

# MUSIC & MEDIA

EMI Profit Estimates	4
Radio 1 Evaluates Playlist	5
French Music Sales Results	7
Sting's No. 1 Debut In Italy	8
Rete 105 Special	R2
Off The Record	22

Europe's Music Radio Newsweekly . Volume 8 . Issue 7 . February 16, 1991 . £ 3, US\$ 5, ECU 4

## EC Explores Subsidising Radio Group

by Paul Andrews

The EC may offer financial backing to the Association of European Radio (AER), as plans to relaunch the private radio lobby group develop.

Speaking on January 31 at the Private Radio And European Information conference held in Luxembourg, European Commission social affairs director Franco Chittolina said his department was seeking closer cooperation with local radio stations throughout the EC. He also promised to support the aims of the AER, which could include a financial subsidy.

"Local radio is an important medium throughout Europe," Chittolina told the conference.

(continues on page 22)



**END OF AN ERA** - Sony Music Entertainment UK manufacturing director Lionel Smithers shows off the last piece of vinyl pressed at its plant in Aylesbury. The company, through CBS, first got involved in manufacturing when it bought the small Oriole label on January 1, 1965. The name of the last pressed record: "Motorhead - 1916".

## UK Marketing Push For Ramazzotti

by Machgiel Bakker

Will Eros Ramazzotti be the first Italian pop artist to conquer the UK market? Ramazzotti's latest album, *In Ogni Senso* ("In Every Sense"), is currently close to three million sales across mainland Europe where it has collected 12 platinum and seven gold awards. The UK has remained unmoved by these feats.

Last April, the artist's fifth album was released on the label DDD throughout the Continent. It is marketed and distributed worldwide by BMG Ariola (excluding Spain, where the artist is signed to EMI Hispavox). BMG Records UK followed in

October. No less than four independent promotion companies are currently employed to give the album an extra push.

Connie Filippello Publicity is handling the Italian press promotion; Matters Media is tackling

Italy through restaurants, football clubs and discos; Jackie Gill Promotions is working London-based radio; and Music Enterprises is pitching the single on all regional UK stations.

(continues on page 22)

## Peterson Sacked By Jazz

by Hugh Fielder

Jazz FM/London presenter and director Gilles Peterson has been sacked following a complaint to the UK Radio Authority over his Saturday PM programme on January 12 which he dedicated to peace in the Middle East.

Peterson says he had also been asked to resign as a director, but had not done so at press time. He acknowledges that he has been in other disputes with Jazz FM's management over policy.

The Radio Authority says it received one written complaint

(continues on page 22)

## Public Radio Wins Key Ruling In Germany

by Mal Sondock

Germany's Supreme Court in Karlsruhe on February 6 reaffirmed the right of the country's public broadcasters to continue accepting advertising and to invest in private radio and TV stations.

Comments a spokesperson from the North Rhine-Westphalia state attorney office, "We are very happy about the decisions. North Rhine-Westphalia has achieved a 10-1 victory in this legal battle."

The case was originally brought by congressmen of the ruling Christian Democratic Union party against the state of North Rhine-Westphalia and public station WDR. The case was then taken up by the Court. It was the sixth session the Court had spent dealing with radio laws since private radio started in Germany.

By mostly upholding current law, the Court has strengthened the public station's grip on the

broadcast media. That's especially true in radio, where Germany's public radio stations grabbed 72.2% of the ad cake, whereas in TV ARD and ZDF earned 49.6%.

Net advertising income for public radio last year reached DM650 million (app. US\$445 million) for the public stations, with private operators earning about DM250 million (app. US\$171 million).

Radio ffN/Lower Saxony station manager Gunther Drossart says he finds "some of the decisions surprising. In these early years of private radio, how can they allow public broadcasters to own a share of the private stations?"

"I expected the decision on public radio advertising. About 25% of the public station's entire budget is covered by advertising income and several former decisions by the Supreme Court had

(continues on page 22)

## M&M Debuts 'The Bottom Line'

M&M this week launches 'The Bottom Line', its first business page dedicated to tracking financial developments in the music and radio industry.

Published in the first issue of each month, 'The Bottom Line' will provide executives with in-depth analysis on key industry deals.

M&M's new 'Bottom Line' appears on page 4.

## No. 1 in EUROPE

**European Hit Radio**  
STING  
*All This Time*  
(A&M)

**Eurochart Hot 100 Singles**  
ENIGMA  
*Sadness Part 1*  
(Virgin)

**European Top 100 Albums**  
STING  
*The Soul Cages*  
(A&M)



## SUSANNA HOFFS "my side of the bed" now playing on these stations

**A:** OE 3 **B:** Radio 21 **CH:** Radio 24, Radio Forderband **D:** SWF3, Radio TON, Bayern3, WDR1/Hit Chips, SFB2, Radio Regen Bogen **DK:** Radio ABC **E:** SER **I:** DeeJay Network, Radio Babboleo, Rete 105, Radio Peter Flowers **N:** NRK, Radio Nord, Radio Vest, Radio 102, **NL:** TROS, Veronica, KRO **S:** Riksradiation P3/Klang + CO, Radio P4, Radio Orebro, Radio Gotenburg, Radio Malmo Hus, Radio Hugginge **SF:** Radio Musa, Radio 1

New entry at no. 47 on the European Airplay Top 50

COLUMBIA

# RICK ASTLEY



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**UK:** Radio 1 Explores LP-Based Playlist .....5  
**G/A/S:** VPRT Outlines New Media Law .....6  
**FRANCE:** 1990 Music Sales In .....7  
**BENELUX:** CLT Gets Berlin Radio Frequency .....6  
**ITALY:** Sting's 'Cages' Hits No. 1 .....8  
**SPAIN/PORT.:** Talent Sings For Peace .....9  
**SCANDI:** Elap Debuts First Metronome LPs .....9  
**NEW RELEASES/NEW TALENT** .....12  
**SPECIAL:** Rete 105 .....R2  
**STATION OPERATIONS/MAKING WAVES** ..10  
**STATION REPORTS** .....14  
**EUROPEAN HIT RADIO** .....17  
**TOP 10 IN EUROPE**.....18  
**HOT 100 SINGLES** .....19  
**EURO & NATIONAL AIRPLAY** .....20  
**TOP 100 ALBUMS**.....21  
**OFF THE RECORD** .....22

**MUSIC & MEDIA BUSINESS CALENDAR**

- February 18-22 - Audio Engineering Society's 90th Convention, Paris, France.
- February 20 - 33rd Annual Grammy Awards, Radio City Music Hall, New York City.
- February 25 - Music Week Awards, Grosvenor House Hotel, London, UK.
- February 26 - UK Radio Academy's "Getting On-Air... And Staying There", Kensington Town Hall, London, UK.
- Feb. 26-Feb. 27 - Financial Times Conference on Cable Television & Satellite Broadcasting, InterContinental Hotel, London, UK.
- Feb. 27-March 2. - San Remo Festival, San Remo, Italy.
- March 12-15 - 6th Annual Winter Music Conference, Marriott Hotel, Fort Lauderdale, Florida, US.
- March 22-25 - 1991 NARM Convention, San Francisco Hilton, US.
- April 15-18 - National Association of Broadcasters Spring Convention, Las Vegas Convention Center, US.
- April 21-24 - Broadcast Financial Management Association, Century Plaza Hotel, Los Angeles, US.
- April 29 - Sony Radio Awards, Grosvenor House Hotel, London, UK.
- May 19-25 - The US National Association Of Broadcasters (NAB). The conference will be moved from London to Paris after three days.
- June 5-7 - Association of Professional Recording Studios Conference, Olympia Centre, London, UK.
- June 9-15 - NAB Radio Executive Management Development Seminar, University of Notre Dame, South Bend, Indiana, US.
- June 16-19 - BPME & BDA Conference & Exposition, Baltimore Convention Center, US.
- July 3-7 - International Broadcasting Convention, RAI Congress Centre, Amsterdam, the Netherlands.
- July 5-July 21 - 25th Montreux Jazz Festival, Montreux, Switzerland.

# Philips Schedules DCC Launch For April 1992

by Machgjel Bakker

Philips will be launching its new Digital Compact Cassette (DCC) in April 1992. This was announced during a European demonstration of the new soundcarrier organised by the electronics giant at its Dutch headquarters at Eindhoven on February 4.

The meeting was chaired by MD Philips Audio, Wim Wielens and senior product manager, Jerry Wirtz. It followed the presentation for the US trade press at the winter Consumer Electronics Show (CES) in Las Vegas in January.

Backed by all major record companies--but currently excluding Sony Music--the new music software format combines the features of compact cassette (introduced in 1963) with those of 1982's introduction of the CD. The launch of the new carrier will be supported by about 500 pre-recorded DCC titles. First DCC players will retail for an estimated Dfl1.000 (app. US\$581).

Wielens says market research on all variations of audio cassettes shows that 75% are used for playback only. He says, "DCC will not be positioned as a new

recording format but as a 'new music software format'. Music software should, therefore, be the locomotive for a new carrier. That is why we are involving the music industry at a very early stage. One of the disadvantages of DAT was there was no pre-recorded software available."

However, Wielens emphasises

that DCC should not be seen as overlapping with DAT. "DAT was never meant to be a new carrier for music, but as a recording system equal to a reel-to-reel recorder. DAT is aimed at a small segment of the market, the semi-professional user. DAT and DCC should be able to co-exist in perfect harmony."



A sample digital compact cassette from Philips.

## DCC Advantages

The main advantages of DCC over the current analog cassette are:

- Digital sound quality.
- Backwards-compatibility: DCC players will playback traditional analog tapes. Existing tape collections can't be preserved.
- Main advantages of the analog cassette are maintained like size, weight and portability. DCC boasts a new, high-tech design, with sleeve graphics on the front of the cassette.
- Easier track access. With DCC's autoreverse function, track selection is facilitated. As on a CD, a pre-recorded DCC will contain extra control information recorded on subcode channels. This means that the text mode of a DCC player can display artist, song titles and lyrics.

## CNN Promotes Radio Service

US firm Cable News Network(CNN)/Atlanta, which has been winning high acclaim for its

Gulf reportage, is claiming a dramatic increase in the number of European radio stations taking its TV service as audio-only.

But the news channel would now like these self-same stations to switch to its specially repackaged subscription CNN Radio.

Explains London-based broadcast relations executive Beverley Nielsen, "CNN Radio is available as an on-the-hour headline service, followed by 22 minutes of detailed reporting. Its separate Atlanta newsroom uses exactly the same reporters and filed audio stories as television. Stations can take it from a sub-carrier on the Intelsat satellite."

Nielsen says the cost package in Europe for CNN Radio is based on a station's audience figures. She declined to reveal a price-per-thousand.

Stations already taking a subscription for CNN Radio include Radio City/Helsinki, SWF3 Baden-Wuerttemberg and Antenne Niedersachsen/Lower Saxony. **HS**

## Artists Unite For Rainforest Appeal

by Jeff Green

A star-studded line-up of recording artists are participating in a special CD and cassette project aimed at preserving the endangered tropical rainforests. Organised by the London-based Earth Love Fund (ELF), the "Rainforest Appeal" benefit effort will also include PSAs and a 60-minute documentary TV programme to be broadcast worldwide.

More than 16 tracks have been contributed to the album, including songs by Sting, Paul Simon, Michael Jackson, Peter Gabriel & Kate Bush, Elton John, Was (Not Was), Queen, Pink Floyd, Bob

Dylan, REM, Midnight Oil and many others.

At least three singles are expected, including "Spirit Of The Forest", a collaboration of 50 artists such as Bonnie Raitt, Joni Mitchell, Fleetwood Mac, Iggy Pop, the B-52s and Belinda Carlisle. Another group effort, The Samples, features Branford Marsalis.

Certain national artists will replace some of those mentioned above with special compositions or existing recordings in their native language. The CD and cassette are expected to be released in early to mid-May.

Explaining radio's role in this pro-

ject, ELF trustee Kenny Young says, "It is very important that this crucial environmental issue is brought to the attention of the public and that the effect rainforest destruction is having on global weather conditions is not forgotten during these anxious times."

ELF's advisory council includes officers of Friends of the Earth, Rainforest Alliance, GAIA Foundation, World Wildlife Fund for Nature, Rainforest Action Network and United Nations Environment Programme.

For information about this project, contact the ELF Rainforest Appeal: 18 Well Walk, London NW3 1LD. Fax: 44-(0)-60-885-269.



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Radio

● Javier Agusti has been appointed MD of private Spanish station Cadena SER, replacing Silvio Gonzalez. The former lawyer and advertising executive has been with Spain's top radio network as personnel manager since 1986. Former MD Gonzalez, moves to the same post at Canal Plus TV. The private pay-TV network is also partly owned (25%) by SER majority stockholder PRISA (full story page 9).

● Jose Ramon Pardo replaces Emiliano Alaiz as new head of music programming at Antena 3 (full story page 9).

● Terry Hourigan has been promoted to director of VOA Europe, the Voice Of America's 24-hour satellite radio network. He formerly served as acting director of the same company.

● Kiss FM has appointed two new producers. Richard Hopkins was formerly with WNK Radio and George Ergatoudis was previously with BBC Radio 1. Senior producer in the talks department is Lorna Clarke.

● Hallam FM/Sheffield has appointed a new sales director, Harry Dunne. He was formerly with TFM/Stockton.

Music

● Michiel Bakker and Marc Conneely have both been appointed deputy directors of network development at MTV Europe. Bakker will continue to expand MTV in Europe. Conneely will be specialising on syndication and other distribution areas. MTV Europe has also named M. Anthony Garland as director of research, market planning and business development. Garland oversees all aspects of the company's business developments and

market planning in Europe. He reports to MTV MD and CEO Bill Roedy.



Marc Conneely

● Music Box has appointed Lou Pearce and Chris Sharp to the sales team. They will be working on distribution and sponsorship. New publicity and promotions co-ordinator is Brenda Tuohy. Paul Sandler has been appointed production controller and Lola Borg joins him as associate producer.

● Julie Heathcote joins Phonogram marketing department as product manager. She was previously with AVL. Ian Grenfell joins Phonogram's international department as international marketing manager. He was previously UK marketing manager with Polydor.

● Rob Stringer has been promoted to A&R director at Columbia for Sony Music UK.

● Mike Weller has been appointed manager of Sony Music Publishing Germany, replacing Udo Kornmeier. Weller has held several positions in A&R and marketing within the company since 1980.

● Hartwig Masuch, who headed the Cologne office of Warner Chappell for five years, is joining BMG February 1 as GM and will be VP and MD from April 1. Josef Bamberger is leaving his post as MD of BMG UFA's publishing arm after 28 years with the company.

Send news and photos of company appointments to Karen Seekings at M&M's editorial office: Rijsburgstraat 11, 1059 AT Amsterdam, The Netherlands or call (20) 669.1961; Fax (31) 20 669 1951.

"When is the new Lisa Stansfield coming out?"

Find the answer in M&M's Quarterly Music Monitor

Music Monitor II will be published April 6, 1991 (issue 14). Advertising deadline closes March 12.

EMI Music Eludes Thorn's Profit Blues

by Steve Wonsiewicz

Thorn-EMI might have the profits blues, but its record division is rockin'.

The UK entertainment to lighting to electronics conglomerate--which also includes EMI Music--issued a profits warning on January 18, but stresses the music division continues to "perform outstandingly". That's evident in profit projections by County NatWest analyst Julie Feaver. She has forecast that the music division's operating profits will increase 21% to £120 million on sales of an estimated £1.3 billion.

Comments Feaver, "The main reason for such a large increase is that the company has had a fantastic year in the US in particular, but that increase has crossed over to Europe as well." Feaver cites the blockbuster success of artists such as MC Hammer, Vanilla Ice, Sinead O'Connor and Wilson Phillips, all especially profitable because they are new acts.

PolyGram Gets \$200m Equity Infusion

US, investment bank Goldman Sachs announced on January 29 that it had raised US\$200 million in exchangeable subordinated notes for music multinational PolyGram. The deal helps PolyGram shore up its balance sheet after the purchase of Island Records and A&M Records for US\$272 million and US\$460 million respectively, and provide a hedge for currency fluctuations.

The private placement is a combination of fixed and floating rates with varying maturities of five, seven and 20 years and will be treated as equity on the balance sheet. The notes, which will not dilute current investors' holdings, can also be converted into auction rate preference shares any time after the initial maturity date. They also carry no voting rights. The issue will also not dilute existing shareholders' ownership.

Transworld's Profits Warning

Look at the ratings and not the income statement. At least that is what Transworld Communications hopes its investors and bankers will do.

The company warned analysts earlier in January that it expects a pre-tax loss of some £500,000 for the second half of the year. Transworld, which in early January sold Miss World to founder Eric Morely for £800,000, has already suffered a £1.16 million loss for the first six months.

However, the company turned in strong ratings gains at its three main stations: Piccadilly/Manchester. Red Rose/ Preston and Radio Aire/Leeds.

Send news and queries to Steve Wonsiewicz at M&M's editorial office: Rijsburgstraat 11, 1059 AT Amsterdam, the Netherlands or call (20) 669.1961; Fax (20) 669 1951.

Another plus: economies of scale in the music publishing operations, which she says bring in about one third of the division's profits. "It usually takes about a year for efficiencies to take effect. Thorn-EMI bought SBK in 1989, and now it's beginning to see the benefits," adds Feaver.

For Thorn-EMI's 1991 fiscal year, which ends March 30, Feaver has forecast that total operating profits for the whole company will decline to £258 million on sales of an estimated £4.75 billion.

Feaver is not the only analyst to be bullish on the music division yet downgrade profits for the entire company. Barclays de Zoete Wedd analyst Jane Anscombe is predicting operating profits of £121 million (including Thorn-EMI's stake in Thames TV), up 22% from last year. But for the entire company she's calculating pre-tax profits of £256 million, down from last year's £317.5 million.

Says Anscombe, "One of the

main reasons for the improved results in the music division is that in the last three to four years the company has invested heavily in artist repertoire." That move, says, Anscombe, is paying big dividends.

However, Anscombe warned it could be difficult to meet those numbers next year. Reasons cited: royalty rates probably will be higher and the difficult market conditions in the US and UK.

"It may not be far from meeting last year's figures. But even if it does, will would be doing very well indeed."

The company's shares dropped about 6% the week the profits warning was issued, but recovered slightly, to end the month down 4.6%

Music & Media Stocks

GREAT BRITAIN						
Company	Curr.	High	Low	Dec. 31	Jan. 31	% chg.
Transworld	(p)	483	79	97	97	0.0
Radio Clyde	(p)	313	215	224	223	(0.4)
Capital	(p)	258	115	146	144	(1.4)
Chiltern	(p)	300	125	132	128	(3.0)
Metro Radio	(p)	203	123	129	125	(3.1)
Yorkshire TV	(p)	314	217	247	238	(3.6)
Pickwick	(p)	262	208	217	208	(4.1)
Thorn-EMI	(p)	824	570	677	646	(4.6)
Invicta	(p)	193	49	55	52	(5.5)
Chrysalis	(p)	147	41	44	41	(6.8)
Midlands	(p)	188	84	102	94	(7.8)
EMAP	(p)	257	179	202	185	(8.4)
WH Smith	(p)	401	282	383	340	(11.2)
TV-AM	(p)	218	158	200	177	(11.5)
Radio Trust	(p)	123	50	65	53	(18.5)
GWR Group	(p)	585	198	253	198	(21.7)
Radio City	(p)	523	165	226	165	(27.0)
Crown	(p)	267	23	51	32	(37.3)
Avg.	n/a	n/a	192	175	(8.8)	
FTSE	2463.7	1990.2	2143.5	2170.3	1.3	

FRANCE						
Company	Curr.	High	Low	Dec. 28	Jan. 31	% chg.
Hachette	(FR)	489	140	150	177	17.8
Canal Plus	(FR)	993	738	823	828	0.6
Europe 1	(FR)	1,449	841	1,090	1,060	(2.8)
NRJ	(FR)	434	212	238	230	(3.4)
Havas	(FR)	1,780	361	426	395	(7.2)
Avg.	n/a	n/a	545	538	(1.3)	
CAC 40	2129.3	1441.2	1517.9	1580.7	4.1	

THE NETHERLANDS						
Company	Curr.	High	Low	Dec. 31	Jan. 31	% chg.
Philips	(DF)	45.2	18.6	20.3	23.4	15.3
PolyGram	(DF)	37.8	26.6	30.1	29.6	(1.7)
Avg.	n/a	n/a	25.2	26.5	5.2	
CBS-Tend.	206.3	162.3	168.3	167.3	(0.6)	

GERMANY						
Company	Curr.	High	Low	Dec. 31	Jan. 31	% chg.
Springer	(DM)	885	605	712	730	2.5
FAZ	832.3	569.7	603.1	608.6	0.9	
DAX	1968.6	1334.9	1398.2	1420.1	1.6	

UNITED STATES						
Company	Curr.	High	Low	Dec. 31	Jan. 31	% chg.
Tribune	(US\$)	45.25	31.25	35.25	43.25	22.7
Starstream	(US\$)	n/a	n/a	1.13	1.38	22.2
Time Warner	(US\$)	111.88	66.13	85.75	96.13	12.1
Sony	(US\$)	61.50	40.25	43.00	47.63	10.8
Matsushita	(US\$)	160.88	114.00	118.00	127.00	7.6
Westwood	(US\$)	n/a	n/a	1.75	1.88	7.1
Westinghouse	(US\$)	39.38	22.00	28.50	28.50	0.0
Cap Cities	(US\$)	633.00	380.00	459.13	454.00	(1.1)
Viacom	(US\$)	28.25	15.63	26.25	25.63	(2.4)
Avg.	n/a	n/a	88.75	91.71	3.3	
DJIA	2999.8	2365.1	2633.7	2736.4	3.9	
S&P	369.0	295.5	330.2	343.9	4.2	



**NEW NAME, NEW LOOK** - Columbia MD Tim Bowen displays the first cassettes bearing the new name and logo for the UK division of Sony Music Entertainment.

# Radio 1 Explores Moving To Album-Based Playlist

by Hugh Fielder

A BBC Radio 1 switch from a singles to albums-based playlist—a move the station is now exploring—could have a major impact on the record industry's promotional strategies.

The BBC's national pop station is holding a series of informal dinners with its producers, presenters and programme assistants to discuss the compilation of a playlist drawn from songs which would include album tracks as well as singles. No deadline has been established for any changes.

Commenting on the effects of such a switch, Chrysalis promotion director Judd Lander says, "All I ask from radio is that they stick to a playlist, however they compile it. At present you can find singles on the B-list (medium rotation) getting more plays than those on the A-list."

Lander stresses that if Radio 1 producers choose album tracks then they will be performing an A&R function normally undertaken by record companies. "Maybe record companies

could service albums with selected cuts, as they do in America.

"It could also cause problems in breaking new acts which are often signed on a three-singles contract with an option on an album. And what about club records that companies may have licensed from another label?"

BBC 1 head of music Chris Lycett stresses, "We have no intention of dropping singles from the playlist. But as a reflection of current market trends, we are considering ways of increasing album play on Radio 1."

Lycett is concerned the singles chart no longer reflects popular musical taste. "The fact is that singles

sales are declining. In the week that Iron Maiden got to no. 1 recently, the total sales of the Top 40 amounted to 4% of our weekly audience.

"We're here to make radio programmes. We're not here to reflect the charts." At our weekly playlist meetings the chart is just one of our considerations. Obviously if a record goes flying into the charts it is clearly popular but the chart is not our bible."

The BBC acknowledges a change to the playlist system could affect singles sales. Comments a BBC spokesperson, "If singles only exist to market albums, a system that involved playing more album tracks could mean that the singles market could decline still further."

## BBC Radio Launches Promo Campaign

The BBC's Radio 1 is launching a major promotional push in London and the Southeast to increase its audience.

The main thrust is a three-week campaign in conjunction with Cashcard, which is giving away a total of £85,000 in prize money. Ten million, individually numbered cards are being delivered through letter boxes and given away free at newspaper shops. Each weekday, the presenter of every daytime show will read a number and listeners will be able to ring up and claim a £1,000 prize if it matches the one on the card. The prize will be shared if more than one listener has the same number. But if no one claims the prize, the money will be added to the next show.

A Radio 1 spokesperson stresses that BBC licence payers' money is not being used to pay for the promo, since the prize money is

being provided by Cashcard. There also is no connection with a simultaneous promotion with The Daily Star, which is featured on the same card and which owns Cashcard. The Cashcard promotion is being advertised on TV and the Independent Radio Network.

A spokesperson says, "Cashcard is mentioned as a concept. Our catch phrase for the competition is 'We have got the number, they have got the money'. The competition is part of a "multi-directional promotional thrust" which the station is running through the spring. This includes an advertising campaign with posters around London and the Southeast and a series of live lunchtime outside broadcasts by Gary Davies.

The latest JICRAR figures released two weeks ago show that the station's ratings are slipping. Radio 1 has a 29% reach in London, 2% behind Capital FM. **HF**

## JICRAR Considers Adding Atlantic 252

by Hugh Fielder & Paul Easton

The Association Of Independent Radio Contractors (AIRC) is considering the inclusion of Atlantic 252 in its JICRAR audience research.

AIRC director Brian West says the issue is on the agenda for the next meeting of the research sub-committee and will be debated next month. But he believes priority should be given to the talks currently taking place with the BBC for a joint audience measurement system.

The advertising industry is becoming increasingly impatient with AIRC's decision not to admit Atlantic 252 and include it in JICRAR research. Media

Buying Services associate director and Association of Media Independents spokesperson Jane O'Hara says, "Any radio station on-air should be included by JICRAR if they are willing to pay. If they are excluded it cuts down their chances of getting on buyers' schedules."

Country Meath, Ireland-based Atlantic 252, which was launched in 1989, is excluded from AIRC because the association's constitution stipulates that all members must be UK-based. Atlantic 252 says it is prepared to pay for JICRAR research and it points out that Radio Luxembourg is included in the JICRAR figures even though it is not an AIRC member.

The long-wave station's transmission area covers Northern Ireland, Wales, Central and Northwest England and Southern and Central Scotland. At the end of 1990 a survey by Continental Research conducted by JICRAR standards gave the station a 12% reach with 2.37 million listeners, stating it was the second-largest commercial station in the UK. Radio Sales Company, which handles Atlantic 252's sales, says the station defined its own total survey area. Spokesperson Sarah James says, "We resolutely rejected any area where the signal was patchy in order not to weaken our audience figures, which is why we market Atlantic 252 only in certain ITV regions."

## IRN, ITN Merger Draws Criticism

The proposed merger between Independent Radio News (IRN) and ITN Radio News (operated by Independent Television News) has provoked a strong reaction from several of ITN's subscribers.

KCBC/Kettering programme controller, Howard Rose, is planning to organise a campaign to halt the merger and has written to all other ITN Radio subscribers to ask for help.

Rose says "If commercial radio is developing, then surely it should have a choice of news providers. My objection is not simply to IRN but to a monopoly of news provision. We

chose to take ITN for its years of experience and its professional attitude to news broadcasting."

East End Radio/Glasgow station manager Rodney Collins says, "I am also very concerned because I cannot really see how one news service can really serve everybody's best interests. Radio Luxembourg is currently supplying a news service to Atlantic 252 and I would be interested in the possibility of being able to use that. Although it is basically a rip-and-read wire service, it still gives us an alternative to IRN." **HF**

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# VPRT Outlines New Media Law Proposal

by Robert Lyng

Bonn-based **VPRT** (Association of Private Broadcasters & Telecommunications), a lobby group representing all German private radio and TV broadcasters, has proposed a new media law for the five new German states. The draft encourages local councils to allow a broadcasting structure representing both the German constitution and the High Court. The proposed draft will offer numerous alternatives and the VPRT hopes to help the new states avoid problems formerly faced in West Germany.

The major points of the draft include:

- Frequencies to be distributed by a special state commission.
- Both private and public broadcasters to be issued frequencies from the beginning.
- Public broadcasters to neither directly nor indirectly hold shares in a private broadcasting company.
- Statewide programmes are to be carried out in studios within the respective state.
- The production of full programming is to be given priority; the production of local and regional programming is secondary.
- Advertising and sponsoring regulations are along EC guidelines, soon mandatory.
- Station boards, currently consisting of various representatives from socially significant groups, to be replaced by smaller eight person boards.



**Born In The DDR** - East German entertainer Gunther Emmerich signs a recording deal with BMG Ariola. Smiling next to him is BMG CEO Albert Czapski.

## Hessen 3 Plans Music Show

Public TV station **Hessen 3**/Frankfurt is launching a new weekly music programme from March 4 to replace the cancelled **WDR/HR** co-production "Rocklife". Other German TV stations have been systematically reducing the amount of their music broadcasts (**M&M** February 9).

Producer **Gerd Schulze** says the new hour-long programme, "Musichall" will present weekly differing programmes. Under the direction of **Jochen Filser** and **Heiner Schoelling** of Hessen 3's entertainment department, Schulze

will present both new and established artists in a variety of settings. His team of editors will include **Teddy Hoersch** and **Roberto Cappelluti**.

Schulze says, "On the first Monday of each month we will present two live bands from the Frankfurt Musichall, a live club. We will film the first group's concert for broadcast on the fourth Monday of each month. The second group will then be broadcast absolutely live at 23.10, our regular time slot. On the second Monday of the month we will air a

magazine format with local stories, reports and contributions of interest to music fans. On the third Monday of each month we will present a selection of historic music programmes from the archives."

At the moment 30 shows featuring pop, rock, blues, soul and rap are planned. "Besides featuring international acts," explains Schulze, "we will also present at least five local bands. Irgard Tennagel, Frankfurt's councillor for rock and pop music, will help us choose them." **RL**

## Private Radio For Magdeburg

by Mal Sondock

The state Sachsen-Anhalt has announced the launch of the first private radio station in what was formerly East Germany. This decision is in line with most of the five new federal states, who aim to develop independent statewide stations and not rely on West German public stations. **Antenne Sachsen-Anhalt**/Magdeburg is a team effort between

**AVE Radio Gesellschaft**/Hanover and a Magdeburg-based company. Managed by **Hilmar von Poser**, the station has been issued a three-year broadcasting licence.

An independent committee including public interest and religious groups, will be founded to ensure the station serves the public interest. **Antenne Sachsen-Anhalt** is scheduled to go on-air very soon.

## BENELUX

## CLT Gets Berlin Radio Frequency

by Marc Maes

The **Berlin Kabelrat** (Berlin Cable Council) has agreed to allocate **CLT** (Compagnie Luxembourgeoise de Telediffusion) an FM frequency in Berlin. CLT director of communications **Karin Schintgen** says, "This is good news for the company as it is the first time a foreign company has been given an FM radio frequency on a 100% exclusive basis".

The new operation, named **RTL Radio Berlin**, will allow CLT to start radio operations from German territory. Until now, all activities have been undertaken from Luxembourg. Although CLT still has frequencies in North Rhine-Westphalia and the Stuttgart area, it plans to shift the

majority of its activities to the new operation.

RTL Radio Berlin plans to start broadcasting in summer, and will offer a complete format of news, music and games.

In Luxembourg, local government is currently discussing the introduction of private radio stations. If, as expected, 40 local privates and three or four bigger regional stations are given a radio frequency, CLT's position could be endangered.

Says Schintgen, "We were given the exclusive right on all terrestrial frequencies in Luxembourg back in 1931. But the new project allowing privates does not make us feel happy, as Luxembourg is a very small territory and it will be difficult to share the small advertising.

## Urban Dance Squad's Promo Push

by Machgiel Bakker

**BMG Ariola Holland** is stepping up its promotional activities to further boost media interest in **Urban Dance Squad**. Signed to Ariola, the band debuted in the autumn of 1989 with the album

## Zappa Show Gets CD

Independent record company **AVM** has released two CDs featuring **Frank Zappa** repertoire, performed by the **BRT Big Band** and the **Cucamonga Trio**.

Both CDs are a result of the "Honker Revue", an event staged by **BRT Radio 1** in May last year and produced by **Zjakk Willems**. The Honker Revue was a 12-hour-long event featuring Zappa movies, clips and records. It also had two concerts featuring the Cucamonga trio and the BRT Big Band. **MM**

*Mental Floss For The Globe*. The group's mix of funk, rap, scratch and blues immediately established them as one of Holland's best bets for export.

Their status has not gone unnoticed in the US. The band are signed directly to **Arista** and are currently on a 26-date tour across the US as support act to **Living Colour**. The single *Deeper Shade Of Soul* is at present no. 29 in the **Billboard** chart while the album has reached a no. 63 position.

In Holland, the band's remix of

*Deeper Shade Of Soul* has been serviced to key media contacts, followed by the live album *Hollywood Live/Pinkpop Live*; both are promo-only releases. In the first week of March, a new single will be commercially released, entitled *Fastlane*.

Urban Dance Squad are also featured in a US film, "Pump Up The Volume"-- together with other acts like **Concrete Blonde**, **Beastie Boys**, **Was (Not Was)** and **Stan Ridgway**--that will probably hit Europe the end of April.

## Radio Park Celebrates 10th

To celebrate its 10th anniversary, private station **Radio Park**/Antwerp plans to give away Bfr2 million (app. US\$66,000) worth of prizes. The competition was organised in collaboration with a

local **Toyota** dealer, which agreed to donate a Toyota Starlet as first prize, as well as launch a special series of the car with Radio Park logos and frequency ID on the body. **MM**

# Music Turnover Up 10%, But Unit Sales Stay Flat

by Emmanuel Legrand

While 1990 was a good year in terms of turnover for the French music industry, a static growth rate in unit sales has raised some concern.

Copyright body SNEP says total turnover for 1990 reached Ffr5.36 billion (app. US\$1 billion), a 9.9% increase over last year. Unit sales of recorded music increased to 131 million from 130.9 million.

Almost 60% of the turnover comes from CD sales (versus 50%

CD singles doubled to 1.4 million units. Cassette sales continue to grow, up 5% to 42 million units. The singles situation is worrying SNEP, with unit sales dropping from 42.5 million in 1988 and 35.5 million in 1989 to 26.5 million in 1990.

The international share of the market is slightly up on the national repertoire (46% against 42.5%) compared with the previous year. The LP/CD market is dominated by international acts while single sales are 60% nationally orientated.

campaign between consumers and retailers will be implemented. Several major companies have tested the format in previous years but results were neither conclusive nor important enough to follow up. What is new is that all the companies have decided to act together. The decline of singles sales has prompted this decision.

## French Music Sales

Format	Sales (Ffr mil.)			Units (mil.)		
	1990	1989	% chg.	1990	1989	% chg.
Singles	349.3	458.7	(23.9)	24.8	33.0	(24.9)
LP	204.4	498.8	(59.0)	6.7	16.1	(58.5)
Cassette	1,512.8	1,466.3	3.2	41.9	40.1	4.6
CD	3,177.2	2,385.7	33.2	56.2	40.9	37.2
Music Video	111.9	63.1	77.3	1.4	0.89	3.0
Total	5,355.6	4,872.6	9.9	131.0	130.9	0.0

Source: SNEP

**"It is clear that the market of pre-recorded music is at a turning point."**

- Jean-Yves Mirski

in 1989 and 7% in 1985), while cassettes accounted for 28%. Market share for the two vinyl carriers (singles and LPs) fell from 20% to 10% (70% in 1985).

The music video market (video and CDV Laserdiscs) has seen considerable growth, yet still has a small market share: 1.3% in 1989 and 2% in 1990.

The downfall of the vinyl LP is confirmed with a 58% decrease compared to 1989 (less than seven million units, as opposed to 20 million in 1988). This is offset by a dramatic growth in CD sales (+37% at 56 million units), while

Comments SNEP spokesman **Jean-Yves Mirski**, "It is clear that the market of pre-recorded music is at a turning point." SNEP president **Patrick Zelnik** says the industry goal for 1991 is a 10% growth through a "voluntary policy and collective actions". One of these actions will be the major launching in April/May of the cassette, labelled in France as a "Two Tracks Cassette". All the main producers and distributors have agreed to work on a collective campaign.

The main titles will be released on cassingle and a promotions



**ONE MORE FOR THE RECORD** - CBS/France recording artist Patricia Kaas (centre) receives a double platinum award at a party in Sain-Avoird for her album "Scene De Vie". The record has sold more than 750,000 units in the country. Pictured with Kaas are (l-r): producer Jean-Jacques Souplet; managers Cyril Prieur and Richard Walter; and Sony Music France president Henri de Bodinat.

## First Euro Move For Premiere Radio

by Jacqueline Eacott

Los Angeles-based radio syndicator **Premiere Radio Networks**, which opened a Paris office December 1. The group is currently negotiating with several French FM stations with deals expected to be closed shortly, says

### Virgin Plans 4th Megastore

With **Megastores** in Paris, Marseille and Bordeaux, Virgin has now chosen to open its fourth French store in Lille. The location at the **Galeries Opera** was previously home to a number of smaller retail outlets. It is expected to open for business in September, with an annual turnover of Ffr250 million (app. US\$48 million). About 200 jobs should be created.

The site's existing 2,600 square metres will be expanded to 4,600 and include offices and the **Virgin Cafe**. In line with the other French Virgin Megastores, opening hours will be 09.00-midnight.

Premiere's Paris representative **Ed Mann**.

Created in 1985 by DJs from **CHR KIIS-FM**/Los Angeles, **Premiere** specialises in producing radio programmes for contemporary formats. Comments Mann, "We are used to adapting our packages to local markets, so we will be ready to do the same for different European territories. Each programme package will be rewritten and adapted to suit local needs."

The **Doors LP** *The Legend* is one of Premiere's latest offers—two-minute sequences of music and interviews to be programmed daily. The package includes interviews with the director of the upcoming **Jim Morrison** bio-pic, **Oliver Stone**, and the surviving **Doors** members.

The company's biggest success to date is the "Premiere Comedy Network" package of short sketches, used in morning shows and currently aired by 650 stations in the US.

## Dance A French Tune, Pleads Roy

**MIDEM** CEO **Xavier Roy** is promoting the possibility of a "week of French music", aimed to promote national music. Roy put forward the idea to the French music industry at the recent **MIDEM** conference.

With a hoped-for debut at **MIDEM '92**, the event is slated to run during the **Victoires De La Musique** (French music industry awards), which generally takes

place shortly after **MIDEM**. It is believed the event could counteract traditionally weak mid-winter sales.

**MIDEM** says if the framework proves successful, it can see no reason why copycats elsewhere in Europe should not spring up. Details Roy, "The purpose of the event is to draw attention to all aspects of French musical production. The proposal was submitted

to the French copyright body, **SNEP**, and was greeted with much interest."

Adds **SNEP** president **Patrick Zelnik**, "A working group headed by [**Sony Music France**] president **Henri de Bodinat** has been set up within **SNEP** and will evaluate the feasibility of this project.

"It will oversee all necessary ways to ensure the success of this important event." **EL**

## Sam Plays It By The CD

Belgium indie label **Play It Again Sam** (**PIAS**) has launched its first major French marketing campaign since the creation of the label's subsidiary last year. Just before the **MIDEM** conference, **PIAS** inserted a five-track mini-CD in the February issue of consumer music magazine *Best* (circulation 110,000).

Acts featured on the CD were **Front 242**, **New Fast Automatic Daffodils**, **Bill Pritchard**, **Trisomie 21** and **Meat Beat Manifesto**. **PIAS** France manager **Fabrice Absil** says the campaign was also linked with a series of operations with local radio stations and retailers.

He says, "Our goal was to in-

crease the awareness of the label in France on both the consumer level and the retail level. It was also a way to motivate **PolyGram Distribution**, with whom we have just signed a licensing deal for the forthcoming LPs by **Front 242** and **Bill Pritchard**." **EL**

# Sting Rides 'Cages' Straight To The Top

by David Stansfield

Sting is the first international artist to shoot straight to no. 1 in the official RAI album chart with his new LP *The Soul Cages* (Polydor). The success is backed by the division's biggest-ever marketing campaign, valued at more than US\$1 million.

The campaign includes TV advertising on Silvio Berlusconi's private network channels until May, a promotion and advertising campaign on the national private station Rete 105, plus full-page adverts in leading daily newspapers. Drinks company Aperol is partnering with Polydor by investing money in the campaign and has also made a donation to the Rainforest Foundation.

Says Polydor GM Adrian Berwick, "Madonna and Phil Collins both achieved sales of 750,000 units for their albums on national territory. That seems to be the ceiling for international artists but we intend to top it with *The Soul Cages*."

Berwick admits he is helped by the fact that Sting's album is the

Sting *The Soul Cages*



first of the big international releases expected this year. But he believes the artist's profile is huge. "He received pre-release exposure on the TV series 'Rock Cafe'. And the fact that it was a much-awaited record led to excellent airplay of the single *All This Time*. The May dates of the Italian leg of his tour are also perfect timing for us."

Berwick confirms that the single received powerplay on most national stations. "And it was important that it was released almost four weeks before the album. It is almost impossible to concentrate airplay on one song. The gap between single and album was instrumental

in the build-up of anticipation and excitement for the record. But now that we've serviced the album, there is airplay on almost every track. That disperses a lot of the concentration that we feel we need to establish a song. It is hard to advertise an album if you do not have a hit single from it. The hit single does not exist in Italy. You either have a radio hit or you have nothing. But with *All This Time* we had a so-called radio hit which was helpful. It assists with radio and TV advertising because the song can be associated with the album."

A&M product manager Giovanni Arcovito says the single presents the artist in a new vein. "It is light and has nothing to do with politics or the environment. The rest of the album has a personal tone, and although the single was received favourably by broadcasters, they were also surprised. The reaction to the second single, *Mad About You*, will be much better. It is the Sting that Italians recognise and it is perfect for the national market."



Sting

## San Remo Fest Confirms Acts

Twenty major acts and artists and 16 newcomers have been confirmed as contestants at this year's San Remo Song Festival, Italy's major showcase for national talent. Based on the success of previous shows, event organiser Adriano Aragozzini is attempting to keep the same formula as last year. At the festival's 40th anniversary all competitors sang live and major contenders were partnered with non-competing international acts and artists.

Although big names such as Kenny Rogers, Earth, Wind & Fire, Gilbert Becaud, Donna Summer, Tom Jones and Randy Crawford are being touted as likely partners, Aragozzini declined to make any confirmations at press time. Voices from all sectors of the national music industry are admitting that the current Gulf crisis is creating problems for securing US acts for the event.

The festival is to be staged from February 27-March 2. This will be preceded by San Remo International, a two-day pop rock event featuring national and international talent. It is not expected the US will be strongly represented there either.

A&M product manager

Giovanni Arcovito confirms that the Neville Brothers have already pulled out. He admitted their withdrawal would affect other valuable promotion opportunities. **DS**

### Festival Contestants Major Contenders

Al Bano & Romina, Gianni Bella, Loredana Berté, Pierangelo Bertoli, Rosana Casale, Riccardo Cocciante, Eduardo de Crescenzo, Grazia di Michele, Fiordaliso, Riccardo Fogli, Enzo Jannacci, Ladri de Biciclette, Marco Masini, Mietta, Amedeo Minghi, Mariella Nava, Raf, Jo Squillo & Sabrina Salerno, Umberto Tozzi, Renato Zero.

### Newcomers

Timoria, Patrizia Bulgari, Bungaro-Conidi-Di Bella, Marco Carena, Paola de Mas, Fandango, Irene Fargo, Rita Forte, Dario Gai, Gitano, Monica Granai, Stefania la Fauci, Rudy Marra, Gianni Mazza, Giovanni Nuti, Paolo Vallesi.



**SMILING FACES** - Phonogram and Rete 105 celebrate the latest award for Elton John's album "The Very Best of Elton John". The two companies partnered for a promotional and radio ad campaign. The smiling faces belong to (l-r): Phonogram marketing manager Roberto Biglia; Rete 105 public relations manager Jeannine Orrigo; Phonogram head of promotion Danilo Calatroni; and Rete 105 music director Alex Peroni.

## Hazan, Ricordi In Joint Venture

Rete 105, Radio Monte Carlo and 105 Classic are to team with retail records chain, Ricordi, for a joint promotion venture. Final contracts have yet to be confirmed but all parties are confident the deal—to involve the stations broadcasting live from retail outlets in Milan and Rome—will be finalised in time for a March launch.

Head of all three stations, Alberto Hazan, comments, "We will start by broadcasting live from the Milan megastore once a week. We are building a studio and the choice of station will depend on the current specialities of each."

Ricordi MD Matteo Rignano, responsible for running 26 na-

tional outlets, hopes the new initiative will not be limited to broadcasting. "Time will tell, but the owners of the stations are very creative. I believe it may be possible to create something completely new. We could look at forms of national promotion competitions or maybe even a joint music magazine." **DS**

## Radio Dimensione Suone Moves Into A New Age

EHR station Radio Dimensione Suono/Rome is poised to introduce new age music into its programming. Programme director Bruno Ployer confirms that a business agreement with Monza-based specialist independent label Les Folies Arts is at an advanced stage.

The label previously had a deal with Radio Monte Carlo and partnered the station with monthly magazine *New Age And New Sounds* devoted to new age music. It carried a CD and was believed to be

the first European specialist magazine for music of this genre. Ployer says the station will not format new age music in a standard way. "We are not interested in a pure and simple new age music programme. We have to figure out something more interesting for our listeners. We have to air programmes that will appeal to them, and not just to the promotion people at record companies. When we do air new age music we will do it in an original way." **DS**



## Ole For Antena 3's 'Country' Station

by Anna Marie de la Fuente

Private broadcaster **Antena 3** has launched a traditional Spanish music station called **Radio Ole/Madrid**. Radio personality and journalist **Jose Ramon Pardo** will serve as head of music programming. At press time, the name is still pending official clearance from the government names registry.

Pardo, an Antena 3 stalwart since 1985, has hosted several music shows on both Antena 3 Radio and TV. He has also collaborated on a variety of books on music and media.

Says Pardo, "Radio Ole is the first of its kind in Madrid." He likens the music played on the 24-hour station to American country music. Top Spanish acts **Isabel Pantoja**, **Rocio Jurado**, **Concha Picquer** and **Jose Manuel Soto** are among those included on the playlist.

The gleaming hi-tech studio installed for Radio Ole boasts digital audio technology (DAT). Antena 3 first introduced DAT to its 24-station oldies network **Radio 80** last autumn, making it

the first fully digital network in Spain. It had transferred most of its 2,000 classic oldies from CD to DAT. Preparations are under way for Antena 3 to broadcast via satellite.



Jose Ramon Pardo

## Talent Sings For Peace

by Howell Llewellyn

Twenty-nine Spanish acts have recorded Spain's first peace single and video in response to the Gulf war. The record, **United By Peace**, was scheduled for release on February 4 by **Ati Records**.

would get the song out again and give it a more global treatment. **United By Peace** is not only against the Gulf war, but against violence as a method of solving problems."

The single, recorded in Madrid, will be distributed throughout

**"United By Peace is not only against the Gulf war, but against violence as a method of solving problems." - Jose Maria Rial**

All profits will go to the **Red Cross** and **Amnesty International**. The song is a rework of **Farewell To Arms** by the band **Noviembre**, which is signed to the same label. The one-year-old independent label, based in Elche in Southeast Spain, pressed an initial 7,000 records.

Says Ati head of promotion **Jose Maria Rial**, "On the night of the first US attack we thought we

Spain by **Serdisco**. Top-10 Spanish artists on the single include **Rosendo**, **Los Ronaldos**, **Ramoin**, **La Trampa** and **Luis Pastor**. None received any payment.

"We are ready to print more copies immediately," Rial comments. "It is a good song. We could have got more famous acts with more time but we did not want to lose the moment."

## SCANDINAVIA

# Elap Debuts First Metronome Records Titles

Denmark's **Elap Music** has released its first title under a major deal with composer **Bent Fabric's Metronome Records**. The 32-track compilation of Fabric's own **Greatest Hits**, including **Alley Cat** and a number of film and TV themes, was re-

leased on January 31.

The move follows Elap's outright purchase of the entire Metronome catalogue (no relation to **PolyGram's** German subsidiary, **Metronome Musik**) on December 18. That deal covers about 1,500 recordings made by

Metronome between 1962 and 1978, mainly of domestic Danish pop and jazz artists such as **The Rocking Ghosts** and **Svend Asmussen**. Financial details were not disclosed.

Elap, owned by the UK's **Pickwick International**, domi-

nates the Danish budget record and video markets. This year, it plans to re-release some 10 "classic" albums, as well as about 30 low-price compilations drawn from the Metronome roster. About four titles per month will be issued. Many will become available on CD for the first time, retailing at Dkr79 each (app. US\$13), as opposed to the standard price of Dkr149.

Says Elap promotion manager **Christian Gunbak Kjeldsen**, "This deal has brought us a lot of very interesting material. It's something of a history of Danish pop from the '60s and '70s. We

themselves able to build up that library."

Kjeldsen adds that some of the acquisitions also have international potential, such as jazz recordings featuring **Stephane Grappelli**. These titles will be offered to Pickwick companies throughout the world for release.

Metronome Records was the first company founded by Bent Fabric. Established in the early 1960s, it formed the nucleus of a group which now covers a broad spectrum of the Danish entertainment industry. Central activities include home video, film production and a Copenhagen entertain-

## Radio West Closes Down

by Paul Andrews & Kari Helopaltio

Finnish MOR private **Radio West/Espoo** has gone bankrupt after less than a year on-air. Broadcasts ceased on January 24 and the entire staff have been laid off. The station is the second in the Helsinki area to fold within four months, follo-

say its debts amount to nearly US\$1 million. First signs of trouble came in December, with the dismissal of MD **Jyrki Otila**. Programme director **Matti Paalosmaa** resigned shortly afterwards.

Says former editor-in-chief **Ulf Ahrenberg**, "We reached 200,000 listeners out of the potential one million in the area.

"With hindsight, Radio West could probably have survived if it were smaller," continues Ahrenberg. "From the beginning a lot of money was put into the studios and staffing--there were 20 full-timers and about the same number of freelancers--so that the finances were always stretched. If the station had been allowed to start modestly and grow with the market, there would have been no problem."

The fate of Radio West's FM frequency has yet to be decided, although Ahrenberg says there are no known plans to revive or replace the station.

Comments Finnish private radio association **SPRL** chairman **Nils Tuominen**, "The closures show how hard the industry has been hit by the recession. There is a decline in business, and even big advertisers such as banks, car dealers, and restaurants are pulling out because they're going through hard times, too."

But of the three private stations in Helsinki we were always number three. The marketing and sales sides couldn't deliver against that competition."

Competitors **Radio City** and **Radio Eitan** both target a younger audience with EHR/rock-based formats. These, say industry insiders, are far more attractive to Finnish advertisers than the over-30s.

**"With hindsight, Radio West could probably have survived if it were smaller."**

- Ulf Ahrenberg

wing similarly formatted **Radio Syke**.

Backed by a number of local companies and both the Conservative and Social Democratic parties in Finland, Radio West opened in February 1990. It targeted the 30-45 age group, employing well-known DJs, but consistently failed to attract local advertisers.

Sources close to Radio West

**"We already work with about 60 local stations, and it's quite easy to get most to play some of our material."**

- Christian Gunbak Kjeldsen

expect it to generate considerable interest in Denmark and the rest of Scandinavia, so we want to do something special with it."

Despite their vintage, he hopes radio will be among those interested in the reissues, saying, "We already work with about 60 local stations, and it's quite easy to get most to play some of our material. Many would like to play more oldies like this alongside new releases, but because they are small and only a few years old, most don't have them. Especially now that made them available on CD, they're finding

ment centre Metronome Records has not issued a release since 1978.

"We were able to acquire these rights because Fabric no longer has the time to work with the record company," explains Kjeldsen. "I think he felt we had the right organisation, attitude and ideas to take things on from here." He adds that Metronome Records will continue to exist, though "not as a record company".

At press time, no Metronome spokesperson was available to comment on the transaction. **PA**

# Telephone Request Lines: The Undervalued Asset

*Discover a gold mine hiding inside your existing radio station. A simple telephone request line pays big dividends, both in the search for new listeners or just to increase the listening-time of an existing audience. Let's look at some reasons why it is such an undervalued asset.*

by Scott Lockwood

The telephone request line establishes a link between the listener and your radio station. Let's not forget we are in the business of communication, and spend 99% of our time talking to listeners via the microphone. The telephone gives each listener a special and personal way of communicating back to us. Listeners who contact radio stations even just once go away with an impression that creates a bond to last a lifetime.

It is worth taking a few minutes, perhaps half-an-hour, to ask yourself if you are really getting the most from these lines. Do the phones ring a lot or are they mostly silent? Do presenters often

ning and your audience is growing incrementally. This is not an exact science nor is this a guarantee, but it is safe to say that active phones mean an interested audience. Getting your audience to communicate with you increases the chance that they will report you in an official rating survey.

The people that call are your active listeners. These are the people who love radio the most and serve as opinion leaders wherever radios are found. Serving this group is of the utmost importance.

The manner in which they are treated and served by your radio station could determine the fate of how they will report you to the ratings. Resolve to handle each

that can be used as a programming tool. Presenters or telephone operators who answer the phones can obtain valuable basic information from callers, such as sex, age, location and musical preferences.

When presenters answer the telephone it can actually help improve their performance on the air. As we all know, it can get awfully lonely in the studio at times. Presenters often need a link to the outside world.

Rating surveys are nothing but numbers games. Answering a group of phone calls is the same. The more phones that are answered then the more listeners are talked to and the more your audience is liable to increase. A typical presenter can answer about 10 phone calls an hour as a side to their regular on-air duties. In a typical 24-hour day, that translates to 240 calls. This may sound like a pittance to some, but the numbers multiply surprisingly fast.

## How It Works

A short sales pitch should wrap up each call by inviting listeners to listen longer or at other locations. For instance, if they are calling from home, invite them to listen at the office. The possibilities here are endless. Do not stop until you have got them listening 24 hours a day and everywhere they go (if you can get away with that). Have presenters finish each

## Five Good Reasons To Implement Telephone Request Lines

- They are a special and personal way for listeners to communicate back to us.
- They are an inexpensive means of research that can be used as a programming tool.
- The presenter is linked with the outside world.
- Communicating with listeners makes presenters feel good, hence their on-air presentation improves.
- Audience figures are increased through greater station awareness.

phone call by thanking the caller for listening and inviting them to call any time. Allow presenters to do this in any style they like, just be sure and leave them feeling important and sold on the station.

## How To Implement A Phone Programme

Schedule a special staff meeting with your presenters to discuss the topic. About an hour should do. Use this time to instil in each presenter's mind how important it is to find new listeners and take care of existing listeners on the phone.

Develop a blank form for all presenters to use to accurately record all information taken from the phone.

Do not let presenters get lazy and use scrap paper. Keep an ample supply of forms in the studio at all times.

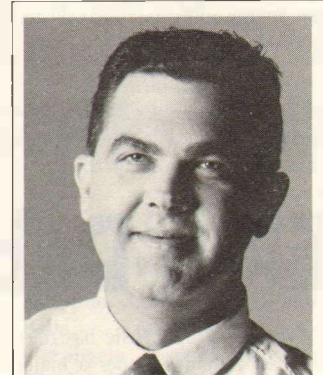
Designate a file for presenters to place finished request forms at the end of each shift.

Create another form especially for your private use to record raw numbers of requests taken for each presenter's shift. After a short while, not only will you be able to see who is getting great response, you will also be able to chart some great graphs and later see how it

correlates with ratings results.

Get a highlighter in your favourite colour to highlight significant song requests of new recordings etc. It is not necessary to keep track of every single request (unless of course you want to), just get an idea of the trend of new songs etc.

Keep up with this task on a daily basis. Be sure to really read each request form that comes in.



*Scott Lockwood is President of Scott Lockwood Enterprises, an international programming consulting firm. Clients include Nuremberg's Radio Charivari and Hitradio N1. Scott can be reached in Germany on 911-238-727.*

## "Resolve to handle each phone call as if it were an ounce of gold."

tell you of new listeners that have called during their programme? Or do they complain about the same group of five people calling every day?

If you are constantly hearing from new listeners and the phone rings frequently, you can assume there are plenty of people list-

phone call as if it were an ounce of gold, because it truly is. Even just a few phone calls handled well from survey participants can make a difference to your results.

## Additional Benefits

Listener phone calls can also act as a form of inexpensive research

## MAKING WAVES

# Calypso: Refusing To Talk Politics In Hungary

by Howard Shannon

MD Laszlo Hegedus says, "Calypso went on-air in May 1989 as a semi-national private station. It uses an AM frequency and is 22% owned by the government. The transmitter actually takes in a radius of 120 kilometres around Budapest.

"AM is important because most Hungarian retailers have sold only this type of radio in the past 20 years. FM receivers have been expensive until of late, and even those were tuned to a special Eastern Europe 66-88 MHz frequency.

"The secret of success is a unique concept which is totally concentrated on entertainment and disregards everything which was standard to the previously mono-



polised radio broadcasters. Calypso refuses to deal with any politics.

"We have a classic rock and oldies format, as the '60s and '70s formed an important basis for musical tastes in Hungary. I also grew up influenced heavily by RTL and Radio Free Europe. Head of music is Laszlo Toth.

"Research by Budapest University of Economics indica-

tes our weekly reach might be as high as 92%, with the strongest age group being 25-35. Another survey, by Szonda, reports Calypso is listened to by 50% more people than the nationwide network Radio Petofi and 300% more than Radio Danubius.

"I can say with conviction that in the late afternoon and early mornings there are about two million listeners. To be honest, when we first started, even our staff didn't expect such a good response.

"Only one hour a day do we air top 40, hard rock and disco. Calypso programmes two charts: the Coca-Cola Eurochart Hot 100, and the US Billboard Hot 100 Singles chart. Programming is computerised, created by Hungarian software company

NOVITAX.

"The station carries commercials, mostly local firms. About 85% of these local ads are actually our presenters 'endorsing' a product from a prepared script. International commercials represent about 8% of total. Peak air-time costs \$US500 per minute with a daily average of five minutes per hour.

"I see the Hungarian advertising market growing at around 25% annually. However, inflation is running at 28%. But on an annual turnover of US\$1.6 million, we are in profit.

"Calypso is very keen on 'personality' presenters, often on-air in five-hour blocks. They also read the news half-hourly. Many of our DJs were formerly TV reporters or rock stars."

- **Format:** Classic rock and oldies.
- **Core Artists:** Beatles, Cliff Richard, Deep Purple.
- **Audience:** 92% reach (Source: Budapest University). Peak time: two million.
- **Target Audience:** 15-40.
- **Launch Date:** May 1989.
- **Ownership:** 78% Hegedus's Multimedia; 22% Hungarian government.
- **Frequency:** AM 873 kHz.
- **Address:** Belgrad Rkp 21, 1056 Budapest. Tel: (1) 117 9488. Fax: (1) 138 8925.

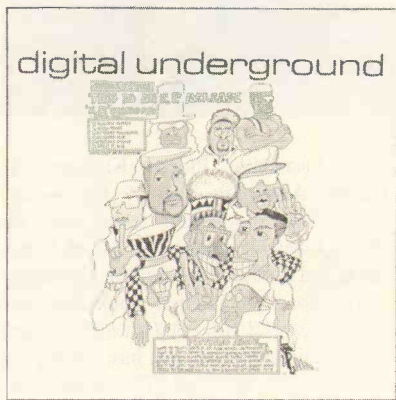
SINGLES

**Kim Appleby**

*GLAD* - Parlophone

The well-known PWL-vibe, sometimes known as 'the sound of a bright young Britain' strikes back. *GLAD*, stands for Good Lovin And Devotion, and is taken from Appleby's solo debut album as the follow-up to Don't Worry. It's solid but not exactly profound.

**Digital Underground**



*Same Song* - Tommy Boy/Indisc

Same as it ever was: more groovy stuff. This EP contains six (!) songs, all as magical as each other. Not your average rap crew, but a one-in-a-million.

**Julio Iglesias**

*When I Need You* - Columbia

Madrid calling. In another attempt to crack the US market, Spanish superstar Iglesias covers Leo Sayer's well-known song. This time without the help from American megastars Diana Ross and Willie Nelson.

**The Jack Of Hearts**

*Can't Win 'Em All* - Munich

Rather surprising remake of the song that appeared on their latest album *Blue*. The Amsterdam-based rock band team up with the sensational American gospel trio The Holmes Brothers. Suitable for top 40 programmers and preachers.

**Judas Priest**

*A Touch Of Evil* - Columbia

Just after the notorious court cases, this bunch continue their evil. Repeated playing of the record backwards yielded no result. No sublimely hidden messages, but pompous cod-piece metal in the danger zone.

**MC Fixx It**

*Rock The Discotex* - Freaky/CNR

Dutch rap crew deliver a freaky style over a demanding house beat. The piano solo in the middle is a real treat. Grooves to set the dancefloor on fire.

**New Kids On The Block**

*Games* - Columbia

Don't play games with this dangerous lot, especially when "The Kids Get Hard Mix" is involved. Tougher than the rest? No way, the baseline is recycled from obscure New York "no wave" act Liquid Liquid. But there are lots of worse crimes:

Grandmaster Flash used the same sample on *White Lines (Don't Do It)*.

**Donny Osmond**

*My Love Is A Fire* - Capitol

Since David Cassidy's return, it was only a matter of time for a Donny Osmond comeback. Listening to his new heavy disco direction, George Michael seems to be his main inspiration these days. Listen without prejudice.

**Roman**

*Rainy Day* - WEA

Debut single by a promising new German act, who play very sophisticated pop. Special, because of the mix of orthodox and modern electronic instruments. Roman is the pseudonym of multi-talented Bertram Ernst. He sounds like a combination of Lloyd Cole (his voice!) and David Sylvian (the machinery). Taken from the upcoming album *Blue Moonbeam*.

**Tanita Tikaram**

*Only The Ones We Know* - East West

Call it precocious, call it what you want, it remains an amazing fact that such a young girl plays such mature music. And she's even started smiling. She should be *Everybody's Angel* as the title of her new album suggests.

**Victoria**

*This Love Is Not For Sale* - Jonathan/Carrere

"Can't buy me love" is the message here. Jump to the beat of this Greek production and dream of your summer holidays in the sun.

**Wee Papa Girl Rappers**

*Best Of My Love* - Jive

Humpty hump, and the hip-hop goes on. Nice chorus, but why does all this rapping spoil the soul of this Emotions cover version? Please, Papa, don't preach.

ALBUMS

**Ambitious Lovers**



*Lust* - Elektra

Coming out of the 1979 against-the-grain, No New York-movement, Arto Lindsay has developed in a more accessible direction. It's no longer music from the uneasy chair; now it's intelligent dance music. *Tuck It In* and *Ponta De lança Africano Umbabarauma* are pure hit material. Dance programmers put on your dancing shoes!

**Blanchard**

*Clochard Milliardaire* - EMI

Not to be confused with Belgian singer Dirk Blanchard, this is Frenchman Gérard Blanchard. Indeed he's a *Gentil Chanteur*, and he plays a mighty fine accordeon alongside. His 12-track set is folksy, it's poppy, and it's perfect for parties.

**Chicago**

*Twenty 1* - Reprise

Business as usual. Since these veterans invented AOR way back in time, they haven't changed a bit. Never change a winning team. Just keep *Holdin' On* as they sing themselves. Guest musicians include Toto's Steve Porcaro and their former producer David Foster. New producer Ron Nevison surely knows how to record an "FM-only" album.

**Susanna Hoffs**

*When You're A Boy* - Columbia

Former Bangles leadsinger Hoffs's solo debut is a jukebox filled with upcoming hits. The first single taken from it, *My Side Of The Bed*, is pop in the best bubble-gum traditions. But the ultimate pop tune is the Cindy Lauper-composition *Unconditional Love*.

**Inner Circle**

*Black Roses* - RAS

Warm reggae sounds do wonders in the cold areas. The first single taken from this LP, *Bad Boys*, is already a smash hit in Scandinavia. Carlton Coffie's vocals grow with the years. A fine collection on this new album.

**Litfiba**

*El Diablo* - CGD

Muscular power rock from popular Italian duo. They don't just devil around, they also tease with nice melodies. Listen to the title track, also the first single. *Siamo Umani* and *Resisti*. Hard to resist for warm-blooded radio programmers.

**Mute Artists**

*International Compilation* - Mute

Depeche Mode and Erasure are probably the most famous artists on the Mute label. They are both featured on this compilation among many others less famous, like Nitzer Ebb and the notorious Yugoslavian band Laibach. A splendid compilation of all Mute's activities, which range from top 40 material typical album rocks. Best tracks: *I Have The Gun* by Crime & The City Solution and *The Train Song* by Nick Cave & The Bad Seeds, both bands from Australia.

**Les Naufragés**

*Ça Baigne* - Art Trafic

Folk seems to be the main attraction in France these days. These good-timers jump on the Les Négrés Vertes and Soldat Louis bandwagon. Music to party till daylight with lots of bottles of wine and baguettes. *L'Accordéoniste* really is très, très jolie.

**Graham Parker**

*Struck By Lightning* - Demon

Old soldiers never die. God in America, almost forgotten in Europe. Parker has done it again. On this new self-produced LP it's back to the semi-acoustic setting of 1988's *The Mona Lisa's Sister*, and it works wonderfully (*She Wants So Many Things* and *Weeping Statues*). Featuring Garth Hudson (The Band) on accordeon and harmonica player John Sebastian.

**The Tragically Hip**

*Road Apples* - MCA

If time could turn backwards, they would have been the fill-in of the gap between The Rolling Stones and Creedence Clearwater Revival. Singer Gordon Downie of this Toronto-based swamp rock band is as passionate as Jim Morrison of The Doors (*Long Time Running*). But this is definitely no revival act.

NEW TALENT

**Delta Cross Band**

*Tough Times* - Medley (Sweden)

Basic blues from the Copenhagen-Delta. Mostly recorded in one take, a delight in these modern times, when musicians sometimes spend years in the studio. This reunion album, filled with covers of blues standards of Muddy Waters and Robert Johnson, is the follow-up of 1978's *No Overdubs*.

Contact tel: (45) 31-171 411; fax: (31) 171 766.

**Rakoto**

*Indray Andro* - Bird (France)

Originally from Madagascar, Bordeaux-based Rakatosings in his mother tongue. His warm-blooded style will appeal to programmers tuned in on Sting and Peter Gabriel. Contact Bertrand Coqueugniot at tel. (33) 1 407 101 80; fax: 1 407 104 05.

**Paul Roland**

*Masque* - New Rose (UK)

If pop music had existed in the 19th century, Paul Roland, "the last eccentric", would have been a star. Preoccupied with fantasy and historical themes, his folk/rock takes place in Victorian times. Read Edgar Allan Poe while listening to this fascinating album. Contact Karen or Brian at tel. (44) 71-978 8611; fax: 71-738 5039.

**Sun Dial**

*Exploding In Your Mind* - UFO (UK)

Are these unreleased tapes by the early Pink Floyd? This neo-psychedelic/acid rock outfit reflect back to the days of *Pipers At The Gates Of Dawn*. This album also tops their "Desert Island Discs"-list. Contact Mark Hayward at tel. (44) 71-636 1281; fax: 71-636 0738.

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



## Rick Astley

*Rick Astley's '87 Stock, Aitken & Waterman-produced debut album "Whenever You Need Somebody" entered both the UK album chart and the European Top 100 Albums (January '88) at no. 1. The '88 follow-up "Hold Me In Your Arms" reached no. 6 and no. 8, respectively, a year later. Having sold 10 million albums combined, the release of his new RCA album "Free" on February 18, marks a new direction.*

by Robert Tilli

The collaboration between Astley and PWL producers **Stock, Aitken & Waterman** was a success right from the start. The first single *Never Gonna Give You Up*, released in July '87, was not only a no. 1 hit in the UK for five consecutive weeks, but it also topped the charts in the US, Germany, Australia and 12 other countries worldwide. The second single, *Whenever You Need Somebody*, followed a similar course. The magic S/A/W imprint did wonders again. The combination of the trio's carefree arrangements, and Astley's gravelly voice, continued on the second album with a good result. This time, Astley was listed as co-producer.

The third album, *Free*, continues his need for independence. He split with the PWL team and chose to sign directly to **RCA/BMG**. According to **Chrissie Harwood**, head of international marketing at **BMG Records (UK)**, the two-year recording hiatus was partly due to legal problems. She says, "It cost nearly a year to get things straight. And it took another year to write new material and record it."

However, the split was amicable. Harwood explains, "Astley didn't leave PWL because he was ungrateful with the success. On the contrary, he was very thankful. He only wanted to have a more creative input in his music. Everything he did was their idea, he didn't want to continue like that. He wanted to do his own material, with a greater appeal to a more adult audience."

And, indeed, it is a different Astley with new music and a new image. He has matured, and his music has matured with him. The initial radio response on the album's first single, the gospel-framed ballad *Cry For Help*, has been very encouraging. At press time, it held no. 8 in the **EHR Top 25** and was being played by a total of 44 **EHR**

stations, including 20 on the **A-list**. In the **Coca-Cola Eurochart Hot 100 Singles**, it is moving up with a bullet from 46 to 19 in its second week: in the **UK chart** it has already reached no. 7.

"He was very nervous to begin with about how people would react," says Harwood. "It's like starting all over again. This is his own work. You can imagine he was over the moon about the radio reception."

During 1990 Astley co-produced and recorded the album with **Gary Stevenson (Go West)** at different locations, including Stevenson's **Old Schoolhouse** studio on the **Isle Of Man**. They also visited metropolises like **Copenhagen (Werner Studios)** and **London (Angela Studios)**.

For the 10-track album, Astley collaborated on two songs--including the current single--with **Rob Fisher** (of **Climie Fisher** fame) and on another one with **Level 42's Mark King (Be With You)**. **Elton John** is featured playing piano on the tracks *Behind The Smile* and *Wonderful You*. All the string arrangements are by **Ann Dudley** of **The Art Of Noise**. Famous sessions singer **Carol Kenyon** appears on backing vocals.

A major European promo tour (including all European TV shows of significance, and press and radio) will run from February 21 till March 2, kicking off in **Holland**. Afterwards Astley continues his business trip to the **US, Australia** and **Japan**. The marketing campaign consists of TV advertisements in the **UK**; for the rest of Europe, apart from **Italy**, this has yet to be confirmed. Radio advertisements are scheduled for **Italy** and **Austria**. Also there is a full range of window displays for retail.

A concert tour is more or less confirmed for **Japan**, but his management (**Tony Henderson/London**) is still looking for a European concert tour, probably starting in **August** or **September** in the **UK**.

## HOLLAND

### Hanny

- Signed to **Telstar**.
- Publisher: **Vader Abraham Produkten**.
- Management: **Total Rocket Management**.
- A debut solo album is scheduled for May.
- New single: *Maar Vanavond Heb Ik Hoofdpijn*, released on November 9, currently no. 3 in the **Dutch Top 40** and no. 2 in the **National Top 100**; no. 72 in the **Coca-Cola Eurochart Hot 100 Singles**.
- Recorded at **Telstar Studios**.
- Producer: **Pierre Kartner**.
- Hanny is currently on a Dutch tour.
- The record is already released in **Belgium (Telstar/CNR)** and a German translation is about to be released. The label expects to announce a licensing deal very soon.

**Hanny Lomis** started her career in 1972 as the replacement of **Corry Konings**, lead vocalist with popular Dutch mainstream band **De Rekels**. Although she had an instant hit with the single *Mario*, she never achieved the same level of success as **Corry Konings**. Now that she has embarked on a solo career, things are chan-



ging drastically. **Pierre Kartner** aka **Father Abraham**--one of the world's best-selling songwriters ever with the 1977 global hit single *The Smurf Song*--wrote and produced her current hit single.

The song--in English translating into *But Tonight I'll Have A Headache*--is selling in big numbers and has already reached the 50,000 mark. This is the more striking as it hardly received major airplay. Only Dutch broadcasters **TROS, Veronica** and **NOS** put the single on the playlist.

**Belgium** is bound to follow as the single is already a powerplay on **Radio Royaal**, while a TV appearance for the Flemish commercial station **VTM**, is further cementing Hanny's sales basis.

## GERMANY

### Torffrock

- Signed to **Polydor**.
- Publisher: **Pingo Music/Hamburg**.
- Management: **Dietmar Kolk/Hamburg**
- Current album: *OST Werner Beinhart* was released on November 19 and has sold, to date, 250,000 copies in **Germany**. This week it is no. 5 in the **German album charts** and no. 18 in the **European Top 100 Albums**.
- Current single: *Beinhart*, released on October 12, last week no. 1 in **Germany** (second week in a row), and no. 18 in the **Coca-Cola Eurochart Hot 100 Singles**.
- Recorded at **Hastings/Hamburg**.
- Other chart positions: single is no. 35 in the **Swiss charts** and the **LP** is no. 27 in **Austria**.
- Producer: **Klaus Büchner/Raymond Voss/Achim Gunske**.
- New album ....*Alle An Die Ruder* is due for a February 20 release.
- New single *Trunkenbold*, a cover of a **Dubliners** song, is scheduled for March.
- Marketing: Radio advertisements in **Germany** for the new album.
- A nationwide tour will start on April 18 and lasts until May 4.

**Werner Beinhart** is a very popular German cartoon character. With 4.5 million at the box office for the **Bernd Eichinger**-produced movie of the same

name it is last year's second most successful film in **Germany**, following "Pretty Woman". The soundtrack features the band **Torffrock** on the track *Beinhart*--their current no. 1 gold record in **Germany** with 330,000 copies sold--and a strange collection of other songs.

These include oldies from **Del Shannon, Chuck Willis, Ronnie Hawkins** and **Chris Montez** and German bands like **The F... Kiuss Band** and **Bela B. & Jan** (who used to be in famous local band *Die Ärzte*).

**Torffrock**, the band of mainstay **Klaus Büchner**, are a well-established name on the **German rock scene**, since they recorded five albums for **RCA** in the past. Their sixth album--the first in 10 years--is their debut for **Polydor** and includes the current *Beinhart* hit single.

**Torffrock** are playlisted on **Radio Gong 2000/Munich, NDR 2** (for several weeks consecutively on the **A-list**), **WDR 1's "Schlager Ralleye"**, **Bayern 3/Munich** and **Radio Plus/Monte Carlo**.

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

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

# **& MUSIC MEDIA**

- Interview With Alberto Hazan, President of Rete 105, Italy's Leading National Commercial Radio Network.
- Music Program With a Smile.
- The Comprehensive Advertising Approach.

A Music & Media Advertising Supplement. Issue 7. February 16, 1991.



On February 16, **Alberto Hazan** will be celebrating the 15th anniversary of Italy's leading private national station **Rete 105**.

He confesses he was reluctant to get seriously involved at the very beginning, recalling, "I had tried to form a partnership with **Angelo Borra** at Italy's first station, **Radio Milan International**, but that did not work out. My brother **Edoardo** was keen to open a station with some friends and I agreed to participate in a small way. Deep down I was against the idea because I had always thought you had to be the first to do something in order to succeed.

"My brother Edoardo was determined and forged ahead. When his friends lost interest after a few months, Alberto and sister **Jenny** stepped in to complete a team that has become a formidable force in the country's private radio sector.

It was never plain sailing, as Hazan explains, "The station was closed down a hundred times and I was brought before the courts on each occasion. Everybody was against us and that includes the government and state **RAI**. It was only thanks to our lawyers that we were able to exist. The law stated there could be no private national station which broadcast live 24 hours a day. Even local stations took legal action against us."

Rete 105 was closed down for a full month in 1988, but after winning a major case in the court of appeal, the Hazans were free to operate. In his opinion this legal victory encouraged competing stations to develop as national broadcasters too.

Hazan has always taken an active interest in the music content of the station. He says that when Rete 105 was launched, all broadcasters were airing the same US produced music. But he noticed that disco music was most popular among young people. Hazan explains, "No other stations would play disco music because it was considered vulgar. But we introduced it and played it all day.

"We included artists such as **Gloria Gaynor**, **Sylvester**, **Barry White** and **Donna Summer**. It was melodic music with a happy sound, very different from the dance music played today."

After only six months, Rete 105 became the leading sta-



**"NRJ is a willing partner... now is the time to move."**

tion in Milan. Hazan claims that by 1985 all other stations started to copy the music format that they had previously viewed as classless.

"They still do, even today," he says. "They copy our programmes and even our jingles."

Hazan is adamant his station's rapport with record companies is very good and professional, explaining, "Sometimes they love us, sometimes they hate us. It all depends on the promotion that we succeed in doing. We would like to be helpful to every record company but sometimes it is not possible.

"We have 14 hours a day which is useful for promotion and in this time we have to play about 150 records. Some are rotated two or three times, some are new releases and others are unforgettable old songs that we must include. Sometimes we do not have the airspace record companies want.

"But we are not like a magazine where you can add pages. We aim to be professional. If a record does not fit our format we will not play it."

Rete 105 is the undisputed leader in the private station audience ratings. The 1990 **Audiradio** statistics gave the station an average daily audience of 1.94 million. The other Milan-based research institute, **Datamedia**, claims Rete 105 has 3.3 million listeners each day.

Yet, despite the success, Hazan finds it difficult to predict the future. "We hope it will be good but the advertising market for radio is difficult in Italy. We should improve slowly but there are many elements which impede our vision.

"The new broadcast legislation states that a company can own three national stations. We made all the applications but we do not yet know whether we will be allowed to have three, two, one or maybe no station at all. But we are working on many different fronts and although it is difficult I still have room for optimism."

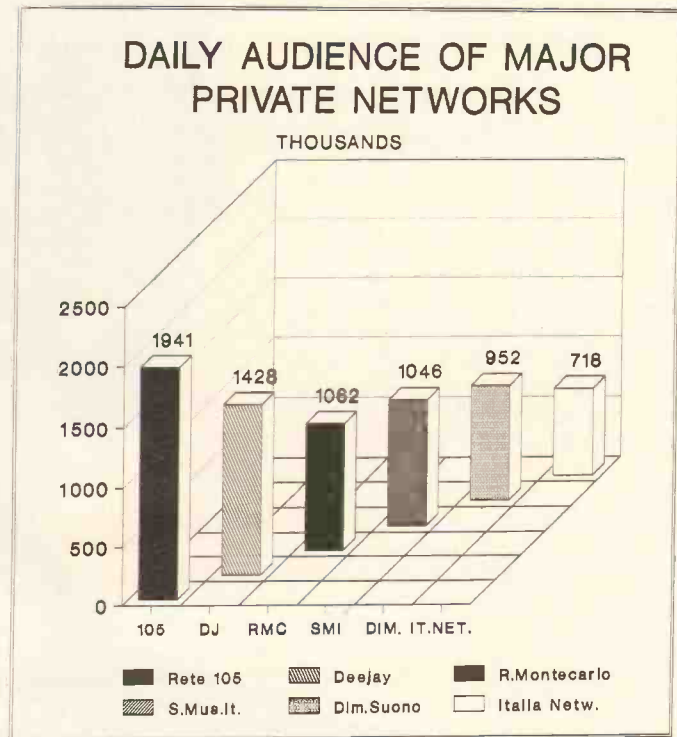
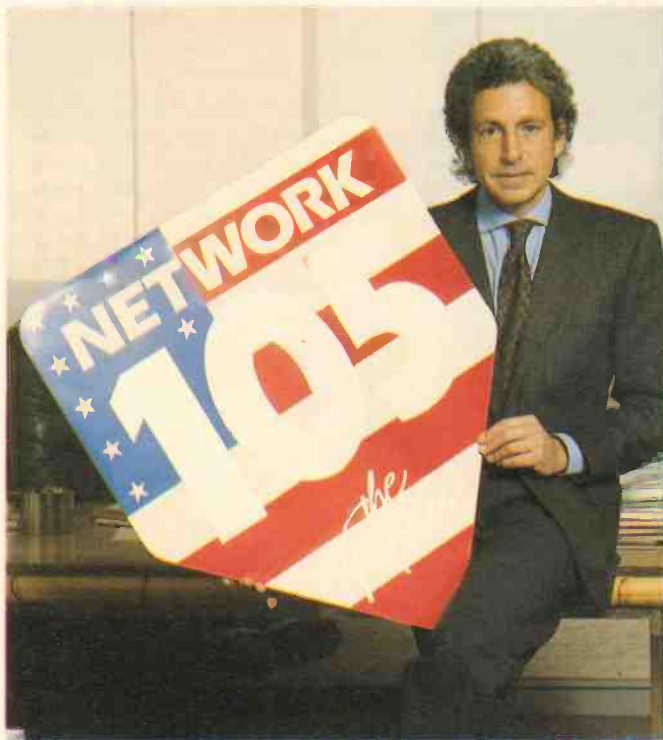
One of the three stations is the **Gold 105 Classic/Milan** which was launched in March 1990. Initially, Hazan had intended to keep it local, but as the new legislation stated that no national broadcaster can also own a local station, he was hurried into buying up frequencies

*(continues on page R10)*

## THE LEADING PRIVATE STATIONS

### Alberto Hazan

A Man  
Fighting  
For His  
Beliefs



**TO RETE 105**  
**FROM NEW MUSIC-ITALY**  
**A TOAST TO OUR LONG AND**  
**SUCCESSFUL FRIENDSHIP!**  
**HAPPY BIRTHDAY!**

Quality is the keyword for the owners of the three private national stations **Rete 105**, **Radio Monte Carlo** and **105 Classic**. Whether for DJs, programmes, promotional or advertising campaigns, **Alberto Hazan** stresses that he wants the best within his company's means.

Up until five years ago he used several freelancers to create advertising campaigns to promote Rete 105, Hazan's only station at that time. He explains, "We realised that by working on a freelance basis we were not getting the service or quality that we wanted. There are some top-class agencies in Italy. I wanted to choose one of the best and decided on **McCann-Erickson**. It knows what we want for our stations and realises that its work has to be better than what our competitors can come up with."

The McCann-Erickson Agency has the largest network in the world with 150 offices in 71 countries. It owns 100% of 115 of those agencies and has been present in 27 countries for more than 20 years. McCann is the leading agency in 17 countries, within the top 3 in 28 countries, and within the top 10 in 47 countries.

## Speaks The Language, Knows Consumers

It claims that "to speak the language" is the real challenge for creators of advertising and that this is the way to avoid the dull, the commonplace and the stereotyped. It argues that to speak the language means knowing consumers, understanding what they want and bringing it to them in the most immediate, involving way.

The company says that if it had to define a McCann style then this would be it.

And this style suits Hazan. He argues that the business of radio is unlike any other. Hazan says, "We need quick results. Sometimes we need an artist campaign almost the next day and McCann can provide the results. We have confidence in them. They also have the ability to keep me quiet. I want our campaigns to be very aggressive but they transform that mood into refined aggression."

That refined aggression was demonstrated in a recent media campaign which was targeted at potential advertising clients for the two stations Radio Monte Carlo and Rete 105.

Investment in radio advertising suffers badly compared with TV and the press on national territory. A recent survey conducted by Saatchi & Saatchi showed that the total advertising revenue for the Italian radio sector in 1990 amounted to US\$208 million. The total for the TV sector, however, amounted to US\$2.736 million. Newspapers and magazines harvested US\$1.393 million and US\$1.166 million respectively.

## Hazan's Aggressive Radio Campaign

Hazan is intent on changing the current situation and McCann was faced with the task of creating an aggressive campaign for the trade press while having to conform with a national law of no comparative advertising.

There could be no direct claim that radio is better than TV. The agency created a series of adverts which were intended to show the advantages of investing in radio.

Says McCann account executive **Monica Giacomini**, "With that particular campaign it was not a case of saying 'stop wasting your money elsewhere', but to think twice before investing and to think seriously about investing in radio. The adverts were concrete and responded to specific problems."

To stay within the confines of Italian advertising

# Una radio è il prodotto dell'ambiente in cui nasce.



C'è solo una cosa affascinante ed esclusiva come Monte Carlo. È Radio Monte Carlo. Non a caso se a Monte Carlo vanno di moda le Rolls, sulle Rolls va di moda Radio Monte Carlo. Radio Monte Carlo è infatti una stazione veramente diversa, dove rilassarsi e sentirsi un po' in vacanza. L'unica dove sdraiarsi all'ombra della più grande musica di questi anni, cullati da D.J. un po' Geò. Ed in più, per chi volesse lavorare anche in vacanza, meteo, notizie e Borsa.

RADIO MONTE CARLO. TRA LE ONDE, UN'ISOLA.

## The Holy Trinity Of 'Refined Aggression'

by David Stansfield



LA RADIO HA BEN ALTRI ARGOMENTI PER FARE AUDIENCE.

L'audience, l'impatto, ed agenzie, editori ed effetto marmellato e poi utenti. Noi, invece, non abbiamo bisogno di centri truci. Sì, perché i nostri ascoltatori hanno un rapporto molto sereno con la nostra radio. L'accando- biano stazione. E allora, na per avere compagnia, se volete contattate musica, informazioni e 3.000.000 di ascoltatori udite udite, quando arri- ciosi, ricordatevi di noi. IL GIUSTO MEZZO



legislation Giacomini admits that they incorporated certain words that have double meanings in the Italian language. And McCann was encouraged by Hazan himself who Giacomini describes as "very aggressive and daring" in his approach to advertising.

Company copywriter **Fabrizio Russo** says, "A particular aspect of that campaign was that we talked of radio in general. The idea was that if someone accepts the idea of investing in radio then they choose the best stations. Therefore our clients speak for radio because they have the best stations."

## Poster Sites, Targeted Audience

A simpler approach has been used in poster campaigns to promote the Rete 105 station. Says McCann art director **Luca Maroni**, "Rete 105 is targeted mainly at young people. And bearing in mind that its airtime is made up of music and words, we had to create a campaign which represented those two ingredients."

They came up with Yeah Yeah Yeah, the type of English language that the young listening public are exposed to.

Maroni says, "Using that type of language is purposeful and strategic. It is something that you could only do with radio because such words and phrases are part of the universal language of music. But it was something new. Nobody in Italy has ever used English jargon for radio adverts."

"Stations may use it on air but never in their own communications. Our task is to create the idea the concept of radio. Not Rete 105 but Rete 105 as being radio in Italy."

Hazan's company took control of Radio Monte Carlo in 1987. It transmits mainly from the city of Monte Carlo with a young AC format which also includes new age music and jazz. It also broadcasts news and sports news. It targets the 22-44 year olds an audience which Hazan

terms "cultural and upwardly mobile".

## Monte Carlo Glamour

Maroni describes the city of Monte Carlo as "very beautiful a refined environment". In a campaign for the station the agency claimed a first for radio by using photographs in a series of adverts.

Maroni explains, "It was a chance to sell the glamour of Radio Monte Carlo by selling the glamour of the city. By saying that the station was a product of that environment it meant that it could only be transmitting good music because it came from a nice place."

That was the idea. You could not do that with a station in many other cities. We were selling sounds by pictures and because the station does not transmit heavy metal or loud music it gave us a chance to create something softer."

McCann also created a TV advertising campaign for Hazan which won an award in a national TV commercial festival last year. The campaign for Rete 105 was made up of different 30 second spots which focused on the music of **Quincy Jones**, **Sinead O'Connor**, **Michael Jackson**, **U2**, **Sting**, **Vasco Rossi**, **Cindi Lauper**, **Litfiba**, **Prince**, **George Michael**, **Berlin** and **Duran Duran**.

The agency claims that with no other station being involved in TV commercials it gave it the opportunity of being first. The task was to create something different to promote the station's music and programmes.

Russo says, "We did what the market leaders can do by just selling the product and signing it with its name. We did not want anything that looked cheap for this kind of station." ■

# RETE 105

*Rete 105's ranking is within  
the top three in 88% of  
italian regions*

**T**he holding company **Finelco** controls all the business activities of its principal shareholders, **Alberto, Jenny and Edoardo Hazan**. It acts as the financial, legal and administrative structure for all companies within the group.

Finelco was initially formed to comply with the laws of the land, as major shareholder **Alberto Hazan** explains, "The Milan-based station **Rete 105** began to expand by connecting with other stations in other regions. The law did not allow that, so we had about 20 different stations all owned by separate companies. It was very difficult to control the accounting and legal problems, so we decided to put them all under the same umbrella of the one company, **Finelco**."

Many technicians were employed to check the stations. But because the manpower was top-heavy and costly, it was decided to form **Radio Engineering**, a company which employs its own engineers and technicians to maintain the stations. This was also placed under the **Finelco** umbrella. **Finelco** is strategically placed in **Milan**, with its computer base keeping track of all company activities throughout national territory. Today, the three national stations **Rete 105**, **Radio Monte Carlo** and **105 Classic** are owned outright by **Finelco** because government legislation introduced in 1990 limits ownership of private national stations to one company.



## Consortiums Buy In

The major industrial group **Unipol** recently bought into **105 Classic** and Italy's largest publishing group, **Mondadori**, became a shareholder in **Radio Monte Carlo**.

**Hazan** says, "We have a complex Italian media situation, where on the one side **Silvio Berlusconi** has his six TV stations, and on the other there is **RAI** with its three TV stations, three radio stations and its magazines. Publishing is controlled by the **Rizzoli** and **Mondadori** groups.

Together, all these competitors are getting the lion's share of the market and dividing all the money. We decided to forge a link

**Finelco is strategically placed in Milan... keeping track of all company activities.**

with **Mondadori**. We can be useful to them and vice versa. We can start to exchange services and, little by little, work with them, so we are not all alone in this fierce market."


**Unipol** expressed the first interest to become involved in **105 Classic** and, although **Hazan** says its involvement is solely in terms of investment, he hopes to forge working links with the group in the future. **DS**

O N E H U N D R E D F I V E

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N I N E T E E N N I N E T Y O N E



*The owners of Rete 105 pride themselves in the comprehensive service they give national advertisers. Jenny Hazan, co-owner of the station says, "We do not just take the money and run. We try to help them solve any problems they may confront."*

The service may include help with preparing the script for the spot or going into the studio with the customer or advertising agency to assist with the actual recording. Rete 105 believes it has the right kind of radio know-how to profit from the tricks and sound effects that can often make adverts sound better.

The Rete 105 full-service treatment is also given to companies that sponsor programmes or on-air competitions. Says Hazan, "We take care of securing the permit which is legally required for a competition. We also take care of paying the necessary taxes and make sure that the winner or winners receive their prizes."

At the end of the exercise the customer will be charged for all expenses incurred, but Rete 105 saves the time of its clients by taking the weight of Italian bureaucracy on its shoulders as often as possible.

## Sponsorship Sequence

A permit to promote a sponsored competition for example, has to be authorised by the ministry of finance in Rome. This time-consuming process can take up to a month to complete. Grundig launched a competition last year. The major prize was a trip to the Knebworth concert. Other prizes included car radios.

Backed by Grundig, Rete 105 broadcast the event live. Hazan says that the station took on responsibility for

buying the concert rights, renting the satellite and ensuring that the signal arrived at the station's studios.

Hazan explains, "We also organised the trip for the winners and took care of all the details in such a big operation. The only thing that Grundig had to do was pay the bill at the end."

Hazan is convinced that the kind of service offered is very important especially in Italy's radio market. Hazan says, "You can do anything in radio but most agencies and advertisers do not know what you can do."

"We want to show them that by giving this service they are not confined to sponsoring. They can also get involved in promotion and we make it easy for them."

Denim, the men's cosmetics firm, sponsor the station with a stand at the annual Bologna Motor Show. Once again Rete 105 takes on all the organisation.

Hazan says, "We present a show there every day for 10

**The full-service treatment is also given to companies that sponsor programmes or on-air competitions.**

days. Major artists perform and we have live link-ups with our studio in Milan. We take care of the technical and artistic details completely. Denim knows that besides buying advertising space they have a company which takes care of all the promotion details."

## Upwards 100 Annually

"The station also organises sponsored parties in discotheques with competitions and artist performances. That way, the sponsoring company knows that it can have direct contact with

## Jenny Hazan: A Helping Hand In The Commercial Copywriting Jungle

the public. It is not that easy to organise but we stage up to 60 such events in six months," says Jenny Hazan.

Companies which have taken advantage of such an event include Bacardi and Coca-Cola. Hazan maintains that it is necessary to offer something more than plain advertising and she believes the company's service works.

"Coca-Cola has renewed its contract for 1991 and most other customers renew their contracts because they are happy with the service we give. Of course they do not only buy the service--this is something extra. When they buy something it is the programme or advertising space, but we can offer a whole package."

She believes that her company is the only operator in the private radio sector that can offer such a service, saying "We have a promotion department, an advertising department and of course a programme department."

"We try to find solutions to every problem because if it works for the customer, it works for the station. We have a very strong company with a lot of departments working closely together. We act as a team."

DS

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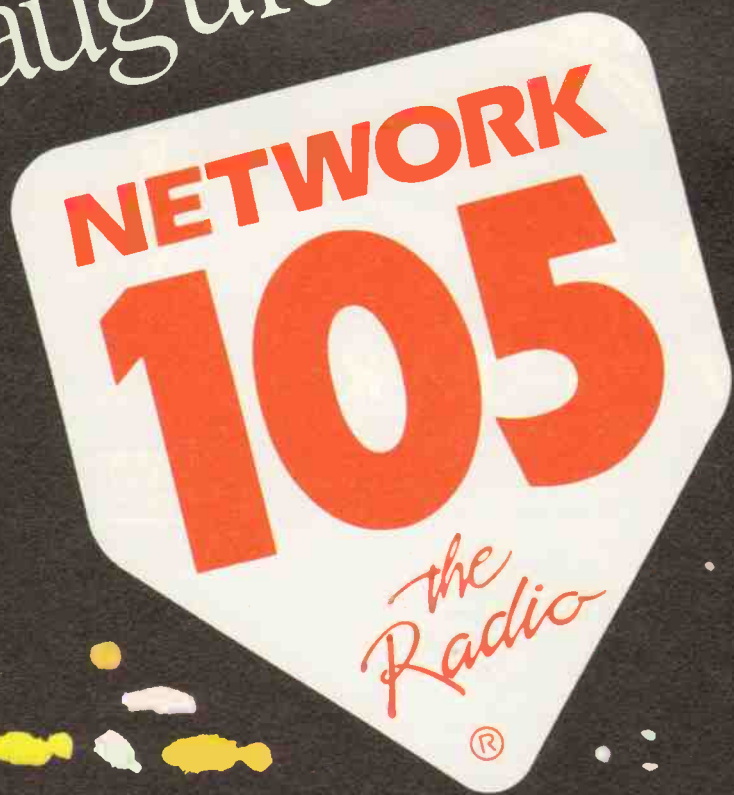



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Cento ... cinque di questi giorni!

**M**usic director **Alex Peroni** has been with **Rete 105** since the beginning of 1977. In those days, the idea of format was virtually unknown in Italy. DJs just bought and played a random selection of records. If any kind of format did exist, it was of disco music with artists such as **Donna Summer**, **Daddy Cool**, **Boney M** and **Silver Convention** heading the vanguard of uptempo dance music.

"Italian radio was greatly influenced by the US," explains Peroni. "It was all about funky music served up by the deep, deep voice of the DJ. It was serious and sophisticated stuff, but we decided to move in a different direction by smiling while we were talking on-air. We wanted to project happiness and backed this up with disco music which contained its own smile."

He says this new strategy was so strong that within six months the station became leader and has been in that position ever since. Rete 105 has stayed with its policy of positive music despite the many different styles and fashions which have come and gone over the years.

## Not Always Easy, Melody Lost

But Peroni admits that it has not been easy, particularly since 1986, saying, "We had to give up airing some disco music because it had lost its sense of happiness and melody. We could play *Pump Up The Volume* and *S'Express* but little else. And, if you listen to that kind of music now it is pop, considering what is being released in the US."

## Reaching Those Parts Other Music Directors Never Reach



"We used to air some rap but now we do not. We include more pop because melody is all-important on radio in Italy. You have to be able to laugh along with the DJ and sing along with the song."

Peroni says that the two main problems for him today are that there is little good music and that his competitors are becoming more professional.

"If I could have 100 good songs a month I could always be ahead of my competitors. If there are only 20 it is difficult to stay in front. Everything is down to the way you programme oldies and nationally-produced music now."

Peroni had a policy of not including any pre-1976 product on the playlist but says he has not only been forced to cover the span from 1965-1990 but has also had to add more Italian music.

## Segueing Beatles With Secchi!

"The only problem with that," he says, "is to find a way of matching the **Beatles** with **The Scorpions** or **Eros Ramazzotti** with **Stefano Secchi**. Selector gives us help but we do not rely on it totally because it does not have soul."

The current music format of Rete 105 consists of 50% new releases, 20% Italian music and 30% oldies. Peroni thinks that this might change in the future to include a larger percentage of new product. "The problem is," says Peroni, "that every season we wait for something new and exciting to happen but it never does."

The playlist at the station, which includes about 80 new releases a week, is compiled by Peroni and programmers like **Angelo de Robertis** and **Claudio Pucco**. About 70% of product is bought on import. Says Peroni, "We buy the records because we have to. Obviously we do not play everything but we have to listen to it."

**Jeannine Orrigo** works very closely with Peroni. Her PR role for Rete 105, **Radio Monte Carlo** and **105 Classic** involves close liaison with all record companies.

"She works very closely with Peroni and approaches companies to get national release information on all product. Orrigo is also responsible for organising artist promotion campaigns but these are not confined solely to airplay at Rete 105."

## Exclusivity A Byword

"The station is involved in airing exclusive interviews with major acts, exclusive pre-release airplay, on-air advertising and joint TV campaigns which act as an excellent vehicle for getting the logos of all stations across to a wide public."

Artists, including **Zucchero**, **Duran Duran** and **Simple Minds** have also mentioned the station directly on TV adverts. Orrigo says that the co-operation with record companies has developed into an almost perfect promotional machine and that the success of many artists is connected directly to the support of Rete 105.

Peroni, who also has a finger in the music programming at **105 Classic** and **Radio Monte Carlo** believes that whoever wants to sell music in Italy can find the best markets with the three stations. Peroni says, "Rete 105 is the new market leader. Radio Monte Carlo has a selective audience of more than one million with its format of young AC plus new age and jazz."

"The Gold format of **105 Classic** offers greatest hits from **Elvis Presley** through to **Supertramp**."

DS

SEI SINTONIZZATO

yeah

SULLA MUSICA

yeah

DI RETE 105.

yeah

BUON ASCOLTO.

NETWORK  
105  
The Radio

**UN BRINDISI A  
RETE 105  
DAI NOSTRI ARTISTI  
E DALLO STAFF PER  
UN GRANDE  
FUTURO**



Thank you 105 for all the success stories we've had  
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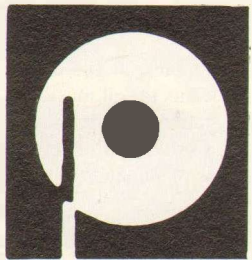
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ELTON JOHN**

The ones we're going to have with

**THE PLATTERS  
BIAGIO ANTONACCI**

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Thanks a million from all of us at



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## THE NAME OF THE GAME IS SELLING

Since starting out in 1977 with four sales agents and a secretary, **Nove Nove Pubblicita** has grown dramatically. It is now a company employing more than 50 people in its sales, marketing and creative departments.

When the company was first launched, there were a few hundred local stations broadcasting on national territory. **Alberto Hazan** says that no company was interested in securing advertising clients for the emerging radio sector as the cost of every spot was so small, there was practically no profit involved. But investment revenue was needed to develop the **Rete 105** station and in its first year of business Nove Nove Pubblicita made L400 million (app. US\$348,000).

"Quite good for the time," says Hazan. "But we managed to grow, so that in 1990 we made L31 billion with 250 national clients plus about 3,000 local investors." Hazan puts the success down to the organisational structure of the company. At the same time, he admits that the results could and should be better.

He explains, "Our annual turnover should be L70 or L80 billion but the market is very slow and most investors prefer TV, magazines and newspapers." However, he is optimistic that the market will improve and that his company has the potential to get its share.

### Feelings Shared

This feeling is shared by Nove Nove's GM **Roberto Meazza** who says, "When this country's new broadcast legislation is introduced it should bring about a new sense of professionalism to the whole radio sector which will appeal to advertisers."

"The future is also about specialised radio, like in the US. Our three national stations **Rete 105**, **Radio Monte Carlo** and **105 Classic** fit the bill."

Nove Nove Pubblicita created its marketing department in May last year. Marketing director **Maurizio Sina** says the first task was to collect all possible information about the market in order to establish a database which would help the sales team.

He cites the two research institutes **Nielsen** and **Abacus** as being extremely useful for the statistics they provide.

Says Sina, "Nielsen is a very important source of information for understanding which markets the clients are spending money on. Abacus provides quantitative data for more than 500 different markets. It gives the penetration of consumers into those markets."

The research gives Nove Nove Pubblicita the opportunity to inform potential clients that audiences for **Rete 105**, **Radio Monte Carlo** and **105 Classic** are the biggest consumer groups of certain products, Sina

gives the example of energy drink **Gatagrade**. Consumers of energy drinks are concentrated within the age groups of 15-24 and 25-44. Rete 105 is the national leader of these two target groups with a combined total of 1.63 million listeners a day (**Audiradio**).

### Sports Audience

The listeners of Rete 105 and Radio Monte Carlo consume more energy drinks than all their media competitors (see table B). On top of that, Nove Nove Pubblicita says that the audiences of Rete 105 and Radio Monte Carlo are very keen on sports. While 41% of the Italian population practise a sports activity, 71% of listeners to Rete 105 and 62% of the audience of Radio Monte Carlo are sports participants.

Producers of soft drinks currently spend L1 billion on advertising. And while Sina admits that most of this is invested in TV, he remains optimistic for the future because of his company's ability to prove its high penetration into the market.

Sina is currently studying new strategies and selling proposals and is creating packages that will offer a series of discounts. "The packages need to serve two main purposes," he says. "The first thing is to give a good service to clients. Secondly, we need to spread adverts right through the day. It is easy to sell advertising spaces in the 15.00-18.00 slot but other time slots are not as popular with clients."

The 25-44 age group account for 33% of the total daily listening audience of Rete 105. But Sina points out that from 06.00-09.00 this target group represents 39% of the station's total audience. Sina explains, "We have to get the message across that there are major target groups at different times of the day."

It may be easier to sell products to teenagers from 12.00-midnight but if you want to reach the 25-44 year-olds then the hours of 06.00-noon are excellent."

### Pushing Creativity

He believes that a major problem in the radio sector is the lack of development of creativity and maintains that creative people in advertising agencies stay within the confines of TV because that is where the money is.

He estimates the production costs of a TV advert at a minimum of L200 million. The investment in producing an advert for radio ranges between L5-10 million and no more.

He explains, "Most of the time agencies just take the sound content from a TV advert and use it for the radio. And, of course, when they present it to a client, he does not like it because of its poor quality. We decided to open an internal creative department. When we go to a client and propose a campaign we will also be able to

offer the creative input.

"We believe we are the best to do this because we live radio every day. We know how advertising should sound and fit. We aim to produce everything."

It is a strong and comprehensive approach that Sina likes, as he details, "We can go to a client and say, 'We have studied your product and your target and we believe that we have the best media plan on radio for you. We know your penetration and this is the way your product can sound on-air.'"

### Rosey Future

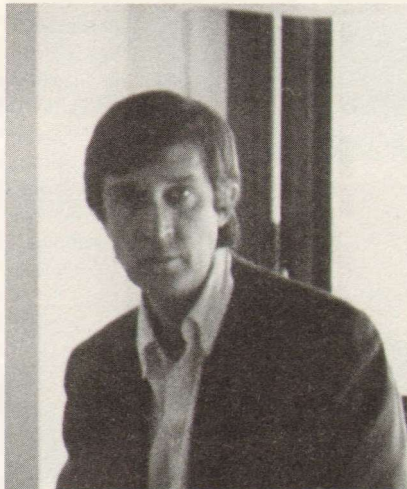
Sina is optimistic about the future of investment in radio advertising. He believes that the gap between Nove Nove Pubblicita and its competitors is widening to its own advantage and puts this down to the professional approach of his company, explaining, "1990 was a bad year for the whole advertising sector. But while the national increase only amounted to about 7%, we have a 23% increase in revenue."

"Now many advertisers are thinking twice about investing in TV. The costs are too high and audience figures just do not match up to those increasing costs. It is also true to say that many young people do not watch TV."

"We have an even more optimistic target for 1991. We aim to increase our revenue by another 40%." **DS**



Maurizio Sina



Roberto Meazza

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# RETE 105

## The History...



**R**ete 105 is Italy's leading private national station with an average daily audience of 1.94 million (Audiradio). It was first launched as a local station at 15.40 on February 16 1976, under the name Studio 105.

Edoardo Hazan, PR executive at the station, was the driving force behind its initial launch. He recalls, "We were based in a small apartment in one of Milan's most popular areas. We had two rooms and very little money but we had a lot of enthusiasm. We were a group of friends who gave up all forms of social life just to have a radio station."

Hazan admits that it was impossible in those days to imagine that the station would reach the status it holds today, saying, "But maybe sometimes the combination of luck, unforeseen talent, creativity and hard work makes for business success."

At first it was all more of a game than a business venture, but it was soon realised that the opportunity existed to become a serious player in the radio sector. Hazan says, "We saw Radio Monte Carlo and Radio Luxembourg as great examples of success. Sometimes we wondered why we could not do the same thing and what was there to stop us."

Hazan was determined to stay clear of the concept of free radio which was popular on national territory during the '70s. The decision was taken almost from the start to target young people. These were the people who had the free time to listen to radio and the competition for this target audience from other stations was minimal.

### Sealed With A Smile

By 1978, the station was attracting more listeners than most competitors in Milan. Hazan explains, "We invented the way of broadcasting with a smile. It was an optimistic approach that captured the hearts to the listening public. This has been one of the underlying reasons for our long-term success."

The station bought all its own records in its first four years of existence. But then, according to Hazan, the record companies realised this strength and began a good supply of product. **Nove Nove Pubblicita**, the company's own advertising agency, began to attract the interest of national investors and the decision was taken to broadcast in other regions.

"It was risky," says Hazan. "The thinking existed that a local station in Milan could not exist in Turin, Genoa or anywhere else because of its different mentality." But the Hazans did not accept the argument and expanded.

### Impressive Expansion

By 1986 the station was broadcasting as far as Rome. It then expanded further south to Naples and by 1990 was covering the entire country. Hazan says, "Luckily we can say that we were the first private station to do so."

The list of achievements of Rete 105 is long. Many major acts and artists have appeared live on-air at the station.

**Spandau Ballet** were the first in 1986. These were followed by **Sting**, **Duran Duran**, **A-Ha**, **Zucchero**, **Eros Ramazzotti** and others. To Hazan this impressive tracklist means recognition of the station's prestige.

### Journal Pride

He is also proud of *Radio 105 Magazine*, a monthly publication which he describes as a product of the station's musical know-how. "It was our first experience in publishing but we believe we have found an acceptable format which is enjoying great success."

But one of the greatest achievements for Hazan is the introduction of broadcast legislation on national territory. "Now we are legal," he says. "Before we invested millions of lire in nothing and I mean nothing. I do not know how many people in the world do that. It was one, long risk."



● **OTHER KEY STAFF**  
-- Jeannine Orrigo (above), label liason; and Paolo Francesco (below), head of promotions Rete 105/Radio Monte Carlo/105 Classic.



(continued from page R2)

throughout the country in order to comply with the law. The initial success of 105 Classic has been astounding say those involved.

The other station owned by Hazan's holding company **Finelco** is **Radio Monte Carlo** which was bought in 1987. He says, "I was interested in having a station in another European country in order to operate outside Italy where our investment was unsafe in the absence of law. I knew that Radio Monte Carlo was to be privatised and, although programmes are made for Italians, it is a foreign station." Hazan is convinced that the different formats and wide audience range of the stations Rete 105, Radio Monte Carlo and 105 Classic give him the means of competing on the national advertising market. He also intends to expand further into Europe.

He explains, "I tried to launch a station in Germany but the government, the public and the press did not like the idea of an Italian broadcaster operating on their territory. I have been granted the permission to do so and have a company there."

A great believer in European unity, Hazan is striving to set up **United Networks Of Europe**. The project intends to bring the best private European stations under one banner so that they can face 1992 with greater commercial advertising power as well as better artistic musical strength.

He has been working on the project for a couple of years but admits there is still some way to go, detailing, "I am still waiting for responses from **Capital Radio** in the UK and **SER** in Spain but **NRJ** in France are willing partners." "When I first floated the idea it was too early. But I am convinced that now is the time to move." **DS**



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like to thank:  
Bob Bain  
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Fox Television team  
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THE RIGHT MEDIUM



# MIDEM 1991 Quotables & Notables

The 25th annual **MIDEM** conference attracted a long list of luminaries, and **M&M** assembled some of the most interesting comments from the many speeches and presentations.



**"Sixty per cent of the largest multi-national advertisers never use radio because radio is undersold, under-packaged and undermeasured. The radio industry lacks ammunition."**

- Radio Express president  
Tom Rounds



**"We need effective ways to improve the image of radio. It belongs to everyday life, but is too often simply forgotten."**

- Carat Radio director-general  
Ian Travaille



**"Radio is credible to advertisers, and we shouldn't bargain. I don't see the media improving if we starting doing it...in fact, it would go the other way."**

- IPA/Germany sales director  
Ulrich Bellieno



**"The tools aren't available for radio to be sufficiently dynamic. It's desirable to improve our image, production and productivity. There's a lot to be done."**

- J.B. Media director-general  
Jacques Braun



**"The ground rules for independent radio in the UK are archaic. I can't see how anyone would want to invest when these rules are so ridiculous."**

- Pollack Media Group CEO  
Jeff Pollack



**"We can't ask a machine to behave like a human, especially if the human is an Italian."**

- Rete 105/Italy music director  
Alex Peroni, discussing computer scheduling systems

**"Research can be very dangerous if not used properly or if you over-react to it. Half of the programmers I've talked to shoot themselves in the foot by not using research well."**  
- Europe 1 group MD  
Tony McGinn

**"Once you are certain of the message, then you can define a creative context in a memorable way. The goal, not the creative, must come first."**  
- Film House VP/international marketing director Philip Cheney

**"The first man in the jungle usually gets eaten. We're keeping our life vest on."**  
- Satellite Music Network's Bob Kennedy, on bringing satellite programming to Europe

**"You can't do everything on contra. We rarely do promotions that don't have ad spend directly tied to them."**  
- Capital Radio deputy programme controller  
David Briggs

**"Negotiation leads to more ad sales. Yes, there's a lot of dealing which goes on."**  
- SPER/Italy head of programming  
Bruno Sofia



**"Any medium, be it print, TV or radio, should pay for its programmes. When radio stations say they [records] should be free because 'we are helping you to break acts', they are wrong and old-fashioned."**

- Sony Music France president  
Henri de Bodinat



**"You need to have a clear format. Choose your target and stay local. Advertisers want to know who they're talking to."**

- Los 40 Principales/Spain MD  
Rafael Revert



**"Radio is a spontaneous medium. I don't believe we need European guidelines. French guidelines already exist, and I don't wish to see that spread further."**

- RTL/France VP Remy Sautter



**"The radio market is going to expand over the coming years, with deregulation in the UK, Benelux, Germany and Scandinavia. The broader the market, the stronger it will be compared to other media."**

- Europe 2 GM Martin Brisac



**"As a champion of standardisation, it would be very regrettable if we were to confuse the public with competing systems."**

- Philips president Jan Timmer, regarding the debate over DCC and DAT



**"Radio can be as effective as TV if (advertising schedules are) exactly planned."**

- HMS/Germany managing partner Hartmute Scheiber



**UP 'N' COMING FROM DOWN UNDER** - Top names in the Australian music industry gathered for a breakfast meeting to gear up for the MIDEM conference. From left: Austrade trade services manager Archie Wilson, Australia ambassador to France Ted Pocock, Festival Music Publishing Group MD Peter Hebbes and Export Music Australia GM Brian Peacock.

**"I am so overwhelmed...I want to congratulate MIDEM on their 25th anniversary. It's an institution in musical entertainment, and I hope MIDEM will continue to flourish for at least another 25 years. Nesuhi was one of the greats in the music business - a perfect gentleman and as warm as a human being could get, and that makes this all the more meaningful. I'd like to also thank my colleagues who've helped make this medium the enormous success it's become. I really see this award as an illustration of what can be achieved if we all work together. I will work hard toward progress and success."**  
- Jan Timmer, excerpted from acceptance speech upon receiving the Nesuhi Ertegun Award as MIDEM's "Man Of The Decade"



**SILVER SALUTE** - Warner Music Switzerland MD and Montreux Jazz Festival organiser Claude Nobs (left) with MIDEM CEO Xavier Roy (right), discussing the superstar line-up planned for the 25th anniversary of the Montreux Jazz Festival in July.

# STATION REPORTS

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

## UNITED KINGDOM

**BBC RADIO 1/London**  
Chris Lycott - Head Of Music  
B List:

AD Beatmasters- Dunno What It Is  
Caron Wheeler- Don't Quit  
Jellyfish- The King Is Half  
Living Colour- Love Rears Its  
MC Hammer- Here Comes The  
Milltown Bros.- Which Way  
That Petrol Emotion- Tingle

**CAPITAL RADIO/London**  
Richard Park - Prog. Contr.  
A List:

AD Free- All Right Now  
Caron Wheeler- Don't Quit  
Junior Giscombe- Morning Will  
MC Hammer- Here Comes The  
Jesus Loves You- Bow Down  
Johnny Gill- Wrap My Body  
Beatmasters- Dunno What It Is  
The Clash- Should I Stay Or  
Adv. Of Stevie V.- Jealousy  
Heart- Secret  
Hall & Oates- I Can't Go For  
Mixmasters- Night Fever  
Gallagher & Lytle- Heart On My  
Righteous Bros.- Just Once In  
Inner City- Till We Meet  
Stevie B.- Because I Love You  
Kylie Minogue- What Do I Have

**ATLANTIC 252/County Meath**  
Paul Kavanagh - Head Of Music  
AD Alias- Waiting For Love  
After 7- Heat Of The Moment  
Vanilla Ice- Play That Funky  
Madonna- Rescue Me  
AC/DC- Moneytalks

**METRO FM/Newcastle**  
Giles Squire - Prog. Contr.  
A List:

AD The Source/C.Staton- You Got  
B List:  
AD Jimmy Somerville- Smalltown  
Cnadyflip- Redhills Road  
The La's- Feelin'  
Wendy & Lisa- Don't Try To  
Caron Wheeler- Don't Quit  
Julee Cruise- Rockin' Back  
En Vogue- Don't Go  
Kim Appley- G.L.A.D.  
Donny Osmond- My Love Is A  
New Kids O/T Block- Games  
Frances Ruffelle- Stranger To  
Beverley Craven- Holding On  
Mark Summers- Summers Magic

**PICCADILLY RADIO/Manchester**  
Keith Pringle - Head Of Music  
A List:

AD Paul Simon- Proof  
New Kids O/T Block- Games  
Kim Appley- G.L.A.D.  
B List:  
AD Jimmy Barnes/INXS- Good Times  
Jellyfish- The King Is Half  
Free- All Right Now  
Kenny Thomas- Outstanding

**GLR/London**  
Trevor Dann - Head Of Music  
A List:

AD Chris Isaak- Blue Hotel  
Queen- I Can't Live With  
Queen- These Are The Days  
Chris Rea- Auberger  
J.J.- If This Is Love  
That Petrol Emotion- Tingle  
The La's- Feelin'

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

AD Praise- Only You  
B List:  
AD Free- All Right Now  
Jimmy Somerville- Smalltown  
Chris Rea- Auberger  
London Beat- No Woman No Cry

**RADIO CLYDE/Glasgow**  
Alex Dickson - Prog. Dir.  
A List:  
AD Chris Rea- Auberger  
George Michael- Heal The Pain

Graham Parker- The Kid With  
Free- All Right Now  
Heart- Secret

New Kids O/T Block- Games  
B List:  
AD Double Dee- Found Love  
Associates- Just Can't Soy  
Joanne- Jump To The Beat  
Beverley Craven- Holding On  
The Source/C.Staton- You Got

**RADIO CITY/Liverpool**  
Tony McKenzie - Head Of Music  
AD Beautiful South- My Book

Mark Summers- Summers Magic  
Father MC- I'll Do 4 U  
Tevin Campbell- Round And  
Gerardo- Rico Suave  
Chris Isaak- Blue Hotel  
Heart- Secret  
Glenn Medeiros- Doesn't  
Guys Next Door- I've Been  
Lalah Hathaway- Baby Don't

**RADIO TRENT GROUP/Nottingham**  
Len Groat - Deputy Prog.Dir.  
A List:

AD Kylie Minogue- What Do I Have  
Julian Cope- Beautiful Love  
New Kids O/T Block- Games  
Nelson- After The Rain  
Power Of Dreams- American  
B List:

AD Inga- Do I Have To  
Beverley Craven- Holding On  
J.J.- If This Is Love  
Kenny Thomas- Outstanding  
George Michael- Heal The Pain  
L.A. Mix- Mysteries Of Love  
Chris Isaak- Blue Hotel  
Caron Wheeler- Don't Quit  
Julio Iglesias- When I Need

**DOWNTOWN RADIO/Belfast**  
John Rosborough - Head Of Prog.

AD George Michael- Heal The Pain  
Beverley Craven- Holding On  
Londonbeat- No Woman No Cry  
Chris Rea- Auberger  
Paul Simon- Proof  
Mixmasters- Night Fever  
Chris Isaak- Blue Hotel  
Dave Loral- Nostalgia  
Sacha Distel- La Mer

**CHILTERN RADIO & NORTHANTS  
RADIO & SEVERN SOUND/Dunstable/  
Northampton/Gloucester**  
Clive Dickens - Head Of Music  
A List:

AD Chris Isaak- Blue Hotel  
Jimmy Somerville- Smalltown  
Julian Cope- Beautiful Love  
Praise- Only You  
Railway Children- Every Beat  
London Beat- No Woman No Cry

**GWR/Bristol/Swindon**  
Andy Westgate - Head Of Music  
A List:

AD Praise- Only You  
George Michael- Heal The Pain  
Jimmy Somerville- Smalltown  
B List:  
AD E.M.F.- I Believe  
Chesney Hawkes- The One And  
Carlton- Love And Pain  
Johnny Panic/B.O.D.- Johnny  
The Source/C.Staton- You Got  
Breathe- Does She Love That  
Junior Reid- Actions Speak  
Wendy & Lisa- Don't Try To  
Ben Markus Band- Angelene

**RADIO FORTH/Edinburgh**  
Colin Somerville - Head Of Music  
AD Basscut- Say You Love Me

New Kids O/T Block- Games  
That Petrol Emotion- Tingle  
Julian Cope- Beautiful Love  
The La's- Feelin'  
George Michael- Heal The Pain  
Goodbye Mr.Mackenzie- Now We  
Praise- Only You  
Quartz- It's Too Late  
Railway Children- Every Beat  
Chris Rea- Auberger  
Tanita Tikaram- Only The Ones

**RED ROSE/Preston/Blackpool**  
Kenni James - Head Of Music  
A List:

AD Soho- Hippychick  
Simpsons- Do The Bartman  
2 In A Room- Wiggle It  
Kylie Minogue- What Do I Have  
B List:  
AD Oleta Adams- Get Here  
Damn Yankees- High Enough  
New Kids O/T Block- Games  
UB40- The Way You Do The

**RADIO HALLAM/Sheffield**  
Dean Peppil - Head Of Music  
AD Tanita Tikaram- Only The Ones

Chris Rea- Auberger  
Londonbeat- No Woman No Cry  
Kathy Mattea- Where Have You  
Sacha Distel- La Mer

George Michael- Heal The Pain  
Beatmasters- Dunno What It Is  
Stevie B.- Because I Love You  
Nomad/MC Mikee- Devotion  
Heart- Secret  
MC Hammer- Here Comes The  
Morrissey- Our Frank  
Praise- Only You  
Inner City- Till We Meet  
Little Angels- Boneyard

**FOX FM/Oxford**  
Steve Ellis - Prog. Contr.  
A List:

AD Kylie Minogue- What Do I Have  
B List:  
AD E.M.F.- I Believe  
Chris Isaak- Blue Hotel  
Railway Children- Every Beat  
Them- Baby Please Don't Go  
Kenny Thomas- Outstanding  
UB 40- The Way You Do The

**RTL 208/London**  
Jeff Graham - Prog. Dir.  
PP Kim Appley- G.L.A.D.

Frazier Chorus- Walking On  
Walk On Fire- Wastelands  
Broken Homes- Something's  
A List:  
AD Vanilla Ice- Play That Funky  
Mixmasters- Night Fever  
UB 40- The Way You Do The

B List:  
AD Kenny Thomas- Outstanding  
The Source/C.Staton- You Got  
Little Angels- Boneyard  
Living Colour- Love Rears Its  
Breathe- Does She Love That  
Wee Papa Girl Rappers- The Best

**SWANSEA SOUND/Wales**  
David Thomas - Prog. Contr.  
PP Tricia- He's A Rebel

Quartz- It's Too Late  
George Michael- Heal The Pain  
A List:  
AD Mixmasters- Night Fever  
B List:  
AD Chris Rea- Auberger  
Julee Cruise- Rockin' Back  
Caron Wheeler- Don't Quit  
Beverley Craven- Holding On  
Railway Children- Every Beat  
Inga- Do I Have To

**INVICTA FM/Canterbury**  
Johnny Lewis - Head Of Music  
A List:

AD Heart- Secret  
Chris Rea- Auberger  
Gloria Estefan- Coming Out Of  
Chris Isaak- Blue Hotel  
B List:  
AD Jimmy Barnes/INXS- Good Times  
Dream Academy- Love  
Carmel- And I Take It For  
Godfathers- Unreal World  
That Petrol Emotion- Tingle  
Morrissey- Our Frank  
Paul Brady- Nobody Knows  
MC Hammer- Here Comes The  
Londonbeat- No Woman No Cry  
Frazier Chorus- Walking On

**OCEAN SOUND/POWER FM/Faraham**  
Jim Hicks - Head Of Music  
A List:

AD Oleta Adams- Get Here  
Mariah Carey- Someday  
E.M.F.- I Believe  
Hollow Men- Pink Panther  
Jellybean- What's It Gonna  
George Michael- Heal The Pain  
Praise- Only You  
Chris Rea- Auberger

**BEACON RADIO/Wolverhampton**  
Peter Wagstaff - Prog. Dir.  
AD Free- All Right Now

Kenny Thomas- Outstanding  
J.J.- If This Is Love  
Caron Wheeler- Don't Quit  
The La's- Feelin'  
Kim Appley- G.L.A.D.  
Soho- Hippychick

**KISS FM/London**  
Grant Goddard - Prog. Dir.  
A List:

AD Mantrix- Don't Go Messin'  
Mica Paris- If I Love U  
2 Tuff Jazz Thang  
MC Hammer- Here Comes The  
COOL FM/Belfast  
John Paul Ballantine -  
Head Of Music  
A List:  
AD INXS- Lotely  
Railway Children- Every Beat  
Caron Wheeler- Don't Quit  
Oleta Adams- Get Here

**B List:**  
AD Johnny Panic/B.O.D.- Johnny  
Living Colour- Love Rears Its  
UB 40- The Way You Do The  
Quartz- It's Too Late  
Chris Isaak- Blue Hotel

E.M.F.- I Believe  
George Michael- Heal The Pain  
Chris Rea- Auberger

## FRANCE

**RTL/Paris**  
Monique Le Marcis - Head Of Prog.  
AD Roch Voisine- Darlin

Martin Destree- Black Est  
Fred De Fred- Je T'Aime En  
Chris Rea- Auberger  
Renaud Hantson- Geant  
LP Bob Marley

**EUROPE 1/Paris**  
Yvonne Lebrun - Prog. Dir.  
AD Will To Power- I'm Not In

Natt Buffo- Comme Dit Renaud

**RMC/Paris**  
Nathalie Andre - Head Of Music  
AD Jane Birkin- Est Quand Bien

Prefab Sprout- We Let The  
Jean-Pierre Mader- Mery  
Maloo- End Of The  
Queen- Innuendo  
LP Paul Texel  
Francois Valery  
Boy George

**SUD RADIO/Toulouse**  
Marie Ange Raig - Prog. Dir.  
AD Roch Voisine- Darlin

FMT/Camilla- Suzanne  
Indochine- Punishment  
Deee-Lite- Power Of Love  
Jane Birkin- Et Quand Bien  
Prefab Sprout- We Let The  
Jacques Duval- La Peau Douce  
Elton John- You Gotta Love  
Oleta Adams- Get Here  
LP Johnny Hallyday  
Jimmy Somerville

**NRJ NETWORK/Paris**  
Max Guazzini - Dir.  
AD Roch Voisine- Darlin

Mariah Carey- Someday  
Roxette- It Must Have Been  
Peter Gabriel- Solsbury Hill  
Marc Lavoine- Je N'Ai Plus  
Yazoo- Situation

**SKYROCK/Paris**  
Laurent Bouneau - Prog. Dir.  
AD Patrick Bruel- Place Des

Vanilla Ice- Ice Ice Baby  
David Hallyday- All About You  
Twenty 4 Seven- I Can't Stand  
Janet Jackson- Love Will  
DNA- La Serenissima

**FUN RADIO/Paris**  
Bruno Witek - Prog. Dir.  
A List:

Jimmy Somerville- To Love  
Whitney Houston- I'm Your  
Londonbeat- I've Been  
Gloria Estefan- Here We Are  
Elton John- Whispers  
Scorpions- Wind Of Change  
Maxi Priest- Close To You  
UB40- The Way You Do The  
Phil Collins- Do You Remember  
Will To Power- I'm Not In  
AD Joelle Ursulle- Amazon

**EUROPE 2 NETWORK/Paris**  
Marc Garcia - Prog. Dir.  
J.P. Michel - Music Dir.

PP Patrick Bruel- Place Des  
AD Elton John- You Gotta Love  
Philippe Swan- J'Ai Joue J'AI  
Michel Polnareff- LNA HO  
Maloo- End Of The  
LP Miles Davis

**RADIO MAXIMUM/Paris**  
Mickael Bourgeois - Prog. Dir.  
AD Beats Int'l- For Spacious

Carlton- Love And Pain  
Rick Kamen- Agony And Ecstasy  
Arthur Miles- Helping Hand  
Party Children- Party  
2 Bros. O/T 4th Floor- Can't  
E.M.F.- Unbelievable  
Eon- Spice  
Happy Mondays- Kinky Afro

**METROPOLYS/Marcq En Baroeul**  
Philippe Schemberg - Prog. Dir.  
Bruno Allain - Prog. Dir.  
A List:

Jean-Jacques Goldman- Nuit  
UB40- The Way You Do The  
Scorpions- Wind Of Change  
Jean-Jacques Goldman- Ne En  
Phil Collins- Do You Remember  
INXS- Disappear  
Alain Souchon- Les Cadors  
Francis Cabrel- Tout Le Monde  
Elton John- Whispers  
Niagara- Pendant Que Les

**RVS/Rouen**  
Frank Orcel - Prog. Dir.  
AD Prefab Sprout- We Let The  
Julie Masse- C'Est Zero  
Blue Pearl- Little Brother

**RADIO NANTES/Nantes**  
Philippe Nossent - Prog. Dir.  
PP Prefab Sprout- Looking For

AD Martine St. Claire- Je Ne  
Rick Astley- Cry For Help  
Sting- All This Time  
Enzo Enzo- Les Yeux Ouverts  
LP Philippe Russo  
Queen

**RADIO VIBRATION/Orleans**  
Jean Francois Villeite - Prog. Dir.  
A List:

AD Prefab Sprout- Looking For  
Sinead O'Connor- Three Babies  
Patrick Bruel- Place Des  
Roxette- It Must Have Been  
New Kids O/T Block- Tonight  
B List:  
AD Pet Shop Boys- So Hard

**RIVIERA RADIO/Monaco**  
Daevia Fortune - Music Dir.  
AD Rick Astley- Cry For Help

Cliff Richard- Saviour's Day  
Londonbeat- A Better Love  
Bruce Hornsby- Soul

**RADIO PLUS MONTE  
CARLO/Monte Carlo**  
Oliver Baran - Music Dir.

AD Celine Dion- If There Was  
Francois Feldman- J'AI Peur  
Sting- All This Time  
Francois Feldman- Petit Frank  
Torfrack- Beinhart  
Partners In Kryme- Turtle  
Black Box- The Total Mix  
Gerard Blanchard- Les Filles  
Was (Not Was)- Are You Okay  
Banarama- Preacher Man  
Phil Barney- Tellement Je  
Pierre Bachelet- Flo  
Basia- Until You Come Back  
LP Everyday People

**VOLTAGE FM/Paris**  
Olivier Allardet - Prog. Mgr.  
PP Enigma- Sadness Part I

MC Hammer- Pray  
Gerald Alston- Slow Motion  
AD Alexander O'Neal- All True  
Juan Rozoff- Et Alors

## GERMANY

**BAYERN 3/Munich**  
Claus-Erich Boetzkes - Head Ent.Pgms.  
A List:

AD The Big Dish- Miss America  
Pauline Ester- Oui Je L'Adore  
Susanne Hoffs- My Side Of The  
Anne Murray- Bluebird  
Raf- Intermentamente  
Sailor- Music  
Virch Band- Ich Hab' Dich So

**SWF 3/Baden Baden**  
Ulli Frank - DJ/Prod.  
AD Chris Rea- Auberger

Working Week- Positive  
LP Queen  
Tanita Tikaram  
Rembrandts

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

Heinz Rudolf Kunze- Wenn Du  
Timmy Thomas- (Dying Inside)  
Breathe- Say A Prayer  
Roland Kaiser- Viva L'Amore  
Jonathan Butler- All Grow'd  
Sting- All This Time  
David Hallyday- Tears Of Love  
Jimmy Somerville- To Love  
David Foster- Is There A  
Kylie Minogue- What Do I Have  
London Beat- A Better Love

**HR 3/Frankfurt**  
Markus Hertle - DJ/Prod.  
AD Robert Palmer- Mercy Mercy

Seal- Crazy  
Whitney Houston- All The Man  
Elton John- Easier To Walk  
Nelson- After The Rain  
Herbert Grönemeyer- Marie  
LP M.Walking O/T Water

**WDR 1/Cologne**  
HIT CHIPS - Weekdays 1-3 PM  
Werner Hoffmann - Prod.

AD Simpsons- Do The Bartman  
Jason Donovan- I'm Doing Fine  
Kylie Minogue- What Do I Have  
Susanna Hoffs- My Side Of Tge  
Jesus Loves You- One On One  
Robert Cary- Consequences  
Warrant- I Saw Red  
BAP- Vis A Vis

UB 40- The Way You Do The  
Tracie Spencer- This House  
Splash- Set The Groove On  
Soho- Hippychick

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

Selection Udo Vieth:  
D.Harry I.Pop- Well Did You  
Jeremy Days- Sylvia Sudderly  
Hot Spot- Harry And Dolly  
Bloomsday- Strange Honey  
Unity 2- Brooklyn Story  
Dinosaur Jr.- The Wagon  
Screaming Tribesman- High  
Roger McGuinn- Someone To  
Tom Mega- Angels Of Love  
Sting- The Soul Cages

**SDR 3/Stuttgart**  
Hans Thomas - Prod.  
PP Gloria Estefan- Coming Out Of  
LP Chicago

**SR 1/EUROPAWELLE SAAR/  
Saarbrücken**  
Dieter Exter - DJ/Prod.

AD Various- Give Peace A Chance  
UB 40- The Way You Do The  
Die Le Tanten- Abflug  
Fine Young Cannibals- Johnny  
Brings- Katharina  
29 Palms- Magic Man  
Jason Donovan- I'm Doing Fine  
BAP- Vis A Vis  
Big Dish- Miss America  
Kylie Minogue- What Do I Have  
Kenyatta- I Wanna So  
LP Rembrandts  
Brings

**SFB 2/Berlin**  
Jürgen Jürgens - Head Of Music  
AD Virch Band- Ich Hab Dich So

Howard Carpendale- Das Nennt  
Michy Reincke- Romeo & Julia  
Outfield- For You  
Sailor- Music  
Dance W/A Stranger- African  
Travolta/John- Grease Megamix  
Jason Donovan- I'm Doing Fine  
Julio Iglesias- When I Need  
Banarama- Preacher Man  
Purple Schulz- Immer Nur  
Damn Yankees- High Enough  
Sylvia Marechal- J'AI L'Rock

**RB 4/Bremen**  
Axel Sommerfeld/  
Burghard Rausch - DJ/Prod.

AD Big Dish- Miss America  
Claudia Brücken- Kiss Like

**RIAS 2/Berlin**  
Henry Gross/Andreas Dorfmann -  
Head Of Music

AD Mariah Carey- Someday  
Cathy Dennis- Just Another  
Donna Summer- Breakaway  
Jason Donovan- I'm Doing Fine

**RSH/Kiel**  
Martin Schwebel- Head Of Music  
PP Robert Palmer- Mercy Mercy  
AD A-Ha- I Call Your Name

Edo Zanki- Wenn Unsre  
Louis Prima- Just A Gigolo  
John Farnham- Chain Reaction  
R. Rock/Schocker- Herzlein  
LP The Real Milli Vanilli

**RADIO RPR/Ludwigshafen**  
Hans Mappes- DJ/Prod.

AD Tracie Spencer- This House  
Soho- Hippychick  
Nelson- After The Rain  
Innocence- A Matter Of Fact  
LP Willy DeVille  
Sting

**RADIO FFH/Frankfurt**  
Sabine Neu - Head Of Music  
B List:

AD 29 Palms- Magic Man  
Proclaimers- King Of The

**HUNDETR,6/Berlin**  
Fred Schoenagel - Head Of Music  
PP Roland Kaiser- Viva L'Amor

Roch Voisine- On The Outside  
RADIO GONG 2000/Munich  
Fredy Kogel - Music Dir.  
PP Robert Palmer- Mercy Mercy  
Kenny Rogers- What I Did For  
Mariah Carey- Someday  
A List:  
AD Lonnie Gordon- If I Have To

Chris Thompson- Jolly Joker  
George Michael- Waiting For  
B List:  
AD P.J.B.- Bridge Over Troubled  
John Farnham- Chain Reaction  
E.A.V.- Einer Geht Um  
RADIO GONG/Nuremberg  
Steffen Meyer - Music Dir.  
PP Madonna- Rescue Me

# STATION REPORTS

David Foster- River Of Love  
**AD** Queen- Innuendo  
 Robert Palmer- Mercy Mercy  
 Heinz Rudolf Kunze- Wenn Du  
**LP** C&C Music Factory

**RADIO CHARIVARI/Nuremberg**  
 Mathias Hofmann - Music Dir.  
**PP** Stevie B.- Because I Love You  
 Kim Appleby- Don't Worry  
 Sting- All This Time  
**AD** Culture Beat- Tell Me That

**STAR'SAT RADIO/Grünwald**  
 Jo Lueders - Prog. Dir.  
**AD** Various- Give Peace A Chance  
 Jim Croce- Time In A Bottle  
 Donny Osmond- Sure Lookin'  
 Alexander O'Neal- All True  
 Elton John- Easier To Walk

**RADIO 107/Hamburg**  
 Peter Steppich - Head Of Music  
**AD** Robert Palmer- Mercy Mercy  
 Mariah Carey- Someday  
 Freudiana- Little Hans  
 UB 40- The Way You Do The  
 Alexander O'Neal- All True  
**LP** Alexander O'Neal  
 Gloria Estefan  
 Queen

**RADIO REGENBOGEN/Mannheim**  
 Rolf Balschbach - Music Dir.  
**PP** Rick Astley- Cry For Help  
**AD** Susanna Hoffs- My Side Of The  
 Beverley Craven- Holding On  
 Elsa- Pleure Doucement

**HIT RADIO N1/Nuremberg**  
 Cefin Yaman - Prog. Dir.  
**PP** Lisette Melendez- Together  
**AD** Bananarama- Preacher Mgn  
 Denise Lopez- Don't You  
 Candyman- Melt In Your Mouth  
 Yazoo- Situation

**SCHWARZWALD RADIO/Freiburg**  
 Pete Traynor - Head Of Music  
**AD** Queen- Innuendo  
**C&C Music Factory- Gonna**  
 Ralph Tresvant- Sensitivity  
 Simpsons- Do The Bartman

**RADIO SALÜ/Saarbrücken**  
 Adam Hahne - Prog. Dir.  
**A List:**  
 Dimples D.- Sucker DJ  
 Whitney Houston- All The Man  
 Janet Jackson- Love Will  
 Scorpions- Wind Of Change  
 Dr. Alban- Hello Afrika

**B List:**  
 Soulsister- Through Before We  
 London Beat- A Better Love  
 Rick Astley- Cry For Help  
 Sting- All This Time  
**C&C Music Factory- Gonna**  
 Robert Palmer- Mercy Mercy

**OK RADIO/Hamburg**  
 Ollie Weiberg - Head Of Music  
**PP** Simpsons- Do The Bartman  
 Jason Donovan- I'm Doing Fine  
**AD** Vanilla Ice- Play That Funky  
 Stevie B.- Because I Love You  
 Yazoo- Situation  
 Black Box- The Total Mix  
 Seal- Crazy  
 Queen- Innuendo  
 Various- Give Peace A Chance  
 Splash- Set The Groove On

**RADIO T.O.N./Bad Mergentheim**  
 Reinhard Baerenz - Head Of Music  
**PP** David Hallyday- Tears Of The

**RADIO ARA/Aschaffenburg**  
 Udo Langenohl - Music Dir./DJ  
**PP** Rick Astley- Cry For Help  
 Kim Appleby- G.L.A.D.  
 Divinyls- I Touch Myself  
 John Farnham- Chain Reaction  
 Janet Jackson- Love Will Never  
 Nelson- After The Rain  
 Hall & Oates- Don't Hold Back  
 Chris Rea- Auberger  
 Simpsons- Do The Bartman  
 Sting- All This Time  
**AD** Billy Always- One Of Them  
 Jesus Loves You- One On One  
 UB 40- The Way You Do The

**RADIO F/Nuremberg**  
 Sigi Hoga - Prog.Dir.  
**A List:**  
 Matthias Reim- Ganz Egal  
 Robert Palmer- Mercy Mercy  
 Reggae Philh. Orch- Promise  
 Black Sorrows- Harley And  
 Gregorian- So Sad  
 Gerard Joling- Carazon  
 Timmy Thomas- (Dying Inside)  
 Bee Gees- How Deep Is Your  
 Stevie B.- Because I Love  
 Wayne Daisley- Follow Your

**RADIO RESIDENZ/Karlsruhe**  
 Axel Reimann - Prog.Dir.  
**AD** System X- Party On  
 Sting- All This Time  
 Betty Boo- 24 Hours

## ITALY

**RETE 105/Milan**  
 Alex Peroni - Prog. Dir.  
**A List:**  
 Sting LP  
 Seal- Crazy  
 Bombalurina LP  
 Londonbeat LP  
 Queen LP  
 Gloria Gaynor LP  
 Soulsister LP  
 Rick Astley- Cry For Help  
 Kiyann Stone- A Piece Of My  
 Miker G LP  
 E.M.F.- Unbelievable  
 Blue Pearl LP  
 Horse LP  
 Alison Limerick- Where Love  
 Absent Friends LP

**RAI STEREOUNO/Rome**  
 E.Molinari - Dir.  
 E.Bellisario - Prog. Dir.  
**PP** Madonna- Justify My Love  
 Sting- All This Time  
 Pino Daniele- 'O Scarrafone  
 Vanilla Ice- Ice Ice Baby  
**AD** Whitney Houston- All The Man  
 Mariah Carey- Someday  
 Gloria Estefan- Coming Out  
 Eugenio Finardi- La Forza De  
 Steve Winwood- One And Only  
**Big Dish- Miss America**  
 Chris Isaak- Wicked Game  
 Righteous Bros.- You've Lost  
 Chicago- Explain It To My  
 Quarts- It's Too Late  
 Johnny Panic...- Johnny Panic  
 Hand Of Fate- Good Life  
 Will To Power- I'm Not In  
 Notorious- The Swalk  
 Junior Giscombe- Step Off

**RADIO DIMENSIONE SUONO/Rome**  
 Carlo Mancini - Music Director  
**PP** The Box- Temptation  
 Lindy Layton- Echo My Heart  
 Whitney Houston- All The Man  
 Rick Astley- Cry For Help  
**AD** Queen- These Are The Days Of  
 Poison- Ride The Wind  
 Jellybean- What's It Gonna Be

**RADIO MONTE CARLO/Milan**  
 Francesco Migliozzi - Prog. Contr.  
**A List:**  
 Sting LP  
 Horse LP  
 Ralph Tresvant- Sensitivity  
 Queen LP  
 Whitney Houston LP  
 Scorpions- Wind Of Change  
 Traveling Wilburys LP  
 Outfield LP  
 Beverley Craven- Woman To  
**AD** Chris Rea- Auberger  
 Seal- Crazy  
 Dario Gai- Non Solo Amore

**DEEJAY NETWORK/Milan**  
 Dario Usellini - DJ  
**PP** Afrika Bambaata- Just Get Up  
**AD** Lindy Layton- Echo My Heart  
 INXS- Bitter Tears  
 Candy Flip- Redhills Road  
 Mantronix- Where Has All The  
 Jesus Loves You- Bow Dow  
 Digital Underground- Same  
 Saturday Angel- If  
 Debbie French- Get That  
 Blue Pearl- Alive  
 Diana Brown- Love Or Nothing

**PETER FLOWERS FM/Milan**  
 Franco Lazzari - Music Dir.  
 Marco Garavelli - Prog. Dir.  
**PP** Chris Rea- Auberger  
**A List:**  
 Sting- All This Time  
 The Farm- All Together Now  
 Seal- Crazy  
**AD** Alias- Waiting For Love  
 Susanna Hoffs- My Side Of The  
 Associates- Just Can't Say  
 Clive Griffin- Reach For The

**RAI STEREO DUE/Rome**  
 Maurizio Riganzi - Dir.  
**A List:**  
 Enigma- Sodeness Part 1  
 Seal- Crazy  
 Queen- Innuendo  
 Raf- Intermatamente  
 Pino Daniele- LP  
 Sting- LP  
 Julee Cruise- Falling  
 Litfiba- Il Diabolo  
 Biaggio Antonacci- Danza Sul  
 Various- Give Peace A Chance

**RADIO KISS KISS/Naples**  
 Gianni Simioli - Prog. Dir.  
**PP** Lindy Layton- Echo My Heart  
**AD** Celine Dion- If There Was Any  
 A Tribe Called Quest- Can I  
 Julee Cruise- Falling  
 Silencers- Art Of Self  
 KLF- 3 A.M. Eternal  
 Club House- Deep In My Heart  
 Sharada- Life Is Life  
**LP** Righteous Bros.  
 Sting  
 Dream Academy  
 Celine Dion

**RADIO BABBOLEO/Genova**  
 Lenny - Prog. Dir.  
**PP** Chris Rea- Auberger  
**A List:**  
 Righteous Bros.- Unchained  
 Londonbeat- A Better Love  
 Pet Shop Boys- Being Boring  
 R.Stewart/T.Turner- It Takes  
 U2- Night And Day  
 Seal- Crazy  
 George Michael- Freedom  
 Elton John- You Gotta Love  
 Paul Rutherford- That Moon  
 Rick Astley- Cry For Help

**R.T.L. 102.5 HITRADIO/Bergamo**  
 Luca Viscardi - Head Of Music  
 Grant Benson - DJ/Prod.  
**PP** Milli Vanilli- Too Late  
 Chris Rea- Auberger  
 Pet Shop Boys- How Can You  
 Wilson Phillips- You're In  
**AD** Tanita Tikaram- Only The  
 Tracie Spencer- This House  
 Mantronix- Don't Go Messing

**ANTENNA DELLO STRETTO/Messina**  
 Filippo Pedeli - DJ  
**PP** E.M.F.- Unbelievable  
**AD** A-Ha- I'll Call Your Name  
 Biaggio Antonacci- Danza Sul  
 Lucio Dalla- Denise  
 Paolo Conte- Happy Feet  
 Will To Power- I'm Not In  
**LP** Peter Gabriel

**RADIO STAR/Vicenza**  
 Maurizio Maressi - Prog. Dir.  
**PP** Tim Simenon- Love So True  
**AD** Jellybean- What's It Gonna Be  
 Maureen- Where Has All The  
 Londonbeat- A Better Love  
 Sting- All This Time  
 Cathy Dennis- All Night Long  
 Horse- Never Not Going On  
 Alexander O'Neal- All True  
**LP** Susanna Hoffs  
 O'Jays  
 Boy George

**RADIO CLUB 91/Naples**  
 Franco Mory Russo - Prog. Dir.  
**A List:**  
**C&C Music Factory- Bang That**  
 Crazy Eddie- 'O Scarrafone  
 Dr. Alban- No Coke  
 Bananarama- Preacher Man  
 Dream Warriors- My Definition  
 Sting- All This Time  
 Infobate- We've Got The Funk  
 Queen- We Will Rock You  
 David Lee Roth- The Dogtown  
 Righteous Bros.- Unchained

**RADIOLINA/Cagliari**  
 Ivano Conca - Prog. Dir.  
 Andrea Angioni - Head Of Music  
**PP** Tanita Tikaram- Only The Ones  
**A List:**  
 Sting- All This Time  
 Pino Daniele- 'O Scarrafone  
 Enigma- Sadeness Part 1  
 Lucio Dalla- Denise  
 Seal- Crazy  
 Raf- Intermatamente  
 Julee Cruise- Falling  
 Gabibbo- Ti Spacco La Facia  
 Snap- Keep It Up  
**LP** Pino Daniele

## HOLLAND

**VERONICA/Hilversum**  
 Hans Van Der Veen - Prog. Dir.  
**PP** Nomad/MC Milkee- Devotion  
**AD** MC Hammer- Here Comes The  
 Vanilla Ice- Play That Funky  
 Simpsons- Do The Bartman  
 Boray/de Vries- Goede Tijden  
 E.M.F.- I Believe  
 Susanna Hoffs- My Side Of The  
 Buster Fontein- Een Beetje  
 Paolo Conte- Happy Feet  
 Oskare- What's Going On  
 D-Shake- Dance The Night Away  
 John Farnham- In Days/Chain

**NOS/Hilversum**  
 Tom Blomberg - DJ/Prod.  
**PP** Mildred Douglas- Under The  
 Respect- What Comes After Goodbye  
**AD** L.A. Mix- Coming Back For

Raymond V/H Groenewoud- Liefde  
 Jacques Kloes- You're So Cool

**VARA/Hilversum**  
 Rolf Kroes - Head Of Music  
**PP** Divinyls- I Touch Myself  
**LP** Graham Parker

**AVRO/Hilversum**  
 Jan Steeman - Head Of Music  
**PP** Jellyfish- That Is Why  
 Tröckener Kecks- In Tranen  
**AD** Julee Cruise- Rockin' Back  
 Extreme- Get The Funk Out  
 Divinyls- I Touch Myself  
 Beverley Craven- Holding On  
 Simpsons- Do The Bartman  
 Iggy Pop- The Undeclared  
 E.M.F.- I Believe  
 Innocence- A Matter Of Fact

**TROS/Hilversum**  
 Ferry Maat - Head Of Music  
**PP** George Michael- Heal The Pain  
**AD** Susanna Hoffs- My Side Of The  
 Vanilla Ice- Play That Funky  
 Buster Fontein- Een Beetje  
 David Lee Roth- A Lil' Ain't  
 Black Box- Fantasy  
 D-Shake- My Heart The Beat  
 Jesus Jones- Right Here Right  
 E.M.F.- I Believe  
 Simpsons- Do The Bartman  
 Angela/The Rude- Young Souls  
 The Scene- Iedereen Is Van De  
 Stef Bos- Papa  
 Rita Coolidge- I Stand In

**KRO/Hilversum**  
 Paul Van Der Lugt - Head Of Music  
**PP** Susanna Hoffs- My Side Of The  
**A List:**  
 D.Harry/L.Pop- Well Did You  
 Restless Heart- Fast Movin'  
 Miker G.- Flexible Moments  
 Van Morrison- In The Days  
 Roberg Cray- Bouncin' Back

**NCRV/Hilversum**  
 Jaap De Groot/Henk Mouw - DJ/Prod.  
**PP** The Big Dish- Miss America  
**LP** Queen

**SKY RADIO/Bussum**  
 Ton Lathouwers - Oper. Mgr.  
**A List:**  
 Chris Isaak- Wicked Game  
 Gloria Estefan- Coming Out Of  
 Stevie B.- Because I Love You  
 Whitney Houston- All The Man  
**B List:**  
**AD** Robert Palmer- Mercy Mercy  
 Surface- The First Time

**RADIO NOORD-HOLLAND/Haarlem**  
 Pieter Buijs - Prod.  
**AD** Paolo Conte- Happy Feet  
 Beverley Craven- Holding On  
 Gods Gift- Love To See You  
 Won Ton Ton- Walking On A

**CFNB/Brussum**  
 Lou Rowland - Head Of Music  
**PP** World On Edge- Still Beating  
**AD** L.A. Mix- Coming Back For  
 Nelson- After The Rain  
**LP** Susanna Hoffs

## BELGIUM

**RADIO 21/Brussels**  
 Marc Ysaye - DJ/Prod.  
**PP** Claudia Brücken- Kiss Like  
 Jellyfish- That Is Why  
 Chris Rea- Auberger  
 Sheer Taft- Sheer Taft  
**LP** Queen

**BRT STUDIO BRUSSELS/Brussels**  
 Jan Hautekiet/Marc Coenen - Prod.  
**A List:**  
 Soulsister- Well Well Well  
 Sting CD  
 Dirk Blanchart- Heart Beats  
 Blue Blot CD  
 D.Harry/L.Pop- Well Did You  
 Seal- Crazy  
 Elisa Waut CD  
 Iggy Pop- The Undeclared  
 Hugo Matthysen- Trouw Met Mij  
 Raymond V/H Groenewoud- Liefde

**BRT RADIO 2/East Flanders**  
 Rudi Sinia - Prod.  
**AD** J.B.Ellis/T.Hare- Go For It  
**MC Hammer- Here Comes The**  
 Dimples D.- Sucker DJ  
 Various- Give Peace A  
 Rick Astley- Cry For Help  
 Raymond V/H Groenewoud- Liefde  
 Petra- Je Bent Zo Mooi  
**LP** Elton John  
 Paul McCartney

**BRT RADIO 2/West Flanders**  
 Peter de Groot - Head Of Music  
**PP** Prefab Sprout- Carnival 2000

**LP** Dentists

**RTBF RADIO 2/Hainaut**  
 A. Birenne/Ph. Jauniaux  
**AD** J.J. Victoria- I Love You So  
 Michel Sardou- Le Privilege  
 Chico & Roberta- Natal

**BRF/Eupen**  
 Guy Janssens - DJ/Prod.  
**AD** Sting- All This Time  
 Scorpions- Wind Of Change  
 Kim Appleby- Don't Worry  
 Seal- Crazy  
 Roch Voisine- La Berceuse Du  
 Everyday People- I Guess It  
 Klaus Lage- Nichts Erinnert  
 Concrete Blonde- Carlgline  
**LP** Sylvie Marechal  
 Queen  
 Sting

**RADIO CONTACT F/Brussels**  
 Jean-Lou Bertin - Prog.Dir.  
**AD** Donna Summer- Breakaway  
 Jackie Quartz- Mais Dis Moi  
 Love In Effect- Now That We  
 Bananarama- Preacher Man  
 Televie 91- On A Toujourn  
 Seal- Crazy  
 Chris Et Moi- Atmosphere

**RADIO EXPRES/Antwerp**  
 Marc Dhallander - Head Of Music  
**PP** Whitney Houston- All The Man  
**Beautiful South- A Little**  
 Toast- Schreeuw Het Van De  
 Bart Kaell- Ik Wil Niet Dat  
 Vanilla Ice- Ice Ice Baby  
 Kim Appleby- Don't Worry  
 Artiesten Met...- Van Nu Af  
 Enigma- Sadeness Part 1  
 Gloria Estefan- Coming Out  
 Righteous Bros.- Unchained  
**AD** Bananarama- Preacher Man  
 Cliff Richard- We Don't Talk

**RADIO ANTIGOON/Antwerp**  
 Piet Keizer - Dir.  
**PP** Rick Astley- Cry For Help  
**AD** Monie Love- Down To Earth  
 Cartouche- Feel The Groove  
 Vanilla Ice- Play That Funky  
 Simpsons- Do The Bartman

**RADIO ROYAAL/Hamont-Achel**  
 Tom Holland - Prog. Dir.  
**A List:**  
**AD** Sting- All This Time  
 Toast- Schreeuw Het Van De  
 Stevie B.- Because I Love You  
 Robert Palmer- Mercy Mercy  
 Surface- The Total Mix  
 Matthias Reim- Ganz Egal  
 A Tribe Called Quest- Can I

**B List:**  
**AD** Clouseau- Domino  
 Stef Bos- Papa  
**LA Mix- Coming Back For More**  
 Vanilla Ice- Play That Funky  
 Travolta/Jahn- Grease Megamix  
 Tanita Tikaram- Only The Ones

## SPAIN

**RADIO MADRID/SER**  
 Rafael Revert - Music Mgr.  
**PP** Greta Y Los Garbo- Rompes Mi  
 Susanna Hoffs- My Side Of The  
 Danza Invisible- Yolanda  
 Silencers- Bulletproof Heart  
 Havana- Desde El Cielo Con  
 General Lee- Llego El Tren  
 Rosas Blanca/Negro- A Muchos  
 Heroes Del Silencio- Maldito

**INXS- Disappear**  
**A List:**  
**AD** Pet Shop Boys- Being Boring  
 Tam Tam Go- Este Payo  
 Betty Boo- 24 Hours  
 Mas Y Mas- Sigue Ballanda  
 Jason Donovan- El Ritmo De La  
 Arango- Vuela Sin Motor

**TOP 97.2/Madrid**  
 Raul Marchant - Music Mgr.  
**PP** Heroes Del Silencio- Maldito  
**AD** MC Hammer- Pray  
 Seal- Disappear  
 E.M.F.- Unbelievable  
 Prefab Sprout- Carnival 2000  
 Los Secretos- Soy Como Dos  
**LP** Sting

**RADIO 16/Madrid**  
 Jorge De Anton - Prog. Dir.  
**PP** Ultimo De La Fila- Cuando El  
 Eros Ramazzotti- Amor En  
 J.L. Guerra- Burujas De Amor  
 Silencers- Bulletproof Heart  
**AD** Will To Power- I'm Not In  
 Lions Of Love- Pulseras  
**LP** La Union

## SWEDEN

**RIKSRADION P3/KLANG & C:O**  
 Weekdays 12.30-3 PM  
 Pontus Enhorning - Prod.  
**A List:**  
 Ashley & Jackson- Solid Gold  
 Susanna Hoffs- My Side Of The  
 Alexander O'Neal- All True  
 Jellyfish LP  
 Graham Parker- The Kid With  
 Big Dish- Miss America  
 Alison Limerick- Where Love  
 Tony Carey LP  
 Michael Rose- Buzz You  
 Emile Wandelmer- Dame  
 Eric Gadd- Do You Believe  
 Di Leva LP  
 Magnus Johansson- Vakna Nu  
 David Shutrick LP  
 Eldkvarn- Madelene Jag Kommer

**RIKSRADION P3/TRACKSLISTAN**  
 Saturdays 2-4 PM  
 Kaj Kindvall - Prod.  
 Julee Cruise- Falling  
 Seal- Crazy  
 INXS- Disappear  
 Snap- Mary Had A Little  
 Madonna- Justify My Love  
 Stevie B.- Because I Love  
 Kim Appleby- Don't Worry  
 Alias- More Than Words Can  
 Enigma- Sadeness Part 1  
 Lili & Susie- Nothing Could  
 Vanilla Ice- Ice Ice Baby  
 Winger- Miles Away  
 Whitney Houston- All The Man  
 Erika- Hurting So Bad  
 Rick Astley- Cry For Help  
 Tomas Ledin- Här Kommer Den  
 Mariah Carey- Someday  
 Damn Yankees- High Enough  
 Leila K- Time  
 Soup Dragons- Mother Universe

**SAF RADIO CITY/Stockholm**  
 Martin Loagna - Head Of Music  
**A List:**  
**AD** Eric Gadd- Do You Believe In  
 Rick Astley- Cry For Help  
 Alexander O'Neal- All True  
 INXS- Disappear  
 Sting- All This Time  
 Extreme- Get The Funk Out

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# STATION REPORTS

**B List:**  
**AD Ashley & Jackson**- Solid Gold  
**Fingerprinz**- I Got To Have  
**George Lamond**- Stop That Girl  
**Stex**- Still Feel The Rain  
**Hall & Oates**- Everywhere I  
**Rembrandts**- That's Just The  
**Father Father**- What Is Soul

**CITY 103/Göteborg**  
**Lars Bodin** - Music Director  
**PP Eric Gadd**- Do You Believe In  
**AD Ralph Tresvant**- Stone Cold  
**Tongue 'N' Cheek**- Forget Me  
**Brother Beyond**- The Girl I  
**John Farnham**- Chain Reaction  
**Gigi Hamilton**- How's The World  
**Father Father**- What Is A Soul  
**Herbert Grönemeyer**- Marie  
**Ray Dee Ohh**- Ge Mig Dina  
**UB40**- The Way You Do The  
**Jellybean**- What's It Gonna Be  
**Will To Power**- Boogie Nights  
**Martin Rossel**- Vampyr  
**Chicago**- Explain It To My  
**Various**- Give Peace A Chance  
**LP Carly Simon**

**RADIO STOCKHOLM/Stockholm**  
**Ulo Maasing** - DJ/Prod.  
**AD Kim Appleby**- G.I.A.D.  
**Claudia Brücken**- Kiss Like  
**DJ Professor**- Life Is Life  
**Eric Gadd**- Do You Believe In  
**Gullan Bornemark**- Bornemix  
**Tim Simonen**- Love So True  
**Brother Beyond**- The Girl I

**RADIO GÖTHEBURG**  
**Leif Wivatt** - Head Of Music  
**AD Yazoo**- Situation  
**C&C Music Factory**- Gonna  
**Seal**- Crazy  
**Queen**- Innuendo  
**Gigi Hamilton**- How Is The  
**Herbert Grönemeyer**- Marie  
**Extreme**- Get The Funk Out  
**Mikael Wiehe**- Fristen

**HIT FM/Stockholm**  
**Johan Bring** - Prog. Dir.  
**AD Vanilla Ice**- Play That Funky  
**Lisa Nilsson**- Final Call  
**Eric Gadd**- Do You Believe In  
**Citysound**- Get Up On The  
**Tanita Tikaram**- Only The Ones  
**D.Harry/I.Pop**- Well Did You  
**Tongue 'N' Cheek**- Forget Me  
**Timmy Thomas**- (Dying Inside)

**RADIO P4/Lund**  
**Hans Strandberg** - Music Dir.  
**PP Brother Beyond**- The Girl I  
**Belinda Carlisle**- Summer Rain  
**AD A.D. Michelsen**- Et Kærligt  
**Carly Simon**- Holding Me  
**Eric Gadd**- Do You Believe In  
**Clubland**- Pump The Sound  
**Splash**- Set The Groove On  
**Farbor Blå**- En Vacker Dag  
**Deep Purple**- Love Conquers  
**Latoya**- Why Don't You Want  
**Da Yeeen**- Dizzy Morning  
**Delta Cross Band**- The Thrill  
**Mixmaster**- Night Fever  
**Dr. Alban**- U And Me  
**Ray Dee Ohh**- Ge Mej Dina

**RADIO MALMOHUS /Malmö**  
**Olle Nilsson** - Head Of Music  
**A List:**  
**Tanita Tikaram**- Only The Ones  
**Black Crowes**- Hard To Handle  
**Riddim Posse**- Doctor Soca  
**David Shtrick**- Sambos  
**Big Dish**- Miss America  
**Sting**- Why Should I Cry  
**Eldkvam**- Madelene Jag Kommer  
**Eric Gadd**- Do You Believe In  
**Fingerprints**- Gotta Have

**RADIO ÖREBRO/Örebro**  
**Arne Holmberg** - Music Dir./DJ  
**PP Eric Gadd**- Do You Believe In  
**AD Rembrandts**- That's Just The  
**Chris Rea**- Auberger  
**The Knack**- Rocket Of Love  
**Alexander O'Neal**- All True  
**Cool Runnings**- Twice Shy  
**Isabelle**- I Write You A

**RADIO LIDINGO/Stockholm**  
**Mikael Orjansberg** - DJ/Prod.  
**A List:**  
**AD Stevie B**- Because I Love You  
**Brother Beyond**- The Girl I  
**Bananarama**- Preacher Man  
**Vanilla Ice**- Play That Funky  
**Heart & Fire**- Go For It

**RADIO RYD/Linköping**  
**Malin Josephson** - Head Of Music  
**PP Jesus Jones**- International  
**AD Enigma**- Sadness Part 1  
**INXS**- Disappear  
**Julee Cruise**- Falling  
**L.B. Bluesband**- The Devil's  
**Chris Isaak**- Wicked Game  
**Di Leva**- Själens Krigare

**Dream Warriors**- My Definition  
**Dino**- Romeo  
**Sting**- All This Time  
**Alexander O'Neal**- All True

## NORWAY

**NRK/Oslo**  
**Vidar Lonn-Arnesen** - Prod.  
**A List:**  
**Maria Mckee**- Show Me Heaven  
**Julee Cruise**- Falling  
**Elton John**- Sacrifice  
**Vanilla Ice**- Ice Ice Baby  
**Gary Moore**- Walking By Myself  
**Roxette**- It Must Have Been  
**C&C Music Factory**- Gonna Make  
**Dum Dum Boys**- Englefljes  
**Bombalurina**- Seven Little  
**AD Inner Circle**- Bad Boys

**NRK/Oslo**  
**Steinar Fjeld** - Prod.  
**AD Off-Shore**- I Can't Take  
**Mary Chapin Carpenter**- Down  
**Tomboy**- It Ain't The Big  
**Alexander O'Neal**- Time Is  
**Simpsons**- Do The Bartman  
**Rick Astley**- Cry For Help  
**Surface**- The First Time  
**LP Queen**

**RADIO 1/Oslo**  
**Bjoern Faarlund** - DJ  
**AD KLF**- 3 A.M. Eternal  
**Tomboy**- Sweet Boys Talking  
**Simpsons**- Do The Bartman  
**Susanna Hoffs**- My Side Of The  
**Bananarama**- Preacher Man  
**Tre Små Kinesere**- Oldorado  
**Ainsbusk Singers**- Lassie  
**Scorpions**- Wind Of Change  
**Various**- Give Peace A Chance  
**Will To Power**- I'm Not In  
**Kylie Minogue**- What Do I Have  
**Surface**- The First Time  
**Delage**- Rock The Boat  
**Hall & Oates**- Don't Hold Back  
**Boy George**- One On One  
**Debbie Gibson**- Anything Is  
**Jorn Hoel**- Ho Sam Hor Oyan  
**Beverly Craven**- Holding On

**P3/Bergen**  
**Per Asbjorn Risnes Jr.** - DJ  
**PP Just 7 Teen**- Miracle Of Love  
**Tomboy**- Sweet Talking Boys  
**Celine Dion**- Where Does My  
**Tre Små Kinesere**- Oldorado  
**Tony Carey**- The Deal  
**AD Delage**- Rock The Boat  
**Julio Iglesias**- Can't Help  
**Fine Young Cannibals**- Johnny  
**Jonathan Butler**- All Grow'd  
**Maxi Priest**- Human Work Of  
**Chicago**- Chasin' The Wind  
**Queen**- Innuendo  
**Gary Moore**- Too Tired  
**Jive Bunny**- Crazy Party Mixes  
**LP Roger McGuinn**  
**Grymlings**

**RADIO VEST/Stavanger**  
**Bjarte Tjøstheim** - Head Of Music  
**PP Jellyfish**- The King Is Half  
**AD A.D. Michelsen**- Ingen Er Helt  
**Tomas Ledin**- Her Kommer  
**Celine Dion**- Where Does My  
**Various**- Give Peace A Chance  
**Bananarama**- Preacher Man  
**Magna Carta**- Hymn  
**Fine Young Cannibals**- Johnny  
**LP Gloria Estefan**

**RADIO 102/Haugesund**  
**Egil Houeland** - Head Of Music  
**AD KLF**- 3 A.M. Eternal  
**Soho**- Hippychick  
**Surface**- The First Time  
**Chicago**- Chasing The Wind  
**Simpsons**- Do The Bartman  
**Various**- Give Peace A Chance  
**Vanilla Ice**- Play That Funky  
**Oleta Adams**- Get Here  
**Chris Rea**- Auberger

**STUDENTRADIOEN TROMSØ/Tromsø**  
**Rune Hagen** - Head Of Music  
**A List:**

**Sting**- All This Time  
**Tre Små Kinesere**- Oldorado  
**E.M.F.**- Unbelievable  
**Various**- Give Peace A Chance  
**Tom Russell Band**- Black Pearl

**RADIO TRONDHEIM/Trondheim**  
**Jon Branaes** - Head Of Music  
**PP Jonathan Butler**- All Grow'd  
**Rita Coolidge**- I Stand In  
**Go For It**- Somebody  
**Roger McGuinn**- The Time Has  
**Queen**- These Are The Days Of  
**Tom Russell Band**- Black Pearl  
**Small Town**- Everything Is  
**Casino Steel**- Honky Tonk  
**Sting**- Why Should I Cry For  
**Terje Tysland**- Ringdons

## DENEMARKEN

**DANMARKS RADIO/Århus**  
**Leif Wivelsted** - Head Of Prod.  
**A List:**  
**Vanilla Ice**- Ice Ice Baby  
**Casanova Keld**- Jeg En Fiasko  
**Enigma**- Sadness Part 1  
**Hugo**- Hugarop  
**2 x Baj**- Alle Bornene

**RADIO VOICE/Copenhagen**  
**Bo Berg** - Prog. Dir.  
**PP Deep Purple**- Love Conquers  
**Colin James**- If You Lean On  
**Jeffrey Osborne**- Only Human  
**Cut 'N' Move**- Take No Crap  
**Living Colour**- Love Rears Its  
**AD Jesus Jones**- International  
**Divynyls**- I Touch Myself  
**Big Dish**- Miss America  
**Seal**- Crazy  
**A Tribe Called Quest**- Can I

**RADIO VIBORG**  
**Henning Kristensen/Poul Foged** - Head Of Music  
**A List:**  
**AD Styx**- Show Me The Way  
**Nelson**- After The Rain  
**Sko/Torp**- Get Ready  
**Peter Belli**- You Better Move  
**Bamses Venner**- Rock'n'Roll  
**D.Harry/I.Pop**- Well Did You  
**B List:**  
**AD Jimmy Somerville**- Smalltown  
**Bananarama**- Preacher Man  
**Righteous Bros.**- You've Lost  
**C.V. Jørgensen**- Pligterne  
**Surface**- The First Time

**AALBORG NÆRRADIO/Aalborg**  
**Olaf Meditzky** - DJ/Prod.  
**PP Dave Stewart**- Love Shines  
**AD Elisa Fiorillo**- On The Way Up  
**Will To Power**- I'm Not In  
**Sting**- An Englishman In N.Y.  
**Bombalurina**- Seven Little  
**Fine Young Cannibals**- Johnny  
**Chris Isaak**- Wicked Game  
**Freiheit**- All I Can Do  
**Heart**- Stranded  
**Holly Johnson**- Where Has Love

**ÅRHUS NÆRRADIO/Århus**  
**ib Buch** - Head Of Music  
**A List:**  
**AD Surface**- The First Time  
**Eddy Grant**- Restless Heart  
**Bananarama**- Preacher Man  
**Peter Belli**- Hvad Gor Man  
**K.Winding/C.V.Jørgensen**- Lidt  
**Anders & Co.**- Tak For Det  
**Bamses Venner**- Rock'n'Roll  
**Mixmasters**- Night Fever  
**J.Godfredsens Trio**- Farmors

**UPTOWN FM/Copenhagen**  
**Niels Pedersen** - Head Of Music  
**PP Divynyls**- I Touch Myself  
**Peter Belli**- Hvad Gor Man  
**AD Sko/Torp**- Get Ready  
**Paul Simon**- Proof  
**C.V. Jørgensen**- Tre Portrætter  
**Surface**- The First Time  
**Styx**- Show Me The Way  
**Winger**- Miles Away

**RADIO ABC/Randers**  
**Stig Hartvig Nielsen** - Prog. Contr.  
**A List:**  
**AD Tanita Tikaram**- Only The Ones  
**Surface**- The First Time  
**Julio Iglesias**- When I Need  
**Susanna Hoffs**- My Side Of The  
**Carola**- Every Beat Of My

**B List:**  
**AD Donna Summer**- Breakaway  
**Righteous Bros.**- You've Lost  
**Traveling Wilburys**- Inside Out  
**Beverly Craven**- Holding On  
**Pebbles**- Love Make Things  
**Pet Shop Boys**- How Can You  
**Enigma**- Mea Culpa  
**Peter Belli**- Hvad Gor Man  
**Simpsons**- Do The Bartman

**RADIO SYDKYSTEN/Copenhagen**  
**Peter Hald** - Head Of Music  
**A List:**

**Elton John**- Easier To Walk  
**Freiheit**- All I Can Do  
**Sting**- All This Time  
**Matthias Reim**- Verdammt Ich  
**London Beat**- A Better Love  
**Mariah Carey**- Someday  
**Milli Vanilli**- Keep On  
**Various**- Give Peace A Chance  
**Guns 'N' Roses**- Knockin' In  
**Gloria Estefan**- Coming Out Of

**RADIO VICTOR/Esbjerg**  
**Thomas Kristensen** - Head Of Music  
**PP Chris Isaak**- Wicked Game  
**A List:**  
**Inga**- Do I Have To  
**Kylie Minogue**- What Do I Have

**Rick Astley**- Cry For Help  
**Milli Vanilli**- Keep On  
**Travolta/John**- Grease Megamix  
**Vanilla Ice**- Ice Ice Baby  
**Enigma**- Sadness Part 1  
**Beautiful South**- A Little  
**Mariah Carey**- Someday  
**Robert Palmer**- Mercy Mercy

**RADIO HOLBÆK/Holbæk**  
**Stig Nielsen** - DJ/Prod.  
**A List:**  
**C&C Music Factory**- Gonna Make  
**Casanova Keld**- Jeg En Fiasko  
**Robert Palmer**- Mercy Mercy  
**Will To Power**- I'm Not In  
**Milli Vanilli**- Keep On  
**Sting**- All This Time  
**George Michael**- Freedom  
**Tom Jones**- Couldn't Say  
**Lili & Susie**- Boyfriend  
**Soulsister**- Through Before  
**Elton John**- Easier To Walk  
**Mariah Carey**- Someday  
**OST Teenage Mutant Ninja Turtles**  
**Gasolin**

## FRANCE

**RADIO 1, 91.1 FM/Helsinki**  
**Jake Linnamaa** - Prog. Dir.  
**A List:**  
**Susanna Hoffs**- My Side Of The  
**Tanita Tikaram**- Only The Ones  
**Donna Summer**- Breakaway  
**Simpsons**- Do The Bartman  
**Elisa Fiorillo**- On The Way Up  
**Sting**- All This Time  
**Mariah Carey**- Someday  
**Inner Circle**- Bad Boys  
**Chris Isaak**- Wicked Game  
**Roger McGuinn**- King Of The

**RADIO MUSA/Tampere**  
**Pentti Teravainen** - Prog. Dir.  
**PP Milli Vanilli**- Keep On  
**AD Hinterland**- Desert Boots  
**David Lee Roth**- Sensible Shoes  
**Silje**- The Meters Running  
**Bolland & Bolland**- Pop Art  
**LP Gloria Estefan**

**RADIO JYVASKYLA/Jyväskylä**  
**David Mawby** - Producer  
**A List:**  
**Madonna**- Justify My Love  
**Hector**- Juodaan Viinaa  
**AC/DC**- Moneytalks  
**Sting**- All This Time  
**David Lee Roth**- A Lil Ain't  
**Phil Collins**- Something  
**Enigma**- Sadness Part 1  
**Inner Circle**- Bad Boys  
**Gloria Estefan**- Coming Out Of  
**E.M.F.**- Unbelievable

## AUSTRIA

**OE 3/Vienna**  
**Günther Lesjak** - Head Of Music  
**AD London Beat**- A Better Love  
**Monie Love**- It's A Shame  
**Pet Shop Boys**- Being Boring  
**Susanna Hoffs**- My Side Of The  
**Sting**- All This Time  
**Dr. Alban**- Hello Afrika

**ANTENNE AUSTRIA/Vienna**  
**Mario Weitzl** - Head Of Music  
**A List:**  
**R.Palmer/UB40**- I'll Be Your  
**Londonbeat**- A Better Love  
**P.M. Sampson**- How I Miss You  
**Kim Appleby**- Don't Worry  
**Phil Collins**- Do You Remember  
**Maxi Priest**- Human Work Of  
**Jimmy Somerville**- To Love  
**Soulsister**- Through Before  
**Beautiful South**- A Little  
**Bette Midler**- From A Distance  
**AD Righteous Bros.**- You've Lost

**CD INTERNATIONAL/Bratislava**  
**Peter Lossack** - Head Of Music  
**PP Black Box**- Fantasy  
**A List:**  
**Milli Vanilli**- Keep On  
**Stevie B**- Because I Love You  
**Pet Shop Boys**- Being Boring  
**C&C Music Factory**- Gonna Make  
**Ralph Tresvant**- Sensitivity  
**Monie Love**- Down To Earth  
**Ashley & Jackson**- Solid Gold  
**Rita MacNeil**- Working Man  
**Dance W/A Stranger**- Stop  
**The La's**- There She Goes

## SWITZERLAND

**DR5 3/Basel**  
**Christoph Alispach** - Music Co-ord.  
**A List:**  
**Seal**- Crazy

**Penni Waali**- Rockaman Soul  
**Mike Rimbaud**- Butterscotch

**COULEUR 3/Lausanne**  
**Gerard Saudan** - Head Of Music  
**PP Dream Academy**- Metsy Killing  
**Sting**- Mad About You  
**Deee-Lite**- What Is Love  
**Mama Mosambiki**- Samukhela  
**E.M.F.**- I Believe  
**Up**- Swoop  
**Third Eye**- Golden Thing  
**BKF**- I Am The Walrus

**RETE 3/Lugano**  
**Giorgio Passera** - Head Of Music  
**PP Pino Daniele**- Un Uomo In  
**Chris Isaak**- Wicked Game  
**A List:**  
**Arhoolies**- Winter  
**Barrance Whitfield**- Under My  
**Ruff Ruff & Ready**- Tribal  
**Biscuit**- Biscuit's In The  
**Sting**- Jeremiah Blues  
**D.Harry/I.Pop**- Well Did You  
**King's X**- It's Love  
**Donny Osmond**- Eyes Don't Lie  
**E.M.F.**- When You're Mine  
**Limbomaniacs**- Freestyle

**RSR LA PREMIERE/Geneva**  
**Catherine Colombara** - Prod.  
**AD Roch Vaisine**- La Berceuse  
**Julien Clerc**- L'Ange Dechu

**RADIO 24/Zurich**  
**Clem Dalton** - DJ/Co-ord.  
**AD Styx**- Show Me The Way  
**Robert Cray**- Consequences  
**Pino Daniele**- O'Scarrafone  
**Alexander O'Neal**- All True  
**Straaten**- Male Or Female  
**Jeff Healey Band**- How Long  
**Tanita Tikaram**- Only The Ones  
**Francois Feldman**- J'AI Peur

**RADIO FORDERBAND/Bern**  
**Res Hassenstein** - DJ/Co-Ord.  
**PP Gloria Estefan**- Coming Out Of  
**AD Susanna Hoffs**- My Side Of The  
**Tanita Tikaram**- Only The Ones  
**Robert Palmer**- Mercy Mercy  
**Scorpions**- Wind Of Change  
**Raf**- Intermentamente  
**Travolta/John**- Grease Megamix  
**Milli Vanilli**- When I Die  
**Personnel**- See Her Again  
**Silent Crash**- Just Another  
**Desmond Dekker**- Israelites  
**Linda Gail Lewis**- I Can Help

**RADIO ZUERIEE/Staefa**  
**Ueli Frey** - Head Of Music  
**AD INXS**- Disappear  
**Rick Astley**- Cry For Help  
**Raf**- Intermentamente  
**Tanita Tikaram**- Me In Mind

## PORTUGAL

**RFM/Lisbon**  
**Pedro Tajar** - Head Of Music  
**A List:**  
**George Michael**- Freedom  
**Whitney Houston**- All The Man  
**Anita Baker**- Fairy Tales  
**Julee Cruise**- Falling  
**Rick Astley**- Cry For Help

**CORREIO DA MANHA/Lisbon**  
**Rui Pego** - Prog. Dir.  
**A List:**  
**Madonna**- Rescue Me  
**Jesus Jones**- International  
**Frazier Chorus**- Heaven  
**Paul Simon**- Proof  
**Van Morrison**- Enlightenment  
**B List:**  
**Paul McCartney**- All My Trials  
**Dream Academy**- Love  
**George Michael**- Waiting For

## GREECE

**ERA 2/Athens**  
**Vassilis Loukas** - Head Of Music  
**A List:**  
**Dave Stewart**- Party Town  
**Enigma**- Mea Culpa  
**Gloria Estefan**- Coming Out  
**Robert Palmer**- Mercy Mercy  
**Rick Astley**- Cry For Help

**JGRS JERONIMO**  
**GROOVY/Athens**  
**Takis Fotiou** - DJ/Prod.  
**A List:**  
**George Michael**- Freedom  
**Enigma**- Sadness Part 1  
**A-Ha**- I Call Your Name  
**Kylie Minogue**- What Do I Have  
**Rick Astley**- Cry For Help

**SEVEN X, 98.7 FM/Athens**  
**Apostolos Laskarides** - Prog. Dir.  
**A List:**  
**AD Terry Ronald**- Calm The Rage

**STAR FM/Thessaloniki**  
**Vassilis Turonis** - Prog. Dir.  
**A List:**  
**Rick Astley**- Cry For Help  
**Sting**- All This Time  
**Celine Dion**- Where Does My  
**Chris Isaak**- Wicked Game

**POP 92.4 FM/Athens**  
**Isaac "Easy" Cautiyel** - Prog. Mgr.  
**A List:**  
**George Michael**- Soul Free  
**Benny B**- Qu'Est Ce Qu'On Fait  
**INXS**- Bitter Tears  
**Gloria Estefan**- Coming Out  
**Gerardo**- Rico Suave  
**Robert Palmer**- Mercy Mercy

## YUGOSLAVIA

**STUDIO D/RADIO NOVO MESTO**  
**Rasto Bozic** - DJ/Prod.  
**A List:**  
**Mariah Carey**- Someday  
**George Michael**- Waiting For  
**Whitney Houston**- All The Man  
**Anita Baker**- Fairy Tales  
**Tevin Campbell**- Round And  
**Soul II Soul**- Missing You  
**Elton John**- You Gotta Love  
**Billy Idol**- Prodigal Blues  
**AD Steve Winwood**- Another Deal  
**Pet Shop Boys**- How Can You

## TV

**MTV/London**  
**Brian Diamond** - Prog. Dir.  
**Heavy Rotation:**  
**Kim Appleby**- Don't Worry  
**Vanilla Ice**- Ice Ice Baby  
**E.M.F.**- Unbelievable  
**Enigma**- Sadness Part 1  
**Chris Isaak**- Wicked Game  
**J.B.Ellis/T.Hare**- Go For It  
**Seal**- Crazy  
**C&C Music Factory**- Gonna Make  
**Whitney Houston**- All The Man  
**Sting**- All This Time  
**Queen**- Innuendo  
**Dr. Alban**- Hello Afrika  
**New Kids O/T Block**- Games

**Active Rotation:**  
**Elton John**- You Gotta Love  
**Robert Palmer/UB 40**- I'll Be  
**Jimmy Somerville**- To Love  
**George Michael**- Freedom  
**London Beat**- A Better Love  
**Snap**- Mary Had A Little Boy  
**The Farm**- All Together Now  
**A-Ha**- I Call Your Name  
**Mariah Carey**- Sameday  
**Robert Palmer**- Mercy Mercy  
**Rick Astley**- Cry For Help  
**Various**- Give Peace A Chance  
**UB 40**- The Way You Do The  
**MC Hammer**- Here Comes The  
**Buzz Bin:**

**The KLF**- 3 AM Eternal  
**Soho**- Hippychick  
**Jellyfish**- The King Is Half  
**The Go-Go's**- Cool Jerk  
**Living Colour**- Love Rears Its

**Medium Rotation:**  
**London Beat**- I've Been  
**Deee-Lite**- Groove Is In The  
**AC/DC**- Thunderstruck  
**INXS**- Suicide Blonde  
**Maria Mckee**- Show Me Heaven  
**Pet Shop Boys**- So hard  
**Whitney Houston**- I'm Your  
**A-Ha**- Crying In The Rain  
**INXS**- Disappear  
**Phil Collins**- I Wish It  
**Beautiful South**- A Little  
**Deee-Lite**- The Power Of Love  
**A Tribe Called Quest**- Can I  
**Gloria Estefan**- Coming Out Of  
**Madonna**- Justify My Love  
**Slaughter**- Spend My Life  
**Robert Cray**- Consequences  
**Pop Will Eat Itself**- X Y & Zee

**Breakout:**  
**Candyman**- Knockin' Boots  
**Divynyls**- I Touch Myself  
**Simpsons**- Do The Bartman  
**Beautiful South**- A Little  
**Julee Cruise**- Falling  
**Kylie Minogue**- What Do I Have  
**Tim Simonen**- Love So True  
**Jean-Jacques Goldman**- Nuit  
**Everyday People**- I Guess It  
**Susanna Hoffs**- My Side Of The  
**Jesus Jones**- International  
**Nits**- Giant Normal Dwarf  
**Satellites**- Le Nez A La Place  
**Yo Yo**- This Love Is  
**La's**- Feelin'  
**Milltown Bros.**- Which Way

# EHR TOP 25

TW	LW	Artist/Title	Label
①	1	<b>STING</b> /All This Time	(A&M)
②	3	<b>ENIGMA</b> /Sadness Part 1	(Virgin)
3	2	<b>WHITNEY HOUSTON</b> /All The Man That I Need	(Arista)
④	8	<b>RICK ASTLEY</b> /Cry For Help	(RCA)
5	5	<b>ROBERT PALMER</b> /Mercy Mercy Me/I Want You	(EMI)
6	4	<b>WILL TO POWER</b> /I'm Not In Love	(Epic)
⑦	7	<b>SEAL</b> /Crazy	(ZTT)
⑧	10	<b>GLORIA ESTEFAN</b> /Coming Out Of The Dark	(Epic)
9	6	<b>MADONNA</b> /Justify My Love	(Sire)
⑩	13	<b>MARIAH CAREY</b> /Someday	(Columbia)
⑪	23	<b>BANANARAMA</b> /Preacher Man	(London)
12	11	<b>ROBERT PALMER &amp; UB40</b> /I'll Be Your Baby Tonight	(EMI)
⑬	14	<b>RALPH TRESVANT</b> /Sensitivity	(MCA)
14	12	<b>VANILLA ICE</b> /Ice Ice Baby	(SBK)
⑮	20	<b>C&amp;C MUSIC FACTORY</b> /Gonna Make You Sweat	(Columbia)
16	16	<b>THE FARM</b> /All Together Now	(Produce)
17	17	<b>LONDONBEAT</b> /A Better Love	(Anxious/RCA)
18	18	<b>JIMMY SOMERVILLE</b> /To Love Somebody	(London)
⑰	NE	<b>QUEEN</b> /Innuendo	(Parlophone)
20	9	<b>GEORGE MICHAEL</b> /Freedom	(Epic)
⑳	RE	<b>KIM APPLEBY</b> /Don't Worry	(Parlophone)
22	15	<b>SNAP</b> /Mary Had A Little Boy	(Logic/Ariola)
23	19	<b>INXS</b> /Disappear	(Mercury)
㉑	NE	<b>THE BIG DISH</b> /Miss America	(East West)
25	25	<b>ALEXANDER O'NEAL</b> /All True Man	(Tabu)

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

## EHR NEW ADD LEADERS

<b>KIM APPLEBY</b> /G.L.A.D.	(Parlophone)	10
<b>ELTON JOHN</b> /Easier To Walk Away	(Rocket)	9
<b>TANITA TIKARAM</b> /Only The Ones You Love	(East West)	9
<b>THE SIMPSONS</b> /Do The Bartman	(Geffen)	8
<b>GLORIA ESTEFAN</b> /Coming Out Of The Dark	(Epic)	8
<b>CARON WHEELER</b> /Don't Quit	(RCA)	8

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

## EHR "A" ROTATION LEADERS

<b>ENIGMA</b> /Sadness Part 1	(Virgin)	36
<b>STING</b> /All This Time	(A&M)	35
<b>WHITNEY HOUSTON</b> /All The Man That I Need	(Arista)	33
<b>SEAL</b> /Crazy	(ZTT)	32
<b>ROBERT PALMER</b> /Mercy Mercy Me/I Want You	(EMI)	32

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

## EHR TRACKING REPORT

Artist/Title	Total	A	B	Add
1 <b>STING</b> /All This Time	61	35	15	4
2 <b>ENIGMA</b> /Sadness Part 1	54	36	17	1
3 <b>WHITNEY HOUSTON</b> /All The Man That I Need	47	33	12	0
4 <b>RICK ASTLEY</b> /Cry For Help	46	30	10	4
5 <b>SEAL</b> /Crazy	43	32	7	2
6 <b>WILL TO POWER</b> /I'm Not In Love	43	25	15	2
7 <b>ROBERT PALMER</b> /Mercy Mercy Me/I Want You	42	32	4	5
8 <b>GLORIA ESTEFAN</b> /Coming Out Of The Dark	41	24	8	8
9 <b>MADONNA</b> /Justify My Love	37	19	17	0
10 <b>MARIAH CAREY</b> /Someday	36	20	10	6
11 <b>ROBERT PALMER/UB40</b> /I'll Be Your Baby Tonight	33	22	10	0
12 <b>BANANARAMA</b> /Preacher Man	32	17	8	5
13 <b>THE FARM</b> /All Together Now	32	16	10	5
14 <b>JIMMY SOMERVILLE</b> /To Love Somebody	30	16	13	0
15 <b>RALPH TRESVANT</b> /Sensitivity	29	21	6	2
16 <b>QUEEN</b> /Innuendo	29	18	7	4
17 <b>C&amp;C MUSIC FACTORY</b> /Gonna Make You Sweat	28	15	8	5
18 <b>THE BIG DISH</b> /Miss America	27	10	12	3
19 <b>LONDONBEAT</b> /A Better Love	27	19	7	0
20 <b>ALEXANDER O'NEAL</b> /All True Man	27	15	7	2
21 <b>VANILLA ICE</b> /Ice Ice Baby	27	18	8	1
22 <b>KIM APPLEBY</b> /Don't Worry	26	18	6	1
23 <b>SNAP</b> /Mary Had A Little Boy	24	12	10	2
24 <b>GEORGE MICHAEL</b> /Freedom	23	13	9	1
25 <b>STEVIE B.</b> /Because I Love You	23	11	7	2
26 <b>OLETA ADAMS</b> /Get Here	22	14	5	1
27 <b>INXS</b> /Disappear	22	12	6	2
28 <b>CHRIS ISAAK</b> /Wicked Game	22	14	5	2
29 <b>ELTON JOHN</b> /Easier To Walk Away	22	7	5	9
30 <b>UB40</b> /The Way You Do The Things You Do	21	12	6	3

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

# CHARTBOUND RECORDS

<b>STEVIE B.</b> /Because I Love You	(BCM)	23/2
<b>OLETA ADAMS</b> /Get Here	(Fontana)	22/1
<b>CHRIS ISAAK</b> /Wicked Game	(London)	22/2
<b>ELTON JOHN</b> /Easier To Walk Away	(Rocket)	22/9
<b>KYLIE MINOGUE</b> /What Do I Have To Do	(PWL)	21/5
<b>UB40</b> /The Way You Do The Things You Do	(Virgin)	21/3
<b>A-HA</b> /I Call Your Name	(Warner Brothers)	20/2
<b>BELINDA CARLISLE</b> /Summer Rain	(Virgin)	20/1
<b>SOHO</b> /Hippychick	(S&M)	20/7
<b>TONGUE 'N' CHEEK</b> /Forget Me Nots	(Syncopate)	19/3
<b>JESUS JONES</b> /International Bright Young Thing	(Food/EMI)	18/0
<b>SOULSISTER</b> /Through Before We Started	(EMI)	17/1
<b>STRANGLERS</b> /Always The Sun	(Epic)	17/1
<b>RIGHTEOUS BROTHERS</b> /Unchained Melody	(Verve/Polydor)	16/1
<b>KIM APPLEBY</b> /G.L.A.D.	(Parlophone)	16/10
<b>THE KLF</b> /3 AM Eternal	(KLF Communications)	16/3
<b>THE SIMPSONS</b> /Do The Bartman	(Geffen)	16/8
<b>TANITA TIKARAM</b> /Only The Ones That You Love	(East West)	16/9
<b>WHITNEY HOUSTON</b> /I'm Your Baby Tonight	(Arista)	15/0
<b>LINDY LAYTON</b> /Echo In My Heart	(Arista)	15/6
<b>MILLI VANILLI</b> /Keep On Running	(Hansa/Ariola)	15/1
<b>J. TRAVOLTA/O. NEWTON-JOHN</b> /Grease Megamix	(Polydor)	15/2
<b>VANILLA ICE</b> /Play That Funky Music	(SBK)	15/6
<b>JULEE CRUISE</b> /Falling	(Warner Brothers)	14/1
<b>DAMN YANKEES</b> /High Enough	(Warner Brothers)	14/1
<b>B. MEDLEY/J. WARNES</b> /(I've Had) The Time Of My Life	(RCA)	14/0
<b>OFF-SHORE</b> /I Can't Take The Power	(Columbia)	14/3
<b>DONNA SUMMER</b> /Breakaway	(Warner Brothers)	14/0
<b>PHIL COLLINS</b> /Do You Remember	(Virgin/WEA)	13/1
<b>JANET JACKSON</b> /Love Will Never Do	(A&M)	13/1
<b>2 IN A ROOM</b> /Wiggle It	(SBK)	12/5
<b>E.M.F.</b> /I Believe	(Parlophone)	12/4
<b>CHRIS ISAAK</b> /Blue Hotel	(London)	12/7

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

EHR REPORTERS	Radio 102/Haugesund, N	Radio Voice/Copenhagen, DK
The following stations are weekly contributors to Music & Media's European Hit Radio chart. The reporting deadline is 1400 CET on Tuesdays.	Radio 24/Zurich, CH	Radiomafia (YLE)/Helsinki, SF
	Radio T.O.N./Bad Mergentheim, D	RAI Stereo 1/Rome, I
	Radio PA/Lund, S	Red Dragon/Cordiff, UK
	Radio Antigonoo/Antwerp, B	Red Rose Radio/Blackpool, UK
	Radio Babbaleo/Genoa, I	Rete 105/Milan, I
	Radio Basilisk/Basel, CH	RIAS 2/Berlin, D
	Radio Broadland/Norwich, UK	RPR/Ludwigshafen, D
	Radio Charivari/Nuremberg, D	RSH/Kiel, D
	Radio City/Liverpool, UK	RTÉ Radio 2FM/Dublin, IRL
	Radio Clyde/Glasgow, UK	RTL 102.5 Hit Radio/Bergamo, I
	Radio Contact Network F. B	RTL 208/London, UK
	Radio Contact Network NL B	RVS/Rouen, F
	Radio Dimensione Suono/Rome, I	SAF Radio City/Stockholm, S
	Radio Express/Antwerp, B	SDR 3/Stuttgart, D
	Radio Forth/Edinburgh, UK	SFB 2/Berlin, D
	Radio Gong/Nuremberg, D	Skyrock/Paris, F
	Radio Hallam/Sheffield, UK	SR 1/Europawelle Saar/Saarbr., D
	Radio Jyväskylä/Jyväskylä, SF	StarSat/Munich, D
	Radio Lidingo/Stockholm, S	Sud Radio/Toulouse, F
	Radio Madrid SER/Madrid, E	Swansea Sound/Swansea, UK
	Radio Musa/Tampere, SF	Top 97.2/Madrid, E
	Radio Nord/Harstad, N	TROS/Hilversum - National, NL
	Radio Orebro/, S	Uptown FM/Copenhagen, DK
	Radio Peter Flowers/Milan, I	Veronica/Hilversum - National, NL
	Radio Plus Monte Carlo/, F	VOA Europe/Munich, D
	Radio Regenbogen/Mannheim, D	
	Radio Rete 3/Lugano, CH	<b>COUNTRIES</b>
	Radio Royool/Homont-Achel, B	A Austria I Italy
	Radio Salu/Saarbruecken, D	B Belgium IRL Ireland
	Radio Trent Group/Nottingham, UK	CH Switzerland N Norway
	Radio Uptown FM/Copenhagen, DK	D Germany NL Netherlands
	Radio Vest/Stavanger, N	DK Denmark S Sweden
	Radio Viborg/Viborg, DK	E Spain SF Finland
	Radio Vibration/Orleans, F	F France UK United Kingdom
	Radio Vitamine/Toulon, F	
	Radio 1/Oslo, N	

# TOP 10 IN EUROPE

## UNITED KINGDOM

- Singles**
- 1 **KLF** - 3 A.M. Eternal
  - 2 **The Simpsons** - Do The Bartman
  - 3 **2 In A Room** - Wiggle It
  - 4 **Nomad/MC Mikee Freedom** - Devotion
  - 5 **Praise** - Only You
  - 6 **E.M.F.** - I Believe
  - 7 **Kylie Minogue** - What Do I Have To Do
  - 8 **Soho** - Hippy Chick
  - 9 **Rick Astley** - Cry For Help
  - 10 **Vanilla Ice** - Play That Funky Music

- Albums**
- 1 **Jesus Jones** - Doubt
  - 2 **Enigma** - MCMXC A.D.
  - 3 **Alexander O'Neal** - All True Man
  - 4 **Sting** - The Soul Cages
  - 5 **Madonna** - The Immaculate Collection
  - 6 **Chris Isaak** - Wicked Game
  - 7 **Elton John** - The Very Best Of...
  - 8 **Whitney Houston** - I'm Your Baby Tonight
  - 9 **Soundtrack** - The Lost Boys
  - 10 **Soundtrack** - Dirty Dancing

## SPAIN

- Singles**
- 1 **Enigma** - Sadeness Part 1
  - 2 **Londonbeat** - I've Been Thinking About You
  - 3 **Information Society** - Think
  - 4 **Madonna** - Justify My Love
  - 5 **Milli Vanilli** - Keep On Running
  - 6 **The KLF** - Sadam
  - 7 **Snap** - Mary Had A Little Boy
  - 8 **Mystic** - Ritmo De La Noche
  - 9 **Twenty 4 Seven** - Are You Dreaming?
  - 10 **Nick Kamen** - I Promised Myself

- Albums**
- 1 **Elton John** - The Very Best Of...
  - 2 **Heroes Del Silencio** - Senderos De Traicion
  - 3 **Soundtrack** - Pretty Woman
  - 4 **Soundtrack** - Ghost
  - 5 **Xuxa** - Xuxa
  - 6 **Madonna** - The Immaculate Collection
  - 7 **Carreras/Domingo/Pavarotti** - In Concert
  - 8 **La Union** - Tentacion
  - 9 **Whitney Houston** - I'm Your Baby Tonight
  - 10 **Phil Collins** - Serious Hits...Live!

## DENMARK

- Singles**
- 1 **Hugo** - Hugorap
  - 2 **2 X Kaj** - Alle Bornene
  - 3 **KLF** - 3 A.M. Eternal
  - 4 **Casanova Keld** - Jeg' En Fiasko
  - 5 **Enigma** - Sadeness Part 1
  - 6 **Jive Bunny** - Let's Swing Again
  - 7 **Vanilla Ice** - Ice Ice Baby
  - 8 **Anders & Co.** - Ande-Mix
  - 9 **Bubbers** - Bubbers Badekar
  - 10 **Sting** - All This Time

- Albums**
- 1 **Gasolin** - Rabalderstraede
  - 2 **Sko/Torp** - On A Long Lonely Night
  - 3 **Sting** - The Soul Cages
  - 4 **Soundtrack** - Music From Twin Peaks
  - 5 **Carreras/Domingo/Pavarotti** - In Concert
  - 6 **Elton John** - The Very Best Of...
  - 7 **Phil Collins** - Serious Hits...Live!
  - 8 **A.Linnet & S.Salomonsen** - Krig Og Kaerlighed
  - 9 **AC/DC** - The Razor's Edge
  - 10 **Jon Bon Jovi** - Blaze Of Glory/Young Guns II

## SWITZERLAND

- Singles**
- 1 **Enigma** - Sadeness Part 1
  - 2 **Vanilla Ice** - Ice Ice Baby
  - 3 **E.M.F.** - Unbelievable
  - 4 **Righteous Brothers** - Unchained Melody
  - 5 **R.Palmer/UB40** - I'll Be Your Baby Tonight
  - 6 **Madonna** - Justify My Love
  - 7 **Maria McKee** - Show Me Heaven
  - 8 **Monie Love** - It's A Shame (My Sister)
  - 9 **Steve Miller Band** - The Joker
  - 10 **Whitney Houston** - I'm Your Baby Tonight

- Albums**
- 1 **Sting** - The Soul Cages
  - 2 **Elton John** - The Very Best Of...
  - 3 **Enigma** - MCMXC A.D.
  - 4 **Phil Collins** - Serious Hits...Live!
  - 5 **Madonna** - The Immaculate Collection
  - 6 **Vanilla Ice** - To The Extreme
  - 7 **Supertramp** - The Very Best Of...
  - 8 **Polo Hofer & Schmetterband** - Eden
  - 9 **J.Somerville** - The Singles Collection 1984/1990
  - 10 **AC/DC** - The Razor's Edge

## GERMANY

- Singles**
- 1 **Torfrack** - Beinhart
  - 2 **Dr. Alban** - Hello Afrika
  - 3 **Enigma** - Sadeness Part 1
  - 4 **Joey B. Ellis & Tynetta Hare** - Go For It
  - 5 **Vanilla Ice** - Ice Ice Baby
  - 6 **Queen** - Innuendo
  - 7 **C&C Music Factory** - Gonna Make You Sweat
  - 8 **Milli Vanilli** - Keep On Running
  - 9 **Snap** - Mary Had A Little Boy
  - 10 **Kim Appleby** - Don't Worry

- Albums**
- 1 **Sting** - The Soul Cages
  - 2 **Phil Collins** - Serious Hits...Live!
  - 3 **Soundtrack** - Werner Beinhart
  - 4 **Westernhagen** - Live
  - 5 **Elton John** - The Very Best Of...
  - 6 **Enigma** - MCMXC A.D.
  - 7 **J.Somerville** - The Singles Collection 1984/1990
  - 8 **AC/DC** - The Razor's Edge
  - 9 **Herbert Groenemeyer** - Luxus
  - 10 **BAP** - X Fuer 'E U

## HOLLAND

- Singles**
- 1 **Candyman** - Knockin' Boots
  - 2 **C&C Music Factory** - Gonna Make You Sweat
  - 3 **Seal** - Crazy
  - 4 **Vanilla Ice** - Ice Ice Baby
  - 5 **Queen** - Innuendo
  - 6 **Joey B. Ellis & Tynetta Hare** - Go For It
  - 7 **The Farm** - All Together Now
  - 8 **Chris Isaak** - Wicked Game
  - 9 **Jimmy Somerville** - To Love Somebody
  - 10 **Hanny** - Maar Vanavond Heb Ik Hoofdpijn

- Albums**
- 1 **Phil Collins** - Serious Hits...Live!
  - 2 **Sting** - The Soul Cages
  - 3 **Soundtrack** - Tour Of Duty
  - 4 **Julio Iglesias** - Starry Night
  - 5 **Enigma** - MCMXC A.D.
  - 6 **Clouseau** - Of Zo ...
  - 7 **J.Somerville** - The Singles Collection 1984/1990
  - 8 **Whitney Houston** - I'm Your Baby Tonight
  - 9 **Toto** - Past To Present 1977 - 1990
  - 10 **Madonna** - The Immaculate Collection

## NORWAY

- Singles**
- 1 **Enigma** - Sadeness Part 1
  - 2 **Inner Circle** - Bad Boys
  - 3 **Vanilla Ice** - Ice Ice Baby
  - 4 **CC Cowboys** - Barnehjemmet Johnny Johnny
  - 5 **Julee Cruise** - Falling
  - 6 **Seal** - Crazy
  - 7 **Maria McKee** - Show Me Heaven
  - 8 **M.C. Hammer** - Pray
  - 9 **Sting** - All This Time
  - 10 **E.M.F.** - Unbelievable

- Albums**
- 1 **Elton John** - The Very Best Of...
  - 2 **Sting** - The Soul Cages
  - 3 **Soundtrack** - Music From Twin Peaks
  - 4 **Enigma** - MCMXC A.D.
  - 5 **Steinar Albrigtsen** - Alone Too Long
  - 6 **Roger McGuinn** - Back From Rio
  - 7 **London Symph. Orch.** - Soft Rock Symphonies
  - 8 **Soundtrack** - Days Of Thunder
  - 9 **David Lee Roth** - A Lil' Ain't Enough
  - 10 **Henning Kvitnes** - Veien Hjem

## AUSTRIA

- Singles**
- 1 **Righteous Brothers** - Unchained Melody
  - 2 **Milli Vanilli** - Keep On Running
  - 3 **Enigma** - Sadeness Part 1
  - 4 **Dr. Alban** - Hello Afrika
  - 5 **R.Palmer/UB40** - I'll Be Your Baby Tonight
  - 6 **Black Box** - Fantasy
  - 7 **Vanilla Ice** - Ice Ice Baby
  - 8 **Jimmy Somerville** - To Love Somebody
  - 9 **Steve Miller Band** - The Joker
  - 10 **Madonna** - Justify My Love

- Albums**
- 1 **Elton John** - The Very Best Of...
  - 2 **Righteous Brothers** - The Very Best Of...
  - 3 **Enigma** - MCMXC A.D.
  - 4 **Phil Collins** - Serious Hits...Live!
  - 5 **David Hasselhoff** - Crazy For You
  - 6 **Ostbahn Kurti** - 1/2 So Wued
  - 7 **Carreras/Domingo/Pavarotti** - In Concert
  - 8 **Reinhard Fendrich** - Von Zeit Zu zeit
  - 9 **Wildecke Herzbuben** - Herzlein
  - 10 **Whitney Houston** - I'm Your Baby Tonight

## FRANCE

- Singles**
- 1 **Enigma** - Sadeness Part 1
  - 2 **F.Gray & D.Barbevilien** - Il Faut Laisser Le Temps
  - 3 **Anne** - La Petite Sirene
  - 4 **Chico & Roberta** - Natal
  - 5 **Benny B** - Qu'Est-Ce-Qu'On Fait Maintenant
  - 6 **Francois Feldman** - Petit Franck
  - 7 **Jean-Jacques Goldman** - Nuit
  - 8 **Roch Voisine** - La Berceuse Du Petit Diable
  - 9 **Dana Dawson** - Romantic World
  - 10 **New Kids On The Block** - Tonight

- Albums**
- 1 **Jean-Jacques Goldman** - Fredericks, Goldman & Jones
  - 2 **Phil Collins** - Serious Hits...Live!
  - 3 **Francois Feldman** - Une Presence
  - 4 **Patrick Bruel** - Alors Regarde
  - 5 **Enigma** - MCMXC A.D.
  - 6 **Michel Sardou** - Le Privilege
  - 7 **Roch Voisine** - Double
  - 8 **Scorpions** - Crazy World
  - 9 **Rondo Veneziano** - Masquerade
  - 10 **Whitney Houston** - I'm Your Baby Tonight

## BELGIUM

- Singles**
- 1 **Levenslijn 91** - Van Nu Af Aan
  - 2 **Vanilla Ice** - Ice Ice Baby
  - 3 **Benny B** - Qu'Est-Ce-Qu'On Fait Maintenant
  - 4 **Enigma** - Sadeness Part 1
  - 5 **Righteous Brothers** - Unchained Melody
  - 6 **Kim Appleby** - Don't Worry
  - 7 **Toast** - Ik Schreeuw Het Van De Daken
  - 8 **Phillipe Laumont** - Les Enchaines
  - 9 **E.M.F.** - Unbelievable
  - 10 **F.Gray & D.Barbevilien** - Il Faut Laisser Le Temps

- Albums**
- 1 **Enigma** - MCMXC A.D.
  - 2 **Sting** - The Soul Cages
  - 3 **Front 242** - Tyranny For You
  - 4 **Elton John** - The Very Best Of...
  - 5 **Benny B** - L'Album
  - 6 **Will Tura** - Nieuwe Wegen
  - 7 **R. v.h. Groenewoud** - Meisjes/Best Of
  - 8 **Louis Neefs** - Een Carriere
  - 9 **Luis Cobos** - Russian Romance
  - 10 **J.Somerville** - The Singles Collection 1984/1990

## FINLAND

- Singles**
- 1 **Iron Maiden** - Bring Your Daughter...
  - 2 **Raptori** - Debi Gibson Viiras Paaza Mix
  - 3 **Queen** - Innuendo
  - 4 **E.M.F.** - I Believe
  - 5 **David Lee Roth** - A Lil' Ain't Enough
  - 6 **Enigma** - Sadeness Part 1
  - 7 **KLF** - 3 A.M. Eternal
  - 8 **Ressu Redford** - Ala Mee
  - 9 **Madonna** - Justify My Love
  - 10 **Vanilla Ice** - Play That Funky Music

- Albums**
- 1 **Sting** - The Soul Cages
  - 2 **David Lee Roth** - A Lil' Ain't Enough
  - 3 **Queen** - Innuendo
  - 4 **Hector** - Yhtena Ilтана
  - 5 **Madonna** - The Immaculate Collection
  - 6 **Elton John** - The Very Best Of...
  - 7 **Gloria Estefan** - Into The Light
  - 8 **Enigma** - MCMXC A.D.
  - 9 **Ressu Redford** - Ressu
  - 10 **Vanilla Ice** - To The Extreme

## GREECE

- Singles**
- 1 **Enigma** - Sadeness Part 1
  - 2 **Vanilla Ice** - Ice Ice Baby
  - 3 **Londonbeat** - I've Been Thinking About You
  - 4 **DNA feat. Suzanne Vega** - Tom's Diner
  - 5 **Whitney Houston** - I'm Your Baby Tonight
  - 6 **Monie Love** - It's A Shame (My Sister)
  - 7 **Rod Stewart & Tina Turner** - It Takes Two
  - 8 **Mano Negra** - King Kong Five
  - 9 **Neneh Cherry** - I've Got You Under My Skin
  - 10 **George Michael** - Freedom

- Albums**
- 1 **Snap** - World Power
  - 2 **Sting** - The Soul Cages
  - 3 **Enigma** - MCMXC A.D.
  - 4 **Carreras/Domingo/Pavarotti** - In Concert
  - 5 **Vaya Con Dios** - Night Owls
  - 6 **Vanilla Ice** - To The Extreme
  - 7 **G.Michael** - Listen Without Prejudice Vol. 1
  - 8 **Cinderella** - Heartbreak Station
  - 9 **Julio Iglesias** - Starry Night
  - 10 **Gary Moore** - Still Got The Blues

## ITALY

- Singles**
- 1 **Enigma** - Sadeness Part 1
  - 2 **Gabibbo** - Ti Spacco La Faccia
  - 3 **Queen** - Innuendo
  - 4 **Madonna** - Justify My Love
  - 5 **Julee Cruise** - Falling
  - 6 **Raf** - Interminamente
  - 7 **Lucio Dalla** - Attenti Al Lupo
  - 8 **Peter Gabriel** - Salsbury Hill/Shaking The Tree
  - 9 **Londonbeat** - I've Been Thinking About You
  - 10 **FPI Project** - Everybody (All Over The World)

- Albums**
- 1 **Sting** - The Soul Cages
  - 2 **Pino Daniele** - Un Uomo En Blues
  - 3 **Lucio Dalla** - Cambio
  - 4 **Elton John** - The Very Best Of...
  - 5 **Pooh** - 25 - La Nostra Storia
  - 6 **Fabrizio D'Andre** - Il Viaggio
  - 7 **Soundtrack** - Music From Twin Peaks
  - 8 **Phil Collins** - Serious Hits...Live!
  - 9 **Whitney Houston** - I'm Your Baby Tonight
  - 10 **Supertramp** - The Very Best Of...

## SWEDEN

- Singles**
- 1 **Enigma** - Sadeness Part 1
  - 2 **Julee Cruise** - Falling
  - 3 **Inner Circle** - Bad Boys
  - 4 **Vanilla Ice** - Ice Ice Baby
  - 5 **Maria McKee** - Show Me Heaven
  - 6 **Seal** - Crazy
  - 7 **Snap** - Mary Had A Little Boy
  - 8 **Madonna** - Justify My Love
  - 9 **E.M.F.** - Unbelievable
  - 10 **Ainbusk Singers** - Lasseie

- Albums**
- 1 **Elton John** - The Very Best Of...
  - 2 **Soundtrack** - Music From Twin Peaks
  - 3 **Tomas Ledin** - Tillfalligheternas Spel
  - 4 **Enigma** - MCMXC A.D.
  - 5 **Grymlings** - Grymlings
  - 6 **Di Leva** - Noll
  - 7 **Low Budget Blues Band** - Low Budget Blues Band
  - 8 **Madonna** - The Immaculate Collection
  - 9 **Whitney Houston** - I'm Your Baby Tonight
  - 10 **Dr. Alban** - Hello Afrika

## IRELAND

- Singles**
- 1 **The Simpsons** - Do The Bartman
  - 2 **Thin Lizzy** - Dedication
  - 3 **2 In A Room** - Wiggle It
  - 4 **E.M.F.** - I Believe
  - 5 **Enigma** - Sadeness Part 1
  - 6 **Vanilla Ice** - Play That Funky Music
  - 7 **Queen** - Innuendo
  - 8 **Kylie Minogue** - What Do I Have To Do
  - 9 **Rick Astley** - Cry For Help
  - 10 **Seal** - Crazy

- Albums**
- 1 **Sting** - The Soul Cages
  - 2 **Chris Isaak** - Wicked Game
  - 3 **The Simpsons** - The Simpsons Sing The Blues
  - 4 **Enigma** - MCMXC A.D.
  - 5 **G.Michael** - Listen Without Prejudice Vol. 1
  - 6 **Elton John** - The Very Best Of...
  - 7 **Vanilla Ice** - To The Extreme
  - 8 **M.C. Hammer** - Please Hammer Don't Hurt 'Em
  - 9 **Carreras/Domingo/Pavarotti** - In Concert
  - 10 **Mary Black** - The Best Of Mary Black

## PORTUGAL

- Singles**
- 1 **Rui Veloso** - A Paixao
  - 2 **Rui Veloso** - Nao Ha Estrelas No Ceu
  - 3 **Twenty 4 Seven** - I Can't Stand It
  - 4 **Madonna** - Justify My Love
  - 5 **Sinead O'Connor** - Nothing Compares 2 U
  - 6 **Will To Power** - I'm Not In Love
  - 7 **Johnny Nash** - I Can See Clearly Now (Remix)
  - 8 **Vaya Con Dios** - What's A Woman
  - 9 **Device** - What Is Sadness
  - 10 **Milli Vanilli** - Keep On Running

- Albums**
- 1 **Rui Veloso** - Mingas & Os Samurais
  - 2 **Carreras/Domingo/Pavarotti** - In Concert
  - 3 **GNR** - In Vivo
  - 4 **Phil Collins** - Serious Hits...Live!
  - 5 **Carlos Guilherme** - Cancoes De Amor
  - 6 **Soundtrack** - Music From Twin Peaks
  - 7 **Ministars** - E De Caras
  - 8 **Paul McCartney** - Tripping The Live Fantastic
  - 9 **Elton John** - The Very Best Of...
  - 10 **Snap** - World Power



# EUROCHART HOT 100<sup>®</sup> SINGLES



THIS WEEK LAST WEEK WKS on CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHERS)	COUNTRIES CHARTED
1	14 <b>Sadness Part 1</b> Enigma - Virgin (Data Alpha/Mambo/Siegel)	UK.F.D.B.N.L.E.A.CH.S.DK.Ir.N.SF.GR.I	35	40 11 <b>Falling</b> Julee Cruise - Warner Brothers (MCA Music)	S.DK.N.I	69	67 24 <b>Groove Is In The Heart</b> Deee-Lite - Elektra (Delovely)	F.D.E.GR.I
2	13 <b>Ice Ice Baby</b> Vanilla Ice - SBK (Various)	UK.D.B.N.L.A.CH.S.DK.Ir.N.SF.GR.I	36	30 21 <b>Show Me Heaven</b> Maria McKee - Epic (Famous/Ensign Music)	D.A.CH.S.DK.N	70	93 8 <b>Freedom</b> George Michael - Epic (Morrison Leahy Music)	F.D.A.P.GR
3	4 <b>3 A.M. Eternal</b> KLF - KLF Communications (E.G./Zoo/Warner Chappell/Brampton)	UK.D.B.N.L.DK.SF	37	34 4 <b>Hippy Chick</b> Soho - S&M (Copyright Control)	UK	71	55 5 <b>(I've Had) The Time Of My Life</b> Bill Medley & Jennifer Warnes - RCA (Copyright Control)	UK.Ir
4	3 <b>Innuendo</b> Queen - Parlophone (Queen Music/EMI Music)	UK.D.B.N.L.E.DK.Ir.SF.I	38	22 16 <b>Petit Franck</b> Francois Feldman - Phonogram (Marilyn/Carole)	F	72	97 2 <b>You Got The Love</b> Source feat. Candi Station - TrueLove (Copyright Control)	UK
5	6 9 <b>Justify My Love</b> Madonna - Sire (Miss Bessie Music)	UK.F.D.B.E.A.CH.S.P.DK.SF.I	39	49 8 <b>Nuit</b> Jean-Jacques Goldman - Epic (JRG/Marc Lumbroso)	F	73	52 7 <b>The Grease Megamix</b> John Travolta & Olivia Newton-John - Polydor (Warner Chappell)	UK.DK.Ir
6	7 3 <b>Do The Bartman</b> The Simpsons - Geffen (ATV/Sorcerous Labyrinth)	UK.Ir	40	29 10 <b>La Berceuse Du Petit Diable</b> Roch Voisine - Ariola (Ed. Georges Mary)	F.B	74	NE <b>Blue Hotel</b> Chris Isaak - Reprise (Warner Chappell)	UK.Ir
7	8 8 <b>Crazy</b> Seal - ZTT (Beethoven Street/Perfect)	UK.D.B.N.L.S.Ir.N.I	41	39 9 <b>All Together Now</b> The Farm - Produce (Farm Music)	UK.D.B.N.L.SF	75	92 2 <b>Someday</b> Mariah Carey - Columbia (Vision Of Love/Been Jammin')	UK.NL.SF
8	14 3 <b>Wiggle It</b> 2 In A Room - SBK (Cutting/Groove On/Dose Rocks/EMI)	UK.Ir	42	46 9 <b>A Better Love</b> Londonbeat - Anxious/RCA (Warner Chappell/Blue Mountain)	D.E.A.CH.DK.I	76	83 3 <b>Ti Spacco La Faccia</b> Gabibbo - EMI (EMI Music)	I
9	11 8 <b>Gonna Make You Sweat</b> C & C Music Factory - Columbia (Virgin Music)	UK.D.B.N.L.S.Ir	43	51 3 <b>Coming Out Of The Dark</b> Gloria Estefan - Epic (Foreign Imported Product)	UK.B.NL.Ir.SF	77	NE <b>The Night Fever Megamix</b> Mixmasters - Tabu (Gibb Bros/BMG/Warner Chappell)	UK
10	5 9 <b>Mary Had A Little Boy</b> Snap - Logic/Ariola (Fellow/Willesden/Songs Of Logic/Warner Chappell)	UK.D.B.N.L.E.A.CH.S.P.DK.I	44	41 5 <b>Mercy Mercy Me/I Want You</b> Robert Palmer - EMI (Jobete/Rondor)	UK.NL.Ir	78	64 3 <b>Dedication</b> Thin Lizzy - Vertigo (Warner Chappell/Puk)	UK.Ir
11	9 9 <b>Il Faut Laisser Le Temps</b> Felix Gray & Didier Barbevilien - Talar (Zone Musique)	F.B	45	48 7 <b>Bad Boys</b> Inner Circle - Metronome (Madhouse Music)	S.N	79	RE <b>I Can't Stand It</b> Twenty 4 Seven - Freaky Records/BCM (Nanada/Freaky/Cat-Talk)	F.P
12	17 15 <b>Unchained Melody</b> The Righteous Brothers - Verve/Polydor (MPL Communications)	UK.D.B.A.CH	46	35 7 <b>All The Man That I Need</b> Whitney Houston - Arista (Warner Chappell)	UK.D.B.NL	80	79 12 <b>Sucker DJ</b> Dimples D. - FBI (ARL Music/Screen)	D.B.NL.I
13	23 7 <b>Hello Afrika</b> Dr. Alban - SweMix (Progressive/Misty/Swemix)	D.A.GR	47	31 14 <b>Fantasy</b> Black Box - Groove Groove Melody (EMI Music)	D.B.A.GR	81	90 6 <b>I'm Not In Love</b> Will To Power - Epic (St. Annes)	UK.P.Ir
14	45 2 <b>(I Wanna Give You) Devotion</b> Nomad feat. MC Mikee Freedom - Rumour (Scratch/Copyright Control)	UK.B	48	98 2 <b>Romantic World</b> Dana Dawson - Columbia (CBS Music/Romus S.A.R.L.)	F	82	94 3 <b>Outstanding</b> Kenny Thomas - Coaltempo (Minder Music)	UK
15	33 2 <b>I Believe</b> E.M.F. - Parlophone (Warner Chappell)	UK.DK.Ir.SF	49	42 5 <b>I Can't Take The Power</b> Off-Shore - Columbia (Peter Harder)	UK.Ir.SF	83	61 3 <b>Wind Of Change</b> Scorpions - Mercury (Alma/Testatyme Music)	F
16	19 3 <b>Cry For Help</b> Rick Astley - RCA (BMG Music)	UK.D.B.N.L.E.DK.Ir.SF.I	50	38 27 <b>Tonight</b> New Kids On The Block - Columbia (M.Starr/EMI/April/A. Lancelotti)	F	84	60 15 <b>Are You Dreaming ?</b> Twenty 4 Seven - Freaky Records/BCM (Stop & Go Music)	UK.D.NL.E.I
17	13 23 <b>I've Been Thinking About You</b> Londonbeat - Anxious/RCA (Warner Chappell)	F.D.E.A.CH.DK.GR.I	51	74 4 <b>Get Here</b> Oleta Adams - Fontana (Rutland Road/Warner Chappell)	UK	85	84 4 <b>Est-Ce-Que Tu Es Seule Ce Soir</b> Frederic Francois - Trema (Barracato/Lercara)	F.B
18	24 4 <b>Go For It</b> Joey B. Ellis & Tynetta Hare - Capitol (Bust-It)	D.B.NLCH.S	52	54 2 <b>The Way You Do The Things You Do</b> UB40 - Virgin (Jobete Music)	UK.F.Ir	86	75 4 <b>Herzilein</b> Rudolf Rock Und Die Shocker - RCA (Prima/Hansa/Info)	D
19	18 9 <b>Beinhart</b> Torffrock - Polydor (Konstantin Musik)	D	53	63 3 <b>Van Nu Af Aan</b> Levenslijn 91 - Polydor (Copyright Control)	B	87	NE <b>Smalltown Boy (1991 Remix)</b> Jimmy Somerville/Bronski Beat - London (Bronski)	UK.Ir
20	15 14 <b>Don't Worry</b> Kim Appleby - Parlophone (Copyright Control)	D.B.NL.A.CH.S.DK	54	53 2 <b>Knockin' Boots</b> Candyman - CBS (Various)	NL	88	44 19 <b>Une Femme Avec Une Femme</b> Mecano - Ariola (Ba Ba Blaxi/BMG Music)	F
21	37 5 <b>La Petite Sirene</b> Anne - Ades (Editions Ades)	F.B	55	50 4 <b>Can I Kick It?</b> A Tribe Called Quest - Jive (Zomba Music)	UK.NL	89	NE <b>Summers Magic</b> Mark Summers - 4'th & B'way (Copyright Control)	UK
22	10 10 <b>Qu'Est-Ce-Qu'On Fait Maintenant</b> Benny B - PLR (Copyright Control)	F.B	56	65 10 <b>La Legende De Jimmy</b> Diane Tell - WEA (CMBM)	F	90	80 4 <b>Summer Rain</b> Belinda Carlisle - Virgin (Kinaalda/Valley Of Vidal)	UK
23	26 13 <b>Unbelievable</b> E.M.F. - Parlophone (Copyright Control)	D.B.CH.S.DK.N	57	58 5 <b>Bring Your Daughter...To The Slaughter</b> Iron Maiden - EMI (Zomba Music)	UK.NLCH.SF	91	71 5 <b>Preacher Man</b> Bananarama - London (InA Bunch/Warner Chappell/E.G./Big Life)	UK.Ir.SF
24	12 11 <b>Keep On Running</b> Milli Vanilli - Hansa/Ariola (Far Music-Production)	D.E.A.P.I	58	78 2 <b>Wicked Game</b> Chris Isaak - London (Warner Chappell)	D.B.NL.S	92	85 14 <b>Step Back In Time</b> Kylie Minogue - PWL (All Boys Music)	F.D.GR
25	66 2 <b>Only You</b> Praise - Epic (Copyright Control)	UK.Ir	59	56 10 <b>Being Boring</b> Pet Shop Boys - Parlophone (Cage Music/Ten Music)	D.E.A.CH.DK.I	93	87 20 <b>Thunderstruck</b> AC/DC - Atco (J. Albert & Son)	D.B.DK
26	43 2 <b>Play That Funky Music</b> Vanilla Ice - SBK (MCA Music)	UK.D.DK.Ir.SF	60	59 8 <b>Whispers</b> Elton John - Rocket (Big Pig Music)	F	94	NE <b>Hugorap</b> Hugo - Mega (Megasong)	DK
27	32 4 <b>Natal</b> Chico & Roberta - Carrere (Adageo)	F.B	61	89 13 <b>Frente A Frente</b> Chico & Roberta - Carrere (Carrere)	F	95	NE <b>A Paixao</b> Rui Veloso - EMI (EMI Music)	P
28	36 2 <b>What Do I Have To Do</b> Kylie Minogue - PWL (All Boys Music)	UK.B.Ir	62	NE <b>Games (The Kids Get Hard Mix)</b> New Kids On The Block - Columbia (EMI/New Kids On The Block)	UK	96	RE <b>Tout Le Monde Y Pense</b> Francis Cabrel - Columbia (Editions Chandelle)	F
29	16 16 <b>I'm Your Baby Tonight</b> Whitney Houston - Arista (Kear/Epic/Solar)	F.D.E.A.CH.P.GR.I	63	69 2 <b>Because I Love You</b> Stevie B. - BCM (Saja/Mya-T)	D.NL.S	97	RE <b>Do You Remember</b> Phil Collins - Virgin/WEA (Phil Collins/Hit And Run)	F.D
30	25 5 <b>All This Time</b> Sting - A&M (Magnetic/Regatta/Illegal)	UK.D.B.NL.CH.P.DK.N.SF.I	64	57 4 <b>Sensitivity</b> Ralph Tresvant - MCA (Flyte Tyme)	UK.Ir	98	88 19 <b>The Anniversary Waltz - Part One</b> Status Quo - Vertigo (Various)	A.CH.S.DK
31	20 13 <b>To Love Somebody</b> Jimmy Somerville - London (Gibb Brothers/BMG Music)	F.D.B.NL.A.CH.I	65	70 8 <b>Eddy Steady Go</b> Rozlyne Clarke - ARS (Evasion/BMC Publishing)	F	99	95 2 <b>Tequila</b> Latino Party - Polydor (Copyright Control/P. Simpson)	F
32	28 14 <b>I'll Be Your Baby Tonight</b> Robert Palmer feat. UB40 - EMI (Copyright Control)	D.A.CH.S.DK	66	NE <b>G.L.A.D.</b> Kim Appleby - Parlophone (Copyright Control)	UK.Ir	100	91 4 <b>Forget Me Nots</b> Tongue 'N' Cheek - Syncopate (EMI Music)	UK
33	27 24 <b>The Joker</b> Steve Miller Band - Capitol (Warner Chappell)	F.D.A.CH.S.DK	67	68 11 <b>It's A Shame (My Sister)</b> Monie Love feat. True Image - Coaltempo (Chrysalis/Jobete/Virgin)	D.A.CH.GR			
34	21 10 <b>Pray</b> M.C. Hammer - Capitol (Controversy/Warner Chappell/Bust-It)	UK.D.B.NL.A.CH.N	68	47 11 <b>It Takes Two</b> Rod Stewart & Tina Turner - Warner Brothers (Jobete Music)	D.A.CH.P.GR.I			

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

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

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Compiled from the national singles sales charts of 16 European territories.





# EUROPEAN TOP 100 ALBUMS

THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED
1	3	<b>Sting</b>	The Soul Cages - A&M	UK, D, B, N, L, E, A, CH, S, DK, I, N, SF, GR, IR	35	28	<b>Soundtrack - Ghost</b>	Ghost - Milan	D, B, E, A, CH	69	59	<b>Led Zeppelin</b>	Remasters - Atlantic	UK, D, NL, CH, SF
2	4	<b>Enigma</b>	MCMXC A.D. - Virgin	UK, F, D, B, N, L, E, A, CH, S, DK, I, N, SF, GR, IR	36	34	<b>Soundtrack - Dirty Dancing</b>	Dirty Dancing - RCA	UK, F	70	61	<b>Michael Bolton</b>	Soul Provider - Columbia	UK, DK, IR
3	1	<b>Elton John</b>	The Very Best Of... - Rocket	UK, D, B, N, L, E, A, CH, S, P, DK, I, N, SF, GR, IR	37	36	<b>Julio Iglesias</b>	Starry Night - Columbia	UK, B, N, L, E, GR	71	57	<b>David Hasselhoff</b>	Crazy For You - White Records/Ariola	D, A, CH
4	2	<b>Phil Collins</b>	Serious Hits...Live! - Virgin/WEA	UK, F, D, B, N, L, E, A, CH, S, P, DK, I, SF, GR, IR	38	32	<b>Paul McCartney</b>	Tripping The Live Fantastic - Parlophone	D, B, N, L, E, P, DK, I	72	53	<b>A-Ha</b>	East Of The Sun, West Of The Moon - Warner Brothers	D, N
5	6	<b>Whitney Houston</b>	I'm Your Baby Tonight - Arista	UK, F, D, N, L, E, A, CH, S, P, DK, I, N, SF, GR, IR	39	52	<b>Francois Feldman</b>	Une Presence - Philips	F, B	73	75	<b>Beautiful South</b>	Choke - GoldDiscs	UK, D, IR
6	5	<b>Madonna</b>	The Immaculate Collection - Sire	UK, D, B, N, L, E, A, CH, S, P, DK, I, SF, IR	40	45	<b>Lucio Dalla</b>	Cambio - RCA	CH, IR	74	76	<b>Front 242</b>	Tyranny For You - R.R.E.	D, B, NL, S
7	8	<b>Jimmy Somerville</b>	The Singles Collection 1984/1990 - London	UK, D, B, N, L, A, CH, S, P, IR	41	40	<b>BAP</b>	X Fuer 'E U - Electrola	D	75	NE	<b>Fabrizio D'Andre</b>	Il Viaggio - Fonit Cetra	I
8	9	<b>Vanilla Ice</b>	To The Extreme - SBK	UK, D, B, N, L, E, A, CH, S, DK, N, SF, GR, IR	42	44	<b>New Kids On The Block</b>	Step By Step - Columbia	F, D, B, N, L, E, DK, GR	76	96	<b>Patsy Cline</b>	Sweet Dreams - MCA	UK
9	7	<b>Carreras/Domingo/Pavarotti</b>	In Concert - Decca	UK, D, B, N, L, E, A, S, P, DK, I, GR, IR	43	41	<b>ZZ Top</b>	Recycler - Warner Brothers	F, D, CH, S, DK, SF	77	84	<b>Roger McGuinn</b>	Back From Rio - Arista	NL, S, DK, N
10	NE	<b>Jesus Jones</b>	Doubt - Food	UK, IR	44	60	<b>The Righteous Brothers</b>	The Very Best Of The Righteous Brothers - Verve/Polydor	UK, D, A, IR	78	NE	<b>Benny B</b>	L'Album - PLR	F, B
11	11	<b>Snap</b>	World Power - Logic/Ariola	UK, D, B, N, L, E, CH, S, P, DK, GR	45	31	<b>Bee Gees</b>	The Very Best Of The Bee Gees - Polydor	UK, D, IR	79	93	<b>La Union</b>	Tentacion - WEA	E
12	15	<b>David Lee Roth</b>	A Lil' Ain't Enough - Warner Brothers	UK, D, NL, CH, S, DK, N, SF, IR	46	63	<b>Heroes Del Silencio</b>	Senderos De Traicion - EMI	E	80	73	<b>Soundtrack - Tour Of Duty</b>	Tour Of Duty - Magnum	NL
13	27	<b>Chris Isaak</b>	Wicked Game - Reprise	UK, D, B, NL, SF, IR	47	42	<b>Patrick Bruel</b>	Alors Regarde - RCA	F, B	81	71	<b>Claudio Baglioni</b>	Oltre - Columbia	I
14	17	<b>OST - Angelo Badalamenti</b>	Music From Twin Peaks - Warner Brothers	UK, N, L, E, S, P, DK, I, N, IR	48	89	<b>Belinda Carlisle</b>	Runaway Horses - Virgin	UK	82	70	<b>Mecano</b>	Descanso Dominical - Ariola	F
15	13	<b>AC/DC</b>	The Razor's Edge - Atco	F, D, B, NL, CH, S, DK, SF, IR	49	43	<b>Jon Bon Jovi</b>	Blaze Of Glory/Young Guns II - Vertigo	D, A, CH, S, DK, N	83	85	<b>The Sisters Of Mercy</b>	Vision Thing - Merciful Release/East West	D, CH
16	10	<b>Alexander O'Neal</b>	All True Man - Tabu	UK, NL, S	50	49	<b>Pino Daniele</b>	Un Uomo En Blues - CGD	I	84	NE	<b>Queen</b>	Innuendo - EMI	D, B, SF
17	12	<b>M.C. Hammer</b>	Please Hammer Don't Hurt 'Em - Capitol	UK, D, B, N, L, E, CH, DK, N, SF, GR, IR	51	38	<b>Pet Shop Boys</b>	Behaviour - Parlophone	D, E, CH, S, SF, GR	85	90	<b>Toto</b>	Past To Present 1977 - 1990 - Columbia	D, NL, DK
18	22	<b>Soundtrack - Werner Beinhart</b>	Werner Beinhart - Polydor	D, A	52	47	<b>Roch Voisine</b>	Double - GM/Ariola	F, B	86	92	<b>Everyday People</b>	You'll Wash, I'll Dry - SBK	D
19	16	<b>Soundtrack - Pretty Woman</b>	Pretty Woman - EMI USA	UK, D, E, CH, DK, IR	53	62	<b>Chet Atkins &amp; Mark Knopfler</b>	Neck And Neck - Columbia	UK, F, N, L, E, P, DK, IR	87	87	<b>Gary Moore</b>	Still Got The Blues - Virgin	D, DK, GR
20	14	<b>Vaya Con Dios</b>	Night Owls - Ariola	D, B, NL, CH, P, DK, GR	54	56	<b>UB40</b>	Labour Of Love II - Virgin	UK, F, NL, DK, IR	88	86	<b>Tomas Ledin</b>	Tillfalligheternas Spel - Record Station	S
21	18	<b>George Michael</b>	Listen Without Prejudice Vol. 1 - Epic	UK, D, N, L, E, S, DK, SF, GR, IR	55	46	<b>The Stranglers</b>	Greatest Hits 1977-1990 - Epic	UK	89	97	<b>Sinead O'Connor</b>	I Do Not Want What I Haven't Got - Ensign	UK, F, NL, IR
22	26	<b>Soundtrack - Rocky V</b>	Rocky V - Capitol	UK, D, NL, A, CH, S	56	48	<b>Michel Sardou</b>	Le Privilege - EMI	F	90	RE	<b>Elmer Food Beat</b>	30 Centimeters - Polydor	F
23	19	<b>Westernhagen</b>	Live - Warner Brothers	D	57	54	<b>New Kids On The Block</b>	No More Games (The Remix Album) - Columbia	D, B, N, L, E, A, S, P, DK, GR	91	74	<b>Motorhead</b>	1916 - Epic	UK, D, S
24	21	<b>Jean-Jacques Goldman</b>	Fredericks, Goldman & Jones - Columbia	F, B	58	50	<b>Matthias Reim</b>	Matthias Reim - Polydor	D, NL, A, CH	92	67	<b>The Carpenters</b>	Only Yesterday - Greatest Hits - A&M	UK, NL, DK, SF, IR
25	20	<b>Supertramp</b>	The Very Best Of... - A&M/Arcade	D, B, N, L, E, CH, I	59	RE	<b>Kylie Minogue</b>	Rhythm Of Love - PWL	UK, F, E	93	77	<b>Clouseau</b>	Of Zo ... - HKM/CNR	B, NL
26	30	<b>Scorpions</b>	Crazy World - Mercury	F, D, CH, DK, SF, GR	60	51	<b>Patricia Kaas</b>	Scene De Vie - Columbia	F, B, CH	94	RE	<b>Depeche Mode</b>	Violator - Mute	F, D
27	29	<b>INXS</b>	X - Mercury	UK, F, D, B, NL, CH, S, DK, IR	61	55	<b>Status Quo</b>	Rocking All Over The Years - Vertigo	UK, NL, A, CH, S, DK	95	72	<b>Alain Souchon</b>	Nickel - Virgin	F
28	24	<b>Peter Gabriel</b>	Shaking The Tree - Golden Greats - Virgin	UK, D, B, NL, CH, P, SF	62	68	<b>Phil Collins</b>	...But Seriously - Virgin/WEA	UK, F, D, NL	96	82	<b>The Cure</b>	Mixed Up - Fiction/Polydor	UK, D, E
29	33	<b>Londonbeat</b>	In The Blood - Anxious/RCA	D, NL, E, A, CH, DK, SF, GR	63	65	<b>The Simpsons</b>	The Simpsons Sing The Blues - Geffen	UK, IR	97	NE	<b>Kim Appleby</b>	Kim Appleby - Parlophone	UK, D, NL, S
30	39	<b>Robert Palmer</b>	Don't Explain - EMI	UK, D, IR	64	66	<b>Xuxa</b>	Xuxa - RCA	E	98	83	<b>Francis Cabrel</b>	Sarbacane - Columbia	F
31	25	<b>Herbert Groenemeyer</b>	Luxus - Electrola	D, A	65	58	<b>Rondo Veneziano</b>	Masquerade - Baby Records	F	99	78	<b>The Traveling Wilburys</b>	Traveling Wilburys Vol. 3 - Wilbury/Warner Brothers	D, CH, S, DK
32	37	<b>Soundtrack - The Lost Boys</b>	The Lost Boys - Atlantic	UK, IR	66	64	<b>Pooh</b>	25 - La Nostra Storia - CGD	I	100	80	<b>Roch Voisine</b>	Helene - GM/Ariola	F, B
33	23	<b>Paul Simon</b>	The Rhythm Of The Saints - Warner Brothers	UK, D, N, L, E, A, CH, P, DK, SF	67	NE	<b>Gloria Estefan</b>	Into The Light - Epic	D, B, NL, N, SF	UK = United Kingdom D = Germany F = France CH = Switzerland A = Austria I = Italy E = Spain NL = Holland B = Belgium IR = Ireland S = Sweden DK = Denmark N = Norway SF = Finland P = Portugal GR = Greece				
34	35	<b>The Police</b>	Their Greatest Hits - A&M	D, B, N, L, E, P, I	68	69	<b>Cinderella</b>	Hearbreak Station - Vertigo	D, CH, GR	<span style="border: 1px solid black; border-radius: 50%; padding: 2px;"> </span> = FAST MOVERS <span style="border: 1px solid black; border-radius: 50%; padding: 2px; margin-left: 10px;">NE</span> = NEW ENTRY <span style="border: 1px solid black; border-radius: 50%; padding: 2px; margin-left: 10px;">RE</span> = RE-ENTRY				

**Ratings Games**

**RadioF/Nuremberg** is airing promos encouraging listeners to call in to receive a booklet to chronicle their listening habits and programming comments. The campaign happens to coincide with ratings company **Infratest's** latest survey period, which began February 4. The promotion has not gone unnoticed by crosstown **Radio Charivari**. Will Charivari file a formal complaint with Bavarian governing body **BLM**?

Congrats to **Winfried Ebert**, head of promotion at **EMI Germany**, for his election as chairman of the promotion committee of the **BPW**, Germany's phonographic association.

It's not really radio, but it's a sign of what the future has in store for Germany. Private TV station **RTL Plus** has passed the country's two pubcasters in ad revenue. **RTL Plus** grabbed 25.6%, while **ARD** earned 25.5% and **ZDF** had 24.1%.

**Eastern European Vogue**

**Vogue Disques** in France continues to strengthen its Eastern European operations. The label reportedly has concluded deals with **Supraphone** in Czechoslovakia and **Hungaraton** in Hungary. Also in France, **Virgin Megastores** has been selected as the exclusive distributor of classical catalogue **Espoir Classique**. It's the first time a producer has chosen a retailer as a distributor in the country. More on both stories next issue.

**Anyone Home?**

Read into this what you will. **Rupert Murdoch's** much-vaunted record label has somewhat truncated its answer phone message. Where callers to the London bureau previously were told that the office of "**Music International** is unattended", callers are now told only that "*the office is unattended*". None of our calls have been returned for the past two weeks. Did bankers pull the plug?

**Norwegian Chart Talk**

Support is gaining for the proposed airplay chart for Norway (**M&M** January 26). The chart already has the backing of a major ad agency and industry execs are moving the issue to the front burner. We'll bring you up to date next week.

**Grammy Hotline**

This is probably your last chance to sign up for **MJI Broadcasting's** simulcast of the US Grammy Awards. **MJI** is setting up a broadcasters' booth and interviewing nominees during the music extravaganza. In addition to the simulcast, the company has a wide variety of other packages. Give 'em a call in NY on 212-245-5010 if you're interested.

**PolyGram No. 1 In Italy**

**PolyGram** has grabbed the top chart share slot in Italy. Splitting the company into two labels--**PolyGram** and **Polydor**--is believed to have helped the company. Details next week.

**Spanish Music Stats**

Record and cassette sales in Spain fell back in 1990 for the first time since the mid-'80s. But the continuing CD boom helped boost revenue to a record Pta53.5 billion (app. US\$582 million), 7.8% up on 1989 the previous year. More next issue.

**Moving Into The 90s**

Dutch broadcaster **TROS** is using touch-tone telephones to help compile its 50s and 60s playlist. The way it's set up: call up the company, touch 5 for the Fifties, 6 for the Sixties, et al. Next plan is to have people call and decide which year.

**All Together Now**

We've also heard that **TROS** is abandoning the traditional one-on-one sales pitches for records. It's now getting all the labels together Friday mornings for a candid discussion of what's hot and what's not. Oh, for the good old days!

**Luxemburg**

(continued from page 1)

"The private stations represent quite a large industry, and one that is very much in touch with the Community's ordinary citizens."

His position was supported by **EC Youth & Media Commission** third secretary **Monique Schumacher**. The Commission would be responsible for any budget allocation. **Schumacher** stressed "nothing can be promised at this stage. It is up to the Commission to consider any application for funding in the usual way."

**AER** officials nevertheless welcomed the commitment. President **Sergio Natucci**, also director of **Italia Radio/Rome** and general secretary of Italian networks association **RNA** said, "We have to appreciate this initiative. The EC should be giving direct help to this project--both parties will benefit and as a lobby of private stations we are at a disadvantage when facing the power of the big state-funded public networks. However we have yet to see a penny."

**AER** VP and director of information at Paris-based syndicator **Ofredia Francois Le Genissel** added, "The possibility of a subsidy is a great boost to us. We have to move fast to get the Association reorganized, because the Commission is preparing a report on the radio industry in Europe."

**Le Genissel** and **Natucci** will meet privately in Paris on February 22 with the heads of the main national private radio associations in Europe, including **AIRC/UK** director **Brian West** and **VPRT/Germany** CEO **Bernd Rieger**.

**Germany**

(continued from page 1)

already established the legality of income from spot ads at certain times in the programmes."

**Radio FFH/Frankfurt** station manager **Harald Josse** says he expected most of the decisions. "I am not a bit surprised, but I hope they will be used in the right perspective. For instance, why shouldn't a public broadcaster be allowed to have partial ownership of private stations?"

"However, when two competitors fight for a license for the same frequency and one is a private and the other a public broadcaster, I think the private broadcaster should get the nod. Public stations have so many frequencies tied up and are so well established they really do not need the new frequencies, but often just wish to block more competition from the privates."

But, **CDU** spokesperson **Bernd Neumann** disagrees with **Josse's** comments on public station's being able to buy into private radio. "Although the decisions made are legally correct, they are politically wrong and we will do all that we can to pass new laws and change these errors."

"Public radio ownership of private broadcasters is a disadvantage for investors in the new field of private broadcasting in Germany. A complete division of public and private radio is necessary to ensure freedom of the radio media."

The most directly affected station was **Radio NRW**, because it is the only private station partly owned by publics. Comments station general manager **Helmut Bauer**, "The decision to allow public stations to accept advertising is because financial pressure is necessary to ensure public stations are not completely dependent on politics. The licence fees make them free from depending completely on the potential advertisers."

**Ramazzotti**

(continued from page 1)

**Music Enterprises**, which has also been involved with acts such as **Sting**, **Kim Appleby**, **New Kids On The Block** and **Stevie Wonder**, has been promoting the LP since early November and the first phase of the campaign continues until the end of February.

**MD Gary Gordon** was until recently unfamiliar with the artist. "We were invited by **BMG** to attend a concert at the **Ahoy** in Rotterdam. I was amazed to witness the man's huge potential. What we do with regional stations is basically an education job. Britain is still hesitant towards foreign acts. They see themselves at the forefront of music. But we have been making good progress. Out of the 67 stations we have serviced, only half a dozen have stated they're not interested."

Particularly strong response was given by **MetroRadio/Newcastle**, **Radio City/Liverpool**, **BRMB/Birmingham**, **Piccadilly Radio/Manchester**, **2CR/Bournemouth**, **Beacon Radio/Wolverhampton** and **Signal Radio/Stock-on-Trent**.

"I am keen to continue this project," says **Gordon**, "because I believe the man has appeal across the whole age spectrum."

It is not yet decided whether the European hit single **Se Bastasse Una Canzone** will be commercially released in the UK. For the UK company, **Ramazzotti** is a long-term project. Product manager **Tricia Kelly** says an English-language version of the single could be of great help. "The history of Italian-language records charting in the UK is minimal. But **Eros** coming over to do promotion here would make the job a lot easier."

**Channel 4's** Friday-night show "**The Word**" has expressed a strong interest in a live performance from the artist.

**Jazz**

(continued from page 1)

which was examined and upheld. A spokesperson says, "We informed the complainant and **Jazz FM** who have also agreed that it should be upheld. No further action has been taken by the Radio Authority."

The name of the complainant has not been divulged, but the spokesperson says, "The person felt it wasn't right for a presenter to express his own opinion and encourage people to go on a peace march."

**Jazz FM MD John Bradford** refuses to discuss matters concerning individuals at the station but says, "Broadcasters have said that they don't want interventionist control by the Radio Authority. That is effectively what now exists. It is up to broadcasters to manage their own affairs."

"I believe that any presenter is an agent of the broadcaster. If you start having broadcasters expressing their opinions you lose that impartiality and freedom of speech is damaged."

In a prepared statement, **Peterson** points out that the programme was broadcast four days before war broke out and that no guidelines were issued to presenters by **Jazz FM** until January 28. He says the show was "a spontaneous and honest response to the impending threat of war and was not in any way a question of taking sides. In fact one dedication was made during the show to the brother of a listener who is today in a tank on the front line in Saudi Arabia. The music I played, which included **Bobby McFerrin's Peace**, **Pharoah Sanders** and **Leon Thomas's The Creator Has A Master Plan** and the **Mighty Riders' Let There Be Peace**, was appropriate to the situation facing us that day."

Separately, **Peterson** says he has taken legal advice to fight the dismissal. He planned to attend **Jazz FM's** next board meeting on February 8 where his case and **Jazz FM's** falling ratings were expected to be discussed.

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

Publisher: **Léon ten Hengel**

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**INTERNATIONAL OFFICES**

**UK:** **Hugh Fielder**, 23 Ridgmount Street,  
London WC1E 7AH; tel: 44-71-3236686;  
fax: 3232314; tlx: 262100  
**France:** Editorial Co-Ordinators:  
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**Italy:** Advertising:  
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fax: 39-362 584435  
Editorial Co-Ordinator:  
**David Stansfield**, tel/fax: 39-2-6684270  
**M&M/Billboard USA:**  
1515 Broadway, New York, NY 10036;  
tel: 212-764-7300; fax: 212-536-5358;  
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