

MUSIC & MEDIA

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Europe's Music Radio Newsweekly . Volume 8 . Issue 12 . March 23, 1991 . £ 3, US\$ 5, ECU 4

NO BMG STAKE One-On-One With MCA's Al Teller

M&M this week features an exclusive interview with MCA Music Entertainment Group chairman Al Teller.

Teller talks candidly about MCA's future expansion plans, its joint-venture operation with JVC and WMI in Japan and the recently launched, wholly-owned company in Germany.

One thing that Teller puts to rest during the interview are the rumours that MCA is to take a 50% interest in BMG. However, any suggestions to the validity of this proposition are firmly dismissed by the chairman: "There is just no basis in the entire story, whatsoever."

For more about MCA's growth, the role of the independent and the musical sensibilities of radio programmers see page 5.



A "FERGIE" IN THE HAND - BBC Radio 2 presenter Brian Matthew (right) is awarded a "Fergie" for outstanding contribution to the UK radio industry. The honour, which is sponsored by Ferguson, was awarded during the recent Radio Academy conference in London. Handing the plaque to Matthew is BBC Radio 1 DJ Alan Freeman, the first winner.

Small Ad Windfall For IR From BBC Radio 1 Promo

by Howard Shannon

UK independent radio (IR) made £100,000 from an advertising campaign aired last month to promote a cash giveaway on BBC Radio 1. But the Independent Radio Authority has claimed that the BBC is breaking the rules on links with commercial sponsors.

The "Cashcard" promotion was between Radio 1 and *The Daily Star* newspaper. Radio ads promoted the 'Cashcard'

contest, but did not mention Radio 1. Numbers accessing the £85,000 prize money were aired on the station daytime and weekends, which the BBC saw as "locking-in" listeners.

Comments Radio Authority head of regulation Paul Brown, "We feel the BBC has broken section 12 of its Licence & Agreement charter, which clearly states the BBC shall not broadcast matters in exchange for 'valuable consideration'. Yet obviously part of its promo-

tional budget has come from the commercial sector."

However, Brown admits the authority does not have any powers to take further action. BBC lawyers have told him "Cashcard" did not fall into the "valuable consideration" category.

Radio 1 spokesman Jeff Simpson downplays Brown's allegations, saying the station was merely "giving other people's money away".

(continues on page 34)

VIRGIN WINS BIDDING WAR

Janet Takes To The \$kies With Branson

by Steve Wonsiewicz

Janet Jackson's rhythm nation is flying with a new airline, and Richard Branson is the pilot.

Virgin Records finally confirmed on March 11 that it had signed Jackson, apparently out-bidding A&M and RCA—among other labels—in a deal said to be worth up to US\$50 million. Company chairman Branson flew to Los Angeles to welcome the singer.

The official announcement said the worldwide contract is with Virgin Records Ltd, which is the company's UK operation. Virgin Music Group MD Ken Berry was not available for comment, nor were officials at Virgin Records US.

Jackson has been one of A&M's most successful artists. Her current album, *Rhythm Nation 1814*, has sold more than six million copies worldwide.

(continues on page 34)

May The Forth Be With Radio Clyde

The UK recession may be hurting advertising, but it hasn't yet put a damper on the value of radio stations.

In the latest consolidation in the industry, Radio Clyde on March 12 announced plans to merge with Edinburgh-based Radio Forth in a stock swap that values Forth at £6.32 million. The deal calls for Glasgow-based Clyde to offer five 25p shares for each £1 share of Forth. Forth shareholders will control 28.5% of the combined entity after the swap.

The stock market took the news in stride. Clyde shares remained unchanged at 250p the day of the announcement.

Based on Clyde's share price of 248.5p on March 8, the company is effectively paying 16 times trailing (last year's) ear-

nings and 10.4 times profit before tax. That is comparable with Metro Radio's purchase of Yorkshire Radio Network on September 8, 1990, for £13.5

(continues on page 34)

No. 1 in EUROPE

European Hit Radio
SUSANNA HOFFS
My Side Of The Bed
(Columbia)

Eurochart Hot 100 Singles
SEAL
Crazy
(WEA)

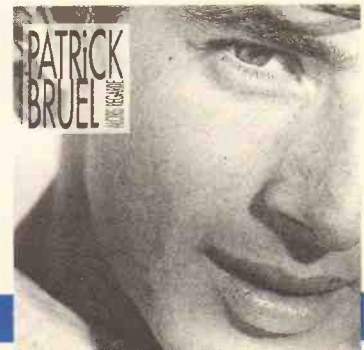
European Top 100 Albums
QUEEN
Innuendo
(EMI)

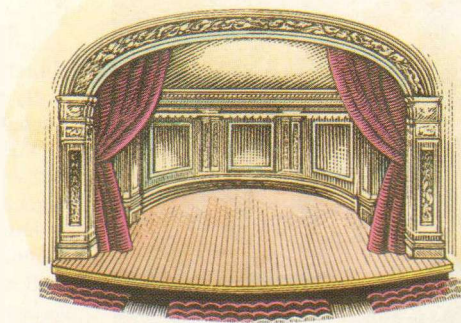
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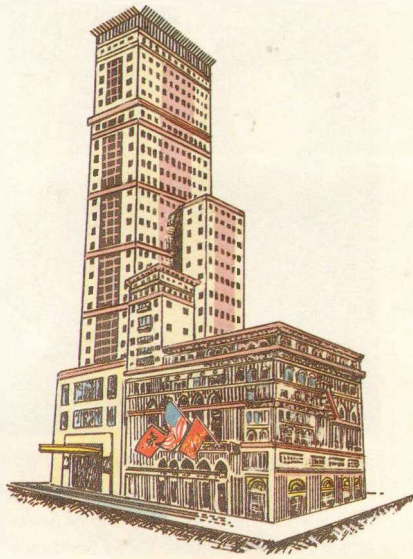
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Power Station Kept Alive

by Julian Clover

The future of UK satellite music channel **The Power Station** looks secure. **Don Atyeo**, CEO of programme suppliers **Palace Music**, says that although no deal has been signed, talks were extremely advanced with an "entertainment conglomerate".

Power Station is set to close on April 8 since **BSkyB** dropped it from its five-channel package. The company is also talking with **Astra** about leasing a transponder, which would then make the channel available on a pan-European basis. The **Astra** satellite already transmits **MTV** (which reaches more than 20 million homes in Europe) and the overnight

Lifestyle Satellite Jukebox.

However, a deal must be signed soon if **The Power Station** is to continue without a break in transmission.

Comments Atyeo, "The business plan we put out allows for us not being able to finalise a deal. We planned to be off the air for up to two months to get a deal in place."



A LEVEL-HEADED BUNCH - Level 42 band members gather with RCA executives during the signing of the artists to the label. A new album, titled "Guaranteed", will be produced by Wally Badarou and Level 42, and scheduled for release at the end of September. From l-r: RCA MD Lisa Anderson, head of marketing Joe Cokell, senior product manager Greg Sambrook, Level 42's Gary Husband, international director Chrissie Harwood, head of press Dave Harper, Level 42's Mike Lindup, Level 42 manager Paul Crockford, chairman BMG Records UK John Preston, press officer Helen Lee and Level 42's Mark King.

UK Court Bans Imports

A permanent UK high court injunction has put a stop to an illegal parallel import operation. The action was brought by **EMI Records**, **Phonogram**, **FFRR Records**, **Sony Music Entertainment UK**, **Warner Music UK**, and on behalf of all members of the **British Phonographic Industry (BPI)** against **Music Point**.

The defendants had been obtaining recordings from a company called **Federal Music Point** in the US. The latest top 100 albums are on sale there but under a licence restricted to that territory.

The court also granted the **BPI** an order that **Music Point** deliver up all stocks in its possession including orders that may be in the pipeline. **PE**

Old Soldiers Never Die

The return of the old-timers. With the release of *Flashpoint*, the **Rolling Stones** provide their third live album for **Columbia**, after 1977's *Love You Live* and 1983's *Still Life*. It was recorded in the US and Europe during the band's Urban Jungle Tour last year.

This week also marks a comeback for lady-killer **Tom Jones**. On his new album *Carrying A Torch* the hip-swivelling Welshman is helped out by **Van "The Man" Morrison** who co-wrote and produced four songs. The other nine tracks were produced by **John Hudson**, who also worked on **Tina Turner's**

Private Dancer album. **Van Morrison** is not the only Irish man on the list. **Paul Brady** returns with *Trick Or Treat*.

Columbia releases *The Bootleg Series Vol. I-III*, early material by good ol' **Bob Dylan**. Also returning is almost-forgotten rocker **Willie Nile** with his latest offering *Places I Have Never Been*.

Many artists call themselves king, queen, prince or princess, but **Stephanie** is a real princess. *Stephanie* is her most recent attempt to become famous as an artist as well as an untamed aristocrat.

Upcoming Album Releases

Artist	Title	Label	Producer
Paul Brady	<i>Trick Or Treat</i>	Fontana	Gary Katz
Camouflage	<i>Meanwhile</i>	Metronome	C.Thurston/Camouflage
Will Downing	<i>A Dream Fulfilled</i>	4th Broadway	Various
Bob Dylan	<i>Bootleg Series Vol. I-III</i>	Columbia	Jeff Rosen
Galliano	<i>In Pursuit Of The 13th Note</i>	Talkin' Loud	Chris Bangs
Heartland	<i>Heartland</i>	A&M	Jimbo Barton
Jon & Vangelis	<i>Page Of Life</i>	Arista	Vangelis
Tom Jones	<i>Carrying A Torch</i>	Dover	Van Morrison/J. Hudson
Metal Church	<i>The Human Factor</i>	Epic	Mark Dodson
Mind Funk	<i>Mind Funk</i>	Epic	J. Elaisson/Mind Funk
Willie Nile	<i>Places I Have Never Been</i>	Columbia	T-Bone Wolk
Rolling Stones	<i>Flashpoint</i>	Columbia	C. Kinsey/Glimmer Twins
Roxette	<i>Joyride</i>	EMI	C. Öfwerman
Stephanie	<i>Stephanie</i>	WTG	M. Verdick/R. Bloom
The Two-Hop Legacy	<i>Rappin' Is Fundamental</i>	A&M	Easy Mo Bee
Victorio Wilson James	<i>Perseverance</i>	Epic	Jazzie B/Mike McEvoy
Womack & Womack	<i>Family Spirit</i>	Arista	Womack & Womack

European album releases for the period of March 18 - April 1. Please send your information to **Robbert Tilli** before March 21 for inclusion in the next release schedule (issue 14). Fax (31) 20 669 1951.

Clouseau Close To New Deal

by Marc Maes

Top-selling Flemish band **Clouseau** are currently negotiating a new record contract worth between US\$230,000-US\$500,000 in one of the biggest signings in Belgium.

BMG Ariola and **EMI Belgium** are reportedly the two labels with the inside track in signing the band. (Band member **Kris Wouters** used to be a **BMG** promo officer).

Comments **EMI Belgium GM Guy Brulez**, "Nothing has been signed yet and today we live in a world where an agreement is concluded by shaking hands and signing a contract. The only thing I could say is that we have passed the handshake part and

that we have very serious intentions with the **Clouseau** deal."

Clouseau's record deal with **HKM** ended on March 19. The band had been with the label for four years.

Says **HKM MD Hans Kusters**, "It is always the same. It is the independent or smaller labels that build careers for majors to take over. Still, we part as friends and I am convinced that a multinational will offer the band more than a company like ours. We were their best partner for the Benelux, but now they want things we cannot offer them."

Clouseau are currently preparing the release of an English-language album to follow their giant Benelux successes *Hoe Zo* and *Of Zo*.

BPME-UK Sets November Dates

by Jeff Green

With an expanded focus on radio seminars and workshops in mind, the association of **Broadcast Promotion & Marketing Executives-UK (BPME-UK)** has confirmed November 15-16 as the dates for its second annual Conference and Awards, to be held at the Moat House International Hotel in Glasgow.

As part of **BPME-UK's** rotational system, **Chris Meehan**, CEO of **Yorkshire Television**

subsidiary **Chevron Communications**, will step down as chairman. Succeeding him for this year's gathering will be **Scottish Television** head of promotions/film purchasing **George McGhee**, a founding **BPME-UK** committee member.

Last November's event in Leeds drew 240 radio and TV executives from 70 companies; the 1992 conference is scheduled for London. Broadcasters interested in further information should contact **Mayor Sinfield** on +44-423-520-404.



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VALUE OF LOCAL A&R EMPHASISED**MCA: Navigating Global Waters**

In the last 12 months, MCA has intensified its presence in the worldwide record business. Led by MCA Music Entertainment Group chairman Al Teller, the company has been active in label acquisitions and is aggressively positioning itself as a global player. In an exclusive interview with M&M, Teller talks about the expanding record business, the role of independent labels and the often strenuous relationship between radio and music.

by Machgiel Bakker

Since his appointment as MCA Group chairman in 1989, Al Teller has been determined to increase the company's market share. First, jazz label GRP was acquired a year ago. A month later, MCA outbid Thorn EMI in the purchase of Geffen Records for an estimated US\$ 545 million. But boosting US market share has clearly not been enough.

Until now, MCA is the only major player in the US not to have a strong overseas operation. To correct this, MCA formed a new joint venture with JVC and WMI in Japan. In addition, the company announced plans to start its fully owned company in Germany by the end of this summer. Meanwhile, an international distribution and licensing deal was struck with BMG last October.

Says Teller, "Apart from MCA, all other big US companies have a worldwide structure. This was a major strategic disadvantage; the fact that we were strictly operating in the English language meant that we were missing an enormous part of what the record business is around the world—local A&R.

"This culminated in our joint-venture company in Japan, while our licensing arrangement with Bertelsmann gave us the opportunity to start our own company in Germany. And this is the beginning of a very methodical establishment of a wholly-owned presence over a period of time. I expect to see MCA/Geffen in many more territories to come."

MCA has a keen eye on the European talent scene. In some territories, notably France, Italy and Germany, domestic product often sells at the expense of its Anglo-American counterparts. But lately, the phenomenon of cross-border exploitation has been on the rise. Teller warns about easy optimism. "Local A&R has to be dealt with carefully. Our first priority is to increase the penetration of our Anglo-American product on a worldwide scale. But in the long run, we will, without question, establish a domestic A&R presence territory-by-territory.

"If you look at the development of the US record business, their international infrastructure was based on establishing outposts for the sales of American product. It's only been in the last decade that local A&R has seen such a rapid rise in market share."

The recent wave of acquisitions

in the music business and the ensuing concentration of power in fewer hands is, for some, a sign of the maturing of the business. Others fear that the spirit and vision of the independent label will be lost.

Teller believes the trendsetting nature of the independent label will continue, but that record companies need additional product sources to feed their worldwide mechanisms. "Majors need to consolidate and expand, and the acquisition of additional A&R sources has become imperative.

"The financial communities never really valued record companies in the proper sense; it wasn't as predictable as other sorts of businesses. I suppose the watershed moment came when Sony purchased CBS Records in 1988. That was a clear, unequivocal indication of the value of a record company, and people started to measure themselves against that. And then this whole process was accelerated with the ac-

"If I had to get on the back of a truck with a loudspeaker, rolling down the street and playing my records, I would do it!"

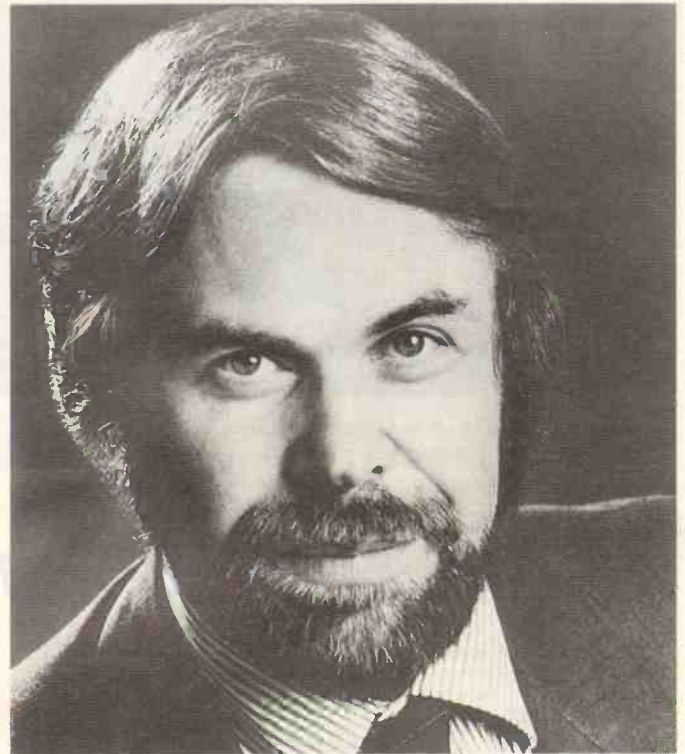
quisition of Chrysalis. When some of these values became real, it opened the eyes of many entrepreneurs who were sitting on properties they realised were worth millions of dollars.

"But there will always be room for independent record companies. If you look at the history of the pop music business, their primary role has always been not only to develop new talent, but to push forward where pop music is going. There

"I've given up. I don't harbour any illusions about the radio and the record businesses being brothers in arms."

are still hundreds of independents, not one of them quite the size of either Geffen or Island. But perhaps in 10 or 20 years M&M will be reporting the sale of some of those to majors."

But is the company looking for other labels to buy? "Not in any conscious way. We acquired Geffen for a very special reason. It was the crown jewel in the record business and would contribute importantly to our market share. Also, it dovetailed perfectly with the kind of growth plans we had in mind internationally. But in terms of label ventures



Al Teller

in the future, there is really nobody else of any meaningful size."

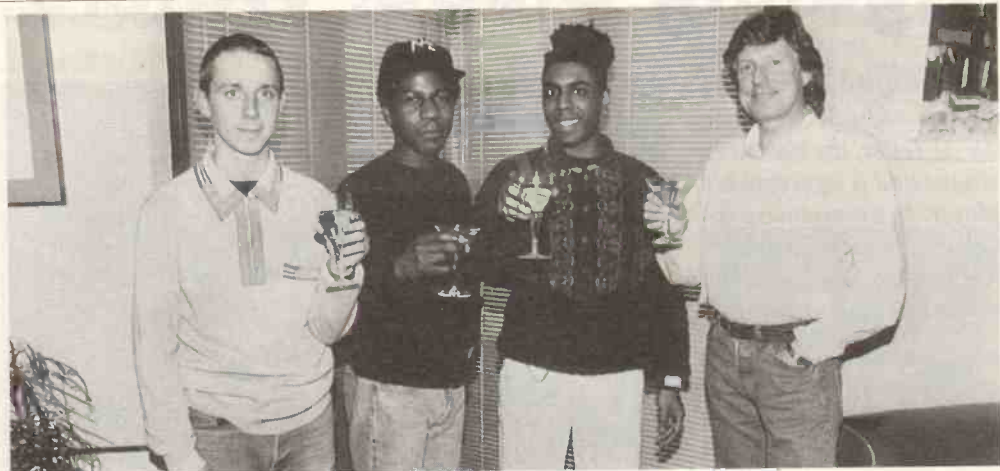
Teller is known for his critical stance towards radio broadcasters. In his keynote address at last year's IM&MC he warned European broadcasters not to follow the US

sense of music."

And Teller is certainly not impressed by radio's old counter-argument that it is not its task to break new talent. "Of course, that's the conventional wisdom. They can all attend a radio industry cocktail party and convince each other they're doing everything perfectly fine. And part of that is, I suppose, a historical fault of the music business. We don't get paid, certainly not in the States, by radio stations for the privilege for playing our music. And when you get something for free, you tend to devalue it. Let me make a statement which I'll not be able to prove: if radio had to pay serious money for the acquisition of music programming, the musical skills of the radio programmers would be much stronger than they are today."

But what about radio's claim that airplay is a form of free promotion for the record industry? "We would be able to sell records without radio stations if we had to. But radio would not be able to play music without records. I claim the higher ground in that argument. If I had to get on the back of a truck with a loudspeaker, rolling down the street and playing my records, I would do it!"

Regarding his own musical preferences, Teller says, "I hardly have enough time to listen to our own records. I find it harder and harder these days to step away from the professional role. When I go into a record store, the first thing I'm looking for is where my own records are and how well they are being displayed. That's one of the prices you pay for being in the business. But I am still a big fan of the singer/songwriters and of the young bands that go left of centre—anything that cuts against the grain."



OMAR'S HOWLING - UK soul singer/songwriter Omar, whose indie album "There's Nothing Like This" reached the Top 50 last year, has signed to Phonogram's Talkin' Loud Records. Celebrating are (l-r) Phonogram A&R managers Gilles Peterson and Norman Jay, Omar and Phonogram MD David Clipsham.

AIRC In New PPL Stalemate

by Julian Clover

Two meetings between the Association Of Independent Radio Contractors (AIRC) and the Phonographic Performance Limited (PPL) have failed to reach an agreement so far on copyright payments. The two sides had agreed to aim for a negotiated settlement rather than go back to

the Copyright Tribunal. AIRC director Brian West says, "PPL are looking for outrageously high rates so we have asked them to think again." If no agreement is reached, stations will be able to invoke the statutory licence procedure of the new Copyright Act. This allows them to make an offer to PPL, while a decision is made by the Tribunal.

A sticking point remains the inclusion of sponsorship revenue in the calculations. West says, "Undoubtedly, they will argue for sponsorship to be included. But we are saying no, unless the rates go down."

The current agreement terminates at the end of this month. AIRC is now waiting for a new offer from PPL.

City Talk Goes For Gold

Radio City/Liverpool has extended its City Talk AM service across the weekend with the introduction of "City Talk Gold", 07.00-19.00, Saturday and Sunday. Says programme controller Tony Ingham, "We thought it was important to expand, although ideally we would have wanted current affairs." Since its launch in October 1989, City Talk has steadily increased its hours, opting back to the

EHR-formatted City FM evenings and weekends.

"In effect, we were telling our listeners to switch off on Fridays, so the extension is important," says Ingham. "We wanted to keep the audience and increase the hours. We could hardly expect them to listen to [syndicated US personality] Rick Dees."

However, he adds that the service is not an experiment to extend the gold format during the

entire week. "We know gold works and there is a market for it. The last JICRAR figures show that. This is not testing our toes. We could put gold on tomorrow, but we are a talk station."

City Talk has opted for an easy-listening gold direction, centring on the '50s and '60s. Saturday afternoons will continue to cover sport with the FM service. Although it is early days, Ingham says reaction has so far been positive. JC

News In Brief

'Fergie' To Matthew

The professional association for the UK radio industry, the Radio Academy, has presented its highest honour to veteran BBC Radio 2 presenter Brian Matthew. The "Fergie"—named after sponsor Ferguson—is awarded for outstanding contributions to UK music radio and was handed over by BBC Radio 1 DJ Alan Freeman, the first winner.

Matthew, who currently presents Radio 2's Saturday morning "Sounds Of The '60s", is perhaps best known for presenting the highly acclaimed late-night arts magazine "Round Midnight" which ran from January 1978 until spring 1990. PE

Tarrant To 10.00

Listeners now have an extra hour of Chris Tarrant on Capital FM/London. His programme is being extended to 10.00, but the changes mean the departure of long-standing morning presenter John

Sachs. Also leaving the station is weekend and swing presenter Paul McKenna.

Pat Sharp takes over the morning show which now runs through to 13.00, followed by Mick Brown until 16.00. Former afternoon presenter Richard Allinson moves to the weekday early show 04.00-06.30. JC

Nova No More

UK-based satellite station Radio Nova has suspended operations. The surprise move came in a phone call to the station from owner Chris Cary on March 5.

Nova, which broadcasts via one of WHSTV's transponders on the Astra satellite, is continuing to provide its night-time club music dance programming and US religious programming. PE

BBC Sell-Off Call

BBC Radio 1, BBC Radio 2 and

local radio should be sold off, says a pamphlet written for the right-wing "Centre for Policy Studies". Former BBC journalist and conservative candidate Damien Green takes up the suggestion made in the "Peacock Report" in the mid-'80s.

Manx Reach Rules

Manx Radio/Isle Of Man is claiming a 92% reach with 82% on an average weekday. The figures are taken from research carried out for the station by Gallup, which give it highest weekly reach of any UK broadcaster. Previous weekly figures were between 79% and 86%. Manx, which has been broadcasting since 1964, is licensed by the Isle Of Man's government and not by the UK Radio Authority. It recently switched sales houses from Independent Radio Sales to Broadcast Marketing Services to take advantage of the latter's North-West regional ratecard. PE

Bleak INR Future Say Delegates

by Paul Easton

The government and Radio Authority's insistence that the Independent National Radio (INR) FM station must be predominantly non-pop will end up with them "giving birth to a dodo". That was the general conclusion of delegates to the Radio Academy's Music Radio Conference held in London on March 7-8.

In an open forum moderated by conference chairman and Unique Broadcasting PD Tim Blackmore, the majority of delegates supported an AOR/AC format for the franchise. Some even wondered whether the Authority might find itself awarding a national licence, but not having any bidders.

The biggest problem, delegates said, was the tight definition of pop music in the Broadcasting Act and the additional rulings issued by the Authority. Although some groups are hoping to bend the rules toward rock, Authority head of regulation, Paul Brown had little encouragement for them. "One INR applicant has confronted us with a list of records. The station will not be a soft rock station and those who think it is going to be will have to think again. A lot of ILR FM stations are already pop and the Authority wanted an alternative."

Brown also dashed the hopes of people who believe the station

will eventually be forced to switch to a pop/rock format. "If the station starts as classical and goes rock after two years, that is not on the cards."

The economics of running the station were also hotly debated. Although the successful applicant will have to pay an annual licence fee of about £1 million to the Authority, as well as a percentage of its advertising revenue to the government, the franchise will go to the highest bidder.

Classic FM's David Maker said the amount of the bid would be irrelevant. "In the end I think we are going to see a purely nominal bid of just £0.01."

In a discussion on the impact of advertising on the INR and other stations, the future is looking brighter, said Hywel Jones, chairman of economic and marketing consultancy Fixpoint. Jones said the worst of the recession is over in the UK and that inflation should drop dramatically by year-end. This should lower interest rates vital to financing new stations or existing stations hoping to expand.

Jones also introduced the "Supertanker Trend": meaning the economy takes a long time to either stop or alter course. The current situation in the UK and Europe is the result of what happened in 1988 when oil prices fell and many countries introduced tax cuts and financial deregulation.

Radio 1 Celebrates EBU Week

BBC Radio 1 is broadcasting a week of programmes from central Europe as part of this year's EBU (European Broadcasting Union) week. The station is also launching a publicity drive to explain the station's role as a public service broadcaster.

A Radio 1 spokesperson says, "We are using it to raise the platform of public service broadcasters talking off-air to broadcasters, politicians and other EBU members."

Outside broadcasts will take place from Strasbourg, Rome, Berlin, Paris and Brussels during April 8 - April 12. Evening presenter Mark Goodier will travel to cities to interview musicians and find out about the nightlife. Mid-morning presenter Simon Bates will host a more traditional "Radio 1 Roadshow" programme.

All five BBC national networks will be participating in the week. JC

Invicta Launches Company

Invicta/Kent has launched a new market research company Broadcast Surveys. This is an extension of the group's own in-house audience research department which has been in operation for over two years.

Broadcast Surveys research co-ordinator Sally Bosley says the move follows increased de-

mand from existing clients for advertising research. "In the current economic climate it is vital that every pound is spent effectively. Through research, we will be able to advise any business on the most direct way to target its advertising budgets, regardless of their chosen media." PE

Privates Counter Shoddy Practices With Strict Rules

by Mal Sondock

Germany's private radio stations and sales houses say systems are in place to prevent problems of missing or misplaced ads.

Multinational marketers **McDonalds** first brought the problem to light when it revealed that a study of stations showed that up to 15% of spots were

either not being broadcast, or were aired at the wrong time (M&M March 9).

Lutz Kuckuck, MD at RMS, one of the country's leading ad sales houses, says stations the agency represents have safeguards against such an occurrence. Kuckuck explains that the stations have logs signed by the announcer on duty, and a falsely signed report results in immediate dismissal of the person re-

sponsible. Comments Kuckuck, "We would be more than willing to sign contracts calling for stiff penalties in cases of this sort."

Kuckuck says that some RMS-affiliated stations have multiple frequencies and transmitters, which can cause confusion. **Antenne Bayern** has 17 different signals and **ffn** has 14.

Adds Kuckuck, "If a signal drops out, we report this to our clients and discount the spot accordingly. If a spot is not broadcast, we credit the customer and inform him right away."

Antenne Bayern has computerized log bookings that are signed by the announcers on duty. The two-hour blocks of advertising are closely controlled by programme director **Mike Haas**. **ffn's** **Gunther Drossert** and **RSH's** **Peter Volpel** confirm its stations have similar controls.

NI/Nuremberg programme director **Cetin Yaman** highlights the impact the McDonalds study has on small stations. "We already have image problems and it is almost impossible for us to get national advertising. A report of this nature could hurt our chance of survival even more."

"I know some of the smaller stations do not have top professional personnel due to low budgets. I cannot imagine how a station can continue to exist without the proper controls to eliminate the possibility of a situation like this."

IPA MD Ulrich Bellieno sums up, "I only heard of a couple of small stations in media-overcrowded Munich having this problem in the early stages. I cannot imagine any of the big stations having the same problem."

Letter To The Editor In Defence Of Private Radio

What a headline: "German Practices Shock Marketers!" Just let me ask a simple question: Is one station like any other? Is Germany's private radio all the same?

I don't think so, and I am really hurt by this kind of general accusation!

So let's focus on the difference of radio stations in Germany. In fact, maybe there are some clumsy people in the business. But please don't create an image of unreliability on all broadcasters. I'm sure there are a couple of stations—including **Radio Salti/Saarbrücken**—which are qualified to be proud of having a secure and still highly active advertising system. We are able to satisfy every kind of advertising instruction in less than 24 hours

and we give assurance of airing every commercial at the time the client demanded it if we do confirm his order.

So, if the errors you've mentioned in the M&M article March 9 did really happen, there is only one way to clean up the annoying situation: the names of the station which are concerned.

Finally, I don't like to see my station's image suffering under a mysterious, unknown something what is called by mistake "Germany's private radio". I'm sorry some people are not able to make a difference between a general accusation and specific comments on individual problems.

Adam Hahne
Programme director,
Radio Salti.

Impressive Ad Gains For New Privates

Ad revenue at the major private German radio stations grew 30% to DM280.3 million (app. US\$183.7 million) last year thanks mostly to listener increases and the launch of new stations.

Leading the pack in terms of total ad sales was **ffn**, which earned DM60.3 million, up 4% from last year. Following closely was **Antenne Bayern**, which racked up a healthy 102% sales increase to DM54.0 million. Two relatively new privates also completed their first full year in business: **FFH** and **Radio 100.6**.

While the increase might look good on paper, the industry is still facing problems, with radio advertising widely expected to barely outpace inflation. The forecast for 1991 shows about 6% growth in total ad volume and 10% growth in the new Eastern Germany states. Radio advertising should come in 5% higher next year, while TV is expecting a 20% increase. Comments MD at sales house

RMS Lutz Kuckuck, "One of the main reasons for the increase in private radio income is the trend towards a younger, better-educated and more affluent adult-listening audience than the public stations."

RMS sells about 75% of the ads nationally, and 25% regionally. It targets two thirds of each station's sales.

The major private stations are fighting to increase sales with their own marketing and sales forces. Details **Antenne Bayern** programme director **Mike Haas**, "We know the national trend is stagnant in radio, so if we do not sell regionally, we will not get the volume we want and need. We really make sure that the buyer gets his money's worth."

"I expect the overall ad pie to expand, but it will not be a natural expansion. It will have to be sold. Right now about two thirds of total sales are national but we hope to increase the percentage of local sales by a great deal." MS



HOMESICK FOR THE HOMELAND - The Original Naabtal Duo celebrate sales of 500,000 for their LP "Heimweh Nach Der Heimat". From l-r: Deputy MD BMG Ariola Munich, Albert Czapski, Wolfgang Edenharder, Willi Setz, BMG co-chairman Monti Lüftner.



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Private Radio Ad Revenue 1989-90

(in millions of DM)

Station	1989 Rev.	1990 Rev.	% chg.
Radio 100.6 #	3.7	27.0	636.0%
RPR	7.5	16.1	114.8
Antenne Bayern	26.8	54.0	101.9
Radio Hamburg	28.7	30.1	5.1
ffn	58.0	60.3	4.0
RSH	56.0	54.9	(2.1)
Radio Lux	34.5	20.6	(40.3)
FFH *	0.0	17.3	n/a
Total	215.0	280.3	30.3%

Source: AC Nielsen-S&P; Figures do not include adjustments for agency fees or discounts. # Began March 1989; * Began November 1989.

EMI Prays With A Hammer

by Emmanuel Legrand

EMI France is launching a major marketing campaign to promote MC Hammer's *Please Hammer Don't Hurt Me* prior to the artist's Paris concert on April 19.

International manager Herve Defranoux has set up a three-step campaign that started slowly in mid-February with the release of the single *Pray* with enough promotion to ensure airplay.

The second step in March consists of a national display contest at key retailers in the main French cities. Each retailer will combine its promotional operations with a local FM station.

Comments Defranoux, "We chose radio stations that already have tight connections with retailers, such as Radio Service and the Virgin Megastore in Marseilles. The link with retail

radio brings a synergy on a local level that gives us greater efficiency." The third wave will start in April with a major Ffr3 million (app. US\$576,000) advertising campaign with 30 TV spots on channel TF1 in connection with NRJ.

"We chose radio stations that already have tight connections with retailers."

- Herve Defranoux

NRJ is sponsoring Hammer's concert and will run a Ffr1 million campaign starting on April 22. Five thousand posters are to be displayed throughout France.

European tour sponsor Pepsi will be organising a series of PR events.

So far, MC Hammer's album has sold 65,000 copies in France, while the first single *U Can't Touch This* sold 130,000 units, reaching the top 15. Defranoux says, "The success of the first single showed that we have already gone beyond the rap audience and MC Hammer is on the verge of crossing over. In the beginning, the album sold by word of mouth but we are now reaching a new audience.

"*Pray* sold 25,000 copies before receiving heavy rotation. Radio stations are much more receptive and the show will generate a lot of interest. Our target now is to reach double gold (200,000) or even platinum which would be a first for a rap record."

Nostalgic Campaign For Radio Nostalgie

by Jacqueline Eacott

Radio Nostalgie launched a new advertising campaign on March 10 to focus on the station's musical coverage of the last 40 years.

The campaign—which will include print, billboards and posters on buses in all major cities—was created by ad agency Resonances for a Ffr26 million (app. \$US5 million) budget. The four-colour visuals used in the campaign each feature a couple dancing to a particular style of music: twist, bamba, rock and disco.

Explains Nostalgie's communication director Robert Pinto, "Our last campaign was directed completely at the listeners. It was an identification campaign. This time we are presenting the product itself, which is why we emphasise the range of musical styles played on Nostalgie. We don't just play French 'variétés'."

Pinto also says the ads cover both French and Anglo-Saxon product (Nostalgie plays about 80% domestic product). "These musical styles are all international. We have our own interpreters of rock & roll such as Johnny Hallyday, Eddy Mitchell and Dick Rivers. Our listeners can appreciate that."

Nostalgie's wide variety of listeners was visible in the most recent Mediametrie figures. The station takes the bulk of its audience from 25-49 year olds (6% compared with Europe 2's 9.8% and NRJ's 8.3%). It also picks up an almost equally important block with the over-50s. That group comprises 4.6% of its audience, as opposed to Europe 2's 0.8% and NRJ's 1.5%. Nostalgie scores lowest with the 15-24 year olds: 1.2% in contrast to Europe 2's 7% and NRJ's 15.3% (figures based on average quarter-hour listening volume).

BENELUX

Privates Join VTM Charity

by Marc Maes

VTM is teaming with 55 private radio stations and network Radio Contact for the charity projects "Levenslijn" and "Televie". This is the second year for the event.

The Flemish single *Van Nu Af Aan* (PolyGram) and the French-language *On A Toujours Quelqu'un* (Carrere), both recorded to benefit a number of charities, are currently top of the international IFPI charts. Many artists will be attending galas on March 16 to help raise funds.

At Radio Contact Danny de Bruyn will be co-ordinating a

live campaign broadcast on March 15-16. Comments de Bruyn, "We will broadcast live from the four Flemish regional VTM centres on Friday 15 (from 19.00-24.00) and on Saturday (from 09.00-24.00). All co-ordination will take place at VTM's central studio facilities at Videohouse, Vilvoorde. We will broadcast interviews with artists and personalities to our 22 affiliates throughout Flanders. Our stations will provide up-to-date news on the figures of the fund-raising campaign."

The operation, which includes six ads, two "Levenslijn" daily

bulletins and telephone link-ups to other Contact outlets, will cost about Bfr3 million (app. US\$95,500). Last year, VTM raised approximately Bfr450,000.

Radio Antigooon/Antwerp is auctioning personal donations from stars like Leyers, Michiels & Soulsister and autographed CDs by Celine Dion.

FM Features National Talent Show

French-language private radio group Top FM has finalised the line-up of Belgian artists for its show "Decibelge". The programme is to be broadcast on Sundays between 17.00-18.00 on one of its two Brussels outlets.

Hosted by Jean Linthout, the programme features interviews and record selections by artists like Les Snulls, The Radios, Clouseau, Philippe Swann and Elisa Waut.

Top FM head of music Michel Brunelli explains, "We are not a real network, which is why we are broadcasting the show on only one Brussels outlet. We have applied for a network authorisation, with an option of collaborating with Belgian NRJ outlets." MM

Music & Media
Correspondent
Marc Maes 32-3-5688082

Gold Gets Easier

Starting on March 1, trade body SNEP has reduced the sales levels a single needs to achieve in order to go gold. This is a reaction to the recent decline of the format.

Gold singles will be awarded for sales of 250,000 compared to a previous 400,000, while platinum drops for 500,000 from 800,000. To qualify for silver a single must

now sell 125,000 copies compared to a previous figure of 200,000.

Album sales will remain the same, with gold status reached after the sale of 100,000 (platinum, 300,000).

Singles currently represent 6.5% of the industry's total national turnover with 27 million units sold. EL

SNEP Supports Sunday Opening

Trade body SNEP has for the first time taken a side in the debate surrounding the opening of record stores on Sundays. SNEP says, "Everything points towards the legislation allowing record stores to open on Sundays. Its impact will surely benefit all parties under the condition that the rules would be clearly set up."

SNEP also adds, "Allowing

record stores to open on Sundays gives everyone access to culture and contributes to better standards of living."

French laws demand that stores close on Sundays. But the Virgin Megastore had been opening its doors on Sundays since its launch in November 1988. Since then, unions have forced the store's Sunday closure. EL

M6 Honours Top Videos

Having recently celebrated its fourth anniversary on French TV, M6 is marking its contribution to the video industry with a first-time "Special Starclips" event. The awards, which will be held in Paris at the beginning of April, will feature top French and international video clips voted by M6 viewers and music industry professionals.

For the past two months the channel has been promoting the operation through Laurent Boyer's show "Un Clip Pour Toi" and several "Starclips" programmes. The 240 video clips in the competition were

broadcast by M6 and listed in the magazine *Telestar*, which is co-promoting the event.

Prize categories are: Prix du Public (voted by M6 viewers by telephone or Minitel); Prix de la Ville de Paris (best French clip from a selection on view at Paris's videotheque); Prix de la SACEM (voted by SACEM members); Coup de Coeur of M6 (voted by the M6 team); and Prix de la Professionnels de la Musique (best French and best foreign clip voted by 1,300 music industry professionals). JE

Compilation Hits Gold

The latest compilation album from Magnum, a collaboration between Sony Music, Warner Music and PolyGram, has gone gold only one week after its release on March 1.

The record, called *The Hits Album 91 - Vol 1*, is released and promoted through Warner Music Belgium, where marketing and product manager Francois de Kock has created a promotion strategy to support the project.

Comments De Kock, "Firstly, there is the almost traditional ad-campaign in conjunction with the Flemish commercial TV station VTM running from March 1 up until April 5."

De Kock is also going ahead with an extensive radio campaign on the French community's state

broadcaster. National broadcasters Radio 21 and La Une will be carrying ads for the record (available on CD and cassette) in March. Although the French-language state stations are not allowed to broadcast commercial advertising, the product is considered medium promotion, which allows commercial publicity.

Explains De Kock, "We decided to work with the state broadcasters for this campaign for various reasons. We are planning a Chris Isaak campaign on Radio 21/Brussels and the Flemish Studio Brussel." He adds that a radio campaign on the state stations has good feedback and that "the RTBF campaign cost only one fifth of the TV campaign".

Ministry Clamps Down On Illegal Radio Networks

by David Rowley

The Danish Communications Department is beginning to crack down on what it sees as private radio networks, which are currently illegal under Danish law.

First to be hit was **The Voice Of Scandinavia's** national cable radio service, which the Danish telephone companies took off cable systems in January.

Since then the government's **Local Radio & TV Committee** has ruled that **The Voice** has been networking between its two stations in Horsholm and Birkerod. The regional committee covering these areas has asked the Voice to stop broadcasting the same signal and the station has complied.

In addition, **Radio Uptown/Downtown**, which has two separate frequencies in north and central Copenhagen, has been told it is not allowed to broadcast the same signal on both.

Radio Uptown head of music **Niels Pedersen** says that although the committee has told the station its action is illegal, it is continuing to broadcast as before. "We expect some sort of action soon, but we do not really know what. I do not really think the issue is that important to many people in the government," says Pedersen.

The Voice proprietor **Otto Reedtz-Thott** says his group of stations has been trying to push the question of networking by

broadcasting the same signal on different frequencies.

In August last year **The Voice Of Scandinavia**, which is a separate company registered in Jersey, Channel Isles, got permission to broadcast a national signal on cable. This made it the first Danish-based operator to broadcast nationally, except for public broadcaster **Danmarks Radio** and the commercial but government-controlled **TV2**.

Reedtz-Thott says the removal of **The Voice Of Scandinavia** from cable nets is an attempt by the government to safeguard TV2 against possible competition from Danish and foreign competitors. Comments Reedtz-Thott, "We have appealed to the government against the decision, but I do not know how that will work out. We had been promised some response soon but we have not heard anything yet. I want to try to negotiate some solution. Our belief is that by banning the station they are breaking EC rules on cross-border competi-

tion."

On the subject of the local frequency networking bans, Reedtz-Thott is more philosophical. "We can afford to transmit a different signal for each of our six Copenhagen frequencies because we have a large income in the city.

"We are reaching between 250,000-300,000 listeners in Copenhagen and about 80,000 in the rest of the country through our stations in Odense and Naestved. But this is obviously very expensive and it would be a lot cheaper to feed the same signal on all our frequencies."

The Voice recently acquired two more radio stations in the greater Copenhagen area: **Radio Sollerod** to the far north and **Radio Capital** in the northern suburb of Lyngby.

"I do not think the government takes us that seriously at the moment but they are also having problems with [Social Democrat] opposition over the issue," adds Reedtz-Thott.

P4 Prepares For Commercial Future

by Paul Andrews

Swedish local **Radio P4/Lund** has stepped up preparations for the introduction of commercial radio in the country. The station has broken away from its original backer, the local students' organisation, and is now run by an independent association.

Says programme director **Hans Strandberg**, "We are now in a better position to build our general audience and want to be ready to go commercial as soon as we can." He adds that the station may also be prepared to broadcast commercials illegally if the law is not changed soon to allow them.

SPAIN/PORTUGAL

Media Ownership Rules Relaxed

by Anna Marie de la Fuente

Spain's radio and TV stations can now be 100% foreign-owned, but there's a catch. Each foreign investor cannot control more than 25%.

The restrictions on foreign investments in Spanish radio and TV were finally lifted in January in order to come into line with other EC countries.

Private broadcasters' association **AERP** secretary general **Ruiz de Assin** says, "Not one firm, either Spanish or foreign, can hold more than a 25% stake. The difference now is that four French firms could own a total of 100% of a broadcasting company in Spain as long as indi-

dual shares do not exceed 25%."

Existing limitations on the number of ownerships still stand. "Each firm can participate in one radio/TV company," he says.

These changes now allow media magnates such as **Silvio Berlusconi**, **Robert Maxwell** and **Robert Hersant** to further expand their interests in Spain. Italian Berlusconi already has a 25% stake in leading private TV station **Telecinco**. French company **Hersant** has a minority interest in **Grupo 16**, the Spanish media group which includes FM station **Radio 16/Madrid**.

De Assin revealed that foreign companies were approaching him even before the new changes in the law.

Saddam Rap Reaches Top 5

by Howell Llewellyn

A London-born singer/dancer calling himself **King Little John** (KLJ) has recorded what must be the world's first anti-**Saddam Hussein** pop hit. His rap "12" *Sadam* (the Spanish spelling) reached no. 4 in the Spanish charts on March 4 and is still climbing.

KLJ, whose real name is **John Michael Aboro**, lives in Barcelona where he recorded the single for **Max Music**. He wrote and recorded the song in December about a month before the Gulf war erupted.

KLJ raps, "Saddam is crazy and Bush is a gangster/Now the world turns faster/Nobody is good, nobody is bad. Everybody wants/More than they can have/The motive is oil/And if you touch it will de-

stroy you." goes part of the hit in Spanish. "Saddam is surrounded. There is no escape/He knows he's sunk. The guy is not/So big. There is no escape."

Max Music director **Ricardo Gomez** explains, "We specialise in studio records using rhythm boxes and so on. The sound is excellent for discoteques where it is going down a bomb. Its success is partly because of its topicality and partly because it sounds great."

KLJ was a martial arts expert and gym teacher before forming a dance and song group called **Mystic Rhythms**.

His group toured Europe and in 1983 he recorded his first record *Mister Animal*. He co-wrote **Eddy Grant's** hit *Killer On The Rampage* after which **Tina Turner's** producer **Terry Bratten** helped him out on the disco hit *Getting Away With Murder*. He adopted the name KLJ in New York where he worked in discotheques before returning to Barcelona.

MCA Seeks Marketing Pro

MCA Geffen Records Spain is looking for a marketing manager. The appointment is based at the **BMG** offices in Madrid. The successful applicant must

be currently handling international product. Interested? Contact **Chris Griffin** at **MCA/Geffen London** on +44 71 4379797.

Cocciante Comes Out Tops At San Remo

Virgin artist **Riccardo Cocciante** beat 19 other major contenders to win the 41st edition of the **San Remo Song Festival** with the song *Se Stiamo Insieme*. Cocciante was partnered by the non-competing international artist **Sarah Jane Morris**.

Renato Zero (BMG) won second place in the competition with the song *Spalle Al Muro*. **Marco Masini** (Dischi Ricordi) came third with *Perche Lo Fai*. Zero was partnered by **Grace Jones** and Masini by **Dee Dee Bridgewater**.

The newcomer's prize was

won by **Paolo Vallesi**. **Enzo Jannacci** and new group **Timoria** (Polydor) walked away with the coveted critics' awards.

State RAI TV covered the four-day event exclusively and over 40 million viewers tuned in at some stage. The festival was marred for some by the non-appearance of international acts **The Bee Gees** and **Rod Stewart**.

The absence of **The Bee Gees** was blamed on the Gulf war. **Rod Stewart** arrived in San Remo but was dropped by the organiser **Adriano Aragozzini** for his refusal to sing *Downtown Train*. DS

CDs Lead The Way As Unit Sales Rise Just 6%

by David Stansfield

The value of soundcarrier sales rose 17.4% to L501.7 billion (app. US\$440 million) in 1990, up from L427.5 billion based on figures released by Italian IFPI organisation AFI. However, unit volume increased only 5.7% to 56.85 million.

Leading the group was CD sales, which rose by some 50%, with more than 15 million units sold, five million more than in 1989. Cassette sales increased

by 5.15% but the sale of albums dropped by 12.62%. Singles sales suffered most with a slide of 30.1%

Another format leader was classical music, which had a sales jump of 24.8%. Pop music increased a paltry 3.9%. The market share for locally produced pop music improved international pop by 1.5%. Sales of top-priced albums and cassettes dropped by 7.9% but low and mid-priced sales increased by 13.0%.

AFI does not release figures

offering an individual company's market share, but spokesman **Franco Crepax** comments, "The results are encouraging. We can see the market is moving from vinyl to CD and this means more revenue. The single is dead. This is strange as the format does sell in other territories. But we have proof of its demise by the fact that many contestants at the **San Remo Song Festival** have not released their entry song as singles. They have concentrated on albums."

Soundcarrier Sales 1989-1990

(in millions of units)

Format	1989	1990	% chg.
CD	10.28	15.43	50.16
Classical	4.65	5.80	24.77
National Pop	22.58	23.87	5.75
Cassettes	23.91	25.14	5.15
International Pop	26.57	27.87	2.28
Albums	16.21	14.17	(12.62)
Singles	3.39	2.10	(30.05%)

Source: AFI.

Radio Seals Fate

Warner Music Italy radio promotions manager **Sandor Mallasz** says radio airplay is largely responsible for the chart success of ZTT artist **Seal**.

Mallasz had remained cautious about Seal's hit potential earlier in the year when he discussed the influence of US and UK charts on stations in the local broadcast sector. He comments, "It is a very strong single with a great potential to chart. But *Groove Is In The Heart* by **Deee-Lite** was a huge radio hit that just did not chart [M&M February 2]."

With *Crazy* at no. 8 in the official singles charts at press time, Mallasz says, "The success of Seal

proves that a good song can make it, even if the artist is not famous. The record was no. 1 on stations **Radio Kiss Kiss**, **Rete 105** and **Radio Dimensione Suono**. It also received heavy rotation on **101 Network**, **RTL 102.5 Hit Radio** and **Radio DeeJay**."

Mallasz maintains that TV exposure also contributed to the success of the single. Seal appeared on the "San Remo International" programme and played on the TV shows "Rock Cafe", "Be Bop A Lula" and the "Super Classifica Show". The artist also undertook a four-day promotional visit to give interviews to radio and TV stations. DS

Contempo Confirms International Policies

Independent label **Contempo International** has hit back at comments made by ex-GM **Francesco Alaimo**. Alaimo, who left the firm to become a partner in the record company **High Tide**, claimed that Contempo was becoming more national in its sales approach (see M&M February 9).

But Contempo's newly appointed promotions manager **Gianpietro Giachery** counters,

"Alaimo's claims are unfair and untrue. It was he who stopped the company from expanding on the international market. Our work is projected towards Europe and the rest of the world. We have just signed new distribution deals for our acts in Germany, Austria, Switzerland, the Benelux, Sweden, Greece and the UK. We also license our acts in Korea, Japan, Argentina and Uruguay." DS



ELTON RACKS 'EM UP - Phonogram Records execs present Elton John with a platinum award for sales of 450,000 of the double album "The Very Best Of Elton John". Lr: Phonogram promotion executive Nicola Zingarelli, Robert Key of Elton John Management, Phonogram promotion executive Pierluigi Galluzzi, Phonogram MD Bruno Tibaldi, Phonogram product manager Michele Olcese, Elton John, Phonogram promotion executive Roberto Siena, PolyGram PR director Danilo Giotti, Phonogram marketing manager Roberto Biglia and John Reid of Elton John Management.

Young Listeners Go Private

Private networks **Radio DeeJay** and **Rete 105** have forced state RAI Radio into third place in the battle for 10-24 year old listeners.

As part of its **Global Radio Research** package, Milan-based institute **Datamedia** shows Radio DeeJay

as the leader in the 10-14 year-old market. Rete 105 retains its lead position with listeners aged from 15-24. Radio DeeJay station director **Claudio Astorri** comments, "Kids that age seem to identify more with DJs than music." He admits the 10-14

target range is small, but puts the station's success mainly down to the audience appeal of its DJs.

"Music defines format. You have a particular format for a target range. But personalities can expand and broaden it." Astorri believes the afternoon programme "DeeJay Time" presented by **Albertino** appeals most to 10-14 year olds.

Rete 105 music director **Alex Peroni** says, "If I played more rap music I could capture the 10-14 target group. But I cannot bother more than one million 25-44 year-olds with artists such as **Vanilla Ice**. My priority is 15-24 year olds, but artists like **Sting** or **Michael Jackson** appeal to older listeners."

Radio Dimensione Suono started to broadcast throughout national territory in 1988. It targets 18-35 year olds with an EHR format. But programme director **Bruno Ployer** says, "I am not surprised at the station's success with 10-14 year olds. Kids are more open to new things and listen to us because we are a relatively new station." DS

Top Three Stations 10-14 Year Olds

(Average Daily Audience Oct-Dec 90)

Station	Audience	Reach
Radio DeeJay	556.000	12.23%
Rete 105	444.000	9.77
State RAI	252.000	5.54

Top Three Stations 15-24 Year Olds

(Average Daily Audience Oct-Dec 90)

Station	Audience	Reach
Rete 105	1220.000	12.03%
Radio DeeJay	974.000	9.59
State RAI	824.000	8.12

Source: Datamedia

Virgin Records: Focusing On Key Acts

Fabrice Nataf was promoted to president of Virgin Records at the end of 1990 after having been the company's A&R manager since 1984. At 34 he is one of the youngest MDs in France to head a record company. Nataf spoke to Emmanuel Legrand about the challenges that face him.

Q: How did you become president of Virgin Records?

A: Frankly it took me by surprise. If someone had told me two years ago that some day I would be president of Virgin Records, I would have called him a fool. I think the fact that PolyGram made me an offer to become MD at Polydor accelerated the process. Patrick Zelnik (head of the Virgin Group) first made me the offer a year ago, but I did not accept. I felt I was not ready. Proposals from other companies were numerous and it made me think a lot. The Polydor offer was tentative because they have a very good catalogue—and then Patrick reviewed his offer. It is as simple as that. I never had any career plans. I never planned to be roadie then road manager, then artist manager, then in A&R, then MD of a record company at 34—but this is what happened. There are a lot of new things I am learning and a lot of sides of the business that I was not exposed to when I was only dealing with A&R. But it is an exciting challenge.

Q: You are mainly an A&R person. Will that influence the way you run the company?

A: Obviously, it will. Virgin has always been an A&R-driven company, although a lot of our competitors praise our marketing style. I think record companies should be managed by A&R people. Each time this has happened it has been successful in the UK, the US or in France. A lot of our work is to discuss with artists their creation. Marketing should always come afterwards. If you are able to cope with artistic matters the rest will fall into place without problems.

Q: Will you still handle A&R on a day-to-day basis?

A: I remain head of national production so our artistic policy will not change. We will be more aggressive, and as selective as we used to be. To most of the artists signed to Virgin, I am the first person they are in contact with and I want to maintain a close relationship with them. It is the case for the artists I have signed, such as Mano Negra, Liane Foly or Les Innocents, or those who were signed before I arrived

like Les Rita Mitsouko or Julien Clerc.

Q: Will you change things and people in the company?

A: Everything will remain more or less as it is. I will just strengthen the marketing department. I am also creating a new department to handle the international promotion and export of our national catalogue headed by Mireille Roulet. This department will work on five or six key priorities and will have its own budget for promotion, tour, support, merchandising etc. Apart from that, a TV producer will be hired to handle video production. Otherwise, all the key people

with Virgin products, the media know what category of products they will not be listening to.

Q: Why do you have such a selective signing policy?

A: We already have 20 local artists and it takes a lot of time, money and energy to really work seriously with them. Besides, we have a large international catalogue that represents 45% of our revenues and to which we are also totally committed. We have always been an album-orientated company and there is no reason to change that. This means that we carefully chose the artists we believe are able to record an album. I rarely listen to other company's artists and regret not having signed them. Let's put it the other way: it is not Virgin that is signing too few acts but the other companies that sign too many of them. Look how many records remain unnoticed. In record companies everybody is scared of being fired, scared of

Negra that have sold 220,000 copies of their latest album outside France. Their new LP is one of the four international priorities for Virgin in the world along with Simple Minds, Paula Abdul and Lenny Kravitz. With Mano Negra, we have been working hand-in-hand with the band's management. We are not yet earning money with them because there is a lot of financial support needed, but a target of two million sales in the world now seems possible with this band.

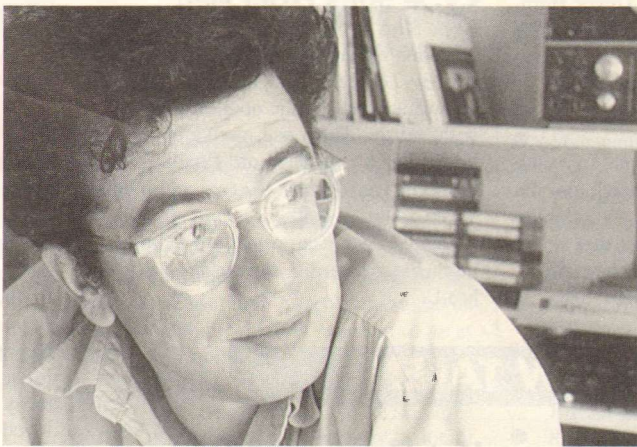
as the increase in turnover. Besides, breaking new acts is also a way to increase our market share. I am more interested in having artists that will still sell 10 years from now, like Telephone, than getting massive radio airplay that has a limited value in the long term.

Q: Speaking of airplay, what do you think of the current media situation in France?

A: I am a little bit worried by the panel system. I think the media often forget that they

"Their [Mano Negra's] new LP is one of the four international priorities for Virgin in the world along with Simple Minds, Paula Abdul and Lenny Kravitz."

"Virgin has always been an A&R-driven company. I think record companies should be managed by A&R people."



Fabrice Nataf

remain in the company without changes.

Q: Where does Virgin's good image come from?

A: It comes from our artists. It is the Rita Mitsoukos, the

taking risks, scared of everything. So one way to avoid taking risks is signing many acts, hoping that a couple of them will eventually become successful. This is not my way of working.

"Every year I want to discover two new French acts and break three international acts while continuing to develop careers of artists like Etienne Daho and Simple Minds."

Renauds, the Mano Negras that have made Virgin what it is now. We have very rarely released a bad album. It gives us a lot of credibility. When our promo team goes to the media

Q: Is the international market important to you?

A: Virgin has become one of the precursors in France with Les Rita Mitsouko in the mid-'80s and now with a band like Mano

That is why I want to build a stronger international department. I want it to be an additional service we can offer to the artists. The mentality of French artists has changed; they feel a little bit restrained in France. In terms of record production, live shows, musical creation or clips I think that we are now as competitive as the UK or the US. The mentality outside France towards French acts also seems to be changing. Virgin affiliates are much more receptive to our products. The stereotypes are vanishing but there is still a lot of work to do.

Q: What are your main goals for the future?

A: Every year I want to discover two new French acts and break three international acts while continuing to develop careers of artists like Etienne Daho and Simple Minds. Then I will feel we have reached our goal.

Q: That does not seem like a very ambitious target?

A: That is what you think! It is not as easy as it looks. I prefer to think in artistic terms rather than focus on market shares. Of course, if we can double our share and jump from 8% to 15% I will be pleased, but it will not be at any cost or by signing any product available. Some record companies in the '70s used to do records just for Monique Le Marcis [RTL music programmer] or for Albert Emsallem [former Europe 1 head of music programmes] to be sure to get airplay. Now records are made for Max Guazzini [NRJ GM] or Laurent Bouneau [Skyrock programme director]. I am not interested in that. I believe our image is as important

have a responsibility in educating the audience. I am also appalled by the fact that in some cases airplay is linked to marketing campaigns with radio stations. Put another way, if you do not buy ads on the station there is no airplay. In economical terms you have to bear in mind that an album costs around Ffr600,000 [app. US\$115,600] to produce and when you add about half a million francs for a video and limited marketing you already reach a million francs. If on top of that you have to invest Ffr 500,000 to buy ads on a station with the hope of getting airplay it is not only silly, it is immoral—a real scandal. It leaves the door open to all the previous excesses such as co-publishing or bank notes in record sleeves. I will never blame a station for not playing Virgin records, but this system is scandalous. Integrity is the best quality of a broadcaster.

Now 34, Fabrice Nataf is one of the most respected A&R managers in France. He started his career in the early '80s, after two years of medical studies. He went into independent music production, set up a label and moved to New York to produce the band The Comateens.

After returning to France in 1983, he started working for Bill Baxter, first as roadie, then as tour manager. He met Etienne Daho, and became his manager. Nataf signed both acts to Virgin France. In 1984, Patrick Zelnik asked him to join the company as head of A&R. He has since signed Mano Negra, Liane Foly and Eric Serra.

SINGLES

A-Ha

Early Morning - Warner Brothers
The band continue their brand of easy-recognisable pop tunes which EHR programmers will welcome with open arms.

François Feldman & Janiece Jamison

J'ai Peur - Phonogram
A bilingual duet. French superstar Feldman sings with English chanteuse Jamison (of Eurythmics fame). It creates the kind of international unity that politicians around the world can only dream of. It's also more danceable than any United Nations Resolution.

The Jeremy Days

Sylvia Suddenly - Polydor
Produced by well-known duo Clive Langer and Alan Winstanley (Madness, Elvis Costello, Morrissey), this critically acclaimed German pop/rock outfit deliver a well-constructed pop song. After a few plays the quality becomes more apparent.

Jesus Jones

Who? Where? Why? - Food/EMI
The latest single from the album *Doubt* is a remixed version by Phil Harding and Ian Curnow for PWL. This 7" crisis mix is superior to the original. Dance programmers resole your shoes.

Leyers, Michiels & Soulsister

Well Well Well - EMI
They may have changed their name but the musical pop-rock direction remains the same on this latest offering. Their sound almost defines the AOR format.

Lomax

Waiting In Vain - ZTT/WEA
Produced by Trevor Horn, this UK act manage reasonably well to come close to the original Bob Marley song. Steady pop without the reggae beat.

M&M Crew

Forget About Fashion - WEA
M&M are not your faithful Music & Media crew. Featuring Terry G, the band deliver a rap on top of Gregorian music. Highly fashionable.

PSY

Angelina - BMG Ariola
Three inspired young French men exert themselves to the utmost, for what must be

the most beautiful girl in the world. In the meantime, the song encourages you to dance your legs off.

River City People

When I Was Young - EMI
New version of the song featured on the album *Say Something Good*. These people may live next to the river Mersey, but their beat is American-style, just like their colleagues near the river Thames. The Katydid. The big twangin' baritone guitar makes it even more exciting.

Del Shannon

Walk Away - Silvertone
If you are heavily in search of success, just call Jeff Lynn and he'll fix it. If you're really lucky he'll take a fellow Travelling Wilbury to the studio, in this case it was Tom Petty. The late Del Shannon was so lucky, and the combination worked. Hit material.

Soul Asylum

Spinnin' - A&M
Still sounding similar to the disbanded Hüsker Dü, Soul Asylum are also from Minneapolis. Suitable material for any alternative programmer who has just finished reading Bob Mould's *Workbook*.

Rod Stewart

Rhythm Of My Heart - Warner Brothers
Exit Tina Turner, Rod is on his own again with this marching tune. It also marks the definitive return of producer Trevor Horn, who most recently had a success with Seal.

Ten Sharp

You - Columbia
Reduced from a three piece band to a duo, these Dutch musicians are back on the scene again. Taken from their forthcoming album *Under The Water-Line*, this single is very reminiscent of Elton John's *Sorry Seems To Be The Hardest Word*.

ALBUMS

9 Ways To Sunday

9 Ways To Sunday - Giant
American six-piece band struggle with typical European pop. In earlier days their music would have been filed under "new wave". Only *The Innocent* comes pretty close to bands such as Aztec Camera and Prefab Sprout. On *Get Back Home*, the band explore the no man's land between The Clash and U2. One of the first in a long series of new LPs on Irving Azoff's new Giant label.

Blue Blot

Bridge To Your Heart - BMG Ariola
If they were blindfolded, blues and soul connoisseurs would have a hard time recognising the origins of this record. Is it the new Dough MacLeod album, or is it an unknown bluesy side of Bill Withers? They're wrong. Blue Blot are a skilled blues band from Belgium. With a track titled *DJ Play My Blues*, album rock programmers will know what to do.

Jil Caplan

La Charmeuse De Serpents - Epic
Pouring wine into water? These are not your regular chansons and Caplan demonstrates the genre can still be developed. For her it's the most *Simple Mélange*, including ingredients from sweet soul music (*As-Tu Déjà*) and galloping C&W (*Tout C'qui Nous Separé*). She serves a delicious musical dinner.

Cycle Sluts From Hell

Cycle Sluts From Hell - Epic
Abandon all morality, these girls have got you *By The Balls*. All tricks to upset the authorities and public opinion are applied with relish. They use pseudonyms like Venus Penis Crusher, Lord Roadkill, She-Fire Of Ice, Honey 1%er and Queen Vixen. And if that's not enough, they're currently on a European tour with your mother's favourite sons-in-law, Motörhead.

JJ

Intro... - Columbia
The time is right for crystal-clear pop tunes. Susanna Hoffs and the Divinyls did their part of the work, now it's Jan Johnston and Tony Kirkham's turn. The duo's mood is blue (*Denim And Blue*). *Slide Away* is an excellent track for day-dreaming on a rainy Sunday morning in the spring. Also try *If This Is Love*, their current single.

The KLF

The White Room - KLF Communications
It's impossible to categorise this Liverpool dance project made up of Bill Drummond and Jimmy Cauty. As soon as you've decided it's soul, they change into a hiphouse act. Sometimes they even manage to combine both on one particular track, as on the hit single *What Time Is Love?*. They use samples like schoolkids clear out glue-pots: right to the bottom.

Noir Desir

Du Ciment Sous Les Plaines - Barclay
La douce France on the rocks! Only the lyrics are French. They play the same prairie rock as American band The Gun Club, but with a whole lot more "joie de vivre". In their own words, they are *En Route Pour La Joie*. After Mano Negra and Les Negresses Vertes, they will be the next French band to make it big outside home territory. Napoléon would certainly have loved it.

Teddy Pendergrass

Truly Blessed - Elektra
Next chapter in the continuing story of sophisticated, late-night soul music. Turn up the volume, dim the lights. Only the uncorking of bottles of wine will disturb sugar-sweet ballad time. Apart from the usual dose of romance (*It's Over* and the title track), there's also some time to dance (*Don't You Ever Stop*).

Tangier

Stranded - Atco
Hard rock with a stark bluesy feel. The way guitarist Doug Gordon slides through the track *If Ya Can't Find Love* is ear-blistering. Sharp-voiced new vocalist Mike LeCompte is a real asset to the band. Any rock programmer seduced by Aerosmith, Cinderella and Great White will probably love this.

NEW TALENT

Al Tall & Muluk El-Hwa

Xarq Al-Andalus - Erde (LP) (Germany)
Valencia-based band Al Tal unite different cultures by integrating music from Mediterranean countries, including Spain, Yugoslavia, Italy, France, Greece and Egypt. On their project, they team up with Moroccan group Muluk El Hwa. The result of this fusion is astonishing. Contact Manuel Román on fax: (49) 2202-2 20 74.

The Gruesome Twosome

Burnt-Out Celebrity - SSR (Belgium)
Strange voices express the meanest, most malicious pleasure. Celebrating the decline of some big star is like dancing on their grave. The demanding house beat makes it very clear, they will only stop when their target has burnt to ashes. Contact Roland Busselen on tel. (32) 2-640 79 14; fax: 2-648 83 69.

Matchless

Everything I Want - Time Music (Austria)
Named after the Matchless motorbikes. Computer disco and "Austrian haus musik" go together perfectly on this 12" club record. The rhythms bounce with tight military discipline. Stamp your motorbike boots. Contact Michael Huettler on tel. (43) 316-91 89 74; fax: 316-91 89 04.

Pushtwangers

Push That Twang Into Motion - MNW (LP) (Sweden)
They have always been the most "poppy" band on the Swedish garage rock scene, but on their fourth album they are even more tuneful than ever. Especially the tracks *Doin' Time* and *Miracle*—also the first single—are highly enjoyable. Licensing is still available for all territories excluding Scandinavia. Contact John Cloud on tel. (46) 764-334 50; fax: 764-300 60.

Singles and albums featured in New Releases are listed alphabetically. Selections include those which have achieved significant airplay within the last four weeks and those releases judged to have musical merit. Records mentioned in this section are by acts signed to independent labels for which license and/or publishing rights are available, except as noted. Please send your samples to Machgiel Bakker, PO Box 9027, 1006 AA Amsterdam, Holland.



Bee Gees

Some bands are always contemporary. The Bee Gees are one of the most popular and enduring acts in the history of pop music. With the release of their 27th album, "High Civilization", on March 18 (their third for Warner Brothers) and a massive European tour to follow, they are firmly back on the scene again.

by Robbert Tilli

The brothers Gibb can claim the greatest number of hits all time. Starting with 1967's debut single *Spicks And Specks*, they went on to have 40 hits worldwide. And this is not the end. The first single from the new album *Secret Love* charted in the UK at no. 38 after two weeks. In Holland the single is currently at no. 37 and no. 11 in Denmark. In the **Coca-Cola Eurochart Hot 100 Singles** it is a new entry at no. 89. It is also a new entry at no. 14 in the EHR Top 25.

The single is an excellent preview of the self-produced album. It is very straightforward; the sound—which includes heavy drum programming—is more American than their previous work. Their trademark, the falset harmony vocals, are moved to the background. Warner Brothers European marketing manager Lars Toft says, "The Bee Gees are always good at being contemporary. They update their sound at the right time. But it is still very Bee Gees."

The brothers have always stood on the frontline of innovation. In the mid-'70s they anticipated the disco era of pop music and became trendsetters of the genre. This culminated in their contribution to the highly successful soundtrack of the original motion picture "Saturday Night Fever" (1977), selling 30 million copies worldwide.

They have continued their success ever since. After a six-year retirement as a

band—a period of solo albums and all kinds of sidesteps—the Bee Gees made their comeback with their 1987 Warner debut album *E.S.P.* It reached no. 12 in the **European Top 100 Albums** in 1988; the 1989 follow-up *One* reached no. 10. Barry, Robin and Maurice Gibb worked for nearly one year in their own Miami studio on the new album, which is expected to be as successful as its predecessors.

According to Toft, the new LP is a priority release for Warner. "We've set up a whole marketing plan. We spent a lot of money on promotion and on their tour. But it's not only important for us, also for themselves. They always want to come back again and show their abilities."

The campaign is targeted mainly at Germany, the most important market in Europe for the Bee Gees. A 30-second radio advertising spot is scheduled for nationwide rotation during April, with TV advertising possibly to start at a later date. The radio advertising spot will also be run in Holland and Austria; France is pending. An appearance is planned on German TV show *Wetten Dass*.

German magazine *Stern* will publish an advertorial as a pullout insert. A major part of the European tour, from May 25 on until July 7, will take place in Germany. Other countries listed, are the UK, Italy, Austria, Switzerland, France, Spain, Holland and Belgium.

Track Listing "High Civilization"

High Civilization; Secret Love; When He's Gone; Happy Ever After; Party With No Name; Ghost Train; Dimensions; The Only Love; Human Sacrifice; True Confessions; Evolution.

SWEDEN

Orup

- Signed to **Metronome** throughout Scandinavia and WEA worldwide.
- Publisher: **Magaluf**.
- New Album: *Orupsongs* to be released on March 22.
- New Single: *My Earth Angel* released on February 22, new entry at no. 10 in Sweden.
- Recorded at **Polar Studios/Stockholm**.
- Producer: **Magnus Frykberg**.
- Swedish tour (40 shows) from mid-April to July.
- Marketing: In-store material for retail.
- Promotion: Press and radio in Stockholm, Gothenburg and Malmö. TV appearance on the TV show **Caramba**.
- The single will be released in all Scandinavian territories in early April; the album will be out at the end of April/beginning of May. Releases in

other European countries are not yet confirmed.

Orup is a major domestic signing for **Metronome**. His two previous albums sold a total of 450,000. His new LP *Orupsongs* marks a new musical direction. It is also the first time the lyrics have been sung in English. Thanks to this great crossover potential, releases outside home territories are expected, but nothing is scheduled yet.

His early work was **Nik Kershaw**-styled lightweight pop. Still searching for the perfect pop song, his voice has become more mature and he is sounding more like contemporary UK soul acts. The album is produced by **Magnus Frykberg**—the same man who worked with **Arista** signing **Titiyo**—and recorded at the famous **Polar Studios**, where **ABBA** used to work.

The single is on heavy rotation on almost every Scandinavian radio station. It has also been added to MTV's playlist as a "Breakout".

FRANCE

David Hallyday

- Signed to **Scotti Brothers**.
- Marketed by **Phonogram** except for the UK (**Polydor**).
- Publisher: **Scotti Brothers**
- Management: **Phonogram**
- Tour Management: **Pascalle Bernardin/Paris**.
- New Album: *Rock 'N' Heart* released in October last year, currently at no. 29 in the French album charts.
- New Single: *About You* released on February 18, currently at no. 21 in France after two weeks. Entry at no. 98 in the **Coca-Cola Eurochart Hot 100 Singles**.
- Recorded at **Santa Monica Sound/Santa Monica, California**.
- Producer: **Richie Wise**
- Marketing: TV advertising in France.
- Promotion: Major TV shows in Holland throughout January (**Tros'** "Popformule" and **KRO's** "Hans van Willigenburg"), Germany in January and April (where he will be appearing on **Gottschalk**) and Norway towards the end of March and the beginning of April. Plans for TV shows in Italy have yet to be confirmed.
- A European tour is scheduled for summer.
- The album was released in Switzerland in October, Austria in November, Italy and Norway in January, Finland in February and Holland in March. The German date has not yet been confirmed.

As the son of two famous all-round French superstar performers—**Johnny Hallyday** and **Sylvie Vartan**—singer/actor **David Hallyday** could have taken an easier route to fame. But he chose to take another direction. On his second album *Rock 'N' Heart* he delivers mainly



heavy rockers in a **Bryan Adams** mould.

The second single off the album, *About You*, is a ballad, with enough power to keep the lighters a-waving at his concerts. With the English-language lyrics and the album's straightforward US-style of music, Hallyday has great international potential.

He has already had a top-40 hit in the US with the title song of the soundtrack of the movie "He's My Girl". His debut album *True Cool* sold double platinum (600,000 copies) in France.

The new LP will be released in all territories. Releases outside France depend on the promotional activities of the individual markets. All initial promotion is aimed at TV shows. Radio and press are scheduled for the next phase.

Pan-European Spotlight: Artists featured have achieved Top 15 chart status in the European Top 100 Albums within the last five years.

National Spotlight: Artists featured have achieved Top 15 chart status in their country of origin.

IS WHAT YOU SEE WHAT YOU GET?

Evaluating A Station's Personality

With rising competition on the airwaves, it is becoming increasingly important for radio stations to develop individual personalities. M&M investigates possibilities of adjusting your personality towards the target listener's perception of his or her favourite station.

by John Catlett

While still at college, I spent a summer working for one of New York's biggest advertising agencies. The agency dealt in the promotion of packaged goods and spent a lot of time and effort moulding the personality of the brand.

Later, as manager of a Chicago radio station, I was struck by the headline of a sales brochure sent to me by a jingle company, wanting to help design my station's printed logo. The headline stated, "A radio station's personality isn't limited to its sound!"

This concept touched on a central truth. People tend to get involved with their favourite radio station in a way that never happens with a packaged product. People love their radio station more than their newspaper, and certainly more than the TV.

What we are really discussing here is the concept of "stationa-

lity", a discipline to make sure your station always fits in with the target listener's perception of what the station ought to be doing.

People love their radio station more than their newspaper, and certainly more than the TV.

A radio station is a communications medium and a business. Even if the station is not selling advertising time to make a profit,

The personality of a radio station cannot be simply described in a sales piece or laid down in a programming memo.

it depends on its ability to attract an audience to justify receipt of a government-levied licence fee.

Feeling The Vibes

Radio stations develop personalities, most noticeably in listening

areas where there is a variety of choice among formats. Personalities can be anything from light-hearted to caring to manic. They can be involved with the world around them or offer a refuge.

In the event of war, it is a difficult decision for a radio station to decide whether to alter that personality by making changes in

programming to suit a new concern for world affairs. It is even more difficult to decide when and how to return to what the station

has always been best known to do.

The personality of a radio station cannot be simply described in a sales piece or laid down in a programming memo. It is a feeling that starts with the attitude of

'Stationality' Checklist

- Identify Positive Elements
- Make Them Distinctive
- Present These Elements To Their Best Advantage
- Know Something About The Audience You Attract

the MD and goes all the way down to the janitor. It is something that listeners hear and something a delivery boy senses when he steps into the reception area of the station. It is an unconscious feeling a local advertiser has when paying the station's bill, an impression made by a junior presenter when he or she is meeting elected officials at a civic function.

An overall impression typifies the world's really successful stations saying the same thing to their different publics. Listeners, advertisers, employees, suppliers, record companies and independent promotion people, as well as the national sales representative and even the governmental regulatory body, should have a similar feeling towards a radio station.

Stations that identify with positive things and make them distinctive, and then work on present-

ing those elements to their best advantage, will find themselves with a personality that is not limited to what the station sounds like on-air. Those stations will be successful, they will be good broadcasting citizens and they will be pleasant and rewarding places to work.

John Catlett is an American management consultant working with European radio stations from a London base. In the US, he created the oldies format for WCBS-FM/New York City and the original CHR format for WBBM-FM/Chicago. In Europe, he was manager of the offshore Laser 558 during the mid-'80s. His primary consulting clients have been Jazz FM/London and Atlantic 252. He can be contacted on +44 71 289 2301.

MAKING WAVES

Red Rose: Rocking It Up In Lancashire

by Hugh Fielder

Comments Red Rose MD Dave Lincoln, "When we split frequencies last year, we tried to learn from Piccadilly Radio's mistakes and followed our research assiduously. We paid a lot for it and there was no point in ignoring what it told us or just taking the bits we agreed with.

"Rock FM is pitched regionally rather than locally, which means we get a big audience outside our total service area. We get listeners in Liverpool where City FM is more chart-led and dance-based. We make a point of mentioning places as often as possible, even if they are outside our total service area.

"Advertising is 90% local at the moment. National advertising has collapsed. But regionally it is not biting as hard here as it is in some areas. We are doing the same amount of business as we were a year ago. But we have to be more creative about it.

"We stick to six minutes of advertising during the morning and



drive-time shows and never go above nine minutes. When we split, we sold advertising on the basis that 65% of our audience listened on FM. So we sold airtime accordingly, and those who bought on Gold AM have had a bargain because it has over-performed. And we will not be sticking up our rates until the recession is over."

Over at Rock FM, programme controller and presenter Mark Matthews says, "We have shifted the balance of Rock FM away from the typical independent station. We

play less bubblegum music and concentrate on adult artists. When it comes down to it, 15-year-olds do not go out and buy cars and washing machines.

"We use Selector to programme the music which gives us the control to make sure both stations sound the way we want. You do not get a variation from one presenter to the next. It is an essential tool in radio programming today.

"The only specialist show we do is a rock show and that features core artists as well. The balance is

simply tipped more strongly in favour of harder rock. A lot of stations go off at a tangent in the evening and lose their audience by not playing anything familiar."

Head of music and drivetime presenter Kenni James says, "With the average chart-life of a single at five weeks, we tend to concentrate on album artists. And we will not necessarily always pick the single if we think there is another track that is more suitable for us. Record companies are happy with that. And we know we are selling records. The North West is the highest record sales area outside the South East. And we always play the version that people can buy in the shops.

"Our relationship with the record companies is good. We are honest with them. We tell them what we are not going to play rather than promising to play something and not doing so.

"We are very careful about dance music. We play the better things like C&C Music Factory when we know the audience is listening."

- **Market Served:** Northwest England
- **Format:** Rock FM - EHR, AOR; Gold - Oldies, gold
- **Target Audience:** Rock FM 15-40, Gold 35-55.
- **Actual Audience:** Rock FM 285,000 per week, Gold 286,000 per week.
- **Launch Date:** 1982, Rock FM/Gold split June 1990.
- **Core Artists:** Rock FM - Madonna, Phil Collins, Janet Jackson, Wilson Phillips, Michael Bolton. Gold - Cliff Richard, Elvis Presley, the Beatles, the Rolling Stones.
- **Frequencies:** Rock FM 97.4FM, Gold 999 AM.
- **Address:** St Paul's Square, PO Box 301, Preston, Lancashire PR1 1YE. Tel: +44 772 556301.

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FRANCE: GETTING AIRPLAY

Is new talent finding its way to the airwaves of French radio, or are only established artists making playlists? With some 1,800 FM stations practically all airing George Michael, Sting and Phil Collins, M&M assesses the state of airplay.

by Jacqueline Eacott

Labels say the situation has reached a critical stage. It is claimed French radio, and notably the FMs, are just not playing new acts. Only artists with proven track records and chart success have any hope of making it onto the playlists.

Radio argues it cannot afford to devote airplay to acts which have yet to prove their artistic and or commercial worth.

This is particularly true of domestic talent. The top five FM stations provide little evidence of the wealth of new acts on the French scene, including rap.

Fun Radio head of music **Bruno Witek** denies that radio has any de facto obligation to put new acts on the air. "It is not up to radio to help the record industry." His viewpoint is unlikely to reassure new artists.

So does radio have an obligation to air new talent? Most FM programmers would certainly consider "obligation" too strong a term, particularly when it relates to new French talent. Skyrock director of programmes **Laurent Bouneau** enthuses about his current favourite top three of **Iggy Pop**, **Happy Mondays** and **The Charlatans**.

Anglo-American Preference

Bouneau is quick to defend himself against charges of Anglo-American preference. "Our listeners are 15-25 years old and want to hear international artists. They prefer hearing these, rather than French-language acts. We can't get away from this basic fact."

Out of 40 titles on Skyrock's February playlist, the main French artists are **Jean-Jacques Goldman**, **Patrick Bruel** and **Alain Chamfort**.

There is little rap, and even the latest singles from relatively es-



"Sure values... nothing shocking."

- Eric Hauville, RVS



"Listeners prefer international artists... a basic fact."

- Laurent Bouneau, Skyrock.

tablished alternative French rock acts do not have an automatic right to a place on the playlist, although they have been slated with past hits. New acts on the playlist are more likely to be of Anglo-Saxon origin, rather than domestic product.

"I am sorry, but a lot of these artists are simply not good enough," comments Bouneau. "We have a very precise target audience, a well-designed niche and, when I am compiling the playlist, I want to address the whole target spread."

"If a record is going to appeal to the 15-18 year olds but not the 18-25 year olds, which is true of many rap singles, then I am not going to play it."

French acts, who have built up a substantial following proved by sellout concerts and healthy record sales, do not necessarily make the playlist either.

"I am not programming for record buyers," asserts Bouneau. "I do not care if an artist sells a certain number of records or sells out concerts. I am programming for a radio audience, and as I do not want to lose any audience, I only programme what I know is going to work. This is a business like any other."

The idea of a programme devoted entirely to new talent is unlikely to arouse much enthusiasm among programmers. They are more likely to suggest an oldies segment.

One solution is to have both. **Eric Hauville** of regional FM station **RVS** explains, "The Gulf crisis has certainly not helped matters. People are very conservative, particularly at the moment. They want sure values, nothing too shocking."

"We intended to introduce a new late-night programme featuring new talent, but that was put on hold. However, we have introduced a new section featuring news and hits from the past."

The Gulf crisis did cause some labels to hint at "discrimination" at the hands of programmers. However, any incipient censorship is more likely to have affected AM rather than FM airplay.

The majority of FM stations say they did not practise censorship in any form during the crisis.

Overcoming The Listener

One major obstacle to new talent airplay is the listener. Maximum FM programme director **Michel Brillie** comments on the overall FM scene, "Listeners are basically conservative. The playlist reflects this."

Drawing comparison with pre-FM radio, when programmers of Europe 1 and RTL appeared to have playlist monopoly, Brillie adds, "Even when there were only one or two people deciding what went on the playlist at Europe 1, rather than listeners' panels being used, the results were practically the same as they are now."

As for Maximum's dance format policy, Brillie comments, "We will play new talent coming out of France, but only if it is good. Not because it is French, in the same way that we will play new acts from Spain, Italy, the UK, Belgium and the US. There are no barriers."

Brillie's ex-Europe 1 colleague **Marc Garcia** (now with Europe 2) also acknowledges the force of panels, as well as the effects of ever-more stringent market research methods.

Says Garcia, "There are increasing restrictions on the playlist, but we have to concentrate on satisfying our listeners. They largely prefer to hear gold titles that have proved such a success for Europe 2, rather than too many new and unexpected artists."

Feeling The Pinch

However, shortened playlists are not only restricted to the top FM stations. Smaller FMs, which have built their reputations on playing new (non-top 40) product, are also feeling the pinch. **Oui FM** has a dance manufacture spot, where unsigned groups can send in cassettes for broadcast. This is also a speciality of AMs such as **Radio Monte Carlo**, where **Franck Pelloux** has long supported new talent.

But the ongoing affair between listener and anything remotely gold or nostalgic is driving down available airtime. And programmers seem only too willing to play ball on this format.

dana dawson

first album

paris
dana

new-york
dawson

and me
paris

dana
new-york

dawson
and me

paris new-york and me

including

"Ready to Follow You"

"Romantic World"

"Tell Me Bonita"

COLUMBIA
FRANCE

FRANCE: CONSULTANTS

In recent years, foreign, and notably US consultants, have found the French FM market to be a happy hunting ground. Radio, however, was not looking for camouflage, but rather results. Consultants with experience of tough markets, even if they don't speak French, have almost always been made welcome.

by Jacqueline Eacott

Since the FM scene snowballed back in 1981, a number of French stations have begun to realise there are specific targets to meet. As competition intensified and the stakes increased, stations have had to make it to the top by establishing a niche. The national FM networks have carved out their territories with fixed specialist formats, dictated by consumer needs, the competition—and consultants.

Nobody in the industry would deny that American consultants can, and often do, make a significant contribution to the French radio scene.

But at what point should such consultants be called in? And having delivered the goods, should they be politely thanked for their services and let go? If indeed they can be let go without the station format falling to pieces.

Some stations, notably those with the advantage of wealthy backers, have used consultants from day one. This has been the case for those stations created in the second half of the 1980s, such as **Maxximum FM**, the off-shoot of **RTL**.

Emmis Connection

Dance-orientated **RTL** first had US company **Emmis Broadcasting** playing an advisory role. The relationship then developed to the point where **Emmis** has now become a shareholder.

Explains **Maxximum** programme director **Michel Brillie**, "Emmis started off working mainly on defining the marketing structure and the format we wanted to launch. They helped define the format—this was their particular strength because they had real experience."

For **Brillie**, **Emmis**'s formalised financial involvement has since lessened the impact of their consultancy role. "Now that the format is launched, their work is virtually done. We still communicate with them on an informal basis.

"The Americans invented format radio, a concept previously not well known in Europe. It was obviously essential to share their knowledge in the first place, but after that you are really on your own."

A point which is not necessarily shared by **Europe 2** or **Skyrock**, two successful FM stations which have long extolled the virtues of the US-based **Jeff Pollack Media Group**. Neither have plans to change the winning arrangement, with **Pollack** also advising **Europe 2**'s overseas stations.

Both stations differ considerably in background and style: **Skyrock** is the commercial offspring of the 1981 "radio libres" movement, targeted at 15-34 year olds; while **Europe 2** was launched by sister station **Europe 1** in the latter half of the '80s. Its easy listening format attracts a 15-49 audience and particularly 25-49 year olds.

Skyrock and **Europe 2**'s ratings therefore outnumber those of their rivals across the whole audience spectrum, a complementary relationship that has been considerably, but not completely, aided by effective consultancy.

Comments **Europe 2** GM **Martin Brisac**, "Using the services of a consultant is a way to take a step back and see things from a different perspective."

And he points out that a consultant can also serve as a vital catalyst. "The **Europe 2** team has worked closely together for some time—we tend to agree with each other to have a particular point of view. So sometimes it helps to introduce a little discussion, a little controversy. A consultant can do this. But this does not necessarily mean that the consultant's point of view becomes the majority point of view. It is just a more constructive way of working."

One point **Brisac** stresses, however, is that real effectiveness of a consultant depends on the company they keep. In other words, if the programmer is weak then the consultant's impact is likely to be diluted in equal measure.

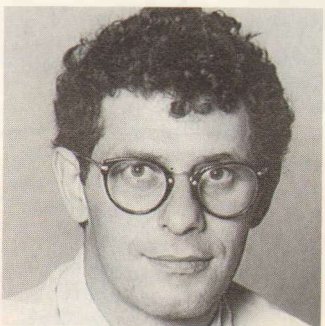
"It is good to have a consultant when you have a strong programme director, such as **Marc Garcia**. The problems start when a programming team is bad, or simply mediocre. Then the consultant has more influence and that changes everything. There has to be a balance of power."

NRJ's **Max Guazzini** says, "It is always important to listen to the experience and advice of others, but this is not necessarily an end in itself." Though **Guazzini** said he was not against using consultants, he would not directly comment on their role within the **NRJ** struc-



"Problems start when programming team is mediocre."

- *Marc Garcia, Europe 2*



"Consultants are a way to take a step back, see things from a different perspective."

- *Martin Brisac, Europe 2*

ture. "Even if we do use a consultant, it is always us who take the final decision."

Fun Radio, a station that shares the same target audience as **NRJ**, is also cagey. Head of music **Bruno Witek** would only comment, "We do use an American consultant from time-to-time, but only regarding very specific subjects. We have not really decided how far the relationship is going to go."

Sud Radio programme director **Marie-Ange Roig** claims that AM stations have little need for consultants, arguing, "AM formats are not fixed like an FM format—good programming depends on good timing rather than targeting a specific audience".

Rouen-based **RVS**, currently experimenting with a mixed FM/AM style format, is also sceptical. MD **Eric Hauville** highlights the difference between national and regional needs and resources. "At **RVS**, we do not really need a consultant. We know our audience well. A consultant might be useful for a fixed format station, but not for us. In any case, I have already worked with American consultants when I was at **Maxximum FM** and frankly I do not think that US methods are that suited to the French market."

French consultants are thin on the ground and those that do serve stations generally need to have very impressive track records to compete with their Anglo-American counterparts.

One FM station that does use a French consultancy is **RFM**. But the station also draws on two international consultants, Australian **Peter Don** and US consultant **Jack Desuze**.

"The three complement each other," explains **RFM** programme director **Jean-Bruno Michaud**. "Peter Don also does a great deal of work in the US. We see each of them three or four times a year."

Considered The Idea

Metropolis programme director and co-founder **Philippe Schemberg** explains, "We do not have a consultant. It is a subject we have considered in the past, but at the moment we have other priorities. The real problem is that most of the best consultants are American and the ones we might want to work with are already working with rival stations. They already have a kind of monopoly."

A major problem can arise over dependency on research methods. The result might be over-harassed programme directors running around, heads full of data, wondering if a certain title on the playlist will be the one to upset the delicate analysed balance and bring the ratings down.

Such a scenario is likely to reduce the playlist to little more than a sales tool—and programmers to nervous wrecks.

Oui FM station manager **Jean Francois Acker**, "What do we need a consultant for? We have everything we need here. We have people from **Virgin** and **PolyGram** (both shareholders) and all the people who work here. We already have all the consultants we need."



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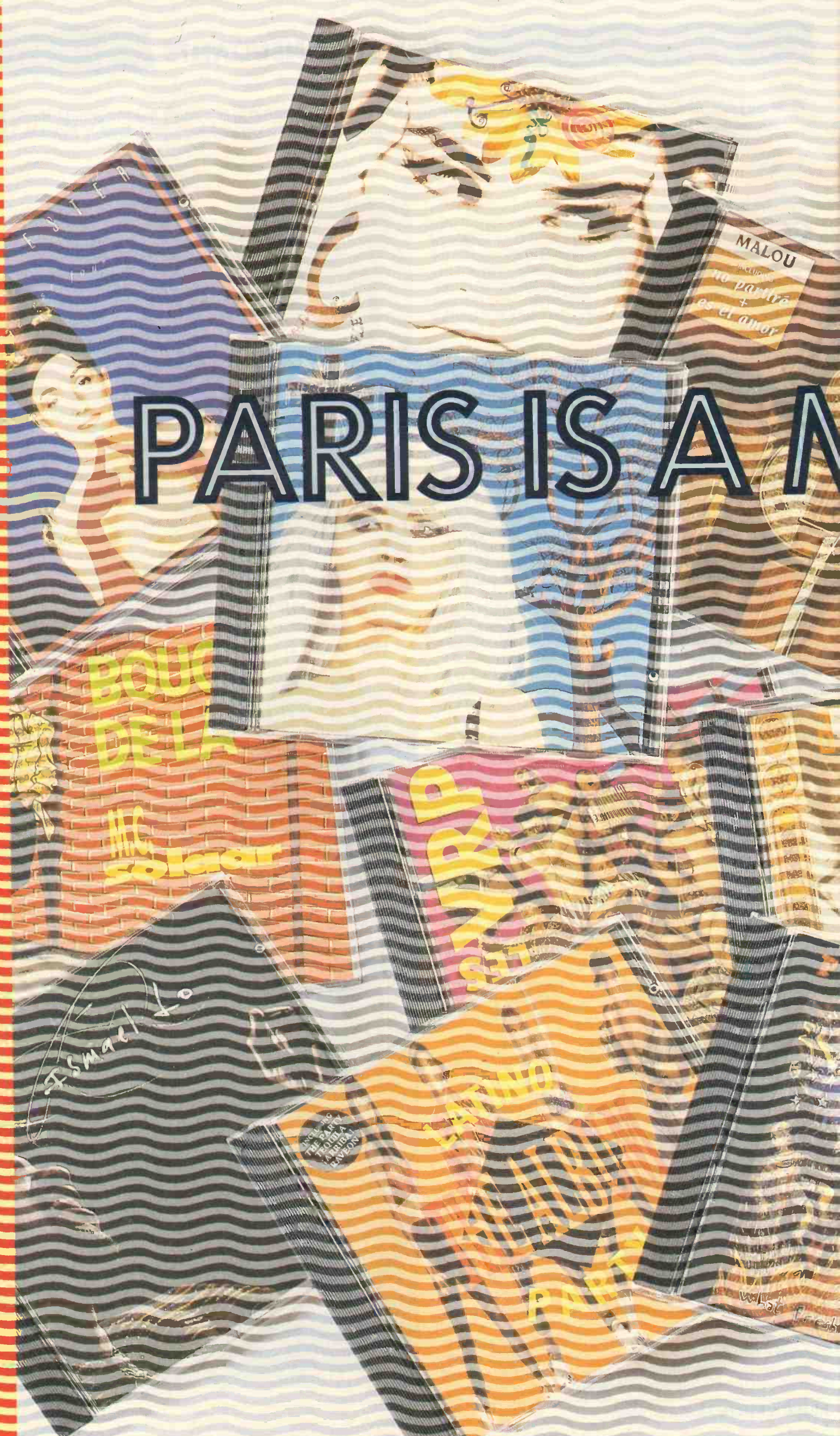
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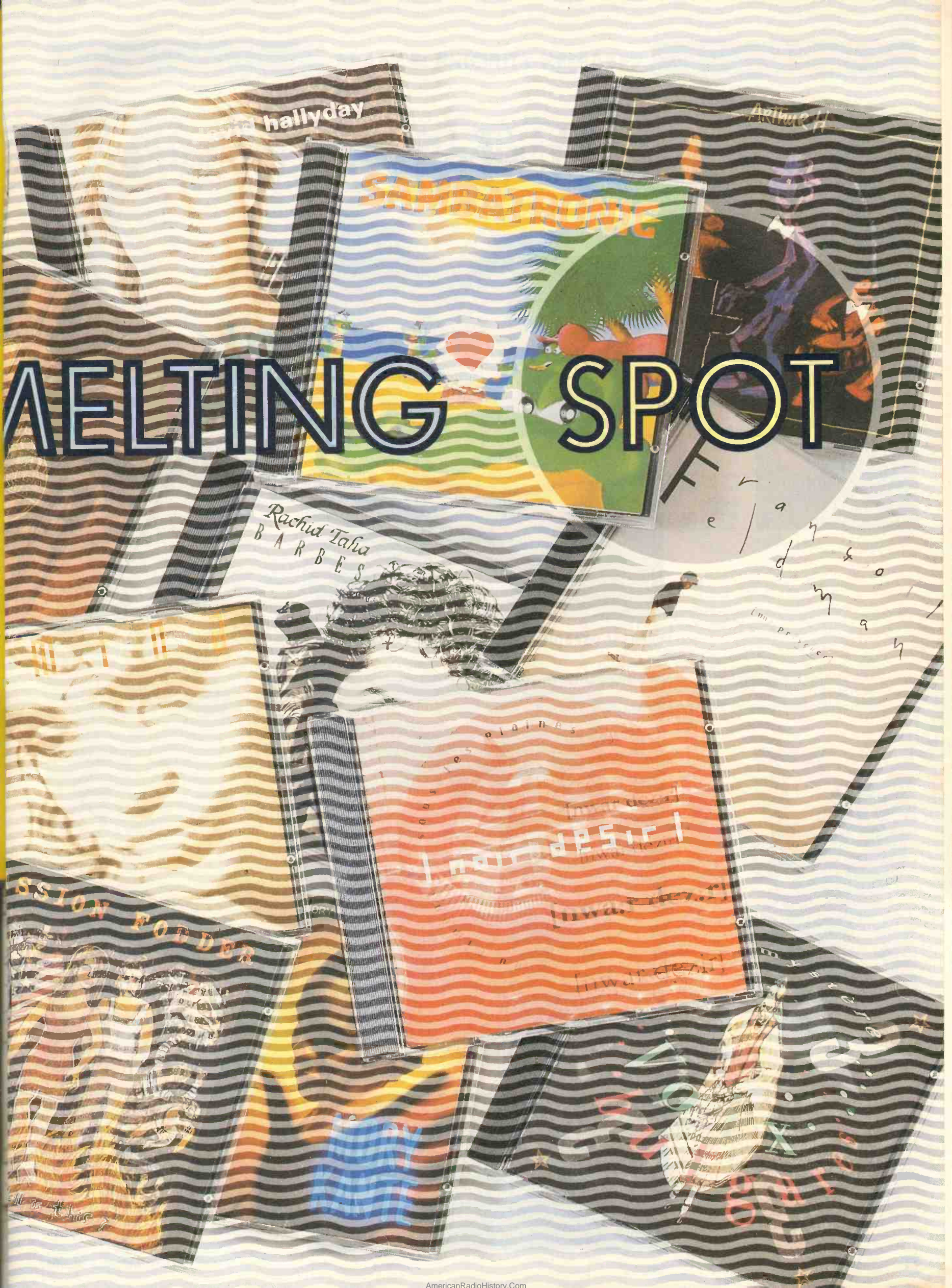
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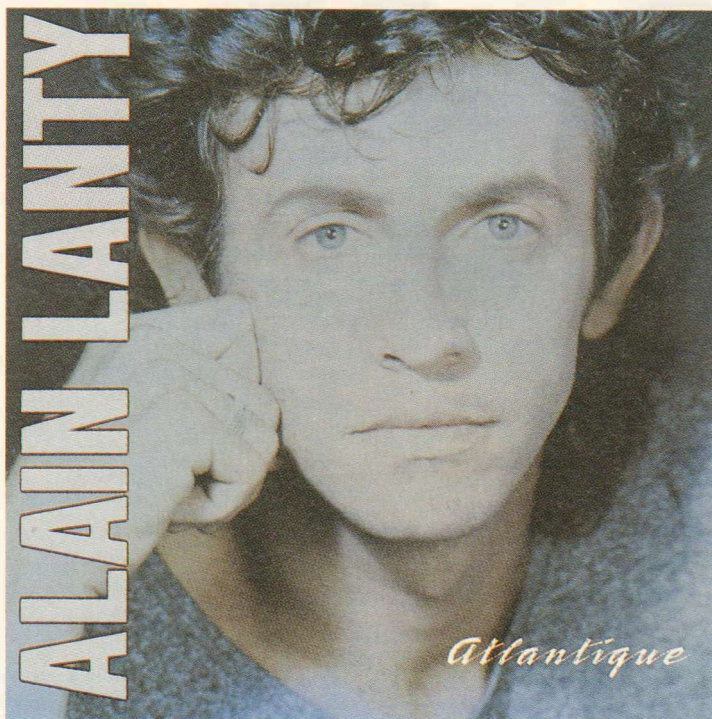
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Promotion, Using Radio

by Robbert Tilli

AM radio generally plays 70-80% French music. On FM only 20-30% is local product. FM targets the 15-25 year old market, playing more music, less titles. These listeners—mainly singles-buyers—prefer international music to domestic product. AM listeners are adults, more into their own French music.

A research system based on US methods is used to determine which records receive airplay on FM. A phone panel calls 250 people. First the listeners are asked to which age category they belong. When that has been checked, 60 different tracks are played on the phone, each track only seven seconds. At this stage two questions are asked to the listeners: "Do you know it?" and "Do you like it?"

When the panel receives enough positive reactions on a particular track, they advise the FM radio station to put it on their playlist. So learning to know a record is very important, otherwise FM airplay can never be achieved. That is why so many French records have to be broken on AM stations first, or on TV with the accompanying video. Smaller local FM stations also support French artists.

"It's a strange system," agrees **Sony Music** marketing manager **Virginie Auclair**. "People like to hear music they know. That's a contradiction to the record industry, which wants to launch new names. But it's not impossible to break records on the FM stations. I don't want to be pessimistic. You know there are also records on the playlist which burn out. Those records have to be replaced by others. People tend to get bored when they hear a record too much, and demand a change in the playlist."

"Despite the system, we still break records. **Thierry Hazard** achieved a top 10 hit without airplay on the FM networks. He certainly got airplay on the local FM stations, but his song *Poupee Psychedelique* wasn't accepted by the panel. This proves that you can chart without the support of the major FM networks. With every release we try everything we can. We service both FM and AM stations, even if we have difficulties getting French products on FM."

Polydor international exploitation manager **Marie-Agnes Beau** thinks her company needs both FM and AM stations for promotion, "From my point of view you need both of them. But it really depends on the product. With our dance product we target the FM stations. Public broadcaster **France Inter** is becoming a more and more important AM station, because they are becoming more formatted. That's good for artist development. French pop music is targeted towards the AM stations."

Squatt, a division of **Sony Music**, is working closely with FM stations outside the networks too, says director **Didier Tuillon**. "Oui FM/Paris, **Maximum/Paris** and **Canale 9**, are very important for us. National radio takes less and less risks, they're not the hitmakers, with the positive exception of **France Inter**. But for us it's important to stay on the playlists of both urban and rock radio."

BMG Ariola promotion director **Antoine Chouchani** states, "Those local stations still play new acts. They don't limit themselves to playing only stars. **NRJ** plays a very important role in discovering and breaking new acts: actually they are trendsetting. Other stations like **Skyrock** and **Fun** just wait for them, before taking actions themselves. **NRJ** has the widest format of all the stations monitored by the **Media Control** research organisation. They play dance, which **Europe 2** for instance doesn't."

Vogue A&R manager **Remy Roux** says, "Not many new artists are heard on FM radio. The last times it was only cover versions and back catalogue material, because so many old records have been re-released on CD. But at the moment it's starting to change, music always will have its trends. So the time has come now for new things, people have had enough of all those compilations. Luckily **NRJ** doesn't use the panel, they play some new things. But the problem with FM stations remains that they only have 50 different titles on their playlists. That used to be 80."

Some labels live in such great luxury, they do not even need to promote their records intensively on-air any more. **Phonogram** export manager **Pascale Chadailiac** says, "**Johnny Hallyday** and **François Feldman** are such big stars in France, they had such massive success with their debut albums, everybody is waiting for their second. We certainly have no problem getting airplay for these artists. The same can be said about **Barclay** act **Noir Desir** who will release their third album."

One possibility of promotion is not considered very often, which is not promoting the records on radio at all. **Warner Music** marketing manager **Anne-Catherine Bley** explains, "Since we're only releasing back catalogue material at the moment, there's no point in promoting it in the traditional way. So we don't necessarily send out these records to radio stations. These re-releases are part of our mid-price series. Our advertising campaign is aimed at retail only."

Columbia

- **Thierry Hazard**, *Pop Music*
- **Dana Dawson**, *Paris, New York and Me?*
- **Brenda Fassie**, *Brenda Fassie*
- **Les Objets**, *La Normalité*

Dana Dawson is a 16-year-old American singer from New York, who is exclusively signed to **Sony Music France**. She is Sony's major international project this year, with European releases planned for the near future. A TV campaign on **Canal Plus** is pushing the album's sales figures upwards. The new single is *Romantic World*.

Brenda Fassie is one of **Nelson Mandela**'s nieces. *Black President* is a tribute to him. The artist has already been presented at this year's **MIDEM**. **Les Objets** are a rock band who are on heavy rotation on several AM stations. **Thierry Hazard** is the new French hope.

Vogue

- **Amar Sundy**, *Hollgar, Chicago, Paris*
 - **Lapassenkoff**, *Tsé-Tsé*
 - **Jérôme Pigeon**, *Ce Garçon Là*
- World music—all kinds of ethnic music—is of major importance for **Vogue**. This label presents a new promising act on the scene: **Amar Sundy**. **Lapassenkoff** are a French rock group who deliver a strong danceable mixture of African music and funk.



Lapassenkoff

EMI

- **Blanchard**, *Clochard Milliardaire*
- **Gérard Blanc**, *Cureil Noir Et Blanc*
- **Gérard Manset**, *Revivre*
- **Charlelie Couture**, tba
- **Demis Roussos**, *Photofixe*

The Three EMI Gérard! **Gérard Blanchard** is the latest signing of the three chansonniers. He has already released his sixth album, with the intriguing title *Clochard Milliardaire*. His medium rock with accordion is most ear-catching.

Virgin

- **IAM**, *De La Planète Mars*
- **Mano Negra**, *King Of Bongo*
- **Louise Féron**, *Louise Féron*
- **Elisabeth Anais**, *Les Filles Compliquées*
- **Saliha**, *Unique*

Rap crew **IAM** release their debut album on **Labelle Noir** on March 25.

Mano Negra's debut album *Putas Fever* sold over half-a-million copies, so much is expected of *King Of Bongo*. On this **Mark Wallis**-produced album the band sound even more rock-orientated than before.



Mano Negra

FNAC

- **Linton Kwesi Johnson**, *Tings 'n Times*
- **Robert Charlebois**, *Greatest Hits*, tba
- **Gael Palacy**, *Mayday. Mon Amour*
- **Parabelum**, live album, tba
- **Cri De La Mouche**, tba
- **Trambert**, tba
- **Willy Deville**, *Victory Mixture*

Apart from reggae man **Linton Kwesi Johnson** and American gypsy **Willy Deville**—both signed to the label for Europe exclusively—all releases are by domestic acts. **Gael Palacy** is a literary rocker, **Robert Charlebois** is a traditional French chansonnier. **Trambert** made his name as lead guitarist with rock band **Les Innocents**, this is his first release as a solo artist.



Mylene Farmer

Polydor

- Mylène Farmer (pictured left), tba
- Pauline Ester, *Le Monde Est Fou*
- Lio, *Des Fleurs Pour Un Caméléon*
- Malou, *Malou*
- Latino Party, *The Album*
- Julia Migenes, *My Favourite Songs*

Mylène Farmer is one of the biggest French stars of the moment. Everything about her is mysterious, including the title of her new album, due in April.

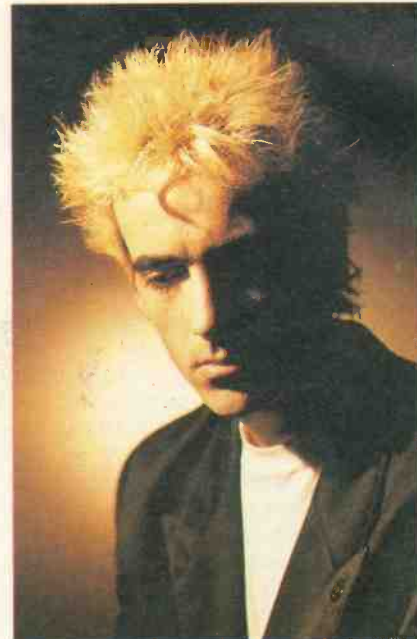
Pauline Ester's album, *Le Monde Est Fou* has been out for a while. Despite its release last year it is still very important for Polydor. A release is planned in Germany. The same enthusiasm surrounds Julia Migenes.

Trema

- Blondin (pictured right), *Blondin*
- Les Infidèles, *Rebelle*
- Thierry Mutin, *Talisman*
- Bassline Boys, *Bassline Boys*
- Animo, *Animo*

The year 1991 began with the nomination of rock singer Blondin for best male singer 1991 in the prestigious *Victoires De La Musique* (French music awards).

Promising Belgian rap crew Bassline did a striking cover version of Queen's rock classic *We Will Rock You*. They recently released a five-track mini-LP.



Blondin

Epic

- Suprême NTM, *Authentik*
- F.F.F. (French Family Of Funk), tba
- Jil Caplan, tba
- Beaufrère (pictured middle right), *Dimanche De Pluie*

French rap will definitely be one of the new things. Suprême NTM is right on the frontline of the genre. Bill Laswell is the producer of the "heavy funk" debut album by F.F.F. (French Family Of Funk). They deliver a strong fusion of funk, rock, reggae and soul. Singers Carole Fredericks (of Jean-Jacques Goldman fame) and Beckie Bell are the most striking names in the Beaufrère-project.

Phonogram

- David Hallyday (pictured middle left), *Rock 'n' Heart*
- François Feldman, tba

David Hallyday and François Feldman are both well-established names in France. Hallyday's debut album went double platinum, the latter's triple platinum. Feldman releases his second album soon, Hallyday released his last year. Feldman has always been considered to be a romantic singer, but on his new single *I'm Afraid* he turns towards dance music. David Hallyday, son of the famous rocker Johnny, is more raw-edged.

BMG Ariola

- Enzo Enzo, tba
- Oio, *Oio*
- PSY, tba
- Roch Voisine, *Double*

Cool jazz is the domain of the relatively unknown chanteuse Enzo Enzo, who used to sing with Lillidrop. Her latest single *Les Yeux Ouverts* demonstrates her leading role in the genre.

Oio play a very interesting mixture of progressive rock and folk. They follow the same methods as Paul Simon. *Double*, the new album by top star Roch Voisine is a unique release, one LP of the double album release is in English the other in French.

Squatt

- Peter, *Pete A L'Inter*
- Les Satellites (pictured left bottom), *Pied Orange*
- Les Marracas, *Les Marracas*
- Wroomble Experience, *Mauvaise Sievre*

On his Mark Plati-produced (of Talking Heads, Prince, David Bowie and New Order fame) debut album 20-year-old keyboard player/singer Peter enters the league of the stars. The title of this dance-pop album is derived from one of the famous one-liners, spoken by Dr. Spock in '70s popular TV-series "Star Trek".

Barclay

- Mory Kante, *Touna*
- Noir Desir (pictured right bottom), *Du Cément Sous Les Plaines*



David Hallyday



Beaufrere



Les Satellites



Noir Desir

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STATION REPORTS

Station reports include all new additions to the playlist, indicated by the abbreviation "AD". Reports from certain stations will also include records on the "A" list (heavy rotation) and, in some cases, on the "B" list (medium rotation). A number of stations feature a "Power Play" ("PP"), a track which receives special emphasis for the week. The "LP" designation reflects the new album(s) added.

UNITED KINGDOM

BBC RADIO 1/London
Paul Robinson - Editor Mainstream
A List:

AD James - Sit Down
Lisa M. - Love's Heartbreak
Rolling Stones - High Wire

B List:
AD Alexander O'Neal - What Is Digital Underground - Same Feargal Sharkey - I've Got George Michael - Cowboys And Queen - I'm Going Slightly Mad Ride - Sennen

CAPITAL RADIO/London
Richard Park - Prog. Contr.

A List:
AD C&C Music Factory - Here We Ralph Tresvant - Stone Cold Celine Dion - Where Does My O.M.D. - Sailing On The Seven Jan Graveson - Anyone Who Had Various - Grease The Dream Mix Rolling Stones - High Wire Alias - Waiting For Love Rick Astley - Move Right Out Womack & Womack - Uptown 5-Express - Find 'Em INXS - By My Side Aswad - Best Of My Love Styx - Show Me The Way Slam Slam - Move Apples - I Wonder Mock Turtles - Can You Dig It Innocence - Remember The Day Nikki-D. - Daddy's Little Enigma - Mea Culpa Part 1 Living Colour - Love Rears Its FPI Project - Everybody Queen - I'm Going Slightly Mad

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

Madonna - Rescue Me Gloria Estefan - Coming Out Of George Michael - Heal The Pain Susanna Hoffs - My Side Of The Kenny Thomas - Outstanding Tracie Spencer - This House Free - All Right Now The Clash - Should I Stay Or Living Colour - Love Rears Its Roxette - Joyride Janet Jackson - State Of The

B List:
AD Jimmy Barnes/INXS - Good Times Mantronix - Don't Go Messin' Jesus Loves You - Bow Down Echo & The Bunnymen - People Escape Club - Call It Poison

METRO FM/Newcastle
Giles Squire - Prog. Contr.

AD George Michael - Cowboys And Loose Ends - Cheap Talk Dannii Minogue - Love And Pepsi & Shirlie - Someday Ralph Tresvant - Stone Cold Enigma - Mea Culpa Part 2 Rick Astley - Move Right Out L.A. Mix - We Shouldn't Hold Various - Grease The Dream Mix Aswad - Best Of My Love O.M.D. - Sailing On The Seven Keith Sweat - I'll Give All My Womack & Womack - Uptown Zucchero/P.Young - Senza Una Talk Talk - Living In Another J.Taylor Quartet - Love The Slam Slam - Move Ride - Sennen Inspiral Carpets - Caravan

PICCADILLY RADIO/Manchester
Keith Pringle - Head Of Music

AD Banderas - This Is Your Stevie B. - Because I Love You The Clash - Should I Stay Or Massive - Unfinished Sympathy Xpansions - Elevation Frazier Chorus - Walking On

GLR/London
Trevor Dann - Head Of Music
A List:
AD Alias - Waiting For Love

Pet Shop Boys - Where The Celine Dion - Where Does My Simple Minds - Let There Be Chris Rea - Gone Fishing Chris Rea - Red Shoes Chris Rea - Every Second INXS - My Side James - Sit Down Graham Parker - A Brand New Graham Parker - Ten Girls Ago Graham Parker - The Sun Is

BRMB/Birmingham
Robin Valk - Head Of Music

A List:
AD Chesney Hawkes - The One Inspiral Carpets - Caravan Quartz - It's Too Late Banderas - This Is Your Life Rick Astley - Move Right Out Bee Gees - Secret Love

B List:
AD James - Sit Down Jefferson Airhead - Congratulations Ocean Colour Scene - Yesterday World Of Twist - Sons Of The Susanna Hoffs - My Side Of The Thin Lizzy - The Boys Are Back Alias - Waiting For Love The Law - Laying Down The Law Stress - Flowers In The Rain David Lee Roth - Sensible Jane's Addiction - Been Caught

RADIO CLYDE/Glasgow
Alex Dickson - Prog. Dir.

A List:
AD Rick Astley - Move Right Out Boy Meets Girl - Waiting For Celine Dion - Where Does My Jan Graveson - Anyone Who L.A. Mix - We Shouldn't Hold George Michael - Cowboys And Mike & The Mechanics - Word David Lee Roth - Sensible Shoes Del Shannon - Walk Away Simple Minds - Let There Be Various - Grease The Dream Mix

B List:
AD Alias - Waiting For Love D.Brown/B.K.Sharpe - Love Or Inspiral Carpets - Caravan J.Taylor Quartet - Love The Richard Rogers - Speed A Little

RADIO CITY/Liverpool
Tony McKenzie - Head Of Music

AD Eurythmics - Love Is A Temper Temper - Talk Much Aswad - Best Of My Love Chesney Hawkes - The One Bee Gees - Secret Love R.E.M. - Losing My Religion

RADIO TRENT GROUP/Nottingham
Len Groat - Deputy Prog.Dir.

A List:
AD Bee Gees - Secret Love Quartz - It's Too Late Mantronix - Don't Go Messin'

B List:
AD L.L. Cool J - Around The Way

DOWNTOWN RADIO/Belfast
John Rosborough - Head Of Prog.

AD Pat & Mick - Gimme Some Mock Turtles - Can You Dig It Joni Mitchell - Night Ride Rick Astley - Move Right Out Celine Dion - Where Does My Aswad - Best Of My Love Queen - I'm Going Slightly O.M.D. - Sailing On The Seven Brenda Cochran - Homeland Sara Hickman - Blue Eyes Are

GWR/Bristol/Swindon
Andy Westgate - Head Of Music

A List:
AD Patrick Swayze - She's Like Elton John - Don't Let The Sun
B List:
AD Banderas - This Is Your Life A-Ha - Early Morning Talk Talk - Living In Another Debbie Gibson - Anything Is Possible R.E.M. - Losing My Religion Jesus Jones - Who? Where? L.L. Cool J - Around The Way Warrant - Cherry Pie Alias - Waiting For Love Mike & The Mechanics - Word Timmy T. - One More Try

RED ROSE/Preston/Blackpool
Kenni James - Head Of Music

A List:
Simpsons - Do The Bartman Kylie Minogue - What Do I Have Banderas - This Is Your Life Kenny Tomas - Outstanding Chesney Hawkes - The One Oleta Adams - Get Here The Clash - Should I Stay Or Roxette - Joyride Chris Isaak - Blue Hotel Stevie B. - Because I Love You
AD The Source/C.Staton - You Got

RADIO HALLAM/Sheffield
Dean Pepall - Head Of Music

AD Susanna Hoffs - My Side Of The L.L. Cool J - Around The Way R.E.M. - Losing My Religion Holly Johnson - Across The Alexander O'Neal - What Is Mike & The Mechanics - Word Pet Shop Boys - Where The Simple Minds - Let There Be Soho - Love Generation Quartz - It's Too Late Hale/Pace/Stonkers - The Stonk

RADIO BROADLAND/ORWELL FM/
SAXON FM/Norwich/Ipswich/
Bury St. Edmunds

Dave Brown - Head Of Music
PP Bee Gees - Secret Love Styx - Show Me The Way Susanna Hoffs - My Side Of The Wop Bop Torledo - Kiss Away Amy Grant - Baby Baby Roxette - Joyride

A List:
AD Del Shannon - Walk Away Mike & The Mechanics - Word Zucchero Fornaciari - Without
B List:
AD Alias - Waiting For Love Celine Dion - Where Does My Big Dish - Big Town Rick Astley - Move Right Out

FOX FM/Oxford
Steve Ellis - Prog. Contr.

A List:
AD Big Dish - Big Town Boy Meets Girl - Waiting For The Source/C.Staton - You Got
B List:
AD A-Ha - Early Morning Charlatans - Over Rising Eurythmics - Love Is A Tanita Tikaram - I Lve The Wop Bop Torledo - Kiss Away

COOL FM/Belfast
John Paul Ballantine - Head Of Music

A List:
AD Culture Beat - Tell Me That Pet Shop Boys - Where The Streets Feargal Sharkey - I've Got Adv. Of Stevie V. - Jealousy J.Taylor Quartet - Love The R.E.M. - Losing My Religion

RTL 208/London
Jeff Graham - Prog. Dir.

PP Rick Astley - Move Right Out Womack & Womack - Uptown Magik Roundabout - Everlasting World Of Twist - Sons Of The

AD Bee Gees - Secret Love Sting - Mad About You Eurythmics - Love Is o Simple Minds - Let There Be

SWANSEA SOUND/Wales
David Thomas - Prog. Contr.

PP Wop Bop Torledo - Kiss Away Del Shannon - Walk Away Boy Meets Girl - Waiting For
B List:
AD Tanita Tikaram - I Love The Joni Mitchell - Night Ride

INVICTA FM/Canterbury
Johnny Lewis - Head Of Music

A List:
AD Mike & The Mechanics - Word R.E.M. - Losing My Religion Alexander O'Neal - What Is Stevie B. - Because I Love You Happy Mondays - Loose Fit Enigma - Mea Culpa Part 2 Vixen - Not A Minute Too Feargal Sharkey - I've Got Rick Astley - Move Right Out Rolling Stones - High Wire
B List:
AD Judas Priest - Touch Of Evil Ned's Atomic Dustbin - Happy David Lee Roth - Sensible Shoes Keith Sweat - I'll Give All My Charlatans - Over Rising

OCEAN SOUND/POWER FM/Faraham
Jim Hicks - Head Of Music

A List:
AD Free - All Right Now Jesus Jones - Who? Where? Living Colour - Love Rears Its Londonbeat - No Woman No Nomad - Devotion Quartz - It's Too Late The Source/C.Staton - You Got
B List:
AD Banderas - This Is Your Bee Gees - Secret Love Big Dish - Big Town Steve Booker - This Side Of Lisa M. - Love's Heartbreak Madonna - Crazy For You Mantronix - Don't Go Messin' Massive - Unfinished Soft Cell - Say Hello Wave

RED DRAGON FM/Cardiff
Mark Collins - Head Of Music

PP Madonna - Crazy For You The Clash - Should I Stay Or Roxette - Joyride Hale/Pace/Stonkers - The Stonk
A List:
AD Pet Shop Boys - Where Simple Minds - Let There Be

Banderas - This Is Your Various - Grease Dream Mix Tribal House - Mainline Jan Graveson - Anyone Who Had Rick Astley - Move Right Out

B List:
AD R.E.M. - Losing My Religion Mock Turtles - Can You Dig It Boy Meets Girl - Waiting For A L.A. Mix - We Shouldn't Hold Lisa M. - Love's Heartbreak Sting - Mad About You Celine Dion - Where Does My Alias - Waiting For Love Scritti Politti - She's A

BEACON RADIO/Wolverhampton
Peter Wagstaff - Prog. Dir.

AD Holly Johnson - Across The Wop Bop Torledo - Kiss Away Tanita Tikaram - I Love The Jive Bunny - Over To You John Rod Stewart - Rhythm Of My Jesus Loves You - Bow Down Mike & The Mechanics - Word Banderas - This Is Your Life Inner City - Till We Meet Massive - Unfinished Sympathy Beautiful South - Let Love Pet Shop Boys - Where The MC Hammer - Here Comes The Talk Talk - Living In Another

KISS FM/London
Grant Goddard - Prog. Dir.

A List:
AD Bizarre Inc. - Playing With Katherine E. - I'm Alright Incognito - Inside Life Frances Nero - Footsteps Run DMC - Faces Ralph Tresvant - Stone Cold

AD Culture Beat - Tell Me That

Pet Shop Boys - Where The Streets Feargal Sharkey - I've Got Adv. Of Stevie V. - Jealousy J.Taylor Quartet - Love The R.E.M. - Losing My Religion

AD Scritti Politti - She's A

Bad Company - If You Needed Beats International - Echo Simple Minds - Let There Be Lisa M. - Love's A Heartbreak Rick Astley - Move Right Out Alias - Waiting For Love World Of Twist - Sons Of The

RADIO NOVA/Camberley
Keith Lewis - Head Of Music

AD Chesney Hawkes - The One DJH/Stefy - Think About Mariah Carey - Prisoner Susanna Hoffs - My Side Of The Mantronix - Don't Go Messin'

FRANCE

RTL/Paris
Monique Le Marcis - Head Of Prog.

AD Rolling Stones - High Wire Simple Minds - Let There Be Gerard Michael - Les Filles Du

RMC/Paris
Nathalie Andre - Head Of Music

Serge Gainsbourg - Requiem Simple Minds - Let There Be Rod Stewart - Rhythm Of My Concrete Blonde - Caroline

SUD RADIO/Toulouse
Marie Ange Roig - Prog. Dir.

AD Mylene Farmer - Desenchantee Johnny Hallyday - Diego Enigma - Mea Culpa Serge Guirao - Dans La Nuit Rolling Stones - High Wire Simple Minds - Let There Be Milton Bros. - Apple Green
LP Gerard Manset
Silencers

NRJ NETWORK/Paris
Max Guazzini - Dir.

AD Snap - Mary Had A Little Boy Elsa - Pleure Doucement Mylene Farmer - Desenchantee Simple Minds - Let There Be L'Affaire Louis Trio - Chacun Chris Rea - Auberger Elton John - You Gotta Love

SKYROCK/Paris
Laurent Bouneau - Prog. Dir.

AD Celine Dion - Where Does My Gino Vanelli - Inconsolable Nino Ferrer - Le Telefon Status Quo - Annivers. Waltz 1 Dee Pool Operation - Don't Be Jesus Loves You - Bow Down FMY - Suzanne

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Black Box - Total Mix
Simple Minds - Let There Be

Renaud Hanson - Geant
Touré Kunda - N'Doungou
LP Gerard Manset

RFM LA RADIO FM NETWORK/Puteaux
Jean-Bruno Michaud - Prog. Mgr.

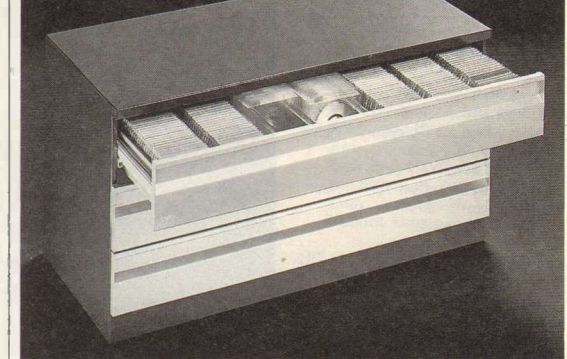
PP Jean-Jacques Goldman - Nuit Phil Collins - That's Just The Elton John - Whispers Scorpions - Wind Of Change Francis Cabrel - Tout Le Monde
AD Chris Rea
Gloria Estefan - Coming Out Julien Clerc - Le Verrou Big Dish - Miss Americo Tanita Tikaram - Only The Ones Elton John - You Gotta Love

EUROPE 2 NETWORK/Paris
J.P. Michel - Music Dir.

Marc Garcia - Prog. Dir.
PP Marc Lavoine - Je N'Ai Plus
AD Dave Stewart - Love Shines Jesus Loves You - Bow Down

METROPOLYS/Marcq En Baroeul
Philippe Schemberg - Prog. Dir.

Bruno Allain - Prog. Dir.
PP Enzo Enzo - Les Yeux Ouverts Elton John - You Gotta Love House Of Love - Beatles And



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STATION REPORTS

Freudiana Little Hons
Sting All This Time
Art Menzo Cold Ali
Seal Crazy
Robert Palmer Mercy Mercy
Chris Rea Auberger
David Hallyday About You

SCOOP/Lyon

Philippe Teissier - Prog. Dir.
PP Jean-Jacques Goldman - Nuit
Phil Collins - That's Just The
Elton John - Whispers
Scorpions - Wind Of Change
Francis Cabrel - Tout Le Monde
AD Chris Rea - Auberger
Gloria Estefan - Coming Out
Julien Clerc - Le Verrou
Big Dish - Miss America
Tanita Tikaram - Only The Ones
Elton John - You Gotta Love

RVS/Rouen

Frank Orcel - Prog. Dir.
A List:
Roch Voisine - Darlin'
George Michael - Freedom
Scorpions - Wind Of Change
Brenda Fassl - Black President
Jean-Jacques Goldman - A Nos
Phil Collins - Do You Remember
Patrick Bruel - Place Des
Mariah Carey - Someday
R.Palmer/UB40 - I'll Be Your
UB40 - The Way You Do The
Patricia Kaas - Kennedy Rose
Elmer Food Beat - Plastique
A-Ha - I Call Your Name
Francois Feldman - J'AI Peur
Sylvie Vartan - Quand Tu Es La
AD Serge Gainsbourg - Requiem
Seal - Crazy
Mylene Farmer - Desenchantee

RADIO NANTES/Nantes

Philippe Nossent - Prog. Dir.
PP Mylene Farmer - Desenchantee
AD Axel Bauer - Maria
Silencers - Bulletproof Heart
Indochine - Punishment Park
Gloria Estefan - Coming Out
Bee Gees - Secret Love
Rod Stewart - Rhythm Of My
LP Susanna Hoffs

RADIO VITAMINE/Toulon

Mathias Combes - Prog. Dir.
AD Bob Marley - Get Up Stand Up
Charlatans - The Only One I
Mariah Carey - Someday
Niagara - Psychotrope
Nilda Fernandez - Nos
Nothing Hillbillies - Will You
Prefab Sprout - We Let The
Yazoo - Situation

RMC COTE D'AZUR/Monte Carlo

AD Silencers - Bulletproof Heart
Big Dish - Miss America
Chris Rea - Auberger
Jean-Jacques Goldman - A Nos
KLF - 3 A.M. Eternal
Jesus Loves You - Bow Down
Whitney Houston - All The Man
Dr. Alban - Hello Afrika
Queen - Innuendo

RADIO VIBRATION/Orleans

Jean Francois Vilette - Prog. Dir.
Scorpions - Wind Of Change
Enigma - Sadness Part 1
UB40 - The Way You Do The
Jimmy Somerville - To Love
Francois Feldman - J'AI Peur
Jean-Jacques Goldman - Nuit
Gloria Estefan - Here We Are
Roch Voisine - La Berceuse
Patrick Bruel - Place Des
David Hallyday - About You
AD Serge Gainsbourg - Requiem
Bee Gees - Secret Love
Dream Academy - Love
Madonna - Rescue Me

RIVIERA RADIO/Monaco

Daevia Fortune - Music Dir.
AD Carly Simon - My Romance
Donne Warwick - I Don't Need
Jeffrey Osborne - Only Human

RMC COTE D'AZUR/Monte Carlo

AD Comateens - A Place For Me
PSY - Angelina
Pet Shop Boys - Seriously
Candyman - Melt In Your Mouth
Noir Desir - En Route Pour La
Julian Cole - Beautiful Love
Dream Academy - Love
N-Joi - Anthem

RADIO PLUS MONTE

CARLO/Monte Carlo
Oliver Baran - Music Dir.
AD Jean-Jacques Goldman - A Nos
Kim Appleby - Don't Worry
Janet Jackson - Love Will
Whitney Houston - All The Man
Iggy Pop - Candy
Jesus Loves You - Bow Down

Gloria Estefan - Coming Out
Vanilla Ice - I Love You
Londonbeat - No Woman No
C&C Music Factory - Gonna
Jason Donovan - I'm Doing Fine
Christopher Shawn - Another
David Lee Roth - Sensible

VOLTAGE FM/Paris

Olivier Allardet - Prog. Mgr.
AD Whitney Houston - All The Man
Bassline Boys - We Will Rock
N-Joi - Anthem
Womack & Womack - Uptown

NDR 2/Hamburg
Lutz Ackermann - Head Of Music
A List:

Heinz Rudolf Kunze - Wenn Du
Londonbeat - No Woman No
John Farnham - Chain Reaction
Timmy Thomas - Dying Inside
Bananarama - Preacher Man
Udo Lindenberg - Ein Herz Kann
Sting - All This Time
Seal - Crazy
Lindy Layton - Echo My Heart
Rembrandts - Just The Way It
Jon Bon Jovi - Miracle

WDR 1/Cologne
FLIP-ZEIT - Weekdays 4-6 PM
Barbara Gansauge - Prod.
LP Escape Club

WDR 1/Cologne
POP SESSION - Weekdays 6-8
PM
Hans-Holger Knocke - Prod.

Selection Thomas Koch:
The The - Jealous Of Youth
Brand Nubian - Try To Do Me
Working Week - Black And Gold
Billy Always - One Of Them
Exene Cervenka - Same
Cowboy Junkies - Baby Please
Chris Isaak - Wicked Game
Phillip Boa - The Undersea
Chagall Guevera - Escher's
Daryl Coley - They Will Be

WDR 1/Cologne
SCHLAGERRALLYE - Sat. 1-3 PM
Wolfgang Roth - Prod.
AD Sting - Mad About You

Queen - I'm Going Slightly Mad
Simple Minds - Let There Be
Beautiful South - Let Love
Eurythmics - Love Is A
Bananarama - Preacher Man

SDR 3/Stuttgart

Hans Thomas - Prod.
PP Rod Stewart - Rhythm Of My
LP Great White

SR 1/EUROPAWELLE SAAR/Saarbrücken

Dieter Exter - DJ/Prod.
AD Great White - Congo Square
Pentangle - Colour My
Mixmasters - Night Fever
Banderas - This Is Your Life
INXS - By My Side
Queen - I'm Going Slightly
Simple Minds - Let There Be
Gary Moore - Midnight Blues

SFB 2/Berlin

Jürgen Jürgens - Head Of Music
AD Nicholas Cage - Love Me
Londonbeat - No Woman No
Sting - Mad About You
Eurythmics - Love Is A
Camouflage - Heaven
Timmy T. - One More Try
Tony Carey - Trampoline
Chesney Hawkes - The One
C.Richard/A.Mezeck - To A
Silencers - I Want You
LP Klaus Lage

RB 4/Bremen

Axel Sommerfeld
Burghard Rausch - DJ/Prod.
AD A-Ha - Early Morning
Camouflage - Heaven
Cher - The Shoop Shoop Song
Definition Of Sound - Wear
Will Downing - The World Is A
Fairies Welcome - Head Heart
Happy Mondays - Loose Fit
INXS - By My Side
Holly Johnson - Across The
Carole - Anybody With The
Roger McGuinn - King Of The
Mock Turtles - Can You Dig It
River Boys - If I Were A
Sting - Mad About You

RIAS 2/Berlin

Henry Gross/Andreas Dorfmann -
Head Of Music
AD Celine Dion - Where Does My
INXS - By My Side
Vision Fields - Want You Back
Womack & Womack - Uptown
Banderas - This Is Your Life

RADIO FFN/Isernhagen

Christof Schmidt - Prog. Dir.
AD Cher - The Shoop Shoop Song
INXS - By My Side
Patricia Kaas - Kennedy Rose
David Knopfler - Lonely Is The
Happy Mondays - Loose Fit
Michael Oldfield - Heaven's Open
Queen - I'm Going Slightly Mad
Cactus Rain - Till Comes The
Rolling Stones - High Wire
Roxette - Joyride
Wilson Phillips - You're In
Steve Winwood - I Will Be Here

RSH/Kiel

Martin Schwabel - Head Of Music
PP INXS - By My Side
AD Rod Stewart - Rhythm Of My
Kim Appleby - G.L.A.D.
Kenny Rogers - Ruby
Peace Choir - Give Peace A
LP Chris Rea

RADIO FFH/Frankfurt

Sabine Neu - Head Of Music
PP Rembrandts - Just The Way It
A List:
AD Bee Gees - Secret Love
Rod Stewart - Rhythm Of My

Rolling Stones - High Wire
Steve Winwood - I Will Be Here

B List:
AD John Farnham - Chain Reaction
Kylie Minogue - What Do I Have
29 Palms - Magic Man
Travolta/John - Grease Megamix
George Michael - Heal The Pain
Thomas Barquee - Girls Talk
Miké Ross - Julia Cries
Celine Dion - Where Does My
Mariah Carey - Someday
Roman - Rainy Day
Susanna Hoffs - My Side Of The

HUNDERT,6/Berlin

Fred Schoenagel - Head Of Music
PP Blue System - Lucifer
Karl Keaton - Love's Burn
AD Rolling Stones - High Wire
Sommerwind - Komm Ich Zeige
Thomas Barquee - Girls Talk
C. Atkins/M.Knopfler - The Next
Frederic Francois - L'Amour
Cher - The Shoop Shoop Song
Engelbert - Take Away The
Sailor - Music

RTL/GERMANY/Luxembourg

Stephan Halppap - Head Of Music
AD Kim Appleby - G.L.A.D.
Madonna - Rescue Me
Londonbeat - No Woman No
Chris Rea - Auberger
Cathy Dennis - Just Another

RADIO GONG 2000/Munich

Fredy Kogel - Music Dir.
PP Simpsons - Do The Bortman
Will To Power - I'm Not In
Chris Rea - Auberger
A List:
Enigma - Mea Culpa Part 2
Tanita Tikaram - Only The Ones
Kim Appleby - G.L.A.D.

B List:

Roxette - Joyride
2 Mad - Thinking About Your
Donny Osmond - My Love Is A

RADIO CHARIVARI/Nuremberg

Mathias Hofmann - Music Dir.
PP Chris Isaak - Wicked Game
The Farm - All Together Now
Bette Midler - From A Distance
Rick Astley - Cry For Help
Londonbeat - No Woman No
AD A-Ha - Early Morning
Madonna - Rescue Me
Feargal Sharkey - I've Got

STAR*SAT RADIO/Grünwald

Jo Lueders - Prog. Dir.
A List:
Burt - Boomerang
Wilson Phillips - You're In
Everyday People - More Than A
Kylie Minogue - What Do I Have
Traveling Wilburys - Where
Van Morrison - Enlightenment
Catherine Howe - Harry
Madonna - Rescue Me
Randy Newman - Naked Man
Snap - Mary Had A Little Boy
AD George Michael - Heal The Pain
R.E.Wilson - Rock Your Baby
Rembrandts - Burning Timber
Van Morrison - Memories
Tanita Tikaram - To Wish This
Bananarama - Preacher Man
Extreme - More Than Words

RADIO 107/Hamburg

Peter Steppich - Head Of Music
PP Elton John - Easier To Walk
Sting - Mad About You
Robert Palmer - Mercy Mercy
Queen - I'm Going Slightly Mad
Seal - Crazy
AD Simple Minds - Let There Be
Rembrandts - Just The Way It
Karl Keaton - Love's Burn
Feargal Sharkey - I've Got
Cher - The Shoop Shoop Song

HIT RADIO N1/Nuremberg

Cetin Yaman - Prog. Dir.
PP TKA - Let Me Hear You (Say Yeah)
AD The Source/C.Staton - You Got
Praise - Only You
Tracie Spencer - This House
Harriet - Temple Of Love

RADIO XANADU/Munich

Benny Schnier - Head Of Music
A List:
Nelson - After The Rain
Warrant - I Saw Red
Damn Yankees - High Enough
Cinderella - Shelter Me
Alias - Waiting For Love
Heart - Secret
Queen - Headlong
Vixen - Not A Minute Too Soon
Scorpions - Wind Of Change
David Lee Roth - A Lil' Ain't
AD Chesney Hawkes - The One
Queen Of Spades - Living A Lie
Blue Rodeo - Till I Am Myself

LP Great White

SCHWARZWALD RADIO/Freiburg

Pete Traynor - Head Of Music
AD The Farm - All Together Now
Rembrandts - Just The Way It Is
Kim Appleby - G.L.A.D.
George Michael - Heal The Pain
Andrew White - Sara
Soulister - Well Well Well
Chris Rea - Auberger
Splash - Set The Groove On

RADIO SALÜ/Saarbrücken

Adam Hahne - Prog. Dir.
A List:
C&C Music Factory - Gonna
Damn Yankees - High Enough
Roxette - Joyride
Rolling Stones - High Wire
Dream Warriors - My Definition

B List:

Enigma - Mea Culpa Part 2
Dimples D. - Sucker DJ
The Farm - All Together Now
Styx - Show Me The Way
Simpsons - Do The Bortman
Bee Gees - Secret Love
George Michael - Heal The Pain
LP Heinz Rudolf Kunze

OK RADIO/Hamburg

Ollie Weiberg - Head Of Music
PP Bingo Boys - How To Dance
P.M. Sampson - Listen To My
AD John Novile - Politicians
Kenny Thomas - Outstanding
J.B.Elli/T.Hare - Go For It
Enigma - Mea Culpa Part 2
Masterboy - Shake It Up And
King Curlee/Blackmore - Smoke
A-Ha - Early Morning
LP KLF

RADIO T.O.N./Bad Mergentheim

Reinhard Bärenz - Head Of Music
PP Vaya Con Dios - Night Owls
A List:
AD Andrew White - Sara
Kenny Rogers - Ruby
Bee Gees - Secret Love

B List:

AD Elsa - Pleure Doucement
Julio Iglesias - When I Need
Thomas Barquee - Girls Talk

RADIO NRW/Oberhausen

Jeff Van Gelder - Head Of Music
AD Harriet - Woman To Man
A-Ha - Early Morning
Celine Dion - Where Does My
Roxette - Joyride
Wolfgang Petry - Auf Den Mond

RADIO ARA/Aschaffenburg

Udo Langenohl - Music Dir./DJ
AD Simple Minds - Let There Be
2 In A Room - Wiggle It
Rod Stewart - Rhythm Of My
Mike & The Mechanics - Word
Rembrandts - Just The Way It Is

RADIO F/Nuremberg

Sigi Hoga - Prog. Dir.
A List:
Martin Mann - Meilenweit Muss Ich
Mathias Reim - Ganz Egal
Tom Jones - Couldn't Say
Elton John - Easier To Walk
Bonnie Raitt - Have A Heart
Just 7 Teen - Miracle Of Love
Timmy Thomas - (Dying Inside)
Righteous Bros. - Unchained
St. Paul - Every Heart Needs
Marc Alex - Quick Quick

RADIO RESIDENZ/Karlsruhe

Axel Reimann - Prog. Dir.
AD George Michael - Heal The Pain
Kim Appleby - G.L.A.D.
Simpsons - Do The Bortman

ITALY

RETE 105/Milan

Alex Peroni - Prog. Dir.
A List:
Queen CD
Sting CD
Rick Astley CD
Real Milli Vanilli CD
E.M.F. - Unbelievable
Enigma CD
Simple Minds - Let There Be
Elmer Food Beat CD
Ellis In Wonderland - Good
Jesus Jones - International
Front Page - Radio Station
Cathy Dennis CD
Absent Friends CD
Secchi/Johnson - Keep
TFM - Out Of Bounds
AD Temper Temper - Talk Much
Bronski Beat - One More Chance
Clive Griffin - Reach For The
Dana Dawson - Romantic World
Stonefunkers CD

NEWS

* Udo Dirkschneider and Mathias Dieth of **U.D.O.** will go out on an European promo trip to support their 'Timebomb' album and the band's European tourdates in May/June this year.

* The new **SAILOR** album is scheduled for release in Germany on April 22. It looks as if their new album - entitled "Sailor" - contains a couple of potential hit-singles.

* Fast 1,000 Fans kamen in die Hamburger Markthalle, in der **MICHY REINCKE** vor wenigen Tagen sein neues Album "Paris" sehr erfolgreich präsentier-te.

* Folks, watch out for the "Freakies": Even a BMG executive from the US sent a very encouraging fax to BMG Hamburg following this state-ments, **FFW** have a serious chance overseas.

* The Dutch "Secretary"-day should be made a worldwide institution.

BMG Telefon: 040 - 490 69-0
 BMG Ariola Hamburg GmbH A Bertelsmann Music Group Company
RCA Telefax: 040 491 20 60

Snap - Mary Had A Little Boy
J.B.Elli/T.Hare - Go For It
D.Brown/B.Sharpe - Love Or
Mica Paris - If I Love U 2
Sybil - Make It Easy On Me
Candyman - Melt In Your Mouth

AD Micky Reincke - Für Immer
Roxette - Joyride
Cher - The Shoop Shoop Song
Rolling Stones - High Wire
Wilson Phillips - You're In
Enigma - Mea Culpa

HR 3/Frankfurt

Markus Hertle - DJ/Prod.
AD Madonna - Escuce Me
La's - Feelin'
Oleta Adams - Get Here
Rembrandts - Just The Way It
Bee Gees - Secret Love
George Michael - Heal The Pain

WDR 1/Cologne

HIT CHIPS - Weekdays 1-3 PM
Werner Hoffmann - Prod.
AD Temper Temper - Talk Much
Cactus Rain - Till Comes The
Fairies Welcome - Head Heart
Osmond Boys - Reverse
Great White - Congo Square

GERMANY

BAYERN 3/Munich
Claus-Erich Boetzkes - Head
Ent.Pgms.
A List:
AD C. Atkins/M.Knopfler - The Next
Dirk Busch - Liebst Du Auch
Camouflage - Heaven

SWF 3/Baden Baden

Ulli Frank - DJ/Prod.
AD Simple Minds - Let There Be
Queen - I'm Going Slightly Mad
Queen - I'm Going Slightly Mad
Wilson Phillips - You're In
Rolling Stones - High Wire
Banderas - This Is Your Life

STATION REPORTS

RAI STEREOUNO/Rome
E.Molinari - Dir.
E.Bellisario - Prog. Dir.
PP Sting- Mad About You
Vanilla Ice- Play That Funky
Riccardo Cocciante- Se Stiamo
Queen- Innuendo
AD Rod Stewart- Rhythm Of My
Rolling Stones- High Wire
Umberto Tozzi- Gli Altri
Madonna- Rescue Me
Joni Mitchell- Come In From
Robert Palmer- Mercy Mercy
Fiordaliso- Il Mare Più
Pierangelo Bertoli- Spunta La
Loredana Berté- In Questa
Grazia Di Michele- Se To
Riccardo Cocciante- Io Te Prego
Soho- Hippychick
Paul Brady- Nobody Knows
Beverly Craven- Promise Me
Bananarama- Preacher Man
Chris Isaak- Wicked Game
Telma- Signs
Elmer Food Beat- Daniela
Juan Cape- Beautiful Love
Gege' Teleforo- Cu Cu Ba
Limbomaniacs- Shake It

RADIO DIMENSIONE
SUONO/Rome
Carlo Mancini - Music Director
PP Banderas- This Is Your Life
Quartz- It's Too Late
Roxette- Joyride
Mantronix- Don't Go Messin'
Rod Stewart- Rhythm Of My
A List:
Seal- Crazy
Gloria Estefan- Coming Out
Madonna- Rescue Me
Robert Palmer- Mercy Mercy
Sting- Mad About You
Lindy Layton- Echo My Heart
L.L. Cool J- Around The Way
Styx- Show Me The Way
Tara Kemp- Hold Me Tight
Pet Shop Boys- How Can You
AD Rick Astley- Move Right Out
Sheila E.- Sex Cymbal
R.E.M.- Losing My Religion
Breathe- Without Your Love

RADIO MONTE CARLO/Milan
Francesco Migliozzi - Prog. Contr.
A List:
Queen LP
Sting LP
Alexander O'Neal LP
Rick Astley LP
Gloria Estefan LP
The Box LP
Seal- Crazy
Chris Rea LP
Divinyls LP
Roger McGuinn- Someone To
AD Simple Minds- Let There Be
Red Stewart- Rhythm Of My
Bob Gees- Secret Love

DEEJAY NETWORK/Milan
Dario Uselli - DJ
PP Simple Minds- Let There Be
AD Holly Johnson- Across The
Brothers In Rhythm- Such A
The Farm- Don't Let Me Down
Nelson- More Than Ever
Pet Shop Boys- Where The
Scritti Politti- She's A Woman
R.E.M.- Losing My Religion

PETER FLOWERS FM/Milan
Franco Lazzari - Music Dir.
Marco Garavelli - Prog. Dir.
PP Rolling Stones- High Wire
A List:
Rick Astley- Cry For Help
Queen- Innuendo
Seal- Crazy
AD Rod Stewart- Rhythm Of My
Jim- All I Want Is You

RADIO KISS KISS/Naples
Gianni Simioli - Prog. Dir.
PP Orchestra JB- Come Alive
A List:
Seal- Crazy
Sold Out- Shine On
Alexander O'Neal- All True
Kenny Thomas- Outstanding
Pet Shop Boys- How Can You
Afrika Bambaata- Just Get Up
AD Happy Mondays- Loose Fit
Morrissey- Our Frank
Bee Gees- Secret Love
Living Colour- Love Rears
A-Ha- Early Morning
The Box- Temptation
LP Joni Mitchell
Morrissey
Mike Oldfield

RADIO BABBOLEO/Genova
Lenny - Prog. Dir.
PP Rolling Stones- High Wire
A List:
Queen- Innuendo
Julee Cruise- Falling
Sting- All This Time

Rick Astley- Cry For Help
Whitney Houston- All The Man
Seal- Crazy
The Box- Temptation
Chris Isaak- Wicked Game
Londonbeat- A Better Love
The Farm- All Together Now

R.T.L. 102.5 HITRADIO/Bergamo
Luca Viscardi - Head Of Music
Grant Benson - DJ/Prod.
PP Houston/Wonder- We Didn't
Robert Palmer- Mercy Mercy
Raf- Interminatamente
Jesus Loves You- Bow Down
Gloria Estefan- Coming Out
A List:
Chris Rea- Auberge
Banderas- This Is Your Life
Susanna Hoffs- My Side Of The
AD Rolling Stones- High Wire
Rod Stewart- Rhythm Of My
Riccardo Cocciante- Se Stiamo
Alexander O'Neal- What Is This

ANTENNA DELLO STRETTO/Messina
Filippo Pedeli - DJ
PP Sold Out- Shine
INXS- By My Side
Ladri Di Biciclette- Sbatti
Marco Carena- Serenato
AD Umberto Tozzi- Gli Altri
Chris Isaak- Wicked Game
Brian Coches- Aragno
LP Rick Astley

RADIO STAR/Vicenza
Maurizio Maressi - Prog. Dir.
PP Wop Bop Toledo- Kissaway
AD Chris Rea- Auberge
Sold Out- Shine On
Bee Gees- Secret Love
Closer Than Close- Can't Wait
Sting- Mad About You
Riccardo Cocciante- Se Stiamo
Ladri Di Biciclette- Sabatti
Renato Zero- Spalle Al Muro
LP Umberto Tozzi
Raf
Marco Masini

RADIO CLUB 91/Naples
Franco Mary Russo - Prog. Dir.
A List:
Sarah Jane Morris- I'm Missing
Seal- Crazy
Kenny Thomas- Outstanding
Sold Out- Shine On
Ultra Nate- Is It Love
Working Week- Positive
Jimmy Barnes/INXS- Good Times
George Michael- Heal The Pain
Praise- Only You
Julee Cruise- Rakin' Back

RADIOLINA/Cagliari
Ivano Conca - Prog. Dir.
Andrea Angioni - Head Of Music
PP Fandango- Ti Chiamerò
A List:
Sting LP
Rick Astley LP
Queen- Innuendo
Liffiba LP
Pino Daniele LP
Lucio Dalla LP
Claudio Baglioni LP
Bertoli/Tazenda- Spunta La
Marco Masini- Perché Lo Fai
Renato Zero- Spalle Al Muro
LP Raf
Umberto Tozzi

HOLLAND

VERONICA/Hilversum
Hans Van Der Veen - Prog. Dir.
Unico Glorie - Prod.
PP Massive- Unfinished Sympathy
A List:
Banderas- This Is Your Life
Stevie B.- Because I Love You
Seal- Crazy
Stef Bos- Papa
Johnny Gill- Wrap My Body
Infobeat- We've Got The Funk
Rolling Stones- High Wire
Information Society- Think
Londonbeat- No Woman No
Simpsons- Do The Bartman
New Kids O/T Block- Games
Bee Gees- Secret Love
Jean-Jacques Goldman- Nuit
Rob Zorn- Meisjes
Roxette- Joyride

NOS/Hilversum
Tom Blomberg - Prod.
PP Gung Ho- Freedom
A List:
Captain Gumbo- Allons A
Rob Zorn- Meisjes
Roxette- Joyride
René Froger- Nobody Else
Bee Gees- Secret Love
Feargal Sharkey- I've Got
Rod Stewart- Rhythm Of My

AD Rolling Stones- High Wire
Mike & The Mechanics- Word
LP Bee Gees

VARA/Hilversum
Rolf Kroes - Head Of Music
PP Wild River Apples- I Can't
A List:
AD Rolling Stones- High Wire
Simple Minds- Let There Be
B List:
AD Milltown Bros.- Which Way
Waterboys- A Man Is In Love
Les Zazous- Tears Will Tell
Paul Brady- Nobody Knows
Definition Of Sound- Wear
Jesus Jones- International
Todd Rundgren- Change Myself
Maarten Peters- Playing

AVRO/Hilversum
Jan Steeman - Head Of Music
PP Queen- I'm Going Slightly
Les Zazous- Tears Will Tell
A List:
Scritti Politti- She's A
Happy Mondays- Loose Fit
Ten Sharp- You
Silencers- Bulletproof Heart
Jean-Jacques Goldman- Nuit
AD Escape Club- Call It Poison
Rick Astley- This Must Be
Mantronix- Don't Go Messin'
Tackhead- Closs Rock
LP Mathilde Santing

TROS/Hilversum
Ferry Maat - Head Of Music
PP Rolling Stones- High Wire
AD Queen- I'm Going Slightly
Massive- Unfinished Sympathy
Simple Minds- Let There Be
D-Rock- I Can't Believe It's
Vrijbuters- Moest Dat Nou
Rod Stewart- Rhythm Of My
Jimmy Somerville- Smalltown
Muskee- Brother Booze
Elvis Presley- Love Me Tender
Normaal- H.A.L.V.U.
INXS- By My Side
Peter- Peace
B.B. Queen- I'm In The Mood

KRO/Hilversum
Paul Van Der Lugt - Head Of Music
PP INXS- By My Side
A List:
Simple Minds- Let There Be
Soulister- Well Well Well
Paul Brady- Nobody Knows
The Source/C.Staton- You Got
Definition Of Sound- Wear

NCRV/Hilversum
Jaap De Groot - Prod.
PP Timmy T.- One More Try
AD Rod Stewart- Rhythm Of My
G-Race- Slow Dancing
John Spencer- In De Tijd Van
LP Rick Astley

SKY RADIO/Bussum
Ton Lathouwers - Oper. Mgr.
A List:
Stevie B.- Because I Love You
Chris Isaak- Wicked Game
Rick Astley- Cry For Help
J.Travolta/O.N.- John- You're
B List:
AD Stef Bos- Papa

PIETER NOORD-HOLLAND/Haarlem
Pieter Buijs - Prod.
AD Lindy Layton- Echo My Heart
Rembrandts- Just The Way It
Soulister- Well Well Well
Rob Zorn- Meisjes
Ten Sharp- You

CFNB/Brunssum
Lou Rowland - Head Of Music
PP Rik Emmett- Saved By Love
AD Scritti Politti- She's A
R.E.M.- Losing My Religion
Rod Stewart- Rhythm Of My
LP Joni Mitchell

BELGIUM

RADIO 21/Brussels
Marc Ysaye - DJ/Prod.
PP Sixx- Show Me The Way
David Lee Roth- Sensible
Bob Dylan- Series Of Dreams
Mylene Farmer- Désenchantée
Rolling Stones- High Wire
LP D.Harry/Blondie

BRT STUDIO BRUSSELS/Brussels
Jan Hautekiet/Marc Coenen - Prod.
PP Eddie Cochran- Three Steps In
A List:
INXS- By My Side
R.E.M.- CD
Rolling Stones- High Wire
Womack & Womack- Uptown

Scritti Politti- She's A
Radios- Tears In The Morning
Simple Minds- Let There Be
Steve Wynn- Conspiracy Of The
Danish Butter Cookies- She Said
Jack Of Hearts- Can't Win 'Em

BRT RADIO 2/East Flanders
Rudi Sinia - Prod.
AD Scorpions- Wind Of Change
Roxette- Joyride
Bee Gees- Secret Love
2 In A Room- Wiggle It
Chris Rea- Auberge
Madonna- Rescue Me
Wily Summers- Zevende Hemel
LP Hits '91 (Comp.)
De Prehistorie (Comp.)

BRT RADIO 2/West Flanders
Peter de Groot - Head Of Music
PP Sting- Mad About You
LP G.Thorogood/Destroyers

RADIO CONTACT F/Brussels
Jean-Lou Bertin - Prog.Dir.
A List:
Seal- Crazy
Benny B.- Qu'Est-Ce Qu'On
B.B.Jerome/Bang Gang- Shock
Michel Sardou- Le Privilege
Televie '91- On A Toujours
Patrick Bruel- Place Des
Francois Feldman- J'AI Peur
Nomad- Devotion
Latino Party- Tequila
Stevie B.- Because I Love You

RADIO CONTACT NL/Brussels
Danny De Bruin - Prog. Dir.
A List:
B.B. Jerome/Bang Gang- Shock
Raymond V/H Groenewoud- liefde
Artiesten M/E Hart- Van Nu Af
Axelle- Kennedy Boulevard
Seal- Crazy
Chris Isaak- Wicked Game
Rick Astley- Cry For Help
Stevie B.- Because I Love You
Jo Vally- Ik Heb Je Nadig
Radios- Tears In The Morning

RADIO EXPRES/Antwerp
Marc Dhollander - Head Of Music
A List:
Celine Dion- Where Does My
Radios- Tears In The Morning
Stevie B.- Because I Love You
Toast- Ik Schreeuw Het Van De
Rick Astley- Cry For Help
Axelle- Kennedy Boulevard
Womack & Womack- Uptown
Whitney Houston- All The Man
Bee Gees- Secret Love
Will Tura- Het Staat In De
AD Rod Stewart- Rhythm Of My
Madonna- Rescue Me

RADIO ANTIGON/Antwerp
Piet Keizer - Dir.
PP Debbie D.- Sound Your Funky
A List:
Candyman- Knockin' Boots
Nomad- Devotion
C&C Music Factory- Gonna
Chris Isaak- Wicked Game
Stevie B.- Because I Love You
Madonna- Rescue Me
2 Bros. O/T 4th Floor- Can't
Rick Astley- Cry For Help
Clouseau- Ik Wil Vannacht Bij
Artiesten M/E Hart- Van Nu Af
AD Banderas- This Is
Massive- Unfinished Sympathy
Simple Minds- Let There Be
Rod Stewart- Rhythm Of My
Dream Warriors- Ludi

RADIO 16/Madrid
Jorge De Anton - Prog. Dir.
PP Roxette- Joyride
Wilson Phillips- You're In
Rico- Fatal
Complices- El Tren
Pet Shop Boys- Being Boring
AD Chayanne- Simon Sex
Freddie Jackson- Love Me Down
UB40- The Way You Do The
LP Righteous Brothers

RADIO ROYAAL/Hamont-Achel
Tom Holland - Prog. Dir.
PP Simple Minds- Let There Be
AD Sting- Mad About You
Banderas- This Is Your Life
Jellyfish- That Is Why
Rembrandts- Just The Way It Is
René Froger- Nobody Else
Radios- Gimme Love
Ten Sharp- You
Del Shannon- Walk Away
Del Amitri- Spit In The Roin
Mixmasters- Night Fever
Gerard Joling- The Drums Are

SPAIN

RADIO MADRID/SER
Rafael Revert - Music Mgr.
PP Antonio Vega- Esperando Nada
George Michael- Heal The Pain
Freddy Nais- Yo Soy Un Freddy
Vanilla Ice- Medley (40 Prin.)
Insignificantes- Mesa De
The Farm- All Together Now
Divinyls- I Touch Myself
Revolver- Dos Por Dos
Chayanne- Simon Sez
A List:

AD MC Hammer- Pray
Paul McCartney- The Long And
Dr. Alban- Hello Afrika
B List:
INXS- Disappear
Mermelada- Mary Mary
Juan Carlos Valenciga- Un Dia
Dama Se Esconde- Ciudad Fuego
D.Harry/I.Pop- Well Did You
Peace Chair- Give Peace A
Judy Torres- Love You Will
Tequila- Dime Que Me
Simpsons- Do The Bartman
Yazoo- Situation
Plaza- Hi-De-Ho

POPULAR FM/CADENA
COPE/Madrid
Carlos Finaly - Music Director
PP Donna Summer- Medley
Rico- Fatal
A List:

Whitney Houston- All The Man
Gloria Estefan- Coming Out
Heroes Del Silencio- Maldito
Rick Astley- Cry For Help
Greta Y Los Garbo- Rompes Mi
B List:
Ultimo De La Fila- Cuando El
Tanita Tikaram- Only The Ones
JL Guerra- Burbujas De Amor
Sting- All This Time
C&C Music Factory- Gonna
AD Silencers- Bulletproof Heart
LP Chris Isaak

TOP 97.2/Madrid
Raul Marchant - Music Mgr.
A List:
Gloria Estefan- Coming Out
Queen- Innuendo
JL Guerra- Burbujas De Amor
Whitney Houston- All The Man
Elton John- Easier To Walk
Julio Iglesias- When I Need
Silencers- Bulletproof Heart
Heroes Del Silencio- Maldito
Miguel Rios- Directo Al
Stevie B.- Because I Love You
AD Roxette- Joyride
Decada Prodigiosa- El Rey Del
Complices- El Tren

CANAL SUR RADIO/Sevilla
Paco Sanchez - Music Mgr.
PP Sheila E.- Sex Cymbal
Victoria Wilson Sames- Through
Another Bad Creation- Tessa
Daniel Ash- This Love
Bingo Boys- How To Dance
AD Roxette- Joyride
Gatos Locos- Corro Hacia Te
Celine Dion- Where Does My
General Lee- Llego El Tren
La Busqueda- Mi Despertar

RADIO 16/Madrid
Jorge De Anton - Prog. Dir.
PP Roxette- Joyride
Wilson Phillips- You're In
Rico- Fatal
Complices- El Tren
Pet Shop Boys- Being Boring
AD Chayanne- Simon Sex
Freddie Jackson- Love Me Down
UB40- The Way You Do The
LP Righteous Brothers

SWEDEN

RIKSRADION P3/KLANG & C:O
Weekdays 12.30-3 PM
Lars Göran Nilsson - Prod.
A List:
Bassix- Everybody Plays The

Daryl Braithwaite- Rise
R.E.M.- Losing My Religion
2 N U- This Is Ponderous
Del Shannon- Walk Away
Womack & Womack- Uptown
Finançon LP
Pauline Ester LP
Mauro Scocco- Det Finns
Eldkvarn LP
Johnny T.- Kom Kom Kom
AD Scritti Politti- She's A
Thomas Barquee- Girls Talk
Eric Gadd LP
Wilmer X LP

SAF RADIO CITY/Stockholm
Martin Loogna - Head Of Music
PP Creation- Give It Up
AD Madonna- Rescue Me

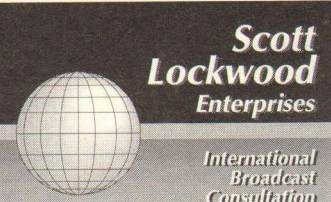
Womack & Womack- Uptown
Banderas- This Is Your Life
Mauro Scocco- Det Finns
Roachford- Higher
Rolling Stones- High Wire
Colin James- If You Lean On
Simple Minds- Let There Be
Love In Effect- Now That We
Wilmer X- Vem För Nu Se Alla
U.K. Mixmasters- Night Fever
Source/C.Staton- You Got The
Saffire- Made Up My Mind
Sting- All This Time
Pebbles- Backyard
François Feldman- J'AI Peur
Dream Warriors- Ludi
Jellyfish- The King Is Half
DJ Professor- Life Is Life
Scritti Politti- She's A
Mike & The Mechanics- Word
Cher- The Shoop Shoop Song
David Lee Roth- Sensible
Eurythmics- Love Is
Creations- Pay The Price
J.J.- If This Is Love

CITY 103/Gothenburg
Lars Bodin - Music Director
PP Mauro Scocco- Det Finns
AD Del Shannon- Walk Away
Temper Temper- Talk Much
Scritti Politti- She's A
Thomas Barquee- Girls Talk
Simple Minds- Let There Be
Mike & The Mechanics- Word
Rod Stewart- Rhythm Of My
Martin Hessel- Heroes
Cher- The Shoop Shoop Song
LP Jeffrey Osborne

RADIO STOCKHOLM/Stockholm
Ulo Maasing - DJ/Prod.
AD Scritti Politti- She's A
Chesney Hawkes- The One
808 State- Ooops
Escape Club- Call It Poison
Temper Temper- Talk Much
MC Kinky- Get Over It

RADIO GOTHENBURG
Leif Wivatt - Head Of Music
AD Silencers- I Want You
Jim- Love Spins
Rod Stewart- Rhythm Of My
Del Shannon- Walk Away
Cher- The Shoop Shoop Song
Pauline Ester- Oui Je L'Adore

HIT FM/Stockholm
Johan Bring - Prog. Dir.
AD Enigma- Mea Culpa
Banderas- This Is Your Life
A-Ha- Early Morning
Chesney Hawkes- The One
Simple Minds- Let There Be
Inner Circle- Black Roses
Hubbub- Point Of You
Bananarama- Preacher Man



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STATION REPORTS

Rhythm Edit F. Satisfaction
Scritti Politti She's A

RADIO P4/Lund
Hans Strandberg - Music Dir.
PP Chesney Hawkes - The One
Mike & The Mechanics - Word
AD Enigma - Mea Culpa
Simple Minds - Let There Be
Bingo Boys - How To Dance
Banderas - This Is Your Life
Sting - Mad About You
Dream Warriors - Ludi
Scritti Politti - She's A
Oleta Adams - Get Here
LP Silencers

RADIO ÖREBRÖ/Örebro
Arne Holmberg - Music Dir./DJ
AD R.E.M. - Losing My Religion
Scritti Politti - She's A
Pauline Ester - Oui Je L'Adore
Paul Brady - Nobody Knows
Eric Gadd - Excuse Me
Wilmer X - En Nodig Man
Banderas - This Is Your Life
Feargal Sharkey - I've Got

RADIO LIDINGÖ/Stockholm
Mikael Orjansberg - DJ/Prod.
A List:
C&C Music Factory - Gonna
Roxette - Joyride
KLF - 3 A.M. Eternal
2 In A Room - Wiggle It
Yazoo - Situation
Massive - Unfinished Symphony
Kim Appleby - G.L.A.D.
MC Hammer - Here Comes The
Alexander O'Neal - All True
Dr. Alban - U & Mi
Splash - Set The Groove On Fire
AD Real Milli Vanilli - Too Late
Kylie Minogue - What Do I Have
Frank Zappa - Bobby Brown

RADIO VSD/Gothenburg
Leif Pettersson - Head Of Music
AD Jellybean - What's It Gonna Be
Kylie Minogue - What Do I Have To
Tracie Spencer - This House
Mixmasters - Night Fever

RADIO HUDDINGE/Stockholm
Robert Sehlberg - Prog. Dir.
PP Rod Stewart - Rhythm Of My
Cher - The Shoop Shoop Song
AD Mauro Scocco - Det Finns
Tomas Ledin - Smart Tystnar
Wilson Phillips - You're In
Banderas - This Is Your Life
Surface - The First Time
Escape Club - Call It Poison
Big Dish - Big Town
Bee Gees - Secret Love
Simple Minds - Let There Be
LP Divinyls

NORWAY

NRK/Oslo
Steinar Field - Prod.
AD Kane Roberts - Does Anybody
Warrant - I Saw Red
Banderas - This Is Your Life
Amy Grant - Baby Baby
Mixmasters - Night Fever
Orup - My Earth Angel

RADIO 1/Oslo
Bjoern Faarlund - DJ
AD Amy Grant - Baby Baby
Mike & The Mechanics - Word
Tracie Spencer - This House
Chesney Hawkes - The One
Simple Minds - Let There Be
Sko/Torp - On A Long Lonely
A-Ha - Early Morning
Eric Gadd - Do You Believe In
Information Society - Think
Rod Stewart - Rhythm Of My

P3/Bergen
Per Asbjorn Risnes Jr. - DJ
PP Roxette - Joyride
Silencers - Bulletproof Heart
AD Simple Minds - Let There Be
Mike & The Mechanics - Word
Rembrandts - Just The Way It
Elene Rostropovich - Cry
Clive Griffin - Reach For The
Heart- Secret

RADIO MOSS/Moss
Kai Roger Ottesen - Head Of Music
A List:
AD A-Ha - Early Morning
Sko/Torp - On A Long Lonely
Work Funny Hours - Coloured
Amy Grant - Baby baby
Clive Griffin - Reach For The
September When - Mother I've
Banderas - This Is Your Life
Simple Minds - Let There Be
Rod Stewart - Rhythm Of My

STUDENTRADIOEN TROMSO
Rune Hagen - Head Of Music
A List:

R.E.M. - Losing My Religion
Jörn Hoel LP
September When CD
Julian Cope - Beautiful Love
Graham Parker LP
Carter The U.S.M. LP
Tre Små Kinesere CD
Morrissey CD
Jan Eggum CD
Clash - Should I Stay Or
Big Dish - Big Town
Happy Mondays - Loose Fit
Rembrandts - Just The Way It
Gang Starr - Take A Rest
Rhythm Sisters - Willerby

RADIO NORD/Harstad
Tom Berg - Head Of Music
AD Roman - You Can't Always Get
INXS - By My Side
A-Ha - Early Morning
Flying Pickets - Happiest
Vazelina Bilopphöggers - Jarunn

RADIO TRONDHEIM/Trondheim
Jon Branaes - Head Of Music
A List:
Bee Gees - Secret Love
Father & Son - Take My Hand
Freudiana - Little Hans
Hallvard Flatland - Alle
Herbert Grönemeyer - Marie
Izabella - I Write You A
Tom Jones - Couldn't Soy
Oslo Gospel Choir - Get
Chris Rea - Auberger
Wiehe/Afzelius - Fristen

DENMARK

DANMARKS RADIO/Århus
Leif Wivelsted - Head Of Prog.
A List:
Cut'N'Move - Take No Crap
Roxette - Joyride
Enigma - Sadness Part 1
Travolta/John - Grease Megamix
C&C Music Factory - Gonna

AALBORG NÆRRADIO/Aalborg
Olaf Meditzky - DJ/Prod.
PP Joey B. Ellis - Thought U Were
A List:
AD Heart - Secret
Sting - All This Time
Celine Dion - Where Does My
Mica Paris - If I Love U
After 7 - Heat Of The Moment
Enigma - Mea Culpa
Divinyls - I Touch Myself
Orup - My Earth Angel
Jimi Bikini - Nabus
Robert Palmer - Mercy Mercy
LP Sko/Torp

ÅRHUS NÆRRADIO/Århus
Ib Buch - Head Of Music
A List:
AD Rod Stewart - Rhythm Of My
Oleta Adams - Get Here
Madonna - Rescue Me
Womack & Womack - Uptown
Feargal Sharkey - I've Got
Christer Sandelin - Ge & To
Will To Power - Boogie Nights
Sting - Mad About You
Sort Sol - Carry Me Into The

UPTOWN FM/Copenhagen
Niels Pedersen - Head Of Music
PP Harry Connick Jr. - Promise Me
AD Stevie B - Because I Love You
Sting - Mad About You
Simple Minds - Let There Be
Beverley Craven - Holding On
Steve Winwood - I Will Be There
C.Atkins/M.Knopfler - I Will
Sort Sol - Carry Me Into The

RADIO ABC/Randers
Stig Hartvig Nielsen - Prog. Contr.
A List:
AD Rene Froger - Nobody Else
Womack & Womack - Uptown
Patsy Cline - Crazy
Elvis Presley LP
Lauren Wood - Fallen
B List:
AD Mantronix - Don't Go Messin'
C.Atkins/M.Knopfler - The Next
Dream Warriors - Ludi
Tony Scott - Love Let Love

RADIO SYDKYSTEN/Copenhagen
Peter Hald - Head Of Music
A List:
Celine Dion - Where Does My
Roxette - Joyride
Madonna - Rescue Me
David Halliday - About You
Clive Griffin - Reach For The
AD Beverley Craven - Holding On
James Taylor Quartet - Love
Londonbeat - No Woman No

Christer Sandelin - Ge & To

RADIO VICTOR/Esbjerg
Thomas Kristensen - Head Of
Music
PP Rod Stewart - Rhythm Of My
A List:
The Farm - All Together Now
Roxette - Joyride
Bee Gees - Secret Love
Madonna - Rescue Me
Back To Back - En Sam Dig
KLF - 3 A.M. Eternal
Simpsons - Do The Bartman
Innocence - A Matter Of Fact
Cut'N'Move - Take No Crap

RADIO HOLBÆK/Holbæk
Stig Nielsen - DJ/Prod.
PP Oleta Adams - Get Here
A List:
Simpsons - Do The Bartman
Cut'N'Move - Take No Crap
Bee Gees - Secret Love
Kim Appleby - G.L.A.D.
Travolta/John - Grease Megamix
Ray Dee Ohh - Señorita Og
Sting - All This Time
Seal - Crazy
2 In A Room - Wiggle It
Robert Palmer - Mercy Mercy
Chris Rea - Auberger

FINLAND

YLE 2/RADIOMAFIA/Helsinki
Jukka Haarma - Music Coord.
A List:

Miljoonasade - Tomujoki
Inner Circle - Black Roses
Pienet Miehet - Tulva
R.E.M. - Losing My Religion
Roxette - Joyride
Womack & Womack - Uptown
Ashley Cleveland - Big Town
Wild Force - Jungle Of Love
Morrissey - Our Frank
Kelpo Pajat - Teen Mita Vaan
Rod Stewart - Rhythm Of My
Mantronix - Don't Go Messin'
Rapatti - Kunnia Isänmaan
Daniel Ash - Day Tripper
Cher - The Shoop Shoop Song
Hearthill - Gas Station
Day Yeena - Karma Is The
Rhythm Corps - Satellites
Nomad - Devotion

DISCOPRESS/Tampere
Pentti Teravainen - Mgr.
AD Womack & Womack - Uptown
Mantronix - Don't Go Messin'
2 In A Room - Wiggle It
Madonna - Rescue Me
Feargal Sharkey - I've Got
Daniel Ash - This Love
Colin James - If You Lean On

AUSTRIA

OE 3/Vienna
Günther Lesjak - Head Of Music
AD Beat 4 Feet - Sister Soul And
INXS - Disappear
E.M.F. - Unbelievable
Roxette - Joyride
Yo Yo - Games People Play
Bee Gees - Secret Love

ANTENNE AUSTRIA/Vienna
Mario Weitzl - Head Of Music
A List:
Kim Appleby - Don't Worry
Righteous Bros. - Unchained
Londonbeat - A Better Love
Righteous Bros. - You've Lost
Robert Palmer/UB 40 - I'll Be
P.M.Sampson - How I Miss You
Jimmy Somerville - To Love
Bette Midler - From A Distance
Seal - Crazy
Torfrack - Beinhart

CD INTERNATIONAL/Bratislava
Peter Lossack - Head Of Music
A List:
Queen - Innuendo
Mariah Carey - Someday
Simpsons - Do The Bartman
KLF - 3 A.M. Eternal
Seal - Crazy
C&C Music Factory - Gonna
Robert Palmer - Mercy Mercy
Whitney Houston - All The Man
Mindwork - In The Ghetto
Milli Vanilli - Keep On

SWITZERLAND

DRS 3/Basel
Christoph Alispach - Music Co-ord.
A List:
Banderas - This Is Your Life

Big Dish - Miss America
Blue Rodeo - Til I Am Myself
Divinyls - I Touch Myself
Friends Of Harry - Take It All
Hendersons - No Time To Live
Womack & Womack - Uptown
AD Morrissey - Our Frank
Benny B. - Qu'Est-Ce Qu'On
LP Albert Collins
Dream Warriors
Joni Mitchell

COULEUR 3/Lausanne
Gerard Saudan - Head Of Music
LP Noir Desir
N-Factor

RADIO FORDERBAND/Bern
Res Hassenstein - DJ/Co-Ord.
PP Tanita Tikaram - Only The Ones
AD Riccardo Cocciante - Se Stiamo
Umberto Tozzi - Gli Altri
Clive Griffin - Reach For The
Jason Donovan - I'm Doing Fine
David Knopfler - Lonely Is The
Harriet - Woman To Man
Blue Rodeo - What Am I Doing
Womack & Womack - Uptown
George Michael - Heal The Pain
LP Eddie Hinton

RADIO AKTUELL/St. Gallen
Richard Fischbacher - Head Of Music
AD Van Morrison - Enlightenment
Rod Stewart - Rhythm Of My
Cher - The Shoop Shoop Song
Kenny Rogers - Ruby
Etta Scollo - la Vivro
Udo Jürgens - Wings Of Love

PORTUGAL

RFM/Lisbon
Pedro Tojal - Head Of Music
A List:
George Michael - Freedom
Queen - Innuendo
BAN - Rosa Flor
Whitney Houston - All The Man
Sting - All This Time
The Farm - All Together Now
Stevie B. - Because I Love You
Surface - The First Time
Chris Isaak - Wicked Game
Wilson Phillips - You're In

CORREIO DA MANHA/Lisbon
Rui Pego - Prog. Dir.
A List:
AD BAN - Parara
Beats Int'l - Echo Chamber
Tanita Tikaram - I Love The
Big Dish - Big Town
George Michael - Cowboys And
River City People - When I Was
B List:
AD Rolling Stones - High Wire
INXS - By My Side
Tony Toni Tone - Whatever You

RADIO MAIS/Amadora
Jose Lourenco - Head Of Music
PP Andy Taylor - Cocaine
John Moore - Meltdown
Aztec Camera - The Gentle Kind
Bombalurina - Speedy Gonzalez
AD Peter Murphy - Deep Ocean
His Latest Flame - Heart Of
Waterboys - The Whole Of The

IRELAND

CENTURY RADIO/Dublin
Bob Hopton - Prog. Contr.
AD Soho - Love Generation
O.M.D. - Sailing On The Seven

GREECE

ERA 2/Athens
Vassilis Loukas - Head Of Music
A List:
Massive - Unfinished Symphony
Enigma - Mea Culpa
Madonna - Crazy For You
Black Crowes - Hard To Handle
Dream Warriors - Ludi
Young Disciples - Apparently
Definition Of Sound - Wear
Mantronix - Don't Go Messin'
Mica Paris - If I Love U
INXS - By My Side
Inner City - Til We Meet Again
Londonbeat - No Woman No
Chapter & Verse - Black Whip
Jay Mandi - Take Me Away

ANTENNA 97.1 FM/Athens
Michael Tsoussopoulos -
Head Of Music
AD Roxette - Joyride
Xpansions - Elevation
Strangers - Always The Sun

Pet Shop Boys - Where The
Massive - Unfinished Symphony
Free - Alright Now
Eagles - Hotel California

JGRS JERONIMO GROOVY/Athens
Takis Fotiou - DJ/Prod.

A List:
Kylie Minogue - What Do I Have
Rick Astley - Cry For Help
Whitney Houston - All The Man
New Kids O/T Block - Games
Londonbeat - A Better Love
Mariah Carey - Someday
Bonnie Tyler - Breakout
Chris Isaak - Wicked Game
A-Ha - I Call Your Name
Enigma - Sadness Part 1

SEVEN X, 98.7 FM/Athens
Apostolos Laskarides - Prog. Dir.
A List:
Sting - All This Time
Mariah Carey - Someday
Robert Palmer - Mercy Mercy
Rick Astley - Cry For Help
Happy Mondays - Loose Fit
Heart - Secret
Whitney Houston - All The Man
Susanna Hoffs - My Side Of The
Gloria Estefan - Coming Out
INXS - By My Side
AD Madonna - Crazy For You
Alexander O'Neal - All True
Will To Power - Fly Bird
Eurythmics - Love Is A
Great White - Call It Rock

STAR FM/Thessaloniki
Vassilis Turonis - Prog. Dir.
A List:
Gloria Estefan - Coming Out
Susanna Hoffs - My Side Of The
Chris Isaak - Wicked Game
Queen - Innuendo
Oleta Adams - Get Here
Chris Rea - Auberger
KLF - 3 A.M. Eternal
Tara Kemp - Hold You Tight
Robert Palmer - Mercy Mercy

POP 92.4 FM/Athens
Isaac "Easy" Coutiyel - Prog.
Mgr.
A List:
C&C Music Factory - Here We
Pebbles - Backyard
Safire - Made Up My Mind
Sheila E. - Sex Cymbal
Bee Gees - Secret Love
INXS - By My Side
Living Colour - Love Rears
Amy Grant - Baby Baby
Sting - Mad About You
Escape Club - Call It Poison
Roxette - Joyride
Divinyls - I Touch Myself
Timmy T. - One More Try
Rembrandts - Just The Way It
George Michael - Heal The Pain

YUGOSLAVIA

STUDIO D/RADIO NOVO MESTO
A List:
Madonna - Rescue Me
Robert Palmer - Mercy Mercy
Sting - All This Time
INXS - Bitter Tears
Mariah Carey - Someday
Vaughan Brothers - Good Texan
Whitney Houston - All The Man
Queen - Headlong
AD Janet Jackson - State Of The
Living Colour - Love Rears

POLAND

POLSKIE RADIO 1 & 2/Warsaw
Bogdan Fabianski - DJ/Prod.
PP Roxette - Joyride
Peyote - Shame's Call
Soulsister - Well Well Well
Key Biscayne - Play That Funky
AD Jay Ski - Car Wash
The Farm - All Together Now
Kool & The Gang - Victory
Womack & Womack - Uptown
B.G. Prince Of Rap - This Beat
Bilgeri - One Day In Paradise

POLSKIE RADIO 3/Warsaw
Marek Niedzwiecki - Prod.
PP The La's - There She Goes
AD Jon Bon Jovi - Santa Fe
Edie Brickell/N.B. - Black &
Paul Simon - Proof
E.M.F. - I Believe
Bee Gees - Secret Love
Claudia Brücken - Kiss Like

POLSKIE RADIO WROCLAW/Wroclaw
Marek Janota - DJ/Prod.
A List:
PP Sting - All This Time

AD Paul Simon - Proof
Robert Palmer - Mercy Mercy

RADIO RMF/Cracow
Piotr Metz - Head Of Music
PP Heart - Secret
A List:
Kim Appleby - G.L.A.D.
Damn Yankees - Runaway
Clash - Should I Stay Or
George Michael - Heal The Pain
David Lee Roth - A Lil' Ain't

EUROPE

VOA/Europe
June Brown - Director
AD Wilson Phillips - You're In
Rick Astley - Cry For Help
Hi-Five - I Like The Way
Voices That Care - Voices That



MTV/London
Brian Diamond - Prog. Dir.
Heavy Rotation:
Chris Isaak - Wicked Game
Seal - Crazy
KLF - 3 A.M. Eternal
Simpsons - Do The Bartman
Rick Astley - Cry For Help
Susanna Hoffs - My Side Of The
Vanilla Ice - Play That Funky
Nomad - Devotion
Chris Rea - Auberger
Roxette - Joyride
Enigma - Mea Culpa Part 2
Dr. Alban - No Coke
Pet Shop Boys - Seriously

Active Rotation:
Kim Appleby - Don't Worry
Jimmy Somerville - To Love
J.B.Ellis/I.Hare - Go For It
C&C Music Factory - Gonna
Sting - All This Time
Robert Palmer - Mercy Mercy
Gloria Estefan - Coming Out Of
Candyman - Knockin' Boots
Jean-Jacques Goldman - Nuit
New Kids O/T Block - Games
Banderas - This Is Your Life
Oleta Adams - Get Here
E.M.F. - I Believe
The Farm - All Together Now
Extreme - Get The Funk Out
Carlton - Love & Pain

Buzz Bin:
Jesus Jones - International
Definition Of Sound - Wear
Happy Mondays - Losse Fit
R.E.M. - Losing My Religion
Jane's Addiction - Been Caught

Medium Rotation:
INXS - Suicide Blonde
Whitney Houston - I'm Your
A-Ha - Crying In The Rain
A-Ha - I Call Your Name
Elton John - You Gotta Love
Robert Palmer/UB 40 - I'll Be
E.M.F. - Unbelievable
George Michael - Freedom
Vanilla Ice - Ice Baby
Enigma - Sadness Part 1
MC Hammer - Here Comes The
Beverly Craven - Holding On
Massive - Unfinished Symphony
Nigara - Psychotrope
Scorpions - Wind Of Change
Madonna - Justify My Love
Living Colour - Love Rears Its
Queensryche - Silent Lucidity

Breakout:
AC/DC - Moneytalks
Soulsister - Well Well Well
The Clash - Should I Stay Or
Steve Winwood - I Will Be Here
Praise - Only You
Orup - My Earth Angel
François Feldman - J'Ai Peur
Papa Dee - Beautiful Woman
Buthole Surfers - Hurdy Gurdy
Rembrandts - Just The Way It
Scritti Politti - She's A
Stonefunkers - Can U Follow
Karl Keaton - Love's Burn
Lio - Girl From Ipanema
Jesus Loves You - Bow Down
Maggie's Dream - Love And
Megadeth - Hangar 18
Morrissey - Our Frank
Jeremy Days - Sylvia Suddenly
Charlatans - Over Rising
Carmel - And I Take It
Roger McGuinn - King Of The

EHR TOP 25

TW	IW	WOC	Artist/Title	Label
1	5	4	SUSANNA HOFFS /My Side Of The Bed	(Columbia)
2	4	2	ROXETTE /Joyride	(EMI)
3	1	5	CHRIS REA /Auberge	(East West)
4	2	9	STING /All This Time	(A&M)
5	6	9	SEAL /Crazy	(ZTT/WEA)
6	14	2	BEE GEES /Secret Love	(Warner Brothers)
7	8	4	STEVIE B. /Because I Love You	(BCM)
8	3	8	RICK ASTLEY /Cry For Help	(RCA)
9	7	4	KIM APPLEBY /G.L.A.D.	(Parlophone)
10	9	4	GEORGE MICHAEL /Heal The Pain	(Epic)
11	NE	→	ROD STEWART /Rhythm Of My Heart	(Warner Brothers)
12	15	5	OLETA ADAMS /Get Here	(Fontana)
13	10	8	ROBERT PALMER /Mercy Mercy Me/I Want You	(EMI)
14	12	8	GLORIA ESTEFAN /Coming Out Of The Dark	(Epic)
15	11	10	WHITNEY HOUSTON /All The Man That I Need	(Arista)
16	NE	→	LONDONBEAT /No Woman No Cry	(Anxious/RCA)
17	NE	→	BANDERAS /This Is Your Life	(London)
18	16	4	KLF /3 A.M. Eternal	(KLF Communications)
19	13	5	KYLIE MINOGUE /What Do I Have To Do	(PWL)
20	NE	→	THE CLASH /Should I Stay Or Should I Go	(Columbia)
21	21	4	THE SIMPSONS /Do The Bartman	(Geffen)
22	NE	→	MADONNA /Rescue Me	(Sire)
23	17	5	CHRIS ISAAK /Wicked Game	(London)
24	24	3	THE FARM /All Together Now	(Produce)
25	NE	→	CELINE DION /Where Does My Heart Beat Now	(Columbia)

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

CHRIS ISAAK /Blue Hotel	(Reprise)	25/1
MANTRONIX /Don't Go Messin' With My Heart	(Capitol)	23/9
KENNY THOMAS /Outstanding	(Cooltempo)	22/1
MADONNA /Crazy For You	(Sire) NE	21/0
FEARGAL SHARKEY /I've Got News For You	(Virgin) NE	21/12
FREE /All Right Now	(Island)	21/0
C&C MUSIC FACTORY /Gonna Make You Sweat	(Columbia)	20/0
STING /Mad About You	(A&M) NE	19/6
STYX /Show Me The Way	(A&M)	19/1
NOMAD & MC MIKE FREEDOM /Devotion	(Rumour)	18/1
LIVING COLOUR /Love Rears Its Ugly Head	(Epic)	18/2
CHESNEY HAWKES /The One And Only	(Chrysalis) NE	18/6
MARIAH CAREY /Someday	(Columbia)	18/1
2 IN A ROOM /Wiggle It	(SBK)	17/2
QUEEN /Innuendo	(Parlophone)	17/1
JESUS LOVES YOU /Bow Down Mister	(More Protein)	17/5
THE RAILWAY CHILDREN /Every Beat Of The Heart	(Virgin)	17/1
M.C. HAMMER /Here Comes The Hammer	(Capitol)	17/2
MASSIVE /Unfinished Sympathy	(Wild Bunch/Circa) NE	16/7
RIVER CITY PEOPLE /When I Was Young	(EMI) NE	15/1
WIMMY BARNES & INXS /Good Times	(Atlantic)	15/1
JIMMY WOMACK & WOMACK /Uptown	(Arista) NE	15/4
A-HA /I Call Your Name	(Warner Brothers)	15/1
TANITA TIKARAM /Only The Ones We Love	(East West)	15/0
BANANARAMA /Preacher Man	(London)	15/1
ELTON JOHN /Easier To Walk Away	(Rocket)	14/0
VANILLA ICE /Ice Ice Baby	(SBK)	14/0
QUARTZ & DINA CARROLL /It's Too Late	(Mercury)	14/3
UB40 /The Way You Do The Things You Do	(Virgin)	13/0
MAUREN /Mesmerize Me	(Urban) NE	13/0

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 "Chartbound". 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 alphabetically by artist. Arrows indicate new entries in Chartbound.

EHR NEW ADD LEADERS

ROD STEWART /Rhythm Of My Heart	(Warner Brothers)	19
FEARGAL SHARKEY /I've Got News For You	(Virgin)	12
BANDERAS /This Is Your Life	(London)	10
MADONNA /Rescue Me	(Sire)	10
ROXETTE /Joyride	(EMI)	10
MANTRONIX /Don't Go Messin' With My Heart	(Capitol)	9

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

CHRIS REA /Auberge	(East West)	38
SUSANNA HOFFS /My Side Of The Bed	(Columbia)	33
STEVIE B. /Because I Love You	(BCM)	30
ROXETTE /Joyride	(EMI)	29
SEAL /Crazy	(ZTT)	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 SUSANNA HOFFS /My Side Of The Bed	56	33	14	7
2 CHRIS REA /Auberge	51	38	9	2
3 ROXETTE /Joyride	50	29	6	10
4 STING /All This Time	43	29	11	1
5 BEE GEES /Secret Love	41	24	8	6
6 STEVIE B. /Because I Love You	41	30	8	3
7 KIM APPLEBY /G.L.A.D.	40	23	14	3
8 SEAL /Crazy	40	29	9	1
9 RICK ASTLEY /Cry For Help	38	25	8	1
10 GEORGE MICHAEL /Heal The Pain	37	21	11	5
11 ROD STEWART /Rhythm Of My Heart	34	10	4	19
12 OLETA ADAMS /Get Here	33	20	10	2
13 ROBERT PALMER /Mercy Mercy Me/I Want You	28	16	10	1
14 KYLIE MINOGUE /What Do I Have To Do	28	15	11	1
15 THE SIMPSONS /Do The Bartman	28	15	9	3
16 BANDERAS /This Is Your Life	27	10	4	10
17 THE CLASH /Should I Stay Or Should I Go	27	13	4	8
18 GLORIA ESTEFAN /Coming Out Of The Dark	27	18	5	1
19 LONDONBEAT /No Woman No Cry	27	12	8	5
20 KLF /3 A.M. Eternal	27	16	10	1
21 WHITNEY HOUSTON /All The Man That I Need	25	19	6	0
22 MADONNA /Rescue Me	25	7	5	10
23 CHRIS ISAAK /Blue Hotel	25	13	11	1
24 CELINE DION /Where Does My Heart Beat Now	24	14	3	7
25 MANTRONIX /Don't Go Messin' With My Heart	23	8	5	9
26 KENNY THOMAS /Outstanding	22	13	7	1
27 THE FARM /All Together Now	21	11	7	1
28 FREE /All Right Now	21	15	6	0
29 MADONNA /Crazy For You	21	14	6	0
30 CHRIS ISAAK /Wicked Game	21	18	2	0

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

Airplay Action

by Machgiel Bakker

The battle for EHR supremacy this week is between **Susanna Hoffs** and **Roxette**. Although Hoffs's *My Side Of The Bed* went off to a slow start, airplay is now beginning to pick up in France and Spain and is surpassing Roxette's *Joyride* in Germany, the UK and Belgium. Apart from reaching no. 1 in the **EHR Top 25**, *My Side Of The Bed* is also played on 56 stations across Europe, making it this week's leader in "Tracking Report".

Biggest jump is for the new **Bee Gees** single, *Secret Love*, moving from 14 to 6. The single is making big waves in

the UK, Germany and Belgium and is gaining notably in Denmark and Sweden. Expect the single to go up when Warner Music releases the band's 27th album, *High Civilization* this week.

Rod Stewart scores his first radio airplay hit this year with *Rhythm Of My Heart*. As can be seen from the total number of reporting stations, the single is scoring right across the board. Played on 34 EHR formats across Europe, it registers an increase of 183% compared to last week.

Second-best increase in total reporting stations is for Capitol act **Mantronix** with

Don't Go Messin' With My Heart (76%), followed by **Madonna's** *Rescue Me* with 66%.

Other records picking up a significant amount of new stations this week include **Banderas's** *This Is Your Life* (59%), **The Clash's** *Should I Stay* (42%) and, again, **Madonna** with the reissued song from the *Vision Quest* soundtrack, *Crazy For You* (41%).

Apart from the latter, other contenders for an entry in next week's EHR Top 25 include the new **Feargal Sharkey** single, *I've Got News For You* as well as the second **Sting** single, *Mad About You*.

UNITED KINGDOM

- Singles**
- The Clash** - Should I Stay Or Should I Go
 - Madonna** - Crazy For You
 - Hale/Pace & Stokers/V.Wood** - Stank/Smile Song
 - Stevie B** - Because I Love You
 - Xpansions** - Move Your Body (Elevation)
 - Source/Candi Staton** - You Got The Love
 - The Simpsons** - Do The Bartman
 - Charlatans** - Over Rising E.P.
 - Free** - All Right Now
 - Nomad/MC Mikee Freedom** - Devotion

- Albums**
- The Farm** - Spartacus
 - Chris Rea** - Auberge
 - Oleta Adams** - Circle Of One
 - 808 State** - Ex.El
 - Morrissey** - Kill Uncle
 - Queen** - Innuendo
 - KLF** - The White Room
 - Madonna** - The Immaculate Collection
 - G.Michael** - Listen Without Prejudice Vol. 1
 - Chris Isaak** - Wicked Game

SPAIN

- Singles**
- Enigma** - Sadness Part 1
 - J.Travolta/O.Newton-John** - Grease Megamix
 - C&C Music Factory** - Gonna Make You Sweat
 - Vanilla Ice** - Ice Ice Baby
 - Londonbeat** - I've Been Thinking About You
 - Queen** - Innuendo
 - Mystic** - Ritmo De La Noche
 - Information Society** - Think
 - Milli Vanilli** - Keep On Running
 - Nick Kamen** - I Promised Myself

- Albums**
- Enigma** - MCMXC A.D.
 - Juan Luis Guerra/4.40** - Bachata Rosa
 - Heroes Del Silencio** - Senderos De Traicion
 - Queen** - Innuendo
 - Soundtrack** - Music From Twin Peaks
 - Whitney Houston** - I'm Your Baby Tonight
 - Sting** - The Soul Cages
 - Juan L.Guerra/4.40** - Djala Que Lluvia Cafe
 - Elton John** - The Very Best Of...
 - Xuxa** - Xuxa

DENMARK

- Singles**
- Cut'n Move** - Take No Crap
 - J.Travolta/O.Newton-John** - Grease Megamix
 - The Peace Choir** - Give Peace A Chance
 - KLF** - 3 A.M. Eternal
 - 2 X Kaj** - Alle Bornene
 - Hugo** - Hugarop
 - Madonna** - Rescue Me
 - Enigma** - Sadness Part 1
 - Back To Back** - En Som Dig
 - Bubbers** - Bubbers Badekar

- Albums**
- Gasolin** - Rabalderstraede
 - Elvis Presley** - Danske Single Hits
 - Sko/Torp** - On A Long Lonely Night
 - Queen** - Innuendo
 - Soundtrack** - Music From Twin Peaks
 - Elton John** - The Very Best Of...
 - Tanita Tikaram** - Everybody's Angel
 - Chris Rea** - Auberge
 - Gloria Estefan** - Into The Light
 - Enigma** - MCMXC A.D.

SWITZERLAND

- Singles**
- Seal** - Crazy
 - C&C Music Factory** - Gonna Make You Sweat
 - Enigma** - Sadness Part 1
 - Queen** - Innuendo
 - Scorpions** - Wind Of Change
 - E.M.F.** - Unbelievable
 - KLF** - 3 A.M. Eternal
 - R.Palmer/UB40** - I'll Be Your Baby Tonight
 - E.M.F.** - I Believe
 - Roxette** - Joyride

- Albums**
- Queen** - Innuendo
 - Sting** - The Soul Cages
 - Enigma** - MCMXC A.D.
 - J.Somerville** - Singles Collection 1984/1990
 - Chris Rea** - Auberge
 - Phil Collins** - Serious Hits...Live!
 - Great White** - Hooked
 - Elton John** - The Very Best Of...
 - David Lee Roth** - A Little Ain't Enough
 - Gloria Estefan** - Into The Light

GERMANY

- Singles**
- C&C Music Factory** - Gonna Make You Sweat
 - Seal** - Crazy
 - KLF** - 3 A.M. Eternal
 - Dr. Alban** - Hello Afrika
 - The Farm** - All Together Now
 - Dr. Alban** - No Coke
 - Enigma** - Mea Culpa Part II
 - The Simpsons** - Do The Bartman
 - Stevie B** - Because I Love You
 - Chris Isaak** - Wicked Game

- Albums**
- Queen** - Innuendo
 - Sting** - The Soul Cages
 - Phil Collins** - Serious Hits...Live!
 - Heinz Rudolf Kunze** - Brille
 - J.Somerville** - Singles Collection 1984/1990
 - AC/DC** - The Razor's Edge
 - Chris Rea** - Auberge
 - Chris Isaak** - Wicked Game
 - Howard Carpendale** - Ganz Nah
 - Westernhagen** - Live

HOLLAND

- Singles**
- R. v.h. Groenewoud** - Liefde Voor Muziek
 - Seal** - Crazy
 - Stevie B** - Because I Love You
 - The Simpsons** - Do The Bartman
 - J.Travolta/O.Newton-John** - Grease Megamix
 - KLF** - 3 A.M. Eternal
 - Nomad/MC Mikee Freedom** - Devotion
 - Candyman** - Knockin' Boots
 - L.Boray/L.De Vries** - Goede Tijden, Slechte Tijden
 - C&C Music Factory** - Gonna Make You Sweat

- Albums**
- Queen** - Innuendo
 - Chris Isaak** - Wicked Game
 - Sting** - The Soul Cages
 - Soundtrack** - Grease
 - Gloria Estefan** - Into The Light
 - R. v.h. Groenewoud** - Meisjes/Best Of
 - Phil Collins** - Serious Hits...Live!
 - J.Somerville** - Singles Collection 1984/1990
 - The Police** - Their Greatest Hits
 - Julio Iglesias** - Starry Night

NORWAY

- Singles**
- Roxette** - Joyride
 - The Simpsons** - Do The Bartman
 - Inner Circle** - Bad Boys
 - Celine Dion** - Where Does My Heart Beat Now
 - Seal** - Crazy
 - J.Travolta/O.Newton-John** - Grease Megamix
 - KLF** - 3 A.M. Eternal
 - Stevie B** - Because I Love You
 - Enigma** - Sadness Part 1
 - E.M.F.** - Unbelievable

- Albums**
- Elton John** - The Very Best Of...
 - Jan Eggum** - Underveis
 - Chris Rea** - Auberge
 - Steinar Albrigtsen** - Alone Too Long
 - Sting** - The Soul Cages
 - The September When** - Mother I've Been Kissed
 - Celine Dion** - Unison
 - Chris Isaak** - Wicked Game
 - Soundtrack** - Music From Twin Peaks
 - CC Cowboys** - Rock'n Roll Ryttere

AUSTRIA

- Singles**
- Righteous Brothers** - Unchained Melody
 - Dr. Alban** - Hello Afrika
 - Jazz Gitti** - Krnk Di Net
 - Black Box** - Fantasy
 - C&C Music Factory** - Gonna Make You Sweat
 - Seal** - Crazy
 - Jimmy Somerville** - Ta Love Somebody
 - Milli Vanilli** - Keep On Running
 - Kim Appleby** - Don't Worry
 - Enigma** - Sadness Part 1

- Albums**
- Jazz Gitti** - A Wunda
 - Elton John** - The Very Best Of...
 - Queen** - Innuendo
 - Sting** - The Soul Cages
 - Ostbahn Kurti** - 1/2 So Wued
 - Righteous Brothers** - The Very Best Of...
 - Phil Collins** - Serious Hits...Live!
 - The Real Milli Vanilli** - The Moment Of Truth
 - Wildecke Herzubben** - Herzzeilein
 - Enigma** - MCMXC A.D.

FRANCE

- Singles**
- Scorpions** - Wind Of Change
 - Enigma** - Sadness Part 1
 - Benny B** - Qu'Est-Ce-Qu'On Fait Maintenant
 - Chico & Roberta** - Natal
 - Thierry Hazard** - Poupee Psychedelique
 - F.Gray/D.Barbelivien** - Il Faut Laisser Le Temps
 - Dana Dawson** - Romantic World
 - Anne** - La Petite Sirene
 - Righteous Brothers** - Unchained Melody
 - Latino Party** - Tequila

- Albums**
- Enigma** - MCMXC A.D.
 - J.J. Goldman** - Fredericks, Goldman & Jones
 - Scorpions** - Crazy World
 - Patrick Bruel** - Alors Regarde
 - Johnny Hallyday** - Dans La Chaleur De Bercy
 - Michel Sardou** - Le Privilege
 - Sting** - The Soul Cages
 - Benny B** - L'Album
 - Phil Collins** - Serious Hits...Live!
 - Roch Voisine** - Double

BELGIUM

- Singles**
- Enigma** - Mea Culpa Part II
 - Televie** - On A Toujours Quelqu'Un Avec Toi
 - Levenslijn 91** - Van Nu Af Aan
 - B.B. Jerome/The Bang** - Shock Rock
 - R. v.h. Groenewoud** - Liefde Voor Muziek
 - Nomad/MC Mikee Freedom** - Devotion
 - Benny B** - Qu'Est-Ce-Qu'On Fait Maintenant
 - Seal** - Crazy
 - Scorpions** - Wind Of Change
 - Isabelle A** - Ik Weet Wat Ik Wil

- Albums**
- Queen** - Innuendo
 - Sting** - The Soul Cages
 - R. v.h. Groenewoud** - Meisjes/Best Of
 - Enigma** - MCMXC A.D.
 - Chris Isaak** - Wicked Game
 - F.Francois** - Est-Ce-Que Tu Es Seule Ce Soir
 - Gloria Estefan** - Into The Light
 - Benny B** - L'Album
 - Chris Rea** - Auberge
 - Elton John** - The Very Best Of...

FINLAND

- Singles**
- Inner Circle** - Bad Boys
 - Roxette** - Joyride
 - KLF** - 3 A.M. Eternal
 - One O'Clock Humph** - What About Love
 - Halloween** - Kids Of The Century
 - Nelj Ruusua** - Elm-Remix
 - Horsepower** - Gloria
 - Chris Isaak** - Wicked Game
 - C&C Music Factory** - Gonna Make You Sweat
 - Enigma** - Sadness Part 1

- Albums**
- Chris Isaak** - Wicked Game
 - Queen** - Innuendo
 - Sting** - The Soul Cages
 - Chris Rea** - Auberge
 - J.J. Cale** - Best Of J.J. Cale
 - Enigma** - MCMXC A.D.
 - Soundtrack** - Music From Twin Peaks
 - Hector** - Yhtena Iltona
 - Gloria Estefan** - Into The Light
 - Ressu Redford** - Ressu

GREECE

- Singles**
- Enigma** - Sadness Part 1
 - C&C Music Factory** - Gonna Make You Sweat
 - Rick Astley** - Cry For Help
 - Madonna** - Justify My Love
 - Vanilla Ice** - Ice Ice Baby
 - Londonbeat** - I've Been Thinking About You
 - The Peace Choir** - Give Peace A Chance
 - Seal** - Crazy
 - Soho** - Hippychick
 - Dr. Alban** - Hello Afrika

- Albums**
- Enigma** - MCMXC A.D.
 - Motorhead** - 1916
 - Sting** - The Soul Cages
 - C&C Music Factory** - Gonna Make You Sweat
 - Queen** - Innuendo
 - Rick Astley** - Free
 - Julio Iglesias** - Starry Night
 - Vanilla Ice** - To The Extreme
 - Gloria Estefan** - Into The Light
 - Tanita Tikaram** - Everybody's Angel

ITALY

- Singles**
- Gabibbo** - Ti Spacco La Faccia
 - Enigma** - Sadness Part 1
 - Julee Cruise** - Falling
 - Queen** - Innuendo
 - Pino Daniele** - 'O Scarrafone
 - Vanilla Ice** - Ice Ice Baby
 - Raf** - Interminatamente
 - Seal** - Crazy
 - Lucio Dalla** - Attenti Al Lupo
 - Sting** - All This Time

- Albums**
- Queen** - Innuendo
 - Sting** - The Soul Cages
 - Pino Daniele** - Un Uomo En Blues
 - Soundtrack** - Music From Twin Peaks
 - Eric Clapton** - The Eric Clapton Story
 - Lucio Dalla** - Cambio
 - Enigma** - MCMXC A.D.
 - Fabrizio D'Andre** - Il Viaggio
 - Elton John** - The Very Best Of...
 - Fabrizio De Andre** - Le Nuvole

SWEDEN

- Singles**
- Roxette** - Joyride
 - Seal** - Crazy
 - KLF** - 3 A.M. Eternal
 - Chris Isaak** - Wicked Game
 - Stevie B** - Because I Love You
 - The Simpsons** - Do The Bartman
 - C&C Music Factory** - Gonna Make You Sweat
 - Eric Gadd** - Do You Believe In Me
 - Julee Cruise** - Falling
 - Isabella** - I Write You A Love Song

- Albums**
- Chris Isaak** - Wicked Game
 - Eric Gadd** - Eric gadd
 - Eldkvarn** - Legender Ur Den Svarta Hatten
 - Chris Rea** - Auberge
 - Elton John** - The Very Best Of...
 - Soundtrack** - Music From Twin Peaks
 - Thaström** - Xplodera Mig 2000
 - Sting** - The Soul Cages
 - Tomas Ledin** - Tillfalligheternas Spel
 - Enigma** - MCMXC A.D.

IRELAND

- Singles**
- The Simpsons** - Do The Bartman
 - The Clash** - Should I Stay Or Should I Go
 - Saw Doctors** - That's What She Said Last Night
 - Madonna** - Crazy For You
 - R.E.M.** - Losing My Religion
 - The Coletranes** - I Wake Up
 - Stevie B** - Because I Love You
 - Charlatans** - Over Rising E.P.
 - Dave Lalor** - Nostalgia
 - Paul Brady** - Nobody Knows

- Albums**
- Chris Rea** - Auberge
 - Thin Lizzy** - Dedication
 - The Simpsons** - The Simpsons Sing The Blues
 - G.Michael** - Listen Without Prejudice Vol. 1
 - Finbar Wright** - Because
 - Chris Isaak** - Wicked Game
 - New Kids On The Block** - No More Games
 - Morrissey** - Kill Uncle
 - The Farm** - Spartacus
 - Soundtrack** - Grease

PORTUGAL

- Singles**
- Bobby Vinton** - Blue Velvet
 - Queen** - Innuendo
 - Rui Veloso** - A Paixao
 - Rui Veloso** - Nao Ha Estrelas No Ceu
 - Johnny Nash** - I Can See Clearly Now (Remix)
 - P.M.Sampson & Double Key** - We Love To Love
 - Julio Iglesias** - When I Need You
 - Devicé** - What Is Sadness
 - Nick Cave** - The Weeping Song
 - Twenty 4 Seven** - I Can't Stand It

- Albums**
- Enigma** - MCMXC A.D.
 - Soundtrack** - Music From Twin Peaks
 - Queen** - Innuendo
 - Julee Cruise** - Floating Into The Night
 - Rui Veloso** - Mingos & Os Samurais
 - Ban** - Mundo De Aventuras
 - Sting** - The Soul Cages
 - Phil Collins** - Serious Hits...Live!
 - Chris Isaak** - Wicked Game
 - M.C. Hammer** - Please Hammer Don't Hurt 'Em

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

EUROPEAN TOP 100 ALBUMS

THIS WEEK	LAST WEEK	WKS on CHARTS	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	WKS on CHARTS	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	WKS on CHARTS	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED
1	1	6	Queen	Innuendo - EMI	UK, F, D, B, NL, E, A, CH, S, P, DK, I, N, SF, GR	35	23	22	Westernhagen	Live - Warner Brothers	D	69	90	2	C&C Music Factory	Gonna Make You Sweat - Columbia	D, NL, CH, S, GR
2	2	7	Sting	The Soul Cages - A&M	UK, F, D, B, NL, E, A, CH, S, P, DK, I, N, SF, GR, IR	36	25	10	New Kids On The Block	No More Games (The Remix Album) - Columbia	UK, D, NL, E, A, GR, IR	70	69	2	Frederic Francois	Est-Ce-Que Tu Es Seule Ce Soir - Trema	F, B
3	3	13	Enigma	MCMXC A.D. - Virgin	UK, F, D, B, NL, E, A, CH, S, P, DK, I, N, SF, GR, IR	37	32	42	Vaya Con Dios	Night Owls - Ariola	D, B, NL, CH, P	71	46	3	Carter The Unstoppable Sex Machine	30 Something - Rough Trade	UK
4	6	2	Chris Rea	Auberge - East West	UK, D, B, NL, A, CH, S, DK, N, SF, I, IR	38	39	3	Edward Simoni	Pan-Traeume - Columbia	D	72	74	3	Eric Clapton	The Eric Clapton Story - Polydor	I
5	7	8	Chris Isaak	Wicked Game - Reprise	UK, D, B, NL, E, CH, S, P, DK, N, SF, IR	39	28	41	Snap	World Power - Logic/Ariola	UK, D, NL, E, A, P, DK, GR	73	55	6	Jesus Jones	Doubt - Food	UK
6	4	17	Phil Collins	Serious Hits...Live! - Virgin/WEA	UK, F, D, B, NL, E, A, CH, P, DK, I, SF, IR	40	35	7	Motorhead	1916 - Epic	D, CH, S, SF, GR	74	80	37	Matthias Reim	Matthias Reim - Polydor	D
7	5	18	Elton John	The Very Best Of... - Rocket	UK, D, B, NL, E, A, CH, S, P, DK, I, N, SF, IR	41	49	3	The Real Milli Vanilli	The Moment Of Truth - Hansa/Ariola	D, B, NL, A, CH, DK, GR	75	75	17	Francois Feldman	Une Presence - Philips	F
8	8	6	Gloria Estefan	Into The Light - Epic	UK, D, B, NL, E, CH, S, P, DK, SF, GR, IR	42	42	4	Johnny Hallyday	Dans La Chaleur De Bercy - Philips	F, B	76	73	64	UB40	Labour Of Love II - Virgin	F, NL
9	NE		The Farm	Spartacus - Solid	UK, NL, IR	43	38	39	Soundtrack - Pretty Woman	Pretty Woman - EMI USA	UK, F, D, E, P, DK, IR	77	58	9	Robert Palmer	Don't Explain - EMI	UK, D, A
10	9	17	Whitney Houston	I'm Your Baby Tonight - Arista	UK, F, D, B, NL, E, A, CH, S, DK, I, SF, GR, IR	44	54	2	Soundtrack - Grease	Grease - Polydor	UK, NL, E, IR	78	NE		Marco Masini	Malinconioia - Ricordi	I
11	10	16	Jimmy Somerville	The Singles Collection 1984/1990 - London	UK, D, B, NL, A, CH, IR	45	62	3	Juan Luis Guerra & 4.40	Bachata Rosa - Karen	E	79	61	3	Bette Midler	Some People's Lives - Atlantic	D
12	11	12	Soundtrack - Twin Peaks-Angelo Badalamenti	Music From Twin Peaks - Warner Brothers	UK, E, S, P, DK, I, N, SF, IR	46	44	63	Patrick Bruel	Alors Regarde - RCA	F, B	80	72	13	Chet Atkins & Mark Knopfler	Neck And Neck - Columbia	F, NL, E, P, DK
13	17	3	Rick Astley	Free - RCA	UK, D, B, NL, E, S, DK, I, GR, IR	47	36	16	Supertramp	The Very Best Of... - A&M/Arcade	D, NL, E, CH, I	81	77	10	Soundtrack - Ghost	Ghost - Milan	D, B, E
14	12	26	George Michael	Listen Without Prejudice Vol. 1 - Epic	UK, F, D, NL, E, S, P, DK, GR, IR	48	NE		Mike Oldfield	Heaven's Open - Virgin	D, NL	82	NE		Deborah Harry & Blondie	The Complete Picture - The Very Best Of... - Chrysalis	UK
15	13	16	Madonna	The Immaculate Collection - Sire	UK, D, NL, E, CH, S, P, DK, SF, IR	49	37	9	Soundtrack - Rocky V	Rocky V - Capitol	UK, D, NL, A, CH, S, GR	83	82	6	Elmer Food Beat	30 Centimeters - Off The Track	F
16	NE		Morrissey	Kill Uncle - HMV	UK, NL, S, DK, GR, IR	50	27	12	Soundtrack - Werner Beinhart	Werner Beinhart - Polydor	D, A, CH	84	45	9	Soundtrack - The Lost Boys	The Lost Boys - Atlantic	UK, IR
17	14	3	Oleta Adams	Circle Of One - Fontana	UK, NL	51	41	15	Julio Iglesias	Starry Night - Columbia	UK, NL, E, GR	85	76	6	Fabrizio D'Andre	Il Viaggio - Fonit Cetra	I
18	16	23	AC/DC	The Razor's Edge - Atco	F, D, B, NL, CH, DK, SF	52	52	18	BAP	X Fuer 'E U - Electrola	D	86	85	65	Phil Collins	...But Seriously - Virgin/WEA	F, D, NL
19	15	13	Vanilla Ice	To The Extreme - SBK	UK, D, B, NL, E, A, CH, S, P, DK, SF, GR, IR	53	53	6	Benny B	L'Album - PLR	F, B	87	91	2	Joni Mitchell	Night Ride Home - Geffen	UK, S, DK, IR
20	18	5	Tanita Tikaram	Everybody's Angel - East West	UK, D, B, NL, A, CH, S, P, DK, SF, GR, IR	54	40	7	Alexander O'Neal	All True Man - Tabu	UK, D, NL, S	88	86	8	Francis Cabrel	Sarbacane - Columbia	F
21	19	17	Scorpions	Crazy World - Mercury	F, D, CH, DK, SF	55	34	22	Londonbeat	In The Blood - Anxious/RCA	D, NL, E, CH, DK	89	65	4	Jose Carreras	The Essential Jose Carreras - Philips	UK, IR
22	NE		808 State	Ex.El - ZTT/WEA	UK, IR	56	60	17	Bee Gees	The Very Best Of The Bee Gees - Polydor	UK, D, A	90	NE		Julian Cope	Peggy Suicide - Island	UK
23	57	2	Heinz Rudolf Kunze	Brille - WEA	D	57	87	2	Great White	Hooked - Capitol	UK, D, CH	91	92	2	Juan Luis Guerra & 4.40	Djala Que Lluva Cafe - Karen	E
24	NE		KLF	The White Room - KLF Communications	UK, B, S	58	47	24	Herbert Groenemeyer	Luxus - Electrola	D	92	81	20	Paul Simon	The Rhythm Of The Saints - Warner Brothers	UK, D, NL
25	22	7	The Simpsons	The Simpsons Sing The Blues - Geffen	UK, NL, S, N, IR	59	RE		The Stranglers	Greatest Hits 1977-1990 - Epic	UK	93	95	21	Status Quo	Rocking All Over The Years - Vertigo	UK, B, CH, S, DK
26	21	5	Thin Lizzy	Dedication - The Very Best Of Thin Lizzy - Vertigo	UK, S, DK, SF, IR	60	43	12	Heroes Del Silencio	Senderos De Traicion - EMI	E	94	NE		Joan Armatrading	The Very Best Of... - A&M	UK, IR
27	29	8	Jean-Jacques Goldman	Fredericks, Goldman & Jones - Columbia	F	61	56	17	Michel Sardou	Le Privilege - EMI	F	95	88	39	New Kids On The Block	Step By Step - Columbia	F
28	26	29	Carreras/Domingo/Pavarotti	In Concert - Decca	UK, D, E, A, P, DK, GR, IR	62	NE		Barrington Pheloung	Music From Inspector Morse - Virgin	UK	96	84	7	Roger McGuinn	Back From Rio - Arista	D, NL, S, SF
29	24	33	M.C. Hammer	Please Hammer Don't Hurt 'Em - Capitol	UK, D, B, NL, E, P, SF, GR, IR	63	50	8	Pino Daniele	Un Uomo En Blues - CGD	I	97	NE		Eric Gadd	Eric Gadd - Metronome	S
30	30	23	INXS	X - Mercury	UK, F, D, B, NL, E, CH, S, DK	64	51	24	Lucio Dalla	Cambio - RCA	CH, I	98	63	4	Happy Mondays	Pills 'N' Thrills And Bellyaches - Factory/London	UK
31	33	2	Howard Carpendale	Ganz Nah - PolyGram	D	65	67	13	Roch Voisine	Double - GM/Ariola	F, B	99	68	3	Dream Warriors	And Now The Legacy Begins - 4'th & B'Way	UK, NL, S
32	20	3	Free	The Best Of Free - All Right Now - Island	UK, IR	66	59	21	The Police	Their Greatest Hits - A&M	D, B, NL, E	100	100	6	Kylie Minogue	Rhythm Of Love - PWL	UK, F, E
33	48	43	Patricia Kaas	Scene De Vie - Columbia	F, D, B, CH	67	64	20	ZZ Top	Recycler - Warner Brothers	D, CH, SF						
34	31	8	David Lee Roth	A Little Ain't Enough - Warner Brothers	UK, D, NL, A, CH, S, DK, SF	68	78	4	Raymond Van Het Groenewoud	Meisjes/Best Of - EMI	B, NL						

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

THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)
1	10	Sting	All This Time - A&M (Magnetic/Regatta/Illegal)	18	23	G.L.A.D.	Kim Appleby - Parlophone (Copyright Control)	35	29	Elton John	Easier To Walk Away - Rocket (Big Pig Music)
2	7	Bee Gees	Secret Love - Warner Brothers (Gibb Brothers/BMG Music)	19	17	Kylie Minogue	What Do I Have To Do - PWL (All Boys Music)	36	47	Free	All Right Now - Island (Blue Mountain)
3	5	George Michael	Heal The Pain - Epic (Morrison Leamy Music)	20	22	Patrick Bruel	Place Des Grands Hommes - RCA (14 Productions)	37	28	Vaya Con Dios	Nah Neh Nah - Ariola (Vaya Con Dios/BMG Music)
4	2	Chris Rea	Auberge - East West (Warner Chappell)	21	21	Get Here	Oleta Adams - Fontana (Rutland Road/Warner Chappell)	38	15	A-Ha	I Call Your Name - Warner Brothers (Warner Chappell)
5	6	Seal	Crazy - ZTT (Beethoven Street/Perfect)	22	24	Londonbeat	A Better Love - Anxious/RCA (Warner Chappell/Blue Mountain)	39	30	Gloria Estefan	Coming Out Of The Dark - Epic (Foreign Imported Product)
6	8	Stevie B	Because I Love You (The Postman Song) - BCM (Soja/Mya-T)	23	10	Kim Appleby	Don't Worry - Parlophone (Copyright Control)	40	38	C&C Music Factory	Gonna Make You Sweat - Columbia (Virgin Music)
7	3	Jimmy Somerville	To Love Somebody - London (Gibb Brothers/BMG Music)	24	36	Jean-Jacques Goldman	A Nos Actes Manques - Columbia (JRG/Marc Lumbrasa)	41	NE	Tanita Tikaram	Only The Ones We Love - East West (Brogue/Warner Chappell)
8	20	Roxette	Joyride - EMI (Jimmy Fun Music)	25	25	The Simpsons	Do The Bartman - Geffen (ATV/Sorcerous Labyrinth)	42	18	Londonbeat	I've Been Thinking About You - Anxious/RCA (Warner Chappell)
9	13	Robert Palmer	Mercy Mercy Me/I Want You - EMI (Jobeta/Rondar)	26	35	Kenny Thomas	Outstanding - Cooltempo (Minder Music)	43	42	De Dijk	Je Weet Nooit Wanneer - Phonogram (SBK Songs)
10	11	Robert Palmer	I'll Be Your Baby Tonight - UB40 - EMI (Copyright Control)	27	26	Chris Isaak	Blue Hotel - Reprise (Warner Chappell)	44	46	Railway Children	Every Beat Of The Heart - Virgin (10 Music)
11	4	Rick Astley	Cry For Help - RCA (BMG Music)	28	33	UB40	The Way You Do The Things You Do - Virgin (Jobeta Music)	45	NE	Rod Stewart	Rhythm Of My Heart - Warner Brothers (WB/Jamm/Bibo)
12	14	Scorpions	Wind Of Change - Mercury (Alma/Testatyme Music)	29	41	Madonna	Crazy For You - Sire (Warner Chappell)	46	NE	Happy Mondays	Loose Fit - Factory (London)
13	12	Enigma	Sadness Part 1 - Virgin (Data Alpha/Mamba/Sieggel)	30	39	The Rembrandts	Just The Way It Is, Baby - WEA (WB/Warner-Tamerlane/Tiger God)	47	NE	The Clash	Should I Stay Or Should I Go - Columbia (Nineden)
14	9	Susanna Hoffs	My Side Of The Bed - Columbia (Various)	31	32	INXS	Disappear - Mercury (To Muziek/MCA Music)	48	NE	Francois Feldman & Joniece Jamison	J'Ai Peur - Phonogram (Marilyn/CarolLine)
15	16	Chris Isaak	Wicked Game - London (Warner Chappell)	32	40	The Farm	All Together Now - Produce (Farm Music)	49	49	KLF	3 A.M. Eternal - E.G./Zoo/Warner Chappell/Brampton)
16	31	The Righteous Brothers	Unchained Melody - Verve/Polydar (MPL Communications)	33	37	Bette Midler	From A Distance - Atlantic (Julie Gold/Wing & Wheel)	50	NE	David Hallyday	About You - Scotti Bros (Moritza Music)
17	19	Whitney Houston	All The Man That I Need - Arista (Warner Chappell)	34	27	Praise	Only You - Epic (Copyright Control)	The European Airplay Top 50 is compiled from the individual national airplay charts below. Circled songs indicate increased or maintained airplay is expected for the following week.			

NATIONAL AIRPLAY

UNITED KINGDOM

Most played records on BBC stations and major independents.

- (2) Oleta Adams - Get Here
- (4) Kim Appleby - G.L.A.D.
- (12) Madonna - Crazy For You
- (7) Kenny Thomas - Outstanding
- (8) Kylie Minogue - What Do I Have To Do
- (11) Stevie B - Because I Love You
- (16) The Simpsons - Do The Bartman
- (1) George Michael - Heal The Pain
- (10) Free - All Right Now
- (6) Chris Isaak - Blue Hotel
- (18) Roxette - Joyride
- (3) Chris Rea - Auberge
- (14) Jimmy Barnes & INXS - Good Times
- (4) Bee Gees - Secret Love
- (-) River City People - When I was Young
- (-) Source & C.Station - You Got The Love
- (-) Praire - Only You
- (-) Living Colour - Love Rears It's Ugly Head
- (13) Railway Children - Every Beat Of The Heart
- (-) M.C. Hammer - Here Comes The Hammer

GERMANY

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

- (2) Bee Gees - Secret Love
- (1) Sting - All This Time
- (10) Chris Isaak - Wicked Game
- (3) R.Palmer - Mercy Mercy Me/I Want You
- (-) Chris Rea - Auberge
- (8) George Michael - Heal The Pain
- (5) Susanna Hoffs - My Side Of The Bed
- (-) Rembrandts - Just The Way It Is, Baby
- (-) Rod Stewart - Rhythm Of My Heart
- (12) Seal - Crazy
- (14) Bette Midler - From A Distance
- (20) The Farm - All Together Now
- (-) Herbert Groenemeyer - Marie
- (-) Kim Appleby - Don't Worry
- (13) W.Houston - All The Man That I Need
- (15) Jimmy Somerville - To Love Somebody
- (17) Stevie B - Because I Love You
- (19) Freudiana - Little Hans
- (11) Vaya Con Dios - Nah Neh Nah
- (-) H.Carpentale - ... Das Nennt Man Blues

FRANCE AM

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

- (1) J.J.Goldman - A Nos Actes Manques
- (4) Julien Clerc - Le Verrou
- (5) Roch Voisine - Darling
- (10) F.Feldman & J.Jamison - J'Ai Peur
- (2) P.Bruel - Place Des Grandes Hommes
- (7) Sting - All This Time
- (-) Jane Birkin - Et Quand Bien Meme
- (14) Enigma - Sadness - Part I
- (19) Thierry Hazard - Poupee Psychedelique
- (18) Jil Caplan - Tous C'Qui Nous Separe
- (-) Scorpions - Wind Of Change
- (12) Scorpions - Wind Of Change
- (15) Michel Polnareff - LNA HO
- (-) Michel Sardou - Le Privilege
- (17) David Hallyday - About You
- (6) Elsa - Pleure Doucement
- (-) Serge Gainsbourg - Requiem Pour Un Con
- (-) J.P.Mader - L'Amour Sans Les Autres
- (3) R.Palmer/UB40 - I'll Be Your Baby Tonight
- (-) Boy George - Bow Down Mister

FRANCE FM

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

- (1) Scorpions - Wind Of Change
- (2) UB40 - The Way You Do The Things You Do
- (4) P.Bruel - Place Des Grandes Hommes
- (5) Sting - All This Time
- (9) David Hallyday - About You
- (10) George Michael - Freedom
- (3) Jimmy Somerville - To Love Somebody
- (-) R.Palmer/UB40 - I'll Be Your Baby Tonight
- (8) Enigma - Sadness - Part I
- (13) Dana Dawson - Romantic World
- (7) Phil Collins - Do You Remember
- (16) J.J.Goldman - A Nos Actes Manques
- (15) Vanilla Ice - Ice Ice Baby
- (12) Righteous Brothers - Unchained Melody
- (17) INXS - Disappear
- (-) Elton John - You Gotta Love Somebody
- (17) F.Feldman & J.Jamison - J'Ai Peur
- (-) Mariah Carey - Someday
- (11) Londonbeat - I'll Be Your Baby Tonight
- (14) Madonna - Justify My Love

ITALY

Most played records on RAI Stereo Due.

- (1) Renato Zero - Spolle Al Muro
- (2) Chicago - Explain It To My Heart
- (3) Marco Masini - Per Che Lo Fai
- (4) Chris Rea - Auberge
- (5) Umberto Tozzi - Gli Altri Siamo Noi
- (6) Jesus Loves You - Generation Of Love
- (7) Riccardo Cocciante - Se Schiamo Insieme
- (8) Tanita Tikaram - Only The Ones We Love
- (9) Raf - Oggi Un Dia Non O'
- (10) Vanilla Ice - Play That Funky Music
- (11) Enzo Jannacci - La Fotografia
- (12) Sting - All This Time
- (13) Lore Dana Berte - In Questa Citta
- (14) Eric Clapton - Layla
- (15) Claudio Baglioni - Vivi
- (16) Bananarama - Preacher Man
- (17) Paolo Conte - Collegi Transcurate
- (18) J.Cruise - Rockin' Back Inside My Heart
- (19) Lucio Dalla - Denis
- (20) Enigma - Sadness Part I

SPAIN

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

- (5) La Trampa - Volver A Casa
- (2) Enigma - Sadness Part I
- (4) Snap - Mary Had A Little Boy
- (1) Tam Tam Go! - Este Payo
- (7) La Union - Ella Es Un Volcan
- (8) Rick Astley - Cry For Help
- (10) G.Estefan - Coming Out Of The Dark
- (11) W.Houston - All The Man That I Need
- (12) Heroes Del Silencio - Maldito Duende
- (14) Londonbeat - A Better Love
- (-) M.C. Hammer - Pray
- (17) Fungoria - Hagamos Algo Superficial...
- (15) Leticia Sabater - Mi Vecina Favorita
- (20) Queen - Innuendo
- (18) New Kids On The Block - Games
- (-) P.McCartney - The Long And Winding Road
- (19) Un Pingino En Mi Ascensor - El Ana De Casa
- (23) C&C Music Factory - Gonna Make You Sweat
- (-) Dr. Alban - Hello Afrika

HOLLAND

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

- (-) Peter - Peace
- (4) Bee Gees - Secret Love
- (3) Seal - Crazy
- (8) The Simpsons - Do The Bartman
- (17) R.v.h. Groenewoud - Liefde Voor Muziek
- (-) Andre Hazes - Ik Kan Je Niet Vergeen
- (2) Madonna - Rescue Me
- (7) Stef Bos - Papa
- (10) M.Jhermans - Alle Mooie Mannen Zijn Zo...
- (9) Clash - Should I Stay Or Should I Go
- (-) Stevie B - Because I Love You
- (-) Londonbeat - No Woman No Cry
- (-) Banderas - This Is Your Life
- (-) INXS - By My Side
- (-) Scritti Politti - She's A Woman
- (-) R.E.M. - Losing My Religion
- (1) De Dijk - Je Weet Nooit Wanneer
- (14) Womaek & Womaek - Uptown
- (16) J.Spencer - In De Tijd Van R&R
- (-) Happy Mondays - Loose Fit

AUSTRIA

Most played records on national pop station O3. Compiled by Media Control/Baden Baden.

- (2) Roxette - Joyride
- (7) Bee Gees - Secret Love
- (9) Kim Appleby - Don't Worry
- (4) R.Palmer/UB40 - I'll Be Your Baby Tonight
- (13) Londonbeat - A Better Love
- (-) INXS - Disappear
- (15) R.Palmer - Mercy Mercy Me/I Want You
- (1) Chris Rea - Auberge
- (-) Vanilla Ice - Ice Ice Baby
- (12) Righteous Brothers - Unchained Melody
- (14) Jimmy Somerville - To Love Somebody
- (-) Chris Isaak - Wicked Game
- (-) W.Houston - All The Man That I Need
- (5) Sting - All This Time
- (-) Kim Appleby - G.L.A.D.
- (-) Enigma - Sadness - Part I
- (8) P.M.Simpson - How I Miss You So
- (-) Bette Midler - From A Distance
- (-) The Beautiful South - A Little Time
- (0) Milli Vanilli - Keep On Running

SWITZERLAND

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

- (1) Sting - All This Time
- (3) Seal - Crazy
- (2) Scorpions - Wind Of Change
- (9) Everyday People - I Guess It Doesn't Matter
- (6) Jimmy Somerville - To Love Somebody
- (-) Righteous Brothers - Unchained Melody
- (11) R.Palmer/UB40 - I'll Be Your Baby Tonight
- (17) Queen - Innuendo
- (19) Rick Astley - Cry For Help
- (10) C&C Music Factory - Gonna Make You Sweat
- (-) T.Tikaram - Only The Ones We Love
- (18) R.Palmer - Mercy Mercy Me/I Want You
- (4) Susanna Hoffs - My Side Of The Bed
- (14) Enigma - Sadness Part I
- (15) George Michael - Heal The Pain
- (-) G.Estefan - Coming Out Of The Dark
- (-) The Farm - All Together Now
- (-) Londonbeat - No Woman No Cry
- (-) Dr. Alban - Hello Afrika
- (13) W.Houston - All The Man I Need

M&M's National Airplay charts reflect the 20 songs receiving the most airplay in each country listed. The individual charts are compiled by various media controllers and research organizations, based on reports from participating stations representing various formats. These charts are combined and weighted to comprise the European Airplay Top 50 chart above.

M&M also surveys nearly 100 contemporary music stations to develop the European Hit Radio chart, which can be found on page 29. That chart and its related statistics detail singles-based airplay at stations specifically targeting 12-34 year-olds on a full-time or part-time basis.

● = National product



EUROCHART HOT 100[®] SINGLES



THIS WEEK	LAST WEEK	TITLE	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	TITLE	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	TITLE	COUNTRIES CHARTED
WKS on CHARTS	WKS on CHARTS	ARTIST - ORIGINAL LABEL (PUBLISHER)		WKS on CHARTS	WKS on CHARTS	ARTIST - ORIGINAL LABEL (PUBLISHER)		WKS on CHARTS	WKS on CHARTS	ARTIST - ORIGINAL LABEL (PUBLISHERS)	
1	3	Crazy Seal - ZTT/WEA (Beethoven Street/Perfect)	UK,D,B,NL,A,CH,S,DK,IR,N,SF,GR,I	35	30	Keep On Running Milli Vanilli - Hansa/Ariola (Far Music-Production)	D,E,A,CH,PI	69	95	This Is Your Life Banderas - London (One Life/Island/Elysian)	UK
2	1	Sadness Part 1 Enigma - Virgin (Data Alpha/Mambo/Siegel)	F,D,E,A,CH,S,DK,N,SF,GR,I	36	65	Romantic World Dana Dawson - Columbia (CBS Music/Romus S.A.R.L.)	F,B	70	48	Mary Had A Little Boy Snap - Logic/Ariola (Fellow/Willesden/Songs Of Logic/Warner Chappell)	D,A,S,P,DK
3	5	3 A.M. Eternal KLF - KLF Communications (E.G./Zoo/Warner Chappell/Brampton)	UK,D,B,NL,A,CH,S,DK,N,SF	37	39	To Love Somebody Jimmy Somerville - London (Gibb Brothers/BMG Music)	F,D,A,CH	71	61	The Way You Do The Things You Do UB40 - Virgin (Jobete Music)	F
4	4	Gonna Make You Sweat C&C Music Factory - Columbia (Virgin Music)	D,B,NL,E,A,CH,S,DK,SF,GR,I	38	45	Fantasy Black Box - Groove Groove Melody (EMI Music)	D,B,NL,A,CH	72	75	Van Nu Af Aan Levenslijn 91 - Polydor (Copyright Control)	B
5	7	Because I Love You (The Postman Song) Stevie B - BCM (Saja/Mya-T)	UK,D,B,NL,S,IR,N	39	89	Secret Love Bee Gees - Warner Brothers (Gibb Brothers/BMG Music)	UK,D,NL,DK,IR	73	INE	Happy Ned's Atomic Dustbin - Furtive (PolyGram)	UK
6	2	Do The Bartman The Simpsons - Geffen (ATV/Sorcerous Labyrinth)	UK,D,B,NL,S,DK,IR,N,SF,GR	40	27	Play That Funky Music Vanilla Ice - SBK (MCA Music)	D,B,NL,A,CH,DK,SF	74	INE	Darling Roch Voisine - Ariola (Ed. Georges Mary)	F,B
7	8	Should I Stay Or Should I Go The Clash - Columbia (Ninaden)	UK,S,IR	41	58	No Coke Dr. Alban - SweMix (SweMix Publishing)	D,SF	75	40	Outstanding Kenny Thomas - Cooltempo (Minder Music)	UK
8	34	Joyride Roxette - EMI (Jimmy Fun Music)	UK,D,B,NL,CH,S,IR,N,SF	42	23	Get Here Oleta Adams - Fontana (Rutland Road/Warner Chappell)	UK,IR	76	RE	The Total Mix Black Box - Groove Groove Melody (Warner Chappell)	F,D,A,P
9	9	Wind Of Change Scorpions - Mercury (Almo/Testatyme Music)	F,B,CH	43	33	G.I.A.D. Kim Appleby - Parlophone (Copyright Control)	UK,D,B,NL,DK	77	72	Sucker DJ Dimples D. - FBI (ARL Music/Screen)	D,A
10	6	Crazy For You Madonna - Sire (Warner Chappell)	UK,IR	44	28	Don't Worry Kim Appleby - Parlophone (Copyright Control)	D,B,A,CH,DK	78	INE	Kränk Di Net Jazz Gitti - OK/Musica (Musica)	A
11	INE	The Stonk/The Smile Song Hole & Pace And The Stonkers/Victoria Wood - London (Copyright Control)	UK	45	52	I'll Be Your Baby Tonight Robert Palmer feat. UB40 - EMI (Copyright Control)	F,D,A,CH,DK	79	57	I'm Your Baby Tonight Whitney Houston - Arista (Kear/Epic/Solar)	F,D,P
12	12	Hello Afrika Dr. Alban - SweMix (Progressive/Misty/SweMix)	D,E,A,CH,GR	46	65	Unfinished Sympathy Massive - Wild Bunch/Circa (Island)	UK	80	43	In Yer Face 808 State - ZTT/WEA (Perfect Songs)	UK
13	13	(I Wanna Give You) Devotion Nomad feat. MC Mikee Freedom - Rumour (Scratch/Copyright Control)	UK,D,B,NL	47	53	Tequila Latino Party - Polydor (Copyright Control/P. Simpson)	F,B	81	INE	My Side Of The Bed Susanna Hoffs - Columbia (Various)	UK,NL
14	10	Innuendo Queen - Parlophone (Queen Music/EMI Music)	D,NL,E,A,CH,PI	48	49	Bad Boys Inner Circle - Metronome (Madhouse Music)	S,N,SF	82	90	Place Des Grands Hommes Patrick Bruel - RCA (14 Productions)	F,B
15	16	Qu'Est-Ce-Qu'On Fait Maintenant Benny B - PLR (Copyright Control)	F,B	49	32	I Believe E.M.F. - Parlophone (Warner Chappell)	UK,D,B,NL,CH,SF	83	79	From A Distance Bette Midler - Atlantic (Julie Gold/Wing & Wheel)	D
16	19	Unchained Melody The Righteous Brothers - Verve/Polydor (MPL Communications)	F,D,B,A,CH,I	50	46	All This Time Sting - A&M (Magnetic/Regatta/Illegal)	F,D,PI	84	60	A Better Love Londonbeat - Anxious/RCA (Warner Chappell/Blue Mountain)	D,E,A
17	11	Ice Ice Baby Vanilla Ice - SBK (Various)	F,D,B,E,A,CH,P,DK,GR,I	51	42	Beinhart Torfrack - Polydor (Konstantin Musik)	D,A,CH	85	67	Let's Go Crazy Indra - Carrere (Atalante)	F
18	50	Mea Culpa Part II Enigma - Virgin (Data/Alpha/Mambo)	D,B,NL	52	47	La Petite Sirene Anne - Ades (Editions Ades)	F	86	71	Ti Spacco La Faccia Gabibbo - EMI (EMI Music)	I
19	22	Move Your Body (Elevation) Xpansions - Optimism/Arista (Supreme)	UK	53	88	It's Too Late Quartz introd. Dina Carroll - Mercury (EMI)	UK	87	91	People Are Strange Echo & The Bunnymen - WEA (Rondor Music)	UK,IR
20	31	The Grease Megamix John Travolta & Olivia Newton-John - Polydor (Warner Chappell)	D,B,NL,E,DK,N	54	24	Here Comes The Hammer M.C. Hammer - Capitol (Bust-It)	UK,D,NL,IR	88	82	Who? Where? Why? Jesus Jones - Food (EMI)	UK
21	18	Wicked Game Chris Isaak - London (Warner Chappell)	D,B,NL,S,SF	55	37	Auberge Chris Rea - East West (Warner Chappell)	UK,D,IR	89	87	Shock Rock B.B. Jerome & The Bang - EMI (EMI Music)	B
22	17	Natal Chico & Roberta - Carrere (Adageo)	F	56	68	Love Rears It's Ugly Head Living Colour - Epic (Famous/Dare To Dream Music)	UK	90	INE	Bow Down Mister Jesus Loves You - More Protein (Virgin)	UK
23	14	You Got The Love Source feat. Candi Staton - Truelove (Copyright Control)	UK	57	INE	Losing My Religion R.E.M. - Warner Brothers (Warner Chappell)	UK,IR	91	76	The Joker Steve Miller Band - Capitol (Warner Chappell)	F,D,CH
24	15	Go For It! (Heart & Fire) Joey B. Ellis & Tynetta Hare - Capitol (Bust-It)	UK,D,B,CH,S,IR	58	54	Est-Ce-Que Tu Es Seule Ce Soir Frederic Francois - Trema (Barracato/Lercara)	F,B	92	70	Blue Hotel Chris Isaak - Reprise (Warner Chappell)	UK,DK,IR,SF
25	20	Cry For Help Rick Astley - RCA (BMG Music)	UK,D,B,NL,E,A,S,P,DK,GR,I	59	84	J'Ai Peur Francois Feldman & Joniece Jamison - Phonogram (Marilu/CaroLine)	F,B	93	RE	Do You Remember Phil Collins - Virgin/WEA (Phil Collins/Hit And Run)	F,D
26	66	Over Rising E.P. Charlatans - Situation Two (Warner Chappell)	UK,IR	60	44	Falling Julee Cruise - Warner Brothers (MCA Music)	S,DK,I	94	INE	The One And Only Chesney Hawkes - Chrysalis (Warner Chappell)	UK
27	36	Poupee Psychedelique Thierry Hazard - Columbia (Sony Music)	F	61	INE	Rescue Me Madonna - Sire (WB/Blue Disque/Webo Girl)	D,B,NL,DK,I	95	62	Think About... D.J.H. feat. Stefy - RCA (Perfecto)	UK,IR
28	21	Justify My Love Madonna - Sire (Miss Bessie Music)	F,D,E,A,CH,P,GR	62	51	Give Peace A Chance The Peace Choir - Virgin (Northern Songs)	D,B,DK,GR	96	98	About You David Hallyday - Scotti Bros (Maritza Music)	F
29	26	I've Been Thinking About You Londonbeat - Anxious/RCA (Warner Chappell)	F,D,E,CH,GR,I	63	77	Don't Go Messin' With My Heart Mantronix - Capitol (Davey Bee/MCA/Baby Diamond)	UK	97	73	Tonight New Kids On The Block - Columbia (M.Starr/EMI/April/A. Lancelotti)	F
30	25	All Right Now Free - Island (Blue Mountain)	UK,IR	64	81	Nuit Frederics, Goldman, Jones - Epic (JRG/Marc Lumbroso)	F	98	99	Take No Crap Cut'n Move - Medley (Casadida)	DK
31	38	Unbelievable E.M.F. - Parlophone (Copyright Control)	D,B,E,A,CH,S,N	65	56	Adrenalin E.P. N-Joi - deConstruction (Copyright Control)	UK	99	RE	Blue Velvet Bobby Vinton - Epic (Chappell Morris)	P
32	29	Il Faut Laisser Le Temps Felix Gray & Didier Barbelivien - Talar (Zone Musique)	F,B	66	59	On A Toujours Quelqu'Un Avec Toi Televie - Polydor (GGR/AVN)	B	100	64	La Berceuse Du Petit Diable Roch Voisine - Ariola (Ed. Georges Mary)	F
33	41	Liefde Voor Muziek Raymond Van Het Groenewoud - EMI (Not Listed)	B,NL	67	94	Loose Fit Happy Mondays - Factory (London)	UK				
34	35	All Together Now The Farm - Produce (Farm Music)	D,B	68	63	No Woman No Cry Londonbeat - Anxious/RCA (Island Music)	UK,D,B,NL,DK,SF				

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

○ = FAST MOVERS NE = NEW ENTRY
 RE = RE-ENTRY

French Deal Talk

That French media company we mentioned last week which was talking with US bankers about expansion plans? Turns out it's EHR network **Metropolys FM**. The company reportedly is talking to **Communications Equity Associates**, one of the top US media broker/investment banks about selling up to 45% of the network. The price tag for the stake: somewhere in the Fr23 million (US\$4.6 million) range.

Ditto For The UK

We are hearing more and more about stakes in UK radio stations coming up for sale. We've added about another dozen stations to our M&A hitlist.

And In Germany

Watch out for developments in the Hamburg area. Word is that one sta-

tion owner is looking for partners. According to inside sources, the owner has approached two national and two foreign publishing and media companies. The money is reportedly targeted for expansion.

And in a non-deal vein in Germany, **Sony Music Germany** has announced a new talent contest for amateur musicians. The company has recruited TV station **Tele 5** as co-sponsor. Rock group **Toto** are hosting the event.

Copyright Update

How successful is **Dave Price**, **BBC Radio's** head of recording services, in convincing the UK record and regulatory industries to adopt a standard CD coding for simplified copyright identification?

Academy Add-On

One of the highlights of the **Radio Academy Music Conference** (see page 6) was a "name that tune"

quiz between **PRS** and the broadcasters. Triggered by just a few seconds of an intro, outro or middle-eight, the candidates showed an astonishing ability to recognise songs. The two broadcasters, **Andy Peebles** and **Roger Day**, won, but we are proud to report that **M&M**—not officially taking part—ended in third place.

RTL Expands

RTL has added nine new cities in the region of Champagne-Ardenne to its FM network in France. Cities are Reims, Charleville-Mezieres, Sedan, Troyes, Vitry le Francios, Chaumont, Chalons-sur-Marne, Epernay, Saint-Dizier.

Simple Dispute

Simple Minds appear to have got themselves on the wrong side of London's booking agents. The band are reported to have agreed

this summer to use as tour producer German promoter **Marcel Avram**, effectively cutting out their long-standing agent **Ian Flocks at Wasted Talent**. Flocks has told **M&M** of legal action against unspecified parties. Eleven of Flocks's agent colleagues got together and collectively fired off a letter to Avram and Minds manager **Paul Kerr**, detailing how bypassing an agent undermines the live music business and that this is not the way they think business should be done.

Bits & Pieces

Happy birthday to **Radio 2/Brabant**, which celebrates its fifth birthday on March 17. Which label was the market share leader in Austria? What are **Trema's** plans for France? Is the Swedish government feeling the heat from a certain organisation for its attitude toward commercial radio and TV?

Is the Catholic church about to step up its message on Spanish radio stations? Who is lining up to take part in Cologne's newest private radio station?

At Deadline

We hear from **AIRC Copyright Committee** chairman/ **Radio Clyde MD James Gordon** that the **AIRC** intends to let the extended **PPL** experimental licence run until the end of the month and then go to the **Copyright Tribunal** "to let them assess a fair rate".

PolyGram UK chairman **Maurice Oberstein** is the new chairman of the **British Phonographic Industry**. The board voted to that effect on March 13, subject to ratification by the **BPI's** annual general meeting in July. **Obie's** most pressing challenge: preparing the association for its upcoming duel with publishers about UK mechanical royalty rates.

Jackson

(continued from page 1)

Its predecessor, *Control*, topped eight million sales worldwide. **A&M** is reported to have rights to a greatest hits compilation.

To make its numbers work, **Virgin** is betting that Jackson's blockbuster success will continue in the States. The label also has its eye firmly on Europe, where the performances of her **A&M** releases has reportedly not been up to expectations.

Sources say European sales of *Rhythm Nation 1814* are around the one million mark, with more than 300,000 in the UK, 127,000 in Germany and 45,000 in Sweden. **A&M's** marketing and promotion expenditure in mainland Europe for the album is said to have exceeded US\$1.5 million.

Jackson's hard-driving brand of American urban pop is a tough sell on this side of the Atlantic, according to **A&M** insiders. "The image on the albums and videos, with all the uniforms, was dark and moody," says one senior staffer. "It just didn't seem to work as well here."

Another factor may have been a release schedule not best-suited for Europe. *Black Cat* was the top-selling single from *Rhythm Nation 1814*, but it was the fourth release from the album. "If that had been the first, it might have made a difference. It's the kind of song that works better in Europe," comments one executive.

Whatever Jackson's sales, **A&M's** parent company, **PolyGram**, was apparently unwilling to match the **Virgin** bid dollar for dollar. **PolyGram** president **Alain Levy** was recently quoted as saying he would not get into a bidding war. "I've never done it, and I'm not going to get into it now," he told *Billboard*.

Jackson's day-to-day liaison with **Virgin** will be through its US label, headed by co-president **Jeff Ayeroff** and **Jordon Harris**.

IR

(continued from page 1)

Adds **Simpson**, "Initial audience research indicates the scheme was very successful, listening figures having shot up over the three weeks. We are happy to do the same again and would like to hear from anybody with a lot of money to give away to our listeners."

Metro FM/Newcastle programme controller **Giles Squire** likes the small ad windfall his station made from the promotion. "I welcome the chance to make money out of a **Radio 1** promotion, but cannot help seeing it as yet another case of

"I welcome the chance to make money out of a Radio 1 promotion, but cannot help seeing it as yet another case of double standards by the BBC."

- **Giles Squire, Metro FM**

double standards by the BBC."

Continues **Squire**, "What is the difference between this and accepting advertising? I would be happier if the **BBC** was simply commercialised, and then we could all play by the same rules."

Sales houses, though, report some initial concern among **IR** stations at being asked to air a commercial that encouraged listeners switch the dial to **Radio 1**.

Clyde

(continued from page 1)

million. In that deal, **Metro** paid about 13.9 times earnings and 10 times profit before tax. Both acquisitions are a healthy premium to US prices, where the average station is currently trading for about 7.5-8.5 times operating income in a depressed mergers and acquisitions market.

Comments **Citibank** European media analyst **Chris Akers**, "The creation of a radio network modelled like an **ITV** franchise and which has a major presence in Scotland probably warranted the premium that **Clyde** paid."

"Ironically, **Forth** had rejected takeover overtures about 18 months ago. That was never made public."

Akers also explains that the stock swap keeps **Clyde's** balance sheet clear of debt and frees the company to concentrate on a potential **INR** bid and future expansion.

Comments **Radio Clyde MD James Gordon**, "Radio **Forth** shareholders wished to continue to participate in the future growth of the company and the merger does that. It strengthens the position of the company in the UK market and any future expansion. It also puts us in a better position for any possible **INR** bid."

Says **Broadcast Marketing Services** sales controller **Clare MacDonald**, "There were a couple of stations a little annoyed about the commercial we were asking them to run."

Media Sales & Marketing sales director **Paul Davies** concurs. "I detected a degree of concern about the link, though I'm assured there were

Gordon plans to remain hands off when it comes to programming at **Forth**. "We won't make major changes. We believe in the importance of local programming. That's why both stations have very impressive liste-

10% overlap in the combined service area). While the recession has affected nearly all areas, Scotland has fared better than most. **Clyde** earns about 60% of its revenue from local advertising, compared to 55%

"The creation of a radio network modelled like an ITV franchise and which has a major presence in Scotland probably warranted the premium that Clyde paid." - **Chris Akers**

ning shares."

A combined **Radio Clyde/ Radio Forth** will create a powerful Scottish network covering some 2.96 million people and 1.53 million listeners (see table). (There is an estimated

for the entire country. National advertising collapsed during the first five months in the UK. At **Clyde** and **Forth**, it is down 45% and 23%, respectively. But the good news is that **March** was at 86% of last year. **SW**

Clyde & Forth At A Glance

	Clyde	Forth
Revenue (mil. £)	£8.38	£3.58
TSA 15+ (mil.)	1.89	1.07
Listeners (mil.)	1.04	0.49
Listening Hours (mil.)	12.09	6.06
Audience Share	36.6%	30.2%
Rev./listener	£8.08	£7.31
Rev./hour	£0.65	£0.59

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mechanisms built-in which meant you could win without tuning away from **IR**." Neither was prepared to name complainants, and no **IR** is reported as having refused to air the spots according to the sales houses.

It was chance-to-win element that was aired as a commercial on **IR**, since no men-

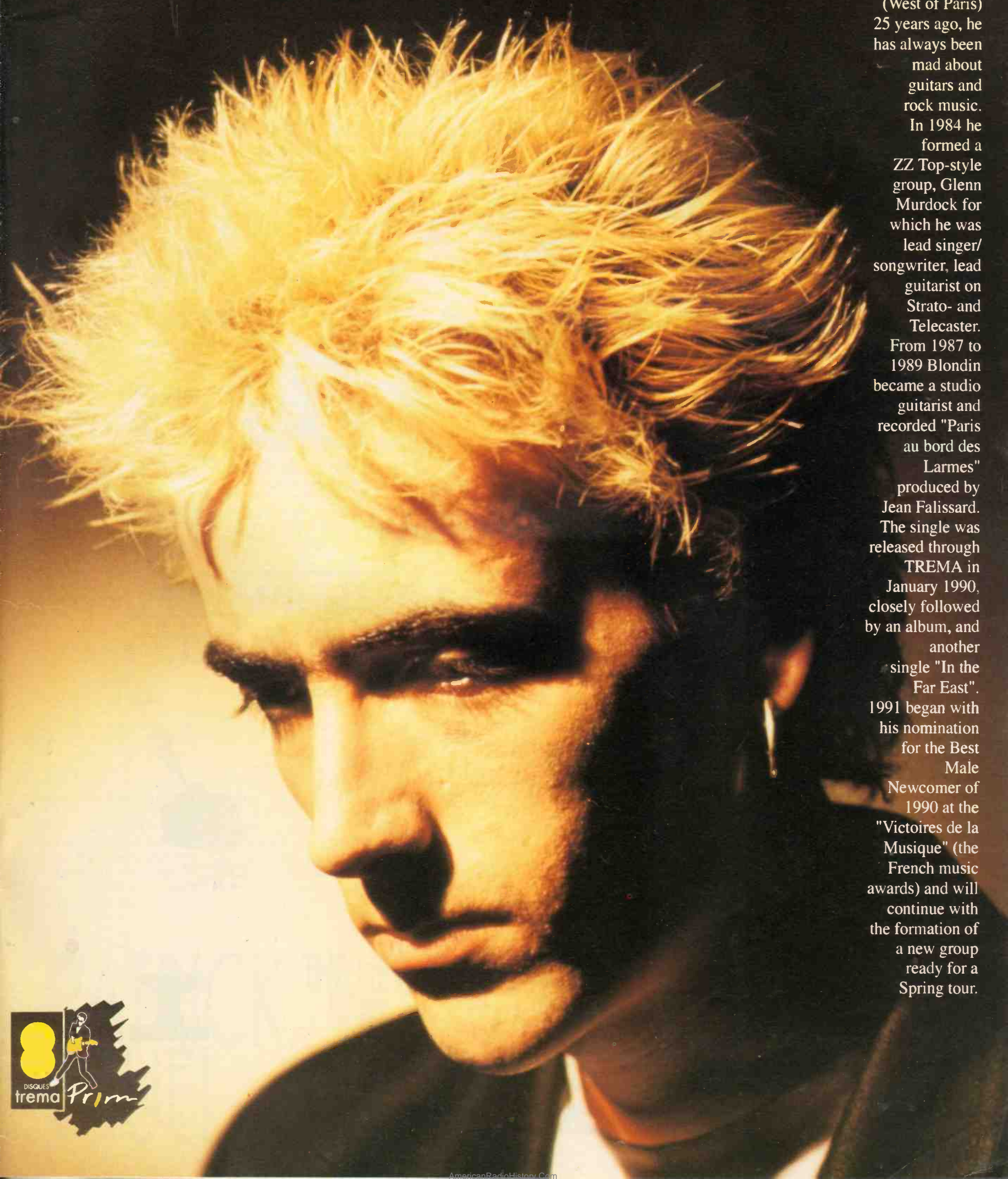
tion of **Radio 1** was made. However, a simultaneous campaign on independent television (**ITV**) clearly showed the **Radio 1** logo and both logos appeared on the cards.

Express Newspapers, publishers of *The Daily Star*, are regular advertisers on **IR** according to **Leo Burnett/IDK** media planner **Tim Neligan**.

BLONDIN

NOMINATED AS ONE OF THE THREE BEST MALE NEWCOMERS 1990

Born in Suresnes (West of Paris) 25 years ago, he has always been mad about guitars and rock music. In 1984 he formed a ZZ Top-style group, Glenn Murdock for which he was lead singer/songwriter, lead guitarist on Strato- and Telecaster. From 1987 to 1989 Blondin became a studio guitarist and recorded "Paris au bord des Larmes" produced by Jean Falissard. The single was released through TREMA in January 1990, closely followed by an album, and another single "In the Far East". 1991 began with his nomination for the Best Male Newcomer of 1990 at the "Victoires de la Musique" (the French music awards) and will continue with the formation of a new group ready for a Spring tour.





Das ist Herbert.



So einen wie ihn findet man selten.



Herbert ist Sänger.



Manchmal leistet er sich den Luxus, wochenlang die Nummer eins zu sein. Erst gerade wieder.



Dann hält er sich monatelang in den Top 10 auf.



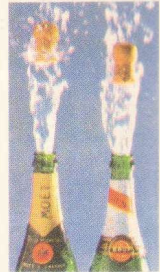
Macht Herbert oft.



Das ist Platin.



Das findet man beinahe genauso selten wie Herbert.



Als Herbert nach langer Zeit in den Top 10 mal wieder nach Hause kam, fand er Doppelplatin vor!



Für eine Million verkaufte Tonträger.



Da hat er sich gefreut. Der Herbert.



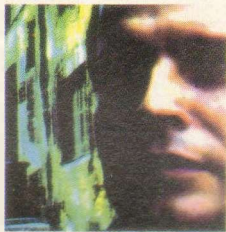
Auch, weil 250.000 Zuschauer seine Konzerte besuchten. 250.000!



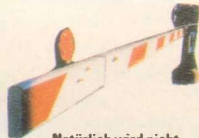
Wenn man die alle aneinanderlegt, ergibt das eine Strecke wie von Köln nach Sömmerda / Kölleda im Kreis Erfurt.



Und demnächst gibt Herbert noch viel mehr Konzerte!



Lässt sich nicht lumpen, der Gute.



Natürlich wird nicht jeder eine Karte kriegen.



Schade.



Aber dafür kommt jetzt Herberts neuer Hit: Marie.



Und Marie ist für alle da.



Wirklich für alle!



Marie. Von Herbert.



Und von uns.



Ab sofort in Ihrem Radio!