the genre throughout the night on Sundays.

DS

RTL 102.5 Bows Soccer Show; Begins New Research Project

RTL 102.5 Hit Radio launched a new Sunday afternoon programme on September 1 which casts a jaundiced eye on pubcaster **RAI's** highly successful Sunday soccer programme "Tutto Il Calcio Minuto Per Minuto" (All The Football Minute By Minute). RTL's show is called "Tanto Calcio Ma Non Ogni Minuto" (A Lot Of Football But Not Every Minute).

RTL 102.5 station director **Claudio Astorri** admits he is not a fan of sports on EHR radio, but sees the introduction of the new show as a way for the station's audience to get up-to-the-minute information in a fun way.

"Tanto Calcio..." is presented by **Duilio Martina**, who according to **Astorri**, can imitate soccer personalities, including **RAI** presenters. "We will probably not steal **RAI's** listeners, but it is good to have something new and creative," he says. "The

information given in our show is 100% reliable, but we have found a way of speaking about football without delving into the science of the game."

The station is promoting the programme through adverts placed in a number of magazines including, **Tele Sette** (3 million weekly readers) and **Grand Hotel** (2.7 million weekly readers).

Radio Programming Signs First Clients

RTL 102.5 has also been busy in other quarters.

Radio Programming, the new company set up by **RTL 102.5 Hit Radio**, is claiming a first for the introduction of auditorium research on national territory, but is also keeping the names of its first clients secret.

Radio Programming was launched in June as a bid to boost the station's market presence. It aims to provide research

into management, music, programming and promotion (**M&M** August 6).

RTL 102.5 station director **Claudio Astorri** now confirms two record companies have signed up as clients for the auditorium research to be conducted in late September, but he refused to reveal their names or stipulate whether they are major or independent companies.

Says **Astorri**, "It is all a matter of timing. We are offering a new service which we are keeping secret for a month. Our clients have asked for something and expect results. It is up to them to comment when the exercise is complete."

He confirms research for the companies will be conducted in various cities, and will not be restricted solely to auditoriums. "We are offering a package in an area of music research that is undiscovered on national territory." DS

Music & Media correspondent

David Stansfield

Tel: (+39) 2.9534 3714

SVEGLIANDO I VICINI



AERP Protests City Claims On Radio 4 Stations

by Anna Marie de la Fuente

Public broadcaster **Radio Nacional de España's** (RNE) announcement to cede the 24 closed **Radio 4** studios to the respective municipalities has brought more protest from private radio.

Javier Jimeno, president of the private broadcasting association **AERP**, has declared that these stations should be open to a public bidding.

Says Jimeno, "The municipalities should not be weighed down with the management of radio stations when they have more pressing administrative tasks to oversee—traffic control and garbage collection, for instance.

"Profits will not come easily," he adds, fairly certain that RNE has simply passed the problem from one public sector to another. "It's a bad solution," he stresses.

Jimeno has called for a

meeting among AERP members once they all return from their holidays to study the situation and present a joint appeal to the **Ministry of Telecommunications**.

Jimeno says he does not see why municipalities should have more of a claim to these studios than the private networks, "especially when the new law puts them at an equal footing with the privates."

The AERP has lodged a complaint against the Spanish parliament's bill, passed last March, which permits municipal radio stations to accept both advertising and public funding.

"Let them hear what we have to say at least," he says.

For RNE director **Fernando G. Delgado**, the closed studios cannot be sold. "They are concessions and a public heritage," Delgado says. He revealed that RNE had already been talking to a number of interested municipalities and other public institutions.

Guerra's Merengue Style Spawns 'Summer Sound'

by Howell Llewellyn

Spain's music scene has been dominated this summer by a US-educated Caribbean who was barely known this side of the Atlantic at the beginning of 1991, but who since February has sold more than 2.5 million albums in the Americas and Europe.

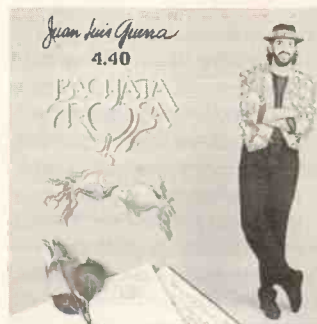
Extensive radio airplay has helped make **Juan Luis Guerra's** soft form of salsa, known as merengue, without doubt Spain's 'sound of the summer'.

Radio 16/Madrid deputy head of music **Antonio Lopez** says, "For us Guerra is very important because he has transformed the more repetitive and lengthy aspects of salsa into something more accessible and danceable while still keeping the lyrics' sensuous and social contexts."

Lopez says *Como Abeja Al Panal*, the new single off the latest record, was the station's single of the week at the end of August. "He has connected well with the people and his sound sums up Spain's summer of '91. It has been a real musical and social phenomenon."

Blockbuster Tour

More than 300,000 people saw



Juan Luis Guerra

Guerra and his band **4:40** at 17 concerts across Spain in July and August and 500,000 copies of his latest album, *Bachata Rosa*, have been sold already. He sold out the 22,000-capacity Madrid bullring two nights in a row and thousands of fans were stranded outside in the street.

But Spain is not the only place to be conquered by Guerra. **Sandra Rotendo**, international exploitation manager of **BMG Ariola Spain**, whose **RCA** distributes Guerra's discs—which are produced by Spain's **Karen Records**—says Guerra had sold two million records this year in the Americas alone.

"Nearly 900,000 have been sold in Mexico and 400,000 in the US,"

she said. "Figures for Chile and Argentina are 200,000 and 100,000—incredible quantities for these countries."

"But he is even breaking into the non-Spanish-speaking world," **Rotondo** adds. "He has been no. 1 in Holland for three weeks, selling 40,000 albums and making a lot of radio impact in France and Belgium."

US Success

Guerra had before this year sold out New York's **Madison Square Garden** and Miami's **James Knight Center**, as well as venues in many Latin American countries.

His last two albums, *Ojala Que Lueva Cafe* and *Bachata Rosa*, both topped *Billboard's* Latin charts but the key month for his conquest of Europe via his Spanish beach-head was February.

Then he played concerts in Madrid and was an immediate hit. Merengue, a first cousin of salsa originating from the Dominican Republic and Haiti, was soon heard on all Spain's pop stations.

Guerra 34, formed 4:40 10 years ago in Santo Domingo after studying at the prestigious **Berklee College of Music** in Boston.

Labour Snag At Radio 4

RNE unions are at loggerheads with the administration on the fate of 37 **Radio 4** contract workers. RNE refuses to renew their contracts or place them elsewhere. Comments RNE spokesperson **Fina Simon**, "There are no jobs available for them; their positions no longer existed once Radio 4 was shut down."

RNE has committed itself to reviewing contracts of temporary workers from its other radio networks, but not from Radio 4. "We will not stand for this discrimination," declares a syndicate spokesperson. Further negotiations are underway. *AMdF*

NEWSMAKERS

Music

● **Peter Knee** has been appointed MD, operations, for **EMI Music**. Based in London, Knee is now responsible mainly for the supply of EMI Music product worldwide and, particularly, for EMI Music's European manufacturing, distribution and studio operations.

● **Bril Flint** is the new senior director, worldwide strategy & planning, for **EMI Music**. Flint will be handling acquisition and new venture evaluation, strategy and planning development, and project coordination and assistance.

● **Clemency Manson** is the new international promotion and licensing manager for **Polydor France**, replacing **Marie-Agnes Beau**, who has left that label to form an independent management/consultancy and service agency.

● **John Pearson**, who set up the **A&M** and **Island** dual sales company in 1990, has resigned as sales director to take on the new position of commercial director at **MCA/UK**.

● **Sue Satriano** steps over to **Sony Music Entertainment Inc.** as new VP, press and public affairs. She comes to Sony from **Capitol-**

EMI Music, where she was PR/corporate communications.

● **Merret Levermann** is now head of the radio section of Hamburg-based **WEA Music**. **Susi Kleinke** is the new head of TV and **Anja Westphal**, new promotions coordinator.

● **Michael Karnstedt** is the new president of **Peermusic** in Hamburg. He was formerly European director for the company.

● **Steve Ager, Suzanne Hague and Louise Johnston** are three new appointees to **MCA's** promo-

tions staff. **Ager** is the new radio promotion manager. **Suzanne Hague**, the coordinator responsible for radio and TV, and **Johnston** new television promotion manager.

Media

● **Lord Bradford** succeeds retiring **Alan Henn** as chairman of **Beacon Radio/West Midlands**. Bradford has been deputy chairman since 1988 and a director since 1986.

● **Christian Savigny** is the new head of music for **Europe 2**. Savigny will keep his previous post as head of Europe 2's music research department.

DESPERTANDO A LOS VECINOS



Free Record Shop Promo Stars Sinatra

by Marc Maes

Free Record Shop, the 16-unit strong record retailer chain, has decided to organize a Benelux-exclusive show at the Antwerp "Sportpaleis" on September 19, featuring **Frank Sinatra, Eydie Gormé** and **Steve Lawrence**.

The event is the result of an idea taken from a previous show two years ago at the Ahoy

venue in Rotterdam.

Says **Free Record Shop MD Lou Boon**, "The Ahoy show was a good experience for both Sinatra and ourselves. But this time we kept ticket prices low, as the whole concert is meant as a promotion for the Free Record Shops. Our shops will provide the event with leaflets, posters and special-priced videos of Sinatra."

Boon adds that he plans to

expand the current 16 shops in Belgium to 20 by the end of the year. He hopes the move will boost the actual 10% market-share to 13-14% by next year, with a planned turnover of about US\$25 million in 1991.

EMI Belgium recently released a Frank Sinatra compilation featuring a track entitled *Love and Marriage*, taken from the TV series "Married with Children".

Dutch Radio Contact Launch Delayed

The definitive launch of **Contactsat's Radio Contact/ Holland**, planned for September 9, has been postponed until at least October 1. However, the ongoing trial broadcasts for Dutch cable distributors are still being maintained and the station is also planning a presentation in Rotterdam in the next few weeks.

Says **Radio Contact/Brussels** head of music **Danny de Bruyn**, "We have concluded several deals with cable compa-

nies throughout Holland, but it will take us until January next year before we expect the real big launch."

In Amsterdam **BKP's Frank Brandt**, who handles Contactsat's affairs in Holland, says that he is awaiting decisions by the Dutch cable council **Kabelraad** to get the green light for Radio Contact there, but that the first territories could have the programme from October 1. **MM**

Little Circle Plans Big Showcase In Belgium For Priority Artists

Les Disques du Crépuscule's sub-label **Little Circle** has announced a series of six showcases in Belgium to promote priority acts on the label. Little Circle was launched last year by Crépuscule's promotion manager **Daniel Haesen**; **Fate Garden** was its first major act.

According to Haesen, "We have planned three showcases in both the French and Flemish part of the country with concerts in Brussels, Antwerp, Liege, Leuven, Charleroi and Braine L'Alleud from September 18-23. Apart from printing some 2,000 posters to announce the shows, we will provide financial backing to support local promoters in staging bands like **Perry Rose, The Candyman, Bold As Love, The Yancatooz** and **Duncan Dhu**-produced **Los Ojos De Carmen**.

The showcases will coincide with new material from all bands. **Radio 21** has also included four of **Los Ojos De Carmen's** songs in their "plan langue", where a record is played with a French language voice-over and translated.

PIAS head of promotion **Jan**

Hublau says, "We have plans for **The Yancatooz** and **Ojos** to be interviewed in **Studio Brussel's** 'Update' show."

All Little Circle product will be distributed alongside Crépuscule's **PIAS**. Hublau says that their input will be to co-ordinate artist interviews and emphasize

the importance of the various acts.

"We have also compiled three CD packages for both **Radio 21** and **Studio Brussel** listeners to win," says Hublau, adding that Little Circle will have its promo stands filled with CDs, posters and attributes at the showcase. **MM**

Kinopolis To Roll Out Rolling Stones IMAX Film

September 20 will see the world-premiere and international first viewing of the **IMAX** concert film "The **Rolling Stones** at the Max" at the Brussels **Kinopolis** multiplex theatre. US-based **Imax Systems Corp.** and **BCI** have invested some Bfr6.7 million (app. US\$ 179,000) in the film, which marks a new step in the Imax strategy. The Imax system has so far only been used in scientific films.

According to **Kinopolis** press officer **Christian Nolens**, "This first long-play Imax movie will attract a new audience to the

theatres. Radio stations are offering to join in the promotion of the film, which will run for six months starting October 18 for 485 runs. We are negotiating with both **Studio Brussel** and **Radio 21** plus new stations like **Bruxelles Capitale**." **MM**

**Music & Media
Correspondent
Mark Maes
Tel: (+32) 3.568 8082**

M & M BUSINESS CALENDAR

- **September 16-17 - Third Economist Telecommunications Conference**, Portman Intercontinental Hotel, London, UK. Tel: (44) 71.493 6711.
- **September 25-28 - RTNDA 46th International Conference & Exhibition**, Denver Convention Center, US.
- **September 26-27 - Saarbrücker Mediantage (Media Days) Rundfunk und Europäische Integration**, Saarbrücken, Germany. (+49) 0681.687 9239.
- **September 26-29 - Nordic Symposium Of Sound Technique**, Bolkesjø Hotel, Heggedal, Norway. Tel: (+47) 279.7730
- **October 3-4 - Radio Academy Second Technical Conference**, Birmingham, UK. (+44) 071.323 3837.
- **October 3-6 - Society of Broadcast Engineers National Convention**, Hyatt Regency, Houston, US.
- **October 3-6 - Internationale Musik-Fach-Messe [MFM] (Music Trade Fair)**, Ried, Austria. Tel: (+43) 77.52 40110.
- **October 3-16 - Sound Broadcasting Equipment Show**, Albany Hotel, Birmingham, UK. Tel: (+44) 491.38575
- **October 14-18 - Medientage (Media Days)**, Kunsterhaus, Munich. Tel: (+49) (0)89.950 82124.
- **October 21-24 - BID (Berlin Independence Days) Music Conference**, Berlin. Tel: (+49) 30.261 6343. Fax: (+49) 30.261 8806.
- **October 24-26 - 10 Ans de la FM, CNIT-Paris/La Defense**, Paris. Tel: (+33) 1.3095 8787.
- **October 30-November 3 - Interfest '91**, Clarion Hotel, New Orleans, US. Fax: (+1) 445.170 94916.
- **November 15-16 - Broadcast Promotion & Marketing Executives UK, Conference & Awards**, Moat House International Hotel, Glasgow, Scotland. Tel: (+44) 423.520 404.
- **November 8-10 - Independent Music Meeting**, Florence, Italy. Tel: (+39) 55.238 2305.
- **November 16-17 - NAB GM Roundtable**, Sheraton Imperial Hotel & Towers, Research Triangle Park, NC, US.
- **November 29 - Benelux International Song Festival**, Alphen Ad Rijn (near Amsterdam), Netherlands. Tel: (+31) 04.167 73270.

DE BUREN WAKKER MAKEN



WDR 1 Reformats To Youth Programming

by Mal Sondock

Public station WDR is planning to launch a new youth channel on October 7, increasing its four programme set-up to five. WDR 1 will become the all-day youth-oriented station, WDR 2 will rely on magazine-type programmes, WDR 3 will be the culture station and WDR 4 will continue its successful MOR-schlager format.

WDR 1 will not only change its frequencies but draw-up new pro-

gramme plans. Starting at 06.05, the station will broadcast the EHR-oriented "Before 8 Show." Producer Elmer Metz says, "We will be very chart-oriented with features that interest the young. But we will give some new and unknown acts a chance."

In addition to the 10 top DJs, who will rotate on a weekly basis, the station will allow new talent to work on the weekends in the hope of discovering future DJs for the regular slots. The 08.00 to 13.00 slot will be covered by the "One Live Show." According to the show's producer Hans Engel, "We will not be a top 40 show. We have more than 90 records in our repertoire. The music will cover a range of genres from modern musical trends to rock classics, new bands and LP tracks, with 30% hits being played. We will be more rock than pop-oriented, directed at a slightly older target group than the early morning show."

In addition, the show will have plenty of news and information bulletins. The afternoons will remain the same, with popular shows such as "Hit Chips," "Flipp Zeit," "Pop Session," organised by producers Werner Hoffmann, Barbara Gansauge and Hans-Holger

Knocke, as well as special programmes from Volkmar Kramarz, Adolf Kramer and others.

The hit parade show, "Schlager Rally" with DJ Wolfgang Roth, will add an additional hour to a three-hour show on Saturday afternoon. Sunday afternoons will be filled with "Hier Funks" and its popular DJ Dave Colman. There will also be special youth reports in five-minute segments five times a day, in addition to news, news magazines and the 15.05-16.00 daily show "Riff," which has a heavy speech content.

The 18.00 to 24.00 slot will have about 90% music, compared with about a 75-25 split during the prime 06.00-18.00 slot. WDR head of light music Rudolf Heinemann comments, "It will be primarily music-based, but give us time to test and then make the division decision." Heinemann also mentions the wealth of goodies in the station's archives. "One of the first concerts by Dire Straits was recorded in our studios. These are exclusive tapes which we have control of, plus we have plenty of live concert material which we have recorded and now play."

On Friday evenings from 21.00 to 22.00, the station will feature cassettes from new bands who do not have record contracts. Two of the new DJs contracted for the morning shows are Jens Olesen for the early shift and Birgit Weisenburger for the late morning slot. Late evenings will be geared to speciality music shows such as heavy metal, soul, world music, rock archives and live concerts from the past. Heinemann says, "We are bucking the trend to homogenised programming."

With private stations mainly targeted at the 25+ group and the other WDR channels following suit, it looks like a public station will take the lead in the youth market—with a potential audience of over 20 million.

The seven transmitters will broadcast the programme on seven different frequencies, providing the new station with blanket coverage.



PLATINUM SMILE - Vaya Con Dios singer Dani Klein shows off her first platinum record (sales of over 500,000) "Night Owls" on RCA/BMG. BMG Ariola Munich product manager Gerd Dornieden joins Klein in the celebration.

DR Debuts MFS, Zong Labels

by Bob Lyng

The newly formed company Deutsche Schallplatten (DR), which rose from the rubble of former East Germany's VEB "Amiga," was one of many German companies to take advantage of the recent PopKomm '91 show on August 22-25 and has announced the formation of two new labels.

Popkomm Impact

Comments DR A&R manager Matthias Hoffman, "The national and international forum provided by PopKomm was an ideal opportunity to present our new company to the industry."

"We presented two new labels: our dance label MFS—Masterminded For Success—which includes such artists as Gundi B. and VOOV, featuring DJ Jonzun.

"We also presented the international pop/rock label Zong, which has released such artists as Dicken, Ramon Tikaram—Tanita's brother—the US reggae band Killer Bees, the Swedish Grammy winners The Fleshquartet, as well as German groups Tausend Tonnen Obst, Die Art and Emotional Blackmail. The response at PopKomm was terrific."

Missy And Paragon 'Link' Together

Michael Missy, formerly a record company radio promoter as well as head of music at Radio Hamburg, also used PopKomm to debut his new radio research company, The Link.

Working together with Denver-based Paragon Research, Missy will provide research to both record companies and radio stations. "Each month 300 listeners will be tested on 20 titles," says Missy.

"The participants will be divided into three panels of 100 participants each in various German cities, including Cologne, Hannover and Stuttgart. The panels will be assembled according to the major target groups; i.e., 70% under 30 years old and 30% under 50," he adds.

According to Missy, auditorium research is superior to the more common telephone research because, "You can't keep someone on the phone for more than three minutes. Also, you can seldom play more than 40 seconds of a title on the telephone. In the auditorium, we don't have these limitations. Lastly, while telephone research is alright for recurrenents and oldies, it does not work very well for new releases."

BMG/Ufa's Schütze Buys Cyclus Verlag Repertoire

BMG/Ufa Music Publishing's Hardy Schütze also announced that the company will buy Cyclus Verlag from BMG in order to concentrate on the development of its repertoire. The company's repertoire includes the Polish singer/songwriter Stanislaw Sojka, whose latest album *Acoustic* had Yello's Dieter Meier as executive producer.

EMI Austria Promotes Three Staffers, Adds A&R Manager

by Norman Weichselbaum

Hans Reinisch, who joined EMI Austria last June as MD after Holger Müller moved over to EMI Electrola in Cologne, has already started to make his mark on the company.

Reinisch has promoted Günter Jegodka to financial director to replace Wilfried Hawlik, who will retire on March 31, 1992. The new MD has also promoted Christine Feldhütter to head of promotion and Silvia Mauka to general manager/central services.

A new face on the team is

Karin Fitzka, the new marketing and A&R manager. Fitzka was formerly with Austrian pubcaster ORF's "Club ö3."

Reinisch also plans to have regular "media meetings" at the company where journalists, radio and TV executives can meet with EMI staffers and the label's artists.

Concerning EMI Austria's autumn plans, Reinisch says, "Within the next few weeks the new album from Boris Bukowski can be expected, and at the end of October Erste Allgemeine Verunsicherung's new record should be out."

DIE NACHBARN AUFWECKEN



*Well Done Oy
Agency & Promotion*

Rocking for the 90's

**Promoted
& Booked**

1990/1991:

FAITH NO MORE •
NEW KIDS ON THE
BLOCK (The biggest
show in Finland 1991) •
THE ROBERT CRAY BAND •
VANILLA ICE • JOHN LEE
HOOKER & COAST TO COAST
BLUES BAND • THE BLUES

BROTHERS BAND • IAN HUNTER & MIKE RONSON • HAYDEN THOMPSON • THE CRAMPS • CANNED HEAT • DE LA SOUL • THE
CHIEFTAINS • DR FEELGOOD • BOB GELDOF AND VEGETARIANS OF LOVE • THE FABULOUS THUNDERBIRDS • GURU JOSH •
METEORS • THE FOUR BROTHERS • SUGARCUBES • BLUE PEARL • VAYA CON DIOS • UNION CARBIDE PRODUCTION
• HOTHOUSE FLOWERS • HARD-ONS • THE MISSION • THE STONE ROSES • LATOYA JACKSON • GLORIA
GAYNOR • DIRTY DOZEN BRASS BAND • BOBBY MACK & NIGHT TRAIN • ARTHUR H • JOHNNY EARL
• MAGGIES DREAM • FLYING PICKETS • VILLAGE PEOPLE • JOHNNY ROCCOS •
DUBLINERS • 24-7 SPYZ • HAVANA 3 AM • LYNWOOD SLIM & JUNIOR WATSON
BAND • CHEAP AND NASTY • ICE-T

Agency & management:

BACKSLIDERS • FLASHBACKSLIDERS • HEARTHILL •
HOT SHOTS • JIMI TENOR & HIS SHAMANS • MIKKO
PERKOILA • PROBLEMS? • ROYAL PHILHARMONICS •
SEED • HAL PETERS TRIO & JUSSI RAITTINEN • HEINIS &
JIM PEMBROKE DUO • TUOMARI NURMIO & KORKEIN OIKEUS
& HUNGRY TRIBAL MARCHING BAND • STALKER • YARI &
MXYZPTLK • TONI ROSSI & SINITAIVAS • JANOS VALMUNEN •
WIGHOUSE WANDERLAND • WIGWAM • ANDY MCCOY &
SHOOTING GALLERY • THE BALLS • DOUBLECROSS •
HOUSEWRECKERS • POVERTY STINKS •
PUBLIC REACTION • ROYAL TRAMPS •
WANNA-BEES • ÄRWÄKE

Executive agents:

Pete Kevin
Sampo Laurikainen
Tiina Vuorinen
Fabrizio Pompeo
Jim McKee
Risto Juvonen, md

**Your natural choice in Finland
WellDone Agency & Promotion Oy (Ltd)**

SONGS FOR EUROPE

Scandi Acts Come In From The Cold

Has the world wide success of Roxette helped to pave the way for new Scandinavian artists?

Local label managers are adamant that this autumn's releases will make radio programmers across Europe open their eyes, ears and minds to new talent from the northern parts of Europe.

There was a time that Scandinavian talent could be easily overlooked in a wider context, but that has changed. MNW/Radium (Sweden) international manager **John Cloud** originates from the US and has an "outsider's" view. "I'm very glad that things have opened up now, with the success of Roxette. The attitude towards Swedish music has changed. There's no reason why our artists couldn't break in other markets. It's about time that people across Europe dropped these misconceptions. So far we have only scratched the surface of our talent pool."

European Promotion

Now that **Sonet** has been bought by **PolyGram**, MNW is the biggest independent label in Scandinavia. Formed in



Jasmin

1969, it has always covered a wide spectrum of music, but with a particular preference for progressive rock. With their acts performing in English, the company is branching out to the international market. MNW acts with international appeal include: **The Wannadies**, **Ann Carlberger** and **The Pushtwangers** to name a few.

Says Cloud, "It's always hard to promote our product in Europe, but it will be a lot easier now that we have established our distribution network in G/A/S territories, Benelux and the UK, although we are still searching for distribution deals in France, Italy, Portugal and Spain, and have not closed our eyes to Eastern Europe. We're already breaking into Japan, but for the US we are still looking for a strong independent label to be our partner."

"We're still planting seeds but now it's time to gather the fruits of all the hard work. But there's still a lot of work to be done. The distribution network is only part of our policy. We want our bands to go out and play and promote



Fielfraz

their albums. Now **Whipped Cream** are touring the UK, while **Union Carbide Productions** are currently on an extensive European tour. By the way, Whipped Cream are the first Swedish band to record a 'John Peel session' for **BBC Radio 1**.

Mega Records head of A&R **Martin Dodd** believes the success of Roxette has put the focus on Scandinavian product. "There's a lot of interest from both European and American companies. We're in the middle of a hype situation," he says. "I must admit that the whole Belgian scene, with acts like **Technotronic** and **Quadrophonia**, have helped get European acts accepted there. American dance product is mostly better produced, but Europe is definitely on the map now."

"At our label we're not limited to one style. We always have to look across the borders. We want our signings to be marketable internationally. Our home market is Scandinavia and not just Denmark where our head office is based. That's why most of our productions are in English."

English Lyrics

Many people tend to think that singing in the English language is the key to international success. But there are lots of Swedish artists singing in their mother tongue who are successful in the other Scandinavian countries. **BMG**



Limbo

Sweden for instance releases local product in Swedish for "Scandinavia only".

Says **BMG** local A&R manager **Marie Ledin**, "Why not, time has shown that we do the right thing. But we've got plans for an English version of the new **Eva Dahlgren** album *En Blekt Blondinshjärta*, which we have just released in Sweden. With **BMG International** behind us, we don't expect problems in promoting her outside Scandinavia."

Dahlgren is popular in Finland, while **Anders Glenmark** has many fans in Norway and Denmark. His new album, simply titled *99*, will be released on October 25.

As it happens Ledin's husband **Tomas** has proved out to be one of the most long lasting **BMG** artists. After a five year silence this singer/songwriter made a solid comeback last year. His *Collection Album* sold 130,000 copies and was followed by his October 1990 album *Tillfalligheternas Spel*, which passed the platinum mark (100,000 copies) within one week. It went straight in at no. 1 in the sales charts and stayed there for the whole of November and December. To date the sales are around a staggering 350,000 units. If that isn't enough, over 200,000 people saw him this summer on his 21 date tour, which is a Swedish record.

Local Springboard

Gradually building up Swedish talent for the international market is **PolyGram's** A&R manager **Peo Berghagen's** approach. "First we want to make headway in Sweden, then in Scandinavia and after that has been done we will try the European market. Last year we enjoyed world-wide success with the **Electric Boys** album *Funk-O-Metal Carpet Ride*. All our autumn releases will be introduced at the next European meeting of **PolyGram**."

One of the most anticipated album's on the **PolyGram** roster will be the second outing by **Dive** in late November. The duo, singer **Chris Lancelot** and keyboardist **Erik Holmberg**, sold 20,000 copies of their 1990 debut album of **Peter Gabriel** moulded "art rock". **PolyGram** also has some interesting newcomers on the scene such as **Bang The Drum** and **The Living End**. The first is a Stockholm based rock band who will release their debut album in October. The latter is a more album rock orientated band, as their June released debut single *Connected* proves. Run-

VÄCK UPP DINA GRANNAR



20%
DISCOUNT
AVAILABLE

NOW AVAILABLE:

THE EUROFILE RADIO INDUSTRY DIRECTORY

- Full details on thousands of national and local European radio stations
- Addresses and key contacts of European syndicators, hardware suppliers, radio consultants, sales houses, jingle companies and other radio-related vendors
- Cross-indices by company name, contact name and by broadcasting area

ORDER FORM

YES!

I want to order ... copies of the 1992 Eurofile Radio Industry Directory.
If ordered including payment, I will get a 20% discount off the regular rates.

Company: _____

Contact: _____

Address: _____

City: _____ Zipcode: _____

Country: _____

Telephone: _____ Fax: _____

Rates (incl. postage):

Benelux	Dfl 135,-
Germany, Austria,	
Switzerland	DM 120,-
UK	£ 42,-
France	Ffr 420,-
Other countries	\$ 84,-

SOLD OUT but not SOLD!

temporarily out of stock

**DR. ALBAN, THÅSTRÖM, TITIYO, SANDMEN,
PAPA DEE, LOLITA POP, SHEILA CHANDRA, PUSHTWANGERS**

preorders

**HARPO, WHIPPED CREAM, PETER LEMARC, STONECAKE,
LEATHER NUN, SWING-A-LING, BLACK WATERS, PSYCHOTIC YOUTH, STINA NORDENSTAM,
SINNERS, TONI HOLGERSSON, STRAIGHT UP, DAYEENE, MERCURY MOTORS, BATHORY,
UNION CARBIDE PRODUCTIONS, BUTTERFLY EFFECT, OHM-RECORDS**

a. o.

MISTY MUSIC

Anders Mörén

Misty Music AB, P. O. Box 19003, S-104 32 Stockholm, Sweden.

Visit: Ingemarsgatan 1A, Stockholm.

Phone +46 8 612 82 20 Facsimile +46 8 612 30 86.

the alternative with a twist

ning seven and a half minutes it got good airplay on specialised album rock programmes, including national pop channel P3.

Says Berghagen, "All these acts sing in English. That's not because of the crossover potential, but simply because it is more suitable for the kind of music they play." Apart from Paulo Mendonca's album (on Polar) every release will be on the Mercury label.

Genlyd Grammafön was formed in 1975 by Danish rock band Gnags. The Århus based company was taken over by BMG Ariola in August last year, but has continued its independent A&R and promotion profile with unchanged staffing and artist roster. Genlyd has produced and released more than 80 albums by domestic acts over the last 15 years.

"There's a lot of interest from both European and American companies. We're in the middle of a hype situation,"— Martin Dodd

After all those years Gnags are still going strong. Their September 16 album release *Lyttemandens Sang* is their 17th. These veterans are regarded as Denmark's leading rock band, live as well as on record. With collected sales of close to a million albums in Scandinavia, expectations are high for the new release.

Says Genlyd MD Jesper Bay, "One of our priorities will be to make them a hit in the other Scandinavian countries, such as Norway or Sweden. But it's always difficult for Danish language acts to cross over. There's always the language barrier. Foreign people can understand the words, but even then it's hard to get the real meaning."

The label is also the home for one of the last Mohicans of real rock & roll: Henning Staerk. Staerk successfully blends rock & roll with country and blues influences. He interprets well-known classics and songs especially written

for him by, among others, English pub rocker Mickey Jupp. The *Hard To Handle* album features the backing singers of the King Elvis Presley himself, The Jordanaires.

Genlyd is also confident that Fielfraz are ready to breakout in Europe. These young rockers (aged 21-22) released their debut album *Shine!* at the end of last year and have now sold 15,000 copies in Denmark. Says Bay, "That's pretty good for a debut album and a solid foundation for the next, which is due for spring release. We will



Gnags

work hard on them, because they really have got good crossover potential. When they played the Roskilde festival this summer they were televised for Dutch broadcaster VARA."

Warner Music Sweden is putting its weight behind Harpo who had a big European hit with the song *Movie-star* in 1975. The single sold a total of 1.3 million copies in Germany alone, spending three consecutive months at the

top slot, the third longest number one hit in German chart history.

Old Friends

Comments Warner Music marketing manager Kjell Andersson, "We have already talked with our affiliates in Europe, and they are all very excited about it, especially our Scandinavian, German and London offices.

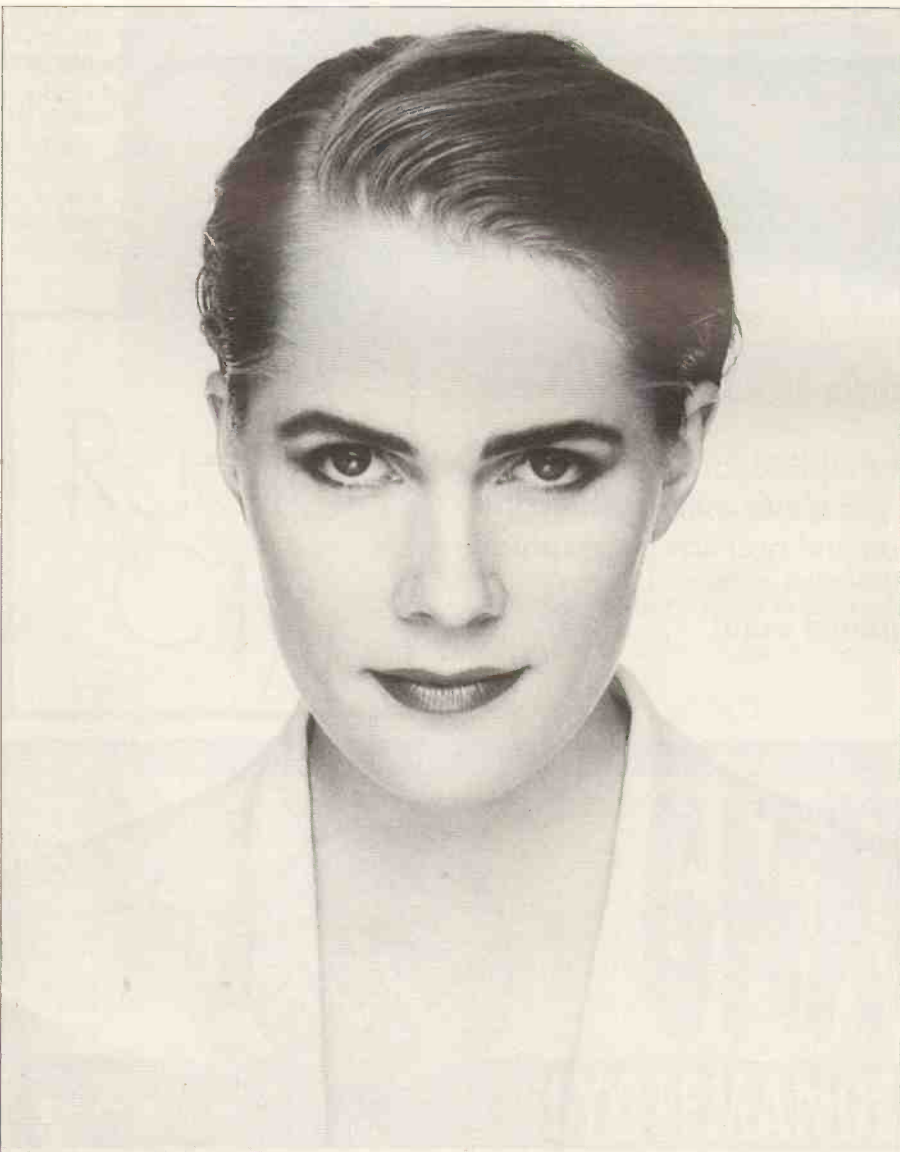
"We've also got high hopes for Mikael Rickfors', the ex-Hollies singer's label debut. We believe that his new album *Judas River* will become the biggest success in Sweden after Roxette. Sales are estimated to be 100-150,000 units. His previous albums on different labels showed his enormous potential. We plan to introduce his new album at the next Warner Music meeting in the autumn." Rickfors has also written songs for Cyndi Lauper, Jim Capaldi, Carlos Santana and Richie Havens among others.

Warner Music Sweden is also are building up a new, more youthful profile with their dance orientated act the Stone Funkers.

But it's always difficult for Danish language acts to cross over. There's always the language barrier.— Jesper Bay

Scandinavia's previously biggest independent record label Sonet may have been bought by PolyGram, but it doesn't mean major changes in its way of working. Says Sonet international director Lars-Olof Helén, "We haven't discussed a blue print plan of action yet. We're just in the initial phase of sorting things out."

Sonet are especially known for their strong A&R policy over the years. Good proof of that is one of their latest signings, rock band The Nomads, who are now expected to outgrow their long time cult hero status with the new



IRMA

HER NEW ALBUM COMING SOON

ONCOLUMBIARECORDS

FROM SONY MUSIC SWEDEN



We see no limits to your music.

Are you sitting right now worrying about time schedules and other limitations that could impede your CD production?

Phone and send us the tape at once, and let us see to it that your music is given safe conduct through every technical restriction and over any geographical boundary.

Welcome to our unlimited world.



CD Plant Manufacturing AB,
Box 9035, S-200 39 Malmö, Sweden.
Telephone: + 46-40 31 24 00. Fax: + 46-40 94 96 60.

album *Sonically Speaking*.

Of all Sonet outfits **Army Of Lovers** is probably the weirdest. The dance trio, featuring singer bassist **La Camilla**, received international acclaim for their 1990 debut album *Disco Extravaganza*. The follow-up, *Luxury Overdose*, released in Sweden in the end of August, comes on the back of the band's minor European hit *Crucified*, which charted in Sweden and the UK.

Joint Effort

The label **Mistlur** collaborates regularly with the separate companies **Telegram**, **Wire** and **Reel**. According to **Reel MD Tomas Sunmo**, speaking on behalf of **Mistlur**, Scandinavian music is taken more seriously now. "It does not really change anything," he says. "We still have to work as hard as we did in the past. But generally speaking, they don't throw our product away immediately."

Sunmo tips '60s influenced pop band **Stonecake** and the AC/DC style hard rock band **Straight Up** for cross border success. The Reel label licenses product from **Music For Nations**, **Food For Thought** and **Rykodisc** among others for Scandinavia. Big acts on the label are **Steve Vai**, **Joe Satriani** and **Frank Zappa**. The latter recently enjoyed hit success in Sweden, Norway and the G/A/S territories with the single *Bobby Brown Goes Down* off the 12 years old *Sheik Yerbouti* album. Says Sunmo, "The reason we released that single was to get Zappa's back catalogue moving."

"It's becoming easier to get people abroad listen to Scandinavian music now." — Kjell Andersson

The Swedish **Chrysalis** office is also the residence for the **Air Music** label, (founded by **George Martin**) which was a publishing company in the 1960s. Bookmakers placing their bets on new Scandinavian talent should take notice of **The Girls**, a pop/rock band consisting of four men in their mid twenties, who take their influences from bands like **The Beatles**, **The Jam**, **XTC** and **Katrina & The Waves**. Their debut single *Don't Say No!* is accompanied by a hilarious video, which could easily become a hit on the satellite TV stations.

With Spanish and Italian acts currently riding high on the international charts. **Chrysalis** is preparing for the same to happen with Swedish acts such as **Limbo**, a pop/dance duo from Stockholm. Their **BomKrash** remixed single *Upp På Toppen Igen* has everything to make it a future

EHR classic and **Chrysalis GM Martin Ingestrom** is very positive about the band's crossover potential. "It's the first ever local release on the **Chrysalis** label. It took so long, because we had to establish ourselves first and we normally used the **Air** label for our local releases. Now we're building up a new profile, and we are trying to attract Swedish bands. Our UK office wants us to look for new Swedish talent. As it happens **Limbo** sing in their mother tongue. but that's no reason to ignore them."

For the international market **PolyGram Norway** is concentrating completely on the **Stage Dolls**. This Norwegian



The Girls

pop/rock outfit sold 225,000 copies of their 1989 self-titled debut album worldwide, reaching no. 115 on the **Billboard Top 100 Albums**. The single *Love Cries* did even better, peaking at no. 46 in the **Billboard Hot 100 Singles**. The new **Bjorn Neffgoe**-produced album, *Stripped*, will be released this month in Norway. Europe and the US will follow in January and February 1992 respectively.

The big name on the **Fazer Music** label is hard-edged boogie band **Gringos Locos**. Their self-titled 1988 debut album was widely acclaimed in the international rock press and the follow-up, *Punch Drunk*, was produced by **Tom Dowd** (**The Allman Brothers**, **Lynyrd Skynyrd**, **Derek & The Dominos** and **Eric Clapton**). Their third and newest effort, *Raw Deal*, should delight rock and metal

programmers all over the globe. **Fazer Music**, however, is still looking for a "raw" licensing deal for the world.

Says **Fazer music A&R manager**, "With their third album, we're still working hard on breaking **Gringos Locos** on the international market. It seems to be hard to promote Finnish artists across the borders."

Danish Releases

Danish label **Medley Records MD Michael Ritto**, is concentrating his efforts on two tasks. "Basically we do two things," he says. "We've got local stuff, and we've got international stuff. We try to develop Scandinavian talent for the international market. Probably **D.A.D (Disneyland After Dark)** is the best example of a **Medley** act building up quite a good reputation abroad. Their new album is scheduled for release in the middle of October. We haven't decided on the title yet, but we have already started the teaser campaign. Everybody will know the album is out when we hit the shops."

For their second album on **Medley**, the follow-up of 1989's *No Fuel Left For The Pilgrims*, **D.A.D** have continued their collaboration with **Medley** staff producer **Nick Foss**. The raw-powered rock album was mixed in the famous Dutch **Wisseloord Studios**, by **Chris Lord-Alge**, who did the same job for **Tina Turner**.

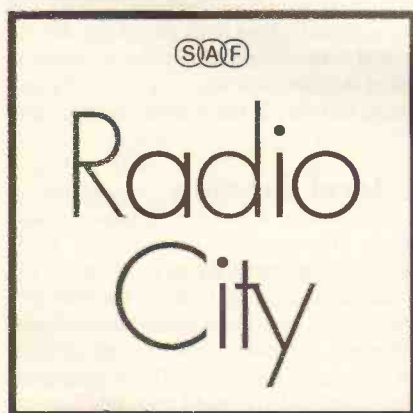
Medley's dance label **Soulpower** is currently doing well with **Cut 'N' Move's** single *Take No Crap ("Get Serious")*, which has charted in both the **Billboard Hot Dance Music** and the **Coca-Cola Eurochart Hot 100 Singles**. In March 1991 **Soulpower** signed to **Sony Music** worldwide. Explains **Ritto**, "Soulpower is a joint venture between us and the Danish producers duo **Soulshock** and **Cutfather**. The album *Get Serious* is already out in Scandinavia, the US and Holland."

Ritto is pinning his hopes on another **Soulpower** production, **Yasmin**, to be the next big thing. She is the only artist on the label who is signed to **Geffen** worldwide, excluding Scandinavia and Australia (**Mushroom**).

"The first international hit for our label was *Sunshine Reggae* by **Laid Back** in 1984 which reached no. 1 in Germany," says **Ritto**. "We have slowly built up our roster and things are really starting to happen now. It's going to be an exciting year."

As **Warner's Kjell Andersson** says, "It's becoming easier to get people abroad listen to Scandinavian music now. I think that if you look at it historically, after the UK, Sweden can boast the most hit singles across Europe over the years."

Robbert Tilli



STOCKHOLM'S NO. 1 MUSIC STATION

79% of younger Stockholmers listen to SAF Radio City more than once a week. (Survey by DEMOSKOP June - 90)

For more information call +46(0)8 762 7000
SAF Radio City, 103 30 Stockholm, Sweden

The follow-up to the 250,000 copies smash-hit "Mr. Swing King". Release in Denmark : September 16.

IMPATIENT FOR ADVERTISING

Sweden's Stations Await Change

As Sweden's elections approach, the radio industry awaits with baited breath for a result which will make commercial radio legal.

In Sweden, where its radio industry is largely state-run and where commercial radio is non-existent, ratings are not given the same prominence as in other markets. The only regular listeners' survey of any importance is carried out by PUB, the Swedish Broadcasting Corporation.

The most recent survey in April 1991 (the first in three years), concluded that the market leader Radio Stockholm, SR's local station, had a 39% share compared with 42% in 1988. Radio Stockholm music producer Klas Engström, considers this a major feat despite the loss of 3%. "We've

generally held on to our market share in the face of a lot of competition since the last survey", he says. "If you look at the age group 25-40, we're holding our own, whereas community radio is picking up the 15-30 age group", he adds. The PUB survey showed that 6% of Stockholmers are listening to community radio on an average weekday. The daily audience for the 9-17 age group is 17% with 18-39 year olds taking 11%.

The major community radio station in Stockholm is SAF Radio City, backed by the Employers' Organisation. According to the station head Martin Loogna, their target group is the 13-39 age group. The music they think this group want to hear being the base of the station's output. The station commissioned its own survey, which was conducted in May last year. It concluded that 47% of all Stock-

One community radio station that does not need to worry is Radio Lidingö, which broadcasts from the Stockholm island of Lidingö on 100.7 MHz. Here the station's different broadcasters, who are represented on its ruling



Claes Thilen

board, have joined together in a so-called "peaceful co-existence", allowing the board to decide programming for the whole frequency. Says Radio Lidingö chairman of the board Claes Thilen, "This is our greatest strength. Instead of the different organizations having their own station names we all use the same name on the same frequency--Radio Lidingö. We have also expressed our wish to become a commercial station when the time comes."

Music forms the base of the station's output but Thilen adds, "we aim at a broader range of music than say SAF, with not so much rap and perhaps more Swedish music. Even though we are a station for Lidingö, we're aware that we serve, and are listened to, by a large part of Stockholm. As a result, the Red Cross, for example, have chosen to work with us, rather than the more centrally-placed stations because they know that they'll reach their listeners anyway".

Local direction

Due to the co-ordination within the frequency, Radio Lidingö is on the air 24 hours a day, 7 days a week. When nothing is going out live, recorded shows go out again and fill the gaps. No official independent survey has been conducted, but in January last year they called 400 inhabitants within Lidingö (picked at random) and two out of three knew about, and listened to the station. Thilen comments, "Our target group is the 20-45 or 25-50 year-olds, but it is

"We are not a typical music station. We have commitments as a public service company and our job is to reflect and serve our locality."

—Klas Engström

holmers, up to the age of 29, listen to SAF Radio City. The share rose to 79% amongst 13-19 year olds. Presently, a survey is being carried out with results to be published during September. Loogna expects positive trends due to an increased response in the last half-year through "lack of competitors".

Community radio

A severe restriction on the station, Loogna admits, is the community radio system made up of different broadcasting organisations ranging from political parties and churches to ethnical and theatrical groups. SAF Radio City has particularly suffered from this. They broadcast between 24.00 and 18.00 weekdays, but at different times on differ-



ent frequencies. "Things improved considerably during the summer", says Loogna, "when the new transmitter on 101.9 MHz was brought into use. It covers the greater part of Stockholm and we are broadcasting 90% of the time there, including weekends. It has given us new impetus, but of course the risk is always there that others will want to capitalise on this. We are already being threatened and are anticipating a lot of trouble. This shows the weaknesses in community radio and strengthens the reasons for our existence, and the need for a free commercial radio".

INTELLIGENT AUTOMATION

CD Music Editor
broadcast automation system

Radioman
music managing software

NEW

CDME Telephone if
makes the music automation
interactive with your listeners

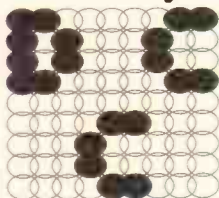
SCANDINAVIAN
DEALERS

Jutel Oy
Teknologiantie 11
90570 Oulu, Finland
tel 981-500 801

Protron Audio
Fridhemsv. 35
95080 Sweden
tel 0922-20496

Seem Audio A/S
P.O.Box 115
1380 Heggedal, Norw
tel 02-797 730

DataCity Communications



Iso-Heikkiläntie 14
20200 Turku, Finland
tel 358-21-534448
fax 358-21-303848

MNW
S W E D E N

MNW RECORDS
BOX 71, 185 00 VAXHOLM, SWEDEN
PHONE: 46/764/33450 FAX: 46/764/30060
PUBLISHING HANDELED BY MISTY MUSIC

SWEDEN'S LARGEST INDEPENDENT RECORD COMPANY IS PROUD TO PRESENT THESE EXCITING OCTOBER RELEASES!

THE SINNERS - New album with heavy hardrock sound, **STILLBORN** "Permanent Solution" new album by Sweden's super-metal-heavyweights, **THE BUTTERFLY EFFECT** "Trip" Debut techno-beat spiced with psychedelia, **MYNTA** "Hot Madras" - The beat of India meets jazz fusion, **LUCKY PEOPLE CENTER** - "It's Still Cloudy Over Saudi Arabia" 12"/CD single featuring President George Bush.
Many territories still available.

our aim to broaden our audience base. We think this target group will be in our favour, when free commercial radio is implemented. We have a regular one-hour a week country music show, for example, and a two-hourly "conversation line" each week. It's a listeners' phone-in with American **Erik Rolf**, which means it's in English! Also, we're very careful to see that we cover all the local events, like the annual council. We feel it's very important that a local radio should be consciously aimed at Stockholm, so that people can feel that this is their station".

This is a sentiment echoed by Engström at Radio Stockholm. "We are not a typical music station, we have commitments as a public service company and our job is to reflect and serve our locality", he says. "This is of course easier for us than other local radio stations in that we are working at the hub, in the capital city".

Despite not being a pure music station, Engström adds that Radio Stockholm does have a basic philosophy in its programming. "We have responsibilities to all age groups, so we divide the day into programming blocks. From 05.30-09.00 the music is MOR with an emphasis on Swedish. Between 09.00-12.00 we cater for the older listeners, primarily pensioners. During the 12.00-15.00 slot European hit music is played following on with modern music combined with news, current events and topics between 15.00-18.00."

Local radio's own programming peters out on weekdays after 18.00. At weekends the programming is a loose framework of pop music during the mornings and afternoons with nothing in the evenings. Engström points out that the station's classical music show, on Saturday afternoons achieved an 8% listening figure in the latest survey. This means an audience of about 134.000 compared to National Radio's classical channel P2's maximum audience of 70.000. He adds, "we try to create better hosts by giving them a lot more freedom, musically and otherwise. Good hosts are in short supply and creating personalities is important. The hosts have no staff to help them, they work together and help each other".

Engström further explains the paradoxical situation which arises. "It takes about a year to establish somebody. Our staff become much sought-after by TV companies like TV3, TV4 and Strix Television (which in itself is modelled on Radio Stockholm). People tend to leave at the same time, thus creating staff problems and a vacuum. The positive side of this is that our staff are as much in demand as their's are".

According to Loogna, hosts are much more controlled. "Station management decide the target groups, which lead to directives for the musical producer. The music producer examines charts and radio playlists from Sweden, Europe and the US, in order to help compile the playlists. Our aim is to always be ahead of everyone else and even break new artists. A good case in point is Dr Alban. We played him first and he topped our Top 15 Chart. Earlier this year we discovered the old single *Lady* with Wayne Wade from the 80's and started playing it, which led to it being a hit for the first time. Although we use an advanced scheduling computer programme to play the tracks, hosts can choose about two songs per hour."

Commercial radio

At Radio Lidingö, the set-up still remains true to the ideal of community radio, but as Thilen points out, "We can't run the station with total amateurs. We've seen, since the inception of community radio, that the organisations are not capable of doing radio professionally. More training

and education is needed. This costs money and as long as we are not allowed to finance our activities, commercially we won't be able to fulfill these needs". Needless to say, he looks forward to the day when commercial radio is a reality. "Commercials make programming more attractive and improve its quality. Programmes devoted solely to member organisations will disappear, to be replaced by informative jingles and trailers. We will have to formulate a clear format with set times for different target groups. We will retain our local base giving us our own special character".



Martin Loogna

Loogna wants to see what new legislation will bring, in the way of new competitors to the market and what direction they follow. "We may be forced to change to another format or demarcate our target group somewhat, depending on how the situation is", he says. "Everything we do is aimed at a free commercial radio and preparing for the inevitable. We function as a preparatory school. We think commercial radio will become a reality during the spring of next year. As soon as this happens our backers SAF, will pull out and we will have to buy advertising space like everybody else. We will continue with our promotional activities like film previews, concerts, club evenings at various discotheques and listeners' club, giving a wide range of discounts and other benefits".

"A severe restriction on the station is the community radio system, whereby the frequencies are of limited ranges and they are shared between different broadcasting organisations."
—Martin Loogna

For Radio Stockholm they sense that changes are afoot. The government has decided that local radio will be grouped organizationally with national radio. Engström can

only speculate as to what this will mean in practice. "Our future organization is crucial. Will it mean more local coverage and less music? We don't know. We will have a fair idea at the end of September when SR's plans will be disclosed. We must, in any event have the same freedom as today, as we will have to meet the increased competition in a different way". Engström would like to draw up clear

"We can't run the station with total amateurs. We've seen, since the inception of community radio, that the organisations are not capable of doing radio professionally."
—Claes Thilen

guidelines for the station and he comments, "I think we'll have to aim at a definite target group. It'll also be more and more important to show ourselves outwardly, like our participation with 68 hours of live broadcasting in August from the "Stockholm Water Festival".
Stuart Ward

THE GIRLS

debut single **"Don't Say No!"**



AIR Music Scandinavia AB
tel: Sweden 8-663 0720
fax: Sweden 8-663 9235

When you produce commercials

you will need Jingle- and Sound FX libraries to make your productions stand out. We have all that and much more...

Special offer: 4 jingle CD's containing over 300 tracks in commercial lengths with 1 year blanket agreement SEK 1.990 (£ 190).



MUSIKREKLAM

Box 171 47 S-104 62 Stockholm
Tel 46 8 105810 Fax 46 8 7290063

MNW
S W E D E N

MNW RECORDS
BOX 71, 185 00 VAXHOLM, SWEDEN
PHONE: 46/764/33450 FAX: 46/764/30060
PUBLISHING HANDELED BY MISTY MUSIC

Coming Soon new album by: **PSYCHOTIC YOUTH, SONIC WALTHERS, BLUE FOR TWO, MARIE & THE WILDWOOD FLOWERS, POVERTY STINKS,** and a new **COMPILASIAN.**

We are looking for partners in **FRANCE, SPAIN, PORTUGAL,** and **ITALY.**

STRATEGIC THINKING

Understanding Various Audience Research Systems

by Kurt Hanson

If you're a regular reader of M&M, then you will have already taken a look at such issues as: (1) Strategic Radio Research's "format map" of the 35 different American radio formats; (2) why MTV might be responsible for the heavy dance emphasis of EHR; (3) the 11 steps you can follow to build a larger audience for your station; (4) how programming a radio station is like managing a movie theater; and (5) how Trout & Ries's "Positioning" theory applies to radio.

My reason for writing about such a variety of topics in my initial columns was that, as a specialist in the field of on-going audience research, I thought it would be a cliché if I wrote about research too quickly.

But now, with several columns under my belt, I've decided the time has arrived to write about research. Buckle your seats and hang on to your hats; this is really my area of expertise.

Basically, there are five types of audience research:

Focus Groups

A "focus group," more technically but less commonly known as a "focused group discussion," is a 90-minute conversation between about eight to 10 typical consumers. It is led by an experienced moderator, with clients viewing the conversation from behind a one-way mirror. Typically, a focus group project would consist of two groups a night for two or three consecutive nights. Respondents are recruited randomly by telephone and are paid US\$25 to US\$50 to participate.

Focus groups can be extremely useful if you have never seen real consumers talking before. They can dramatically reveal how little consumers know or care about the subtle elements of your radio station. They can be excellent sources of new insights and ideas.

However, focus groups are overwhelmingly the most over-used and mis-used research technique in the US, primarily because many researchers and clients try to draw statistical conclusions from a sample of 40 respondents. For example, "Only 11 people said we play too many commercials, so we don't have a problem there!" or "That woman in the second group was right, we should fire our mid-day DJ!"

There are, however, three situations in which focus groups are very appropriate: (1) when you are new to a market or format, and you need introductory insights; (2) when you need to explore the subconscious attitudes of your listen-

ers; (3) when you're pre-testing a new ad campaign.

Focus groups should almost never be done as a stand-alone study. At best, they should bring up ideas and hypotheses to be investigated in a follow-up study with a reliable sample size.

Format Search

If you are not one of the leading stations in your market and, particularly if you are second or third in your format, it might make sense to see if there is con-

Focus groups should almost never be done as a stand-alone study. At best, they should bring up ideas and hypotheses to be investigated in a follow-up study with a reliable sample size.

sumer demand for a different format which could get you better ratings more easily.

Different research firms offer radically different types of format search studies. The Strategic Radio Research version actually predicts rating shares and rank-order positions for up to five potential formats of your choice (e.g., dance EHR, jazz/new age, rock 40, oldies, and adult urban).

The telephone interview-based study uses a sample of 1,000 to 2,000 respondents in a market. The study provides information on: (1) the share of preference each station in your market has at present and; (2) the apparent potential appeal of each proposed format—including each format's rank-order position in key sales demos.

The ideal audience research programme should keep you in touch with your listeners all year long, not just once or twice a year.

The study might reveal, for example, that the high-end potential of a jazz/new age station is a 15 cume rating and a 5.5 share, whereas an oldies station might have a high-end potential of a 22 cume rating and an 8.1 share. It would also reveal the demographic appeal of each proposed format.

This study is also valuable if you are exploring the idea of buying a station in a new market, or if you are applying for a government-assigned new frequency and need to demonstrate consumer demand for your proposed format.

Strategic And Perceptual Study

A "Strategic & Perceptual Study" will identify the listeners'

perception of the strengths and weaknesses of a station and its competitors. It is based on a 15-20-minute telephone interview conducted with 300 to 500 members of your target audience. Such studies are typically conducted once or twice a year.

You can usually choose seven or eight different topics to investigate. Typical topics might include image association ("Which station plays the best new music? Which station has been getting better late-

ly?"); or positioning statement effectiveness ("More music, more money, more fun" versus "Berlin's no. 1 hit music station").

Other topics could include contest and prize preferences ("Would you rather win a trip to the Cannes Film Festival or a big-screen TV?"), air personality popularity, and information needs ("Do you want traffic information during the afternoon drive-time?").

The results are presented in a half-day session and a 200- to 300-page written report. A good research firm will include dozens of pages of "verbatim" comments transcribed during the interviews. For example, there will be comments from all 300 to 500 respondents on why their favourite station is their favourite, or why they

perceive a station as going downhill lately.

Auditorium Music Test

If you need to test your entire music library quickly, the appropriate research technique would be an Auditorium Music Test (AMT). Typically, about 100 members of your target audience would be invited to rate several hundred songs. (Again, they are recruited randomly and typically compensated with US\$30 or US\$40, plus dinner.)

Respondents are played about 12 seconds of the chorus, or "hook", of each song. They are only asked to rate songs that they are familiar with and have previously heard in their entirety. This

Five Types Of Audience Research

- Focus Groups
- Format Search
- Strategic & Perceptual Study
- Auditorium Music Test
- On-Going Research

is not a technique designed to test new or unfamiliar music.

In addition, the respondents can be asked perceptual questions about radio stations and questions about their preferred music mix.

A warning: most US research companies "farm out" their recruiting to a local sub-contractor in your market. This approach often results in an unrepresentative sample of your target audience, which destroys the validity of the test's findings.

On-Going Research

The ideal audience research programme should keep you in touch with your listeners all year long, not just once or twice a year. To get the most for your money, it should combine customised ratings tracking, perceptual research, current-music research, and oldies testing.

This type of on-going programme was invented by Strategic Radio Research in the mid-1980's and is currently the fastest-growing system in the US. "STAR", an SSR acronym for "Strategic and Tactical Audience Research", is designed to set the overall strategy and help you research the specific tactics you choose to use.

Currently, we have a staff of over 50 full-time researchers and 140 part-time professional market researchers who conduct research studies on a weekly basis. Each client receives up to 48 reports per year. The typical weekly report consists of 70 pages and includes research on 30 current songs, perceptual research, ratings tracking, and up to 12 pages of transcribed "verbatim" comments. It is often accompanied by a 50-page companion on the appeal of 30 oldies.

With this continuous stream of information about consumer tastes, our clients are able to monitor the growth of their station, choose the most effective positioning strategy and improve the quality of their morning show. This in turn enables them to play the right current music, the right oldies and the right mix of different styles and eras of music. Additionally, the station is able to hire the best air personalities, fine-tune their information elements, add other desired programming elements, learn their strengths and

weaknesses (and those of their competitors) and optimize the effectiveness of their advertising efforts.

It is quite common for a typical US station to spend about 40% of its revenue on items that might lead to higher levels of listening.

Within that portion of its budget, it might spend 2% to 4% of its revenues on audience research.

On the other hand, many GMs and PDs feel that research is their single most important budget item, in terms of improving the performance of their station. By knowing the tastes of listeners, they can construct and offer a better product, thus achieving higher levels of listening in the future.

The same relationship between knowledge of consumer tastes, future listening levels, and increased future revenues, I am certain, applies in Europe also.



Kurt Hanson is president of Strategic Radio Research, which is the leading supplier of on-going music and perceptual research to radio stations in the US and Canada. Hanson holds a B.A. and an M.B.A. from the University of Chicago. Strategic provides on-going research to stations including WBLS/New York, WBBM-FM/Chicago, WVAZ/Chicago, WLUP-FM/Chicago, KCBS-FM/Los Angeles, KTWW/Los Angeles, KKBT/Los Angeles, WJLB/Detroit, KMEL/San Francisco, KFRC-FM/San Francisco, WODS/Boston, WMMS/Cleveland, KKSK/Honolulu, CFOX/Vancouver and MTV.

Kurt can be reached at (312) 726-8300 or faxed at (312) 726-8383.



WE MAKE GREAT MUSIC BUSINESS TOGETHER



SONY MUSIC INTERNATIONAL Congratulates
PATRICK BUSSCHOTS and his team at
ARS RECORDS on their 15TH ANNIVERSARY.

HERE'S TO MANY FUTURE HITS TOGETHER!!!

kid SAFARI WOW!



design by image building-antwerp/belgium © 1991

BMC **ADM** publishers
BMC PUBLISHING

ARS
PRODUCTIONS

Landbouwstraat 16 Antwerp Belgium • (32)3/216.17.50 - Fax (32)3/216.55.97

Entertainment ... Daily!

FAST • FRESH • FIRST FROM THE USA

Get the inside story **FIRST** from the BPI Entertainment News Wire's daily FAX summary for broadcasters! The summary, delivered overnight, is perfect for morning drive, afternoon drive or any time at all.

With BPI, you get the *latest* in music, film, TV and theater from the top BPI-owned entertainment publications.

The daily summary includes one-paragraph capsules of breaking news that're always **FRESH**. With over 500 journalists, BPI is the largest entertainment news organization in the world.

But there's more! The BPI FAX summary also includes...

- Popular Concert and Movie Lists • "This Day in Music" Almanac • Film and Video Readers • ADVANCE Billboard Charts • Eurocharts • ADVANCE Reviews on Hot New Records.

To start service, simply fill out and mail the coupon today. For even faster service, call 31-20-6691961 or FAX 31-20-6691811

BPI ENTERTAINMENT NEWS WIRE

- BILLBOARD**
- THE HOLLYWOOD REPORTER**
- MUSICIAN**
- AMERICAN FILM**
- MUSIC & MEDIA**
- AMUSEMENT BUSINESS**
- BACK STAGE**

ORDER FORM

- YES, please enter my one-month trial subscription to the BPI daily FAX summary for only \$120.00
- YES, please give me a regular six-month subscription, discounted for only \$105.00 per month

Name & Title _____

Station _____

Address _____

FAX _____ Phone _____

Mail Coupon to:
BPI NEWS WIRE
Rijnsburgstraat 11
1059 AT Amsterdam, Holland

- Bill Me
- Payment Enclosed

CELEBRATING 15 YEARS

ARS Goes From Strength To Strength

Belgian indie label ARS is 15 years old this year. The company has now earned a world wide reputation for producing high quality product, and this is the story of that success...

The story of ARS begins in 1976 when club DJ Patrick Busschots decided to team up with Ludo Vercammen, a night-club manager to start a second-hand record store, "Antwerp Records Shop". It was the logical professional consequence of their life-long love for music.

Business expanded rapidly and soon ARS added US-imported cut-outs to their basic collection of second-hand records. "And a mere two years later we opened a second shop in Brussels and found ourselves on top of the first major US-import business in Belgium," says Busschots of those early days. "Many records were not available through normal channels—major companies just were not interested in dance music at that time."

Using this as a springboard, ARS signed their first licensing-deal for the Benelux when Patrick and Ludo decided to launch the song *Again* by Night People on their own BMC label. Heavily supported by club DJ's, the song quickly climbed the charts and became the new ARS label's first success. Today, radio programmers all over Europe still broadcast the song as part of their gold repertoire.

The achievements with Night People soon opened the gates for distribution deals with Ramshorn, Zyx, Break, Inter-cord and other labels along with artists like D-Train, Divine, The Flirts and Off. But it was in 1982 that The Boys Town Gang's *Can't Take My Eyes Off You* gave ARS their first no. 1 hit in the Benelux. And few Pet Shop Boys-followers realise that the band's debut single *West End Girls* was released in the Benelux through ARS and BMC, the publishing company developed alongside ARS.

"Nevertheless we felt distribu-

unit strong international network of specialised shops, which, together with distribution to DJ's, helped focus the industry's eyes on their own product as well.

today.

"Through our export business to specialised dealers we learned about developments in the dance scene," says Busschots, "which in turn helped shape our budding productions. Many trends that came to us from the US or UK were moulded into our own productions."

Soon ARS was able to break its own productions, without extensive licensing abroad. "Even if we didn't have a hit, we managed to break even," explains Busschots. This resulted in licensing deals and early success for artists like Plastic Bertrand, Michael Bow, Tasha, Carlos Perez and Venus.

Those first international releases were also been instrumental in building ARS as a company, ready for global success with acts like Hithouse and Technotronic. "We had had our 'growing pains' but by the time the big shots came around, we were able to capitalise on what we had learned, our regular mailings and our wide network of international contacts," says Busschots. "We had already dealt with many aspects of international promotion and marketing, touring, and artist contracts long before Hithouse and we had, in our own way, learned how to cope with them."

"As the company stands today I must say that the whole business is far more complex and competitive than we thought it would be when Ludo and I put together our first US\$8.000 deal to buy second-hand material. But all things considered, our track record so far clearly shows we have overcome all these hurdles to become one of Europe's leading independents."

Sub-Divisions

Preparing to move to a new building by the end of the year, ARS is now split up into three completely independent entities, with an expected group turnover of US\$ 10 million in 1991.

The success of acts like Hit-

house and Technotronic followed by a high-quality range of artists like Quadroponia, Rozlyne Clarke, MSD plus "new entries" Jazzy Mel, Kid Safari and Cartouche made a separate production company, ARS Productions, a necessity for local product.

"The next step was putting our export-company, MVT (Music and Vision Trading) on its feet," says Busschots. "Although we have been exporting records all this time, we wanted to be able to judge the profitability of each of our operations, especially since the export division 'lost' the ARS label to Sony Music International."

And finally, all the company's publishing activities are now conducted by BMC (Belgian Music Company). Today, 85% of BMC's songs are ARS repertoire, but Busschots says that BMC plans to make important acquisitions in the near future, in order to "grow into a full-scale publishing company".

So what has made ARS so successful? Busschots explains, "The motivation of our personnel is a major asset to the company—all of the employees at ARS feel very involved with our operations, and we give them as much individual freedom as possible. And, of course, artist development, combined with high-quality productions, packaging, and videos are the crucial elements for long-term success."



Patrick Busschots, president

"The whole business is far more complex and competitive than we thought it would be when Ludo and I put together our first US\$8.000 deal to buy second-hand material."

tion was not our forté," says Busschots, "and as things developed we became stronger in discovering and nurturing promising local talent. Early signings included Viktor Laszlo, Scooter and Michael Bow. We therefore closed down our shop in Brussels, assigned Benelux distribution to CNR and started exporting other records along with our own productions."

ARS rapidly developed a 100-

Says Busschots, "without having any in-house promotion team for radio or the press, many of our songs made the top 10."

Through the combination of an active export unit (resulting in daily contacts with the international music trade and very useful feedback from professional DJ's all over the world) and a strong A&R-team, ARS developed the necessary ingredients to become ARS Productions as we know it



Stefan Calle, business affairs director



Ludo Vercammen, MVT vice president



Doron Berenblit, US mark. director



Lieve Van Hout, production co-ord.



Bernard Goffin, publishing director



**What A Team
After All These Years**

CONGRATULATIONS

to

Patrick, Ludo

&

Gang



LABEL MATES

An Artist Roster Set For Success

The worldwide success of acts like **Hithouse** and **Technotronic** gave ARS a solid basis to expand and develop its artists' roster. Indeed, ARS' active A&R policy has resulted in a top-quality stable of promising acts ready to conquer international audiences.

"Technotronic served as a spring-board" says Patrick Busschots, "but in future we want to establish **Reggie** as an artist and focus on her future career. Reggie is more than the 'face' of Technotronic—she's a truly professional artist who wrote most of the lyrics on the new *Body To Body* album, which has sold well over 600,000 units by now."

Technotronic's new single, *Work* was released in Europe at the end of July, and the band is currently on an extensive promotion tour until October, after



Quadrophonia

which they are off to do concerts worldwide.

With their self-titled single, **Quadrophonia** immediately started on a promising international career. **Olivier Abbeeloos** and **Riv Master**, the brains behind

Quadrophonia, have succeeded in producing a fine blend of black soul, techno, hip-hop and new beat—their debut charted in Holland, the UK, Switzerland and Germany. A second single, *The Wave Of The Future* went straight in the UK charts, with their self-produced *Cozmic Jam* album going top 50 in the Benelux, Germany, Switzerland and Italy.

MSD is another promising act for ARS: **Mister Mixy**, **Skinny Scotty** and **Dizzy Dee** are currently establishing themselves in the UK with their current single *Money* and their self-titled album.

Fue Amor is the title of **Jazzy Mel's** debut on the ARS label.

The single was released in Spain, Holland, Belgium, France, Portugal, Greece, Germany and Italy, and Busschots received a positive reaction from **Sony Music**. Both the single and a forthcoming debut album *Que Pasa?* were produced by **Benny B** producers' **Olivier Verhaeghe** and **Vito Lucente**.

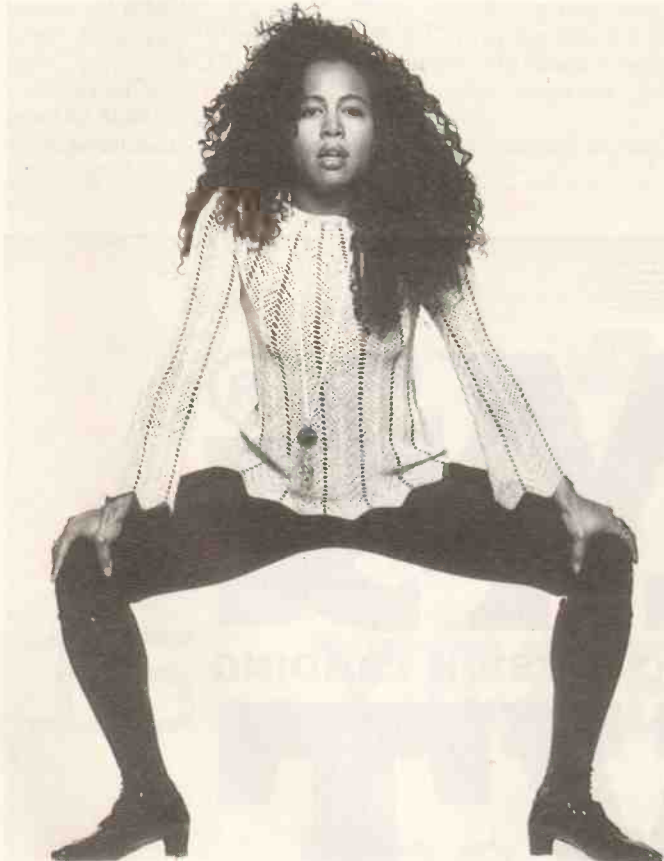
Jazzy Mel, currently hosting a successful pop show on TV in his native Argentina, makes a danceable club beat, which will get immediate DJ reaction. An early follower of funk greats like **Parliament**, **Funkadelic** and **James Brown**, he is now on the edge of an international breakthrough

with an intelligent mix of South American dance rhythms, 1990's rap and hip-house.

Rozlyne Clarke's career as a singer first took off when she was asked to join two of **Andrew Lloyd Webber's** musicals at the age of 19, after which she was introduced to **Nicolas Skorsky**, well known for his mega-hit *Don't Let Me Be Misunderstood* with **Santa Esmeralda**. He took her to the recording studio to team up with **Eddy Beat Box King** to start working on her debut for ARS, *Eddy Steady Go*, a top 10 hit in France. Clarke, a native Australian, moved to Paris (continued on page A7)



MSD



Reggie

Congratulations
From
Antwerp's
No. 1
Radio Station

ANTWERPEN'S GROOTSTE RADIO



RADIO ANTIGOON

MCA MUSIC LTD.

"CONGRATULATIONS
On 15 years of success"
from
your friends at **MCA**

MCA MUSIC LTD.

MCA MUSIC LTD.

Elsinore House, 77 Fulham Palace Road, London, UK W6 8JA

MCA MUSIC LTD.

On behalf of all your friends at



in Mexico, Guatemala, El Salvador, Nicaragua, Costa Rica, Puerto Rico, Panama, Honduras, Jamaica, Barbados, Venezuela, Caribbean, Colombia, Ecuador, Peru, Bolivia, Chile, Argentina, Paraguay, Uruguay and Brazil and... The Ivory Coast, Kenya, Nigeria, Zimbabwe, South Africa, Namibia, Seychelles, Turkey, Israel, Egypt, Saudi Arabia, The Gulf, India, Thailand, Laos, Birma and Vietnam and.... Hong Kong, Singapore, Malaysia, the Philippines, Indonesia, Korea, China (mainland) and Taiwan we would like to congratulate PATRICK BUSSCHOTS and EVERYONE at

ARS on its **15th anniversary.**

May the coming 15 years bring another string of hits.

ToCo International: Ton, Marc, Arthur, Jozef, Marieke, Marleen, Petra and Maaïke

Franciscusweg 273
P.O. Box 654
1200 AR HILVERSUM
The Netherlands
Tel: +31-35-255 765/6/7/8
Fax: + 31-35-40753 (direct) , +31-35-236122 (central)
Telex: 43408 and 43013

Van Engelenweg 16-21
Willemstad
Curacao
The Netherlands Antilles
Tel: +599-9-372828/372733
Fax: +599-9-372386
Telex: 1011 and 3024

BELGIUM'S

1

N°

INDIE DANCE

EXPORTER

**FEATURING
MANY LABELS IN EXCLUSIVITY**

M&V[®]

MUSIC & VISION TRADING

VT

A Reliable Partner

LANDBOUWSTRAAT 16 2020 ANTWERPEN BELGIUM
TEL.: 03-216.96.79 FAX.: 03-216.35.97



Jazzy Mel

before the release of *Gorgeous*, her smash follow-up and the title for her first album. With such a production team and photographer and video director **Klaus Roethlisberger**, a firm basis exists to develop Rozlyne's talent on a wide international basis.

A spin-off of the Technotronic project is **Melissa**, currently no. 1 on the German dance-charts with

Focus On The Bass. Her debut album is due at the end of the year and will be produced by **Frank De Wulf**.

"But it's more than dance acts we sign," says Patrick Busschots. "What we want is diversification, and one of our top priorities in that aspect is **Kid Safari**, a multi-talented artist, songwriter and live-performer."

Safari's album debut on ARS,

Wow! is set for international release in September. The album was produced by **Tina Turner's** keyboard player **Kenny Moore**, and features a "selection of rock and soul" songs, as **Kid Safari** describes his own music.

"We want to have artists with a history and fan base," says Busschots, "and **Kid Safari** is just right for the target audience we want to reach. I am convinced that his album will provoke interest in his singles as well."

Unlike other ARS-releases with Sony Music, the **Kid Safari** material will be released on the

Epic label. "This was one of the essentials elements in our deal with Sony," says Busschots. "As Sony UK is currently building our (dance) reputation, the danger exists that an artist like **Kid Safari** could end up in the wrong pile of records—and with the wrong radio programmers as well."

ARS is definitely more than just a dance label. New signing **Mystery** have a self-titled debut album out and the band, which also features on the "Koko Flanel" soundtrack (a topgrossing film in the Benelux), produces
(continued on page A9)



Rozlyne Clarke

ORGULLOSOS POR FORMAR PARTE
DE LA FAMILIA

EN ARGENTINA



Av. Callao 875 4º Bs.As. - ARGENTINA
FAX: 54-1-814-4431



15 YEARS OF HITS!

The Arcade Team

Congratulates

A.R.S.

THIS PARTNERSHIP DOESN'T MISS A BEAT!

CONGRATULATIONS TO
THE ARS-TEAM
FROM YOUR FRIENDS AT

SONGS

PolyGram

Germany

congratulations
for 15 smashing years

proud
to be part of the team

O, it's lonely at the top...

00/32/3/239 38 15

artwork and cover design

image building

ib



Kid Safari

guitar-oriented Belgian rock! Not exactly what you expect to find in your weekly stack of dance records.

In August 1989, Sony Music Belgium (CBS at that time) signed a licensing deal with ARS to release Flemish artists on their



Mystery

Local product

The booming local market, detonated by the Flemish commercial broadcaster VTM's chart show "Tien om te Zien" also inspired the majors to start releasing domestic product.

label. The fact that ARS's European marketing director Gino Moerman had been working as a journalist for a publication specialised in Flemish talent inspired the company to expand their A&R work in that field.

"We have only a few Flemish



Sylvie Melody

acts with ARS, but they are all very successful", says Moerman, "and with 10-year old Sylvie Melody every release has been a hit so far. We are also doing very well with Danny Fabry, and our newest signing, Yasmine, who has a more danceable Flemish repertoire."

Moerman emphasises the fact that an entirely separate deal was concluded with Sony Music Belgium, with ARS serving as an active A&R company for the major.

An important factor of ARS's current and future success are the so-called "production-pools": Jo Bogaert of Clip Productions, Peter Slaghuis of Hithouse and Bruce Forrest are among the main suppliers of new talent to the label. "Jo Bogaert was the brain behind Technotronic and is certainly one of the most important dance producers on the continent" says Busschots. "Peter Slaghuis has his own label within ARS—his most recent release, *Get Down Everybody* by Holy Noise is being played by club DJs everywhere. The label created a positive buzz among DJs, partly because most of Slaghuis's product comes from local DJs producing their own records.

"Unlike the UK we really don't have any good venues in

Belgium to spot new talent," comments Busschots. "That is why we organise auditions in studios throughout Europe. Before signing an artist we want him to have a distinct personality, combined with good vocals and a clear profile.

"Another important aspect is the fact that ARS is only interested in long-term deals for three to five

albums. We believe in our artists, but it takes at least two albums to launch a career—and it takes a hit to sell an album."

"We never cut down on budgets for photos, cover artwork or video sessions," adds Gino Moerman. "One of our main assets is the fact that we have achieved a very personal style in record covers. They are both distinctive and attractive."



Image Building's cover for 'Pump Up The Jam'.

TEDDYSOUND

MUSIC PUBLISHERS • EDICIONES MUSICALES

CONGRATULATIONS

ARS

*please Patrick,
go ahead!*

TERESA ALFONSO
Int'l. Manager

TEDDYSOUND, S.A. • General Mitre, 207 • 08023 BARCELONA (SPAIN)
Tel. (3) 417 87 90 • FAX (3) 418 43 66

INTERNATIONAL DIMENSIONS

Breaking Out All Over The World

Among the business highlights at this year's MIDEM in Cannes was the signing of a distribution deal between ARS and Sony Music International. The move was a major step in ARS' campaign to further improve its reputation worldwide.

The agreement with Sony covers most of Europe (except the Benelux, where CNR handles distribution for the label), Scandinavia (Mega Records) and Spain (Max Music). According to Gino Moerman, ARS's international marketing director for the UK and Europe, "the deal with Sony was the next logical step for ARS. We had good artists and product, but we did not yet have the opportunity to fully break through internationally.

"In the past, we licensed our acts to other independents who had to work with limited budgets for marketing and promotion. Take for example, Technotronic's *Pump Up The Jam*. Some 20 companies all over the world were involved in breaking that, all spending their small budgets on marketing campaigns and point-of-sale material.

The whole thing was completely fragmented." But successful nonetheless!

European Campaigns

A very important part of the current ARS/Sony deal is the fact that all releases are put out under the original ARS label. "Sony Music is giving us the possibility to keep our own identity and to raise the profile our label more than ever before," says Moerman. "ARS has always been different from most European independents, with striking artwork and videos, and Sony gives us every opportunity to develop our ideas even further."

Moerman says the reason why the ARS/Sony combination is working out so well is the frequent communication between himself and Gary Williams, (director artist marketing at Sony Music International), and the regular contacts he has with key people at Sony affiliates all over Europe. Indeed, one of the results has been four top 40 hits in the UK in six months.

"If I evaluate the first six months, then I have to say that we have a happy marriage. Most Sony



ARS and ToCo International executives proudly display precious metal earned by Technotronic's first album in territories covered by the ToCo licensing deal. From l-r: ToCo's Ton van den Bremer with ARS' Ludo Vercammen, Gino Moerman, Patrick Busschots and Stefan Calle.

affiliates are very supportive of our repertoire, and in key territories like the UK, Germany and France they have made every effort to make the relationship work. Sony has put Technotronic back where it belongs - at the top: the first single from the album *Body To Body* charted in every Sony territory, and requests from their promo people poured in. Technotronic is, once again, Bel-

gium's best selling international artist.

"In the autumn and winter of '91, artists like Kid Safari, Melissa (who topped the German dance charts for two weeks with her debut single *Focus On The Bass*), Quadrophonia and Rozlyne Clarke will get the priority treatment."

Pacific Operations

Japan and Australia are handled within ARS by Doron Berenblit, marketing director for North America and the Pacific. He is convinced that the booming interest in dance music in both countries will have a positive effect on

"The people at Epic Japan are really very helpful and co-operative - they just love ARS," he says. "One of their leading youth magazines, *Pump*", recently visited us in Belgium to do a major story on the company and its artists. ARS has become a major part of dance music in Japan, with Quadrophonia, Cartouche and Technotronic leading the pack - the latter's recent single, *Move That Body* has been released with some fine Japanese remixes.

"Sony Japan is now working to establish 'Housebeat' as the newest dance phenomenon and ARS product is a prominent part of that effort. Part of the campaign is a special sampler for all the media. During my recent visit to Tokyo clubs I found great interest in our music, which was getting plenty of spins on the turntable.

In Australia, the Sony affiliate is also very committed to ARS product. According to Berenblit, "Dance music has only recently begun to break through there, and Sony intends to use ARS as its primary source for feeding this growing market. Whereas radio mainly programmed rock music until recently, this is changing now. We can also rely on Sony's marketing, touring and advertising support."

North America

The situation in the US and Canada is totally different, with ARS concluding separate deals, artist by artist: Technotronic is signed to SBK, Quadrophonia to (continued on page A9)

IMPULS RECORDING STUDIOS

WITTEVROUWESTRAAT 26 HERENT 3020 BELGIUM TEL(+32) 16 200003

WE MADE THEIR SOUND
ARS MADE IT HAPPEN

Congratulations
to Patrick & Ludo

" It is, and has always been,
nice working with you."

Raymond Schroeyers - Antwerp



"BEST WISHES TO OUR FRIENDS AT ARS
IN BELGIUM FROM YOUR FRIENDS,
ALBERT SAMUEL, JANET STEPHEN, GUY ANDERSON,
GARY HOWARD, JON COLLINS & ROSS ELLIOT
AT MISSION CONTROL ARTISTS AGENCY - LONDON."

TEL (+44/71)417 7022

FAX (+44/71)378 0516

ARS ADVERTORIAL

RCA, Cartouche to TSR/Scotti Bros and Rozlyne Clarke is released by Atlantic. Doron Berenblit, says the company's policy is simple. "The main advantage of having acts on different major labels is that we can always expect our record to be a top priority," he says. "Now, we know that each record on each label gets the full attention of marketing staff and can achieve its full potential."



Patrick Busschots presents Peter Slaghuis of Hit-house Records with an award marking European sales of over 500,000 units in 1989.

Secondary Markets

With Sony Music covering one half of the world's territories, ToCo International, headed by former Polygram International executive Ton van den Bremer, is in charge of licensing the ARS product in 50 so-called "secondary territories". "But," says Berenblit, "the figures really add up. Southeast Asia and South America account for some 15-20% of our turnover - so they really are worthwhile. For example, one of Technotronic's first singles went gold in Zimbabwe!"

Eastern Europe

Finally, ARS is also expanding its activities in Eastern Europe where the company has deliberately decided to play a pioneering role by working with indie labels. "It all

Stefan Calle, director of business affairs at ARS, "but step by step we managed to conclude licensing deals in those growing markets."

A first licensing deal was signed for Czechoslovakia and Poland in August last year, for both Technotronic and Hithouse's debut albums, with Czech company Europroduktion handling manufacturing. The initial pressing, of 50,000 albums each, was released last May. "It takes them a very long time to put an album out" says Calle, "and this is one of the major problems in that market."

In November, Calle attended the "Looking East And West" conference in Budapest where he concluded a deal to release both the first Technotronic album and a special Megatronic compilation in the USSR, through the intermediary of

Blue Baltic Entertainment. "Although it's a big market, singles are rare," explains Calle. "So, I decided to make a special compilation featuring ARS acts." The "Looking East and West" conference also lead to the signing of an agreement with Uno Records in Hungary for the release of Technotronic's *Body To Body* LP and the Rozlyne Clarke album.

Technotronic's *Pump Up The Jam* album was

released in the USSR late June this year, and Calle has been told by his USSR contacts that "65,000 units have been sold already and copies are literally flying out of the shops." The *Megatronic* compilation is due out in September and over 70,000 advance orders have already been placed. Meanwhile, a second pressing of the *Pump Up The Jam* (70,000 units), is in the pipeline.

"As long as we maintain high standards of quality, I believe that people know whatever we come up with will always be worth a listen," says Berenblit. "After all what other European label can say that all their US releases have made it to the *Billboard* dance chart?" Indeed, ARS seems set to continue "pumping up the jam" for many years to come.



Miriam B. Westercappel

Int'l Coordination & Management
tel. (+39)6 3251580/570-3722279

CONGRATULATIONS

ON YOUR

15th ANNIVERSARY



A.B. travel

Sint Pietersvliet 1 - 2000 Antwerpen
Belgium
Tel. (+32)3 225 1060



**MUSIC
&
MEDIA**

MUSIC & MEDIA
wishes to congratulate
ARS

on 15 great years and is proud to have
participated in making this advertorial
such a big success!

ARS

PRODUCTIONS

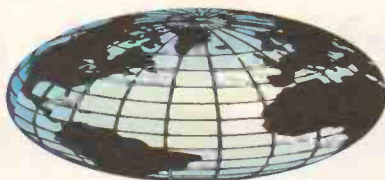
**GRATEFULLY
ACKNOWLEDGES**

**THE
SUPPORT**

**OF
ALL
OUR
PARTNERS**



**AROUND
THE**



ARS

DARE TO BE DIFFERENT

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.

AD BB Queen- I Wanna Be Everything
But The Girl- Friends
Lenny Kravitz- Stand By My Wonderstuff- Sleep Alone

BRMB FM/Birmingham
Robin Valk - Head Of Music
A List:

AD Bryan Adams- Can't Stop Electronic- Feel Every Beat
Guns N' Roses- Don't Cry
Incognito- Crazy For You
OMD- Then You Turn Away
Simply Red- Something
Tina Turner- Nutbush City

Sania- Be Young Be Foolish
Van Morrison- Why Must I
Wet Wet Wet- Make It Tonight

RED ROSE RADIO/Preston/Blackpool

Kenni Jams - Head Of Music
A List:

AD Kylie Minogue- Word Is Out
Salt-N-Pepa- Let's Talk About
B List:
AD Beats International- Sun Doesn't
Black Crowes- Hard To Handle
Eg & Alice- Indian
Farm- Mind
Julian Lennon- Saltwater

ATLANTIC 252/County Meath
Paul Kavanagh - Head Of Music
A List:

AD Dire Straits- Calling Elvis
Natural Selection- Do Anything
Prince- Gett Off
Salt-N-Pepa- Let's Talk About
Surface- The First Time
Zoe- Sunshine On A Rainy

RADIO BROADLAND/Norwich
Dave Brown - Head Of Music
B List:

AD Gerald Alston- Nothing Can Change
Incognito- Crazy For You
Two Way Street- Mars Washington
Wet Wet Wet- Make It Tonight

FOX FM/Oxford

Steve Ellis - Prog Contr
A List:

AD Big Country- Republican
Christer- Red Skies
E-Zee Posse- Breathing
Latin Alliance- Low Rider
OMD- Was It Something
Stevie Nicks- Sometimes It's
Utah Saints- What Can You Do

RTL 208/London

Jeff Graham - Prog Dir
Power Play:

AD Beats International- Sun Doesn't
E-Zee Posse- Breathing
Los Manolos- All My Loving
Roxette- The Big L

B List:

AD Big Country- Republican
Des'ree- Feel So High
Everything But The Girl- Friends
Jamestown- She Got Soul
Marc Bolan- 20th Century Boy
Paula Abdul- The Promise Of A

SWANSEA SOUND/Wales

Rob Rendry - Head Of Music
B List:

AD Des'ree- Feel So High
Everything But The Girl- Friends
Frances Nero- Making My
Kylie Minogue- Word Is Out
Lindy Layton- Without You
Pam Hall- I Won't Stop
Rod Stewart- Broken Arrow

OCEAN SOUND/Fareham

Jim Hicks - Head Of Music
A List:

AD Sania- Be Young Be Foolish
Zoe- Sunshine On A Rainy

B List:

AD Electronic- Feel Every Beat
Lenny Kravitz- Stand By My
Prince- Gett Off
Robbie Craig- Bad Attitude
Wonderstuff- Sleep Alone

RED DRAGON FM/Cardiff

John Dash - Head Of Music
A List:

AD Bryan Adams- Can't Stop
E.M.F.- Lies
Everything But The Girl- Friends
Farm- Mind
Robbie Craig- Bad Attitude

B List:

AD Atom Seed- Get In Line
Guns N' Roses- Don't Cry
Nikki Richards- Summer Breeze
Nine Inch Nails- Head Like
Queensryche- Jet City Woman
Rozalla- Everybody's Free

RPLA- City Of Angels
The Cult- Wild Hearted Son

BEACON RADIO/Wolverhampton
Peter Wogstaff - Prog Dir
A List:

AD Beats International- Sun Doesn't
Black Crowes- Hard To Handle
Bryan Adams- Can't Stop
Cliff Richard- More To Life
Dire Straits- Calling Elvis
DSK- What Would We Do
Electronic- Feel Every Beat
Lloyd Cole- She's A Girl
OMD- Then You Turn Away
Runrig- Hearhammer
Salt-N-Pepa- Let's Talk About
Status Quo- Can't Give You
Tina Turner- Nutbush City Limits
Van Morrison- Why Must I
Wet Wet Wet- Make It Tonight
Wonderstuff- Sleep Alone

KISS FM/London

Gordon McNamee - Prog Dir
B List:

AD Heavy D & The Boyz- Is It
Kenny Thomas- Best Of You
Little Louie & Marc Anthony- Ride

COOL FM/Belfast

John Paul Ballantine - Head Of Music
A List:

AD Dire Straits- Calling Elvis
Guns N' Roses- Don't Cry
Stevie Nicks- Sometimes It's
Van Morrison- Why Must I
B List:
AD BB Queen- I Wanna Be
Bliss- I Don't Want To
Dave Stewart- Crown Of
Karyn White- Romantic
Paul Harrington- Bad News
Robbie Craig- Bad Attitude
Salt-N-Pepa- Let's Talk About
Sam Phillips- Where The Colors
Texas- Why Believe In You
Wonderstuff- Sleep Alone

FRANCE

EUROPE 1 NETWORK/Paris

Yvonne Lebrun - Prog Dir
A List:

AD Catherine Lara- Romantiques
Dire Straits- Calling Elvis
Inconnus- C'Est Ton Destin

NRJ NETWORK/Paris

Max Guazzini - Dir
A List:

AD Francois Feldman- Magic
Omar- There's Nothing Like
Rod Stewart- The Malown Song
Rolling Stones- Paint It Black

SKYROCK NETWORK/Paris

Laurent Bouneau - Prog Dir
A List:

AD Paul Young- Don't Dream
Sting- Why Should I Cry

FUN RADIO/Paris

Bruno Witeck - Prog Dir
A List:

AD Cher- The Shoop Shoop Song
Color Me Badd- I Wanna Sex
Dire Straits- Calling Elvis
Extreme- More Than Words
Lenny Kravitz- It Ain't Over
Lonnie Gordon- Gonna Catch You
Sara Mandiano- J'AI Des Doutes
Stevie B- Because I Love You
UB40- Here I Am
Whitney Houston- My Name Is Not

B List:

AD Bryan Adams- Everything I Do
David Hallyday- Change Of Heart
Farmer/Murat- Regrets
Lloyd Cole- She's A Girl
Texas- Alone Without You
The Cure- A Forest
UB40- Homely Girl

RADIO VIBRATION/Orleans

Jean-Francois Vilette - Prog Dir
A List:

AD Cathy Dennis- Touch Me
Cher- The Shoop Shoop Song
Chris Isaak- Wicked Game
Comateens- A Place For Me
Farmer/Murat- Regrets
Lonnie Gordon- Gonna Catch You
Rembrandts- Just The Way It Is, Baby
Sara Mandiano- J'AI Des Doutes
Seal- Future Love
Stevie B- Because I Love You

RADIO PLUS /Monte Carlo

Christian Schweinitz - Music Dir
A List:

AD Aaron Neville- Everybody
OMD- Pandora's Box
B List:
AD ABC- Love Conquers All
Achim Reichel- Aloha Heja He
Chesney Hawkes- I'm A Man
Cher- Love & Understanding
Erasure- Chorus
Heavy D & The Boyz- Now That
Jason Donovan- Any Dream Will
Kate Yanai- Bacardi Feeling
Marc Cohn- Walking In Memphis
Sailor- La Cumbia
Tony Banks- I Wanna Change The
Yellow- Rubberband Man

VOLTAGE FM/Rosny-sous-Bois

Olivier Allardet - Music Dir
A List:

AD Color Me Badd- I Wanna Sex
Damian & Dame- Exclusivity
Freddie Jackson- Main Course
Glenn Medeiros- Me + U + Blue
Incognito- Always There
Latino Party- Arriba
Lisa Lisa- Let The Beat Hit 'Em
Marva Hicks- I Got You Where
Omar- There's Nothing Like
PM Dawn- Set Adrift
Soul Family Sensation- I Don't
Whitney Houston- My Name Is Not

B List:

AD Arthur Miles- Trippin' On
Black Box- Strike It Up
Keedy- Save Some Love
Kova Rea- Sommeil Choud
Real Milli Vanilli- True Love
Sold Out- Shine On
Stevie Wonder- Gotta Have
Sydney Youngblood- Hooked On
Tara Kemp- Hold You Tight
Trilogy- Love Me Forever
Valerie Cannon-White- Gypsy
Young Disciples- Apparently Nothin'

RADIO RIVIERA/Monte Carlo

Daavid Fortune - Music Dir
A List:

AD Extreme- Hole Hearted
George Michael- Freedom
Jason Donovan- Any Dream Will
Michael Bolton- Time Love &
Squeeze- Softified
Stevie Wonder- Chemical Love
Timmy T- Paradise
Womack & Womack- My Dear

RADIO SERVICE MARSEILLE/Marseille

Christian Vichi - Prog Dir
A List:

AD Beverley Craven- Holding On
Cher- The Shoop Shoop Song
Inconnus- C'Est Ton Destin
Londonbeat- A Better Love
Roch Voisine- Waiting
Seal- Future Love

GERMANY

SWF 3/Baden Baden

Ulrich Frank - DJ
A List:

AD Alice Cooper- Hey Stoopid
Jesus Loves You- Bow Down Mister
Roxette- The Big L
Scorpions- Send Me An Angel

B List:

AD Bette Midler- The Gift Of Love
Bomb The Bass- Winter In July

Color Me Badd- All 4 Love
Jule Neigel Band- Heut'
Marc Bolan- 20th Century Boy
Michael Bolton- Time Love &
Omar- There's Nothing Like
PM Dawn- Set Adrift
Runrig- Hearhammer
Seal- The Beginning
Shamen- Move Any Mountain
Sydney Youngblood- Hooked On

WDR1/Cologne

Hans-Holger Knocke - Producer
A List:

Adriano Celentano- La Piu
Bill Pritchard- Number Five
Black Crowes- Could I've Been
Fabulous Thunderbirds- Feeling
Heavy D & The Boyz- The Lover's
Katrina And The Waves- Pet
Kool Moe Dee- Bad Bad Bad
Massive Attack- Five Man Army
Miriam Makeba- Don't Break
Soul Klegg- Give Me Mia Farrow

SDR 3/Stuttgart

Hans Thomas - Producer
Power Play:

AD Crowded House- Fall At Your
AL- Air Supply

SFB 2/Berlin

Bernd Albrecht - Head Of Music
A List:

AD Dave Stewart- Crown Of
Jesus Jones- Right Here Right Now
Rhythm Syndicate- P.A.S.S.I.O.N.
Runrig- Hearhammer

B List:

AD Crowded House- Fall At Your
E.M.F.- Lies
Mike & The Mechanics- Everybody
T'Pau- Walk On Air
Traveling Wilburys- Inside Out

RB 4/Bremen

Axel Sammerfeld - Dj/Producer
B List:

AD Deacon Blue- Twist And Shout
Mike & The Mechanics- Everybody
Prince- Gett Off
Tin Machine- You Belong In

RIAS 2/Berlin

Henry Gross - Head Of Music
A List:

AD Crowded House- Fall At Your
Julian Lennon- Saltwater
Rolling Stones- Sex Drive
Roxette- The Big L

RSH/Kiel

Martin Schwebel - Head Of Music
Power Play:

AD Mike & The Mechanics- Everybody
A List:
AD Cher- Love & Understanding
Peter Maffay- Ich Will Bei

RADIO GONG/Nuremberg

Peter "Marc" Stingl - Music Dir
Power Play:

Desmond Child- Love On A Roof
Diana Ross- Battlefield

A List:

AD Amy Grant- Every Heartbeat
Chris Thompson- Tower Of
Pur- Lena
Tom Petty- Learning To Fly

AL RTZ

STAR * SAT RADIO/Gruenwald

Jo Lueders - Prog Dir
B List:

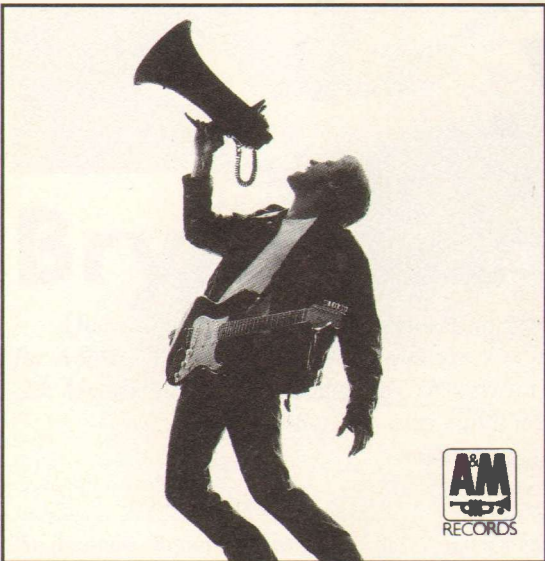
AD Bette Midler- The Gift Of Love
Donna Summer- When Love Cries
Karyn White- Romantic
RTZ- Face The Music
Sanne- Where Blue Begins
Triplets- You Don't Have To Go

RADIO REGENBOGEN/Mannheim

Rolf Balschbach - Music Dir
Power Play:

AD Roxette- The Big L
A List:

AD Glass Tiger- My Town
Scorpions- Send Me An Angel
T'Pau- Walk On Air



UNITED KINGDOM

BBC RADIO 1/London

Paul Robinson - Prog Dir
A List:

AD Sabrina Johnston- Peace
Simply Red- Something Got Me

B List:

Beats International- The Sun
Bros.- In Rhythm- Such A Good
Jamestown- She Got Soul
Oleta Adams- Don't Let The Sun
OMD- Then You Turn Away
Richie Sambora- Ballad Of Youth
Wonderstuff- Sleep Alone

CAPITAL FM/London

Richard Park - Prog Contr
A List:

AD Bryan Adams- Can't Stop
Cliff Richard- More To Life
Guns N' Roses- Don't Cry
Oceanic- Insanity
OMD- Then You Turn Away
Status Quo- Can't Give You

B List:

AD E-Zee Posse- Breathing
Electronic- Feel Every Beat

METRO RADIO GROUP/Newcastle

Liz Elliott - Music Organiser
A List:

AD Definition Of Sound- Dream Girl
Mock Turtles- Strings & Flowers
OMD- Then You Turn Away
R.E.M.- One I Love
Runrig- Hearhammer
Sabrina Johnston- Peace
Simply Red- Something
Tina Turner- Nutbush City Limits

PICCADILLY RADIO/Manchester

Keith Pringle - Head Of Music
A List:

AD Bryan Adams- Can't Stop
Electronic- Feel Every Beat
Guns N' Roses- Don't Cry
Holly Johnson- People Want To
Kylie Minogue- Word Is Out
Marky Mark- Good Vibrations
Oceanic- Insanity
Prodigy- Chorry
Simply Red- Something
Thomas Lang- Feels So Right
Wet Wet Wet- Make It Tonight

B List:

Wet Wet Wet- Make It Tonight

B List:

AD An Emotional Fish- Celebrate
Beats International- Sun Doesn't
Dave Stewart- Crown Of
Definition Of Sound- Dream Girl
E-Zee Posse- Breathing
Mrs. Washington- Two Way Street
Oceanic- Insanity
Precious Time- Mechanical Hearts

RADIO CLYDE/Glasgow

Alex Dickson - Prog Dir
A List:

AD Bryan Adams- Can't Stop
Electronic- Feel Every Beat
Sabrina Johnston- Peace
Salt-N-Pepa- Let's Talk About
Simply Red- Something
Wet Wet Wet- Make It Tonight

B List:

AD An Emotional Fish- Celebrate
Love & Money- Looking For

RADIO TRENT/Nottingham

Len Groat - Dep Prog Dir
A List:

AD Incognito- Crazy For You

AD Everything But The Girl- Friends

Julian Lennon- Saltwater
Rod Stewart- Broken Arrow

DOWNTOWN RADIO/Belfast

John Rosborough - Head Of Prog.
A List:

AD OMD- Then You Turn Away
Red Stewart- Broken Arrow
Van Morrison- Why Must I
GWR FM/Bristol/Swindon

Andy Westgate - Head Of Music
B List:

AD Dave Stewart- Crown Of
Eg & Alice- Indian
Farm- Mind
Frances Nero- Making My
Motherland- River Of Life
Robbie Craig- Bad Attitude

RADIO FORTH/Edinburgh

Colin Sommerville - Head Of Music
A List:

AD Electronic- Feel Every Beat
Farm- Mind
Fat Lady Sings- Deborah
Main Thing- My Lover's Keeper
Marky Mark- Good Vibrations

STATION REPORTS

B List:

AD Rod Stewart- Broken Arrow
Ten Sharp- You
Zucchero- Wonderful World

RADIO SALU/Saarbruecken

Adam Hahne - Prog Dir
Power Play:

Father Father- Love Life And

AD BAP- Verdamp Lang Her
Chris Thompson- Tower Of
Crowded House- Fall At Your
Kate Yanai- Bacardi Feeling

A List:

Bryan Adams- Everything I Do
Heavy D & The Boyz- Now That
Nelson- Only Time Will Tell
R.E.M.- Near Wild Heaven
Stephan Eicher- Dejeuner En
AD Roch Vaisine- A Fishing Day
Salt-N-Pepa- Let's Talk About

RADIO T.O.N./Bad Mergentheim

Reinhard Baerenz - Head Of Music
Power Play:

AD J.J.- Slide Away

A List:

AD Deuces Wild- Living In
Inspiration- Mr. Tambourine Man
Jule Neigel Band- Heut'
Thomas Anders- Can't Give You

B List:

AD Chris Norman- If You Need
Christoffer & Quinton- Friends
Jason Donovan- Happy Together
Liane Foly- Be My Baby
Matthias Reim- Ich Hab' Mich
Udo Lindenberg- Club Der

RADIO N 1/Nuremberg

Cetin Yaman - Prog Dir

Power Play:

AD Lisa Fischer- Save Me

A List:

AD Jimmy Somerville- Run From
Prince- Gett Off
Shades Of Rhythm- The Sound

RADIO XANADU/Munich

Benny Schnier - Head Of Music

A List:

Ashley Cleveland- Willy
Cher- Love & Understanding
Foreigner- Lowdown & Dirty
Marillion- Cover My Eyes
Nelson- Only Time Will Tell
R.E.M.- Shiny Happy People
Warrant- Blind Faith
AD Alice Cooper- Hey Stoopid
Desmond Child- Love On A Roof
Firehouse- Love Of A Lifetime

RADIO FFH/Frankfurt

Sabine Neu - Head Of Music

B List:

AD Jason Donovan- Happy Together
Roachford- Innocent Eyes
Traveling Wilburys- Inside Out
Triplets- Sunrise

RADIO GONG 2000/Munich

Fredy Kogel - Music Dir

Power Play:

Driza-Bone- Real Love
Heavy D & The Boyz- Now That
Kate Yanai- Bacardi Feeling

A List:

Color Me Badd- All 4 Love
Incognito- Always There

AD Sheena Easton- You Can Swing

B List:

Nine Below Zero- On The Road Again
Omar- There's Nothing Like
AD Rolling Stones- Sex Drive

SCHWARZWALD RADIO/Freiburg

Pete Traynor - Head Of Music

A List:

AD Julian Lennon- Saltwater
Level 42- Guaranteed
OMD- Pandora's Box
Omar- There's Nothing Like
Pe Werner- Kribbeln Im Bauch
Thomas Barquee- Ticket Toulouse
Voice Of The Beehive- Monsters

RADIO F/Nuremberg

Ziggie Hoga - Prog Dir

A List:

Bernd Kaczmarek- Ich Will
Gipsy Kings- Baila Me
Tommy Raiker- Angie
Womack & Womack- My Dear
AD Kate Yanai- Bacardi Feeling
Michy Reincke- Für Immer
River Boys- If I Were A Sailor
Sandra Reemer- La Colegiola
Thomas Anders- Can't Give You
Wilkins- Sopa De Caracol

RADIO FFB/Fuerstenfeldbruck

Chris Baumann - Head Of Music

A List:

AD Bellamy Brothers- Fly Me To
Blue System- Deja Vu
Dieter Krebs- Ich Bin Der
Dire Straits- Calling Elvis
Francesco Napoli- Domani
Matthias Reim- Ich Hab' Mich
R.E.M.- Near Wild Heaven
Sacco & Mancetti- Wide Country

RADIO NRW/Oberhausen

Jeff Gelder - Head Of Music

A List:

AD Matthias Reim- Ich Hab' Mich
Roxette- The Big L
Traveling Wilburys- Inside Out
Zucchero- Wonderful World

ITALY

RETE 105 NETWORK/Milan

Alex Peroni - Head Of Music

B List:

AD Afrika Bambaataa- Soco Fever
Arthur Baker- Let There Be
Davina Lays- If I Know Love
Greg De Neuville- Trust

Latin Alliance- Low Rider

Little Louie & Marc Anthony- Ride

Natural Selection- Do Anything

PM Dawn- Set Adrift

Prince- Cream

Simply Red- Something

RADIO DIMENSIONE SUONO/Rome

Carlo Mancini - Music Dir

Power Play:

AD Marillion- No One Can

PM Dawn- Set Adrift

R.E.M.- Near Wild Heaven

Seal- The Beginning

Simple Minds- Stand By Love

A List:

AD Bad English- Straight To The
Fixx- No One Has To Cry
Joe Cocker- Night Calls
Prince- Cream
Simply Red- Something

RADIO PETER FLOWERS/Milan

Marco Garavelli - Producer

Power Play:

AD Simply Red- Something

A List:

AD Bryan Adams- Everything I Do

RADIO BABBOLEO/Genoa

Lenny Rattona - Prog Dir

Power Play:

AD Aaron Neville- Everybody

RTL 102.5 - HIT RADIO/Bergamo

Grant Benson - Head Of Music

A List:

AD Bad English- Straight To The
Black Box- Open Your Eyes
Mariah Carey- Emotion
Simply Red- Something
Stadio- Ho Bisogno Di Voi

RAI STEREO DUE/Rome

Maurizio Riganti - Dir

A List:

Prince- Gett Off
Seal- The Beginning
AD Donna Summer- When Love Cries
Driza-Bone- Real Love
Everything But The Girl- Friends
Joe Cocker- Night Calls
Lindy Layton- Without You
Midge Ure- Cold Cold Heart
Simply Red- Something
Stevie Wonder- Fun Day

RADIO STAR/Vicenza

Maurizio Maressi - Prog Dir

A List:

AD ABC- Say It
Arthur Baker- Let There Be
Corina- Temptation
Level 42- Guaranteed
Rozalla- Everybody's Free

HOLLAND

NOS/Hilversum

Tom Blomberg - Dj/Producer

Power Play:

Dennis Jones- Heart Of Gold

A List:

AD FPI Project- Everybody All Over
Gray/Barbelvien- E Vado Via
Mariah Carey- Emotion
Simple Minds- Stand By Love

AVRO/Hilversum

Jan Steenman - Head Of Music

Power Play:

AD Black Lake- It's Good To

Texas- Why Believe In You

TROS RADIO 3/Hilversum

Ferry Maat - Head Of Music

Power Play:

AD Simple Minds- Stand By Love

A List:

AD Army Of Lovers- Crucified
Conquest- Just Do It
Crowded House- Fall At Your
De Vrijbuiters- Vraag Me Niet
Down Town- You Don't Know
Han Wellerdieck- Liedje Goat
Human Resource- Dominator

Lenny Kravitz- Fields Of Joy

New Kids On The Block- Baby

Patrick Bruel- Decale

Rob De Nijs- Huis In De Zon

Roxette- The Big L

Tin Machine- You Belong In

KRO/Hilversum

Paul Van Der Lugt - Head Of Music

Power Play:

AD Rolling Stones- Sex Drive

A List:

AD Bad English- Straight To The
Bram Vermeulen- De Westrijd
Crowded House- Fall At Your
Stevie Nicks- Sometimes It's
Tin Machine- You Belong In

NCRV/Hilversum

Jaap Groot - Dj/Producer

Power Play:

AD PM Dawn- Set Adrift

HIT RADIO/Bussum

Koen Van Tijn - Music Dir

Power Play:

Bryan Adams- Everything I Do
Right Said Fred- I'm Too Sexy

A List:

AD Prince- Gett Off
B List:
AD Army Of Lovers- Crucified
Culture Beat- No Deeper
Dire Straits- Calling Elvis
Human Resource- Dominator
Paula Abdul- The Promise Of A
PM Dawn- Set Adrift
Roxette- The Big L

VARA/Hilversum

Rolf Kroes - Head Of Music

Power Play:

AD Young Disciples- Apparently Nothin'

SKY RADIO/Bussum

Tom Lathouwers - Operations Mgr

Power Play:

Bryan Adams- Everything I Do
Kaoma- Danca Tago-Mago

A List:

AD Color Me Badd- All 4 Love
Hi-Five- I Can't Wait
Incognito- Always There
Los Manolos- All My Loving

CFNB/Brunsum

Lou Rowland - Head Of Music

Power Play:

AD Nelson- Only Time Will Tell

A List:

AD Rod Stewart- Broken Arrow
Runrig- Hearhammer
AL- Bad English

BELGIUM

BRT STUDIO BRUSSELS/Brussels

Jan Hautekiet - Producer

A List:

AD Albert Hammond- The Free
Arbeid Adelt- Des Duivels
Blessing- Hurricane Room
Bungalows- Walk And Talk
Crowded House- Fall At Your
Dr. Alban- Stop The Pollution
Florence Toni- Goodbye To
Julee Cruise- Rockin' Back
Lenny Kravitz- Fields Of Joy
Paula Abdul- The Promise Of A
Paul Young- Don't Dream
Right Said Fred- I'm Too Sexy
Texas- Why Believe In You
Wigbert- Ebbenhout Blues
Wolf Banes- Miles Away

RADIO CONTACT F/Brussels

Jean Lou Bertin - Prog Dir

A List:

AD Heavy D & The Boyz- Now That

B List:

AD Amy Grant- Every Heartbeat
BB Jerome/Bang Gang- Havin' A
BC/Basic Boom- Your Hair
Bingoboyz- No Woman No Cry
Bomb The Bass- Winter In July
Color Me Badd- All 4 Love

Crystal Waters- Mokin' Happy

Dannii Minogue- Jump To The Beat

Dinky Toys- My Day Will Come

DJ Jazzy Jeff- Summertime

Dr. Alban- U & Mi

Driza-Bone- Real Love

Enzo Enzo- Deux Minutes De

Erasure- Chorus

Escape Club- I'll Be There

Gibson Brothers- Let's All Dance

Huey Lewis- I Hit Me

Jason Donovan- Happy Together

KGM- More Than A Woman

Kraftwerk- The Robots

Lenny Kravitz- Fields Of Joy

RADIO ANTIGOON/Antwerp

Piet Keizer - Dir

Power Play:

AD Plaza- Samba

B List:

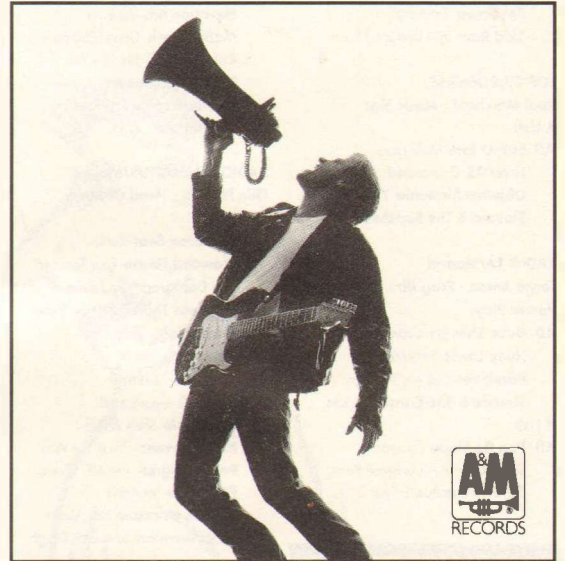
AD Gunther Neefs- Ik Laat Me
MC Miker G & DJ Sven- Holiday
Patrick Bruel- Decale
Right Said Fred- I'm Too Sexy
Shamen- Move Any Mountain

RADIO ROYAAL/Hamont-Achel

Tom Holland - Prog Dir

Power Play:

AD Albert West- Endless



Omar- There's Nothing Like
Paula Abdul- The Promise Of A
Unity Mixers- Unity Mix #1

B List:

AD Army Of Lovers- Crucified
Black Box- Everybody
Imca Marina- Sing The Song
Lenny Kravitz- Fields Of Joy
New Kids On The Block- Baby
New Four- Meisje Kom En Dans
Right Said Fred- I'm Too Sexy
Rolling Stones- Sex Drive
Roxette- The Big L
Shabba Ranks- Housecall
Stevie Nicks- Sometimes It's

RADIO CONTACT N/Brussels

Danny Bruin - Prog Dir

B List:

AD Amy Grant- Every Heartbeat
Army Of Lovers- Crucified
Bomb The Bass- Winter In July
DJ Jazzy Jeff- Summertime
Paul Anderson- Ik Blijf Altijd
Plaza- Samba
PM Dawn- Set Adrift
Right Said Fred- I'm Too Sexy
Roxette- The Big L
Wim Ravel- Mijn Zoon

RADIO EXPRES/Antwerp

Marc Dhollander - Head Of Music

B List:

AD Crowded House- Chocolate Cake
Dire Straits- Calling Elvis
Heavy D & The Boyz- Now That
Jason Donovan- Happy Together
Level 42- Guaranteed
Mecano- 7 De Septiembre
Sommers/Van Wanten- Kijk Eens

It's time to TURN a new leaf:
TURN ON YOUR RADIO!

TURN over the page and the solution will TURN up.

Fax (39) 11-8193364
SIGMA RADIO International Sas

A revolutionary software to give your radio station a consistent MELODY MAKER is the solution to turn to.
Everything turns bad, don't turn away.
most of your current programming system turns against you and when your format turns round guidedlessly, when the INTERNATIONAL RADIO
When your format turns round guidedlessly, when the
everything turns bad, don't turn away.
MELODY MAKER is the solution to turn to.
A revolutionary software to give your radio station a consistent
format 24 hours a day, 7 days a week. Friendly to users, nevertheless
very powerful and flexible. Not intricate yet not limited, MM belongs
to the intelligent software of the third generation: self governing and
precise. Specially designed to be used in connection with automated
systems. MM is unexcelled also when it operates in live broadcasts.
MM is able to create musical sequences and control up to 3 different
radio stations at the same time. CALL NOW FOR A FREE DEMO!

RAMEN
EFFEX
TUNER

SETS YOUR RADIO ON FIRE

WITH: LASER-SHOTS - EXPLOSIONS - STINGERS
SWEEPERS COMEDY - AND MUCH MORE - ON ONE C.D.

GET IT NOW!
ONE TIME BUYOUT - IN YOUR EXCLUSIVE MARKET.
FOR DETAILS CALL.

ZERO DIBI-MILAN (ITALY) - TEL. 02/4818087 - FAX 02/4989374

STATION REPORTS

SPAIN

RADIO MADRID/Madrid
Rafael Revert - Music Mgr
Power Play:
Duncan Dhu - Munda De Cristal
A List:
AD Apolos - Dancing With Apolos
Barricada - En Blanco Y Negro
Chesney Hawkes - I'm A Man
Corina - Temptation
El Galpe - Nos Queda La Noche
Los Confidentes - Describir
Los Inhumanos - Mas Vale Foca
Paula Abdul - The Promise Of A
PM Dawn - Set Adrift
Skid Row - In A Darkened Room

TOP 97.2/Madrid
Raul Marchant - Music Mgr
A List:
AD Este O Este - Malo Hora
Level 42 - Guaranteed
Objetivo Birmania - Y Yo Con Estos
Siouxie & The Banshees - Kiss

RADIO 16/Madrid
Jorge Anton - Prog Dir
Power Play:
AD Dave Stewart - Crown Of Huey Lewis - It Hit Me
Primitives - You Are The Way
Siouxie & The Banshees - Kiss
A List:
AD Pop De Block - Comodo
Skid Row - In A Darkened Room
Tahures Zurdos - Edipo

SWEDEN

CITY 103/Gothenburg
Lars Bodin - Music Dir
A List:
AD Airhead - Funny How
Bob Seger - The Real Love
Limbo - Uppa På Toppen
Lis Sorensen - 100 Gange Til
Reptile Smile - Wild Life
Robbie Nevil - Just Like You
Simple Minds - Stand By Love

RADIO P4/Lund
Camilla Mellner - Music Dir
Power Play:
AD Lis Sorensen - 100 Gange Til
Maria Carey - Emotions
A List:
AD Deacon Blue - Twist And Shout
Divinyls - Make Out Allright
Irma - Precis
Tom Petty - Into The Great

RADIO LIDINGO/Stockholm
Mikael Orjansberg - Dj/Producer
Power Play:
AD Culture Beat - No Deeper
A List:
AD BVSM - Hold Me
DJ LAZ - Mami El Negro
Marc Bolan - 20th Century Boy
Rumba Tres - Baila Mi Rumba
Stevie Nicks - Sometimes It's
Surf Turf - Lovely Little Love
Technotronic - Work

RIKSRADIO P3/KLANG & CO./Stockholm
Pontus Enhornig - Producer
A List:
AD Brendan Croker - Nothing But Time
Eva Dahlgren - Vem Tänder
Gregg Tripp - Time
Margaret Becker - Talk About Love

HIT FM/Stockholm
Johan B. Bring - Prog Dir
A List:
AD BVSM - Hold Me
Clubland - Hold On
De La Soul - Roller Skating
Elaine Page - Love Can Do That
Elevation 4th - Walking
Marky Mark - Good Vibrations
Robbie Nevil - Just Like You
Sanne Salomonsen - A Love
Surf Turf - Lovely Little Love
Technotronic - Work

RADIO MALMOHUS/Malmö
Olle Nilsson - Head Of Music
A List:
AD Buckaroo Beat - Rockin'
Crowded House - Four Seasons
Eva Dahlgren - Vem Tänder
Fabulous Thunderbirds - Sweet
Gipsy Kings - Baila Me
Irma - Precis
Katydids - Seesaw
Level 42 - Guaranteed
Lloyd Cole - She's A Girl
Mark Stevens - This Is The Way
Pelle Almgren - Vild MC Flicka
PM Dawn - Set Adrift
Suzzies Orkester - Han Malor
Troy Newman - Love Gets Rough

RADIO RYD/Linköping
Peter Barkland - Head Of Music
Power Play:
Irma - Precis
A List:
AD Color Me Badd - All 4 Love
Heavy D & The Boyz - Now That
Level 42 - Guaranteed
OMD - Pandora's Box

RADIO HUDDINGE/Stockholm
Robert Sehlberg - Prog Dir
Power Play:
AD Irma - Precis
Maria Carey - Emotions
A List:
AD Eva Dahlgren - Vem Tänder
Martika - Love Thy Will
Robbie Nevil - Just Like You
AL Peter LeMarc

NORWAY

RADIO VEST/Stavanger
Bjarte P Tjostheim - Head Of Music
A List:
AD Avalanche - Young Guns
Color Me Badd - All 4 Love
Eg & Alice - Indian
Henry Lee Summer - Till Somebody
Stevie Nicks - Sometimes It's

RADIO OSLO/Oslo
S.E. Sutterud - Prog Dir
A List:
AD Tin Machine - You Belong In

Utah Saints - What Can You Do
Vanessa Williams - Running Back
B List:
AD E.M.F. - Lies
Robbie Nevil - Just Like You

RADIO 102/Haugesund
Egil Houeland - Head Of Music
A List:
AD Hi-Five - I Like The Way
B List:
AD Bad English - Straight To The
Billy Falcon - Power Windows
Prince - Gett Off
Runrig - Hearthammer

RADIO NORD/Harstad
Tom Berg - Head Of Music
A List:
AD Tanya Tucker - Down To My Last

NRK-REPORT 1/Oslo
Vidar Lonn-Arneson - Producer
A List:
AD 38 Special - The Sound Of
3rd Bass - Pop Goes The Weasel
Bjelleklang - Komel Fra Lillestrom
De La Soul - Roller Skating
Michael Bolton - We're Not Making

NRK-REPORT 2/Oslo
Jan Rustad - Producer
Power Play:
Bad English - Straight To The
A List:
AD Amy Grant - Every Heartbeat
Commitments - Dark End Of The
Eg & Alice - Indian
Lisa Lisa - Let The Beat Hit 'Em
Lloyd Cole - She's A Girl
Stage Dolls - Love Don't Bother Me
Stevie Nicks - Sometimes It's
Sweetmouth - Home To Heartache

STUDENTRADIOEN/Tromsø
Rune Hagen - Head Of Music
A List:
AD Biosphere - Fairy Tale
Blur - Bang
Level 42 - Guaranteed
Squeeze - Sunday Street
Stage Dolls - Love Don't Bother Me

RADIO TRONDHEIM/Trondheim
John Branaes - Head Of Music
A List:
AD Barton/Petersen - Carry Your Heart
Bryan Adams - Everything I Do
Clannad - Both Sides Now
Jason Donovan - Any Dream Will
Stage Dolls - Love Don't Bother Me
Toni Childs - I've Got To Go
B List:
AD Bad English - Straight To The
Paulo Abdul - The Promise Of A

DENMARK

RADIO VIBORG/Viborg
Poul Faged - Head Of Music
A List:
AD Aaron Neville - Somewhere
Hanna Ragnarsdottir - Kærslighed
Oleta Adams - Get Here
R.E.M. - Near Wild Heaven
Rod Stewart - Broken Arrow

B List:
AD Army Of Lovers - Crucified
Bomb The Bass - Winter In July
Level 42 - Guaranteed
Lisa Lisa - Let The Beat Hit 'Em
Samantha Fox - Another Woman
Tanya Tucker - Down To My Last

ARHUS NAERRADIO/Århus
Ib Buch - Head Of Music
A List:
AD Celine Dion - The Last To Know
Jason Donovan - Happy Together
Julian Lennon - Saltwater
Miss B Haven - Vent Til Vi
Pavarotti - O Sole Mio
Robbie Nevil - Just Like You
Samantha Fox - Another Woman

DANMARKS RADIO/Copenhagen
Leif Wivelsted - Head Of Programmes
A List:
Amy Grant - Bobby Baby
Bryan Adams - Everything I Do
Guns N' Roses - You Could Be
Scorpions - Wind Of Change
AD Dire Straits - Calling Elvis

RADIO ABC/Randers
Stig Hartvig Nielsen - Prog Contr
A List:
AD Chess - I Wonder
Los Manolos - All My Loving
Roch Voisine - Helene
Roxette - The Big L
B List:
AD Johnny Nash - I Can See Clearly Now
Karyn White - Romantic

RADIO SYDKYSTEN/Copenhagen
Peter Hald - Head Of Music
A List:
AD Aaron Neville - Somewhere Somebody
Bass-O-Matic - Funky Love
Dire Straits - Calling Elvis
Jimmy Somerville - Run From
Julian Lennon - Saltwater
Katrina And The Waves - Pele
Kaya - Traffic Jam
Lagoon Cowboys - I Do U
Paula Abdul - The Promise Of A
Robbie Nevil - Just Like You

RADIO VICTOR/Esbjerg
Lars Meibom - Head Of Music
Power Play:
Color Me Badd - All 4 Love
A List:
AD Alberte - Tænder På Et Kys
Dire Straits - Calling Elvis
Karyn White - Romantic
Kaya - Traffic Jam
Lagoon Cowboys - I Do U
Lis Sorensen - 100 Gange Til
Michael Learns To Rock - I Still
Paula Abdul - The Promise Of A

RADIO HOLBAECK/Holbaeck
Stig Nielsen - Prog Dir
A List:
AD Crystal Waters - Makin' Happy
Dire Straits - Calling Elvis
Divinyls - Make Out Allright
Incognito - Always There
R.E.M. - Near Wild Heaven

FINLAND

DISCOPRESS/Tampere
Tuija Lindell - Co-Ord
A List:
Bryan Adams - Everything I Do
Crystal Waters - Gypsy Woman
De La Soul - Ring Ring Ring
KLF - Last Train To Transcentral
Technotronic - Move That Body

RADIO 100+/Tampere
Pentti Teravainen - Music Dir
A List:
AD Kaya - Traffic Jam
Martika - Love Thy Will

AUSTRIA

CD INTERNATIONAL/Vienna
Peter Lossack - Head Of Music
A List:
AD Billy Bragg - Sexuality
Bryan Adams - Everything I Do
Heavy D & The Boyz - Now That
B List:
AD ABC - Love Conquers All
Celine Dion - The Last To Know
Cola Boy - 7 Ways To Love
Divinyls - Make Out Allright
Extreme - More Than Words
Lamont Dozier - The Quiet
Michael Bolton - Time Love &
Scrini Politti - She's A Woman

SWITZERLAND

RADIO FOERDERBAND/Bern
Res Hassenstein - DJ/Co-Ord.
Power Play:
AD OMD - Pandora's Box
A List:
AD Brendan Croker - Nothing But Time
Foolhouse - Rosie Rosie
Gianna Nannini - Soridi
Patrick Bruel - Decale
DRS 3/Basel
Christoph Alispach - Music Co-Ord
A List:
AD Bomb The Bass - Winter In July
Element Of Crime - Mach Das Licht
Robyn Hitchcock - So You Think

COULEUR 3/Lausanne
Gerard Saudan - Head Of Music
Power Play:
L Kage - Passion'
AD Robyn Hitchcock - Vegetations
The Wendys - Something's
A List:
AD Blammo - I'm Spartacus
Blur - Bang
Chris Bailey - Marie Antionette
Doves - Beaten Up
Junior Reid - Babylon
Young Disciples - Move On

PORTUGAL

RFM/Lisbon
Pedro Tajar - Head Of Music
A List:
AD Jesus Jones - Right Here Right Now
St. Etienne - Nothing Can Stop

IRELAND

CENTURY RADIO/Dublin
Graeme Moreland - Dep Prog Contr
A List:
AD Cathy Dennis - Too Many Walls
Level 42 - Guaranteed

YUGOSLAVIA

STUDIO D/RADIO NOVO MESTO
Rasto Bozic - Dj/Producer
A List:
AD Ray Charles - Fresh Out
Sting - Mad About You

POLAND

POLSKIE RADIO 3/Warsaw
Marek Niedzwiecki - Producer
Power Play:
AD Deep Purple - Love Conquers All
A List:
AD Charltons - Over Rising
Level 42 - Guaranteed
Martika - Love Thy Will
Paula Abdul - The Promise Of A
Right Said Fred - I'm Too Sexy
Robbie Nevil - Just Like You

RADIO RMF/Krakow
Piotr Metz - Head Of Music
Power Play:
Maanam - Aniol
A List:
AD Roachford - Higher
Roxette - The Big L

B List:
AD Chlopzy Z Placu Broni - Kocham
Deacon Blue - Twist And Shout
Fat Lady Sings - Deborah
Kirsty MacColl - My Affair
Mariah Carey - Emotion
Rod Stewart - Broken Arrow
Tin Machine - One Shot

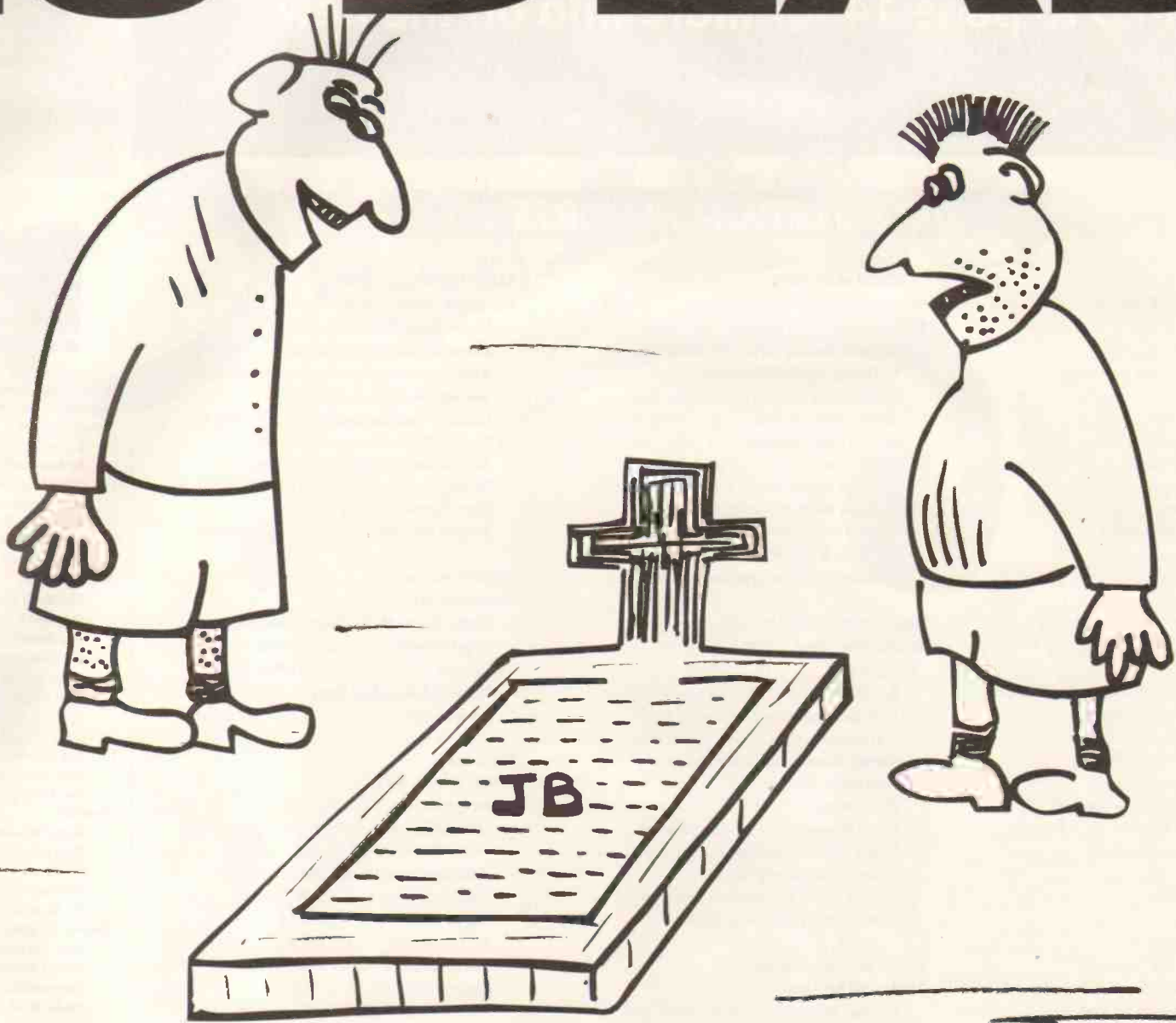
EUROPE

VOICE OF AMERICA/Washington
June Brown - Dir
B List:
AD Mariah Carey - Emotion

PURE



JAMES BROWN IS DEAD



L.A. STYLE

LICENSING AVAILABLE WORLDWIDE EXCEPT
U.K. • BENELUX • SPAIN • GAS • SCANDINAVIA • ZIMBABWE
CONTACT • **RAYMOND** • HITENSION

J.B. TASSIJSSTRAAT 52 • 2070 ZWIJNDRECHT
BELGIUM • TEL 03/252 88 82 • FAX 03/253 04 20
EXCLUSIVE BOOKING AGENT • ALAIN RAGHENO
METROPOLITAN ENTERTAINMENTS

TEL 32/3/231.36.28 • 3/233.26.86 • FAX 3/231.77.78

Q: All the info I need about the European radio industry in one compact reference book?

A: Flip to page 14 for more info on the new Eurofile Radio Industry Directory

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.

JAZZ STATION REPORTS

JAZZ FM/London

Malcolm Laycock - Prog. Controller

"Presenters Picks"

Kebyn Lettau- Kebyn Lettau [Nova]
Geoff Keezer- Here & Now [Blue Note]

"Somethin' Else"

Stanley Turrentine- Let It Go [Impulse]
Jerry Gonzalez- Earthdance [Sunnyside]
Freddie Hubbard- Bolivia [Limelight]
Courtney Pine- Within The Realms [Antilles]
James "Blood" Ulmer- Black & Blues [DIW]
Geri Allen- At The Vanguard [DIW]

WEAR FM/Sunderland

Alan Twelftree

"Jazz & Blues Etcetera:"

Illinois Jacquet- Loot To Boot [LRC]
Little Sonny- New King Of Blues Harmonica [Stax]
Humphrey Lyttelton- Rock Me Gently [Calligraph]
Roomful Of Blues- Hot Little Mama [Ace]
Lonnie Brooks- Satisfaction [Alligator]
Ricky Ford- Ebony Rhapsody [Candid]
Hank Marr- Greasy Spoon [Charly]
Georgie Fame- Cool Cat Blues [VeraBra]
Vince Jones/Grace Knight- Come In [Intuition]
Albert Collins- Iceman [Point Blank]

JAZZ WELLE PLUS/Munich

Hans Ruland - Prod.

Stan Getz- Serenity [Emarcy]
Chet Baker- In New York [Riverside]
Max Roach Quintet- Jazz In 3/4 Time [Mercury]
Ben Webster- No Greater Love [Black Lion]
Carla Bley- The Very Big Band [Watt]
Wolfgang Haffner- Should Have [Jazz 4 Ever]
Jerry Bergonzi- Standard Gong [Blue Note]
Dave Brubeck- Time Out [CBS]
Wynton Marsalis- Majesty Of The Blues [CBS]
Jimmy Hamilton- It's About Time [Prestige]

SDR/Stuttgart

Hans Thomas - Prod.

New Releases:

Mel Lewis Orch.- Definitive Thad Jones [Musicmaster]
Gerry Wiggins- At Maybeck Hall [Concord]
Gonzalo Rubalcaba- At Montreux [Blue Note]
Ralph Peterson- Folet [Blue Note]
Marlon Jordan- For You Only [Columbia]
Roy Hargrove- Public Eye [Novus]
Re-releases:
Henry Red Allen- World On A String [Bluebird]
Oscar Peterson- Quartet #1 [Verve]
Count Basie- In Sweden [Roulette]
Milt Jackson- Bag's Opus [Blue Note]
Gerry Mulligan- Songbook Vol.1 [Pacific Jazz]
Curtis Counce Group- Landslide [Contemporary]
Phil Woods- At The Showboat [Novus]

JAZZTIME NÜRNBERG

Walter Schätzlein - Prod.

Alfred Mangold - Presenter

Rashaan Roland Kirk- Complete Rec. [Mercury]
G. Hasler- Personal Notebook [Foolish Music]
Wroblewsky/Donner/Klemm [Blue Song]
All Star Groovin Jazz- Groovin' [T-Records]
Hirson/Goodman Duo- Paint It Blue [CRM]
Musato Imazu- What's A Melody [Fun House]
Takehiro Honda Trio- Back On My [Fun House]
Abdulah Ibrahim- Mantra Mode [Tiptoe]
George Gruntz Band- Blues 'N Dues [Enja]
Jiri Stivin & Co- Inspiration [Arta]
Bill Holman / Norwegian Radio Band [Taurus]

RADIO GONG 2000/Munich

Bob Borrink - Prod.

"Swing Time:"

Count Basie- One O'Clock Jump [Jazz Collection]
Jack Lemmon- Piano & Vocals [Laserlight]
K.Widmann- Die Grossen Tanzorchester [Musicolor]
Woody Herman- In Chemnitz [Jazz Door]
Mills Bros.- Close Harmony [Ranwood]
Rex Stewart- Berlin 1948 [Bluesong Semaphore]
Oscar Peterson- Compact Jazz [Mercury]
Kenny Blake- Interior Design [Heads Up]
Amani A.W. Murray [GRP]
Nat King Cole- Trouble With Me [Collection]
Natalie Cole- Unforgettable [Elektra]

RADIO BREMEN/Bremen

Torsten Müller - Prod.

Wynton Marsalis- Thick In The South [Columbia]
Wynton Marsalis- Levee Low Moan [Columbia]
Gary Bartz- There Goes The Neighborhood [Candid]
John Coltrane- Ballads [Impulse]
Michael Marcus- Under The Wire [Enja]
Ray Anderson- Wishbone [Grammavision]
Christopher Holliday- Natural Moment [Novus]
Steve Lacy/Evan Parker- Chirps [FMP]
Kenny Barron- Quickstep [Enja]
Horace Tapscott- West Coast Hot [Novus]

RADIO CENTRO SUOMO/Rome

Alberto Castelli - Prog, Dir.

Chick Corea- Beneath The Mask [GRP]
Wynton Marsalis- Uptown Ruler [Columbia]
McCoy Tyner- New York Reunion [Chesky]
David Sanborn- Another Hand [Elektra]
Harper Bros.- Artistry [Verve]
Joao Gilberto- Joao [Verve]
Tom Scott- Keep This Love Alive [GRP]
Pat Coil- Steps [Sheffield Lab]
Michael Petruccianni- Playground [Blue Note]
James Moody- Honey [Novus]

RADIO MONTECARLO/Milan

Novella Massaro - Prod.

Kebyn Lettau- Kebyn Lettau [Nova]
Diane Schuur- Pure Schuur [GRP]
Andy Summers- World Gone Strange [Private]
Joe Sample- Ashes To Ashes [WEA]
Deborah Henson-Conant- Talking Hands [GRP]
Tom Scott- Keep This Love Alive [GRP]
Freddie Ravel- Midnight Passion [Polygram]
Manhattan Transfer- Offbeat [Columbia]
Gary Burton- Cool Nights [GRP]
Miriam Makeba- Eyes On Tomorrow [Polydor]

CFNB/Brunssum

Chris Lark - DJ

Benny Carter Meets Oscar Peterson [Pablo]
Nigel Kennedy- Plays Jazz [Chandos]
Various- Jazz Club Mainstream [Vocal] [Verve]
The Sarah Vaughan Story [Deja Vu]
Various- Coming Home To The Blues [Music Club]

BRF/Eupen

Walter Eicher - Prod.

Incognito- Inside Life [Talkin' Loud]
Lonnie Plaxico- West End Avenue 2 [Nabel]
Omar- There's Nothing Like [Talkin' Loud]
Klaus Ignatzek Group- The Spell [Nabel]
Soundtrack- Too Hot To Handle [Intercord]
Jerry Granelli- One Day [Pacific]
Schnuckenack- Ungarische Romanze [Mediaphon]
David Sanborn- Another Hand [Elektra]
Stadtgarten- Series Vol.4 [JHM]
Paris All-Stars- Homage To Charlie Parker [A+M]

JAZZ SCENE/Oslo

David Fishel - Prod.

Chris Hunter- I Want You [Bellaphon]
Chick Corea- Beneath The Mask [GRP]
Manhattan Jazz Quintet- Funky Strut [Bellaphon]
Rippingtons- Curves Ahead [GRP]
Andy Summers- World Gone [Private Music]
Rick Margitza- Hope [Blue Note]
Joni Gordon- Beginnings & Endings [Taurus]
Eivind Sannes- Sandu [Gemini]
David Sanborn- Another Hand [Elektra]
Natalie Cole- Unforgettable [Elektra]

ORF/Vienna

Giselher Smekal - Prod.

W.R.Langer - Presenter

Seldon Powell Sextet- 11th Hour Blues [Sonet]
Gerry Mulligan- Mulligan Stew [Verve]
Lucky Thompson Quintet- Tom Kattin' [JASM]
Ornette Coleman- Skies Of America [Columbia]
Joni Mitchell- Mingus [Asylum]
Kieth Jarrett- Kyoto [ECM]
Gaetano Liguori- Cile Libero [PDV]



MTV EUROPE/London

Brian Diamond - Prog Dir

Heavy Rotation

Bryan Adams- Everything I Do
DJ Jazzy Jeff- Summertime
Gipsy Kings- Bailo Me
Guns N' Roses- You Could Be
Heavy D & The Boyz- Now That
Metallica- Enter Sandman
Prince- Gett Off

Active Rotation

C&C Music Factory- Things That
Cher- Love & Understanding
Dire Straits- Calling Elvis
Incognito- Always There
Lenny Kravitz- It Ain't Over
Marc Cohn- Walking In Memphis
OMD- Pandora's Box
Omar- There's Nothing Like
Rod Stewart- The Motown Song
Seal- The Beginning
Tom Petty- Learning To Fly

Buzz Bin

Army Of Lovers- Crucified
Nine Inch Nails- Head Like
PM Dawn- Set Adrift
Shamen- Move Any Mountain
Tin Machine- You Belong In
Medium Rotation
Color Me Badd- I Wanna Sex
Crystal Waters- Gypsy Woman
Extreme- More Than Words
Paula Abdul- Rush Rush
R.E.M.- Shiny Happy People

Break Out

Alice Cooper- Hey Stoopid
Black Crowes- Hard To Handle
Bomb The Bass- Winter In July
Chris Whitley- Living With
Dan Reed Network- Mix It Up
Deacon Blue- Twist And Shout
Divinyls- Make Out Allright
Gianna Nannini- Soridi
Huey Lewis- It Hit Me
Les Satellites- Minie Moog
Level 42- Guaranteed
Lloyd Cole- She's A Girl
Midge Ure- Cold Cold Heart
Paula Abdul- The Promise Of A
Queensryche- Jet City Woman
R.E.M.- Near Wild Heaven
Rolling Stones- Sex Drive
Roxette- The Big L
Simple Minds- Stand By Love
Zucchero- Wonderful World

Prime Break Out

Amy Grant- Every Heartbeat
Color Me Badd- All 4 Love
De La Soul- Roller Skating
Kaoma- Danca Tago-Mago
Lisa Lisa- Let The Beat Hit 'Em
Martika- Love Thy Will

HOT

JUST RELEASED

Samba

LICENSING AVAILABLE PLEASE CONTACT:
RAYMOND - J.B. TASSIJSSTRAAT 52
2070 ZWIJNDRECHT - BELGIUM
TEL 03/252.88.82
FAX 03/253.04.20



ALAIN RAGHENO EXCLUSIVE BOOKING AGENT
METROPOLITAN ENTERTAINMENTS:
TEL 32/3/231.36.28 - 3/233.26.86
FAX 3/231.77.78

TO STAY IN TUNE WITH EUROPE'S RADIO NEWS, LEARN 20 LANGUAGES.



OR SIMPLY READ MUSIC & MEDIA.



To stay in touch with Europe's music and broadcasting industries, you could spend hours studying all sorts of national trade publications. Unless you read Music & Media, Europe's music radio newsweekly.

Music & Media keeps you up-to-date, with the LATEST INDUSTRY NEWS on 20 national markets. With WEEKLY STATION REPORTS, reflecting airplay on Europe's leading radio stations and regular features on



programming, marketing and management. Music & Media also gives you the Coca-Cola Eurochart Hot 100 Singles, compiled in association with Buma/Stemra, as well as complete radio airplay charts.

Already MORE THAN 32,000 radio programmers and top decision makers in your industry read Music & Media, the compact guide that EVERYONE can understand. Subscribe today and save 20%! Complete and return the coupon below, or call (+31) 20.669 1961.

Yes! I want to subscribe to Music & Media and save 20%. My subscription will begin once payment is received.

Name _____
 Company _____
 Position _____
 Address _____
 Zip code/City _____
 Country Telephone Fax _____
 Type of business _____

Subscription rate	1 year	2 years
Benelux	Dfl 397.-	675.-
Germany	DM 399.-	678.-
Austria	OS 2800.-	4760.-
Switzerland	Sfr 337.-	573.-
UK	£ 135.-	230.-
France	Ffr 1395.-	2372.-
Rest of Europe	US\$ 249.-	423.-
USA/Canada	US\$ 270.-	459.-
Other countries	US\$ 288.-	490.-

Enter my subscription
 Immediately (total payment enclosed)
 Invoice me
 Charge my creditcard
 American Express
 Master Card/
 Eurocard (Access)
 Diners Club
 Visa

Card nr. _____
 Card expires _____
 Date _____
 Signature _____

Send to Music & Media, Rijnsburgstraat 11, 1059 AT Amsterdam, The Netherlands.





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	10 (Everything I Do) I Do It For You Bryan Adams - A&M (MCA/Rondor/Zomba)	UK,D,B,NL,A,CH,S,PK,IR,N,SF,I	35	44 7 Do The Limbo Dance David Hasselhoff - White Records/Ariola ("Young" Musikverlag)	D,A	69	61 18 Fading Like A Flower (Every Time You Leave) Roxette - EMI (EMI)	DA,CH
2	9 You Could Be Mine Guns N' Roses - Geffen (Warner Chappell)	UK,D,B,NL,E,A,CH,S,PK,IR,N,SF,I	36	25 15 Rush Rush Paula Abdul - Virgin America (EMI Songs)	F,D,B,S,DK,GR	70	70 7 All My Loving Los Manolos - RCA (Northern Songs)	B,NL,E
3	18 2 Calling Elvis Dire Straits - Vertigo (Chariscourt/Rondor)	UK,D,B,NL,CH,S,PK,IR,N,SF,I	37	46 2 Stand By Love Simple Minds - Virgin (Virgin)	UK,DK,IR	71	45 4 Guaranteed Level 42 - RCA (Findhaven/WC/Island/BMG)	UK,B,NL,DK
4	3 12 More Than Words Extreme - A&M (Rondor)	UK,D,B,NL,A,CH,S,PK,IR,N,SF	38	56 10 Tell Me Bonita Dana Dawson - Columbia (Sony)	F,B	72	NE Lies E.M.F. - Parlophone (Warner Chappell)	UK,IR
5	4 17 Gypsy Woman (La Da Dee La Da Da) Crystal Waters - Mercury/A&M (BMG Music/Basement Boys)	F,D,B,E,A,CH,S,PK,DK,I	39	33 9 Love And Understanding Cher - Geffen (EMI)	UK,D,B,NL,A,DK	73	65 6 Né En 17 A Leidenstadt Fredericks, Goldman & Jones - Epic (JRG/Marc Lumborgso)	F
6	5 21 Senza Una Donna (Without A Woman) Zucchero Fornaciari & Paul Young - London (WC/PolyGram/EMI)	F,D,B,A,CH,S,DK,N	40	42 10 Always There Incognito feat. Jocelyn Brown - Talkin' Loud (Carlin)	D,B,NL	74	NE Good Vibrations Marky Mark & The Funky Bunch feat. L.Holloway - Interscope (WC/EMI)	UK
7	7 9 Now That We Found Love Heavy D & The Boyz - MCA (Warner Chappell)	UK,D,B,NL,CH,S,DK,N	41	34 3 Regrets Mylene Farmer & Jean-Louis Murat - Polydor (Requiem Publishing)	F,B	75	81 2 Mind The Farm - Produce (Virgin)	UK,IR
8	11 2 Gett Off Prince And The New Power Generation - Paisley Park (Warner Chappell)	UK,D,B,NL,S,DK,IR,N,SF	42	80 2 Insanity Oceanic - Dead Dead Good (DDGR)	UK	76	64 12 Any Dream Will Do Jason Donovan - Really Useful (Really Useful)	UK,D,B,A
9	9 6 I'm Too Sexy Right Said Fred - Tug (Hit & Run)	UK,B,IR,N	43	37 22 Sailing On The Seven Seas O.M.D. - Virgin (Raw Unlimited/Virgin)	D,A,S	77	90 6 Taras E Manias Marco Paulo - EMI (EMI Songs)	P
10	6 33 Wind Of Change Scorpions - Mercury (PolyGram Music)	D,A,CH,S,DK	44	38 9 Things That Make You Go Hmmm.... C&C Music Factory feat. Freedom Williams - Columbia (Virgin)	UK,D,NL,CH,S,IR	78	RE Work TechnoTronic feat. Reggie - ARS (MCA)	B,CH,PSF
11	15 5 Bacardi Feeling (Summer Dreaming) Katę Yanai - WEA (La Frette Music Paris)	D,A,CH	45	32 13 Send Me An Angel Scorpions - Mercury (PolyGram Music)	F,B,NL	79	78 6 Twist & Shout Deacon Blue - Columbia (Poor)	UK,IR
12	40 3 Charly Prodigy - XL (Copyright Control)	UK,IR	46	48 9 Le Dormeur Pleasure Game - Touch Of Gold (Scorpio/Now Disc)	F,B	80	NE Be Young, Be Foolish, Be Happy Sonia - I.Q. (Lowery/BMG)	UK
13	14 5 Enter Sandman Metallica - Vertigo (Creeping Death/PolyGram)	D,B,NL,CH,S,DK,N,SF	47	76 2 What Can You Do For Me Utah Saints - frr (CC/PolyGram/DnA/BMG)	UK,IR	81	87 6 Ala Li Là (Segã) Denis Azor - Ala Bianca (Ala Bianca/Aisha Music)	F,B
14	13 14 La Zoubida Lagaf - Flarenasch (Copyright Control)	F,B	48	43 15 Bow Down Mister Jesus Loves You - More Protein (Virgin)	D,A,CH	82	73 6 Décale Patrick Bruel - RCA (14 Productions)	F
15	10 6 All 4 Love Color Me Badd - Giant (Rondor)	UK,D,B,NL,IR	49	35 5 A Roller Skating Jam Named "Saturdays" De La Soul - Tommy Boy (Various)	UK,D,B,NL,DK,SF	83	57 8 The Beginning Seal - ZTT/WEA (Beethoven Street/Perfect)	D,NL,S,P
16	16 13 Auteuil, Neuilly, Passy (Rap B.C.B.G) Les Inconnus - Productions Ledermann (Ledermann)	F,B	50	58 8 Pandora's Box O.M.D. - Virgin (Virgin)	UK,D,B,S	84	63 13 E Vado Via Felix Gray & Didier Barbelivien - Multi/Talar (Zone Musique)	F,B
17	19 6 Danca Tago Mago Kaoma - Columbia (Adageo/BM Productions)	F,B,NL,P	51	52 3 Cold, Cold Heart Midge Ure - Arista (Mood/Warner Chappell)	UK,IR	85	51 11 Chorus Erasure - Mute (Sonet/Sony)	D,A,CH,GR
18	8 21 The Shoop Shoop Song (It's In His Kiss) Cher - Epic (Alley/Trio/Hudson Bay)	D,B,A,CH,S,DK	52	68 3 Aloha Heja He Achim Reichel - WEA (Gorilla Musik)	D	86	85 3 Misery Indra - Carrere (Carrere/Orlando)	F
19	17 16 I Wanna Sex You Up Color Me Badd - Giant (Hip Hop/Hifrost)	F,D,B,A,CH,S,DK,SF	53	29 9 Dis Moi Bébé Benny B - PLR (PLR)	F,B	87	RE Where Does My Heart Beat Now? Celine Dion - Columbia (CBS Music)	UK,F
20	27 3 Sunshine On A Rainy Day Zoe - W.A.U./Mr Modo/M&G (EG/BMG/Copyright Control)	UK,IR	54	49 20 Ring Ring Ring (Ha Ha Hey) De La Soul - Tommy Boy (WC/Tea Girl/Curio/Chelsea/Island/MCA)	F,D,A,CH,GR	88	98 3 Logo Que Passe A Monção Rui Veloso - EMI (EMI Songs)	P
21	12 4 Set Adrift On Memory Bliss PM Dawn - Gee Street (MCA/Reformation)	UK,IR	55	59 16 Shiny Happy People R.E.M. - Warner Brothers (Warner Chappell)	D,A,S,P	89	60 27 Joyride Roxette - EMI (Jimmy Fun Music)	F,D,P
22	21 26 Losing My Religion R.E.M. - Warner Brothers (Warner Chappell)	F,A,DK	56	62 13 Hijo De La Luna Mecano - RCA (Ba Ba Blaxi Music)	F	90	NE Hard To Handle The Black Crowes - Def American (Carlin)	UK
23	28 6 Ich Bin Der Martin, Ne Dieter Krebs & Gundula - RCA (EMI Music)	D	57	72 8 Burbujas De Amor Juan Luis Guerra & 4.40 - Karen (Karen)	B,NL	91	RE My Day Will Come The Dinky Toys - EMI (EMI)	B
24	22 17 Baby Baby Amy Grant - A&M (Age To Age/Edward Grant/Yellow Elephant)	D,B,A,CH,S,DK,N	58	47 23 Désenchantée Mylene Farmer - Polydor (Requiem Publishing)	F,D,B,A	92	100 2 Here I Am (Come And Take Me) UB40 - Virgin (Burlington/B & C Music)	F
25	36 3 Love...Thy Will Be Done Martika - Columbia (Warner Chappell)	UK,NL,IR,SF	59	79 5 J'Ai Des Doutes Sarah Mandiano - Polydor (Kondo Music)	F,B	93	NE Sometimes It's A Bitch Stevie Nicks - EMI (PolyGram)	UK
26	24 14 Saga Africa Yannick Noah - Carrere (Copyright Control)	F	60	NE James Brown Is Dead LA Style - Decadance (Orfa/Hi-Tension)	B	94	94 2 No Coke Dr. Alban - SweMix (SweMix Publishing)	B,E,P,GR
27	20 5 Summertime DJ Jazzy Jeff & The Fresh Prince - Jive (Various)	UK,D,NL,CH,S	61	66 10 Rapput (Senza Fiato) Claudio Bisio - Epic (Aspirine/Sony)	I	95	91 2 We Need Freedom Antico - Max (Copyright Control)	E,I
28	23 19 Last Train To Trancentral/The Iron Horse The KLF - KLF Communications (EG/Zoo/WC/Wandee/BMG)	D,B,E,A,CH,S,PK,GR	62	NE Word Is Out Kylie Minogue - PWL (All Boys Music)	UK,IR	96	84 16 Move That Body TechnoTronic feat. Reggie - ARS (ADM/SOF)	F,E,GR
29	54 2 I'll Be Back Arnee & The Terminators - Epic (Virgin)	UK	63	NE Let's Talk About Sex Salt-N-Pepa - frr (Next Plateau/All Boys)	UK,IR	97	NE You Belong In Rock N' Roll Tin Machine - London (Various)	UK
30	39 7 Move Any Mountain - Progen 91 The Shamen - One Little Indian (Amokhasong)	UK,B,NL,S,IR,SF	64	67 12 The Motown Song Rod Stewart - Warner Brothers (MCA/Geffen)	D,A,S	98	69 4 Love's Unkind Sophie Lawrence - I.Q. (Various)	UK
31	31 3 Happy Together Jason Donovan - PWL (EMI)	UK,IR	65	50 5 Every Heartbeat Amy Grant - A&M (Various)	UK,D,S	99	95 13 It Ain't Over 'Til It's Over Lenny Kravitz - Virgin America (Miss Bessie Music)	F,D
32	55 3 20th Century Boy Marc Bolan & T-Rex - Marc On Wax (Wizard)	UK,DK,IR,SF	66	71 10 Omåomigen Pelle Almgren & Wow Liksom - Metronome (Sonet)	S	100	93 18 Promise Me Beverly Craven - Epic (Warner Chappell)	F
33	30 6 Winter In July Bomb The Bass - Rhythm King/Epic (Rhythm King/Virgin/CC)	UK,B,NL,SF	67	41 13 Bobby Brown Goes Down Frank Zappa - Reel Records (Weinberger)	D,A	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	26 6 Baila Me Gipsy Kings - P.E.M./Columbia (PEM)	F,D,B,NL,P,GR	68	53 10 Les Brouillards De Londres Thierry Hazard - Columbia (Sony)	F	○ = FAST MOVERS NE = NEW ENTRY RE = RE-ENTRY		

The Eurochart Hot 100 Singles is compiled by BPI Communications BV in cooperation with Buma/Stemra and based on the following national singles sales charts: MRIB (UK); Bundesverband Der Phonographischen Wirtschaft/Media Control/Musikmarkt (West Germany); Europe 1/Canal Plus/Tele7Jours (France); RAI Stereo Due/Musica E Dischi/Mario De Luigi (Italy); Stichting Nederlandse Top 40 (Holland); SABAM/IFPI (Belgium); GfK/IFPI (Sweden); IFPI/Johan Schlueter (Denmark); VG (Norway); Gallup/AFYVE (Spain); Seura/IFPI (Finland); IFPI (Ireland); UNEVA (Portugal); Austria Top 30 (Austria); Media Control/Musikmarkt (Switzerland); IFPI (Greece).

THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED
1	25 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	34 23 Soundtrack - The Doors The Doors - Elektra	F.D.B.NL.E.CH.DK.SF	69	73 8 Thierry Hazard Pop Music - Columbia	F
2	2 3 Metallica Metallica - Vertigo	UK.D.B.NL.A.CH.S.DK.I.N.SF.Ir	36	38 27 Soundtrack - Grease Grease - Polydor ●	F.B.NL.E	70	48 10 Marillion Holidays In Eden - EMI	D.NL.CH.S
3	3 42 Scorpions Crazy World - Mercury ▲	F.D.B.NL.A.CH.S.DK.I.N.GR	37	35 16 Bob Marley Legend - Island	UK.B.NL	71	80 4 Bryan Adams Reckless - A&M	UK.NL.DK.Ir
4	4 9 Gipsy Kings Este Mundo - Columbia	F.D.B.NL.E.A.CH.S.P.DK.I.SF.GR	38	NE 21 Soundtrack - 21 Jump Street II 21 Jump Street II - Control	D	72	92 3 Crystal Waters Surprise - A&M PM	D.E.A.CH.PDK
5	5 11 Cher Love Hurts - Geffen	UK.D.B.NL.A.CH.S.DK.N.SF.Ir	39	32 13 Deacon Blue Fellow Hoodlums - Columbia	UK	73	65 20 The Stranglers Greatest Hits 1977-1990 - Epic	UK
6	6 22 Roxette Joyride - EMI ▲	UK.D.B.NL.E.A.CH.S.PDK.N.SF.GR.Ir	40	40 88 Patrick Bruel Alors Regarde - RCA ▲	F.B	74	69 9 Soundtrack - Buddy's Song Buddy's Song - Chrysalis	D.A.DK.SF
7	7 15 Seal Seal - ZTT/WEA	UK.F.D.B.NL.A.CH.S.DK.GR.Ir	41	28 10 Yello Baby - Mercury	D.NL.A.CH.S.GR	75	66 23 Dr. Alban Hello Afrika - Swemix	D.PDK.GR
8	8 23 Rod Stewart Vagabond Heart - Warner Brothers	UK.F.D.B.A.CH.S.DK.N.SF.Ir	42	37 38 Enigma MCMXC A.D. - Virgin ▲	UK.F.E.PDK	76	77 3 The Saw Doctors If This Is Rock & Roll - Solid	Ir
9	9 24 Eurythmics Greatest Hits - RCA ▲2	UK.D.B.NL.E.A.CH.S.DK.GR.Ir	43	43 17 Gino Paoli Matto Come Un Gatto - WEA	I	77	81 3 Paolo Vallesi Paolo Vallesi - Sugar/PolyGram	I
10	11 8 Tom Petty & The Heartbreakers Into The Great Wide Open - MCA	UK.D.NL.A.CH.S.PDK.N.SF.GR.Ir	44	49 9 Elmer Food Beat Je Vais Encore Dormir Seul Ce Soir - Off The Track	F	78	83 9 Fiorello Veramente Falso - Epic	I
11	10 17 O.M.D. Sugar Tax - Virgin	UK.D.A.CH.S.DK.Ir	45	44 4 Achim Reichel Melancholie Und Sturmflut - WEA	D	79	NE Live '91 - HKM	B.NL
12	23 2 Andrew Lloyd Webber Joseph & The Amazing Technicolor Dreamcoat - Really Useful	UK.Ir	46	50 13 Felix Gray & Didier Barbelivien Les Amours Cassees - Talar	F.B	80	96 3 Spagna No Way Out - Columbia	I
13	13 18 Michael Bolton Time, Love & Tenderness - Columbia	UK.D.E.CH.S.PDK.N.GR	47	55 11 Van Halen For Unlawful Carnal Knowledge - Warner Brothers	D.NL.A.CH.S.SF.GR	81	68 22 Rolling Stones Flashpoint - Columbia ●	F.D.NL.GR
14	15 12 Extreme Extreme II Pornografiti - A&M	UK.D.B.NL.A.CH.DK.N.SF.Ir	48	30 27 Chris Rea Auberge - East West	UK.D.B.NL.SF	82	76 5 Cathy Dennis Move To This - Polydor	UK
15	NE Blur Leisure - Food	UK	49	54 8 Los Manolos Pasion Condal - RCA	E	83	58 5 Herbert Grönemeyer 4630 Bochum - Electrola	D
16	14 9 Alice Cooper Hey Stoopid - Epic	D.B.NL.A.CH.S.DK.N.SF.GR	50	62 2 Bomb The Bass Unknown Territory - Rhythm King/Epic	UK.NL	84	RE Roger Whittaker The Very Best Of Roger Whittaker - Polydor	A.DK
17	17 21 Simple Minds Real Life - Virgin	UK.F.D.E.CH.PDK.I	51	57 5 Soundtrack - Robin Hood: Prince Of Thieves Robin Hood: Prince Of Thieves - Morgan Creek	UK.B.NL.S.DK.NL	85	78 42 Phil Collins Serious Hits...Live! - Virgin/WEA	UK.D.B.NL.DK
18	12 8 Luciano Pavarotti The Essential Pavarotti II - Decca	UK.Ir	52	41 26 Marco Masini Malinconia - Ricordi	I	86	84 2 Lars Lilholt Band Med Natten Mod Vest - PolyGram	DK
19	20 28 Juan Luis Guerra & 4.40 Bachata Rosa - Karen	B.NL.E.P	53	75 12 Skid Row Slave To The Grind - Atlantic	D.A.CH.S.DK.SF	87	85 9 Status Quo Rocking All Over The Years - Vertigo	E
20	19 3 Color Me Badd C.M.B. - Giant	UK.D.NL.A.DK.Ir	54	51 5 C&C Music Factory Gonna Make You Sweat - Columbia	UK.GR	88	53 16 De La Soul De La Soul Is Dead - Tommy Boy	D.NL.A.DK.GR
21	16 12 Zucchero Fornaciari Zucchero - London	F.D.B.NL.CH.S.DK.N.GR	55	56 6 Julio Iglesias The 24 Greatest Songs - Columbia	B.NL	89	64 16 Umberto Tozzi Gli Altri Siamo Noi - CGD	I
22	18 18 Mylene Farmer L'Autre - Barclay ●	F.D.B	56	59 9 Francois Feldman Magic' Boulevard - Philips	F	90	42 12 Kraftwerk The Mix - EMI	D.A.S
23	21 15 Beverley Craven Beverley Craven - Epic	UK.F.D.CH	57	61 27 Juan Luis Guerra & 4.40 Ojala Que Luevva Cafe - Karen	E	91	82 2 Elton John The Very Best Of... - Rocket ▲5	UK.D.B.E.DK
24	24 22 Lenny Kravitz Mama Said - Virgin America	UK.F.D.B.NL.CH.S.DK.GR	58	NE All About Eve Touched By Jesus - Vertigo	UK	92	88 6 Meatloaf Bat Out Of Hell - Epic	UK
25	25 11 Mecano Aidalai - Ariola	F.B.E.CH	59	47 3 Soundtrack - 21 Jump Street 21 Jump Street - Control	D	93	91 8 Soundtrack - Skateboard VII Skateboard VII - Blanco Y Negro	E
26	26 33 Fredericks, Goldman & Jones Fredericks, Goldman & Jones - Columbia ▲	F.B	60	46 14 Beach Boys Very Best Of - Capitol	D.NL.A.S.DK.SF	94	NE Young Disciples Road To Freedom - Talkin' Loud	UK
27	22 26 The KLF The White Room - KLF Communications	UK.F.D.B.NL.DK.SF.GR	61	63 89 UB40 Labour Of Love II - Virgin	F	95	86 10 Foreigner Unusual Heat - Atlantic	D.CH
28	29 7 Natalie Cole Unforgettable - Elektra	UK.D.B.NL.S.PDK.NL	62	45 32 Sting The Soul Cages - A&M ▲	F.D.GR.I	96	93 7 Bad Boys Blue The Best Of - Coconut/Ariola	SF
29	27 14 Paula Abdul Spellbound - Virgin America	UK.D.B.NL.S.DK.GR	63	60 48 AC/DC The Razor's Edge - Atco	D.DK	97	94 7 Gert En Samson Gert En Samson - CNR	B
30	NE BAP Affrocks - Electrola	D	64	67 2 Dana Dawson Paris, New York And Me - Columbia	F	98	70 12 Sanne Where Blue Begins - Virgin	S.DK
31	33 4 Marc Cohn Marc Cohn - Atlantic	UK.D.Ir	65	90 3 ABC Abracadabra - Parlophone	D.Pl	99	52 3 Voice Of The Beehive Honey Lingers - London	UK
32	39 41 Madonna The Immaculate Collection - Sire	UK.B.NL.Ir	66	71 9 The Jam Greatest Hits - Polydor	UK	100	97 5 Carreras/Domingo/Pavarotti In Concert - Decca	UK.D.DK
33	31 7 Amy Grant Heart In Motion - A&M	UK.D.CH.S.DK.N	67	72 16 Sergio Dalma Sintiendonos La Piel - Horus	E			
34	36 10 Stephan Eicher Engelberg - Barclay	F.CH	68	79 11 Adriano Celentano Il Re Degli Ignoranti - Clan	I			

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

NEW FORMS OF OFF-AIR GIVEAWAYS

Adults Mostly Unaffected By Competitions

by Lisa Nordmark

A recent poll by Denver-based Paragon Research shows that radio competitions (contests) not only appeal to a small minority of adult listeners, but seem to have little effect in building mature audiences. An overwhelming majority (82%) of 437 18-64 year-olds who listen to radio at least an hour a day would prefer to hear music rather than a contest. With questions paraphrased from Paragon's analysis, the survey results follow below:

How would you classify your level of competition participation?

Players	8%
Listeners	45%
Avoiders	41%

How do you feel about the number of contests on the radio?

Too few	2%
Too many	36%
Satisfied as is	49%

Do contests affect your radio listening pleasure?

No effect	62%
Detract	18%
Augment	19%

If you had a choice between radio stations playing more music instead of running another contest, which would you choose?

More music	82%
------------	-----

Keep the contest 13%

Would you prefer contests that offer 100 opportunities to win US\$100, versus one chance to win \$10,000?

More smaller prizes	52%
One big prize	37%

When a station you normally listen to is running a contest, do you find yourself listening to the station...

More	14%
Less	11%
Same	73%

Have you ever listened to a station you would not normally listen to because the station was running a contest?

Yes 12%
No 87%

How often do you tune in to a station specifically to participate in a contest?

Often	4%
Sometimes	17%
Never	78%

The above statistics might well sharply differ from the opinions of teenagers, long known to be active contest participants. Well-marketed competitions using television or telemarketing that offer unusual incentives to listen, such as houses, huge sums of money, trips around the world or one-of-a-kind prizes, also seem to generate more positive response.

McVay Media marketing/ promotion consultant Dan Garfinkel observes, "A good contest cannot sustain the ratings of a poorly programmed or marketed radio station. However, a well-executed contest can bring new come into a station and spike the ratings. The contest should not only appeal to the target audience, it must be properly communicated and extremely accessible to listeners."

Off-Air Alternatives For Competitions

Cambria, CA-based consultant E. Karl observes, "Off-air giveaways are fast replacing on-air giveaways for stations that make 'no contests, no games, no gimmicks' part of their positioning. Most 'prizes' now appear as valuable (really valuable) coupons in database direct-mail letters. Radio salespeople are used to being persuaded into promising giveaways in order to get in on time buys, and the 'no contest' positioning has forced them to look for other ways to keep clients happy.

"Gathering up to a half-dozen valuable coupons for a mailing insert, the 'gifts' are enclosed in an envelope within the direct mail envelope that still is a stand-alone pitch for the radio station. Other off-air giveaways include cash, trips, and cars given away only to those returning 'comment cards', with none of the legendary 'mentions' on the air clients have demanded for so long.

"The traditional 'prize closet' appears to be fast becoming the 'prize envelope' for stations that want to keep their air product as clean and uncluttered as possible."

SINGLES

Billboard

ALBUMS

© 1991, Billboard/BPI Communications, Inc.

TW	LW	Artist/Title	Label	ECO
1	2	PAULA ABDUL/The Promise Of A New Day	Captive	
2	6	COLOR ME BADD/I Adore Mi Amor	Giant	
3	1	BRYAN ADAMS/(Everything I Do) I Do It For You	A&M	
4	3	BOYZ II MEN/Motownphilly	Motown	
5	4	C&C MUSIC FACTORY/Things That Make You Go Hmmm...	Columbia	
6	11	MARKY MARK & THE FUNKY BUNCH/Good Vibrations	Interscope	
7	9	MICHAEL BOLTON/Time, Love And Tenderness	Columbia	
8	7	SEAL/Crazy	Sire	UK
9	12	CATHY DENNIS/Too Many Walls	Polydor	UK
10	5	THE KLF/3 A.M. Eternal	Arista	UK
11	16	ROD STEWART/The Motown Song	Warner Brothers	
12	18	FIREHOUSE/Love Of A Lifetime	Epic	
13	10	HI-FIVE/I Can't Wait Another Minute	Jive	
14	17	HEAVY D. & THE BOYZ/Now That We Found Love	Uptown	
15	8	SCORPIONS/Wind Of Change	Mercury	D
16	22	R.E.M./Shiny Happy People	Warner Brothers	
17	26	MARIAH CAREY/Emotions	Columbia	
18	13	AMY GRANT/Every Heartbeat	A&M	
19	24	BONNIE RAITT/Something To Talk About	Capitol	
20	14	NATALIE COLE/Unforgettable	Elektra	
21	23	HUEY LEWIS & THE NEWS/It Hit Me Like A Hammer	EMI	
22	28	NATURAL SELECTION/Do Anything	EastWest	
23	27	KARYN WHITE/Romantic	Warner Brothers	
24	15	ROXETTE/Fading Like A Flower (Every Time You Leave)	EMI	S
25	29	EXTREME/Hole Hearted	A&M	
26	30	AARON NEVILLE/Everybody Plays The Fool	A&M	
27	21	D.J. JAZZY JEFF & THE FRESH PRINCE/Summertime	Jive	
28	19	LENNY KRAVITZ/It Ain't Over 'Til It's Over	Virgin	
29	35	METALLICA/Enter Sandman	Elektra	
30	20	WHITNEY HOUSTON/My Name Is Not Susan	Arista	
31	32	THE ESCAPE CLUB/I'll Be There	Atlantic	
32	34	MARTIKA/Love... Thy Will Be Done	Columbia	
33	36	.38 SPECIAL/The Sound Of Your Voice	Charisma	
34	39	TAMI SHOW/The Truth	RCA	
35	25	CORINA/Temptation	Cutting	
36	33	3RD BASS/Pop Goes The Weasel	Def Jam	
37	40	CHESNEY HAWKES/The One And Only (From "Doc Hollywood")	Chrysalis	UK
38	NE	BOB SEGER & THE SILVER BULLET BAND/The Real Love	Capitol	
39	NE	JESUS JONES/Real Real Real	SBK	UK
40	NE	LUTHER VANDROSS/Don't Want To Be A Fool	Epic	

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

Billboard

The International Newsweekly Of Music and Home Entertainment

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

Subscribe today and for just £183, you will get 51 issues (including the special year-end issue). Write to: Quadrant Subscription Service Ltd., Oakfield House, Perryment Rd, Haywards Heath, West Sussex, England, RH16 3DH or call (+44) 444.440.421.

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	10		Bryan Adams	(Everything I Do) I Do It For You - A&M (MCA/Rondor/Zomba)	18	31	3	Martika	Love...Thy Will Be Done - Columbia (Warner Chappell)	35	30	8	Incognito feat. Jocelyn Brown	Always There - Talkin' Loud (Carlin)
2	2	3	Dire Straits	Calling Elvis - Vertigo (Chariscourt/Rondor)	19	25	5	Bomb The Bass	Winter In July - Rhythm King/Epic (Rhythm King/Virgin/CC)	36	47	2	Prince And The New Power Generation	Get Off - Paisley Park (Warner Chappell)
3	4	7	Extreme	More Than Words - A&M (Rondor)	20	13	10	Gipsy Kings	Baila Me - P.E.M./Columbia (PEM)	37	35	7	Marc Cohn	Walking In Memphis - Atlantic (Copyright Control)
4	10	4	Level 42	Guaranteed - RCA (Findhoven/WC/Island/BMG)	21	17	10	Patrick Bruel	Décale - RCA (14 Productions)	38	49	2	Paula Abdul	The Promise Of A New Day - Virgin America (EMI/Copyright Control)
5	5	14	Lenny Kravitz	It Ain't Over 'Til It's Over - Virgin America (Miss Bessie Music)	22	26	13	R.E.M.	Losing My Religion - Warner Brothers (Warner Chappell)	39	27	6	Seal	The Beginning - ZTT/WEA (Beethoven Street/Perfect)
6	6	6	Amy Grant	Every Heartbeat - A&M (Various)	23	28	5	Deacon Blue	Twist & Shout - Columbia (Poor)	40	20	14	Paula Abdul	Rush Rush - Virgin America (EMI Songs)
7	3	9	Cher	Love And Understanding - Geffen (EMI)	24	23	16	Roxette	Fading Like A Flower (Every Time You Leave) - EMI (EMI)	41	29	13	Color Me Badd	I Wanna Sex You Up - Giant (Hip Hop/Hifros)
8	7	12	Rod Stewart	The Motown Song - Warner Brothers (MCA/Geffen)	25	34	12	Fredericks, Goldman & Jones	Né En 17 A Leidenstadt - Epic (JRG/Marc Lumbroso)	42	44	2	R.E.M.	Near Wild Heaven - Warner Brothers (Warner Chappell)
9	11	4	Color Me Badd	All 4 Love - Giant (Rondor)	26	38	3	Stephan Eicher	Dejeuner En Paix - Barclay (Electric Unicorn)	43	33	10	Sailor	La Cumbia - RCA (K-Works)
10	16	24	Cher	The Shoop Shoop Song (It's In His Kiss) - Epic (Alley/Trio/Hudson Bay)	27	41	2	PM Dawn	Set Adrift On Memory Bliss - Gee Street (MCA/Reformation)	44	50	3	Midge Ure	Cold, Cold Heart - Arista (Mood/Warner Chappell)
11	19	4	Kate Yanai	Bacardi Feeling (Summer Dreaming) - WEA (Lo Frette Music Paris)	28	39	3	Mylene Farmer & Jean-Louis Murat	Regrets - Polydor (Requiem Publishing)	45	48	2	Karyn White	Romantic - Warner Brothers (EMI)
12	18	8	Tom Petty & The Heartbreakers	Learning To Fly - MCA (MCA/EMI)	29	37	2	Young Disciples	Apparently Nothin' - Talkin' Loud (MCA)	46	32	7	Huey Lewis & The News	It Hit Me Like A Hammer - Chrysalis (Zomba/Chrysalis)
13	15	34	Scorpions	Wind Of Change - Mercury (PolyGram Music)	30	24	4	The Shamen	Move Any Mountain - Progen 91 - One Little Indian (Amokshasong)	47	NE		Tin Machine	You Belong In Rock N' Roll - London (Various)
14	8	15	Crystal Waters	Gypsy Woman (La Da Dee La Da Da) - Mercury/A&M (BMG Music/Bosement Boys)	31	14	20	Zucchero Fornaciari & Paul Young	Senza Una Donna (Without A Woman) - London (WC/PolyGram/EMI)	48	NE		Lloyd Cole	She's A Girl And I'm A Man - Polydor (EMI/Copyright Control)
15	9	7	O.M.D.	Pandora's Box - Virgin (Virgin)	32	22	7	Heavy D & The Boyz	Now That We Found Love - MCA (Warner Chappell)	49	NE		Zoe	Sunshine On A Rainy Day - W.A.U./Mr. Modo/M&G (EG/BMG/Copyright Control)
16	12	5	Michael Bolton	Time, Love & Tenderness - Columbia (EMI)	33	36	4	Voice Of The Beehive	Monsters And Angels - London (Virgin)	50	NE		UB40	Here I Am (Come And Take Me) - Virgin (Burlington/B & C Music)
17	21	6	DJ Jazzy Jeff & The Fresh Prince	Summertime - Jive (Various)	34	NE		Jason Donovan	Happy Together - PWL (EMI)	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

National product is highlighted in red

UNITED KINGDOM	GERMANY	FRANCE AM	FRANCE FM	ITALY
Most played records on BBC stations and major independents.	Most played records on the ARD stations and major privates. Compiled by Media Control/Baden Baden.	Most played records on AM stations. Compiled by Media Control/Strasbourg.	Most played records on FM stations. Compiled by Media Control/Strasbourg.	Most played records on RAI Stereo Due.
<ol style="list-style-type: none"> (5) Extreme - More Than Words (2) Level 42 - Guaranteed (8) Deacon Blue - Twist & Shout (3) Bryan Adams - I Do It For You (1) Amy Grant - Every Heartbeat (7) Martika - Love...Thy Will Be Done (-) Zoe - Sunshine On A Rainy Day (4) Color Me Badd - All 4 Love (20) Midge Ure - Cold, Cold Heart (13) Voice Of The Beehive - Monsters And Angels (-) Jason Donovan - Happy Together (6) R.E.M. - Near Wild Heaven (10) Karyn White - Romantic (12) PM Dawn - Set Adrift On Memory Bliss (-) The Farm - Mind (11) Bomb The Bass - Winter In July (-) Simple Minds - Stand By Love (17) The Shamen - Move Any Mountain (-) Dire Straits - Calling Elvis (-) Tin Machine - You Belong In Rock N' Roll 	<ol style="list-style-type: none"> (1) Kate Yanai - Bacardi Feeling (2) Bryan Adams - I Do It For You (5) L.Kravitz - It Ain't Over 'Til It's Over (9) T.Petty/Heartbreakers - Learning To Fly (13) Gipsy Kings - Baila Me (3) Cher - Love And Understanding (6) Scorpions - Wind Of Change (4) Rod Stewart - The Motown Song (15) O.M.D. - Pandora's Box (10) Amy Grant - Every Heartbeat (10) Extreme - More Than Words (-) Level 42 - Guaranteed (14) Marc Cohn - Walking In Memphis (11) Glenn Frey - Part Of Me, Part Of You (16) Cher - The Shoop Shoop Song (8) Sailor - La Cumbia (7) Roxette - Fading Like A Flower (-) Dire Straits - Calling Elvis (20) Pe Werner - Kribbeln Im Bauch (17) H.Lewis/The News - It Hit Me Like A Hammer 	<ol style="list-style-type: none"> (7) Fredericks/Goldman/Jones - Né En 17 A... (1) Dire Straits - Calling Elvis (5) Stephan Eicher - Dejeuner En Paix (16) M.Farmer/J.L.Murat - Regrets (9) Sarah Mandiano - J'AI Des Doutes (4) R.E.M. - Losing My Religion (2) Patrick Bruel - Décale (2) Bernard Lavilliers - Outremer (-) Lloyd Cole - She's A Girl And I'm A Man (-) Liane Foly - Va Savorir (11) L.Kravitz - It Ain't Over 'Til It's Over (-) MC Solaar - Bouge De La (14) Jill Caplan - Nathalie Wood (-) UB40 - Here I Am (8) Cher - The Shoop Shoop Song (19) L'Affaire Louis Trio - Nous On A Tout (17) Rembrandts - Just The Way It Is, Baby (-) William Sheller - Un Homme Heureux (-) Zouk Machine - Sake Cho (6) Crystal Waters - Gypsy Woman 	<ol style="list-style-type: none"> (1) L.Kravitz - It Ain't Over 'Til It's Over (4) UB40 - Here I Am (2) R.E.M. - Losing My Religion (5) Zucchero/P.Young - Senza Una Donna (7) Color Me Badd - I Wanna Sex U Up (3) Paula Abdul - Rush Rush (16) Stephan Eicher - Dejeuner En Paix (12) Fredericks/Goldman/Jones - Né En 17 A... (8) Patrick Bruel - Décale (13) Rembrandts - Just The Way It Is, Baby (11) M.Farmer/J.L.Murat - Regrets (6) Banderas - This Is Your Life (10) Crystal Waters - Gypsy Woman (14) Aswad - Best Of My Love (18) Cher - The Shoop Shoop Song (9) De La Soul - Ring Ring Ring (20) Sarah Mandiano - J'AI Des Doutes (15) Lonnie Gordon - Gonna Catch You (-) Bryan Adams - I Do It For You (-) Sydney Youngblood - Hooked On You 	<ol style="list-style-type: none"> (-) Joe Cocker - Night Calls (-) Simply Red - Something Got Me Started (6) Prince - Gett Off (-) Lindy Layton - Without You (5) Seal - The Beginning (-) Midge Ure - Cold, Cold Heart (-) Driza-Bone - Real Love (-) Stevie Wonder - Fun Day (-) Donna Summer - When Love Cries (-) Everything But The Girl - Old Friends (1) Omar - Don't Mean A Thing (2) Diana Ross - The Force Behind The Power (3) Dire Straits - Calling Elvis (4) Paula Abdul - The Promise Of A New Day (7) Level 42 - Guaranteed (8) Dannaï Minoque - Jump To The Beat (9) Color Me Badd - I Adore Mi Amor (10) Metallica - Enter Sandman (11) Yasmin - Wanna Dance (12) Incognito/Jocelyn Brown - Always There
SPAIN	HOLLAND	AUSTRIA	SWITZERLAND	SWEDEN
Most played records on Cuarenta Principales, covering the major stations.	Most played records on national stations Radio 2 and Radio 3. Compiled by Stichting Nederlandse Top 40.	Most played records on national pop station Ö3.	Most played records on the national station DRS 3 and major privates. Compiled by Media Control/ Basel.	Most played records on Swedish national and local stations. Compiled by Airplay Sweden.
<ol style="list-style-type: none"> (12) Crystal Waters - Gypsy Woman (1) No Me Pises Que Llevo Ch. - El Amoto (4) Duncan Dhu - Mundo De Cristal (8) Loquillo Y Los Trogloditas - Hombres (6) Azúcar Moreno - Mambo (7) The Farm - Don't Let Me Down (10) Various - Max Mix II (9) Technotronic/Reggie - Move That Body (11) Tennessee - Tu Debes Decidir (10) R.E.M. - Shiny Happy People (15) Michael Bolton - Time, Love & Tenderness (13) Silencers - The Art Of Self Deception (-) Transvisión Vamp - If Looks Could Kill (18) Guns N' Roses - You Could Be Mine (17) Que Quieres Ser? - Terapia Nacional (-) A.S.A.P. - Bahía (-) C&C Music Factory - Things That Make You... (19) El Frente - Tan Calentito Que Quema (-) Modestia Aparte - Trapos Sucios, Platos... (-) Drama - A Contracorriente 	<ol style="list-style-type: none"> (-) Frankie Knuckles - The Whistle Song (3) Dire Straits - Calling Elvis (-) Army Of Lovers - Crucified (10) Prince & N.P.G. - Gett Off (1) Incognito/J.Brown - Always There (8) Cher - Love And Understanding (13) Rolling Stones - Sexdrive (-) L.Kravitz - Field Of Joy (2) Color Me Badd - All 4 Love (4) Mannenkoor Karrespoor - Lekker Op... (5) BZN - It Happened 25 Years Ago (-) Black Box - Everybody Everybody (-) Michele - Work It Out (7) Bryan Adams - I Do It For You (5) Hannu - Peter, Ik Vertrouw Je Voor... (12) Tin Machine - You Belong In Rock N' Roll (-) Young Disciples - Apparently Nothing (-) Rob De Nijs - Het Huis In De Zon (-) Crowded House - Fall At Your Feet (17) Bomb The Bass - Winter In July 	<ol style="list-style-type: none"> (-) Bingoboyz - No Woman, No Cry (-) Dire Straits - Calling Elvis (-) Amy Grant - Every Heartbeat (3) Bryan Adams - I Do It For You (17) H.Lewis/News - It Hit Me Like A Hammer (18) Jason Donovan - Any Dream Will Do (-) Etta Scello - Chi Ha Ucciso (-) Scorpions - Wind Of Change (-) Kate Yanai - Bacardi Feeling (-) Bilgeri - Keep Your Love Alive (-) Paula Abdul - Rush Rush (-) Mylene Farmer - Désenchantée (-) T.Petty/Heartbreakers - Learning To Fly (-) O.M.D. - Sailing On The Seven Seas (-) Zucchero/P.Young - Senza Una Donna (-) Michael Bolton - Time, Love & Tenderness (-) Erasure - Chorus (1) Londonboys - Sweet Soul Music (13) Cher - Love And Understanding (-) Roxette - Fading Like A Flower 	<ol style="list-style-type: none"> (1) Bryan Adams - I Do It For You (6) Dire Straits - Calling Elvis (2) T.Petty/Heartbreakers - Learning To Fly (3) Extreme - More Than Words (9) Rod Stewart - The Motown Song (4) Kate Yanai - Bacardi Feeling (8) Crystal Waters - Gypsy Woman (0) Roxette - Fading Like A Flower (5) Scorpions - Wind Of Change (10) Marillion - No One Can (-) Seal - The Beginning (11) Cher - The Shoop Shoop Song (-) Michael Smith - Place In This World (14) Amy Grant - Baby Baby (15) Roxette - Joyride (16) Zucchero/P.Young - Senza Una Donna (17) Rod Stewart - Rhythm Of My Heart (-) ABC - Love Conquers All (14) Color Me Badd - I Wanna Sex U Up (10) Bonnie Raitt - Something To Talk About 	<ol style="list-style-type: none"> (1) Bryan Adams - I Do It For You (-) Army Of Lovers - Obsession (4) Peter Le Marc - Sängen De Spelar När Filmen... (3) Dire Straits - Calling Elvis (2) Rod Stewart - The Motown Song (-) T'Pau - Walk On Air (6) Michael Bolton - Time, Love & Tenderness (17) PM Dawn - Set Adrift On Memory Bliss (5) Kenny Thomas - Thinking About Your Love (8) Martika - Love...Thy Will Be Done (-) Lloyd Cole - She's A Girl And I'm A Man (13) Willie Nile - Everybody Needs A Hammer (11) Paula Abdul - The Promise Of A New Day (10) Cher - Love And Understanding (-) Amy Grant - Every Heartbeat (12) DJ Jazzy Jeff/Fresh Prince - Summertime (8) O.M.D. - Pandora's Box (-) Heavy D/Boyz - Now That We Found Love (-) Tara - Someone To Love You (19) Kapten Sol - Pontus & Amerikanerna

WERE THEY LISTENING?: Format changes to BBC 1's "Top Of The Pops" (see front page) follow a meeting in June between the programme's producers and record company promotion heads. The labels argued for more flexibility in presenting artists and for a revamp of the presenters' line-up. Now some promo heads are wondering what the point of that meeting was. "They haven't given the ideas a chance. They've just presented us with a new format," says one.

THE BIG AXE FOR THE BIG E?: Is the UK pan-European TV video show "The Big E" doomed before its starts. It was originally slated for a September 14 launch on **London Weekend Television**, but failed to show. Nobody's commenting officially on its future, but well-informed sources claim it doesn't have one.

A DIFFERENT KIND OF AXE: **Doctor Music**, the Spanish organiser of the Oct. 15-19 Guitar Legends Festival in Seville, has hinted that some major big-name stars have been added to the bill. Says a spokesperson, "We're talking about artists that could each fill up an entire stadium with their fans."

LICENCE FEE CHANGES DISCUSSED: In a major review of commercial radio, Ireland's minister of communications, **Seamus Brennan**, says that he is thinking about taking some of the money pubcaster **RTE** collects in TV licence fees and diverting it to commercial radio. Also possibly up for review: reducing the radio's compulsory 20% news/current affairs programming content.

JAZZ NOTES: German label **Ethnic World Music** has signed as exclusive European rep for Canadian jazz label **Unity**. Distribution in Germany will be by **BMG Ariola**, in Switzerland by **Plainisphere**, in Denmark by **Danish Music Import** and in France by **Media 7**.

PHILIPS APPOINTMENTS: **PolyGram** president/CEO **Alain Lévy** and newly appointed **Philips Electronics** head of corporate research and development **Frank Carrubba** have been added to Philips's group management committee.

PATIENCE, PLEASE: The UK **Copyright Tribunal** hearing between the **Association of Independent Radio Companies (AIRC)** and **Phonographic Performance Limited (PPL)** over royalty rates may not take place for up to a year, says PPL chairman **John Brooks**. Several other cases, including the **British Phonographic Industry/Mechanical Copyright Protection Society** dispute, have still to be settled.

New NRJ FM

(continued from page 1)

Radio Gong/Nürnberg.

The station will target 18-35 year olds and will feature a mainstream EHR format, according to PD Meyer. "We'll have a music mix of about 60% current and new titles, with the rest going to recurrenents, mostly from the 80s."

When asked about the choice of format and the station name, Meyer says, "The new owners picked the format and that's the reason they hired me. I love power radio. The name 'Energy' was chosen, not only because we belong to the NRJ group, but also because it fits our format." The station plans extensive local news and events coverage.

The first song aired was *Sultans Of Swing* by **Dire Straits**, but the station quickly switched to brand new hit material. "The air staff for the station is not yet put together," reports Meyer, "but we have hired **Mike Schneider**, a former announcer/DJ at **RTL Radio** in Luxembourg as our morning drive man."

Sales manager Schmidt says of the ad side, "We are using the **RMS Agency**, which handles most of the important private radio stations all over the country for our national and international spot sales. And, of course, we have our own local team for sales here." That team is six-person strong and growing.

"We've been especially successful with offers to advertisers of a 'guaranteed 100,000 daily listeners by November, or we'll make up the difference in free spots'. We also offer advertisers a guaranteed rate card for 1992, provided their purchase is made before the end of this year," explains Schmidt.

PD Meyer adds, "We know that we have a tough fight ahead of us here in Berlin. **RIAS 2** is also positioned for a young audience and the new **RTL Radio** will also contend for that market. But we're more than ready for it." The station is kicking off its promotion with a major poster campaign in the city.

Georg Gafron, PD of **Radio 100.6**, another major private station in the city, says of the new competition, "We're delighted that a new private station has finally come to Berlin. It certainly took long enough. Our target group is generally 30-plus and, therefore, not in direct conflict with **Radio Energy**. We don't target our audience just through music. **Radio Energy** will probably have their main competition with **RIAS 2**, which also targets a younger audience."

The real ace in the pack is **RTL Radio**, which announced at presstime it will begin broadcasting immediately. **RTL** has not revealed its format plans, but it is expected the station will target a young demo.

Larsen

(continued from page 1)

which will acquire equity interests in music-related media and entertainment companies across Europe. "Basically, Ulli and I will own the same proportion of every thing we get involved with. Some may be within **XMH** and some may be outside. **XMH** will be capitalised with US\$10 million, and we'll have access to as much money as we need for sensible business plans."

Larsen says **XMH** is already at the negotiating stage in three music-related deals, but declines to be more specific. He does state that music publishing, music magazine publishing and FM broadcasting are areas of primary interest.

For **DSB**, Larsen is focusing on its infrastructure and personnel needs, the marketing of existing artists and repertoire, and the acquisition of new repertoire sources. The appointment of a

financial controller is imminent, followed by key posts in sales, special marketing and promotion. The firm's current staff count is around 150; under previous state ownership, 700 were employed.

"My priority is obviously to restructure the company in such a way that we can break a record whenever we want to," explains Larsen, who will be based in Berlin for the duration. "This means a substantial boosting of the promotion department, a realistically sized national sales force and an effective distribution system." He says that a sales and distribution deal with a major is "possible."

Adds Larsen, "All the major Western companies have had deals with **Deutsche Schallplatten**, but there was never a uniform approach to marketing. One can probably stretch this repertoire to last five years without over-exploiting it."

DSB has substantial amounts of German-language folk and

children's repertoire. It also has ongoing contracts with a number of pop and even rock artists.

"Obviously they'll be honoured and we'll make the best out of them," comments Larsen. Beyond that, he wants **DSB** to develop contemporary German-language pop music, citing **PolyGram's Matthias Reim** as an example of how popular this kind of artist can be. "When [German] consumers get something they want to buy, they'll buy it and they'd much rather buy it in their own language."

Larsen appears to have few illusions about the ease with which **DSB** can be transformed. "It's a major task, and that's why I'm involved. Concepts like sales and marketing are entirely alien to the people here, so it will take some time, and they'll need input from Western contacts. But the motivation is there; the staff is very eager to make it work."

Warner France

(continued from page 1)

To reach that 20% market share, the company plans to go after local acts aggressively, "even if it that means buying artists out of their current contract," says Carrere GM **Yvan Taïeb**. Details **Taïeb**, "Carrere was always a singles-oriented company. Apart from exploiting the back catalogue, we should be developing a strong roster of local artists with potential for the future." **Taïeb** will be appointing a new A&R director soon.

Developing that local roster, alongside its international catalogue, is also a priority for **WEA Music GM Philippe Laco**. "Local repertoire was not exactly the strength of **WEA**," says **Laco**. "The ratio of national versus international artists in France is generally 50-50. At **WEA** it was 20-80.

With new albums coming up in 1992 from **Michel Jonasz**, **France Gall**, **Michel Berger** and **Veronique Sanson**, we should be able to change that."

Warner Music France's 16% market share—11% by **WEA** (including **Warner Classics**) and 5% by **Carrere**—makes it the country's third-largest record company, trailing only **PolyGram** (32%) and **Sony** (18%). During the past three years, revenue at the company has more than doubled to **Ffr630 million** in 1990 from **Ffr300 million** in 1987. **Calabrese** predicts turnover should reach the **Ffr1.1 billion** mark by year-end. Profits have kept pace with the growth. While at break-even in 1987, operating profit margins were in the 20% range in 1990.

Since 1987, **Warner** has kept quite a low profile towards the media. Interviews with **Calabrese** were discretely warded off and

details on the deal between **Warner** and **Carrere** were not disclosed. With the restructuring into three divisions completed—**WEA Music**, **Carrere Music** and **Warner Classics**—the company is now ready to embark on the future. At the beginning of this month, **Carrere** started marketing **Atlantic Records** as well as **CGD**, **East West** and other **Warner Music International** labels.

Comments **Taïeb** (who was promoted to his new post in March), "In this way, we've reduced the international catalogue for **WEA Music** and created two medium-sized companies that are more efficient than one big one." Also, in December of last year, **Carrere** and **WEA** quietly merged their distribution operations and appointed **Philippe Pasturel** as head of the newly created **Warner Music Distribution**, based in **Blancmesnil**.

BBC 1

(continued from page 1)

going up the charts;

- The Top 10 albums are eligible for the programme;
- The US Top 10 is eligible, especially singles by UK artists;
- Exclusive appearances by artists not in the charts will be considered.

The changes, which include a new signature tune and opening titles, are intended to increase viewing figures which have slumped below six million from a peak of 17 million in the 1970s.

Head of **BBC** light entertainment **James Moir** says, "The music industry is moving radically away from the chart single as public taste changes. 'Top Of The Pops' has always reflected that taste and will continue to do so."

Adds producer **Stanley Appel**, "We aim to feature more live bands, fewer promotional videos and, for the first time, exclusive appearances of star artists."

EMI head of promotion **Malcolm Hill** welcomes the changes. "It will become a plug pro-

gramme, which is great news. The safety-net element of the charts is gone. It will be down to the producers idea of what makes good television. Now the pluggers can get out there and do their job. It puts the onus on having your act available to play live."

East West promotions director **Alan McGee** agrees. He says, "It's a good change. There will be problems and frustrations at the beginning, but the fact is that 'Top Of The Pops' is now a plug show."

"I think that the quality of the UK singles chart forced them to make changes. They had to play all those dance records that just weren't suitable for early evening TV. Now they can look at the best of what's around. The most successful acts will automatically qualify."

Chrysalis director of promotions **Judd Lander** believes that "Top Of The Pops" needs a good shake-up. "But they've got to commit themselves to new acts. We have a job to do in providing them with acts that have something visual to offer."

"What concerns me is that when

it comes down to it, they will prefer to take a star name over a new band. And if they are going to play the top three singles, regardless of whether they are rising or falling, then they are depriving new talent of valuable exposure. What we don't want is for 'Top Of The Pops' to become an MOR show. It must have charisma and it's the new bands, however outrageous they may sometimes appear, that will give it that."

Robin Valk, **BRMB-FM/Birmingham** head of music, says the programme has become a compromise. He says, "Lots of things can make you think about a record, but 'Top Of The Pops' is minimal. More significantly, **BBC** research on the programme confirms what our research shows—that chart music is becoming heavily biased towards a smaller section of the audience."

Adds **Chiltern Radio Network** head of music **Clive Dickens**, "The programme more reflects the chart than leads it. If you wait for a programme appearance before adding a record, then you've got a problem."

EHR TOP 25

TW	LW	WOC	Artist/Title	Label
1	1	10	BRYAN ADAMS /(Everything I Do) I Do It For You	(A&M)
2	2	9	CHER /Love & Understanding	(Geffen)
3	3	7	EXTREME /More Than Words	(A&M)
4	4	8	OMD /Pandora's Box	(Virgin)
5	11	2	DIRE STRAITS /Calling Elvis	(Vertigo)
6	12	2	MARTIKA /Love...Thy Will Be Done	(Columbia)
7	14	3	LEVEL 42 /Guaranteed	(RCA)
8	7	6	AMY GRANT /Every Heartbeat	(A&M)
9	6	6	MICHAEL BOLTON /Time Love & Tenderness	(Columbia)
10	9	4	HEAVY D & THE BOYZ /Now That We Found Love	(MCA)
11	8	7	SEAL /The Beginning	(ZTT/WEA)
12	17	3	COLOR ME BADD /All 4 Love	(Giant)
13	5	13	PAULA ABDUL /Rush Rush	(Virgin America)
14	16	3	DJ JAZZY JEFF & THE FRESH PRINCE /Summertime	(Jive)
15	10	13	LENNY KRAVITZ /It Ain't Over 'Til It's Over	(Virgin America)
16	22	12	ROD STEWART /The Motown Song	(Warner Brothers)
17	13	6	HUEY LEWIS & THE NEWS /It Hit Me Like A Hammer	(EMI USA)
18	24	2	MIDGE URE /Cold Cold Heart	(Arista)
19	15	14	CRYSTAL WATERS /Gypsy Woman (La Da Da La Da Dee)	(A&M)
20	NE	➔	PRINCE /Gett Off	(Paisley Park)
21	NE	➔	BOMB THE BASS /Winter In July	(Rhythm King/Epic)
22	19	3	DEACON BLUE /Twist And Shout	(Columbia)
23	NE	➔	KARYN WHITE /Romantic	(Warner Brothers)
24	23	5	NATALIE COLE & NAT 'KING' COLE /Unforgettable	(Elektra)
25	25	4	INCOGNITO FEAT. JOCELYN BROWN /Always There	(Talkin' Loud)

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

GIPSY KINGS /Baila Me	(Columbia)	24/3
SHAMEN /Move Any Mountain	(One Little Indian)	24/2
C&C MUSIC FACTORY /Things That Make You Go Hmmm...	(Columbia)	24/1
R.E.M. /Near Wild Heaven	(Warner Brothers)	22/6
PM DAWN /Set Adrift On Memory Bliss	(Gee Street)	22/5
PAULA ABDUL /The Promise Of A New Day	(Virgin America)	22/4
VOICE OF THE BEEHIVE /Monsters And Angels	(London)	22/1
ERASURE /Chorus	(Mute)	20/0
RIGHT SAID FRED /I'm Too Sexy	(Tug/BMG)	19/3
COLOR ME BADD /I Wanna Sex You Up	(Giant)	19/1
LLOYD COLE /She's A Girl And I'm A Man	(Polydor)	18/3
OMAR /There's Nothing Like This	(Talkin' Loud)	18/3
DE LA SOUL /A Roller Skating Jam Called..	(Tommy Boy)	18/2
SIMPLE MINDS /Stand By Love	(Virgin)	18/2
R.E.M. /Shiny Happy People	(Warner Brothers)	18/1
ABC /Love Conquers All	(Parlophone)	17/2
JULIAN LENNON /Saltwater	(Virgin)	16/3
LOS MANOLOS /All My Loving	(RCA)	15/1
FARM /Mind	(Produce) NE	14/4
ROXETTE /The Big L	(EMI) NE	14/4
STEVIE NICKS /Sometimes It's A Bitch	(EMI) NE	14/3
SONIA /Only Fools (Never Fall In Love)	(I.Q. Records)	14/1
LUTHER VANDROSS /Don't Wanna Be A Fool	(Epic)	13/4
JASON DONOVAN /Happy Together	(PWL)	13/2
ZOE /Sunshine On A Rainy Day	(M&G) NE	13/2
RHYTHM SYNDICATE /P.A.S.S.I.O.N.	(Impact American/EMI)	13/1
WILSON PHILLIPS /The Dream Is Still Alive	(SBK)	13/0
CRYSTAL WATERS /Makin' Happy	(A&M) NE	12/5
ROD STEWART /Broken Arrow	(Warner Brothers) NE	12/3
TIN MACHINE /You Belong In Rock & Roll	(London) NE	12/2

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

PRINCE /Gett Off	(Paisley Park)	11
DIRE STRAITS /Calling Elvis	(Vertigo)	10
KARYN WHITE /Romantic	(Warner Brothers)	7
LEVEL 42 /Guaranteed	(RCA)	6
R.E.M. /Near Wild Heaven	(Warner Brothers)	6

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

EHR "A" ROTATION LEADERS

BRYAN ADAMS /(Everything I Do) I Do It For You	(A&M)	59
CHER /Love & Understanding	(Geffen)	38
EXTREME /More Than Words	(A&M)	35
DIRE STRAITS /Calling Elvis	(Vertigo)	30
HEAVY D & THE BOYZ /Now That We Found Love	(MCA)	29

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	59	5	1
2 CHER /Love & Understanding	52	38	14	1
3 EXTREME /More Than Words	45	35	10	1
4 DIRE STRAITS /Calling Elvis	43	30	13	10
5 OMD /Pandora's Box	41	28	13	0
6 MARTIKA /Love...Thy Will Be Done	39	27	12	5
7 LEVEL 42 /Guaranteed	38	25	13	6
8 HEAVY D & THE BOYZ /Now That We Found Love	36	29	7	3
9 AMY GRANT /Every Heartbeat	33	26	7	0
10 COLOR ME BADD /All 4 Love	32	26	6	2
11 DJ JAZZY JEFF & THE FRESH PRINCE /Summertime	31	26	5	1
12 SEAL /The Beginning	31	25	6	2
13 MICHAEL BOLTON /Time Love & Tenderness	31	22	9	2
14 BOMB THE BASS /Winter In July	28	23	5	1
15 PAULA ABDUL /Rush Rush	27	19	8	0
16 MIDGE URE /Cold Cold Heart	26	23	3	1
17 HUEY LEWIS & THE NEWS /It Hit Me Like A Hammer	25	20	5	3
18 ROD STEWART /The Motown Song	25	18	7	0
19 NATALIE COLE & NAT 'KING' COLE /Unforgettable	25	17	8	0
20 DEACON BLUE /Twist And Shout	24	20	4	0
21 C&C MUSIC FACTORY /Things That Make You Go Hmmm...	24	19	5	1
22 GIPSY KINGS /Baila Me	24	18	6	3
23 SHAMEN /Move Any Mountain	24	18	6	2
24 INCOGNITO FEAT. JOCELYN BROWN /Always There	23	18	5	2
25 LENNY KRAVITZ /It Ain't Over 'Til It's Over	23	15	8	1
26 PM DAWN /Set Adrift On Memory Bliss	22	19	3	5
27 PRINCE /Gett Off	22	17	5	11
28 KARYN WHITE /Romantic	22	17	5	7
29 R.E.M. /Near Wild Heaven	22	17	5	6
30 VOICE OF THE BEEHIVE /Monsters And Angels	22	15	7	1

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.

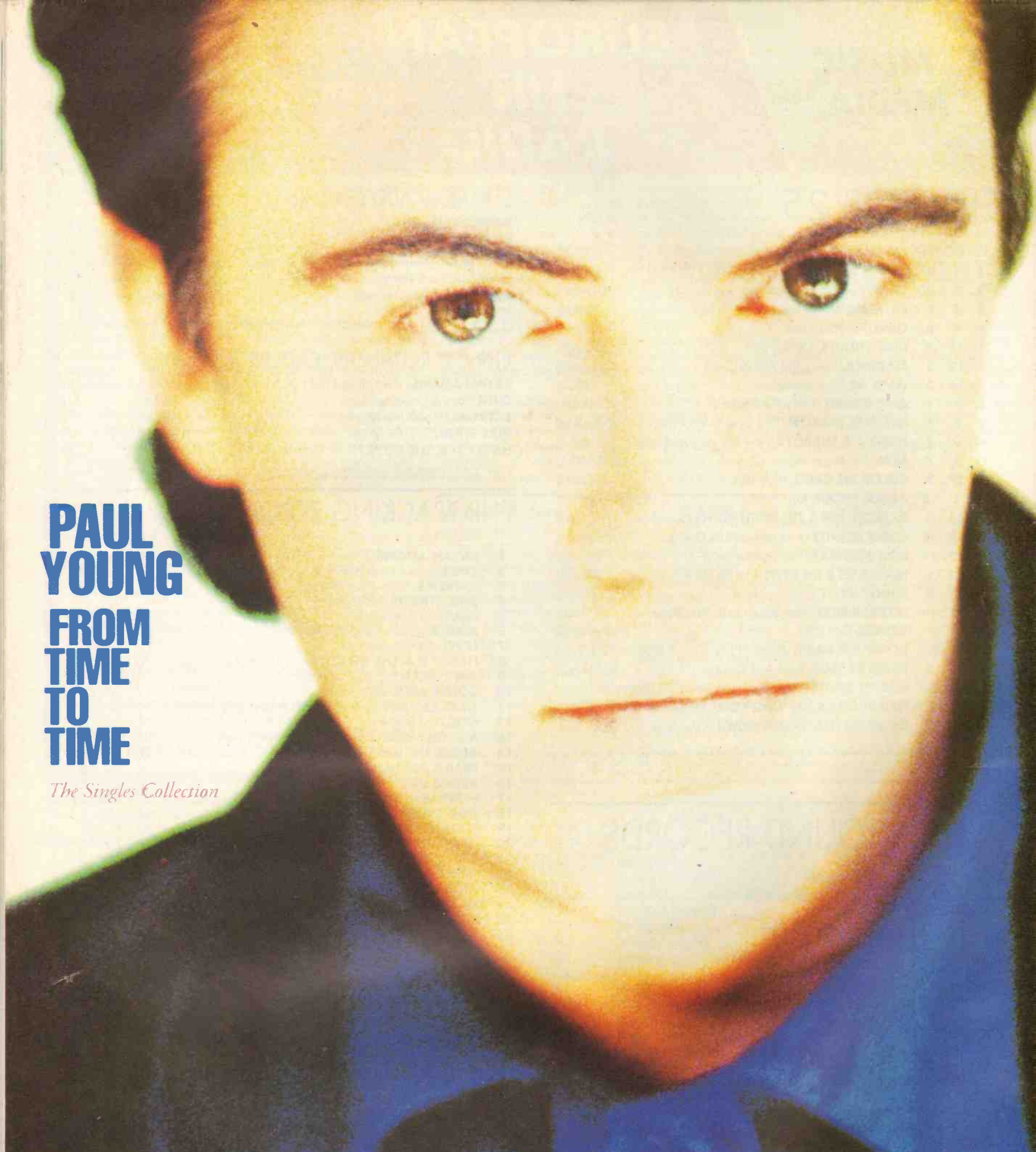
Airplay Action

by Machgiel Bakker

Bryan Adams continues to top the EHR Top 25 for the fifth week in a row. While his share of "A" rotations last week (56) made him the most successful artist on EHR, Adams is now surpassing his own record by collecting 59 "A" rotations. This is 92% of the single's total reporting stations! As expected, **Dire Straits'** *Calling Elvis* is shooting up the chart (11->5 in its second week) and apart from its very strong UK base (81% of all EHR stations in the UK are reporting it), the single is getting good airplay in Holland, Belgium and Germany. Another fast mover, and she's very close to Dire Straits, is **Martika** with *Love...Thy Will Be Done* (12->6). Almost 40% of the EHR database is reporting

the single, especially in Italy (always a receptive radio market for **Prince**-related material), the UK and Sweden, where its getting the best penetration. Third best move for **Level 42's** *RCA* debut single, *Guaranteed*. Almost 40% of the total reporting field is playing the single, and the best markets include the UK, Holland, Belgium, Sweden and Norway. **Rod Stewart's** *The Motown Song*, one of the longest-charting records in EHR at the moment (12 weeks), is making a surprise move up again (22->16). Although it is not getting any new additions, the total number of reporting stations is up by 13%

while its "A" rotation share is 72%. With airplay nil in the UK (where *Broken Arrow* is coming up), the single is holding steady in Germany, Austria and Norway. Three new entries this week. **Prince's** *Gett Off*-originally released as a semi-bootleg single to boost club airplay-is now collecting EHR airplay and serves as a good taster for the upcoming *Diamonds And Pearls* album. More than 20% of the total reporting field plays the single and 72% of its total airplay is in "A" rotation. Other entries for **Bomb The Bass** (very strong base in Holland) and **Karyn White** (the UK, Sweden and Denmark).



**PAUL
YOUNG**
**FROM
TIME
TO
TIME**

The Singles Collection

**CONTAINS ALL PAUL YOUNG'S CLASSIC HITS FROM
WHEREVER I LAY MY HAT (THAT'S MY HOME) TO THE
1991 SMASH SENZA UNA DONNA ALSO INCLUDES
THE NEW SINGLE DON'T DREAM IT'S OVER**

COLUMBIA