

MUSIC & MEDIA

Covermania Rules The Airwaves. Marketing The Music Examines The Phenomenon.

See Page 8.

Europe's Music Radio Newsweekly . Volume 10 . Issue 6 . February 6, 1993 . £ 3, US\$ 5, ECU 4



VIRGIN RADIO READIES FOR LAUNCH — Virgin Radio joint owners Richard Branson (!) and Bruce Cyngell recently celebrated the launch of the station, scheduled to go on air on April 30. Promising to offer "Much More Music," the station will offer a non-stop blend of classic album and chart music from the past 25 years.

Germany's VIVA Plans Investments

by Steve Wonsiewicz

VIVA, the planned German music and entertainment cable/satellite TV channel announced at last year's POPKOMM, hopes to have its financial plan approved by investors by mid-February. Following months of industry scepticism that the project would ever get off the ground, the service now feels confident that it can meet its stated launch date of August 19, 1993.

Thorn/EMI is now among the companies actively interested in investing in the project. Time Warner and Bertelsmann, whose names have been mentioned as potential investors from the start, are said to be discussing new budget plans for Viva. The channel will have a three year start-up capital of an estimated

DM100 million, which has led to the industry rumours that Bertelsmann and Time Warner had cold feet about getting involved.

Thorn EMI has signed on EMI Music GSA president Helmut Fest as an advisor in its discussions.

While he firmly believes in *(continues on page 17)*

Kinnevik Buys Into The Voice

by Ken Neptune & Miranda Watson

A deal has been reached between Danish private EHR The Voice/Copenhagen and Swedish media company Kinnevik *(continues on page 17)*

Issues & Controversies

MIDEM Clouded By Copyright Smear

by Dominic Pride

MIDEM's reputation as a legitimate business fair is in jeopardy after two alleged infringers of copyright were expelled from the show. Sound Solutions, based in the Netherlands, and UK compilations company Tring International left the exhibition on January 25 after days of speculation about MIDEM's intentions.

Comments SACEM chief executive and MIDEM Man Of The Year Jean Loup Tournier, "The people whose stand were closed seem intent on turning MIDEM into an international piracy market."

Meanwhile, MIDEM Organization chief executive Xavier Roy said at a conference that it would not investigate soundcarriers on individual company stands. "I send a letter out one month in advance reminding companies of their contractual obligations regarding counterfeiting." Roy did not say that any new system for screening product would be introduced.

Three of Europe's mechanical rights societies contacted Roy concerning a promotional CD issued *(continues on page 17)*

Radio/Record Industries Against DMX Launch

by Steve Wonsiewicz

The often chilly relationship between the radio and record business might have warmed a bit as the two industries prepare to face a common foe: digital cable/satellite radio.

The potential impact of the emerging technology was one of the main topics of discussion during the 27th MIDEM held in Cannes on January 24-28. The issue, while not new to the industries, took on renewed importance as a result of the European launch of digital cable/satellite radio provider DMX (Digital Music Express). The new US-originated satellite service delivers 30 channels of digital-quality sound into the homes of cable subscribers and intends to launch in the UK on March 15. DMX is backed by such industry veterans as Bhaskar Menon and Jerry Rubinstein.

Calling such services "an atomic cloud hanging down on us," UK music organization BPI president and former PolyGram UK president Maurice Oberstein said the ability to possibly hear over 100 channels of CD quality stereo radio should force the two *(continues on page 17)*



Possible Radio Power Shift In France Angers Europe 1

French broadcast regulator the CSA is in heated discussions with the country's three largest radio groups over the proposed acquisitions of ACE net RFM and EHR web Fun Radio.

The CSA is currently reviewing plans at presstime from RTL to buy Fun from publishing company Hersant, while NRJ and publisher Alain Ayache plan to purchase RFM from Crown

Communications. Europe 1 Communications is strongly protesting against the proposals, which if approved, could shift the balance of power in radio away from the company. Industry insiders say, however, that a green light from the CSA on both transactions is far from sure. Europe 2 GM Martin Brisac is said to have cancelled plans to attend *(continues on page 17)*

No. 1 in EUROPE

European Hit Radio
WHITNEY HOUSTON
I Will Always Love You
(Arista)

Eurochart Hot 100
WHITNEY HOUSTON
I Will Always Love You
(Arista)

European Top 100 Albums
OST - THE BODYGUARD
The Bodyguard
(Arista)

The Tragically Hip
Fully Completely cd . mc . lp
includes the single Garage

EUROPEAN TOUR 1993

- JANUARY 29 VORHUIT - Gent, Belgium • 30 NOORDERLIGT - Tilburg, Holland
- FEBRUARY 1 OODRNROOSJE - Nijmegen, Holland • 2 NIGHTTOWN - Rotterdam, Holland • 3 OOSTERPOORT - Groningen, Holland • 5 PARADISO - Amsterdam, Holland • 6 PARADISO - Amsterdam, Holland • 8 NACHTWERK - Munich, Germany • 9 BATSCHKAPP - Frankfurt, Germany • 11 LONGHORN - Stuttgart, Germany • 13 GROSSE FREIHEIT - Hamburg, Germany
- 14 LOFT - Berlin, Germany • 15 LIVE MUSIC HALL - Cologne, Germany
- 18 KING TUT'S - Glasgow, UK • 19 BRADFORD UNIVERSITY - Bradford, UK
- 20 CARDIFF UNIVERSITY - Cardiff, UK • 22 NOTTINGHAM CITY UNIVERSITY - Nottingham, UK • 24 LIVERPOOL UNIVERSITY - Liverpool, UK
- 25 LOUGHBOROUGH UNIVERSITY - Loughborough, UK
- 26 EGHAM ROYAL HOLLOWAY COLLEGE - Egham, UK
- 27 TOWN AND COUNTRY - London, UK

MCA

THE FIRST MAJOR RELEASE OF 1993!

STING

IF I

EVER

LOSE

MY

FAITH

IN

YOU

From his
forthcoming album
"Ten Summoner's Tales"

Absolutely Essential
for your playlist!

European Tour
starts March 8, 1993



French Market Figures Show 3.5% Increase

by Emmanuel Legrand

FRANCE French record sales for '92 are "honourable," according to industry organization SNEP president Gilles Paire. With a total wholesale value of Ffr5.8 billion (approximately US\$1 billion), record sales showed a 3.5% increase on 1991's figures. This compares to a 4.6% increase in 1991/90 and 9.9% for

1990 compared to 1989.

Commented Paire in Cannes during MIDEM, where the figures were unveiled, "1992's growth has been less than previous years. If we take into account current consumer attitude and the morose economical climate, it has not been a bad year. But we have the feeling that the market is slowing down, and we forecast that 1993 will be a year of stagnation, if not recession."

In 1992, CD sales exceeded 70 million units, while tapes fell to 32 million units (-15%). Singles, all formats considered, registered in at 15 million units. And although vinyl singles have been severely hurt (selling five million units against 14.4 in 1991), two formats are now taking off—two-track CDs (five million units) and two-track cassettes (4.2 million). Paire forecasts that 15 million CD two-tracks will be sold in 1993.

New soundcarriers launched at the end of 1992 have not yet made much impact, with MiniDisc sales accounting for 5,000 units and DCC sales standing at 16,000 units.

With less than 200,000 units sold in 1992, vinyl albums are virtually dead. In value, vinyl accounted for 4.6% of the total turnover (5.3% in 1991), while long formats—LP, MC and CD—represent 93.4% (92.6% in 1991). CD sales account for 78.8% of the total value.

In terms of repertoire, classical takes up 10%, French production 40% and international pop 50%. Paire tipped this slight decrease as an "alarming situation." Lack of support from radio stations is cited as one of the reasons of this "collapse."

Alexander M&M's New Publisher/GM

Philip Alexander has joined Music & Media as new publisher/GM, following the departure of Theo Roos to PolyGram Holland. He reports to BPI Communications president/CEO Gerald Hobbs.

Alexander has previously worked as publisher for Riddell Information Services, a division of Dun and Bradstreet. Prior to joining Riddell, Alexander was a

publisher at McGraw-Hill in their business and professional division. He previously served Butterworths Australia in various editorial capacities.



Philip Alexander

Says Hobbs of the new appointment, "The scope of Alexander's activities and his leadership experience make him ideally suited to the position and challenges at Music & Media."

Capital Radio Acquires Midland Group For £17.7m

by Mike McGeever

UK Capital Radio/London announced on January 22 its acquisition of group owner Midlands Radio, which operates seven stations in the UK, including its flagship station BRMB in Birmingham.

The agreed bid of 130 pence per share values Midland at £17.7 million (app. US\$28 million). The friendly takeover will be financed out of Capital's 20 million reserve of cash at hand. The £17.7 million price tag represents almost 40 times what Midland earned last year, which was a pre-tax profit of £67.9 million on a £10.4 million turnover. Commenting on the sale, Capital finance director Patrick Taylor explains, "The operational gearing of the radio station is unique, and the outturn for the Midlands group will be significantly better this year than last."

Midland chairman John Parkinson says, "I am delighted we have reached an agreement and look forward to seeing our stations

flourish as part of the Capital Group. Following the completion of the acquisition, Parkinson will continue as chairman of Midlands in a non executive capacity and will join Capital's board as a non-executive director. Capital is expected to make its own appointments to the Midlands board.

Cope To Sell Cadena 100 Share

SPAIN Spanish radio operator Cope is in advanced negotiations to sell a 2.3% stake in AC net Cadena 100 for Pta1.7 billion (app. US\$15,000) to three Spanish financial institutions and media companies. A decision on who will buy into the Cadena 100 network, which changed its name from Cope FM in May last year, is expected to be announced on February 18.

The cash injection will be used to eliminate a bank debt of around one billion, while the rest will be used for working capital. Cadena 100, which has reportedly been losing money recently, is now said to

The takeover is Capital's first major investment outside of London. It has minority stakes in several other radio and industry related companies. There are no immediate plans to dramatically alter formats at any of these stations, according to Capital's corporate spokesman Matt Fearnly.

be operating near a break-even level.

The net's MD Rafael Revert says part of the working capital funds will be used to buy new hardware and software, as well as new programming and promotion ideas. As for programming, Revert wants to improve the DJ's on-air presentation style. "I'll be working on 'softening' the sound of the DJs. I want them to sound a little more like the French, and less like the other Spanish DJs. I'm about one or two years from where I ideally want to be."

Cadena 100 is listened to by some 900,000 people, according to the most recent ICP ratings. SW

MIDEM AT A GLANCE

The EC is planning to draw up a draft directive on home taping, which will cover audio, video, analogue and digital recordings. The directive, which will require the approval of all member states, will include a levy on hardware and software which is above the average rate in countries which already have such a law.

PolyGram France and SNEP president Gilles Paire has called for the creation of a special fund to support French radio stations playing new French artists. Paire says the fund is needed to help ensure the future success of French artists and to combat increasing sales and airplay of Anglo-American product.

Philips is to embark on the second phase of its DCC roll-out in March. European countries included among the 50 new territories are Austria, Italy, Spain, Sweden and Switzerland. Philips will also increase the number of hardware retailers and software titles. The company targets about 1000 titles for release by year end.

Sony reports that MiniDisc purchases in Japan have outpaced sales of CD in its debut ten years ago. Sony now plans to launch MiniDisc in Scandinavia and most of Europe in February while Spain and Portugal follow in March. Sony hopes to have 1500 titles available by next Christmas. Meanwhile, **Warner** also plans to roll out MiniDisc titles in Europe over the next three months.

EC laws and promotion/marketing strategies won't stop the flood of parallel imports, according to experts speaking at the International Association of Entertainment Lawyers seminar. Paris lawyer **Louis Bernard Buchman** estimates that 10% of sales in the top five Europe markets and 30% of the top releases in French hypermarkets are parallel product.

US music publishers group **NMPA** has joined **EMRO**, the new European rights organization created last year by UK publishing association **MPA** to collect mechanical royalties. EMRO's proposed commission rate for administrative costs will be \$4.75—half the levy charged by the leading European societies.

The **Europlay** project (M&M Jan. 9) has chosen its first "record of the month"—Dutch act **2 Unlimited's No Limit (Byte)**. The record will get automatic powerplay status on many major European stations including **M40/Paris, AKN/Hilversum, Rete 105/Milan** and Spanish **Cadena SER**. Meanwhile, the single is highest entry this week in the **Eurocharts Hot 100 Singles**, debuting at number 13. Now seriously considering joining Europlay are Finnish pubcaster **YLE 2** and Swiss private net **Radio 24**.

Founding president of the **AER** (Association of European Radio) and UK **AIRC** director **Brian West** handed over the leadership of the European Association to **Alfonso Ruiz de Assin**, secretary general of the **AERP** (Private Radio Broadcasters Association) in Spain. AER representatives asked West to serve a second year, but in nominating his successor, West said he believed the AER post should be rotated annually as had been decided at the AER's launch in Brussels a year earlier. Other offices elected by AER were VP **Frank Leysen** from Belgium, **Javier Gimeno de Priede** (Portugal), **Benoit Sillard** (France) and secretary general **Christian Frietsch** (Germany). **James Gordon** from **Radio Clyde/Glasgow** continues as chairman of AER's copyright group.

MCA says it filed a copyright infringement law suit in French commercial court on January 20 against **Charly Ltd., Charly Holdings, Charly International Records** and **Media Seven**. MCA says on January 18 under the authority of French rights organization **SCPP** that it found evidence of copyright infringement in several **Charly Records** CDs at various Paris retailers.

News In Brief: **Pickwick** has debuted its budget price label **Sound Value**, featuring product from **Warner Music's** catalogue...Former **BMG** international manager **Nigel Rush** and **Rhythm King Music** co-founder **Roger Le Haye** have launched music publishing company **Odds On Music...Castle Communications** has unveiled mid-price label **Relix**, which will feature US West Coast rock and blues...**ZZ Top** manager **Bill Ham's** publishing company **Hamstein**—the company's first European venture—has set up shop in France.

Compiled by Steve Wonsiewicz



Elmar Kruse



Jon Egil Ellefsen



Mark Williams



Andrew Jenkins

■ **BELGIUM:** Eric Deleuw has been appointed marketing manager with **BMG Ariola**, replacing **Stef Cockmartin**. Deleuw's position at **Play It Again Sam** is taken by **Jean de Laey**.

■ **DENMARK:** Henrik Daldorph has been appointed label manager for **Island**, **RCA** and **Genlyd BMG** in Copenhagen. He previously worked in retail.

■ **DENMARK:** Søren Voss is MD of new Danish label **GCR**. Meanwhile, the company's two sub-labels, **Watt's Up Releases** and **Raw Releases**, will be headed by former free-lance journalist **Nicholas Terp** and **Jens Rasmusson**, respectively.

■ **GERMANY:** Elmar Kruse has been appointed to the newly created position of head of press and PR for the German record industry body **BPW** and **IFPI**.

■ **ITALY:** Nicola Zingarelli has been appointed product manager for **London**, **Go Discs** and **Scottie Bros** repertoire at **Phonogram**. She takes over from **Roberto Arcadue**.

■ **NORWAY:** Jon Egil Ellefsen, who took over as marketing manager at **Sony Music** July 1, 1992, left the company on January 15. A replacement has not yet been found.

■ **NORWAY:** Jannicke Wold was installed as the new head of press and promotion at **Virgin Records** on January 2, taking over from **Marit Nielsel**.

■ **UK:** Mark Williams, GM of **Arista Records UK**, was recently named as a director at the label. Williams joined **Arista** from **Virgin Records** last July.

■ **INTERNATIONAL:** Andrew Jenkins, formerly GM of **Polydor Records** in the UK, has been named GM of **BMG Music Publishing International**. He will report to **BMG Music Publishing** worldwide president **Nicholas Firth**.

Send all information on appointments, plus photos, to Julia Sullivan, at the Music and Media offices in Amsterdam.

1992 was an exciting year for hot AC/EHR French net **Fun Radio**, whose ratings shot from 5.7% to 6.5% audience came in the second quarter 1992 as audiences tuned in for the outrageous DJ "Arthur," and then followed him to **Europe 1** in the autumn. Ratings settled at 5% in the fourth quarter, leaving them still number two music FM net, after **NRJ**.

The show very much goes on, however, according to programme director **Hervé Lemaire**. It is now a question of doing something very different, he says, citing new programmes "Zapping Fun," 06.00-09.00, with DJ **Difool**, featuring games and information based on TV programmes, and evening love-talk programme "Loving Fun" 19.30-22.00, number one in the recent **Mediametrie** programme ratings.

Behind the official format, the idea of the network is to provide the top of today and yesterday, says Lemaire. And this involves bringing classics back into circulation for the upcoming generation of listeners born too late to know the **Rolling Stones**. And indeed, what distinguishes the net from its closest competitors **Skyrock** and **NRJ**, he says, is the effort put into gold programming. When he arrived two years ago, Lemaire noticed there were loads of classics which the younger audience didn't know about, such as **Otis Redding**, **Eric Clapton** and **Aretha Franklin**.

"I put Clapton's *Layla* on the Gold playlist, and played it for several weeks. A lot of our younger audiences hadn't heard it, but after a while it was a great success." This approach to programming is not easy, however, and involves being very careful when drawing up playlists. "The most difficult thing is to keep the audiences over 22 happy without losing

those under 22," says Lemaire. The station's target audience is 15-30, with a focus on the 15-24 age group.

There is no system of powerplay at Fun, claims Lemaire. "What would be a better idea as far as pleasing the record companies is concerned, would be to promise, for example, to play a track twice a day for so many months. There is the risk with powerplay that listeners get sick of hearing the same song and start zapping to other stations."

Fun's relations with the music industry are now back on good terms, following bad times around a year ago surrounding the issue of French quotas. "The idea of quotas is fundamentally stupid," he says. "It generally means forcing people to listen to music they just don't want to hear. However, we have now come to an arrangement whereby we play 15% French music. This has not been easy, but all the other nets have the same problem, and I think we will be able to manage."

The programming set-up at Fun is based on a solid working relationship, says Lemaire, who moved up from musical director to programme director in July to replace **Bruno Witeck**. Having worked for four years with Witeck at **EHR Vibrations/Orleans** in the late '80s, he was asked to join him (after military service) at Fun in

1991. Things ran very smoothly, so since then Lemaire claims it has been more a process of continuation rather than change.

The key to the job, he says, is striking the right balance between personal tastes and those of your listeners. "The programme director who programmes purely according to his own tastes is not doing his job correctly. You have to somehow combine the two and work out what your audience will like."

Julia Sullivan

Programme Director Of The Week



Hervé Lemaire
Programme Director
Fun Radio
France

Can Italian Product Break Out Of The Provinces?

by David Stansfield

As president of the **Ricordi** group, **Guido Rignano** is a key figure in Italy's music industry. The company has an annual turnover of around L250 billion (app. US\$179 million), controls a major publishing firm first launched in the early 1800s, a large record and musical instrument retail chain, a graphic art publishing company, and the record and distribution company **Dischi Ricordi**, launched in the early '60s. **Dischi Ricordi**, with an approximate 12% domestic market share, strengthened its position last year by acquiring a 10% stake in the pubcaster **RAI**-owned record company **Nuova Fonit Cetra**. Rignano is currently also president of **AFT** (Italy's **IFPI**) and vice-president of the Italian authors and composers society **SIAE**.

M&M: While many indies are being bought out by the majors, **Ricordi** is holding its position to the extent of being able to buy shares in **Nuova Fonit Cetra** last year. How are you competing with the multi-nationals today?
GR: In the beginning we distribut-

ed and sub-published the majors, but, anticipating harder times, we started offering our services to Italian companies. While indies throughout the world are being bought out by the majors, selling a service allows us to keep quite an important organization going. We are also dedicated to the development of domestic talent. This combination has allowed us to compete with the majors. **Dischi Ricordi** ended with between L85 and L88 billion in 1992—10-20% less than the majors. We have to invest in all our productions, while the majors receive a lot of wonderful product without having to invest, but we are happy. We have the esteem of the Italian industry.
M&M: Many record companies on the domestic market claim they are not taken seriously when they try to get international deals for their acts because of Italy's general bad image.

GR: The image of the country has indeed been ruined by public myths of mafia and corruption. But I think it's a great mistake to

judge a country so superficially. Our country is not number one as far as ability to produce, make profit and consume is concerned. But we have many other merits. We should certainly do more to

critics claim that despite a domestic talent boom on the Italian market only a handful of artists including **Zucchero**, **Eros Ramazzotti** and **Gianna Nannini** have really made it at a pan-European level.

GR: You're right. We used to be much more important. Japan, Germany and South America were good markets for us,

but then disco and dance music arrived and rock came back. We can't compete with those genres. We have another cultural origin and our language is different. Also, let's face it, we're very provincial. We've never been big exporters in anything.
M&M: There's no lack of talent in Italy, so what strategies could be adopted to break it at a pan-European level?

GR: I was privileged having studied English at college. I used to fly to the US and UK and get hold of everything because I was one of the very few Italians who could speak the language. Managers and executives should be able to speak

English easily in order to negotiate and contact other markets. The situation is improving, but the lack of communication and creative product are the two main reasons why we are absent from Europe. At an artistic level we need to be careful in the selection of talent for the local market. The next step is to convince our artists and ourselves that this market is too small, then we must invest a great deal of energy in export drives.

M&M: What are your industry predictions for the coming year?
GR: I'm not optimistic. I think we will suffer from the general economic trend. I also think the market will be slightly disturbed by the introduction of the **MiniDisc** and **DCC** as people wait before buying until the new media are on the market. In Italy home-taping is becoming a greater problem and piracy is booming. A lot depends on the level of interest rates in Germany and on the new economy with the new US president. My budgeting is certainly going to be very cautious.

f o r m



Guido Rignano

clean up our country and it's something we are doing.

M&M: On a musical level some

10 Ways To Improve Sales Massively In 1993

by Tony Grundy

The start of a new year always brings the chance of a fresh beginning, something radio sales managers should take advantage of in putting the final touches to their training programmes for 1993.

What topics, if covered correctly, would almost guarantee success for your station? With my nearly three years' experience training people throughout the UK to get better results, I have nominated the top 10 items to cover in any training programme.

Back To Basics

All salespeople should be reminded regularly of the basic sales process, those things that make them successful. Far too often, during the course of the year, salespeople get into bad habits. The start of the new calendar is a good occasion to break the sales process back down into its component parts and re-practise the correct skills: prospecting, attitude, setting up the first interview and closing a deal.

It may make it easier for people to understand the need for this type of work if you use a sporting example, like **Nick Faldo** at golf or **Gary Lineker** at soccer—players who spend hours at the basic skills of their sports to become experts. Very often we in radio end up practising our skills in front of the client. Yes, of course, the basic skills are common sense, but you know, the trouble with common sense is that it isn't all that common!

Business Ratios

Contained in those basics is the need for sales executives to be analytical about their own performance. Sales executives often see the call reports as "the enemy" and only hand them in to the

manager if pressed. They are not accurately filled in and, in all honesty, serve no useful purpose at all. What are important are the three basic but vital ratios: how many presentations you have made on-average in the week, what your average order value is and what your closing ratio is (how many people you need to see to close a deal).

Athletes spend hours at the basic skills of their sports to become experts. Very often we in radio end up practising our skills in front of the client.

Once sales executives realize that the combination of these three pieces of information deter-

Industry Knowledge

mines their potential to earn money, they start to listen. If the reporting system is seen as something the sales manager imposes upon them, they are never going to use the ratios to help them plan their business. Review your reporting systems with your teams to see if they work—for both sides.

Advertising is also the area radio people are operating in, not just radio. So their knowledge of their industry needs to be detailed and kept constantly up to date. The sheer volume of information being generated by just the radio industry in Europe at the moment means that real effort is required to keep up. The sales manager has to take the lead in creating an easy-to-read summary or cuttings book of the headlines; AIRC provides one of radio news in the UK. In a competitive selling environment, knowledge equals power.

Product Knowledge

It is obvious we should know our product of radio well. But how often do we either fail to present to the client all the benefits available, or, worse yet, find out the client knows more about a station than the sales executive does! Regular quizzes might help; get the programme controller to set a weekly one for your sales meetings.

Competitor Knowledge

Again, far too regularly I find sales executives who know who the competition is but don't even know, say, the circulation figures of their main newspaper rival or its readership. If you want to call yourself a "sales consultant," then it is your responsibility to keep informed. You can only success-

fully recommend an airtime proposal to a client by understanding its value in relation to competitive media.

Knowledge shouldn't just include newspapers. All areas that take any money from radio should be known and understood. Never sell down the opposition, but do know its every strength and weakness. If you buy airtime from competitive media get them to come and present to you and your team. It's very interesting

and if you have been a bit complacent about competitive media, it may come as a bit of a shock: many of them are gearing up for the fight against radio, seeing it as a competitive threat.

Client Knowledge

I could write a very thick book on what you need to know about clients. In many ways it is the single most important area to know and understand. Most sales executive knowledge, from my experience, is purely superficial.

The reason I feel so strongly about this is that I was once a marketing director of a motors group and therefore do know how the client's mind can be changed by good salespeople who work at their job. I also set up my own business two years ago and it frightened me how much I didn't know about the whole system, the business structures and their legalities. Although I had ran companies for a number of years as managing director, I had other people doing the basics. I believe that it is a very important area of knowledge to understand thoroughly. It makes the possibility of your establishing a rapport with your leading clients that much more likely. Read their trade magazines, understand their business cycles, budgetary processes and media choices. If you are sincere about it, the dividends paid back in "locking in" client loyalty will be very great indeed.

The Consultant Interview

I have seen sales executives at a first meeting with a new client chatting happily away without making a single point. There is no structure to the meeting and, therefore, in most cases very little chance of a successful outcome in business terms.

To be frank, if you have salespeople going out spending their expensive time with clients when there is no hope of a successful business outcome, why are they working for you? Create a "consultant" interview sheet which acts as a sort of questionnaire, although it should never be used that way. It obtains essential information from the client that becomes the basis for future proposals.

It will be accurate and take into account the needs established at this vital first meeting. A sales executive who doesn't even make notes either has a fantastic memory or is missing vital points for the next meeting.

I have never known a client object to the fact that you are interested enough in him to make notes.

Questioning And Listening Techniques

Salespeople are usually very poor at either asking good questions or listening to the answers. In some horrible cases they are poor at both. What you get is the salesperson who says, "No problem. I always list out my questions in advance, so I don't miss any." What generally happens, though, is that they are so busy waiting to ask their next fabulous question that they don't listen to the answer to the last one.

Above this, the questions asked are often the wrong sort. The problem is that we are all highly skilled in asking closed-probe questions which evoke a yes/no response. They fail to get

rect." The more positive responses you get, the nearer you are to an order. This is not rocket science, but it works.

Control the presentation, keep a logical structure to it, answer objections as they are raised and keep track throughout the meeting. Give people three options in your proposal; make the lowest option 10% higher than your normal average order, the next 20% and the third 25% higher and I'll bet you will take more money more regularly. Try it.

Presentation Skills

You can create a wonderful proposal and still lose the business if you don't practise presentation skills. I make my clients

Control the presentation, keep a logical structure to it, answer objections as they are raised and keep track throughout the meeting.

the client to "open up" and the meeting becomes peppered with lots of questions from you and lots of short replies from the client. The worst egocentric TV interviewers do it all the time. Does this ring a bell? "Tell me, in your long, distinguished career, which as we know has covered some 112 films, three books and gained you 34 Oscars and £5 million, do you still enjoy it?"

Because radio is such a fantastic medium to sell, it's easy for sales executives to get excited about their product and rattle on endlessly about how wonderful radio is. The goal is to listen first so you can select only the most pertinent radio benefits to "marry up" with his needs and ultimately move more quickly to the close.

Proposal Writing

If you asked, "Which area you would improve first to increase our revenue?" chances are I would say proposal writing.

Many stations hardly do any. Some only create computer-generated GRP sheets (Gross Rating Points), and they are awful. Others produce masses but all about themselves. For those people who never use them, I find it difficult to believe they are serious about selling radio professionally. There are so many benefits, it should be written into your contract of employment. It helps you to add credibility to your presentation at the follow-up meeting. Clients, amazingly, respond well if you quote back to them things they previously imparted to you. They say things like, "That's a good point," or "Absolutely cor-

work very hard at this aspect because in a more competitive marketplace it is vital to look sharp at all times. Rehearse or role-play with your colleagues before you make an important presentation. The difference when you get in front of the client is staggering.

During 1993 we can return to some of these headings in more detail. May all your orders be big ones in this new year!



TONY GRUNDY owns broadcast sales specialist and management consultancy **Communicate Now**. Grundy has been in the broadcast industry for 18 years, during which time he was sales director at **Radio Aire/Leeds** and MD at **Radio 210/Reading**. He was also named deputy MD when **Radio 210** merged with **GRW/Bristol** in June 1989. He can be contacted at tel: (+44) 491.873.185 or fax: (+44) 491.875.180.

Marketing The Music

Covermania Rules Airwaves

The old adagium in pop music "name me your cover, and I'll tell you what kind of band you are," seems to be more applicable than ever. Numerous pop and dance acts, such as Undercover, Rage, Take That and Sunscreen, are currently flooding the charts with cover versions of proven '70s classic songs. Above all Whitney Houston is the uncrowned queen of the cover with her version of Dolly Parton's "I Will Always Want You." M&M asked Europe's experts in the field for their explanation of the phenomenon.

by Robbert Tilli

Leading cover connoisseur **BRTN Studio Brussels** programmer and author of the essential DJ handbook "The Originals," **Arnold Rypens** notes, "At the moment I see more covers than in the last two years, but covers are timeless. The nature of the songs covered these days is different, that's for sure. In the '30s, '40s and '50s labels put 15 to 20 various artists on one song simultaneously. That was in the days of sheet music. Times have changed, with artists covering well-known classics or forgotten songs. The fact that you see so many '70s covers these days is due to the fact that the younger generation doesn't know the originals and apparently has no fantasy to come up with anything better. I am constantly surprised by youngsters telling me they have never heard of **Creedence Clearwater Revival**."

BMG UK A&R director **Mike McGormack**, who recently enjoyed two cover hits with **Take That**, thinks, "A good song never dies. Why shouldn't they be covered and covered again? It's not a sacred thing. People like to buy them, as the charts show."

When McGormack analyses the A&R procedure behind the "covered-up" charts, he sees a great similarity with the '40s and the '50s, when everybody released versions of **Cole Porter** and **Leonard Bernstein** songs. "It was a matter of finding the stars and the right songs behind them. Current A&R policies reapply these old tricks. People like to hear classic songs presented by a star." He adds, however, that "This is a pop rather than a rock phenomenon. In the '70s A&R managers looked for rock bands who wrote their own songs, no matter if they pinched whole chunks out of **Willie Dixon** blues tunes."

Because of his past at **Virgin Music Publishing**, McGormack, responsible for signing original songwriters such as **Terence Trent D'Arby** and the **Stereo MCs**, points to the changed quality of songwriting. "Unfortunately, I must say that a certain style of songwriting is lacking now. There are probably only a handful of classic songwriters left, like **Diane Warren** and **Desmond Child**. Apparently there is no new team of songwriters coming up, but hopefully the cover craze will inspire young songwriters. They have to understand that you can no longer get away with songs which are only half good. Covers can set the standard for new talent."

PolyGram Music Publishing professional manager **John Fishlock** sees a "massive infiltration" of covers in the charts, but is quick to distinguish the pros from the cons. "There's a high density of revamped '70s songs, which is good on the one hand, because they are good songs which should be heard again. It marks a gradual return to real songs, which is important for us, because we base our entire business on songs. On the other hand I think this development is bad for the image of publishers. It looks as if publishing is drying up now, which isn't true at all. On the contrary, our catalogue is getting better every day."

Another negative point for Fishlock is that "people are jumping on the bandwagon. They're all looking for the easy way to get a hit. What we need now is an exceptionally good band or singer to break through with all original songs. The best example in our own catalogue is probably **Omar**, who had a big hit in many territories with *There's Nothing Like This* in 1991. He's a very versatile writer with a cross-format appeal."

Fishlock regrets that his company is not very lucky with artists revising songs, but he is very hopeful for the future, since PolyGram has a big catalogue of currently popular '70s disco. "On top of my 'pitching list' of songs-in-search-for-a-cover are **Gloria Gaynor's** *I Will Survive*, **Richard Harris's** *MacArthur Park* and *Don't Take Away The Music* by **Tavares**."

Looking at new material to be published, Fishlock concludes he is after real songs. "We're in the game of publishing. Songs should still work 25 years later. Most of the dance hits have a life of only one year on the shelf. Rave tunes will never be covered in my opinion. It would make no sense to cover sounds and rhythms. I would be very surprised if there would be a rave revival in about 15 years or so."

EMI Music Publishing UK MD Peter Reichardt is currently in a good mood because his company owns the rights to "earning songs" such as **Gerry Rafferty's** *Baker Street* and **KC & The Sunshine Band's** disco classic *Please Don't Go*, both all-time hits on compilations and in new versions massive hits for **KWS** and **Undercover** respectively.

Underneath this he remains sceptical, however. "Songwriting talents at the moment are not on par with the past," he says. "Artists have to look for covers to get hits, which is a huge benefit for the publishers. Artistically seen, however, the music business is not very exciting at the moment. Happily there's still a lot of good original material out there, like **Crowded House** and **Simply Red**."

Ironically, the *Stars* album, which sold three million copies in the UK, is the first ever by **Simply Red** featuring nothing but own compositions. **Mick Hucknall** used to be a great plunderer of soul music archives in search for ideas.

Continues Reichardt, "The bulk of hit songs, however, are producer's records. A production team looks for a good song and the right act to perform it, and bingo! It's nothing new, covers will always be there; it goes in cycles. But it's slightly worrying when the ratio goes up like now."

The current covermania proves to Reichardt that everything in pop music still comes down to the strength of the song, rather than a pretty face or a clever image. "It's a publishers' dream at the moment, and you won't hear me complain," expresses **Warner Chappell Music UK MD/senior VP international Robin Godfrey-Cass**. "Especially in the UK charts there's a huge amount of cover hits. Seven songs out of the top 20 are covers, of which we publish four, **West End** featuring **Sybil**, **Sister Sledge**, **Go West** and **S.O.U.L S.Y.S.T.E.M.**

"Young bands are looking for the obvious single to sell the album. If they can't write this song themselves, they have to look for it in the back catalogue. It's hard enough for a new band to happen these days. When Warner merged with Chappell, we hoped that this big treasure trove we had would be constantly explored. It's a sure-fire launch path. You get the airplay almost automatically because of the history of the song. We're also doing well with freshly written material by the **Shamen**. What I find most curious, however, is the cover of **An Emotional Fish'** *Celebrate* by Italian arena filler **Vasco Rossi**, which immediately shot to number one in all Italian charts."

In the world of publishers the tidal wave of covers is generally regarded as exceptional, but not by everybody. **MCA Music International senior VP John Brands** is more low key. "I neither see any explosive growth of covers, nor a diminishing quality of new, original material. We are in the charts with **Bizarre Inc**, **Shai**, **PM Dawn** and **Madonna**, all original songs. You can't tell today which song will be an evergreen tomorrow. Ten to 20 years from now you will see which songs have really stood the test of time. Some of them will have lived on in commercials or in another way, while at the time they were written, everybody considered them as ditties."

A case in point, he says, is the 1970 hit single *Hair*, by the group **Zen**, of which Brands was the lead singer. The song proved to be a classic, because it is still a strong recurrent on Dutch radio.

The Big Cover Up

Artist	Title	Label	Original
Annie Lennox	Don't Let Me Down	RCA	Beatles
Annie Lennox	River Deep Mountain High	RCA	Ike & Tina Turner
Annie Lennox	Feel The Need	RCA	Detroit Emerald
Billy Ray Cyrus	These Boots Are Made For Walking	Mercury	Nancy Sinatra
Black Crowes	Rainy Day Women No. 12 & No. 35	Del American	Bob Dylan
Boyz II Men	In The Still Of The Night	Motown	Five Satins
Cher	Oh No Not My Baby	Geffen	Maxine Brown
Cher	Takin' It To The Streets	Geffen	Michael McDonald
Cher	Many Rivers To Cross (live)	Geffen	Jimmy Cliff
Cher	Fire Down Below	Geffen	Bob Seger
Cher	Tougher Than The Rest	Geffen	Bruce Springsteen
Curiosity	Hang On In There Baby	RCA	Johnny Bristol
Double You	Please Don't Go	Robxy	K.C. & The Sunshine Band
East Side Beat	Alive & Kicking	hrr	Simple Minds
East Side Beat	Ride Like The Wind	hrr	Christopher Cross
En Vogue	Yesterday	East West	Beatles
Erasure	Lay Your Love On Me	Mute	Abba
Erasure	S.O.S.	Mute	Abba
Erasure	Take A Chance On Me	Mute	Abba
Erasure	Voulez Vous	Mute	Abba
Everything But The Girl	Time After Time	Blanco y Negro	Cyndi Lauper
Everything But The Girl	Alison	Blanco y Negro	Elvis Costello
Everything But The Girl	Tougher Than The Rest	Blanco y Negro	Bruce Springsteen
Faith No More	I'm Easy	Slash	Commodores
Farm	Don't You Want Me Baby	Columbia	Human League
Fish	Hold Your Head Up	Polydor	Argent
Fish	5 Years	Polydor	David Bowie
Fish	Question	Polydor	Moody Blues
Fish	Apeman	Polydor	The Kinks
Fish	Fearless	Polydor	Pink Floyd
Fish	I Know What I Like	Polydor	Genesis
Guns N'Roses	Knockin' On Heaven's Door	Geffen	Bob Dylan
Guns N'Roses	Live And Let Die	Geffen	Wings
Incognito	Don't You Worry 'Bout A Thing	Talkin' Loud	Stevie Wonder
KWS	Rock Your Baby	Network	George McGrae
KWS	Please Don't Go	Network	K.C. & The Sunshine Band
KWS & The Tramps	Hold Back The Night	Network	The Tramps
Kylie Minogue	Give Me Just A Little More Time	PWL	Chairman Of The Board
Kylie Minogue	Celebration	PWL	Kool & The Gang
Lemonheads	Mrs. Robinson	Atlantic	Simon & Garfunkel
Madonna	Fever	Maverick	Peggy Lee
Manic Street Preachers	Suicide Is Painless	Columbia	Theme From M.A.S.H
Marc Almond	The Days Of Pearly Spencer	WEA	David McWilliams
Mariah Carey	I'll Be There	Columbia	Jackson 5
Marillion	Sympathy	EMI	Rare Bird
Michael Bolton	You Send Me	Columbia	Sam Cooke
Michael Bolton	To Love Somebody	Columbia	Bea Gees
Michael Bolton	Reach Out I'll Be There	Columbia	Four Tops
Michael Bolton	Bring It On Home To Me	Columbia	Sam Cooke
Michael Bolton	Drift Away	Columbia	Dobie Gray
Michael Bolton	Hold On I'm Comin'	Columbia	Sam & Dave
Michael Bolton	Knock On Wood	Columbia	Eddy Floyd
Michael Bolton	White Christmas	Columbia	Bing Crosby
Michael Bolton	Yesterday	Columbia	Beatles
Michael Jackson	Come Together	Columbia	Beatles
Mick Jagger	Think	Atlantic	The Five Royals
Mick Jagger	Use Me	Atlantic	Bill Withers
Mick Jagger	Handsome Molly	Atlantic	Mike Seeger
Mick Jagger	I've Been Lonely For So Long	Atlantic	Frederick Knight
Miss World	What A Wonderful World	Anxious	Louis Armstrong
Neil Diamond	Morning Has Broken	Columbia	Cat Stevens
Network	Broken Wings	Chryslis	Mr. Mister
Neville Brothers	Fly Like An Eagle	A&M	Steve Miller
Nick Cave/Shane McGowan	What A Wonderful World	Mute	Louis Armstrong
Opus III	Talk To The Wind	PWL	King Crimson
Pasadenas	Lucy In The Sky With Diamonds	Columbia	Beatles
Pasadenas	I'm Doing Fine Now	Columbia	New York City
Rage	Run To You	Pulse 8	Bryan Adams
Right Said Fred	Summertime	Tug	Lovin' Spoonful
Rod Stewart	Your Song	Warner	Elton John
Rod Stewart	Tom Traubert's Blues	Warner	Tom Waits
Shanice	Lovin' You	Motown	Minnie Riperton
S.O.U.L S.Y.S.T.E.M.	It's Gonna Be A Lovely Day	Aristo	Bill Withers
Simply Red	Drowning In My Own Tears	East West	Roy Charles
Sinead O'Connor	Success Has Made A Failure Of.	Ensign	Loretta Lynn
Sinead O'Connor	Don't Cry For Me Argentina	Ensign	Julie Covington
Sophie B. Hawkins	I Want You	Columbia	Bob Dylan
Sunscreen	Broken English	SSQ	Marionette Faithfull
Swing Out Sister	Am I The Same Girl	London	Barbara Acklin
Take That	It Only Takes A Minute	RCA	Tavares
Take That	Could It Be Magic	RCA/Barry Manilow/Donna Summer	
The Cover Girls	Wishing On A Star	Aristo	Rose Royce
Thunder	With A Little Help From My Friends	Parlophone	Beatles
Tom Jones	All You Need Is Love	Zomba	Beatles
Tori Amos	Smells Like Teen Spirit	East West	Nirvana
Tori Amos	Angie	East West	Rolling Stones
Tori Amos	Thank You	East West	Led Zeppelin
U2	Paint It Black	Island	Rolling Stones
U2	Satellite Of Love	Island	Lou Reed
U2	Fortunate Son	Island/Creedence Clearwater Revival	
Undercover	How Long	PWL	Ace
Undercover	Never Let Her Slip Away	PWL	Andrew Gold
Undercover	Baker Street	PWL	Gerry Rafferty
Undercover	The Way It Is	PWL	Bruce Hornsby
Undercover	Never Too Much	PWL	Luther Vandross
Undercover	Waiting For A Girl Like You	PWL	Foreigner
Vanessa Paradis	Waiting For The Man	Remork	Velvet Underground
Vegas	She	RCA	Charles Aznavour
Wes (Not Wat)	Listen Like Thieves	Fontana	INXS
West End feat. Sybil	The Love I Lost	PWL Harold Melvin & The BlueNotes	
Whitney Houston	I Will Always Love You	Aristo	Dolly Parton
Whitney Houston	I'm Every Woman	Aristo Chaka Khan/Ashford & Simpson	
Willy de Ville	Hey Joe	FNAC	The Leaves
ZZ Top	Viva Las Vegas	Warner	Elvis Presley

The above list is based on cover songs from 1992-93 and is by no means complete. Programmers wanting to get the full details should contact compiler **Machgiel Bakker** at tel. (+31) 20.669 1961; fax (+31) 20.669 1941.

SINGLES

DURAN DURAN

Ordinary World - Parlophone **EHR/ACE**
PRODUCER: Duran Duran/John Jones
 Surprise, surprise, Duran Duran is still with us. **Simon Le Bon's** "après teenage idol" career has an encouraging start with this ballad, that could even change the minds of the adult sceptics. **Swansea Sound/HOM Rob Pendry** could be one of these. "It's a grower," he says. "It's far more laid back than their earlier stuff. It could just as well be another group; they have matured considerably with age."

EAST 17

Deep - London **EHR/D**
PRODUCER: Robin Goodfellow
 Teeny boppers seldom surprise us on an artistic level, but this slow rap not unlike **L.L. Cool J's** standard *I Need Love* is a fairly inventive piece of music.

SOPHIE HAWKINS

I Want You - Columbia **ACE/A/EHR**
PRODUCER: Rick Chertoff/Ralph Schuckett
 Unlike all those trendy copy cats who literally cover a song note by note and add some dance beats to it, Hawkins manages to completely transform the **Bob Dylan** classic, that sounds like Cyndi Lauper in a Sinéad O'Connor setting. Says **BRTN West Flanders/Kortrijk producer Peter de Groot**, "She does a really exceptional job, while treating the song with the utmost respect."

MICK JAGGER



Sweet Thing - Atlantic **EHR/R/D**
PRODUCER: Mick Jagger/Rick Rubin
 Since *Hot Stuff* and *Miss You*, Jagger hasn't been so funky. Meanwhile he winks to fellow Stones solo escapadists Keif and Ronnie, reminding them who the real singer is.

LENNY KRAVITZ

Are You Gonna Go My Way - Virgin **R/EHR**
PRODUCER: Lenny Kravitz
 A special warning before you fasten your headphones. Kravitz cracks your nut with his hardest rocking single to date. A delicious earache.

LULU

Independence - Dôme/Capitol **D/EHR**
PRODUCER: Mike Ward/Cary Baylis/Eliot Kennedy
 In recent years we've seen Sandy Shaw and Dusty Springfield re-emerging in the most unexpected musical contexts. Now another grand lady of '60s pop returns with an uptempo Lisa Stansfield-type of song.

ALEXANDER O'NEAL

Love Makes No Sense - Tabu/A&M **D/EHR**
PRODUCER: Lance Alexander/Prof. T.
 It's still swing beat that moves O'Neal, although he now takes a back seat, leaving the most memorable part of the song to his backing vocalists.

JOHN PRINE

All The Best - Oh Boy/Sony Music **C/R/ACE**
PRODUCER: Howie Epstein
 Time out for an exceptional country singer. **EHR DJs** who still suffer from an anti-country prejudice should be notified that this is the kind of music John Mellencamp provided on his hit album *The Lonesome Jubilee*.

CHRIS REA

Soft Top, Hard Shoulder - East West **ACE/EHR**
PRODUCER: Chris Rea
 Soft pop, hard mould. The power of Rea's third single from the *God's Great Banana Skin* album—also the theme song to the **Gruber Brothers** film—is skindEEP, maybe because of the reminiscence of outlaw Lee Clayton's *I Ride Alone*.

STING

If I Ever Lose My Faith In You - A&M **EHR/ACE**
PRODUCER: Hugh Padgham/Sting
 "Tales of the unexpected," or the return of "Sting stamina." On the first single off *Ten Summoner's Tales* the strong arm of the Police rises again for the first time since **Gordon Sumner's** solo career started.

VAYA CON DIOS

Time Flies - Ariola **EHR/ACE**
PRODUCER: Dani Klein/Phillippe Allaert
 The muse of music has given Dani Klein the talent for bringing a "European soul variant that's multi-applicable from chique garden parties to long lonely car rides in the rain."

NEW TALENT

B-JOE

Ready To Ride - Galahad (LP) (Denmark)
PRODUCER: Mike Anderson
 Take a ride on the Danish prairie with this rock band which has already toured with big brothers Pretty Maids. With the rock ballad *Don't Wanna Lose You* they won significant local radio support. Contact **Frank Marstokk** at tel: (+45) 3313 3315; fax: 3313 3330.

BLUE STAR

One In A Million - Kelt (Holland)
PRODUCER: Blue Star
 There are millions of guitar-driven pop acts but only one like this. Coupling traditional pop with a subtle dance beat, Blue Star is the nova in retro heaven. Contact **Wouter Verrijn Stuart** at tel: (+31) 30.316 875; fax: 30.343 270.

COOL JAMES & BLACK TEACHER

Undercover Lovers - Stockholm (LP) (Sweden)
PRODUCER: Bass Nation/P. Reinitz/P. Aronsson/S. Cajander
 Check out why Dr. Alban and his manager strongly believe in this pop/dance act. You'll be a believer too when you hear the ballad *You Make Me Feel*. Contact **Eric Hasselqvist** at tel: (+46) 8.627 3803; fax: 8.627 0864

ALBUMS

BLUES 'N' TROUBLE



Poor Moon - Barkin' Mad/Line **R/EHR**
PRODUCER: Blues 'N' Trouble/Brian MacNeill
 For some topographical knowledge, ask these Scottish "trouble boys" who have been on every road and have seen every pub in Europe from the inside. Since they have always done everything on their own—from driving to their concerts to carrying their equipment—the next step, launching their own record label Barkin' Mad seems quite logical. The hardest working men in show-bizz had a hard act to follow, since their 1991 album *Down To The Shuffle* was voted best UK album of the year by the authoritative British Blues Connection. With the great variety of styles, *Poor Moon* is a worthy successor. The country/gospel tune *Po' Boy*, the Stones-inspired rocker *Sweet Little Cutie* and the **Bo Diddley** cover *Pretty Thing* with that ingenious new guitar line by **John Bruce** will take your bluesy listeners over the moon.

GIPSY SYNTHESIZER

Gipsy Synthesizer - Yoko (LP) (Spain)
PRODUCER: A. Jaén
 Imagine an edition of "Come Dancing" staged at high noon outside the OK Korral and you get the picture. If you can't, it is labeled with "Spain Space." Contact **Alfonso Serra** at tel: (+34) 93.263 3090; fax: 93.263 2416.

MASQUERADE

Masquerade - Dino (LP) (Sweden)
PRODUCER: Tony Yoanson/Thomas G:son
 This Swedish foursome crawls out of the same snake pit from which David Coverdale gets his inspiration. Old fashioned we hear you say? *Our Time Has Come* is their answer to that. Contact **Mag Soderkvist** at tel: (+46) 8.627 5090; fax: 8.627 0766.

MIGHTY MIKE

Time Flies When You're A Couch Potato - Van (LP) (Holland)
PRODUCER: Michiel Jansen/Dick Schulte
 Noordholt/Mighty Mike
 Is this the man who can beat Popeye the sailorman? The omnipotent Dutch singer prefers to use his fists to beat his drums and guitar. As the time flies, add *Lies* to make your playlist more funky. Contact **Bobbie Rossini** at tel (+31) 35.211 255; fax: 35.212 666.

DINOSAUR JR

Where You Been? - Blanco Y Negro/WEA **A/R/EHR**
PRODUCER: Jay Mascis
 Grunge rockers all around the world never forget that Dinosaur JR was there first. Nevermind, it is about time that Jay Mascis' troop gets some more than just critical praise. The darlings of alternative radio have some lovely melodies which are no longer hidden behind clouds of feedback. It's the best alternative now that Seattle is having a siesta before follow-up albums.

THE GOATS

Tricks Of The Shade - Ruff House/Columbia **D/A/EHR**
PRODUCER: Joe "The Butcher" Nicolo/Oatie Kato
 "I'm Not Your Typical American!" the Goats rap on top of the bassline out of *One Of These Nights* by the **Eagles**, one of the most stereotypical American bands in history. Such contradictions and the broad choice of subjects (from George Bush, and Manuel Noriega to Rodney King) make this an utterly topical album, and therefore a document of its time.

IAN McNABB

Truth And Beauty - Quicksilver/Phonogram **A/EHR**
PRODUCER: Boots
 In these days that everybody is infected by "cover-itis," the real songwriters haven't given up. McNabb, former mainstay of **Icicle Works**, has kept the sound of Liverpool alive. Like fellow citizen Julian Cope, he hasn't sat down on his laurels, because he has understood in which direction the taste in the UK has developed. That doesn't mean that he adds modern percussion just for the sake of it. The result is trademark melodies from the Mersey side (the title track!), that you now and then can tap your feet along with. That will be easy with the single with the imaginative title *If Love Was Like Guitars* and with *Story Of My Life*.

RED CINDER

Red Cinder - EMI **A/EHR**
PRODUCER: Ferdinand Bakker/Kim Haworth
 Never underestimate the musical potential of an all girl vocal group who are the fantasy of clever producers. Whereas **Laura Fygi** in her post **Centerfold** days unexpectedly became a successful crooner, **Cecilia Braam** nodded her head to the alternative pop scene. With **Ferdinand Bakker** and **Kim Haworth**—both men are more than just a footnote in Dutch rock history—she has discovered the real strength of her voice, somewhat like a more steady Kate Pierson of the B-52's. Along with the cover of **Dave Berry's** '60s hit *Strange Effect*, *Taste Too Sweet* and *Someday Sunrises* are best.

THELONIOUS MONSTER

Beautiful Mess - Capitol **A/R/EHR**
PRODUCER: Joe Hardy/Pete Anderson/Al Kooper
 For Monk addicts this band's name will be pure blasphemy. That didn't stop **Tom Waits** from dueting with **Bob Forrest** on *Adios Lounge*, a song with the same radio appeal as Waits' own *In The Neighbourhood*. The rest is more the type of guitar-driven pop as was made popular in the mid '80s by a band like the Beat Farmers at their more serious moments. *Blood Is Thicker Than Water* and *Body And Soul* are a must for rock radio, which will hopefully forgive them for covering **Joan Armatrading's** *Weakness In Me*.

Singles and albums featured in New Releases are listed alphabetically. Each record is recommended for format or programme suitability. Abbreviations used include: EHR, ACE, R (Rock), D (Dance), C (Country), J (Jazz), EZ (Easy Listening), NAC (New Adult Contemporary), A (Alternative) and M (Metal). Records mentioned in New Talent are by acts signed to independent labels for which license and/or publishing rights are available, except as noted. Please send your samples to Robbert Tili/Machgijl Bakker, PO Box 9027, 1006 AA Amsterdam, Holland.

Station Reports

Station reports include all new additions to the playlist, indicated by "AD." Reports from certain stations will also include a "Power Play" (PP), a track which receives special emphasis for the week, as well as featured new albums indicated by the designation "AL." Within each country, stations are grouped by ranking and listed alphabetically. Rankings include: Platinum (P), Gold (G), Silver (S) and Bronze (B). All playlists must be received by Monday at 13.00 hours CET.

GERMANY

ANTENNE NIEDERSACHSEN/Hannover P

ACE
Antje Schmidt - Head Of Music
A List:
AD Bonnie Tyler - Call Me
Boney M. - Megamix
FR David - I'll Try
Juliane Werding - Geister
Roland Kaiser - Ganz Oder

HR 3: LEIDER GUT/Frankfurt P

EHR/Dance
Markus Hertle - Producer
Power Play:
AD Sting - If I Ever
A List:
AD Bon Jovi - Bed Of
SOUL SYSTEM - Its Gonna
Take That - Could It
The The - Dogs Of Lust

HR 3: ON LINE/Frankfurt P

EHR/ACE
Markus Hertle - Producer
A List:
AD Go West - What You
Vanessa Paradis - Sunday

NDR 2 (DAYTIME PROG.)/Hamburg P

ACE
Lutz Ackermann - Head Of Music
A List:
AD Beloved - Sweet Harmony
Edo Zankie - Wie Gut
Lisa Stansfield - Someday
Münchener Freiheit - Tausend
Patty Smyth - No
Phil Daut - Nichts Passiert
Soul Sister - Broken

NDR 2 (EVENING PROG.)/Hamburg P

EHR
Lutz Ackermann - Head Of Music
A List:
AD Bobby Brown - Good Enough
Capt. Hollywood - More And
Jon Secada - Do You
Shakespears Sister - Hello
Simon Climie - Soul

RADIO FFH/Frankfurt P

EHR
Andreas Karzewski - Head Of Music
A List:
AD Dina Carroll - Special Kind
B List:
AD Jesus Loves You - Sweet
Patty Smyth - No
Pe Werner - Mehr
Shai - If I Ever
Six Was Nine - We Are Free
Stephanie Mills - All In
Wolf Maahn - Gut

RADIO NRW/Oberhausen P

ACE
Jeff van Gelder - Head Of Music
A List:
AD Juliane Werding - Geister
Prinzen - Bombe
Soul Sister - Broken

SWF 3: POPSHOP HITLINE/Baden Baden P

EHR
Jörg Lange - Producer
A List:
AD Advanced Chemistry - Fremd
Fantastischen Vier - Vier
Prinzen - Bombe

WDR 1: SCHLAGERRALLYE/Cologne P

EHR
Wolfgang Roth - Producer
A List:
AD Capt. Hollywood - Only
Cheerio Miss Sophie - Radio
Deep Purple - Smoke On
Fantastischen Vier - Soft
Haddaway - What Is Love
Jesse Lee Davis - Is This
John Davis - United
Patty Smyth - No
Planet Claire - Satellite
Prinzen - Bombe
Rage - Run To
Shai - If I Ever
Stan Bush - Can't Hide
Swimming The Nile - Can't
Wolf Maahn - Gut

BERLIN 88.8/Berlin G

National Music
Jürgen Jürgens - Head Of Music
A List:
AD Lisa Stansfield - Someday
Michael Morgan - Mein Herz
Roland Kaiser - Ganz Oder

B List:
AD Christopher Baker - If I Only
Dschinghis Khan - Huh Hah
Mary Roos - Alles Was
Out/Blue - Out Of
Papillon - Melodie
R & R Orch. - Freie

ENERGY/Berlin G
EHR
Holger Richter - Music Dir
B List:
AD Jesus Loves You - Sweet

HIT RADIO N 1/Nuremberg G

Dance
Cetin Yaman - Prog Dir
Power Play:
AD Fantastischen Vier - Soft
A List:
AD SOUL SYSTEM - Its Gonna
Sister Sledge - We Are
USURA - Open Your
U.S. 3 - Cantaloop

HUNDERT 6/Berlin G

ACE
Rainer Gruhn - Music Dir
Power Play:
Alexander Mezek - Anyone
Cliff Richard - I Still
Lionel Richie - Love On
Rod Stewart - Tom
Shanice - Saving For
Trey Lorenz - Someone
Minghi/Lazlo - Vattene
Sade - Feel No Pain

A List:

AD Bob Marley - Why
David Hasselhoff - The Girl Forever
Gerry Rafferty - It's Easy
Lisa Stansfield - Someday
Roger Whittaker - lauch' Hinab
Simon Climie - Does Your
Tom Becker - Himmel

R.S. 2/Berlin G

ACE
Raif Blasberg - Head Of Music
A List:
AD Chris Norman - Goodbye Lady
Lisa Stansfield - Someday
Paul McCartney - Hope
Peter Gabriel - Steam
Prinzen - Bombe
Schulze - Paradiesvogel
Sting - If I Ever
Vaya Con Dios - Time Flies
Wendy Chamlin - Hear The

RADIO ARABELLA/Munich G

National Music
Karl-Heinz Schweter - Prog Dir
A List:
AD Angela Wiedl - Wenn Der
Dirk Busch - Typisch
Münchener Freiheit - Tausend
Roland Kaiser - Ganz Oder
Siw Malmkvist - Es Kann Nicht
Sommerwind - Wenn Du

RADIO FFN/Isernhagen G

EHR
Jürgen Köster - Prog Dir
Frank Eichner - Head Of Music
A List:
AD Shakespears Sister - Hello
Whitney Houston - I Will
B List:
AD Ace Of Base - All That She
Cheat - Oh No Not
Faith No More - I'm Easy
Jimmy Nail - Only Love
Lisa Stansfield - Someday
Paul McCartney - Hope
Peter Gabriel - Steam
Undercover - Never Let
Willy DeVille - Hey! Joe

RADIO GONG/Nuremberg G

EHR
Peter "Marc" Stingl - Music Dir
Power Play:
AD Dan Lucas - Heart
West End - The Love
B List:
AD Julian Dawson - Guidance
Pe Werner - Mehr
Poison - Stand
R.E.M. - Man On The Moon
AL
Fish

RADIO SÄLU/Saarbruecken G

EHR
Adam Hahne - Prog Dir
A List:
AD Lisa Stansfield - Someday
Patty Smyth - No
Shakespears Sister - Hello
Six Was Nine - We Are Free
Tasmin Archer - Sleeping

RADIO XANADU/Munich G

Rock
Benny Schnier - Head Of Music
Power Play:
Bon Jovi - Keep The Faith
R.E.M. - Drive
U2 - Who's Gonna Ride...
Eric Clapton - Layla
Fleetwood Mac - Love Shines
Guns N' Roses - November Rain
Rod Stewart - Tom

A List:

AD Def Leppard - Heaven Is
Lemonheads - Mrs. Robinson
Mick Jagger - Sweet Thing
Paul McCartney - Hope
Rare Earth

RB 4/Bremen G

EHR
Axel Sommerfeld - DJ/Producer
B List:
AD Al Jarreau - What You...
Bad Company - This Could
Barenaked Ladies - Brian
Broon - On My Side
Celine Dion - Love Can
Def Leppard - Heaven Is
Del Amitri - When You

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WEA Music, A division of Warner Music Germany
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Eddie Murphy - I Was
Edelweiss - Planet
Element Of Crime - Sperr
Faith No More - I'm Easy
Frank & Walters - After
Go West - What You
House Of Love - Crush Me
Jesus Jones - The Devil
Mad Cobra - Flex
Maggie Reilly - Tears
Martine Girault - Revival
Mr. Lee - Hey Love
Rembrandts - Waiting
Roy Orbison - Hearbreak
SOUL SYSTEM - Its Gonna
Sade - Feel No Pain
Six Was Nine - We Are Free
Stefan Andersson - Here Comes
Sting - If I Ever
The The - Dogs Of Lust
Vaya Con Dios - Time Flies

RSH/Kiel G
EHR
Stephan Hampe - Head Of Music
Power Play:
AD Mick Jagger - Sweet Thing
A List:
AD Paul McCartney - Hope
Peter Gabriel - Steam
AL
Dina Carroll

SDR 3/Stuttgart G
EHR
Hans Thamas - Producer
Power Play:
AD Eddie Murphy - I Was
Sting - If I Ever

RADIO 7/Ulm S
ACE
Alex Naumann - Head Of Music
A List:
AD Paul McCartney - Hope
B List:
AD Al Jarreau - What You...
Alexander Mezek - Anyone
Bad Company - This Could
Bellamy Brothers - My Indiana
Bob Marley - Why
Capt. Hollywood - Only
Chris Norman - Goodbye Lady
Dan Baird - I Love You Period
Dan Lucas - Heart
David Dexter - Jack Le
Edo Zankie - Wie Gut
Frank & Walters - After
Girlfriend - Take It
Haddaway - What Is Love
Inker & Hamilton - You'll
Jennifer Rush - Vision Of You
Juliane Werding - Geister
Soul Sister - Broken
Münchener Freiheit - Tausend
Mick Jagger - Sweet Thing
Michael Penn - Seen The
Out/Blue - Out Of
Patty Smyth - No
Pur - Hob' Mich Wieder
Rembrandts - Waiting
Roland Kaiser - Ganz Oder
Sade - Feel No Pain
Sissi - Perlinger - Wo Ist Der Mann?
Toad The Wet 5 - Walk
U.S. 3 - Cantaloop
Ultravox - I Am Alive
Vaya Con Dios - Time Flies
Wolf Maahn - Gut

RADIO LINDAU/Lindau S
EHR
Jens Bohm - MD
Power Play:
Humphries Singers - Mama Lou '92
A List:
AD Charles & Eddie - Would I
Peter Gabriel - Steam
Undercover - Never Let
B List:
AD Elvis - It's Now
Prinzen - Bombe

RADIO REGENBOGEN/Mannheim S
EHR
Martin Schwebel - Music Dir
Power Play:
AD Pe Werner - Mehr
A List:
AD Ace Of Base - All That She Wants
Edo Zankie - Wie Gut
Sting - If I Ever
B List:
AD Curtis Stigers - Peace, Love
Dan Lucas - Heart
Faith No More - I'm Easy
Hothouse Flowers - Emotional
Jennifer Rush - Vision Of You
Kenny G - Even If
Lisa Stansfield - Someday
Münchener Freiheit - Tausend
Martine Girault - Revival
Nene - Conversation
Patty Smyth - No
Rembrandts - Waiting
Six Was Nine - We Are Free
Wolf Maahn - Gut

RADIO CHARIVARI/Nuremberg G
ACE
Mathias Hofmann - Music Dir
Power Play:
Charles & Eddie - Would I
Elton John - Last Song
Freddie Mercury - Great
Whitney Houston - I Will
Toad The Wet 5 - All I
A List:
AD Duran Duran - Ordinary
Graduates - Don't Fade
B List:
AD Alice In Fashionland - Alice In

RADIO KÖLN: COLOGNE
CHARTS/
Cologne B
EHR
Uwe Spöri - Prog Dir
Ludwig Schieffer - Prog Dir

A List:
AD Minghi/Lazlo - Vattene
Rubettes - Megamix
Sally Davis - My Best Friend
Sousister - Broken

WELLE FIDELITAS/Karlsruhe B
ACE
Thomas Tscheschner - Head Of Music
A List:
AD Edo Zankie - Wie Gut
Kenny G - Forever In
Lindsey Buckingham - Soul Drifter
Sousister - Broken

UNITED KINGDOM

ATLANTIC 252/London P
EHR
Paul Kavanagh - Prog Dir
A List:
AD Annie Lennox - Little
Arrested Dev. - Mr. Wendal
Charles & Eddie - NYC
Goddess - Let's Get Sexual
Lulu - Independence
Peter Gabriel - Steam
Sister Sledge - We Are

BBC RADIO 1/London P
EHR
Paul Robinson - Prog Dir
A List:
AD Poison - Stand
B List:
AD 2 Unlimited - No Limit
Deacon Blue - Will We
Gary Clark - We Sail
Jesus Jones - The Right
Oui 3 - For What
Shaggy - Oh Carolina
Simon Climie - Does Your
Sting - If I Ever
The The - Lonely

BEACON RADIO/Wolverhampton P
EHR
Peter Wagstaff - Prog Dir
A List:
AD Al Jarreau - What You...
Alexander O'Neal - Love Makes
Annie Lennox - Little
Barenaked Ladies - Brian
Beloved - Sweet Harmony
Bruce Springsteen - If I Should
Dream - Things Can Only
Dean Collison - Runaways
Deacon Blue - Will We
Duran Duran - Ordinary
En Vogue - Give It
Freddie Mercury - Great
Gary Clark - We Sail
Genesis - Tell Me Why
Gloria Estefan - I See
Ian McEwan - If Love
INXS - Beautiful
Jon Secada - Angel
M People - How Can I Love
Michael Jackson - Give In To Me
Michael Bolton - Reach Out
Mick Jagger - Sweet Thing
Robert Hart - Boys On
Rodeo Jones - Natural
Rolf Harris - Stairway
SOUL SYSTEM - Its Gonna
Saffron - Circles
Shanice - Saving For
Sister Sledge - We Are
Sophie B. Hawkins - I Want You
Sting - If I Ever
T'Pou - Valentine
Ultravox - Vienna
Whitney Houston - Queen Of

BRMB FM/Birmingham P
EHR
Robin Valk - Head Of Music
A List:
AD Dee Fredrix - And So I
Gloria Estefan - I See
INXS - Beautiful
Mick Jagger - Sweet Thing
Sting - If I Ever
Sugar - If I Can't
Take That - Why Can't I

B List:
AD Cult - She Sells
D'ream - Things Can Only
Dean Collison - Runaways
Dinosaur Jr. - Start
Naughty By Nature - Hip Hop
Poison - Stand
Radiohead - Anyone Can
Tragically Hip - Locked In
Zucchero - Come Back The Sun

CAPITAL FM/London P
EHR
Richard Park - Prog Contr
A List:
AD Gary Clark - We Sail
INXS - Beautiful
Leo - Looking Through
Take That - Why Can't I
Trey Lorenz - Photograph
B List:
AD Girlfriend - Take It
Glo Worm - I Liff
Louie Louie - Brother Louie
Naughty By Nature - Hip Hop
Quireboys - Brother Louie
Saint Etienne - You're In
Shaggy - Oh Carolina

CHILTERN NETWORK/
Dunstable/Northampton/Gloucester P
EHR
Clive Dickens - Head Of Music
A List:
AD En Vogue - Give It
Sister Sledge - We Are
B List:
AD Beloved - Sweet Harmony
Chris Rea - Soft Top
Deacon Blue - Will We
Fargette - Music
Frames - Picture Of
Freddie Mercury - Great

Station Reports

INXS Beautiful
k.d. lang: Constant Craving
Maggie Reilly: Touch
Michael Jackson: Give In To Me
Rapinaton: Gee And
Robert Downey Jr.: Smile
Sunscreen: Broken English
Thunder: A Better
Zucchero: Come Back The Sun

CITY FM/Liverpool P
EHR
Sue Taylor - Coord
A List:
AD Michael Bolton: Reach Out
B List:
AD Acosta Russell: Deep In
Chris Rea: Soft Top
Dream: Things Can Only
Dean Collins: Runaways
Mick Jagger: Sweet Thing
Woodswings: Spiritual
Undercover: I Wanna

KISS FM/London P
Dance
Gordon McNamee - Prog Dir
B List:
AD Chaka Demus: Mr. Menion
Dream: Things Can Only
Dina Carroll: Falling
Eskimo & Egypt: Fall From
Henry: Ease The
Lulu: Independence
Nadine Sutherland: Action
Rage: Why Don't You
Rodeo Jones: Natural
Trey Lorenz: Photograph
Vanessa Simon: Revelation

METRO RADIO GROUP/Newcastle
EHR
Liz Elliott - Music Organiser
A List:
AD Annie Lennox: Little
Fleetwood Mac: Love Shines
INXS: Beautiful
Robert Hart: Boys On
Sting: If I Ever
Thunder: A Better
B List:
AD Dream: Things Can Only
Deacon Blue: Will We
Poison: Stand
Sugar: If I Can't
Trey Lorenz: Photograph

PICCADILLY RADIO/Manchester P
EHR
Keith Pringle - Head Of Music
A List:
AD Deacon Blue: Will We
Fleetwood Mac: Love Shines
B List:
AD 808 State: Plan 9
Alannah Myles: Black
Annie Lennox: Little
Chris Rea: Soft Top
Del Amitri: When You
Forgetta: Music
Gary Clark: We Sail
INXS: Need You
Rapinaton/Mazelle: Love Me The
M People: How Can I Love

CHOICE FM/London G
Dance
Merrit Crawford - Head Of Music
B List:
AD Barry Boom: More And
Chris Ballin: Sray Away
Dodge City Prod.: As Long As
Karen Anderson: I Work
Redman: Time 4 Sum

COOL FM/Belfast G
ACE
John Paul Ballantine - Head Of
Music
A List:
AD Annie Lennox: Little
Faith No More: I'm Easy
Sandra: Johnny Wanna
B List:
AD Bon Jovi: Bed Of
Cathy Dennis: Falling
Dean Callison: Runaways
Ian McNabb: If Love
Lulu: Independence
Toad The Wet S.- Walk

DOWNTOWN RADIO/Belfast G
EHR
John Rosborough - Prog Dir
A List:
AD Annie Lennox: Lovesong
Annie Lennox: Little
Beijing Spring: I Wanna Be
Dee Fredrix: And So I
Fleetwood Mac: Love Shines
Gloria Estefan: I See
Jimmy Nail: Beautiful
Maggie Reilly: Touch
Mick Jagger: Sweet Thing
Robert Hart: Boys On
Zucchero: Come Back The Sun

FORTH RFM/Edinburgh G
EHR
Colin Sommerville - Head Of
Music
A List:
AD Annie Lennox: Little
Chris Rea: Soft Top
Dream: Things Can Only
Don Baird: I Love You Period
Deacon Blue: Will We
Fleetwood Mac: Love Shines
Gloria Estefan: I See
INXS: Beautiful
Michael Bolton: Reach Out
Poison: Stand
R.E.M.: Sidewinder
Sting: If I Ever
Thunder: A Better
Yazz: How Long
B List:
AD Dee Fredrix: And So I
Jimmy Nail: Beautiful

**HORIZON RADIO AND GALAXY
RADIO/Milton Keynes and Bristol** G
Dance
Clive Dickens - Head Of Music
A List:
AD Don E.: Oh My Gosh
M People: How Can I Love
Sister Sledge: We Are
B List:
AD Charles & Eddie NYC
Dann'elie Gaha: Da It
East 17: Deep
Eskimo & Egypt: Fall From

INVICTA/Whitstable G
EHR
John Lewis - Program Manager
Tim Stewart - Head Of Music
A List:
AD Annie Lennox: Little
Barenaked Ladies: Brian
Bon Jovi: Bed Of
Forgetta: Music
Lulu: Independence
Robert Downey Jr.: Smile
B List:
AD Beloved: Sweet Harmony
Cathy Dennis: Falling
Deacon Blue: Will We
Lorraine Cole: How Can You
M People: How Can I Love
Mick Jagger: Sweet Thing
Trey Lorenz: Photograph

RADIO CLYDE/Glasgow G
EHR
Alex Dickson - Prog Dir
A List:
AD Annie Lennox: Little
Beloved: Sweet Harmony
Deacon Blue: Will We
INXS: Beautiful
Michael Bolton: Reach Out
Robert Downey Jr.: Smile
B List:
AD Dan Baird: I Love You Period
Dee Fredrix: And So I
Fleetwood Mac: Love Shines
Snap: Exterminate
Sugar: If I Can't

**RED ROSE
RADIO/Preston/Blackpool** G
EHR
Dave Sander - Head Of Music
B List:
AD Faith No More: I'm Easy
BROADLAND FM/Norwich S
EHR
Mike Stewart - Prog Dir
Dave Brown - Head Of Music
A List:
AD Annie Lennox: Little
INXS: Beautiful
Jimmy Nail: Beautiful
Robert Hart: Boys On
Thunder: A Better
Whitney Houston: I'm Every

FOX FM/Oxford S
EHR
Steve Ellis - Prog Contr
A List:
AD Al Jarreau: What You...
Annie Lennox: Lovesong
Ashes & Diamonds: Hands
Cathy Dennis: Falling
Chris Rea: Soft Top
Fleetwood Mac: Love Shines
Freddie Mercury: Great
Jimmy Nail: Beautiful
Robert Hart: Boys On
Sophie B. Hawkins: I Want You
Thunder: A Better

GWR FM/Bristol/Swindon S
EHR
Gory Vincent - Head Of Music
A List:
AD Annie Lennox: Little
Don Baird: I Love You Period
Deacon Blue: Will We
Fleetwood Mac: Love Shines
Mick Jagger: Sweet Thing
B List:
AD Billy Ocean: Pressure
Chris Rea: Soft Top
En Vogue: Give It
Freddie Mercury: Great
Lemon Trees: Let It
Lemonheads: Conlett
Sister Sledge: We Are
Sophie B. Hawkins: I Want You

**RED DRAGON
FM/Cardiff/Newport** S
EHR
Jonathan Payne - Music Librarian
Power Play:
Beloved: Sweet Harmony
Del Amitri: When You
Go West: What You
Peter Gabriel: Steam
A List:
AD Annie Lennox: Little
Cathy Dennis: Falling
Extreme: Tragic Comic
Fleetwood Mac: Love Shines
INXS: Beautiful
B List:
AD Girlfriend: Take It
Ian McNabb: If Love
Lorraine Cole: How Can You
Mick Jagger: Sweet Thing
Robert Hart: Boys On
Rodeo Jones: Natural
Cathy Dennis

L'ONDE LATINE/Aix en Provence S
National Music
Bruno Laboure - Head Of Music
Power Play:
AD Jacques Dutronc: L'Opportunite
B List:
AD Jean Pierre Mader: Ici
Jean-Patrick Cadrevielle: Black
Maurane: Du Mal
Mylene Farmer: Que Mon Coeur
Roch Vaisine: Fortnerne
Veronique Riviere: Au P'tit

RTL WR/L/Paris S
Rock
Georges Lang
Lionel Richebourg
Power Play:
AD Brenda Khan: I Don't Sleep
F.Tovey/Pyros: Worried
Michael Penn: Long Way
Neil Young: Around The World
Pearl Jam: Black

SWANSEA SOUND/Wales S
EHR
Rob Pendry - Head Of Music
Power Play:
AD Annie Lennox: Little
Billy Ocean: Pressure
Cathy Dennis: Falling
B List:
AD Alexander O'Neal: Love Makes
Bill Withers: Lovely
Dean Callison: Runaways
Don E.: Oh My Gosh
Duran Duran: Ordinary
Fleetwood Mac: Love Shines
Rapinaton/Mazelle: Love Me
Peter Gabriel: Steam
Rolf Harris: Stoinway
Zucchero/Crawford: Diamante

FRANCE
EUROPE 2 NETWORK/Paris P
ACE
Christian Savigny - Prog Dir
A List:
AD Del Amitri: Just Like...
Jacques Dutronc: L'Opportunite
Joe Cocker: Now That
John Martyn: Sweet
B List:
AD Beloved: Sweet Harmony
Cathy Dennis: Falling
Deacon Blue: Will We
Lorraine Cole: How Can You
M People: How Can I Love
Mick Jagger: Sweet Thing
Trey Lorenz: Photograph

M40/Paris P
EHR
Christian Lefebvre - Prog Mgr
Power Play:
Madonna: Deeper
Negresses Vertes: Houl
Whitney Houston: I Will
A List:
AD Christopher Thompson: Deso
Me Phi Me: Sad New Day
Mick Jagger: Sweet Thing
Niagara: Un Million
Toto: 2 Hearts
B List:
AD Abyle: Snooker
Madness: The Harder

NRJ NETWORK/Paris P
EHR
Max Guazzini - Dir
A List:
AD Double You: Who's
Metallica: The Unforgiven
RTL/Paris P
ACE
Manique Le Marcis - Head Of
Prog
A List:
AD Art Mengo: Magdalena
Christopher Thompson: Deso
Hardy/Lubrano: Si Co
Iggy Pop: In The Death
Niagara: Un Million
Pierre Bachelet: Elle Est
Roch Vaisine: L'Idole
Roseland: Les 40emes
Sinead O'Connor: Argentina
Sting: If I Ever
Zazie: Je Tu Lis

SKYROCK NETWORK/Paris P
EHR
Laurent Bouneau - Prog Dir
A List:
AD Bass Bumpers: Move To The Rhythm
Double You: Who's
Etienne Daho: Comme Un Igloo
Jacques Dutronc: L'Opportunite
Paul McCartney: Hope
Willy DeVille: Hey! Joe
Zucchero: Come Back The Sun

FUN RADIO/Paris G
EHR
Bruno Wittek - Prog Dir
B List:
AD Bass Bumpers: Move To The
Co.Re: Because The
John Lee Hooker: Boom

RFM/Paris G
ACE/Back
Jean-Paul Michel - Head Of Music
Power Play:
Pascal Obispo: Tu Vas
A List:
AD Christians: Father
L'Affaire Louis-Trio: Mobilis
Niagara: Un Million
AL Paul McCartney

VOLTAGE FM/Rosny-sous-Bois G
Dance
Olivier Allardet - Music Dir
A List:
AD EXP: Before
Gar Decar: Passion
Joe Public: I've Been Watching
Night Crawlers: Pushing
Rozlyne Clarke: The Wizard

RTL WR/L/Paris S
Rock
Georges Lang
Lionel Richebourg
Power Play:
AD Brenda Khan: I Don't Sleep
F.Tovey/Pyros: Worried
Michael Penn: Long Way
Neil Young: Around The World
Pearl Jam: Black

Sonic Youth Sugar Cane
Suede: Metal Mickey
A List:
AD Mick Jagger: Sweet Thing
The Dogs Of Lust
AL Brenda Khan
Neil Young

ISABELLE FM/Tocane Saint Apre B
EHR
Patrick Lapeyronnie - Prog Dir
B List:
AD 4 Beadochons: Pas D'Papier
Ly Perfetti: Big
Marcio Johnson: Got To
Willy DeVille: Hey! Joe

RADIO CANTAL/Aurillac B
EHR
Renaud Saint-Andre - Prog Dir
A List:
AD Another Class: Don't You
Audin/Modema: Baggie Reggae
Jordy: Alison
Mick Jagger: Sweet Thing
Rembrandts: Waiting
Vanessa Paradis: Sunday
B List:
AD Beloved: Sweet Harmony
Carol Bailey: Understand Me
Dynamic Noise: If You Leave
Gregory Isaacs: House Of
J.K.: You Make Me
Mary J. Blige: Real Love

AUSTRIA
Ö 3/Vienna P
EHR
Günther Lesjak - Head Of Music
A List:
AD Duran Duran: Ordinary
Lady Soul: If My Sister
Soulister: Broken
Pat Garrett: Fony
R.E.M.: Man On The Moon
Roch Vaisine: La Legend

BRTN RADIO DONNA/Brussels P
EHR
Marc Deschuyter - Head Of
Music/Producer
Power Play:
Helmut Lotti: Zij Is Mijn
Take That: Could It
Thomas Anders: Standing Alone
A List:
AD Bananarama: Last Thing
Jordy: Alison
KWS: Hold Back
Shonice: Saving For

BRTN STUDIO BRUSSEL/Brussels P
EHR/Rock
Jan Hautekiet - Producer
Power Play:
Arrested Dev.: Mr. Wendol
Jayhawks: Take Me
Lemonheads: Mrs. Robinson
Mick Jagger: Sweet Thing
Peter Gabriel: Steam
A List:
AD Belly: Feed The Tree
Don Baird: I Love You Period
Dirk Blanchart: Sister
Eric Clapton: Running
Faith No More: I'm Easy
Man X: I Saw The
Pop Gun: It's Over
Shamen: Phorever People
Tragically Hip: Courage
B List:
AD Axelle Red: Elle Danse
Living Colour: Leave It
Sloven: Underwhelmed

BEL-RTL/Brussels G
EHR
Serge Jonckers - Prog Dir
B List:
AD Forbans: Solitude City
Philippe Lafontaine: Machine
Wamblee: Wakipoo
BRF/Eupen S
ACE
Guy Janssens - Producer
Power Play:
AD Faith No More: I'm Easy
Nena: Conversation
Soul Sister: Broken
A List:
AD Boney M: Megamix
Co.Re: Because The
Fantasieschen Vier: Soft
Shamen: Phorever People

RADIO BRUXELLES CAPITALE/Brussels S
ACE
Marc Vossen - Prog Dir
B List:
AD Christophe Owen: Sans
Chris Rea: Soft Top
Dirk Blanchart: Sister
Duran Duran: Ordinary
Eric Clapton: Running
Faith No More: I'm Easy
Gerry Rafferty: It's Easy
Jordy: Alison
Michel Oelpech: Longue Melodie
Peter Kingsberry: Only
Renaud Hansson: Co N'Suffit

**BRTN RADIO 2-EAST
FLANDERS/Ghent** B
EHR
Rudi Sinia - Producer
A List:
AD 2 Unlimited: No Limit

B.F.L. Why Not Jazz
East Side Beat: Alive
Heights: How Do You
Leopold 3: Valle Maan
Lisa Stansfield: Sometown
Luc Steeno: Een Vrouw
Peter Gabriel: Steam
USURA: Open Your
Vanessa Paradis: Sunday

**BRTN RADIO 2-WEST FLANDERS/
Kortrijk** B
EHR
Peter de Groot - Head Of Music
Power Play:
AD Sophie B. Hawkins: I Want You
AL Elvis Costello

HIT-FM 106.1/Hasselt B
EHR
Andre Hemeryck - Prog Dir
A List:
AD 2 Unlimited: No Limit
808 State: UB 40 One In
Bass Bumpers: Move To The Rhythm
Billy Ray Cyrus: These Boots
Bon Jovi: Bed Of
Dina Carroll: So Close
Duran Duran: Ordinary
Little Angels: Womankind
Martha Wash: Carry
Niels William: Un, Deux
Radios: She's My
Richard Marx: Chais Around My Heart
Sophie B. Hawkins: I Want You
Trey Lorenz: Photograph
USURA: Open Your
W.W.F. All Stars: Slam Jam

RADIO ANTIGOO/Antwerp B
EHR
Piet Keizer - Dir
A List:
AD Axelle: Elle Danse
Bobby Brown: Get Away
Faith No More: I'm Easy
Mick Jagger: Sweet Thing
USURA: Open Your
W.W.F. All Stars: Slam Jam

RADIO EXPRES/Antwerp B
EHR
Marc Dhollander - Head Of Music
A List:
AD Paul McCartney: Hope
B List:
AD Billy Ray Cyrus: These Boots
Def Dames Dope: It's OK
Heaven 17: Temptation
Kid Safari: I Don't
Network: Broken Wings
Radios: She's My
Take That: Could It
Thomas Anders: Standing Alone
Wim Ravel: Wat Ben

RADIO MAXIMA/Roeselare B
EHR
Wim Coryn - Head Of Music
Wim Vassen - Head Of Music
Power Play:
AD Mick Jagger: Sweet Thing
A List:
AD Bizarre Inc.: I'm Gonna
Def Dames Dope: It's OK
Dirky Toys: What's On
Shamen: Phorever People
B List:
AD Adriano Celentano: Frisencoloni
Kid Safari: I Don't
Sara Beth: I'm So Lonesome
Sister Sledge: We Are
Zucchero: Come Back The Sun

RADIO MOL/Mol B
EHR
Sanja Celen - Producer
Power Play:
AD Don Baird: I Love You Period
A List:
AD 2 Unlimited: No Limit
Shamen: Phorever People
B List:
AD Club 69: Let Me Be
East Side Beat: Alive
Sara Beth: I'm So Lonesome
Shai: If I Ever
USURA: Open Your

RADIO ROYAAL/Hamont-Achel B
EHR
Tom Holland - Prog Dir
Power Play:
AD Lindsey Buckingham: Soul Driper
A List:
AD Bobby Brown: Get Away
Boney M: Megamix
C. James/Black T.: You Make
Duran Duran: Ordinary
Faith No More: I'm Easy
Mick Jagger: Sweet Thing
Peter Koolewijn: Romario
AL Take That

DR P3: GO/MORGEN P
EHR/Rock
Torben Bille - Head Of Music
Power Play:
AD Gin Blossoms: Mrs. Rita
A List:
AD Marie Bergman: Håll Dit Huvud
Melodai: La Boxe
Ranum: Photograph

DANMARKS RADIO/Copenhagen P
EHR
Leif Mivestel - Prog Dir
A List:
AD Felix: It Will

DR P3: MASKINEN/Copenhagen P
EHR/Rock
Torben Bille - Head Of Music
A List:
AD Gin Blossoms: Mrs. Rita
Little Angels: Womankind
Ranum: Photograph

ANR/Aalborg G
EHR
Niels Vedersø - Head Of Music
A List:
AD Kaya: The State
B List:
AD Cher: Oh No No
Duran Duran: Ordinary
Go West: What You
Lisa Stansfield: Sometown
Soulister: Broken

RADIO VIBORG/Viborg G
EHR
Pavel Foged - Head Of Music
A List:
AD Dan Baird: I Love You Period
Duran Duran: Ordinary
Faith No More: I'm Easy
Gary Clark: We Sail
Sko/Torp: Glorious Days
B List:
AD Bon Jovi: Bed Of
Fantastischen Vier: Die Da!fi
Garth Brooks: The River

THE VOICE/Copenhagen G
EHR
Lars Kjaer - Prog Dir
Signe Larsen
A List:
AD Capt. Hollywood: More And
Mick Jagger: Sweet Thing
One More Time: Highland
SOUL SYSTEM: Its Gonna
Shamen: Phorever People

UPTOWN FM/Copenhagen G
ACE/EHR
Niels Pedersen - Head Of Music
B List:
AD Backseatboys: Half A Man
Dalton: Selkab...
Duran Duran: Ordinary
Faith No More: I'm Easy
Mick Jagger: Sweet Thing
Prefab Sprout: A Life Of...
Sade: Feel No Pain
Vanessa Paradis: Sunday

RADIO 89.1/Helsingor S
EHR
Povner Olsen - Head Of Music
Power Play:
AD Nattergale: Vi Må
A List:
AD Boney M: Megamix
Def Leppard: Heaven Is
Faith No More: I'm Easy
Gasolin: På Banen
Hi-Five: She's Playing
Mick Jagger: Sweet Thing
Sandman: Sleepyhead
Soulister: Broken
Toad The Wet S.- Walk

RADIO AIRPORT FM/Copenhagen S
EHR
Flemming Beck - Head Of Music
Power Play:
Faith No More: I'm Easy
Duran Duran: Ordinary
B List:
AD Alan Sorrenti: Non So
Extreme: Tragic Comic
Go West: What You
Snap: Exterminate
Toad The Wet S.- Walk
Underdogs: Make It

RADIO AMAGER/Brandby/Kostrup S
EHR
Susan Dueldun - Head Of Music
A List:
AD Capt. Hollywood: More And
DD Dance: Upside Down
Duran Duran: Ordinary
Mick Jagger: Sweet Thing
Nattergale: Falmers

RADIO CITY/Næstved S
EHR
Soul-Smidt - Producer
A List:
AD Paul McCartney: Hope
Peter Gabriel: Steam
Shamen: Phorever People
Soulister: Broken
Whitney Houston: I Will

RADIO HERNING/Herning S
EHR
Ulrik Hyldgaard - Head Of Music
A List:
AD Bon Jovi: Bed Of
Duran Duran: Ordinary
Gary Clark: We Sail
Shai: If I Ever
Sko/Torp: Glorious Days
B List:
AD Alan Sorrenti: Non So
Extreme: Tragic Comic
Girlfriends: Take It
Little Angels: Womankind
AL Take That

RADIO MOJN/Åbenrå & Sønderborg S
EHR
Christian Backman - Head Of
Music
Power Play:
AD Duran Duran: Ordinary
A List:
AD Cher: Oh No No
Fleetwood Mac: Love Shines
Leonard Cohen: Closing Time
Lisa Stansfield: Sometown
Lisa Nilsson: All Jag
Mats Ronander: Suzy
Prefab Sprout: A Life Of...
Sade: Feel No Pain
Sko/Torp: Glorious Days
Toad The Wet S.- Walk
Undercover: Never Let
Vanessa Paradis: Sunday

B List:
AD Bad Company: This Could
Bon Jovi: Bed Of
Eddie Money: Save A
Glen Campbell: Somebody
Jade: Don't Walk
Jordy: Dur, Dur
Michael W. Smith: Picture Perfect
Shamen: Phorever People
Snap: Exterminate
Suzy Bogguss: Drive South

RADIO ODENSE/Odense S
EHR
Bjarne Mouridsen - Head Of
Music
Power Play:
AD Bon Jovi: Bed Of
Duran Duran: Ordinary
Gary Clark: We Sail
Sko/Torp: Glorious Days
Trey Lorenz: Photograph

RADIO ROSKILDE/Roskilde S
ACE
Korsten Bendix - Head Of Music
Power Play:
AD Duran Duran: Ordinary
Gary Clark: We Sail
A List:
AD Beloved: Sweet Harmony
Bon Jovi: Bed Of
Extreme: Tragic Comic
Little Angels: Womankind
Pow Wow: Le Lion...
Sko/Torp: Glorious Days
Ugly Kid Joe: Cats

RADIO SYDKYSTEN/Copenhagen S
ACE
Peter Held - Prog Dir/DJ
Kaj Jensen - Head Of Music
A List:
AD Alan Sorrenti: Non So
Billy Ray Cyrus: Could've
Dalton: Selkab...
Duran Duran: Ordinary
Gary Clark: We Sail
Gasolin: På Banen
Sko/Torp: Glorious Days
Soulister: Broken
Sko/Torp: Glorious Days
Toad The Wet S.- Walk
Trey Lorenz: Photograph
Vanessa Paradis: Sunday
Whitney Houston: I'm Every
Zucchero: Come Back The Sun

RADIO 89.1/Helsingor S
EHR
Povner Olsen - Head Of Music
Power Play:
AD Nattergale: Vi Må
A List:
AD Boney M: Megamix
Def Leppard: Heaven Is
Faith No More: I'm Easy
Gasolin: På Banen
Hi-Five: She's Playing
Mick Jagger: Sweet Thing
Sandman: Sleepyhead
Soulister: Broken
Toad The Wet S.- Walk

RADIO AIRPORT FM/Copenhagen S
EHR
Flemming Beck - Head Of Music
Power Play:
Faith No More: I'm Easy
Duran Duran: Ordinary
B List:
AD Alan Sorrenti: Non So
Extreme: Tragic Comic
Go West: What You
Snap: Exterminate
Toad The Wet S.- Walk
Underdogs: Make It

RADIO AMAGER/Brandby/Kostrup S
EHR
Susan Dueldun - Head Of Music
A List:
AD Capt. Hollywood: More And
DD Dance: Upside Down
Duran Duran: Ordinary
Mick Jagger: Sweet Thing
Nattergale: Falmers

RADIO CITY/Næstved S
EHR
Soul-Smidt - Producer
A List:
AD Paul McCartney: Hope
Peter Gabriel: Steam
Shamen: Phorever People
Soulister: Broken
Whitney Houston: I Will

Duran Duran Ordinary
Extreme: Tragic Comic
Lisa Stansfield: Sometown
Sko/Torp: Glorious Days
Snap: Exterminate
Ugly Kid Joe: Cats

FINLAND
YLE 2/RADIOMAFIA/Helsinki P
EHR
Jukka Haarma - Music Co-Ord
A List:
AD Beloved: Sweet Harmony
Frank & Walters: After
Sting: If I Ever
Vanessa Paradis: Sunday
B List:
AD Uncanny Alliance: I Got

RADIO 1/Helsinki G
EHR
Joke Linnamaa - Prog Dir
Juha Kakkuri - Head Of Music
A List:
AD Ace Of Base: All That She Wants
Leonard Cohen: Closing Time
Peter Gabriel: Steam
Sade: Feel No Pain
Take That: Could It

RADIO CITY/Helsinki G
Rock
Maga Vainio - Music Dir
A List:
AD Faith No More: I'm Easy
Jesus Jones: The Devil
Lapinlahden Linnut: Kalliosa
Madonna: Deeper
Mick Jagger: Sweet Thing
U.S. 3: Cantolop

GREECE
POP 92.4 FM/Athens G
EHR
Yannis Methenitis - Prog Dir
A List:
AD Bobby Brown: Get Away
Dada: Dim
Debbie Gibson: Losin' Myself
Jesus Jones: The Devil
R.E.M.: Man On The Moon
Trey Lorenz: Photograph
B List:
AD Duran Duran: Ordinary
Lo-Key?: I Got A

**JERONIMO GROOVY/
Ilioupolis, Athens** S
EHR
George Skordias - Producer
A List:
AD Edelweil: Planet
Maggie Reilly: Tears
Manolos: Gianna Hechicera

STAR FM STEREO/Thessaloniki S
EHR
Vassilis Turonis - Prog Dir
A List:
AD Beloved: Sweet Harmony
Duran Duran: Ordinary
Inner Circle: Rock
Jordy: Dur, Dur
Mick Jagger: Sweet Thing
S.J. Morris: You'll Never Know
Snap: Exterminate
Sting: If I Ever
Whitney Houston: I'm Every
B List:
AD Charles & Eddie NYC
Vanessa Paradis: Sunday
West End: The Love

HOLLAND
HET STATION/Hilversum P
EHR
Carla Versloot - Co-Ord
Power Play:
Roots Syndicate: Mockin'
A List:
AD Daluxe: Don't Talk
G.W.McLennan: Fingers
Indian Nation: Sundance
Jon Secada: Angel
R.E.M.: Sidewinder
Tragically Hip: Courage
AL Dina Carroll
Little Angels
Sleaz Beez
Watchman
Zap Mama

NOS/Hilversum P
EHR
Tom Blomberg - DJ/Producer
Frits Spits - DJ/Producer
Power Play:
AD Roots Syndicate: Mockin'
A List:
AD Angelo Branduardi: Viaggio...
Apache Indian: Arranged
Beloved: Sweet Harmony
Billy Ocean: Pressure
East 17: Deep
Fleetwood Mac: Don't Stop
Frank & Walters: After
Jazz House: 2 Base
Kuni Kids: Amsterdam
Melissa Etheridge: Like The
Mick Jagger: Sweet Thing
Patty Smyth: River Of Love
Reese Project: I Believe
Roxette: Fingertips
Sting: If I Ever
USURA: Open Your
Vanessa Paradis: Sunday
AL Little Angels

Station Reports

A List:
AD Billy Ocean - Pressure
 Jazz House - Jazz
 Soulsister - Broken
 Vibes Alliance - The Bone

SKY RADIO/Bussum P
 ACE
Ton Lathouwers - MD
 Vranz van Maaren - Music Dir
Power Play:
 Charles & Eddie - Would I
 Diana Ross - If We Hold On
 Rod Stewart - Tom
 Whitney Houston - I Will

TROS RADIO 3/Hilversum P
 EHR
Anton Daalhuisen - Head Of Music
Power Play:
AD Roots Syndicate - Mockin'
A List:
AD Bobby Brown - Get Away
 Boney M. - Megamix
 Brandos - Solution
 Franky Boy - Allemaal
 John & Graads - Na Driën

Mick Jagger - Sweet Thing
 Shanice - Saving For
 Tony Scott - Riders On The Storm

VERONICA/Hilversum P
 EHR
Allard Berends - Dir Radio
Roland Snoeijer - Producer
Power Play:
AD Roots Syndicate - Mockin'
A List:
AD Vanessa Paradis - Sunday

POWER FM/Amsterdam G
 EHR
Edwin Diergoarde - Music Dir
Power Play:
AD Vanessa Paradis - Sunday
A List:
AD En Vogue - Give It
 Faith No More - I'm Easy
 Shanice - Saving For

B List:
AD Don Hill - Hold Me Now
 Duran Duran - Ordinary
 Reggie - Locked In
 Sophie B. Hawkins - I Want You
 Vitesse - What Kind

CFNB/Brunsum B
 ACE
Low Rowland - Head Of Music
Power Play:
AD Chris Rea - Soft Top
A List:
AD Fleetwood Mac - Love Shines
 Mick Jagger - Sweet Thing
 R.E.M. - Sidewinder
AL Lucinda Williams

ITALY

PETER FLOWERS FM/Milan P
 ACE/EHR
Marco Garavelli - Producer
Franco Lazzari - Head Of Music
Power Play:
AD Elton John - Simple Life
A List:
AD Beloved - Sweet Harmony
 Mick Jagger - Sweet Thing
AL Marco Masini

RADIO CLUB 91/Naples P
 EHR
Franca Mory Russo - Prog Dir

A List:
AD Alexander O'Neal - Love Makes
 Bon Jovi - Bed Of
 Debbie Gibson - Shock
 Diana Ross - If We Hold On
 Double You - Who's
 Gerry Rafferty - I Could
 Hanne Boel - Don't Know
 Jesus Jones - The Devil
 Lemonheads - Mrs. Robinson
 Michael Bolton - Drift
 Mick Jagger - Sweet Thing
 Paris - The Days Of
 Phil Carmen - Hey Please
 Shawn Colvin - Polaroids
 Sunscreen - Broken English
 Trey Lorenz - Photograph
 Vision - I Could

RETE 105 NETWORK/Milan P
 EHR
Angelo De Robertis - Head Of Prog
A List:
AD Beloved - Sweet Harmony
 East 17 - Deep
 Faith No More - I'm Easy
 Mick Jagger - Sweet Thing

101 NETWORK/Milan G
 EHR
Stefano Carboni - Head Of Music
Maurizio Franciosi - Head Of Music
Power Play:
AD Ce Ce Peniston - Crazy Love
 Jesus Jones - The Devil
 Madonna - Bad Girl
 Prince - Camille
 R.E.M. - Man On The Moon

B List:
AD Go West - That's What
POWER RV1 THE BLACK
RADIO/Turin G
 Dance
Danco Lauri - Head Of Music
Power Play:
AD Stephanie Mills - Never Do
A List:
AD Christopher Williams - Good
 Kool & The Gang - Rhythm And

B List:
AD A Tribe Called Quest - Hot Sex
 Beat 4 Life - DAT Rhythm
 Heavy D & The Boyz - Who's
 Tita Valdez - The Big
AL Christopher Williams
 Defin. Of Sound

RADIO BABBOLEO/Genoa G
 EHR
Lenny Rattana - Prog Dir
Power Play:
AD Buio Pesto - Voglio Una

RADIO MONTE CARLO/Milan G
 ACE
Francesco Migliozzi - Prog Contr
A List:
 Duran Duran - Ordinary
 Lisa Stansfield - Someday
 Madonna - Deeper
 Madonna - Bad Girl
 Paul McCartney - Hope
 R.E.M. - Sidewinder
 R.E.M. - Man On The Moon
 U2 - Who's Gonna Ride...
 Whitney Houston - I Will

ANTENNA DELLO
STRETTO/Messina S
 EHR
Filippo Pedali - DJ
A List:
AD Defin. Of Sound - Cry
 Faith No More - I'm Easy
 Goddess - Let's Get Sexual
 Londonbeat - That's How I
 Luca Carboni - Baila Sola
 Rots - Chiara
 Shakespears Sister - My 16th
 Sunscreen - Broken English
 Patti Austin

PRIMARADIO/Naples B
 ACE
Giuseppe Borrone - Prog Dir
Linus Ariatico - Music Dir
A List:
AD Angelo Branduardi - Si Puo
 Duran Duran - Ordinary
 Madonna - Fever
 Paul McCartney - Hope

RADIO ONDA LIBERA/Perugia B
 ACE
Marcello Rosi - Prog Dir
Power Play:
 Marco Masini - Vaffanculo
 Angelo Branduardi - Si Puo
 Marco Masini - Tinnamora
B List:
AD Charles & Eddie - Would I
 Christians - What's In

RADIO STAR/Vicenza B
 ACE
Maurizio Maressi - Head Of Music
Power Play:
 Paul McCartney - Hope
A List:
AD Gianni Marandò - Ma Tu
 Marco Masini - Vaffanculo
 Vasco Rossi - Gli Spori

RADIOMANIA: HOT 50 MANIA/
Senigallia B
 EHR
Alex Bedin - Prog Dir/H.O.M.
A List:
AD Angela Branduardi - Si Puo
 Arrested Dev. - Revolution
 Marco Masini - Vaffanculo
 Mau Mau - Salute

RTL 102.5 - HIT RADIO/Bergamo P
 EHR
Grant Benson - Head Of Music
Luca Viscardi - Head Of Music
A List:
AD Beloved - Sweet Harmony
 Carol Bailey - Dreams
 Chris Rea - Soft Top
 Dina Carroll - So Close
 The Dogs Of Lust
 Timoria - Male Nan
 USURA - Open Your
 West End - The Love

STEREORA/Rome P
 EHR
Elio Malinari - Head Of Dept.
Edele Bellisario - Prog Dir
Power Play:
 Lisa Stansfield - Someday
 Litfiba - Maudit
 Spin Doctors - 2 Princes
 Stereo MC's - Step It Up U2
 Who's Gonna Ride...

AD Beloved - Sweet Harmony
 Mick Jagger - Sweet Thing
 Poison - Stand
 R.E.M. - Man On The Moon
 Shaif - If I Ever
 Sonia Dada - You Ain't
 The Dogs Of Lust
 808 State/UB40 - One In
 Ligabue

AD Beloved - Sweet Harmony
 Mick Jagger - Sweet Thing
 Poison - Stand
 R.E.M. - Man On The Moon
 Shaif - If I Ever
 Sonia Dada - You Ain't
 The Dogs Of Lust
 808 State/UB40 - One In
 Ligabue

AD Beloved - Sweet Harmony
 Mick Jagger - Sweet Thing
 Poison - Stand
 R.E.M. - Man On The Moon
 Shaif - If I Ever
 Sonia Dada - You Ain't
 The Dogs Of Lust
 808 State/UB40 - One In
 Ligabue

AD Beloved - Sweet Harmony
 Mick Jagger - Sweet Thing
 Poison - Stand
 R.E.M. - Man On The Moon
 Shaif - If I Ever
 Sonia Dada - You Ain't
 The Dogs Of Lust
 808 State/UB40 - One In
 Ligabue

AD Beloved - Sweet Harmony
 Mick Jagger - Sweet Thing
 Poison - Stand
 R.E.M. - Man On The Moon
 Shaif - If I Ever
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 The Dogs Of Lust
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AD Beloved - Sweet Harmony
 Mick Jagger - Sweet Thing
 Poison - Stand
 R.E.M. - Man On The Moon
 Shaif - If I Ever
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 Poison - Stand
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 Poison - Stand
 R.E.M. - Man On The Moon
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 Mick Jagger - Sweet Thing
 Poison - Stand
 R.E.M. - Man On The Moon
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 Mick Jagger - Sweet Thing
 Poison - Stand
 R.E.M. - Man On The Moon
 Shaif - If I Ever
 Sonia Dada - You Ain't
 The Dogs Of Lust
 808 State/UB40 - One In
 Ligabue

AD Beloved - Sweet Harmony
 Mick Jagger - Sweet Thing
 Poison - Stand
 R.E.M. - Man On The Moon
 Shaif - If I Ever
 Sonia Dada - You Ain't
 The Dogs Of Lust
 808 State/UB40 - One In
 Ligabue

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 Mick Jagger - Sweet Thing
 Poison - Stand
 R.E.M. - Man On The Moon
 Shaif - If I Ever
 Sonia Dada - You Ain't
 The Dogs Of Lust
 808 State/UB40 - One In
 Ligabue

AD Beloved - Sweet Harmony
 Mick Jagger - Sweet Thing
 Poison - Stand
 R.E.M. - Man On The Moon
 Shaif - If I Ever
 Sonia Dada - You Ain't
 The Dogs Of Lust
 808 State/UB40 - One In
 Ligabue

AD Beloved - Sweet Harmony
 Mick Jagger - Sweet Thing
 Poison - Stand
 R.E.M. - Man On The Moon
 Shaif - If I Ever
 Sonia Dada - You Ain't
 The Dogs Of Lust
 808 State/UB40 - One In
 Ligabue

AD Beloved - Sweet Harmony
 Mick Jagger - Sweet Thing
 Poison - Stand
 R.E.M. - Man On The Moon
 Shaif - If I Ever
 Sonia Dada - You Ain't
 The Dogs Of Lust
 808 State/UB40 - One In
 Ligabue

AD Beloved - Sweet Harmony
 Mick Jagger - Sweet Thing
 Poison - Stand
 R.E.M. - Man On The Moon
 Shaif - If I Ever
 Sonia Dada - You Ain't
 The Dogs Of Lust
 808 State/UB40 - One In
 Ligabue

AD Beloved - Sweet Harmony
 Mick Jagger - Sweet Thing
 Poison - Stand
 R.E.M. - Man On The Moon
 Shaif - If I Ever
 Sonia Dada - You Ain't
 The Dogs Of Lust
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AD Beloved - Sweet Harmony
 Mick Jagger - Sweet Thing
 Poison - Stand
 R.E.M. - Man On The Moon
 Shaif - If I Ever
 Sonia Dada - You Ain't
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 808 State/UB40 - One In
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 Mick Jagger - Sweet Thing
 Poison - Stand
 R.E.M. - Man On The Moon
 Shaif - If I Ever
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 The Dogs Of Lust
 808 State/UB40 - One In
 Ligabue

AD Beloved - Sweet Harmony
 Mick Jagger - Sweet Thing
 Poison - Stand
 R.E.M. - Man On The Moon
 Shaif - If I Ever
 Sonia Dada - You Ain't
 The Dogs Of Lust
 808 State/UB40 - One In
 Ligabue

AD Beloved - Sweet Harmony
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 Poison - Stand
 R.E.M. - Man On The Moon
 Shaif - If I Ever
 Sonia Dada - You Ain't
 The Dogs Of Lust
 808 State/UB40 - One In
 Ligabue

AD Beloved - Sweet Harmony
 Mick Jagger - Sweet Thing
 Poison - Stand
 R.E.M. - Man On The Moon
 Shaif - If I Ever
 Sonia Dada - You Ain't
 The Dogs Of Lust
 808 State/UB40 - One In
 Ligabue

AD Beloved - Sweet Harmony
 Mick Jagger - Sweet Thing
 Poison - Stand
 R.E.M. - Man On The Moon
 Shaif - If I Ever
 Sonia Dada - You Ain't
 The Dogs Of Lust
 808 State/UB40 - One In
 Ligabue

RADIOMANIA: TOP 40 DANCE/
Senigallia B
 Dance
Alex Bedin - Prog Dir/H.O.M.
A List:
AD DJ Lisa Smith - No Joy
 Glam - Hell's Party
 Na.Fe.Ri.Ni. - Da It Now

NORWAY

NRK/Oslo P
 Rock/EHR
Vidar Lann-Arneson - Producer
Power Play:
AD September When - Can I
A List:
AD Beloved - Sweet Harmony
 Duran Duran - Ordinary
 Pommel - Mannen Med Saksen
 Sting - If I Ever
 Vanessa Paradis - Sunday

RADIO 1 FM/Bergen G
 EHR
Ale Bredal - Head Of Music
Power Play:
 Dina Carroll - So Close
 En Vogue - Give It
 Mick Jagger - Sweet Thing
A List:
AD Duran Duran - Ordinary
 Efta - Down Is The
 Gory Clark - We Sall
 Martha Wash - Give It
 Toad The Wet S. Walk

B List:
AD Minghi/Lazlo - Valtene
 Broon - On My Side
 Heavy D & The Boyz - Who's
 Jesus Jones - The Devil
 Peter LeMarc - Det Finns

RADIO 102/Haugesund G
 EHR
Egil Houeland - Head Of Music
A List:
AD Billy Ray Cyrus - Could've
 Derre - Bers Cafe
 Dum Dum Boys - God P8 Bunn
 Faith No More - I'm Easy
 Leonard Cohen - Closing Time
 Mick Jagger - Sweet Thing
 September When - Can I
 Spin Doctors - Little Miss
 Vestfandsanden - Steg

RADIO 102/Haugesund G
 EHR
Egil Houeland - Head Of Music
A List:
AD Billy Ray Cyrus - Could've
 Derre - Bers Cafe
 Dum Dum Boys - God P8 Bunn
 Faith No More - I'm Easy
 Leonard Cohen - Closing Time
 Mick Jagger - Sweet Thing
 September When - Can I
 Spin Doctors - Little Miss
 Vestfandsanden - Steg

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 Leonard Cohen - Closing Time
 Mick Jagger - Sweet Thing
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 Vestfandsanden - Steg

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 Leonard Cohen - Closing Time
 Mick Jagger - Sweet Thing
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 Spin Doctors - Little Miss
 Vestfandsanden - Steg

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 Leonard Cohen - Closing Time
 Mick Jagger - Sweet Thing
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 Vestfandsanden - Steg

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 Mick Jagger - Sweet Thing
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 Vestfandsanden - Steg

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 Faith No More - I'm Easy
 Leonard Cohen - Closing Time
 Mick Jagger - Sweet Thing
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 Leonard Cohen - Closing Time
 Mick Jagger - Sweet Thing
 September When - Can I
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 Faith No More - I'm Easy
 Leonard Cohen - Closing Time
 Mick Jagger - Sweet Thing
 September When - Can I
 Spin Doctors - Little Miss
 Vestfandsanden - Steg

RADIO 102/Haugesund G
 EHR
Egil Houeland - Head Of Music
A List:
AD Billy Ray Cyrus - Could've
 Derre - Bers Cafe
 Dum Dum Boys - God P8 Bunn
 Faith No More - I'm Easy
 Leonard Cohen - Closing Time
 Mick Jagger - Sweet Thing
 September When - Can I
 Spin Doctors - Little Miss
 Vestfandsanden - Steg

RADIO 102/Haugesund G
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 Leonard Cohen - Closing Time
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 Leonard Cohen - Closing Time
 Mick Jagger - Sweet Thing
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RADIO 102/Haugesund G
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A List:
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 Faith No More - I'm Easy
 Leonard Cohen - Closing Time
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RADIO 102/Haugesund G
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A List:
AD Billy Ray Cyrus - Could've
 Derre - Bers Cafe
 Dum Dum Boys - God P8 Bunn
 Faith No More - I'm Easy
 Leonard Cohen - Closing Time
 Mick Jagger - Sweet Thing
 September When - Can I
 Spin Doctors - Little Miss
 Vestfandsanden - Steg

RADIO 102/Haugesund G
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A List:
AD Billy Ray Cyrus - Could've
 Derre - Bers Cafe
 Dum Dum Boys - God P8 Bunn
 Faith No More - I'm Easy
 Leonard Cohen - Closing Time
 Mick Jagger - Sweet Thing
 September When - Can I
 Spin Doctors - Little Miss
 Vestfandsanden - Steg

RADIO 102/Haugesund G
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A List:
AD Billy Ray Cyrus - Could've
 Derre - Bers Cafe
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 Faith No More - I'm Easy
 Leonard Cohen - Closing Time
 Mick Jagger - Sweet Thing
 September When - Can I
 Spin Doctors - Little Miss
 Vestfandsanden - Steg

RADIO 102/Haugesund G
 EHR
Egil Houeland - Head Of Music
A List:
AD Billy Ray Cyrus - Could've
 Derre - Bers Cafe
 Dum Dum Boys - God P8 Bunn
 Faith No More - I'm Easy
 Leonard Cohen - Closing Time
 Mick Jagger - Sweet Thing
 September When - Can I
 Spin Doctors - Little Miss
 Vestfandsanden - Steg

RADIO 102/Haugesund G
 EHR
Egil Houeland - Head Of Music
A List:
AD Billy Ray Cyrus - Could've
 Derre - Bers Cafe
 Dum Dum Boys - God P8 Bunn
 Faith No More - I'm Easy
 Leonard Cohen - Closing Time
 Mick Jagger - Sweet Thing
 September When - Can I
 Spin Doctors - Little Miss
 Vestfandsanden - Steg

Power Play:
 Jardy - Dur, Dur
A List:
AD Arrested Dev. - People
B List:
AD Atomic Swing - Stone Me
 Dum Dum Boys - God P8 Bunn
 Duran Duran - Ordinary
 Inker & Hamilton - Porcelain
 Kenny G - Forever In
 Peter LeMarc - Det Finns
 September When - Can I
 Whitney Houston - I'm Every

RADIO OSLOFJORD/Oslo B
 EHR
Håvard Sylte - Music Dir
Power Play:
AD Sting - If I Ever
A List:
AD Efta - Down Is The
 Lisa Stansfield - Someday
 Michael W. Smith - I Will
 Right Said Fred - Love For All
 September When - Can I

B List:
AD 2 Unlimited - No Limit
 Faith No More - I'm Easy
 Fleetwood Mac - Love Shines
 Jesus Jones - The Devil
 Mick Jagger - Sweet Thing
 Vanessa Paradis - Sunday

RAINBOW RADIO/Oslo B
 Dance
Tommy Tee Flaaten - MD/DJ
A List:
AD Brand Nubian - Love Me
 Da Lench Mob - Freedom
 Dr. Dre - Nothing But
 Efta - Down Is The
 Gang Starr - Gotta Get

STUDENTRADIOEN/Tromsø B
 Rock/EHR
Rune Hagen - Head Of Music
A List:
AD De Darre - Bers Cafe
 Faith No More - I'm Easy
 Jardy - Dur, Dur
 Kari Bremnes - Månes
 Susanne Vega - Blood Makes
 The Dogs Of Lust

POLAND

POLSKIE RADIO 3/Warsaw P
 EHR
Marek Niedzwiecki - Producer
Power Play:
AD Mick Jagger - Sweet Thing
A List:
AD Chris Rea - Soft Top
 Duran Duran - Ordinary
 Jesus Jones - The Devil
 Paul McCartney - Hope
 Simply Red - Lady Godiva
 Siouxsie & Banshees - Face To

RADIO LODZ/Lodz G
 EHR
Jan Targowski - Head Of Music
Power Play:
AD Jeff Healey - If You
 Paul McCartney - Hope
A List:
AD Acid Drinkers - Seek & Destroy
 Alice In Chains - Would
 Bizarre Inc. - I'm Gonna
 Bobby Brown - Get Away
 Bon Jovi - Bed Of
 Chyp - Natic Still In Love
 Dada - Dim
 Don Henley - Sit Down
 Electronic - Disappointed
 Jan Secada - Angel
 Keith Richards - Eileen
 Maggie Reilly - Wait
 Martha Wash - Give It
 Michael Bolton - Reach Out
 Patty Smyth - No
 Slipstream - We're Raving
 Try-N-B - Sexy Eyes
 West End - The Love

RADIO LODZ/Lodz G
 EHR
Jan Targowski - Head Of Music
Power Play:
AD Jeff Healey - If You
 Paul McCartney - Hope
A List:
AD Acid Drinkers - Seek & Destroy
 Alice In Chains - Would
 Bizarre Inc. - I'm Gonna
 Bobby Brown - Get Away
 Bon Jovi - Bed Of
 Chyp - Natic Still In Love
 Dada - Dim
 Don Henley - Sit Down
 Electronic - Disappointed
 Jan Secada - Angel
 Keith Richards - Eileen
 Maggie Reilly - Wait
 Martha Wash - Give It
 Michael Bolton - Reach Out
 Patty Smyth - No
 Slipstream - We're Raving
 Try-N-B - Sexy Eyes
 West End - The Love

RADIO LODZ/Lodz G
 EHR
Jan Targowski - Head Of Music
Power Play:
AD Jeff Healey - If You
 Paul McCartney - Hope
A List:
AD Acid Drinkers - Seek & Destroy
 Alice In Chains - Would
 Bizarre Inc. - I'm Gonna
 Bobby Brown - Get Away
 Bon Jovi - Bed Of
 Chyp - Natic Still In Love
 Dada - Dim
 Don Henley - Sit Down
 Electronic - Disappointed
 Jan Secada - Angel
 Keith Richards - Eileen
 Maggie Reilly - Wait
 Martha Wash - Give It
 Michael Bolton - Reach Out
 Patty Smyth - No
 Slipstream

Station Reports

Capit. Hollywood - More And Deacon Blue - Your Town
Mick Jagger - Sweet Thing
Mikel Erentzun - Esta Luz
Netzwerk - Send Me An Angel
Shanice - Saving For

CADENA TOP 97.2/Madrid G
EHR

Raul Marchant - Music Mgr
Power Play:
Annie Lennox - Cold

A List:
AD Billy Ray Cyrus - These Boots
Brian May - Back
Garth Brooks - Summer
Jon Secada - Angel
Snap - Exterminate
AL Michael Bolton

CANAL SUR RADIO/Andalucia S
EHR

Paco Sanchez - Music Mgr
Power Play:

AD Alexander O'Neal - Love
Apache Indian - Arranged
Frank & Walters - After
Mr. Reality - Anonymous
Poison - Stand

A List:
AD Michael Bolton - Reach Out
Ned's Atomic Dustbin - Not
Pista Bulgara - Fiesta
Submarine - Dinosaurs

RADIO PALAFRUGELL/Palafrugell S
EHR

Rafel Corbi i Vilardell -
Music/Prog Dir

Power Play:
Bryan Adams - Do I Have
Jordy - Dur, Dur
Madonna - Deeper
Michelle/Zubiri - La Bella

A List:
AD Paul McCartney - Hope

B List:
AD Chris Rea - God's Great
Hipshot - Watching
Jaque Al Rey - Per Culpa
No Te Lo Pierdas - Medley
Platon - Un Año Mas
R.E.M. - Man On The Moon
Rosario - Sabar
Sergio Dalma - Ferrero
Tahures Zurdos - No
Tekla - Hjalpa Mig
Whitney Houston - I'm Every
AL John Martyn
Peter LeMarc
Spice/Company
Tati Karlo

Terapia Nacional
Wannadies

RADIO 16/Madrid B
ACE

Carlos Honorato - Prog Dir
Power Play:

AD Annie Lennox - Lovesong
Mick Jagger - Sweet Thing

A List:
AD Duran Duran - Ordinary
Mikel Erentzun - Esta Luz
AL Antonio Vega

RIKSRADIO P3: KLANG & CO/
Stockholm P
EHR

Lars Goran Nilsson - Producer
A List:

AD Bob Marley - Why
East 17 - Gold
Hanne Boel - Don't Know
Stereos MC's - Step It Up

RIKSRADIO P3: TRACKSUSTAN/
Stockholm P
EHR

Kaj Kindvall - Producer
Lars Goran Nilsson - Producer
B List:

AD Atomic Swing - Smile
Auteurs - Showgirl
Beloved - Sweet Harmony
Black Moses - Venus
Boukman Eksperyans - Jou
Capt. Hollywood - More And
Defin. Of Sound - Looking
Rod Stewart - Tom
RSF - Love For All
S. J. Morris - Never Gonna Give
Uncanny Alliance - I Got
West End - The Love

CITY RADIO/Gothenburg G
EHR

Lars Bodin - Music Dir
A List:

AD Atomic Swing - Smile
Bobby Brown - Get Away
Capt. Hollywood - More And
Hothouse Flowers - Emotional
One More Time - Calming Rain
Vanessa Paradis - Sunday
West End - The Love
Pelle Almgren

RADIO HUDDINGE/Stockholm G
EHR

Eva Larson - MD
Tomas Lannestad - Prog Dir
Power Play:

Peter Gabriel - Steam
Shai - If I Ever

A List:
AD Arrested Dev. - Mr. Wendal
Atomic Swing - Smile
Duran Duran - Ordinary
Jesus Loves You - Sweet

AL Kenny G

RADIO P4/Lund G
EHR

Anders Nilsson - Music Dir

CITY RADIO/Malmö G
EHR

Fredrik Hellström - Music Dir
A List:

AD Arrested Dev. - Mr. Wendal
Atomic Swing - Smile
Black Sorrows - Better Times
Bobby Brown - Get Away
Duran Duran - Ordinary
En Vogue - Give It
Faith No More - I'm Easy
LX-90 - Road To
Pontus & Amerik - Om Du
Prefab Sprout - A Life Of...
Sko/Torp - Familiar Roads
Vanessa Paradis - Sunday

RADIO CITY/Stockholm G
EHR

Niklas Ehring - Music Dir
Power Play:

Shamen - Phorever People
Dr. Alban - Sing Hallelujah

A List:
AD Beloved - Sweet Harmony
Bobby Brown - Get Away
Boy Krazy - That's What Love
Duran Duran - Ordinary
Faith No More - I'm Easy
Fargeta - Music
Go West - What You
Jesus Loves You - Sweet
Legacy/Sound - Happy
Mick Jagger - Sweet Thing
Niklas Strömstedt - I Hennes
One More Time - Calming Rain
Papa Dee - Runaround
Pontus & Amerik - Om Du
Rod Stewart - Tom
RSF - Love For All
S. J. Morris - Never Gonna Give
Uncanny Alliance - I Got
West End - The Love

RADIO HUDDINGE/Stockholm G
EHR

Johan B. Bring - Prog Dir
A List:

AD 2 Unlimited - No Limit
Capt. Hollywood - More And
Duran Duran - Ordinary
Hipshot - Watching
Indecent Obsession - Whispers
Soulister - Broken
Macheth - Life's Much
Marky Mark - Good Time
One More Time - Calming Rain
S.O.U.L. SYSTEM - It's Gonna

HIT FM/Stockholm S
Dance

Johan B. Bring - Prog Dir
A List:

AD 2 Unlimited - No Limit
Capt. Hollywood - More And
Duran Duran - Ordinary
Hipshot - Watching
Indecent Obsession - Whispers
Soulister - Broken
Macheth - Life's Much
Marky Mark - Good Time
One More Time - Calming Rain
S.O.U.L. SYSTEM - It's Gonna

RADIO HUDDINGE/Stockholm G
EHR

Johan B. Bring - Prog Dir
A List:

AD 2 Unlimited - No Limit
Capt. Hollywood - More And
Duran Duran - Ordinary
Hipshot - Watching
Indecent Obsession - Whispers
Soulister - Broken
Macheth - Life's Much
Marky Mark - Good Time
One More Time - Calming Rain
S.O.U.L. SYSTEM - It's Gonna

RADIO P4/Lund G
EHR

Anders Nilsson - Music Dir

A List:
AD Ace Of Base - All That She Wants
Peter LeMarc - Ge Henne Tid

B List:
AD Arrested Dev. - Mr. Wendal
Atomic Swing - Smile
Downey Mildeu - Elevator
Duran Duran - Ordinary
En Vogue - Give It
Jesus Loves You - Sweet
Marie Fredriksson - Så Still...
Sade - Kiss Of Live
Sandals - Nothing
Stephanie Mills - All Day
The Dogs Of Lust
Tom Cochrane - Sinking Like A
Vanessa Paradis - Sunday

EAST FM/Norrköping S
ACE

Peter Franck - Music Dir
Power Play:

AD Atomic Swing - Smile
Duran Duran - Ordinary

A List:
AD Bizarre Inc. - I'm Gonna

B List:
AD Arrested Dev. - Mr. Wendal
Bobby Brown - Get Away
Capt. Hollywood - More And
David Sanborn - Bang Bang
Hothouse Flowers - Emotional
Lemonheads - Mrs. Robinson
Leonard Cohen - Closing Time
One More Time - Calming Rain
Pogo Pops - Man Inside
Temple Of The Dog - Say Hello To
Toms Tivolli - Klockarna
Vanessa Paradis - Sunday
West End - The Love
Wreckx-N-Effect - Rump
Pelle Almgren

RADIO HUDDINGE/Stockholm G
EHR

Johan B. Bring - Prog Dir
A List:

AD 2 Unlimited - No Limit
Capt. Hollywood - More And
Duran Duran - Ordinary
Hipshot - Watching
Indecent Obsession - Whispers
Soulister - Broken
Macheth - Life's Much
Marky Mark - Good Time
One More Time - Calming Rain
S.O.U.L. SYSTEM - It's Gonna

RADIO HUDDINGE/Stockholm G
EHR

Johan B. Bring - Prog Dir
A List:

AD 2 Unlimited - No Limit
Capt. Hollywood - More And
Duran Duran - Ordinary
Hipshot - Watching
Indecent Obsession - Whispers
Soulister - Broken
Macheth - Life's Much
Marky Mark - Good Time
One More Time - Calming Rain
S.O.U.L. SYSTEM - It's Gonna

RADIO HUDDINGE/Stockholm G
EHR

Johan B. Bring - Prog Dir
A List:

AD 2 Unlimited - No Limit
Capt. Hollywood - More And
Duran Duran - Ordinary
Hipshot - Watching
Indecent Obsession - Whispers
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RADIO HUDDINGE/Stockholm G
EHR

Johan B. Bring - Prog Dir
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RADIO HUDDINGE/Stockholm G
EHR

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A List:

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Capt. Hollywood - More And
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Hipshot - Watching
Indecent Obsession - Whispers
Soulister - Broken
Macheth - Life's Much
Marky Mark - Good Time
One More Time - Calming Rain
S.O.U.L. SYSTEM - It's Gonna

SWITZERLAND

COULEUR 3/Lausanne G
Rock

Thierry Catherine - Head Of
Music

Power Play:
G.W.McLennan - Lightning
Gene Loves Jexebel - Chain

A List:
AD Frank & Walters - After

B List:
AD Jamiroquai - When You
Johan Asherton - River
Max - Morning Side
Pharcyde - Oha Fish
Prodigy - Out Of Space
Rakoto - Misoona

DRS 3/Basel G
Rock

Christoph Alispach - Music Co-
Ord

A List:
AD Faith No More - I'm Easy
Jesus Loves You - Sweet
Vasco Rossi - Gli Spari

B List:
AD Voix Bulgares - Pippero

RADIO 24/Zurich G
EHR

Dani Richiger - Head Of Music
Power Play:

Charles & Eddie - Would I
Inner Circle - Rock
R.E.M. - Man On The Moon

A List:
AD Billy Ray Cyrus - Could've
Patent Ochsner - Fischer
Toad The Wet S... Walk
Angelo Branduardi - Patent Ochsner

R3 III/Mendrisio B
EHR

Boris Piffaretti - Prog Dir
Riccardo Pellegrini - Head Of
Music

Power Play:
Duran Duran - Ordinary
Rapinanton/Mazelle - Love Me
Lifibla - Maudit
Vasco Rossi - Gli Spari

AD America - Survival
F. Di Ciccio - Lupus
Mick Jagger - Sweet Thing
Naughty By Nature - Hip Hop

A List:
AD Arrested Dev. - Mr. Wendal
Elis Lovric - My Land
Snap - Exterminate

R3 III/Disco/Mendrisio B
Dance

RADIO PILATUS 104.9/Luzern G
EHR

Rolf Tschuppert - Music Dir
A List:

AD Minghi/Lazio - Vattene
Bon Jovi - Bed Of
Duran Duran - Ordinary
Gerry Rafferty - It's Easy
Soulister - Broken
Martine Girault - Revival
Miss B Haven - Where Do We...
Shanice - Saving For

RADIO Z/Zurich G
ACE

Walter Ammann - Head Of Music
A List:

AD A. Bano/R. Power - Damani

Angelo Branduardi - Si Puo
Edo Zankie - Wie Gut
Inner Circle - Rock
Juan Luis Guerra - El Costo
Madonna - Bad Girl
R.E.M. - Sidewinder
Take That - Could It

RADIO LAC/Geneva S
EHR

Jacky Sanders - Prog Dir
A List:

AD Duran Duran - Ordinary
Faith No More - I'm Easy
Flying Pickets - Billie Jean
Madonna - Bad Girl
Sting - If I Ever
Take That - Could It

B List:
AD Minghi/Lazio - Vattene
Annie Lennox - Little
Del Amitri - When You
Eddie Murphy - I Was
Elys Costello - I Had A
Flying Pickets - Mama
Ian McEwan - If Love
Shinehead - Jamaican

RSR LA PREMIERE/Geneva S
Rock

Catherine Colombaro - Head Of Music
A List:

AD Mylene Farmer - Que Mon Coeur
Peter Gabriel - Steam

AL AC/DC
Jacques Dutronc
Leonard Cohen
Mike Oldfield
Nirvana
Tasmin Archer

R3 III/Mendrisio B
EHR

Boris Piffaretti - Prog Dir
Riccardo Pellegrini - Head Of
Music

Power Play:
Duran Duran - Ordinary
Rapinanton/Mazelle - Love Me
Lifibla - Maudit
Vasco Rossi - Gli Spari

AD America - Survival
F. Di Ciccio - Lupus
Mick Jagger - Sweet Thing
Naughty By Nature - Hip Hop

A List:
AD Arrested Dev. - Mr. Wendal
Elis Lovric - My Land
Snap - Exterminate

R3 III/Disco/Mendrisio B
Dance

RADIO LAC/Geneva S
EHR

Jacky Sanders - Prog Dir
A List:

AD Duran Duran - Ordinary
Faith No More - I'm Easy
Flying Pickets - Billie Jean
Madonna - Bad Girl
Sting - If I Ever
Take That - Could It

B List:
AD Minghi/Lazio - Vattene
Annie Lennox - Little
Del Amitri - When You
Eddie Murphy - I Was
Elys Costello - I Had A
Flying Pickets - Mama
Ian McEwan - If Love
Shinehead - Jamaican

RSR LA PREMIERE/Geneva S
Rock

Catherine Colombaro - Head Of Music
A List:

AD Mylene Farmer - Que Mon Coeur
Peter Gabriel - Steam

AL AC/DC
Jacques Dutronc
Leonard Cohen
Mike Oldfield
Nirvana
Tasmin Archer

R3 III/Mendrisio B
EHR

Boris Piffaretti - Prog Dir
Riccardo Pellegrini - Head Of
Music

Power Play:
Duran Duran - Ordinary
Rapinanton/Mazelle - Love Me
Lifibla - Maudit
Vasco Rossi - Gli Spari

AD America - Survival
F. Di Ciccio - Lupus
Mick Jagger - Sweet Thing
Naughty By Nature - Hip Hop

A List:
AD Arrested Dev. - Mr. Wendal
Elis Lovric - My Land
Snap - Exterminate

R3 III/Disco/Mendrisio B
Dance

RADIO LAC/Geneva S
EHR

Jacky Sanders - Prog Dir
A List:

AD Duran Duran - Ordinary
Faith No More - I'm Easy
Flying Pickets - Billie Jean
Madonna - Bad Girl
Sting - If I Ever
Take That - Could It

B List:
AD Minghi/Lazio - Vattene
Annie Lennox - Little
Del Amitri - When You
Eddie Murphy - I Was
Elys Costello - I Had A
Flying Pickets - Mama
Ian McEwan - If Love
Shinehead - Jamaican

RSR LA PREMIERE/Geneva S
Rock

Catherine Colombaro - Head Of Music
A List:

AD Mylene Farmer - Que Mon Coeur
Peter Gabriel - Steam

AL AC/DC
Jacques Dutronc
Leonard Cohen
Mike Oldfield
Nirvana
Tasmin Archer

R3 III/Mendrisio B
EHR

Boris Piffaretti - Prog Dir
Riccardo Pellegrini - Head Of
Music

Power Play:
Duran Duran - Ordinary
Rapinanton/Mazelle - Love Me
Lifibla - Maudit
Vasco Rossi - Gli Spari

AD America - Survival
F. Di Ciccio - Lupus
Mick Jagger - Sweet Thing
Naughty By Nature - Hip Hop

A List:
AD Arrested Dev. - Mr. Wendal
Elis Lovric - My Land
Snap - Exterminate

R3 III/Disco/Mendrisio B
Dance

A List:
AD 2 Unlimited - No Limit
Jonny Dangerous - Problem
Rapinanton/Mazelle - Love Me

RADIO FRAMBOISE/Yverdon B
ACE

Jean Luc Zwickert - Prog Dir
A List:

AD Clouseau - Nathalie
Dina Carroll - So Close
Guns N' Roses - November Rain
Nona Gaye - I'm Overjoyed
Prince - 7

RADIO RAURACH/Liestal B
EHR

Rainer Luginbühl &
Airplay 3 - Head Of Music
A List:

AD Minghi/Lazio - Vattene
Billy Ray Cyrus - Could've

MTV EUROPE/London P
Music Television

Brent Hansen - Dir of Prog &
Prod

Jean-Pierre Millet - Mgr Music
Prog

Heavy Rotation
Charles & Eddie - Would I
Felix - It Will
Inner Circle - Rock
Madonna - Deeper
Michael Jackson - Heal
Snap - Exterminate
Whitney Houston - I Will

Active Rotation
Genesis - Invisible
Guns N' Roses - Yesterdays
Leila K - Open
Peter Gabriel - Steam
R.E.M. - Man On The Moon
Road - Run To
Rod Stewart - Tom
Sade - Feel No Pain
Shakespears Sister - Hello
Tasmin Archer - Sleeping
Vanessa Paradis - Be My Baby

Buzz Bin
Jesus Jones - The Devil
Negresses Vertes - Houl

Medium Rotation
Bob Marley - Iron
Bon Jovi - Keep The Faith
Boyz II Men - End Of
Felix - Don't You
Guns N' Roses - November Rain
R.E.M. - Drive
Vaya Con Dios - Heading
Break Out
Alice In Chains - Would
Annie Lennox - Lovesong
Arrested Dev. - People
Bob Marley - Exodus
Capt. Hollywood - More And
Claw Boys Claw - Rosie
Dan Baird - I Love You Period
Deacon Blue - Your Town
Eddie Murphy - I Was
Leonard Cohen - Closing Time
Nirvana - In Bloom
Paty Smyth - No
Paul McCartney - Hope
Peter LeMarc - Del Finns
Poison - Stand
U2 - Who's Gonna Ride
Vaya Con Dios - Time Flies
Willy DeVille - Hey! Joe

Prime Break Out
2 Unlimited - No Limit
East 17 - House Of
Fantastischen Vier - Die Da!?!
Kiss - It's A Shame
Louie Louie - The Thought

MTV EUROPE/London P
Music Television

Brent Hansen - Dir of Prog &
Prod

Jean-Pierre Millet - Mgr Music
Prog

Heavy Rotation
Charles & Eddie - Would I
Felix - It Will
Inner Circle - Rock
Madonna - Deeper
Michael Jackson - Heal
Snap - Exterminate
Whitney Houston - I Will

Active Rotation
Genesis - Invisible
Guns N' Roses - Yesterdays
Leila K - Open
Peter Gabriel - Steam
R.E.M. - Man On The Moon
Road - Run To
Rod Stewart - Tom
Sade - Feel No Pain
Shakespears Sister - Hello
Tasmin Archer - Sleeping
Vanessa Paradis - Be My Baby

Buzz Bin
Jesus Jones - The Devil
Negresses Vertes - Houl

Billboard Singles USA TOP 25

TW	LW	Artist/Title	For week ending Feb. 6th 1993	Label	ECO
1	1	WHITNEY HOUSTON/I Will Always Love You		Arista	
2	2	SHAI/If I Ever Fall In Love		Gasoline Alley	
3	6	PEABO BRYSON/REGINA BELLE/A Whole New World		Columbia	
4	3	BOYZ II MEN/In The Still Of The Nite		Motown	
5	4	SHANICE/Saving Forever For You		Giant	
6	5	WRECKX-N-EFFECT/Rump Shaker		MCA	
7	21	DURAN DURAN/Ordinary World		Capitol	UK
8	10	PRINCE AND THE N.P.G./7		Paisley Park	
9	7	MADONNA/Deeper And Deeper		Maverick	
10	13	ARRESTED DEVELOPMENT/Mr. Wendal		Chrysalis	
11	9	SNAP/Rhythm Is A Dancer		Arista	D
12	11	RESTLESS HEART/When She Cries		RCA	
13	8	BOBBY BROWN/Good Enough		MCA	
14	22	WHITNEY HOUSTON/I'm Every Woman		Arista	
15	17	PORTRAIT/Here We Go Again!		Capitol	
16	12	P.M. DAWN/I'd Die Without You		Gee Street	
17	15	EN VOGUE/Give It Up, Turn It Loose		Atco EastWest	
18	18	TOAD THE WET SPROCKET/Walk On The Ocean		Columbia	
19	14	GO WEST/Faithful		EMI	UK
20	30	DIGABLE PLANETS/Rebirth Of Slick		Pendulum	
21	27	JADE/Don't Walk Away		Giant	
22	16	MARY J. BLIGE/Real Love		Uptown	
23	23	PAPERBOY/Ditty		Next Plateau	
24	19	JON SECADA/Do You Believe In Us		SBK	
25	31	BOBBY BROWN/Get Away		MCA	

Adult Contemporary Europe ACE TOP 25

EUROPEAN TOP 100 ALBUMS

Buma stemra

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	8 Soundtrack - The Bodyguard The Bodyguard - Arista	A.B.DK.SF.FD.GR.IRL.I.NL.N.P.E.S.CH.UK	35	23 21 Roxette Tourism - EMI	B.DK.D.NL.E.S.CH	69	99 2 Noir Desir Tostaky - Barclay	F
2	3 2 Genesis Live - The Way We Walk Vol.2: The Longs - Virgin	B.DK.SF.FD.IRL.I.NL.N.P.S.CH.UK	36	28 20 Mike Oldfield Tubular Bells II - WEA ▲	DK.IRL.E.UK	70	66 13 Boyz II Men Cooleyhighharmony - Motown	A.DK.D.NL.UK
3	2 17 Abba Gold - Greatest Hits - Polar ▲3	A.B.DK.SF.FD.IRL.I.NL.N.P.E.S.CH.UK	37	31 14 Madonna Erotica - Maverick ▲	A.SF.F.GR.NL.E.S.UK	71	72 9 Enya The Celts - WEA	D.NL.S.UK
4	4 16 R.E.M. Automatic For The People - Warner Brothers ▲	A.B.DK.SF.D.GR.IRL.I.NL.N.P.E.S.CH.UK	38	30 10 Take That Take That & Party - RCA	IRL.UK	72	64 3 Jean Marc Thibault Des Chansons Plein Le Coeur - Lederman	F
5	5 9 Genesis Live - The Way We Walk Vol.1: The Shorts - Virgin	A.B.DK.SF.FD.GR.IRL.NL.N.P.E.S.CH.UK	39	43 6 Jean-Philippe Audin & Diego Modena Ocarina - Delphine	F	73	58 13 Roch Voisine Europe Tour - GM	B.F
6	8 21 Eric Clapton Unplugged - Reprise ▲	A.DK.SF.FD.IRL.NL.N.P.E.S.CH.UK	40	49 4 Juan Luis Guerra Aretto - Arista	E	74	69 10 Hubert Von Goisern & Die Alpinkatzen Aufgeign Statt Niederschiassn - Ariola	A
7	11 12 Bon Jovi Keep The Faith - Jambco ▲	A.B.DK.SF.D.GR.NL.N.P.E.S.CH.UK	41	37 62 Queen Greatest Hits II - Parlophone ▲4	B.DK.D.NL.UK	75	71 7 Queen Queen Greatest Hits - Parlophone ▲5	B.DK.D.NL.UK
8	6 9 Freddie Mercury The Freddie Mercury Album - Parlophone	A.B.DK.SF.D.I.NL.N.P.E.CH.UK	42	39 7 Hanne Boel Kinda Soul - EMI-Medley	DK.N.S	76	86 3 Prodigy The Prodigy Experience - XL	GR.IRL.NL.UK
9	10 17 Die Fantastischen 4 4 Gewinnt - Columbia	A.D.CH	43	42 3 Ace Of Base Happy Nation - Mega	DK.N	77	76 11 Bob Marley Legend - Island	B.D.UK
10	7 59 Michael Jackson Dangerous - Epic ▲5	A.B.DK.FD.GR.NL.E.UK	44	57 2 Manfred Man's Earth Band Blinded By The Light - Best Of - Arcade	D.CH	78	70 66 Simply Red Stars - East West ▲5	UK
11	25 3 Stereo MC's Connected - Gee Street	A.D.IRL.S.CH.UK	45	48 21 Jon Secada Jon Secada - EMI	D.NL.E.CH	79	78 8 Claudio Baglioni Ancorassieme - Columbia	I
12	9 10 Cher Cher's Greatest Hits: 1965 - 1992 - Geffen	A.DK.D.IRL.NL.S.CH.UK	46	38 13 Renzo Arbore E L'Orchestra Italiana Napoli Punto E A Capo - Fonit Cetra	I	80	NE Boney M Gold - Hansa	D.NL
13	12 12 Sade Love Deluxe - Epic ▲	A.B.DK.SF.FD.GR.I.NL.N.P.E.S.CH	47	NE Dina Carroll So Close - A&M	UK	81	82 2 Die Fantastischen Vier Jetzt Geh't's Ab - Columbia	D
14	14 17 Vaya Con Dios Time Flies - Ariola	A.B.DK.SF.D.GR.NL.N.S.CH	48	40 31 Pow Wow Regagner Les Plaines - Remark	F	82	NE Purple Schulz Die Singles '84-'92 - Electrola	D
15	15 6 Jordy Pochette Surprise - Columbia	B.F.I	49	59 21 Inner Circle Bad To The Bone - Metronome	A.DK.SF.D.NL.CH	83	80 3 U2 Achtung Baby - Island	DK.D.IRL.UK
16	24 7 Charles & Eddie Duophonic - Capitol	A.B.DK.D.NL.S.CH.UK	50	68 4 Shakespears Sister Hormonally Yours - London	D.S.UK	84	96 3 Rene Froger Sweet Hello's & Sad Goodbyes - Dino	NL
17	16 11 Joe Cocker The Best Of Joe Cocker - Capitol	A.B.DK.D.GR.NL.N.P.S.CH	51	79 2 Cathy Dennis Into The Skyline - Polydor	UK	85	NE Elvis Costello And The Brodsky Quartet The Juliet Letters - Warner Brothers	IRL.UK
18	13 9 Erasure Pop! The First 20 Hits - Mute	A.DK.SF.D.GR.IRL.S.CH.UK	52	61 4 Jacques Dutronc Dutronc Au Casino (Live) - Columbia	B.F	86	NE Marco Masini T'Innamorerei - Ricordi	I
19	36 3 Soundtrack - Sister Act Sister Act - Hollywood	A.F.D.CH	53	46 15 Die Prinzen Küssen Verboten - Hansa	D	87	NE Manfred Mann Ages Of Mann - 22 Classics Hits Of The 6 - PolyGram TV	UK
20	17 5 Nirvana Incesticide - DGC	A.B.DK.FD.IRL.NL.S.CH.UK	54	47 59 Nirvana Nevermind - DGC ●	F.IRL.NL.UK	88	73 2 The Yerpenters Only Yesterday - Greatest Hits - A&M	E.UK
21	19 5 Fredericks, Goldman & Jones Sur Scène - Columbia	B.F	55	55 13 Vangelis OST T492 - The Conquest Of Paradise - East West	B.F.D.E	89	84 9 Antonello Venditti Da San Siro A Samarcanda - L'Amore... - Ricordi	I
22	18 12 AC/DC Live At Donington - Double - Atco ▲	A.DK.SF.FD.P.E.S.CH	56	63 16 Vanessa Paradis Vanessa Paradis - Remark	DK.FD.NL.S	90	75 7 J. Karjalainen Suurimmat Hiiit - Poko	SF
23	51 3 Arrested Development 3 Years, 5 Months & 2 Days In The Life - Cooltempo	D.IRL.NL.UK	57	44 13 Tasmin Archer Great Expectations - EMI	A.D.GR.NL.S.CH.UK	91	81 10 AC/DC Live At Donington - Single - Atco	DK.D.CH
24	20 36 Lionel Richie Back To Front - Motown ▲	B.DK.D.IRL.NL.UK	58	67 13 Bonnie Tyler Angel Heart - Hansa	A.D.N.S.CH	92	74 5 Paul De Leeuw Van U Wil Ik Zingen - Varagram	NL
25	29 16 Michael Bolton Timeless - The Classics - Columbia	A.DK.SF.IRL.NL.P.E.S.UK	59	45 16 The Police Greatest Hits - A&M	B.D.P.UK	93	97 5 Humperdinck & Jones The Best - Back To Back - Deram	B
26	22 14 Simple Minds Glittering Prize '81 - '92 - Virgin	B.DK.D.GR.IRL.NL.S.CH.UK	60	54 11 Chris Rea God's Great Banana Skin - East West ●	D.NL.CH.UK	94	NE Helene Helene - AB	F
27	27 68 Guns N' Roses Use Your Illusion II - Geffen ▲	A.B.DK.FD.NL.P.S.UK	61	50 61 Genesis We Can't Dance - Virgin ▲6	F.D.UK	95	NE En Vogue Funky Diva's - East West America	NL.S.UK
28	35 17 Peter Gabriel Us - Realworld	A.F.D.GR.NL.S.CH.UK	62	56 14 Didier Barbelivien Vendée 93 - Talar	B.F	96	90 2 Paolo Conte 900 - CGD	A.I
29	26 11 Gloria Estefan Greatest Hits - Epic	B.D.IRL.NL.CH.UK	63	53 16 Zucchero Fornaciari Miserere - Polydor	I	97	85 5 Die Prinzen Das Leben Ist Grausam - Hansa	D
30	21 18 The Shamen Boss Drum - One Little Indian	DK.IRL.S.UK	64	62 7 Lucio Battisti Le Origini - Ricordi	I	98	RE Annie Lennox Diva - RCA	UK
31	32 8 Leonard Cohen The Future - Columbia	A.B.DK.SF.FD.GR.IRL.NL.N.S.CH	65	65 4 Julien Clerc Utile - Virgin	B.F.NL	99	83 4 Christian Morin Esquisse - Dee	B.F
32	41 39 Metallica Metallica - Vertigo ▲	A.DK.SF.D.IRL.NL.P.S	66	NE Fish Songs From The Mirror - Polydor	D.NL.UK	100	NE Peter Lemarc Det Finns Inget Bättre - MNW	S
33	34 3 Litfiba Terremoto - CGD	I	67	60 15 Prince & The New Power Generation Love Symbol - Paisley Park ▲	A.F.NL.UK			
34	33 68 Guns N' Roses Use Your Illusion I - Geffen ▲	B.DK.FD.NL.S.UK	68	52 12 Neil Young Harvest Moon - Reprise	A.SF.GR.IRL.NL.S.UK			

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

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



THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED
1	11 I Will Always Love You Whitney Houston - Arista (Carlin)	A.B.DK.SF.FD.IRL.I.NL.N.E.S.CH.UK	35	60 2 Bed Of Roses Bon Jovi - Jambco (PolyGram)	IRL.S.UK	69	80 7 The Great Pretender Freddie Mercury - Parlophone (Southern Music)	A.F.D.CH
2	2 12 Would I Lie To You? Charles & Eddie - Capitol (EMI)	A.B.DK.D.IRL.NL.N.S.CH.UK	36	26 15 Keep The Faith Bon Jovi - Jambco (PolyGram)	DK.D.P.S.CH	70	85 3 Stone Me Into The Groove Atomic Swing - Sonet (Not Listed)	S
3	4 5 Exterminate Snap - Logic (Hanseatic/Songs Of Logic)	A.B.DK.SF.FD.IRL.I.NL.P.E.S.CH.UK	37	40 2 Open Your Mind Usura - deConstruction (Warner Chappell)	B.I.UK	71	72 4 Arranged Marriage Apache Indian - Island (MCA/CC)	IRL.UK
4	3 10 Heal The World Michael Jackson - Epic (EMI/WC/Zomba)	A.B.DK.SF.FD.IRL.I.NL.S.CH.UK	38	53 14 La Legende De Oochigeas Roch Voisine - GM (Ed. Georges Mary)	B.F	72	78 11 Das Boot U 96 - Polydor (Bavaria/Sono)	E
5	5 18 Dur Dur D'Etre Bebe Jordy - Columbia (Gavroche)	B.SF.F.I.NL.N.E.S	39	47 3 Open Sesame Leila K - Coma (Songs Of Logic/Hanseatic)	D.IRL.UK	73	86 2 It's Ok It's Alright Def Dames Dope - Game (TBM Intl. CV)	B.NL
6	7 15 More And More Captain Hollywood Project - Blow Up (Warner Chappell)	A.B.F.D.NL.S.CH	40	51 10 Yesterdays Guns N' Roses - Geffen (EMI/WC/McCloud)	A.B.DK.D.IRL.S.CH	74	68 7 One In Ten 808 State & UB40 - ZTT (New Claims-ATV/Perfect)	SF.IRL.P.UK
7	6 24 Don't You Want Me Felix - deConstruction (MCA)	A.B.DK.F.D.I.P.E.S.CH	41	83 7 Boney M MegaMix Boney M - Hansa (Various)	B.DK.SF.D.IRL.UK	75	46 38 It's My Life Dr. Alban - SweMix (SweMix)	F.D
8	10 3 I'm Easy/Be Aggressive (Live) Faith No More - Slash (Jobete/Rondor)	SF.D.IRL.NL.N.UK	42	44 11 Le Lion Est Mort Ce Soir Pow Wow - Remark (Peekaboo Productions)	F	76	NE If I Can't Change Your Mind Sugar - Creation (EMI)	UK
9	21 3 The Love I Lost West End feat. Sybil - PWL Intl. (Warner Chappell)	IRL.UK	43	36 7 Gold East 17 - London (PolyGram)	S.CH	77	54 2 When You Were Young Del Amitri - A&M (PolyGram)	UK
10	11 7 Rock With You Inner Circle - Metronome (Madhouse/Warner Chappell)	A.B.DK.D.NL.P.CH	44	38 12 Highland One More Time - CNR (EMI Songs/Scandinavia AB)	B.S	78	NE This Time/Life Without You Chris Moore - Warner Brothers (Not Listed)	IRL
11	8 14 It Will Make Me Crazy Felix - deConstruction (Copyright Control)	A.B.DK.D.I.S.CH	45	45 24 November Rain Guns N' Roses - Geffen (Warner Chappell)	F.D.CH	79	89 2 Il Suffira D'Un Signe (En Public) Fredericks, Goldman & Jones - Columbia (Warner Chappell)	F
12	9 20 House Of Love East 17 - London (PolyGram)	A.DK.D.N.S.CH	46	67 5 Hello (Turn Your Radio On) Shakespears Sister - London (EMI/Island/BMG)	D.S.CH	80	NE Nahkatakkinen Tyttö Dingo - Finnlevy (Fazer)	SF
13	NE No Limit 2 Unlimited - Byte (MCA)	IRL.S.UK	47	49 8 Step It Up Stereo MC's - 4th & Broadway (EMI)	B.IRL.S.UK	81	63 6 Someday (I'm Coming Back) Lisa Stansfield - Arista (Big Life)	IRL.NL.UK
14	12 19 Iron Lion Zion Bob Marley & The Wailers - Tuff Gong (Bob Marley/Blue Mountain)	A.B.F.D.E.S.CH	48	37 12 Connected Stereo MC's - 4th & Broadway (EMI)	A.B.S.CH	82	52 20 Raumschiff Edelweiss Edelweiss - WEA (Bruin Music)	SF.D.CH
15	19 15 Because The Night Co.Ro feat. Taleesa - Ginger Music (Tipax)	B.F.I.E	49	70 2 Sascha...Ein Aufrechter Deutscher Die Toten Hosen - Virgin (BMG)	D	83	NE Like The Way I Do (Live) Melissa Etheridge - Island (Rondor)	NL
16	25 2 We Are Family ('93 Mixes) Sister Sledge - Atlantic (Warner Chappell)	IRL.UK	50	57 5 Nothing Else Matters Metallica - Vertigo (PolyGram)	DK.F	84	32 3 Dogs Of Lust The The - Epic (Sony/Lazarus)	IRL.UK
17	14 7 Deeper And Deeper Madonna - Maverick (WC/MCA)	B.SF.FD.IRL.I.NL.S.CH.UK	51	39 6 Phorever People The Shamen - One Little Indian (Warner Chappell)	D.IRL.S.UK	85	NE Start Choppin' Dinosaur Jr - Blanco Y Negro (BMG)	UK
18	30 3 Hope Of Deliverance Paul McCartney - Parlophone (MPL)	B.DK.D.IRL.I.NL.N.S.UK	52	NE Independence Lulu - Dome (Warner Chappell)	UK	86	55 26 Just Another Day Jon Secada - SBK (EMI)	D.S.CH
19	13 15 Die Da!?! Die Fantastischen Vier - Columbia (EMI)	A.D.CH	53	RE Who's Fooling Who Double You - DWA (MCA)	B.F.D.E	87	94 26 It's Probably Me Sting & Eric Clapton - A&M (Magnetic/Blue Turtle/W-T)	F.I.P
20	NE Ordinary World Duran Duran - Parlophone (Copyright Control)	IRL.I.UK	54	62 2 What You Won't Do For Love Go West - Chrysalis (Planetary Nom)	UK	88	92 23 The World Is Stone Cyndi Lauper - Epic (PolyGram/CC)	F
21	33 33 Sweat (A La La La Long) Inner Circle - Metronome (Rock Pop/Madhouse)	A.B.DK.FD.P.CH	55	48 8 Koa Hiataamadl Hubert Von Goisern - Ariola (Blanko/Wintrop)	A	89	NE Music Fargetta And Anne-Marie Smith - Marton & Media (EMI/WC/Zomba)	I.UK
22	20 18 Sleeping Satellite Tasmin Archer - EMI (EMI)	A.B.F.D.I.S.CH	56	50 10 Out Of Space/Ruff In The Jungle... The Prodigy - XL (EMI)	IRL.NL.UK	90	NE Love Makes No Sense Alexander O'Neal - Tabu (EMI)	UK
23	27 3 Steam Peter Gabriel - Realworld (Real World)	B.D.IRL.NL.S.UK	57	42 24 Baker Street Undercover - PWL Intl. (EMI)	DK.D.I.P.S.CH	91	RE Happy Nation Ace Of Base - Mega (Megasong)	DK
24	18 19 End Of The Road Boyz II Men - Motown (Warner Chappell)	B.DK.D.IRL.P.S.CH	58	24 6 Pour L'Amour D'Un Garcon Helene - AB (Abeditions)	F	92	RE Don't Let The Sun Go Down On Me George Michael & Elton John - Epic (Big Pig)	P
25	22 17 All That She Wants Ace Of Base - Mega (Megasong)	DK.D.N.S	59	65 7 Que Mon Coeur Lache Mylene Farmer - Polydor (Requiem)	B.F	93	93 2 Boss Drum The Shamen - One Little Indian (Warner Chappell)	A.SF.S
26	16 13 Les Mariés De Vendée Anais Et Didier Barbelivien - POM (POM)	B.F	60	29 3 After All Frank And Walters - Setanta (Chrysalis)	IRL.UK	94	NE Hip Hop Hooray Naughty By Nature - Big Life (Carlin)	UK
27	35 13 Run To You Rage - Pulse 8 (Rondor)	A.B.SF.D.S.CH	61	64 3 It's Gonna Be A Lovely Day S.O.U.L. System intr. Michelle Visage - Arista (WC/Chelsea)	SF.IRL.UK	95	RE She's Like The Wind Patrick Swayze - RCA (Strawberry Fork Music)	F
28	17 7 Could It Be Magic Take That - RCA (BMG)	B.IRL.UK	62	NE Cantaloop Us 3 - EMI (Not Listed)	B.SF.D.CH	96	69 10 Temptation (Brothers In Heaven Remix) Heaven 17 - Virgin (EMI/Sound Diagrams/WC)	B.D.NL
29	31 8 Tom Traubert's Blues (Waltzing Matilda) Rod Stewart - Warner Brothers (Warner Chappell)	B.D.NL.S.CH	63	NE She Sells Sanctuary MCMXCIII The Cult - Beggars Banquet (Warner Chappell)	IRL.UK	97	43 3 The Devil You Know Jesus Jones - Food (EMI)	IRL.UK
30	15 3 Mr.Wendal/Revolution Arrested Development - Cooltempo (EMI)	IRL.UK	64	NE Deep East 17 - London (PolyGram)	UK	98	NE Saving Forever For You Shanice - Giant (EMI)	DK.IRL.UK
31	34 8 Who's Gonna Ride Your Wild Horses U2 - Island (Blue Mountain)	A.DK.SF.D.IRL.I.P.CH	65	81 2 Tell Me A Poem Papermoon - Ariola (Big Life)	A	99	NE Love Me The Right Way Rapination feat. Kym Mazelle - Arista (MCA/CC)	UK
32	23 17 Be My Baby Vanessa Paradis - Remark (Miss Bessie/Bahama Rhythm)	B.DK.FD.NL.S	66	NE Heaven Is Def Leppard - Bludgeon Riffola (Various)	UK	100	NE Gimme What's Real Indra - Orlando (Orlando)	F
33	28 11 Never Let Her Slip Away Undercover - PWL Intl. (Island)	A.B.DK.D.NL.P	67	41 17 Drive R.E.M. - Warner Brothers (Warner Chappell)	A.D.CH			
34	66 2 Sweet Harmony The Beloved - East West (EMI)	IRL.UK	68	NE Des Larmes Et Des Moux Les Infideles - Trema (Trema)	F			

The Eurochart Hot 100 Singles is compiled by BPI Communications BV in cooperation with Buma/Stemra and based on the following national sales charts: MRIB (UK); Bundesverband Der Phonographischen Wirtschaft/Media Control/Musikmarkt (West Germany); Europe 1/Canal Plus/Tele7ours (France); RAI Stereo Due/Musica E Dischi/Mario De Luigi (Italy); Stichting Nederlandse Top 40 (Holland); SABAM/IFPI (Belgium); GfK/IFPI (Sweden); IFPI/Johan Schlueter (Denmark); VG (Norway); ALEF MB/TVE (Spain); Sauri/IFPI (Finland); IFPI (Ireland); UNEVA (Portugal); Austria Top 30 (Austria); Media Control/Musikmarkt (Switzerland); Pop + Rock (Greece).

UNITED KINGDOM

- Singles*
- 1 **Whitney Houston** - I Will Always Love You (Arista)
 - 2 **Snap** - Exterminate (Arista)
 - 3 **West End/Sybil** - The Love I Lost (PWL Intl.)
 - 4 **Faith No More** - I'm Easy/Be Aggressive (London)
 - 5 **Sister Sledge** - We Are Family (East West)
 - 6 **Duran Duran** - Ordinary World (EMI)
 - 7 **2 Unlimited** - No Limit (PWL Intl.)
 - 8 **The Beloved** - Sweet Harmony (East West)
 - 9 **Arrested Development** - Mr.Wendal/Revolution (Cooltempo)
 - 10 **Take That** - Could It Be Magic (RCA)

- Albums*
- 1 **Soundtrack** - The Bodyguard (Arista)
 - 2 **Genesis** - Live - The Way We Walk Vol.2 (Virgin)
 - 3 **Stereo MC's** - Connected (4th & Broadway)
 - 4 **R.E.M.** - Automatic For The People (Warner Brothers)
 - 5 **Arrested Development** - 3 Years, 5 Months... (Cooltempo)
 - 6 **Cher** - Cher's Greatest Hits: 1965 - 1992 (MCA)
 - 7 **The Shamen** - Boss Drum (One Little Indian)
 - 8 **Take That** - Take That & Party (RCA)
 - 9 **Dina Carroll** - So Close (A&M)
 - 10 **Erasure** - Pop! The First 20 Hits (Mute)

SPAIN

- Singles*
- 1 **Jordy** - Dur Dur D'Etire Bebe (Sony)
 - 2 **Co.Ro/Taleesa** - Because The Night (Ginger)
 - 3 **Whitney Houston** - I Will Always Love You (BMG)
 - 4 **Moon** - Moon Light Shadow (Max)
 - 5 **Double You** - Who's Fooling Who (Blanco Y Negro)
 - 6 **Felix** - Don't You Want Me (BMG)
 - 7 **Ambassadors Of Funk/MC Mario** - Supermarioland (Metropol)
 - 8 **A.Class** - Don't You (Max)
 - 9 **N.Real Presence** - Chiki Chika (Lucas)
 - 10 **Supertrack** - The Logical Song (Blanco Y Negro)

- Albums*
- 1 **Soundtrack** - The Bodyguard (BMG)
 - 2 **Juan Luis Guerra** - Aretio (Karen/BMG)
 - 3 **Various** - Bandas Sonoras Originales (BMG)
 - 4 **Mike Oldfield** - Tubular Bells II (Warner)
 - 5 **Various** - Maquina Del Tiempo (Blanco Y Negro)
 - 6 **Various** - Loco Por La Tele (BMG)
 - 7 **Various** - Boom-8 (EMI)
 - 8 **Freddie Mercury** - The Album (EMI)
 - 9 **Various** - Mas Noches De Blanco Saten (EMI)
 - 10 **Eric Clapton** - Unplugged (Warner)

DENMARK

- Singles*
- 1 **Whitney Houston** - I Will Always Love You (BMG)
 - 2 **Charles & Eddie** - Would I Lie To You? (EMI-Medley)
 - 3 **Ace Of Base** - Happy Nation (Mega)
 - 4 **Metallica** - Nothing Else Matters (PolyGram)
 - 5 **Billy Ray Cyrus** - Achy Breaky Heart (PolyGram)
 - 6 **Ace Of Base** - All That She Wants (Mega)
 - 7 **Boyz II Men** - End Of The Road (PolyGram)
 - 8 **Guns N' Roses** - Yesterdays (BMG)
 - 9 **Lisa Nilsson** - Alt Jeg Behøver (BMG)
 - 10 **Felix** - It Will Make Me Crazy (BMG)

- Albums*
- 1 **Ace Of Base** - Happy Nation (Mega)
 - 2 **Soundtrack** - The Bodyguard (BMG)
 - 3 **Hanne Boel** - Kinda Soul (EMI-Medley)
 - 4 **Abba** - Gold - Greatest Hits (PolyGram)
 - 5 **Various** - Absolute Music 1 (EMI M.FL)
 - 6 **Ulla Henningsen** - Kald Mig Liva (Pladecom)
 - 7 **Eric Clapton** - Unplugged (Warner)
 - 8 **Sko/Torp** - Familiar Roads (EMI-Medley)
 - 9 **Lisa Nilsson** - Himlen Runt Hörnet (BMG)
 - 10 **Monrad & Rislund** - Next Stop Pladderballe (EMI-Medley)

SWITZERLAND

- Singles*
- 1 **Whitney Houston** - I Will Always Love You (BMG)
 - 2 **Charles & Eddie** - Would I Lie To You? (EMI)
 - 3 **Die Fantastischen Vier** - Die Da!?! (Sony)
 - 4 **Captain Hollywood Project** - More And More (Phonog)
 - 5 **Felix** - Don't You Want Me (BMG)
 - 6 **Michael Jackson** - Heal The World (Sony)
 - 7 **Snap** - Exterminate (BMG)
 - 8 **Felix** - It Will Make Me Crazy (BMG)
 - 9 **Bob Marley & The Wailers** - Iron Lion Zion (BMG)
 - 10 **Us 3** - Cantaloop (EMI)

- Albums*
- 1 **Soundtrack** - The Bodyguard (BMG)
 - 2 **Abba** - Gold - Greatest Hits (PolyGram)
 - 3 **Genesis** - Live - The Way We Walk Vol.2 (Virgin)
 - 4 **Die Fantastischen Vier** - 4 Gewinnt (Sony)
 - 5 **Vaya Con Dios** - Time Flies (BMG)
 - 6 **R.E.M.** - Automatic For The People (Warner)
 - 7 **Bon Jovi** - Keep The Faith (PolyGram)
 - 8 **Genesis** - Live - The Way We Walk Vol.1 (Virgin)
 - 9 **Charles & Eddie** - Duophonic (EMI)
 - 10 **Peach Weber** - Nix Wie Gax (PolyGram)

GERMANY

- Singles*
- 1 **Whitney Houston** - I Will Always Love You (BMG)
 - 2 **Charles & Eddie** - Would I Lie To You? (EMI)
 - 3 **Captain Hollywood Project** - More And More (Blow Up)
 - 4 **Michael Jackson** - Heal The World (Sony)
 - 5 **Snap** - Exterminate (BMG)
 - 6 **Toten Hosen** - Sascha... (Virgin)
 - 7 **East 17** - House Of Love (Metronome)
 - 8 **Inner Circle** - Rock With You (WEA)
 - 9 **Die Fantastischen Vier** - Die Da!?! (Sony)
 - 10 **Felix** - It Will Make Me Crazy (BMG)

- Albums*
- 1 **Soundtrack** - The Bodyguard (BMG)
 - 2 **Genesis** - Live - The Way We Walk Vol.2 (Virgin)
 - 3 **Die Fantastischen Vier** - 4 Gewinnt (Sony)
 - 4 **Bon Jovi** - Keep The Faith (Phonogram)
 - 5 **Abba** - Gold - Greatest Hits (Polydor)
 - 6 **Genesis** - Live - The Way We Walk Vol.1 (Virgin)
 - 7 **Soundtrack** - Sister Act - Sister Act (Warner)
 - 8 **R.E.M.** - Automatic For The People (Warner)
 - 9 **Charles & Eddie** - Duophonic (EMI)
 - 10 **Eric Clapton** - Unplugged (Warner)

HOLLAND

- Singles*
- 1 **Whitney Houston** - I Will Always Love You (BMG)
 - 2 **Charles & Eddie** - Would I Lie To You? (EMI)
 - 3 **Rod Stewart** - Tom Traubert's Blues (Warner)
 - 4 **Melissa Etheridge** - Like The Way I Do (BMG)
 - 5 **Inner Circle** - Rock With You (Warner)
 - 6 **Snap** - Exterminate (BMG)
 - 7 **The Prodigy** - Out Of Space (Boudisque)
 - 8 **Bizarre Inc./A.Brown** - I'm Gonna Get You (Boudisque)
 - 9 **Shai** - If I Ever Fall In Love (BMG)
 - 10 **Jordy** - Dur Dur D'Etire Bebe (Sony)

- Albums*
- 1 **Soundtrack** - The Bodyguard (BMG)
 - 2 **Lionel Richie** - Back To Front (PolyGram)
 - 3 **Rene Froger** - Sweet Hello's & Sad Goodbyes (Dino)
 - 4 **Paul De Leeuw** - Van U Wil Ik Zingen (Sony)
 - 5 **Eric Clapton** - Unplugged (Warner)
 - 6 **Genesis** - Live - The Way We Walk Vol.2 (Virgin)
 - 7 **Abba** - Gold - Greatest Hits (PolyGram)
 - 8 **Golden Earring** - The Naked Truth (Sony)
 - 9 **Vaya Con Dios** - Time Flies (BMG)
 - 10 **Joe Cocker** - The Best Of Joe Cocker (EMI)

NORWAY

- Singles*
- 1 **Whitney Houston** - I Will Always Love You (BMG)
 - 2 **Ace Of Base** - All That She Wants (Mega)
 - 3 **Charles & Eddie** - Would I Lie To You? (EMI)
 - 4 **September When** - Can I Trust You (Warner)
 - 5 **Paul McCartney** - Hope Of Deliverance (EMI)
 - 6 **Ace Of Base** - Wheel Of Fortune (Mega)
 - 7 **Jordy** - Dur Dur D'Etire Bebe (Sony)
 - 8 **Dum Dum Boys** - Transit Sigmata Exit (Sony)
 - 9 **East 17** - House Of Love (PolyGram)
 - 10 **Faith No More** - I'm Easy/Be Aggressive (PolyGram)

- Albums*
- 1 **Soundtrack** - The Bodyguard (BMG)
 - 2 **Ace Of Base** - Happy Nation (Mega)
 - 3 **Various** - Absolute Music 6 (Eva)
 - 4 **Hanne Boel** - Kinda Soul (EMI)
 - 5 **Drønning Mauds Land** - Noe Som Har Hendt (EMI M.FL)
 - 6 **Joe Cocker** - The Best Of Joe Cocker (EMI)
 - 7 **R.E.M.** - Automatic For The People (Warner)
 - 8 **Billy Ray Cyrus** - Some Gave All (PolyGram)
 - 9 **Abba** - Gold - Greatest Hits (PolyGram)
 - 10 **Eric Clapton** - Unplugged (Warner)

AUSTRIA

- Singles*
- 1 **Whitney Houston** - I Will Always Love You (BMG)
 - 2 **Charles & Eddie** - Would I Lie To You? (EMI)
 - 3 **Hubert Von Goisern** - Koa Hiataamadl (BMG)
 - 4 **Papermoon** - Tell Me A Poem (BMG)
 - 5 **Captain Hollywood Project** - More And More (Echo)
 - 6 **Michael Jackson** - Heal The World (Sony)
 - 7 **Die Fantastischen Vier** - Die Da!?! (Sony)
 - 8 **Felix** - It Will Make Me Crazy (BMG)
 - 9 **Felix** - Don't You Want Me (BMG)
 - 10 **Stereo MC's** - Connected (BMG)

- Albums*
- 1 **Soundtrack** - The Bodyguard (BMG)
 - 2 **H.Von Goisern/Alpinkatzen** - Aufgeign... (BMG)
 - 3 **Die Fantastischen Vier** - 4 Gewinnt (Sony)
 - 4 **Abba** - Gold - Greatest Hits (PolyGram)
 - 5 **Soundtrack** - Sister Act - Sister Act (Echo)
 - 6 **Cher** - Cher's Greatest Hits: 1965 - 1992 (MCA)
 - 7 **Eric Clapton** - Unplugged (Warner)
 - 8 **Michael Jackson** - Dangerous (Sony)
 - 9 **Bonnie Tyler** - Angel Heart (BMG)
 - 10 **R.E.M.** - Automatic For The People (Warner)

FRANCE

- Singles*
- 1 **Jordy** - Dur Dur D'Etire Bebe (Columbia)
 - 2 **Michael Jackson** - Heal The World (Epic)
 - 3 **Whitney Houston** - I Will Always Love You (BMG)
 - 4 **Felix** - Don't You Want Me (BMG)
 - 5 **Anais/D.Barbelivien** - Les Maries De Vendée (POM)
 - 6 **Roch Voisine** - La Legende De Oochigeas (BMG)
 - 7 **Pow Wow** - Le Lion Est Mort Ce Soir (Remark)
 - 8 **Co.Ro/Taleesa** - Because The Night (PolyGram)
 - 9 **Helene** - Pour L'Amour D'Un Garcon (BMG)
 - 10 **Captain Hollywood Project** - More And More (PolyGram)

- Albums*
- 1 **Soundtrack** - The Bodyguard (BMG)
 - 2 **Fredericks, Goldman & Jones** - Sur Scène (Columbia)
 - 3 **Jordy** - Pochette Surprise (Columbia)
 - 4 **Michael Jackson** - Dangerous (Epic)
 - 5 **J.P.Audin/D.Modena** - Ocarina (Delphine)
 - 6 **Pow Wow** - Regagner Les Plaines (Remark)
 - 7 **Genesis** - Live - The Way We Walk Vol.1 (Virgin)
 - 8 **Jacques Dutronc** - Dutronc Au Casino (Sony)
 - 9 **Didier Barbelivien** - Vendée 93 (POM)
 - 10 **Genesis** - Live - The Way We Walk Vol.2 (Virgin)

BELGIUM

- Singles*
- 1 **Whitney Houston** - I Will Always Love You (BMG)
 - 2 **Charles & Eddie** - Would I Lie To You? (EMI)
 - 3 **One More Time** - Highland (CNR)
 - 4 **Michael Jackson** - Heal The World (Sony)
 - 5 **Co.Ro/Taleesa** - Because The Night (Sound Of Music)
 - 6 **Def Dames Dope** - It's Ok It's Alright (Dino)
 - 7 **Isabelle A** - Wondermooi (CNR)
 - 8 **Captain Hollywood Project** - More And More (Dino)
 - 9 **Jordy** - Dur Dur D'Etire Bebe (Sony)
 - 10 **Inner Circle** - Rock With You (Warner)

- Albums*
- 1 **Soundtrack** - The Bodyguard (BMG)
 - 2 **Humperdinck/Jones** - Back To Back (PolyGram)
 - 3 **Abba** - Gold - Greatest Hits (PolyGram)
 - 4 **Jordy** - Pochette Surprise (Sony)
 - 5 **Will Tura** - Tura In Symphony (PolyGram)
 - 6 **Joe Cocker** - The Best Of Joe Cocker (EMI)
 - 7 **Simple Minds** - Glittering Prize '81 - '92 (Virgin)
 - 8 **Fredericks, Goldman & Jones** - Sur Scène (Sony)
 - 9 **Genesis** - Live - The Way We Walk Vol.1 (Virgin)
 - 10 **Luis Cobos** - Viva España (Sony)

FINLAND

- Singles*
- 1 **Dingo** - Nakhatakainen Tyttö (Finnlevy)
 - 2 **Boney M** - Boney M MegaMix (BMG)
 - 3 **Snap** - Exterminate (BMG)
 - 4 **Madonna** - Deeper And Deeper (Warner)
 - 5 **Faith No More** - I'm Easy/Be Aggressive (PolyGram)
 - 6 **Rage** - Run To You (PolyGram)
 - 7 **808 State & UB40** - One In Ten (Warner)
 - 8 **Room 100** - On The Saddle (Hiljaiset Levyt)
 - 9 **Edelweiss** - Raumschiff Edelweiss (Warner)
 - 10 **Whitney Houston** - I Will Always Love You (BMG)

- Albums*
- 1 **Soundtrack** - The Bodyguard (BMG)
 - 2 **J. Karjalainen** - Suurimmat Hitit (Poka)
 - 3 **Eric Clapton** - Unplugged (Warner)
 - 4 **Neon 2** - Polku (Sony)
 - 5 **Abba** - Gold - Greatest Hits (Polydor)
 - 6 **Various** - Best 14 (BMG)
 - 7 **AC/DC** - Live At Donington - Double (Warner)
 - 8 **Erasure** - Pop! The First 20 Hits (PolyGram)
 - 9 **Various** - Techno & Dance 2 (K-Tel)
 - 10 **R.E.M.** - Automatic For The People (Warner)

GREECE

- Singles*
- 1 **Tasmin Archer** - Sleeping Satellite (EMI)
 - 2 **Whitney Houston** - I Will Always Love You (BMG)
 - 3 **Madonna** - Erotica (Warner)
 - 4 **Sarah Jane Morris** - Never Gonna Give You Up (NA)
 - 5 **Felix** - Don't You Want Me (BMG)
 - 6 **The Prodigy** - Out Of Space (XL)
 - 7 **Sade** - No Ordinary Love (Sony)
 - 8 **Co.Ro/Taleesa** - Because The Night (Ginger)
 - 9 **Erasure** - Who Needs Love (Virgin)
 - 10 **Inner Circle** - Sweet (Warner)

- Albums*
- 1 **Various** - The Best Of The Best (Various)
 - 2 **R.E.M.** - Automatic For The People (Warner)
 - 3 **Tasmin Archer** - Great Expectations (EMI)
 - 4 **Sade** - Love Deluxe (Sony)
 - 5 **Maggie Reilly** - Echoes (EMI)
 - 6 **Various** - C'iao Italia (Various)
 - 7 **Michael Jackson** - Dangerous (Sony)
 - 8 **Various** - Now Trax (Various)
 - 9 **Erasure** - Pop! The First 20 Hits (Virgin)
 - 10 **Luciano Pavarotti** - Tutto Pavarotti (PolyGram)

ITALY

- Singles*
- 1 **Vasco Rossi** - Gli Spari Sopra (Celebrate) (EMI)
 - 2 **Paul McCartney** - Hope Of Deliverance (EMI)
 - 3 **Whitney Houston** - I Will Always Love You (BMG)
 - 4 **Jordy** - Dur Dur D'Etire Bebe (Sony)
 - 5 **Snap** - Exterminate (BMG)
 - 6 **Fargetta And Anne-Marie Smith** - Music (Flying)
 - 7 **Duran Duran** - Ordinary World (EMI)
 - 8 **Tasmin Archer** - Sleeping Satellite (EMI)
 - 9 **Co.Ro/Taleesa** - Because The Night (Disco Magic)
 - 10 **Pinocchio** - Pinocchio (Dig It)

- Albums*
- 1 **Litfiba** - Terremoto (CGD)
 - 2 **Marco Masini** - T'Innamorerai (Ricordi)
 - 3 **Soundtrack** - The Bodyguard (BMG)
 - 4 **Fargetta Arbore** - Napoli Punto E A Capo (Ricordi)
 - 5 **Freddie Mercury** - The Album (EMI)
 - 6 **Lucio Battisti** - Le Origini (Ricordi)
 - 7 **A.Venditti** - Da San Siro A ... (Ricordi)
 - 8 **Zucchero Fornaciari** - Miserere (PolyGram)
 - 9 **Sade** - Love Deluxe (Sony)
 - 10 **Claudio Baglioni** - Ancorassieme (Virgin)

SWEDEN

- Singles*
- 1 **Whitney Houston** - I Will Always Love You (BMG)
 - 2 **East 17** - Gold (PolyGram)
 - 3 **Charles & Eddie** - Would I Lie To You? (EMI)
 - 4 **Atomic Swing** - Stone Me Into The Groove (Sonet)
 - 5 **East 17** - House Of Love (PolyGram)
 - 6 **Felix** - It Will Make Me Crazy (BMG)
 - 7 **Ace Of Base** - All That She Wants (Mega)
 - 8 **Stereo MC's** - Step It Up (BMG)
 - 9 **Rage** - Run To You (Sonet)
 - 10 **Boyz II Men** - End Of The Road (PolyGram)

- Albums*
- 1 **Soundtrack** - The Bodyguard (BMG)
 - 2 **Various** - Absolute Music 14 (Warner)
 - 3 **Abba** - Gold - Greatest Hits (Polar)
 - 4 **Various** - Radio City Love Songs (Sony)
 - 5 **Peter Lemarc** - Det Finns Inget Bättre (MNW)
 - 6 **Cher** - Cher's Greatest Hits: 1965 - 1992 (BMG)
 - 7 **Leonard Cohen** - The Future (Sony)
 - 8 **R.E.M.** - Automatic For The People (Warner)
 - 9 **Bon Jovi** - Keep The Faith (PolyGram)
 - 10 **Metallica** - Metallica (PolyGram)

IRELAND

- Singles*
- 1 **Chris Moore** - This Time/Life Without You (Warner)
 - 2 **Whitney Houston** - I Will Always Love You (BMG)
 - 3 **2 Unlimited** - No Limit (Warner)
 - 4 **Snap** - Exterminate (BMG)
 - 5 **Faith No More** - I'm Easy/Be Aggressive (Phonogram)
 - 6 **Frank And Walters** - After All (Go!Discs)
 - 7 **Take That** - Could It Be Magic (BMG)
 - 8 **Michael Jackson** - Heal The World (Sony)
 - 9 **Arrested Development** - Mr.Wendal/Revolution (EMI)
 - 10 **Sultans Of Ping F.C.** - You Talk Too Much (Sony)

- Albums*
- 1 **Various** - A Woman's Heart (Dara)
 - 2 **Soundtrack** - The Bodyguard (BMG)
 - 3 **R.E.M.** - Automatic For The People (Warner)
 - 4 **Garth Brooks** - No Fences (EMI)
 - 5 **Michael Bolton** - Timeless (Sony)
 - 6 **Eric Clapton** - Unplugged (Warner)
 - 7 **Various** - Ultimate Country Collection (Sony)
 - 8 **Arrested Development** - 3 Years, 5 Months... (EMI)
 - 9 **Sharon Shannon** - Sharon Shannon (Solid)
 - 10 **Abba** - Gold - Greatest Hits (PolyGram)

PORTUGAL

- Singles*
- 1 **Inner Circle** - Sweat (Warner)
 - 2 **U2** - Who's Gonna Ride Your Wild Horses (BMG)
 - 3 **G.Michael/E.John** - Don't Let The Sun... (Sony)
 - 4 **Elton John** - The One (PolyGram)
 - 5 **Joker** - Easy Come And Go (PolyGram)
 - 6 **Ellegibo** - Ellegibo (Sony)
 - 7 **Cave/MacGowan** - What A Wonderful World (Edisom)
 - 8 **Bon Jovi** - Keep The Faith (PolyGram)
 - 9 **Madonna** - Erotica (Warner)
 - 10 **Nirvana** - In Bloom (BMG)

- Albums*
- 1 **Abba** - Gold - Greatest Hits (PolyGram)
 - 2 **Michael Bolton** - Timeless (Sony)
 - 3 **AC/DC** - Live At Donington - Double (Warner)
 - 4 **Resistencia** - Mano A Mano (EMI)
 - 5 **Genesis** - Live - The Way We Walk Vol.2 (Virgin)
 - 6 **Freddie Mercury** - The Album (EMI)
 - 7 **Various** - Número Um (EMI)
 - 8 **R.E.M.** - Automatic For The People (Warner)
 - 9 **Joe Cocker** - The Best Of Joe Cocker (EMI)
 - 10 **Onda Choc** - Cabecinha No Ombró (Sony)

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); Musica E Dischi/Mario De Luigi (Italy); Stichting Nederlandse Top 40 (Holland); SABAM/IFPI (Belgium); GLF/IFPI (Sweden); IFPI/Johan Schlueter (Denmark); VG (Norway); ALEF MB/TVE (Spain); Seura/IFPI (Finland); IFPI (Ireland); AFP (Portugal); Austria Top 30 (Austria); Media Control/Musikmarkt (Switzerland); Pop + Rock (Greece). Labels listed are the national marketing companies.

OFF THE RECORD

Who is Mike Holoway?

POPKOMM OPENS UP TO INDIES: German record industry trade fair POPKOMM is opening its doors, albeit slightly, to the rest of the world. The organization will allow foreign independent music companies to participate in the event but only via umbrella groups. Foreign majors will be allowed only through their local operating companies.

MORE POPKOMM: BPW chairman **Thomas Stein**, president of mechanical rights organization **GEMA Reinhold Kreile**, president of the German **PhonoAkademie Gerd Gebhardt** and **IFPI** chairman **Helmuth Fest** are all members of the newly created **POPKOMM Advisory Committee** which is to help with decision making and planning for the next POPKOMM. The first meeting takes place this week.

ILR RATINGS DOWN, BBC UP: Preliminary **RAJAR** survey indications reveal UK independent local radio audiences will dip, while **BBC** networks will gain. However, national commercial network **Classic FM** is expected to do well, as is Dublin-based **EHR/ACE Long Wave Atlantic 252**. The complete survey was not available at presstime.

CROWN CALLS IN RECEIVERS: **Crown Communications**, parent company of **Newstalk LBC/London**, has called in the receivers at presstime following the block by French regulators of the sale of their loss-making subsidiary **RFM. ITN** is rumoured to be making a bid for **LBC**. Crown officials have emphasized **LBC** is not in receivership.

CH-CH-CHANGES: Major restructuring at **EMI Electrola**, now that **EMI Germany MD Erwin Bach** has been named MD Marketing of the record group, while also assuming "initial" responsibility for the day-to-day operations of **Electrola**, as of April 1. The MD post, overseen by **EMI Music GSA president Helmuth Fest**, has been vacant since mid-'91 following the departure of **Holger Müller** to **Bellaphon**. Director product management **Michael Golla** has been appointed director/GM at **EMI Germany** while **Winfried Ebert** will be promoted to director promotion. More news next week.

French Radio

(continued from page 1)

MIDEM to be involved in the discussions. Spokespersons for **RTL** and **Europe 1** were unavailable for comment at presstime.

NRJ president **Jean-Paul Baudecroux**—keeping track of the latest developments while at **MIDEM**—confirms the negotiations are taking place, but declines to comment in more detail. "I'll tell you more when I hear from the CSA," he says. "The main thing is that we are trying to grow while my competitors are trying to slow us down. That's about all I can say for

now."

If the deal goes through, **RTL** would add **Fun's** 2.3 million listeners (5.0% national cume share) to the eight million listeners on its flagship full-service network **RTL**. **RTL** parent **CLT** also owns a 35.7% stake in **EHR Web M40**, which had a less than 2% cume share in the latest **Mediametrie** ratings.

NRJ would add **RFM's** under 2% share (app. 800-900,000 listeners) to the 5.5% share that tune into **NRJ** (4.3 million people, 9.4% share), **Cherie FM** (1 million, 2.3% share) and **Rire Et Chanson** (0.5% share, 227,000 listeners). **SW**

DMX

(continued from page 1)

industries to work more closely together. "This may be the event that wipes out all [radio] programmes."

UK concert promoter **Harvey Goldsmith** agrees especially with regards to the technology's impact on the record industry. "We are witnessing the death knell of the [music] industry, and **DMX** is the first straw," he said. "Forget radio; forget records. All you need is the technology."

The launch of **DMX** in Europe has also prompted music industry trade group **IFPI** to step up its activities. Director general **Nic**

Garnett has scheduled a London meeting to discuss royalty payments with **DMX**. **IFPI** wants to begin the negotiations because there currently is no law covering the digital transmission of music by such services.

On the radio side, **Europe 1** director of programmes **Patrice Blanc-Francis** was more simple but direct. "Satellite and digital radio will change the playing field," he said.

Despite some of the doom and gloom scenarios about digital cable/satellite radio's impact, **Tim Blackmore**, programme director at pan-European radio syndicator **Unique Broadcasting** stressed that the value-added aspect of

VIVA

(continued from page 1)

the project, **Fest** is among those who are a little sceptical **VIVA** will debut on August 19. He agrees that two things have contributed a large part to delays so far: under-estimating the time needed to gain approval by the large media companies, and **Bertelsmann's** involvement, which complicates matters because the government is concerned over the company's control over German TV.

However, MD of German pro-

duction company **VAP Michael Oplesch**—one of the initiators of the **VIVA** project along with **DoRo Productions** and **Me, Myself & Eye**—who is overseeing discussions with investors, says the political hurdles have been cleared and that the channel will launch on schedule. "The major problem is not raising the money, but getting the approval of investors," he says. "That should be solved soon."

Fest concurs, "It was never the [amount of] money. It's just that getting these things through layers of management at those types

of companies takes a lot of time."

With the legal and political problems solved, **POPKOMM's** role in the project has significantly diminished. "PopKomm has done its job," says one insider. "We have worked with the government to get approval for the cable licences and to win the support of key music related companies. Our role was never to raise the money or be actively involved in managing the channel. And people understand that."

Additional reporting
by Miranda Watson

MIDEM Update

(continued from page 1)

by **Sound Solutions** at the show. The company, part of the **Phonomatic Group**, admitted it did not hold a valid licence for the compilation, despite it carrying the imprint of Germany's rights body **GEMA**.

Sound Solutions was one of the largest advertisers at the show, with its name and logo emblazoned on identity tags and promotional cases given to registrants. Several trade papers, including **MIDEM News**, took advertising from the company.

The high profile of **Sound Solutions** annoyed many of the exhibition's senior members, who made their views known to **MIDEM**. On December 25, **Sound Solutions** was one of eleven **Phonomatic**-owned companies ordered by Dutch court to cease manufacturing and distribution of its material after a dispute with the country's mechanical rights body **STEMRA**. The society is alleged to have not paid royalties and **Phonomatic's** appeal will be heard in February. **STEMRA's** group manager of legal and business affairs **Sylvia Brandst-**

eder says the society is "delighted that **Phonomatic** regrets to leave," but she expressed regrets that the stand was left intact with the company's name on it.

Tring International lawyer **Nigel Davis** said **MIDEM's** request for **Tring** to leave "Was not necessarily connected with either suit." **Tring** complied with **MIDEM's** request and struck the stand completely, although, says **David**, "We contend that there is no justification for **MIDEM's** action."

On the fourth day of the show rumours were circulating that **MIDEM** was about to take further action against exhibitors. Such stories were fuelled by very real fears that product on some stands was in breach of other exhibitors' copyrights. One antipiracy expert suggested up to 30% of all repertoire on one stand infringed record companies and possibly authors rights.

IFPI's director general **Nic Garnett** commented, "A lot of members were expressing concern about what they saw on the stands." **Garnett** hopes that next year **MIDEM** will take measures to avoid the problems of this year's show. "If **MIDEM** wants to remain a showcase for legitimate

business, it has got to address some of the problems which have surfaced."

Garnett also said that **IFPI** would be prepared to assist if asked by **MIDEM**. He described the events as "disappointing."

Phonomatic Group MD Wilhelm Mittrich justified **Sound Solutions** issuing of an unlicensed CD. "We complied with **GEMA's** instructions and offered to pay them in advance. They didn't get back to us within 20 days of the application. It is quite customary that record companies start manufacturing after application. **GEMA** usually takes two to three months to issue an invoice and a licence. A record company should not be punished for the inefficiency of collection societies."

One record company executive confirmed that it was normal for major record labels to manufacture and ship before a licence is granted, but only because they are covered by blanket agreements. **Phonomatic** is not covered by such a deal.

Editor's note: at presstime **M&M** learned that the French court has ordered **Tring** to be reinstated to the **MIDEM** exhibition on Thursday, January 28.

The Voice

(continued from page 1)

nevik. After several months of negotiations, the last details were finalised on January 22, giving the **Kinnevik** concern a minority share-holding in the station and a stronger position in the Danish

market.

MD at **Kinnevik's** media company **Medvik Jorgen Widsell** says, "We own a minority share in the company, but we have a 50% influence. It is our intention to get a bigger grip on the Danish market and this will help us to do that."

With a 20% share in Norway's first national commercial radio station **P4** and a stake in **The Voice**, including the satellite network **The Voice Of Scandinavia**, **Kinnevik** has now positioned itself ready to set-up a Pan-European network. **Widsell** comments, "We are in a unique position. There is so much that is happening right now with radio and in the future I believe that the Scandinavian radio market will increase its marketing importance."

The Voice MD Otto Reedt-Thott is content with the deal and comments, "We were looking for a strong economically stable partner and we feel that we've found that with **Kinnevik**. Both parties have made a good deal and we

will be co-operating fully with our new partner."

The deal follows a troubled year for **The Voice**. Besides the many legal battles the station has had for breaking the Danish ban on networking, in early '92 **Klaus Petersen**, a 50% shareholder in **The Voice**, filed for bankruptcy. Several media companies expressed interest in buying **Petersen's** share, including the owners of **Radio Uptown-Egmont**. Industry sources say that following **Petersen's** bankruptcy, the authorities seized his assets, leaving **The Voice Group** with a cash problem. The Group decided to extend its capital, resulting in **Reedt-Thott** becoming 98% shareholder of the **Voice**, leaving **Petersen** with just 2%.

The Voice is also rumoured to have huge debts, including around Dk12 million and over 10 times that amount in long-term debts.

EHR Embraces Jagger

Since the beginning of this year, Whitney Houston's *I Will Always Love You* has continuously been breaking its own records and this week is no exception as she books a total of 136 stations (128 last week), including 111 A lists (107 last week)—yet another set of M&M records.

EHR treats Mick Jagger to a very warm welcome. Added onto 36 playlists at the same time, his *Sweet Thing* qualifies as this week's **Most Added**. Jagger's new song also tears into the **EHR Top 40** with a vengeance, arriving at number 8 in one go! This makes it a serious candidate for the highest entry of the year—last year's winner, Madonna's *Erotica*, also entered at 8. *Sweet Thing* is being played throughout all European countries, but performs its best penetration in Austria and Sweden (88-100%), followed by Denmark, the UK and Holland (57-62%). No less than 12% of its roster concerns "powerplay" exposure, a quite remarkable proportion.

Another high entry this week (at number 15) is booked by the **Beloved**, whose *Sweet Harmony*, their first single to chart on this page, is already top 10 in the **Regional EHR Top 20** in the Northwest and the South.

The biggest chart jump of the week, both in terms of chart points and positions, is achieved by **Duran Duran**, who storm into the top 10 with a 16-position leap, grabbing the number 9 spot. Closely following Jagger with 35 first-time reports, their *Ordinary World* is also the second most added record of the week. In the Northwest, the song is already number 2, thanks to a very high penetration in the UK (86%). Other territories where the record is faring well include Denmark, Switzerland, Sweden and Austria (50-67%). The rest of Europe is next in line; only France hasn't joined in yet.

Faith No More's version of *I'm Easy* is also moving fast; it crashes into the top 10, just below Duran Duran. *I'm Easy* is expanding its roster with 23 stations, notably in Belgium, Norway, Denmark, Portugal and Germany. Currently, it enjoys its best airplay in Portugal, the UK, Holland, Norway and Sweden (50-100%).

Pieter Kops

MOST ADDED

MICK JAGGER/Sweet Thing	(Atlantic)	36
DURAN DURAN/Ordinary World	(EMI)	35
FAITH NO MORE/I'm Easy	(Slash/London)	23
BELOVED/Sweet Harmony	(East West)	20
VANESSA PARADIS/Sunday Mondays	(Remark/Polydor)	19
STING/If I Ever Lose My Faith In You	(A&M)	17
BON JOVI/Bed Of Roses	(Jambco/Mercury)	15
ANNIE LENNOX/Little Bird	(RCA)	15

Most added are those songs which received the highest number of playlist additions during the week. In the case of a tie, songs are listed alphabetically by artist.

"A" ROTATION LEADERS

WHITNEY HOUSTON/I Will Always Love You	(Arista)	111
CHARLES & EDDIE/Would I Lie To You?	(Capitol)	88
PAUL MCCARTNEY/Hope Of Deliverance	(Parlophone)	79
MADONNA/Deeper And Deeper	(Maverick)	70
MICHAEL JACKSON/Heal The World	(Epic)	65

The "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.

"A" ROTATION PERFORMANCE

	"A" %
INNER CIRCLE/Sweet (Alalalalong)	(Metronome) 86
HANNE BOEL/Don't Know Much About Love	(Medley) 80
INNER CIRCLE/Rock With You	(Metronome) 78
ANNIE LENNOX/Little Bird	(RCA) 77
BON JOVI/Bed Of Roses	(Jambco/Mercury) 76
FRANK & WALTERS/After All	(Setanta/Go!Discs) 76
WEST END/SYBIL/The Love I Lost	(PWL International) 76
PREFAB SPROUT/A Life Of Surprises	(Kitchenware) 73
MADONNA/Erotica	(Maverick) 72

*A" Rotation Performance is a listing of those records that have achieved the best A rotation penetration. Records listed are those outside the EHR top 20 and with a total number of reporting stations of at least 20. Songs tied are listed alphabetically by artist.

TOP RECURRENTS

	Total Stations
ROXETTE/Queen Of Rain	(EMI) 34
BOB MARLEY & THE WAILERS/Iron Lion Zion	(Tuff Gong) 32
BOBBY BROWN/Good Enough	(MCA) 28

Top Recurrents are former EHR top 20 records that have fallen off the chart but are still receiving significant airplay. In case of a tie, records are listed alphabetically by artist.

NEW TOP 20 CONTENDERS

WEST END/SYBIL/The Love I Lost	(PWL International)	25
DAN BAIRD/I Love You Period	(Def American)	24
GARY CLARK/We Sail On The Stormy Waters	(Circa)	23
POISON/Stand	(Capitol)	21

New Top 20 Contenders are those artists that have not yet had an EHR top 20 hit and appear on this page for the first time with this single. Artists are listed by total number of stations. In case of a tie, records are listed alphabetically by artist.

TW	LW	WOC	Artist/Title	Original Label	Total Stations	Rotation A	Rotation B	New Adds
1	1	11	WHITNEY HOUSTON/I Will Always Love You	(Arista)	136	111	25	2
2	2	12	CHARLES & EDDIE/Would I Lie To You?	(Capitol)	108	88	20	1
3	3	4	PAUL MCCARTNEY/Hope Of Deliverance	(Parlophone)	101	79	22	12
4	6	5	PETER GABRIEL/Steam	(Virgin)	89	63	26	10
5	4	7	MADONNA/Deeper And Deeper	(Maverick)	95	70	25	1
6	7	5	LISA STANSFIELD/Someday I'm Coming Back	(Arista)	80	58	22	8
7	5	9	MICHAEL JACKSON/Heal The World	(Epic)	89	65	24	0
8	NE		MICK JAGGER/Sweet Thing	(Atlantic)	69	55	14	36
9	25	2	DURAN DURAN/Ordinary World	(EMI)	69	52	17	35
10	22	2	FAITH NO MORE/I'm Easy	(Slash/London)	61	40	21	23
11	12	3	SNAP/Exterminate	(Logic)	62	45	17	10
12	8	8	U2/Who's Gonna Ride Your Wild Horses	(Island)	61	31	30	0
13	10	8	R.E.M./Man On The Moon	(Warner Brothers)	62	38	24	7
14	13	3	TAKE THAT/Could It Be Magic	(RCA)	46	32	14	5
15	NE		BELOVED/Sweet Harmony	(East West)	49	35	14	20
16	19	6	FLEETWOOD MAC/Love Shines	(Warner Brothers)	60	38	22	11
17	9	7	PRINCE/7	(Paisley Park)	58	41	17	0
18	11	15	TASMIN ARCHER/Sleeping Satellite	(EMI)	52	40	12	1
19	18	7	ROD STEWART/Tom Traubert's Blues	(Warner Brothers)	52	35	17	3
20	14	19	BOYZ II MEN/End Of The Road	(Motown)	55	31	24	0
21	21	3	SHAMEN/Phorever People	(One Little Indian)	48	29	19	6
22	20	5	STEREO MC'S/Step It Up	(4th & B'way)	42	29	13	2
23	17	17	VANESSA PARADIS/Be My Baby	(Remark/Polydor)	55	37	18	0
24	15	14	BON JOVI/Keep The Faith	(Jambco/Mercury)	44	31	13	0
25	NE		BON JOVI/Bed Of Roses	(Jambco/Mercury)	42	32	10	15
26	16	8	UNDERCOVER/Never Let Her Slip Away	(PWL International)	54	34	20	3
27	29	2	S.O.U.L S.Y.S.T.E.M./It's Gonna Be A Lovely Day	(Arista)	40	25	15	7
28	28	4	SHAI/If I Ever Fall In Love	(Gasoline Alley/MCA)	44	27	17	5
29	27	10	CHER/Oh No Not My Baby	(Geffen)	41	24	17	3
30	NE		ARRESTED DEVELOPMENT/Mr. Wendal	(Chrysalis)	34	21	13	7
31	31	5	INNER CIRCLE/Rock With You	(Metronome)	50	39	11	2
32	40	2	GO WEST/What You Won't Do For Love	(Chrysalis)	41	28	13	6
33	NE		VANESSA PARADIS/Sunday Mondays	(Remark/Polydor)	46	33	13	19
34	23	7	LIONEL RICHIE/Love, Oh Love	(Motown)	44	24	20	0
35	24	7	HEIGHTS/How Do You Talk To An Angel	(Capitol)	46	25	21	1
36	35	6	JORDY/Dur, Dur D'être Bébé	(Columbia)	46	30	16	4
37	26	11	JON SECADA/Do You Believe In Us	(SBK)	44	25	19	1
38	33	13	GO WEST/Faithful	(Chrysalis)	35	21	14	0
39	32	6	DEACON BLUE/Your Town	(Columbia)	29	14	15	1
40	36	3	HEAVEN 17/Temptation	(Virgin)	33	20	13	1

The EHR Top 40 chart is based on a weighted-scoring system. Songs score points by achieving airplay at M&M's EHR reporting stations, that 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

FREDDIE MERCURY/The Great Pretender	(Parlophone)	37/4	WEST END/SYBIL/The Love I Lost*	(PWL Int.)	25/8
SADE/Feel No Pain	(Epic)	36/5	MAGGIE REILLY/Tears In The Rain	(EMI)	25/2
EN VOGUE/Give It Up, Turn It Loose	(East West)	34/7	DAN BAIRD/I Love You Period*	(Def American)	24/6
TREY LORENZ/Photograph Of Mary	(Columbia)	32/7	GARY CLARK/We Sail On The Stormy Waters*	(Circa)	23/11
CAPT. HOLLYWOOD PROJECT/More...	(Intercord)	31/7	ACE OF BASE/All That She Wants	(Mega)	23/5
JESUS JONES/The Devil You Know	(Food)	30/7	BILLY RAY CYRUS/Could've Been Me	(Mercury)	22/4
VAYA CON DIOS/Time Flies	(Ariola)	30/3	S.J. MORRIS/Never Gonna Give You Up	(Virgin)	22/1
THE THE/Dogs Of Lust	(Epic)	29/6	POISON/Stand*	(Capitol)	21/8
TOAD THE WET SPROCKET/Walk...	(Columbia)	29/6	FRANK & WALTERS/After All	(Setanta/Go!Discs)	21/4
FANTASTISCHEN VIER/Die Da!?!	(Columbia)	29/1	WILLY DEVILLE/Hey! Joe	(FNAC)	21/3
RAGE/Run To You	(Pulse 8)	29/1	SOULSISTER/Broken*	(EMI)	20/5
ANNIE LENNOX/Little Bird*	(RCA)	27/15	HANNE BOEL/Don't Know Much About Love	(Medley)	20/2
LEONARD COHEN/Closing Time	(Columbia)	27/4	ONE MORE TIME/Highland	(CNR)	20/1
SHANICE/Saving Forever For You	(Motown)	26/7	STING/If I Ever Lose My Faith In You*	(A&M)	19/17
PREFAB SPROUT/A Life Of Surprises	(Kitchenware)	26/4	WHITNEY HOUSTON/I'm Every Woman*	(Arista)	19/6

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 40. The second number represents how many stations reported it to M&M for the first time. Songs which have received no new airplay for two consecutive weeks will be deleted from this chart, but may reappear with new airplay. In the case of a tie, songs are listed by new adds. Asterisks indicate new entries in Chartbound.

REGIONAL EHR TOP 20



week 6/93

charts based on playlists from radio stations playing EHR material

1. NORTHWEST

TW	LW	WOC	Artist/Title	Original Label	Tot Stat	Rotation A	New B Adds
1	1	10	WHITNEY HOUSTON/I Will	(Arista)	20	19	1 0
2	13	2	DURAN DURAN/Ordinary World	(EMI)	18	14	4 2
3	10	3	PETER GABRIEL/Steam	(Virgin)	16	14	2 2
4	8	3	WEST END/The Love	(PWL International)	17	13	4 0
5	11	2	FAITH NO MORE/I'm Easy	(Slash/London)	17	14	3 1
6	NE		ANNIE LENNOX/Little Bird	(RCA)	17	16	1 13
7	2	3	GO WEST/What You	(Chrysalis)	17	12	5 0
8	3	7	TAKE THAT/Could It Be Magic	(RCA)	17	14	3 0
9	NE		LULU/Independence	(Parlophone)	16	14	2 2
10	NE		BELOVED/Sweet Harmony	(East West)	17	12	5 4
11	7	6	LISA STANSFIELD/Someday	(Arista)	15	12	3 0
12	15	3	ARRESTED DEVEL/Mr. Wendal	(Chrysalis)	15	9	6 1
13	NE		SISTER SLEDGE/We Are Family '93	(Atlantic)	16	12	4 4
14	4	12	CHARLES & EDDIE/Would I	(Capitol)	16	15	1 0
15	20	2	BON JOVI/Bed Of Roses	(Jambco/Mercury)	14	12	2 1
16	16	2	DEL AMITRI/When You Were Young	(A&M)	15	13	2 1
17	6	3	PREFAB SPROUT/A Life	(Kitchenware)	14	10	4 0
18	NE		EN VOGUE/Give It	(East West)	15	10	5 3
19	19	2	SNAP/Exterminate	(Logic)	13	8	5 1
20	NE		DEACON BLUE/Will We Be Lovers	(Columbia)	13	7	6 10

MOST ADDED

ANNIE LENNOX/Little Bird (RCA)
 DEACON BLUE/Will We Be Lovers (Columbia)
 INXS/Beautiful Girl (Mercury)
 FLEETWOOD MAC/Love Shines (Warner Brothers)
 MICK JAGGER/Sweet Thing (Atlantic)

2. CENTRAL

TW	LW	WOC	Artist/Title	Original Label	Tot Stat	Rotation A	New B Adds
1	1	10	WHITNEY HOUSTON/I Will	(Arista)	22	19	3 1
2	2	9	CHARLES & EDDIE/Would I	(Capitol)	19	18	1 1
3	5	4	R.E.M./Man On The Moon	(Warner Brothers)	18	12	6 2
4	4	10	JON SECADA/Do You Believe In Us	(SBK)	16	12	4 1
5	10	11	TASMIN ARCHER/Sleeping Satellite	(EMI)	16	12	4 1
6	3	9	MICHAEL JACKSON/Heal The World	(Epic)	17	16	1 0
7	8	10	GO WEST/Faithful	(Chrysalis)	15	11	4 0
8	7	11	ROXETTE/Queen Of Rain	(EMI)	13	9	4 0
9	13	2	PAUL MCCARTNEY/Hope	(Parlophone)	15	13	2 3
10	11	5	INNER CIRCLE/Rock With You	(Metronome)	17	14	3 0
11	9	4	MADONNA/Deeper And Deeper	(Maverick)	16	11	5 0
12	RE		SHAKESPEARS SISTER/Hello	(London)	12	11	1 3
13	6	10	BOB MARLEY & THE WAILERS/Iron	(Tuff Gong)	15	8	7 0
14	12	12	BOYZ II MEN/End Of The Road	(Motown)	14	9	5 0
15	14	18	FANTASTISCHEN VIER/Die Da!?	(Columbia)	13	10	3 0
16	17	2	UNDERCOVER/Never Let	(PWL International)	13	9	4 2
17	NE		LISA STANSFIELD/Someday	(Arista)	11	5	6 3
18	RE		CHER/Oh No Not My Baby	(Geffen)	12	7	5 1
19	RE		BOBBY BROWN/Good Enough	(MCA)	11	3	8 1
20	18	2	HEIGHTS/How Do You	(Capitol)	12	7	5 0

MOST ADDED

STING/If I Ever Lose My Faith In You (A&M)
 SIX WAS NINE/We Are Free (Virgin)
 PATTY SMYTH/No Mistakes (MCA)

3. WEST

TW	LW	WOC	Artist/Title	Original Label	Tot Stat	Rotation A	New B Adds
1	2	4	VANESSA PARADIS/Sunday Mondays	(Remark)	12	10	2 2
2	1	6	WHITNEY HOUSTON/I Will	(Arista)	11	8	3 0
3	7	2	PAUL MCCARTNEY/Hope	(Parlophone)	9	6	3 1
4	3	7	GENESIS/Tell Me Why	(Virgin)	8	6	2 0
5	5	8	MYLÈNE FARMER/Que Mon Coeur	(Polydor)	10	9	1 0
6	12	3	JACQUES DUTRONC/L'Opportuniste	(Columbia)	7	5	2 1
7	6	2	CHARLES & EDDIE/Would I	(Capitol)	8	6	2 0
8	8	9	MICHAEL JACKSON/Heal The World	(Epic)	8	7	1 0
9	4	6	ELTON JOHN/The Last Song	(Rocket)	9	4	5 0
10	9	5	LIONEL RICHIE/Love, Oh Love	(Motown)	7	5	2 0
11	10	4	TORI AMOS/Crucify	(East West)	7	5	2 0
12	11	6	U2/Who's Gonna Ride...	(Island)	7	2	5 0
13	14	2	INNER CIRCLE/Sweat	(Metronome)	7	6	1 0
14	13	4	PRINCE/7	(Paisley Park)	6	3	3 0
15	RE		ETIENNE DAHO/Comme Un Igloo	(Virgin)	6	5	1 1
16	NE		DOUBLE YOU/Who's Fooling Who	(Robyx)	5	4	1 2
17	15	8	INFIDÈLES/Les Larmes Des Maux	(Tremò)	8	3	5 0
18	RE		WILLY DEVILLE/Hey! Joe	(FNAC)	8	5	3 2
19	17	8	BON JOVI/Keep The Faith	(Jambco/Mercury)	5	3	2 0
20	18	2	J.J. GOLDMAN/Il Sufiro..	(Columbia)	5	4	1 0

MOST ADDED

WILLY DEVILLE/Hey! Joe (FNAC)
 VANESSA PARADIS/Sunday Mondays (Remark/Polydor)
 MICK JAGGER/Sweet Thing (Atlantic)
 DOUBLE YOU/Who's Fooling Who (Robyx)
 BASS BUMPERS/Move To The Rhythm (Scorpio)

4. NORTH

TW	LW	WOC	Artist/Title	Original Label	Tot Stat	Rotation A	New B Adds
1	1	8	WHITNEY HOUSTON/I Will	(Arista)	37	31	6 1
2	2	10	CHARLES & EDDIE/Would I	(Capitol)	30	23	7 0
3	4	6	MADONNA/Deeper And Deeper	(Maverick)	29	21	8 0
4	6	3	PETER GABRIEL/Steam	(Virgin)	28	21	7 3
5	13	2	MICK JAGGER/Sweet Thing	(Atlantic)	28	20	8 11
6	3	3	PAUL MCCARTNEY/Hope	(Parlophone)	30	24	6 3
7	5	3	LISA STANSFIELD/Someday	(Arista)	26	21	5 4
8	14	2	FAITH NO MORE/I'm Easy	(Slash/London)	22	15	7 8
9	7	4	R.E.M./Man On The Moon	(Warner Brothers)	22	11	11 0
10	NE		DURAN DURAN/Ordinary World	(EMI)	23	17	6 20
11	10	7	UNDERCOVER/Never Let	(PWL International)	20	9	11 1
12	8	5	U2/Who's Gonna Ride	(Island)	20	10	10 0
13	11	4	MICHAEL JACKSON/Heal The World	(Epic)	18	11	7 0
14	12	2	SHAI/If I Ever	(Gasoline Alley/MCA)	19	13	6 1
15	9	7	HANNE BOEL/Don't Know	(Medley)	19	15	4 1
16	NE		BELOVED/Sweet Harmony	(East West)	15	10	5 7
17	NE		TOAD THE WET SPROCKET/Walk	(Columbia)	16	11	5 5
18	16	6	JON SECADA/Do You Believe In Us	(SBK)	19	11	8 0
19	15	8	HEIGHTS/How Do You	(Capitol)	17	10	7 0
20	RE		ROD STEWART/Tom	(Warner Brothers)	14	11	3 2

MOST ADDED

DURAN DURAN/Ordinary World (EMI)
 MICK JAGGER/Sweet Thing (Atlantic)
 VANESSA PARADIS/Sunday Mondays (Remark/Polydor)
 FAITH NO MORE/I'm Easy (Slash/London)
 BELOVED/Sweet Harmony (East West)

5. WEST CENTRAL

TW	LW	WOC	Artist/Title	Original Label	Tot Stat	Rotation A	New B Adds
1	2	9	CHARLES & EDDIE/Would I	(Capitol)	16	14	2 0
2	19	2	VANESSA PARADIS/Sunday Mondays	(Remark)	14	10	4 4
3	3	4	ROD STEWART/Tom	(Warner Brothers)	14	8	6 0
4	9	6	SONIC SURFERS/Toke Me Up	(IMC)	13	6	7 0
5	15	5	WHITNEY HOUSTON/I Will	(Arista)	15	11	4 0
6	14	3	PETER GABRIEL/Steam	(Virgin)	10	6	4 1
7	5	3	SNAP/Exterminate	(Logic)	11	10	1 0
8	4	5	MADONNA/Deeper And Deeper	(Maverick)	14	9	5 0
9	16	2	SHAMEN/Phorever People	(One Little Indian)	11	6	5 3
10	NE		ROOTS SYNDICATE/Mockin'	(RPC/Dureco)	6	5	1 4
11	6	4	PAUL MCCARTNEY/Hope	(Parlophone)	13	7	6 1
12	7	3	DEACON BLUE/Your Town	(Columbia)	8	4	4 0
13	NE		MICK JAGGER/Sweet Thing	(Atlantic)	10	9	1 5
14	20	2	BILLY RAY CYRUS/These Boots	(Mercury)	10	6	4 2
15	18	2	FAITH NO MORE/I'm Easy	(Slash/London)	9	6	3 5
16	1	6	INNER CIRCLE/Rock With You	(Metronome)	14	11	3 0
17	RE		LISA STANSFIELD/Someday	(Arista)	10	6	4 1
18	12	5	B.F.I./Why Not Jazz	(Bounce/Indisc)	11	8	3 1
19	13	2	S.O.U.L. S.Y.S.T.E.M./Its Gonna	(Arista)	8	5	3 0
20	NE		HEAVEN 17/Temptation	(Virgin)	11	6	5 1

MOST ADDED

U.S.U.R.A./Open Your Mind (deConstruction)
 MICK JAGGER/Sweet Thing (Atlantic)
 FAITH NO MORE/I'm Easy (Slash/London)
 VANESSA PARADIS/Sunday Mondays (Remark/Polydor)
 ROOTS SYNDICATE/Mockin' Bird Hill (RPC Entertainment/Dureco)

6. SOUTH

TW	LW	WOC	Artist/Title	Original Label	Tot Stat	Rotation A	New B Adds
1	1	11	WHITNEY HOUSTON/I Will	(Arista)	11	9	2 0
2	2	8	CHARLES & EDDIE/Would I	(Capitol)	11	8	3 0
3	3	5	PAUL MCCARTNEY/Hope	(Parlophone)	10	9	1 0
4	4	5	LISA STANSFIELD/Someday	(Arista)	9	7	2 0
5	5	6	PETER GABRIEL/Steam	(Virgin)	8	7	1 0
6	11	3	SNAP/Exterminate	(Logic)	9	9	0 1
7	10	3	DURAN DURAN/Ordinary World	(EMI)	7	7	0 0
8	NE		BELOVED/Sweet Harmony	(East West)	7	7	0 4
9	8	14	MADONNA/Erotico	(Maverick)	6	4	2 0
10	NE		MICK JAGGER/Sweet Thing	(Atlantic)	6	6	0 5
11	17	8	CHER/Oh No Not My Baby	(Geffen)	7	5	2 0
12	12	5	U2/Who's Gonna Ride	(Island)	5	3	2 0
13	7	14	TASMIN ARCHER/Sleeping Satellite	(EMI)	8	7	1 0
14	14	3	S.O.U.L. S.Y.S.T.E.M./Its Gonna	(Arista)	7	5	2 0
15	6	3	FLEETWOOD MAC/Love Shines	(Warner Brothers)	6	4	2 0
16	19	2	PRINCE/7	(Paisley Park)	7	5	2 0
17	16	4	MICHAEL JACKSON/Heal The World	(Epic)	6	3	3 0
18	20	2	VASCO ROSSI/Gli Spari Sopra	(EMI)	7	6	1 0
19	NE		MADONNA/Deeper And Deeper	(Maverick)	6	5	1 0
20	RE		BON JOVI/Keep The Faith	(Jambco/Mercury)	7	5	2 0

MOST ADDED

MICK JAGGER/Sweet Thing (Atlantic)
 BELOVED/Sweet Harmony (East West)
 THE THE/Dogs Of Lust (Epic)
 R.E.M./Man On The Moon (Warner Brothers)

7. SOUTHWEST

TW	LW	WOC	Artist/Title	Original Label	Tot Stat	Rotation A	New B Adds
1	1	10	WHITNEY HOUSTON/I Will	(Arista)	7	6	1 0
2	3	6	MADONNA/Deeper And Deeper	(Maverick)	7	5	2 0
3	4	8	PETER GABRIEL/Steam	(Virgin)	6	3	3 0
4	6	3	THE THE/Dogs Of Lust	(Epic)	5	4	1 0
5	5	2	JESUS JONES/The Devil You Know	(Food)	5	4	1 0
6	NE		DEACON BLUE/Your Town	(Columbia)	6	4	2 1
7	2	7	PRINCE/7	(Paisley Park)	6	4	2 0
8	12	4	CHRIS REA/God's Great	(Magnet/East West)	4	3	1 1
9	9	2	SADE/Feel No Pain	(Epic)	4	2	2 0
10	7	8	MICHAEL JACKSON/Heal The World	(Epic)	5	4	1 0
11	RE		MIGUEL RIOS/En El Parque	(Polydor)	5	4	1 0
12	13	3	SADE/No Ordinary Love	(Epic)	5	3	2 0
13	NE		SNAP/Exterminate	(Logic)	3	3	0 2
14	NE		JUAN LUIS GUERRA/El Costo	(Karen)	3	3	0 0
15	NE		MICK JAGGER/Sweet Thing	(Atlantic)	4	4	0 4
16	15	2	PAUL MCCARTNEY/Hope	(Parlophone)	6	5	1 1
17	NE		BRIAN MAY/Back To The Light	(Parlophone)	4	3	1 1
18	18	4	FREDDIE MERCURY/Great	(Parlophone)	5	4	1 0
19	19	2	JEREMY JORDAN/The Right	(Giant/Reprise)	4	4	0 0
20	RE		R.E.M./Man On The Moon	(Warner Brothers)	4	3	1 1

MOST ADDED

MICK JAGGER/Sweet Thing (Atlantic)
 FAITH NO MORE/I'm Easy (Slash/London)
 DURAN DURAN/Ordinary World (EMI)
 SNAP/Exterminate (Logic)
 BELOVED/Sweet Harmony (East West)



8. EAST CENTRAL

TW	LW	WOC	Artist/Title	Original Label	Tot Stat	Rotation A	New B Adds
1	1	8	WHITNEY HOUSTON/I Will	(Arista)	7	3	4 0
2	5	10	CHARLES & EDDIE/Would I	(Capitol)	4	2	2 0
3	6	8	VANESSA PARADIS/Be My Baby	(Remark)	4	3	1 0
4	NE		PAUL MCCARTNEY/Hope	(Parlophone)	4	2	2 3
5	9	6	MICHAEL JACKSON/Heal The World	(Epic)	5	1	4 0
6	11	5	LISA STANSFIELD/Someday	(Arista)	4	3	1 0
7	12	5	LIONEL RICHIE/Love, Oh Love	(Motown)	4	2	2 0
8	13	5	PRINCE/7	(Paisley Park)	4	4	0 0
9	16	6	BOYZ II MEN/End Of The Road	(Motown)	3	3	0 0
10	3</						

WHITNEY HOUSTON

"I WILL ALWAYS LOVE YOU" WAS

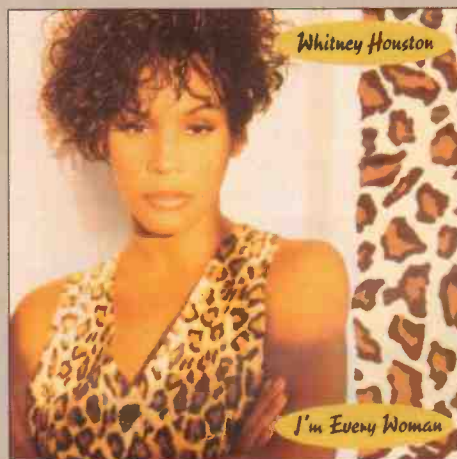
1992'S HIGHEST SELLING SINGLE

& NO. 1 AROUND THE WORLD.

AND NOW, 1993, THE NEW SMASH HIT

FROM **THE BODYGUARD** SOUNDTRACK

I'm Every Woman



ARISTA

BMG
INTERNATIONAL

Who needs Creastars ?

Marrying Music & Marketing

On March 1 1993, Creastars Europe - one of Belgium's most active and creative production units - will have seen three years of experimenting and pioneering, three years of scanning the market's possibilities and restrictions, three years and eight Top 3 hits in Belgium as a part of their three-year deal with EMI Belgium as their dance label.

Creastars Europe was founded by Peter Vanderhallen and Jean Bosiers, combining artistic back-grounds with sales and marketing expertise. Vanderhallen worked as a club DJ before he actually owned a club, started producing records and founded the band Confetti's, Belgium's million-selling ambassadors of New Beat. Bosiers achieved high repute as marketing manager in the fast-consumer goods field (Maes Pils beer, Pepsi Cola and 7-Up). "I had the feeling that things in the record industry weren't going like they should", remembers Vanderhallen, "and when eight times out of ten a record failed to catch on with large audiences, artists found themselves in a situation in which they had to find the cause of the failure." Vanderhallen wanted to be sure that people at least had the chance to listen to what he released. "We wanted to create a buzz, make the record jump out of the pack."

The record companies Vanderhallen worked with before hardly did anything more than releasing records. In search of financial support for the shooting of Confetti's *The Sound of C*-video, he came in touch with Bosiers, and after a short, tough discussion, Bosiers agreed to spend his first music sponsoring budget on the project. "I was absolutely convinced of the

"We wanted to create a buzz, make the record jump out of the pack"



The Crea Stars

return we would generate for the 7-Up brand," says Bosiers, "and we continued to work out campaigns with multinational brands like Pepsi, Panasonic and BiFi (Unilever) to support Confetti's." From that point, Vanderhallen and Bosiers knew they had to create their own record company, picking up the work where most other record companies ended the job. Instead of the regular pep talk in the weekly promo meeting, where sometimes promising talent is hidden between some 17 other releases, Vanderhallen and Bosiers were determined to update the whole process. "Today we see that the regular policy sometimes worked out well in the recent boom-period in Belgium, but with single sales dropping, one definitely needs new strategies," explains Bosiers.

THE FIVE KEY PRINCIPLES TO SUCCESS

1) Although they operate under one roof, the artistic department, headed by Vanderhallen, works completely separate from Bosiers' marketing and administration section. "The reason is very simple," explains Vanderhallen. "When I talk to an artist, we discuss his 'baby', his song. My office very often is a messy situation where artists run in and out and call for numerous reasons. We created a 'team spirit' working environment," he adds. "The artist, producer and manager have to feel at home with our company. We try to 'create' music by handing over a demo of a song to different Creastars production teams, each specialised in their

own segment of the production process. "The marketing department, headed by Bosiers, follows this creation cautiously and tries to work out a long-term ("not one single, one shot") back up plan. This department works on statistics, advanced marketing techniques and specific below-the-line support. The fact that Creastars Europe's artists work together as a family was illustrated by the 1992 Christmas release of the single *Brothers & Sisters*, a song co-written and performed by all of the company's artists and producers to support a "drive home safely" campaign together with Petrofina and Tourtel light beers.

2) The essence of Creastars' philosophy is linking a worldwide sponsor to a brand new artist, bearing in mind a perfect

"I had the feeling that things in the record industry weren't going like they should."

harmony of the target audience. Below-the-line and advertising campaigns are set up and detonated both with record retailers and clubs as well as with the sponsoring brand's own specific sales network. "For us, those companies are the only possible way to achieve full attention to the products created by our artists," explains Bosiers. Vanderhallen adds, "We want to be able to look straight in the artist's eyes if something should go wrong, proving that we have done everything possible to break his record."

3) In full co-ordination with EMI Belgium, Creastars Europe also kicked off its own promo department - enthusiasts who have time to work thoroughly on new artists' single releases, who during the weekend work as DJ's and thus can position the company's new releases within today's music scene. On top of this job, those staffers have to be able to deal with a wide variety of sponsorship campaigns. National media and retailers are not accustomed to driving to a French "château" in the champagne region of Epernay to witness the presentation of a new artist's debut single, to be invited for a

weekend in a Dutch "Gran Dorado" holiday resort for an introduction to a new album or to share delicious tropical Passoa cocktails while at work listening to a new Creastars product.

4) "Moreover, sales-teams have to be given something extra to stimulate record sales: giveaways, merchandising and collector's items help retailers boost their sales.

These below-the-line campaigns should bring back fun into the record stores," advocates Bosiers. He's also convinced that those activities will strengthen the ties between media, retailers and Creastars

Europe: he wants to rebuild confidence between the parties involved and thinks that, in doing so, a platform could be created to solve imminent problems such as the dropping singles market.

5) Creastars Europe also secures touring sponsorship in clubs and supports club dates for its artists, with international brands like Safari (United Distillers), Lucky Strike tobacco and Martini. In 1993, Creastars Europe ignites the first Coca Cola mega-disco shows, an ideal opportunity for the

company's artists, producers and dancers to prove themselves in front of club-DJs, club-owners and their audiences. The current collaboration also allows producers to write and compose show music for the sponsoring brands, for use in commercials.

GORDON'S



LONDON DRY GIN



Linking a worldwide sponsor to a brand new artist.



BB Jerome & The Bang Gang

BELGIAN TALENT WITH AN INTERNATIONAL FUTURE

BB JEROME & THE BANG GANG were the first successful act to be signed by Creastars Europe - promising young rappers, street kids from the Brussels ghettos, for whom Bosiers arranged a sponsorship deal with L.A.Gear. "Their 'streethiking' line perfectly matched the idea behind BB Jerome & The Bang Gang" explains Bosiers, adding that Creastars were also instrumental in launching identical campaigns in different European countries. The band had three Belgian number 1 singles and their debut album outsold material from Vanilla Ice there. Abroad their single *Shock Rock* sold extremely well in Canada, Japan and Scandinavia. A new album is set for release in the summer of 1993.

"Picking up the work where most other record companies ended the job."

Today, one of Belgium's top-selling bands are the **DINKY TOYS**, launched in the summer of 1991, when EMI Music Publishing Belgium general manager **Guido Janssens** handed over a couple of the band's demos to Vanderhallen. After having it remixed the single *My Day Will Come* took the Belgian charts by storm. Bosiers then teamed up with Lucky Strike to sponsor some 30 Dinky Toys gigs. "The single was released in mid-summer of 1991, not the best timing, indeed," admits Vanderhallen, "but we had the shows backing the record." To prevent the Dinky Toys from becoming a "one-day wonder", Bosiers signed a worldwide sponsorship deal with jeans manufacturer **Lois**. "The band's second single *One More Try* was backed by a huge campaign with both leisure wear retailers and record shops which boosted the band's image. In addition,

and under the impulse of the band's manager **Luc Standaert**, Creastars Europe concluded a deal with internationally known Belgian fashion designer **Walter Van Beirendonck** to create a Dinky Toys clothing collection, based on Lois leisure wear. "After three Top 3 singles and the band's debut album *The Colour of Sex* going platinum in Belgium, Creastars Europe worked out a deal with Italian independent **New Music** to release two Dinky Toys singles in Italy (featured on the soundtrack of the country's major film-production "*A Lupo A Lupo*"). This deal inspired Lois to set up a brand-new distribution network there.

BUTTERFLY & BASTIX are one of the newest additions to the Creastars Europe team. In addition to the preparation of the release of an album in their own right (full of jazz, latin, funk and hip hop influences), the two all-round artists have had a huge success as pioneers of the acid-jazz scene in Belgium. Their live gigs got rave reviews and their record material immediately got



The Dinky Toys

airplay on national radio. "Following their success, **Gordon's Gin** decided to act as the sponsor for the acid-jazz scene here," explains Vanderhallen, adding that Creastars Europe is planning to build a studio for the dynamic duo.

'**TBX**'s debut album *Delirious* was launched during an impressive three-day stay at the Gran Dorado holiday resort on the Dutch coastal side in October 1992. The album, written by Belgian dance music innovator **Jo Casters** and produced by **Ludo Camberlin**, includes a number of guest appearances and became an immediate radio-must on the national stations. The band's single *Inspire Me* cracked the Belgian Top 15.

BAD INFLUENCE is to become one of the first highlights on the recently launched **Crea-Rock** label. The band's first single included a **Harley Davidson** competition and the idea to link up the band with the famous motorcycle created a substantial extra audience broadening the market. "But

we realise that it's a tough market," admits Vanderhallen, "and breaking rock in Belgium is not so easy." Plans exist to continue this fruitful collaboration with Harley Davidson on further projects.

Supported by Passoa, a tropical summer drink, **THE NILE**, a group headed by soulful **Eric Baranyanka**, is aiming at yet another target audience. Creastars Europe is currently on the lookout for the right producer to translate Baranyanka's energy as a live performer on CD.

The release of the "**Teenage Mutant Ninja Turtles III**" soundtrack in the US will become instrumental in breaking **DAVE DE LA PARRA**'s



Bad Influence

WE WANT YOU TO WANT US!

"We have been training ourselves for three years and today we're more prepared than ever to go ahead with our artists on an international scale," concludes Bosiers. "We're very actively searching everywhere for partners, who want to join us in our proven philosophy; dialogue with both retailers and media plus feedback from club DJ's [at the 1992 Belgian DMC convention, Creastars Europe were given the "Most DJ-friendly label" award] are the key principles which will help our future international colleagues in breaking promising artists in their territories. We're reaching out to their countries and our combined efforts will mutually have positive effects for both sides. And of course our door remains open for artists, producers and record companies from those countries."

international career. This gifted Creastars Europe rapper, whose single *Happy* was used for the movie's soundtrack, was picked up by **SBK** (US) and is on the edge of a promising career.

After a two-year collaboration with **Jo Bogaert** (of **Technotronic** fame), **BC & THE BASIC BOOM** opted for Creastars Europe to continue the road to success, following several hits in Belgium. Ready to sign a worldwide sponsorship deal with a major company for BC, Creastars Europe is preparing the international launch of this "master of the beats". As a writer, composer, excellent dancer, producer and studio wizard, BC is undoubtedly heading towards a platinum future.

Just like Confetti's before, the group **WAMBLEE** is aiming at a very young audience. Their Sioux-Indian roots and original approach on stage are the key ingredients of their success and the basics of their future career.



BC & The Basic Boom

You may need Creastars !



*Creastars Europe - Bredabaan 107 - B2930 Brasschaat - Belgium - Tel: 32(0)3/652.17.67 - Fax: 32(0)3/652.17.51
Meet us at Midem 1993 : Hotel Victoria, Cannes - Tel: 93.99.36.36 - Fax: 93.38.03.91*