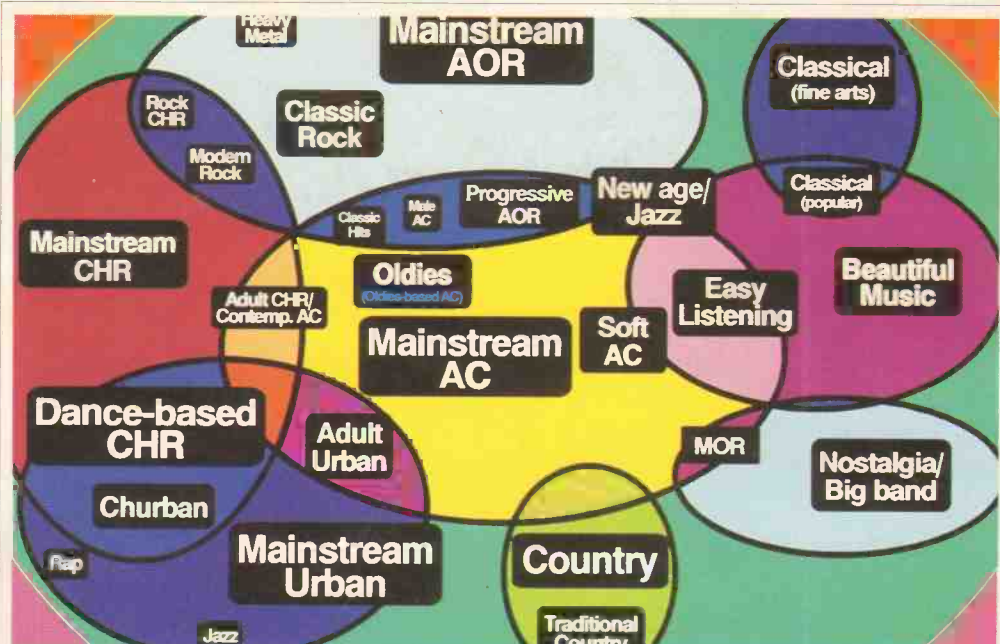


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Europe's Music Radio Newsweekly . Volume 8. Issue 10. March 9, 1991 . £ 3, US\$ 5, ECU 4



A GUIDE TO THE FORMAT MAZE - Find out where your station fits in the format map. Strategic Radio Research president Kurt Hanson shows how different formats relate to each other in *Station Operations* on page 15.

MISSING RADIO ADS

German Practices Shock Marketers

by Mal Sondock

Germany's private radio stations have been told by two major advertisers to get their advertising act together or else.

US companies McDonalds and PepsiCo. have recently discovered that at some stations many spots were not aired, or were broadcast at the wrong times. The finding has forced both advertisers to start monitoring stations

carefully for at least six months.

Comments McDonalds marketing director Jorg Palczewski, "We discovered discrepancies that were large enough to warrant a half-year monitoring of our scheduled spots on private radio. These were not only found on the very small stations.

"More than 15% of our advertising was either not being broadcast at all, or it was being broadcast

(continues on page 46)

Lumbroso Remarks On Label

by Machgiel Bakker

French artists are set for a major international push now that former Polydor France MD Marc Lumbroso has announced details of his new label, Remark. Formed in a joint-venture with PolyGram, the label intends to sign French art-

ists and market them on a worldwide basis.

Its current roster already includes Vanessa Paradis—an original signing by Lumbroso in 1987—and Alain Lanty. One or two further signings are expected. Apart from its A&R activities, Remark will also license foreign labels. One already in

the bag: Belgium's Play It Again Sam (Front 242, Bill Pritchard).

Based in Paris, Lumbroso is heading a company of 10 people, including international exploitation manager and ex-MTV employee Sophie Bramley and marketing director Carole Lambillon.

Comments Lumbroso, "The idea was to have an independent label with major backing. The deal with PolyGram was simple. I furnished the people, and they did the rest. Right from the beginning, Alain Levy [PolyGram's worldwide president/CEO] was very much into the idea and negotiations didn't last longer than five minutes."

Nicknamed by Levy the "London Records for continental Europe" (M&M September 15),

(continues on page 46)

Electrola Shuffles Team

The sudden departure of Electrola divisional MD Lothar Meinertzhagen at the beginning of this year (M&M January 26), has led to several personnel changes within the German company.

As reported earlier, former EMI Austria MD Holger

Müller assumed the Electrola divisional MD position on March 1. Reporting to EMI Electrola MD Helmut Fest, Müller will also be leading Electrola's A&R department, since its head of A&R, Peter Treml, has left to pursue other interests.

(continues on page 46)

Volume Down As Recession Hits UK

by Hugh Fielder

A 22.1% jump in CDs was not enough to halt a 7.4% drop in total music shipments last year in the UK, according to the latest British Phonographic Industry (BPI) estimates. It was the first decline in unit volume since 1980. Total industry shipments dropped from 386.3 million to 357.5 million, while the value of those records decreased 1.1% to £673.4 million from £680.8 million.

A BPI spokesman says, "It's bad, however you look at it. But despite the recession, the buying public are clearly voting for the CD in huge numbers, putting the question of CD prices to rest once and for all."

The number of CDs increased to 50.9 million last year from 41.7

million, while the value of those shipments rose 18.5% to £273.4 million from £230.7 million.

In other categories, album deli-

(continues on page 46)

No. 1 in EUROPE

European Hit Radio
RICK ASTLEY
Cry For Help
(RCA)

Eurochart Hot 100 Singles
ENIGMA
Sadness Part 1
(Virgin)

European Top 100 Albums
QUEEN
Innuendo
(EMI)

NIAGARA: EUROPEAN TOUR WITH MTV

NIAGARA



EUROPEAN TOUR

13/3	BERLIN	(LOFT)	GERMANY
14/3	VIENNA	(ROCKHAUS)	AUSTRIA
16/3	MUNCHEN	(NACHTWERK)	GERMANY
17/3	FRANKFURT	(BATSCHKAPP)	GERMANY
18/3	KOLN	(LUXOR)	GERMANY
19/3	HAMBURG	(LOGO)	GERMANY
20/3	COPENHAGEN	(PUMPEHUSET)	DENMARK
21/3	GOTEBORG	(MAGASINET)	SWEDEN
22/3	OSLO	(ROCKEFELLER)	NORWAY
23/3	STOCKHOLM	(MELODY)	SWEDEN
25/3	HELSINKI	(TARVASTIA)	FINLAND
27/3	AMSTERDAM	(PARADISO)	HOLLAND
2/4	LONDON	(NEW MARQUEE)	UK
4/4	BARCELONA	(2 CELESTE)	SPAIN
5/4	MADRID	(UNIVERSAL)	SPAIN

WITH MTV



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No Deal Schmidt, Says Radio 100

by Howard Shannon

Radio 100/Berlin MD Thomas Thimme says the station has not accepted a reported rescue bid from Berlin-based magazine publishers **Schmidt & Partners** (M&M February 26).

This is contrary to comments made to M&M by Schmidt & Partner MD **Eric Weihonig** and **Mario Numan** at Radio 100. Numan had claimed to be a station spokesman; Weihonig was unavailable for comment at press time.

Thimme says Radio 100 hopes to be able to accept an offer from French network **NRJ**, which he details to be worth more than DM6 million for an approximate 38% holding. A final decision by Radio 100 as to its future financial partner is expected by March 15. NRJ declined to comment.

Thimme explains that Schmidt

& Partner is "one of nearly 10 companies that have showed interest in acquiring a stake". Others said to have a bid on the table include French network **Europe 1**, record label **A&M** and German newspaper publisher *Süddeutsche Zeitung*.

Schmidt & Partners had been thought to have closed a package worth DM2.75 million for a 34% holding, a deal that Weihonig said would have seen the left-wing programme format remain intact.

However, Thimme says that whichever investor wins out, the indie/ethnic Radio 100 will reformat in order to "substantially increase" its current 1% reach (**Infratest** figure). "I see no future in a programme that has so few listeners," he says.

An editor-in-chief, sourced only as "somebody from **SFB**", will be appointed to oversee music and staffing changes.

Radio Lobby Group Sets March 15 For Relaunch

by Paul Andrews

Pan-European private radio lobby group **Association of European Radio** (AER) expects to complete its planned relaunch by March 15. By that date, the Association hopes to have reached agreement with a core membership of national radio associations over its aims and principles.

The AER has also decided on its first major initiative. Member organisations will present a joint case through the Association to the European Commission when it starts looking at the authors' rights issue. This will occur within the next two months. The AER has also resolved to estab-

lish links with other European institutions and to organise a series of professional seminars during a **Euro FM** festival to be held in Paris in June.

The final decision to press ahead with the reconstitution of the AER came at a February 22 meeting at the Paris offices of syndicator **Ofredia**, which has been one of the principal backers of the relaunch effort.

Says **le Genissel**, "This was basically a technical meeting to reconsider the basic principles of the Association, to make them more precise. These are now being drawn up by the VPRT and its lawyers, after which we can fix membership rates. By March 15 we hope to be able to bring all

the national groups together to sign their affiliation to the AER.

The AER aims to establish representation for private local and network radio at a European level. As well as lobbying the EC and other European institutions, it plans research and educational activities, with a possible extension into programme exchanges at a later date.

Although originally established as a lobby group in late 1989, the AER has been largely inactive during the last two years. Its backers claim the inertia was due to the domestic preoccupations of leading member organisations—for instance, German reunification and the passage of the Italian media law.

MRIB, MIRO Set Merger

by Machgiel Bakker

Media research organisation **MRIB** has merged with **MIRO**, a company specialising in music industry information services. Both organisations are based in London and will share premises, financial accounting and general management.

The merged company will be run by director of publishing **Rupert Merton** and MD **Michael Rosenfeld**.

MRIB director **Luke Crampton** will soon be moving to the US to

set up a similar media research bureau but remains on the board of directors. Crampton comments, "There is a strong synergy between both companies and it makes a lot of sense to pool our resources." He stresses, however, that both companies will continue to be operating as independent entities.

MRIB celebrates its 10th anniversary this year as a general media research organisation and has been very successful in syndicating the **Network Singles Top 75** chart to independent local radio stations in the UK. It also compiles

a national top 75 albums chart, as well as several other specialist music sales charts (dance, independent, heavy metal, and compact disc). Contrary to the UK's CIN-produced chart, airplay forms a major part of MRIB's statistics; up to 40% of its data is airplay-derived.

MIRO was formed at the beginning of 1989 and publishes the weekly **MIRO** chart information bulletin, as well as four other specialist magazines, *Video News*, *Record News*, *Advance Record News* and *Songpluggers*.

RTL Set To Plug 20-Year Gap

RTL is set to target a Dutch-speaking radio audience for the first time since the '60s (M&M March 2). With a working title of **RTL 4 Radio**, the proposed cable radio station, which will be beamed from **Astra**, is the result of year-long feasibility study headed by **RTL 4 TV/Holland** secretary general and adviser to parent company **CLT/Luxembourg**, **Henri Roemer**.

Leveraging the blockbuster success of cable channel **RTL 4** will be one of the key promotional strategies. **RTL 4 TV** laun-

ched in October 1989 and quickly grabbed 25% viewing share in the country and hit break-even within two years.

RTL 4 Radio spokesperson **Ad Everaars** details, "The service will be promoted heavily on our television arm. It also seems likely that 'stars' of television will take shows on radio."

Continues Everaars, "The format will be popularist, MOR music and with a speech emphasis on quizzes, games and news." He says listeners will discern the same "programming flavour as

RTL 4 TV".

Final board go-ahead was expected at press time, with "some form of programming available within three months". Everaars declined to reveal start-up costs. However, a radio **Astra** frequency reportedly costs at about US\$325,000.

The station will air 24 hours and expects to win audience share from Dutch national **Radio 2**.

The potential cable audience in Holland is some five million, with about 90% of the country wired.



Tomorrow Is Now, Kid!

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Tink!-006 *Black Tulip*

Tink!-007 *R.J.'s Rule*

Tink!-008 *Formosa*

Tink!-006 *Black Tulip*

Tink!-007 *R.J.'s Rule*

Tink!-008 *Formosa*

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Music & Media

● Erika Price has been appointed advertising executive at M&M. She will be solely responsible for Spain and Portugal, and will share France with Suzanne Meltzer. Price was previously account director with Belgium based OPVS Media.



Erika Price

Radio

● Benny Schnier replaces Armin Kessler as head of music at Radio Xanadu/Munich.

● Friederike Bahlinger is joining Radio NRW as head

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

of marketing. She was previously with Radio Schleswig Holstein.

Music

● RCA Records UK has announced a number of structural changes. Joe Cokell is new head of marketing. Reporting to him are product managers, Dave Shack, Greg Sambrook and Mirelle Davis.

● Andy Zahradnik has been appointed manager, artist marketing with Sony Music Austria. He has been with the company since 1973.

● Boudisque Belgium has appointed Francis van Belle as sales manager for the French part of Belgium. Arthur Praet is appointed head of sales.

● Head of promotion at EMI Germany, Winfried Ebert, has been elected chairman of the promotion committee of the Bundesverband der Phonographischen Wirtschaft, the national record industry association.

Large Fourth Quarter Gain At Warner Music

by Steve Wonsiewicz

Warner Music International revenue jumped 35% during the fourth quarter last year, propelling the entire music division to a 28.6% sales gain to US\$916 million.

For all of 1990, Time Warner's recorded-music and music-publishing operations earned US\$2.93 billion in revenue, up 15.1% from last year. Operating profits (before interest, amortisation and depreciation) increased 11.6% to US\$558 million, ahead of most analysts' predictions.

International acts leading the way included Phil Collins, Tanita Tikaram and Chris Rea. Other blockbuster albums were released by AC/DC, Madonna and Paul Simon.

Warner Music now estimates that about 55% of the revenue of Warner Music International now comes from local talent.

In major European markets where figures have been released, Warner Music earned a no. 2 album chart share position in Germany with 18.6% and no. 3 in Italy with a 13.9% (excluding CGD's 5.1%). In the US, the company was the top distributor with a 37% share in Billboard's Top Pop Albums chart.

Getting Younger Every Day

As in the world of sports, pop musicians enter the business at an ever younger age. Another Bad Creation are a rap crew formed by schoolboys, just plucked from the playgrounds. The youngest is seven years old, the oldest is 12.

Now over 70, blues veteran Willie Dixon must have started while he was in his teens too. And he is still recording. *Hidden Charms*, produced by T-Bone Burnett, is a re-release of Dixon's 1988 comeback album.

Instead of delivering a "normal" debut LP, new talent Chesney Hawkes (19) is featured on all songs of the original soundtrack *Buddy's Song* (Chrysalis).

Relatively unknown hard rock band The Almighty already release their second mind-numbing album *Soul Destruction*. Touring with Motörhead in the UK and Megadeth in Europe has finally established their name on the scene. **RT**

Upcoming Album Releases

Artist	Title	Label	Producer
The Almighty	<i>Soul Destruction</i>	Polydor	Not listed
Another Bad Creation	<i>Coolin' It Down ..</i>	Motown	Various
Atlanta Rap Band	<i>The Hard And Soft</i>	Motown	Gene Griffin
Willie Dixon	<i>Hidden Charms</i>	Silvertone	T-Bone Burnett
Doro/Warlock	<i>Rare Diamonds</i>	Vertigo	Not listed
Hall Aflame	<i>Guaranteed Forever</i>	I.R.S.	Kurdt Vanderhoof
Into Paradise	<i>Church Town</i>	Ensign	Various
Ketama	<i>...Kambiao Los Tiempos</i>	Polydor	Ketama
David Knopfler	<i>Life Lines</i>	Mercury	Not listed
Maureen	<i>Take It From Me</i>	Urban	Rockhouse
OST	<i>Buddy's Song</i>	Chrysalis	Various
Sabrina	<i>Over The Top</i>	Casablanca	G. Menzione
Steady B	<i>V</i>	Jive	Steady B
Various Artists	<i>Brasil: The Ultimate Collection</i>	Philips	Various
Whodini	<i>Bag-A-Trax</i>	MCA	Various

European album releases for the period of March 4-March 18. Please send your information to Robbert Tilli before March 8 for inclusion in the next release schedule (issue 12). Fax (31) 20 669 1951.

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Rating Your Radio Station

by Jonathan Little

How good is your radio station? You're the programme director or the GM, waiting for the listeners' vote in the form of the next ratings survey or the next trend. But just how good is the station, according to how you hear it?

For the next 60 seconds you'll be taking a test. It can lead to meaningful changes in how you create your radio product.

This test forces you to look at the quality of your programming. You'll rate your radio station on a one-to-five scale using the following scoring:

1. Unsatisfactory
2. Fair; needs improvement
3. Satisfactory
4. Very good
5. Outstanding

Now rate your station on this official "success factors scorecard". The GM and programme director should sit down and individually rate the station; then compare ratings.

If you communicate regularly, and share your ideas about station goals, your ratings ought to

be in agreement. Discuss the factors that need the most attention. Rate stations you do the most sharing with, and compare those ratings with your station's rating.

Maybe the programme director can photocopy the test and give it to the air-team. It will promote important discussions that can be held individually with air-team members.

Fortunately, the dimensions of a radio station that lead to success, can be modified and improved. Many stations play the right records wrong, with little attention to flow and balance. Good personalities lack direction.

Some marketing campaigns convince no one to change current listening habits. And there is community involvement that does not make any difference to anyone, except the jock who had to work on his day off.

Sometimes it is useful for radio stations to get their own CAT scan—a very detailed ana-

lysis based on those "success factors". Beyond those six dimensions, there is a dimension often overlooked by programmers but never overlooked by listeners.

That important dimension is "station attitude". Programmer/consultant **Ken Draper** once described the music he sought to programme on top 40 as "up, hit, happy". That expression describes the station attitude that listeners look for in a top 40 radio station they can call their favourite.

Consider the three elements that make up attitude: tempo, potency and the fun factor. And consider whose attitude is being reflected by the station. It is

usually that of the person with the strongest direct control over the programming. Does the station reflect the attitude of the GM, the owner, the programme director? Maybe the attitude of the MD is reflected, if the programme director spends more time in production than in programming.

Station attitude is an intangible factor, but to the listener it may be a dimension nearly as important as the music. Station attitude may be a determining factor in the mind of the listener. A competing station may possess success factors equal to yours. However, station attitude as perceived by the listeners may be the element that distinguishes your station as their "fa-

vourite", the one they listen and talk about most. Take the 60-second test, and use it to stimulate discussion with team members who help you create the product and with listeners whose opinions you value.

Consider the importance of station attitude and how it can be the all-important determining factor in a close race. Create programming that is "up, hit, happy"—programming that makes a difference in listeners' lives.

Jonathan Little is an American programming consultant. He can be reached on (608) 271-8884; fax (608) 271-9189.

	Enter Score Here					Do the arithmetic
Music	1	2	3	4	5	x60% = _____
Personalities	1	2	3	4	5	x10% = _____
News/information	1	2	3	4	5	x10% = _____
Marketing/advertising	1	2	3	4	5	x10% = _____
Promotion/contesting	1	2	3	4	5	x5% = _____
Community involvement	1	2	3	4	5	x5% = _____
"Rate Your Radio Station" total =						<input type="text"/>

(The scoring percentages are my opinion based on analyses of studies at two stations I've programmed and on input from a national study conducted by Strategic Radio Research and reported in "Strategic Thinking" July 8, 1987. If your "Rate Your Radio Station" total is under 3.5, there's important work to be done. 3.5 - 4.4, nice job but you can take it higher. If your total is 4.5 or higher, congratulations! You are creating great radio.)

UNITED KINGDOM

Jazz FM Debuts New Kinder, Gentler Programme Schedule

by Hugh Fielder

Jazz FM's new programme schedule, starting this week, puts the emphasis on "accessible, popular jazz" as the London station seeks to improve its 5% reach.

New programme director **Malcolm Laycock** says, "I want it tuneful and melodic. And I want people to know it is a jazz station as soon as they switch on. That means that extremes like Latin and soul are out. Latin jazz is in but Latin music is out."

The station's programming has been broken up into four-hour slots as opposed to the previous three-hour timetable. The changes mean that morning presenter **Diana Luke** has been dropped, along with **Benny Green**, **Tomek** and **Steve Hobbs**.

Newcomer **Andy Lloyd**, recruited from **BBC Radio Bedfordshire**, presents the weekday 05.30-10.00 show, followed by **Peter Young** 10.00-14.00, **George Reid** 14.00-18.00 and **Helen Mayhew** 18.00-22.00.

Laycock says he hopes to start Jazz FM's daytime shows at 05.00 in the near future, using a new warm-up presenter. "I want a human voice when people wake up." And he stresses that the 19.00-21.00 "Dinner Jazz"

slot will remain a feature of Helen Mayhew's show.

Saturday programming features **Tony Russell** 06.00-10.00, **Paul Jones** (blues and gospel) 10.00-14.00, **Keith Howell** (mainstream and jazz from around the world) 14.00-18.00, **Steve Edwards** (younger, contemporary) 18.00-22.00.

Sunday programmes start with **Tony Russell** 06.00-10.00, followed by **Digby Fairweather/Brian Priestly** (mainstream, traditional and historical) 10.00-14.00, **Malcolm Laycock** (big band and swing) 14.00-18.00, **Campbell Burnap** (traditional, specialist) 18.00-21.00 and "One Hundred Years Of Jazz", a series from 21.00-22.00.

The night-time shows from 22.00-02.00 (03.00 Fridays and Saturdays) are presented by **Jez Nelson** and **Chris Phillips**, who have been charged with covering "the sharp end", says Laycock. "I've given them their heads and told them to go out and get the young, fashionable audience that is at the cutting edge of the latest contemporary jazz music. It's a risk but it is one I want to take."

The station's daytime output is now drawn from a core list of artists that includes **Count Basie**, **Woody Herman**, **Artie**

Shaw, "classic soloists" like **Dexter Gordon** and "accessible" **Charlie Parker**, **Louis Armstrong**, **Sarah Vaughan** and **Ella Fitzgerald**. Some of these may feature on London easy-listening station **Melody**. "But with us you will hear a lot more of them," says Laycock. He intends to be strong on vocal jazz although he won't say how strong until he has analysed the available repertoire.

There is also a daytime and night-time playlist. The daytime list is a mixture of new releases and reissues "plus anything we want to feature that week, whether it's an artist in town for a concert, or somebody's birthday." But Laycock says there is no question of giving presenters lists of records to play. "The playlist will be discussed by the team of presenters and we will decide who will play which track on the playlist to make sure we have everything covered and there's no duplication."

Although the Selector system will continue to provide backup, it is not being used to programme shows. "You can't playlist jazz," insists Laycock. "It doesn't fit the formats. I want human music chosen by human beings, not lift music picked by a computer."



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SLOWHAND AWARD - Eric Clapton takes a break from his London concerts to accept two awards. Polydor marketing executive George McManus and PRO head of TV/market research Brian Berg present Clapton with awards for one million UK sales of "The Cream Of Eric Clapton" and for US platinum sales of "Crossroads".

Recall Chart Gets Test Run

by Paul Easton

The **National Recall Chart**—based on a record's popularity with the public rather than its sales—is getting a dry run prior to a spring launch in the UK.

At a time when the value of the singles chart as a playlist guide is being questioned, National Recall spokesperson **Kerry Juby** claims the new chart will be a better reflection of what people actually like.

Explains Juby, "A top 10 single, even a no. 1, is derived from a miniscule percentage of the population who have gone out and bought that record. Radio wants to cater for a larger percentage, and our own survey has found that the majority of radio programmers are realising that programming a station using the sales charts is the kiss of death."

Juby says the National Recall—which is compiled using

prompted recall—shows that the best-selling single is not necessarily the one most people want to hear. "When *Ice Ice Baby* was no. 1 in the sales chart, it only peaked at 15 in the National Recall Chart. And if you took the 15-18 year-olds out of the survey, it dropped out of the charts completely."

The National Recall Chart uses a panel of between 1,500-1,800 people which it hopes accurately represents the UK population. Comments Juby. "Three-quarters of the population listen to at least two hours of music a week. We make random calls to build up our panel and we only use a panellist for three months at a time."

Juby says that several large radio companies have expressed interest in the chart, although no deals have yet been finalised. "Stations will have to pay for the chart, and it will be up to them to arrange their own sponsorship deals."

New Research Shows Radio Luxembourg No. 1 At Night

Radio Luxembourg says it is the UK's most-listened to evening station following research by **Audience Selection** which gives it a 2.3 million audience a week.

The claim is based on comparing the station's total audience with its UK competitors. Comments sales director **Spike Milligan**, "No single station can match our total audience within their area. We even have a bigger

audience in our peak segment than **Capital FM/London**.

"The research shows that 75% of all adults listen to radio at some point in the evening and 60% of Luxembourg's audience listens to no other commercial station."

Meanwhile, Radio Luxembourg MD **Maurice Vass** is leaving to explore "the new opportunities thrown up by the UK's broadcasting deregulation".

Vass, who has worked in TV and radio, says it is time for someone else to take Luxembourg into the new era. Vass details, "With its creditable weekly audience, its long-established night-time service and the new RTL-International radio service beaming into satellite and cable homes all over Europe, the company is very sound and is poised to expand its role in the UK." **PE**

'Fab FM' Comes To Comic Relief's Aid

The mythical **Radio Fab FM** is coming to the aid of **Comic Relief**, with a cassette being sold exclusively through **Our Price** stores. All proceeds will go to the **Comic Relief** charity.

"The Big Red Tape"—is a parody of a radio station—although some stations and presenters may not see it that way—put together by **Harry Enfield** and **Paul Whitehouse** and featuring **Ben Elton**, **Stephen Fry**, **French & Saunders** (doing their **ABBA** impersonation), **Smith & Jones** and **Lenny Henry** as

Theophilus P. Wildebeeste.

Rowan Atkinson describes the tape as "stonkmungous" and **BBC Radio 1 DJ Steve Wright** has already been incorporating parts of the tape into his afternoon programme.

Our Price buying and marketing director **Tony Bennett** says, "It has been enormous fun for us co-ordinating the production of the tape which offers the nicest opportunity for our customers to donate money to a range of charities under the **Comic Relief** umbrella." **HF**

Kiss Sets Off Chain Reaction

by Hugh Fielder

Kiss FM/London is challenging listeners to come up with their own ideas for its Sunday-night show "Chain Reaction".

Each record in the chain must have a connection with its predecessor and its successor. And the first record must have a connection with the last.

The first show, compiled by head of music **Lindsay Wesker**, features *Lean On Me* by **Club Nouveau** followed by *Ain't No Sunshine* by **Michael Jackson** (both songs writ-

ten by **Bill Withers**), *Betcha Wouldn't Hurt Me* by **Quincy Jones** (who produces **Michael Jackson**) and *The Heat Of The Night* by **Patti Austin** (Quincy Jones's god-daughter).

Comments Wesker, "It will not be easy to do but we think people will have a lot of fun coming up with their own "Chain Reactions" and it should really appeal to dance music aficionados."

Meanwhile, the recession has now touched the station, which has laid off three administrative staff. Details MD **Gordon MacNamee**, "Kiss FM is adjusting its business forecasts in the light of current economic conditions. However, our audience-base of one million, together with buoyant advertising revenue, will provide a cushion. Kiss will continue to market itself aggressively."

Kiss has also closed its at the **Trocadero Shopping Centre (M&M January 12)**.

Commercial Radio Ad Revenue Rises 3.2%

Commercial radio's gross advertising revenue for the year ending September 30, 1990 was £146.1 million, an increase of 3.2% over the previous year. Revenue for the quarter hit £36.8 million, down 2.1% from the previous period.

The **Association of Independent Radio Contractors (AIRC)** has revised the figures to include **Newslink** revenue. **HF**

UK Gross Radio Ad Revenue

Period	(£ mil.)	% chg.
Oct-Dec 89	£38.6	9.7%
Jan-Mar 90	31.9	(3.4)
Apr-Jun 90	38.8	8.4
Jul-Sep 90	36.8	(2.1)

"When is the new Talk Talk 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.

Advertising Rises 10.8%; Nostalgie Leads The Way

by Jacqueline Eacott

Radio advertising results for 1990 published by Carat Radio on February 1 show turnover was up 10.8% to a little more than Ffr6.3 billion (app. US\$1.2 billion) from the previous year.

The study, a result of an enquiry by Secodip, shows Radio Nostalgie up 73.8% to Ffr299 million in 1990 from Ffr172 mil-

lion in 1989, and NRJ up 21.9% to Ffr865 million from Ffr710 million in 1989.

AM private RMC's ad revenue increased 10.1% to Ffr917 million turnover, and Europe 1 was up 7.4% with Ffr1.89 billion. The top position is still held by leading AM private RTL with Ffr 2.22 billion. This marks an increase of 5.4%.

The press sector is still the big-

gest advertiser, with an increase of 9.2%. The sector's total investment in radio ads was Ffr1.88 billion, compared with the 1989 figure of Ffr1.72 billion.

Retail showed an increase of 33.2% to Ffr 945 million. Retail was followed by the automobile industry, which spent 20% more last year to a total of Ffr895 million.

The top three sectors accounted for 59% of the total advertising. Press represented 29.8% of total radio advertising, down from 30.2% in 1989 and retail 15% up from its previous 12.5%. The automobile industry's share was 14.2%, up from 13.1% in 1989.

Ads also came from the sectors home furnishings, services, drinks, food, beauty products, tourism, clothing, maintenance products and computers. There was a drop of 29% in beauty pro-

Frequencies Go To Ethnics

Broadcasting regulatory body CSA recently named the successful candidates to whom it will attribute a total of 39 FM frequencies later this year. The frequencies are situated in the areas of the Isere, Rhone, Savoie and Haute Savoie.

In Lyons, two frequencies are to go to ethnic (North African/Muslim) radios. Arabic broadcaster **Radio Orient** and **Radio Salam**, are both aimed at second-generation immigrants living on the outskirts of Lyons. Three further frequencies are reserved for community radios **Radio Italienne** (Italian-language), **Impact FM** (aimed at senior citizens) and **Radio Espace**

(offering open space for community associations).

The CSA says the idea is to "establish a balance between the categories and formats of different radios and to avoid disturbing the economic equilibrium of radios already operating in the region".

Twenty of the 39 frequencies will be distributed among non-commercial community stations, including the above-mentioned. The other 19 frequencies are reserved for private commercial broadcasters. Some stations in each category will be allocated more than one frequency, to give them regional coverage. **JE**

Net Advertising Revenue 1989-90

Station	1989	1990	% ch.
Nostalgie	172	299	73.8%
NRJ	710	865	21.9
RMC	833	917	10.1
Europe 1	1.758	1.888	7.4
RTL	2.103	2.215	5.4
Sud + Wit	117	122	4.4
Total	5.692	6.307	10.8

Source: Carat Radio

ducts advertising while tourism ads rose 51.4%.

RTL earned 35.1% of total radio advertising, followed by Europe 1 with 29.9% and RMC 14.5%; NRJ totalled 13.7%. Next up was Radio Nostalgie 4.7% and

the AM/FM private **Sud Radio/Wit FM** with 1.9%.

NRJ earned 22.6% in the press sector compared with RMC's 14.2%, while RMC held its own in retail, with 13.7% compared to NRJ's 10%.

G/A/S

Public Radio Ad Turnover Down

by Mal Sondock

Public radio continues to lose advertising market share to the privates, based on recent figures released by ARD.

Net advertising revenue for the publics for 1990 hit DM649.2 million (app. US\$ 444.6 million), a 4.9% drop from last year's DM682.9 million.

The figures show the inroads

made in areas where private radio is strong. The only two public stations showing gains in advertising are Bremen (+1.5%), where no private local station currently exists and North Rhine-Westphalia (+11.5%), where privates are just starting.

The publics last year earned about 72% of the radio ad cake. In contrast, the country's two public TV broadcasters took in 49.6% of all TV revenue.

Public Radio Net Ad Revenue 1989-90

Station	1989	1990	% chg.
Westdeutscher Rundfunk (WDR)	139.7	155.7	11.5%
Radio Bremen (RB)	26.2	26.6	1.5
Süddeutscher Rundfunk (SDR)	70.6	67.5	(4.4)
Südwest Funk (SWF)	120.6	112.1	(7.0)
Hessischer Rundfunk (HR)	89.9	83.1	(7.7)
Norddeutscher Rundfunk (NDR)	57.5	50.8	(11.7)
Bayerischer Rundfunk (BR)	129.4	113.2	(12.5)
Saarländischer Rundfunk (SR)	26.2	22.7	(13.1)
Sender Freies Berlin (SFB)	22.8	17.5	(22.9)

Source: Arbeitsgemeinschaft Der ARD Werbegesellschaften.

Radio 7 Listeners Up 18.4%

Radio 7/Ulm's ambitious programming is having the desired results. Infratest gave the private station an 18.4% increase in listeners throughout 1990, putting it now near the million mark. Along with music and news, the station has come up with some new programme ideas. Every day

between 13.00 and 14.00, presenter **Jack Krispin** invites listeners to send in rhyming music requests, or fax drawings of political figures and other characters. One of the contests gave listeners prizes for the fax from the greatest distance. Some locations: Paris, South Africa and Ohio.



BURNING IT UP - Melodic metal band Banfire sign a new long-term recording contract with BMG/RCA and with its management company Triple M Management. From l-r: BMG Ariola Hamburg MD Michael Anders; Jörg Deisinger (Bonfire); Claus Lessmann (Banfire); Edgar Patrik (Banfire); BMG Ariola Hamburg VP A&R Franz van Aversperg; Angel Schleifer (Bonfire); Mario M. Mendrzycki (Triple M Management); Balthasar Schramm (lawyer).

BCI Sets NAB '91/Miami Radio Tour

by Jeff Green

Broadcast Consulting International (BCI) is conducting a group tour for German radio station broadcasters to the National Association of Broadcasters NAB '91 Convention in Las Vegas on April 14-18.

Prior to the convention, tour

participants will visit up to eight radio stations in Miami on April 10-13. The programme is open to MDs, PDs, sales executives, engineers and air personalities.

Comments BCI president **Alexander Zeitelhack**, "BCI tours have the added benefit of giving German broadcasters the opportunity to meet in an infor-

mal setting and share both successes and problems of common interest.

The station tours give them the chance to meet and learn from their American colleagues in a working environment."

For more information, contact Ms. **Hanne Schwenk** at 49-(0911) 50-00-35.

Budget Crisis Forces 240 Job Cuts At DR

by David Rowley

Danish pubcaster **Danmarks Radio (DR)** is to cut about 240 staff over the next three years in an effort to cope with real-term budget reductions. While normal attrition is expected to account for some of the losses, dismissal notices have already gone out to about 40 staff in TV, radio and administration.

The budget crisis at DR is linked directly to a new deal worked out by the government last June which established a three-year agreement on licence fee funding. In common with most

European public broadcasters, DR is funded from the proceeds of an annual licence fee paid by TV and radio owners.

For the years 1991-1993, DR has been given a fixed 2% per annum funding increase. On the basis of an assumed annual inflation rate of around 4%, this means a cut in real terms of about 2% each year. The station's budget for 1991 is Dkr2.07 billion (app. US\$375 million).

DR head of finance **Jens Koch** says that unless an alternative is found soon, the dismissals will be put into effect. They would be the first on this basis in the compa-

ny's 70-year history.

Comments Koch, "There has been no inflation compensation put into the funding increases. The reality of the situation depends on both inflation and labour negotiations.

"If inflation stops, our problem is solved but until that time we have to deal with what is happening now."

The most public manifestation of the budget structures at DR came in early February with the news that the director of TV programmes **Henrik Antonsen** would not have his six-year contract renewed.

SR Chief Changes Mind; Says No To SVT 1-2 Ads

Sveriges Radio/Sweden (SR) chairman **Bjoern Rosengren** has declared that it will not be possible to introduce advertising on either of the public broadcaster's two TV stations, a move which seems set to reanimate the Swedish commercial media debate.

Since the idea of terrestrial commercial TV in Sweden was given the go-ahead in principle last September, it has been unclear whether advertising would be confined to a new private third channel or also introduced on one of SR's existing stations, SVT-1 and SVT-2.

Rosengren's comments, an about-turn on previous statements, appear likely to channel the prevailing divergence of opinions towards the third-channel-only option.

The minority Social Democrat government has sought a consensus with other parties on the best way to introduce commercial TV. There have been very obvious differences of opinion between the various parties on the best course of action.

Parties ranging from the conservative Moderaterna and liberal Polkeparti to the Communists

and the Greens have all opted for advertising only on a third independent station. The Social Democrats and the Centerparti each have factions within them which support both concepts.

Observers say Rosengren has decided to give all parties a clear prompt towards the third channel-only option in order to reach ag-

the passage of the debate. Whether this latest development sees a flurry of activity from the handful of serious applicants for the new station remains to be seen.

One of the main contenders is Swedish cable station **Nordisk TV4**, which has recently been the subject of speculation about its continued financial viability. MD **Gunnar Bergvall** says it is awaiting a political agreement before making any moves.

Among the basic conditions of a commercial third channel is that it should be based outside Stockholm, possibly in Gothenburg or Malmo. However, both the major satellite stations which are contenders for the licence, **Scansat TV3** and **Nordisk TV4**, are based in

Stockholm.

Bergvall says, "We do not intend to move until after there is political consensus. We only have 160 staff and we have let the politicians see that this is not SVT."

He rejects the accusations of financial problems at the station as having no basis in reality. "It is no secret that our revenue is not as high as we would have liked, but we can live with it for the moment."

Rosengren's comments could channel opinion toward favouring the third channel-only option for advertising.



Bjoern Rosengren

(Photo: Magnus Kristenson)

reement by the first week of March. If no consensus is agreed by that date, the Social Democrats may attempt to push through unilateral legislation.

The question is still at the committee stage, but April 2 has been set as the date for a parliamentary vote on the issue.

A spokesperson for minister of culture, **Bengt Goeransson**, says Rosengren's comments are likely to have considerable impact on

Record Station Tops Grammys

BMG Ariola label **Record Station** dominated the Swedish **Grammy** awards for the second year running, taking five of the 19 prizes presented. The strongest competition came from **Sonet**, which won two awards.

The ceremony, held on February 16 at Berns Theatre in Stockholm, was broadcast live on national **SVT-1** TV. The awards were judged by a jury of 19 media representatives.

Comments **Record Station** A&R manager **Marie Ledin**, "Obviously we are very happy. We were nominated in a lot of areas and we scored on most of the things we were nominated in. It is hard to beat."

Record Station's winning streak started with **Tomas Ledin** taking Best Single award for *En Del Av Mitt Hjarta* (A Piece Of My Heart). Ledin then went on to take the award for Best Male Rock/Pop artist.

The other multiple winner of the evening was **Anders Glenmark**, who is also on **Record Station**. He was named **Composer Of The Year** and also won the Best Album award for *Jag Finns Har For Dej*.

The Best Rock Band award went to debut artists **Freda**,

another **Record Station** act.

The **Beatles**-influenced **Sonet** act **Pontus & Amerikanerna** were named Best Pop Group. **Army Of Lovers**, on the **Sonet**-owned label **Ton Son Ton**, won the award for Best Video. The clip, for the track *My Army Of Lovers*, was directed by **Martin Bokstrom** and **Frederik Persson**.

Sonet international director **Lars Olof-Helen** cites the awards as confirmation that the company's A&R policy is moving in the right direction. "It is obvious proof that we have done good things, and we will continue as we have done. The two acts of ours who won were both new signings, which shows we are on the right track."

Telegram artist **Titiyo**, who won last year's Newcomer award and whose self-titled debut album has passed gold (50,000) this year, took the award for Best Female Artist.

The Artist Of The Year title went to veteran all-round entertainer **Robert Broberg** and the Newcomer award went to **EMI** act **Magnus Johansson**.

MNW artist **Peter Lemarc** was named Best Lyricist, and **Kaj Erixon** Best Producer. **DR**

Radiomafia Debuts Sales-Based Chart

by Kari Helopaltio

Radiomafia, the youth-oriented national pop station of public broadcaster **YLE/Finland**, has launched its long-awaited top 30 chart (**M&M** June 30). The weekly listing reflects LP sales, rather than the very small local singles market.

The "Radiomafia Top 30" is based on weekly over-the-counter sales at leading specialist record shops in 11 Finnish cities. It is being promoted as "the most up-to-date sales chart around". Its closest rival, private **Radio Ettan/Helsinki's** Top 40, which is also used by local pop and rock magazines, is published on a fortnightly basis.

The new chart is aired by **Radiomafia** on Sundays, 13.00-14.30, hosted by DJ **Jake Nyman**. The show promotes participating retailers through name-checks at the end of the programme, and actually visits one of the shops each week. Although ensuring maximum co-operation from the stores, this represents a bold step by the non-commercial state-owned station.

However, it seems unlikely that the new chart will gain the approval of the **AKT (IFPI Finland)**, since the **AKT** is already associated with the "Radio Ettan Top 40", which is also the chart used by **M&M** to compile the **Coca-Cola Eurochart Hot 100 Singles**.

"When is the new ROXETTE 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.

Sony Music Spain Shuffle; Three Divisions Set Up

Anna Marie de la Fuente

Sony Music Entertainment Spain has set up three new creative divisions on February 1. Each area comes with a management team consisting of a local label director, a local and international A&R head and a marketing manager.

Company president and MD Manolo Diaz says the restructu-

handles the firm's back catalogue, the label Sony Classical and jazz," explains Diaz. Apart from Japan, Sony Music Spain is the only territory to retain the name CBS, as the flagship label Columbia is owned by BMG Spain.

Internal changes also brought in new faces. Former record producer and promoter Carlos Narea has been appointed A&R

EMI Spain MD Rafael Gil can identify with Sony Music's strategy. "We did it last year, basically in order to put a greater focus on our core business and cover our marketing objectives," he says. He suspects the move also stems from Sony Music Spain's attempt to regain its market share, down from its leading position of 20.2% in 1989 to third place in 1990 at 14.8%.

Diaz sees the company's market share slump as a system-wide trend. "Our main international acts Bruce Springsteen and Michael Jackson had not released anything." He foresees a substantial change in 1991 when some important Sony Music acts are expected to produce new works.

BMG A&R head Alvaro de Torres says the Sony Music revamp is a reflection of worldwide trends in the recording industry. "They have created smaller divisions to better handle their acts."

"We needed a tighter control of our creative resources."
- Manolo Diaz

ring was implemented primarily to enable the A&R team to work more closely with the marketing staff. "We needed a tighter control of our creative resources."

The units involved in the shuffle are labels CBS-Sony and Epic and the special marketing department. "Special marketing

director for CBS-Sony. He feels the decision to create smaller and more closely co-ordinated divisions springs from a need to push local acts. Comments Narea, "We have to put more effort into promoting them." Each unit will have a roster of 10 local acts as well as international artists.

Cadena Airs Grammys

Top network Cadena SER's pop station Los 40 Principales altered its regular programming from February 17-24. This was to enable wider coverage of the annual US Grammy Awards held at Radio City Music Hall in New York. The ceremony was aired a day later.

Aside from Spanish tenors

Jose Carreras and Placido Domingo sharing the Best Classical Music Album nomination with Italian tenor Pavarotti, top Spanish female artist Isabel Pantoja vied for Best Latin Act nomination with duo Duncan Dhu, the first Spanish pop act nominated for a Grammy.

Adif

"When is the new Simple Minds 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.

BENELUX

Break Even For Contact Service

by Marc Maes

After just two months of operation, Radio Contact Antwerp says its premium telephone service, "Infokiosk", has broken even. Run by Contact's parent company, Vlam, the line was set up as an experiment.

Radio Contact Antwerp MD

radio game shows which allows up to 160 callers simultaneously."

Leysen adds that a further reason for Infokiosk's launch was to offer a better service to advertisers. The premium line recently added media personality Wendy van Wanten to services that include horoscope predic-

After two months we have perfected a call-in system for game shows which allows up to 160 callers simultaneously.

- Frank Leysen

Frank Leysen says, "Firstly, we wanted to diversify our own infrastructure. The recording studio and the radio personnel will be used for more than just recording ad spots.

"Secondly, we have noticed a very positive synergy between radio and the telephone. After a two-month trial period with Radio Contact, we have perfected a call-in system for

tions, stock exchange information, and cookery tips.

Says Leysen, "We would like to include music-related lines, but authors' rights protection forbids transmission of music through a system like ours." He is confident that the first year's turnover will "be more than Bfr12 million [app. US\$400,000] and hopefully closer to Bfr50 million".



DISQUE DEAL - Hard rock band 1st Avenue have signed a worldwide label and publishing deal with Le Disque Holland and Le Disque Music Publishing. The band are fronted by ex-Vandenberg singer Peter Struyk. Recorded at the Bolland Studios, the band's debut LP will be titled "Tears And Triumph". Seated from l-r are: band members Jeroen van Rooy, Gil Lopez, Struyk, Arco Bommer and Noppie Ton. Back row: Le Disque Holland GM Michael Lambrechtsen and Ferdi Bolland.

BRT, Arcade Get Flashback

Belgium national network BRT Radio 2 programme "Hitriders" is organising a "Hitriders Flashback Party" on March 4. The event is to be staged at the Hasselt Dockside disco.

Dutch band Rene And His Alligators are to play a 45-minute set. Flemish performer Will Tura will perform in a '60s revival show, with The Swinging Blue Jeans and Marty Wilde And His Wildcats.

Comments host and producer

Mark Brillouet, "I wanted to get rid of all those playback events. All bands will play live. The show will be recorded for radio transmission in summer. The '60s style show is aiming for the 30-50 age bracket, the same audience we reach with the radio programmes. The Dockside also targets the same audience on Monday evenings."

The show is being staged in close collaboration with CD retail chain HVH Megastore. Dutch record company Arcade is laun-

ching a series of CDs to tie in with the event. "The series will be titled 'It's Boppin' Oldie Time', and the first CD is released March 4," says Arcade spokesman Neil van Hoff. "We hope to sell 30,000-40,000 units of the first CD which will initially be released only in Belgium."

The CDs were compiled by the HVH Megastores, with the first CD containing material by Bobby Darin, Clyde McPhatter and Frankie Vaughan. **MM**

PolyGram, Mondadori Enter Mail Order Market

by David Stansfield

PolyGram has teamed with the Mondadori publishing group to form **PolyMond**, a company which will specialise in mail order soundcarrier sales. PolyMond has a start-up capital of L2 billion (app. US\$1.8 million) and expects to start trading later this year.

Mondadori is Italy's leading book publishers and has been operating in the mail order market for 30 years. Its company, CDE, will handle all manage-

ment and marketing in the deal.

PolyGram president **Gianfranco Rebulla** says his company will supply know-how and repertoire, and that all other national record companies can have produce marketed by the new firm. Continues Rebulla, "The new company should not be seen as just a PolyGram shop. It is a kind of mail order superstore."

PolyGram's mail order experience in other territories are a key factor. Adds Rebulla, "There is the **Britannia Music Company** in the UK and **DIAL**

in France. Mail order is also successful in Germany and the US. We thought, therefore, that there was a local opportunity. Mondadori is very successful in the book mail order market and music is a natural product to sell through this channel."

Rebulla admits that local music consumption lags behind other major European markets. "If we calculate in pro capita units, France, Germany and the UK is approximately two to three units per head. Italy is no more than one so there is a space to fill."



NEW TEAM, NEW AGE - Gegè Telesforo (right) and Flavio Andreini co-present NAC talk show "I Rompitasche".

'New Age' Look For Dimensione Suono

EHR station **Radio Dimensione Suono** has introduced new adult contemporary (NAC) music into its programming (M&M February 16). "I Rompitasche" is talk-based and includes a maximum 12 music tracks. Aired Fridays from 24.00-03.00, it is presented by **Gegè Telesforo** and **Flavio Andreini**.

The station has signed a deal with specialist label **Les Folies**

New Sounds. The station is set to launch an NAC chart programme, likely to be broadcast Sunday evenings and included in the magazine.

Says Ployer, "We are not planning a crusade for new age music. We are just trying to air some enjoyable music in time slots where it is appreciated. This is one of the good ways in which stations and record

"We are not planning a crusade for new age music. We are just trying to air some enjoyable music in time slots where it is appreciated." - Bruno Ployer

Arts, which will supply the station with advice, information and artists for interview. Programme director **Bruno Ployer** insists the music content of the programme will not be restricted to acts signed to the label.

The new programme will be promoted in **Les Folies Arts'** monthly magazine *New Age &*

companies can co-operate. Different goals can meet on a project like this. It is an experiment for us. We want to find out if our listeners like this genre of music. We are also trying to define new age music which is very different to a few years ago. Today it can be vocal electric and upbeat, well-suited to an EHR music format." **DS**

Radio Club 91 Features Weekly Pan-Euro Show

Radio Club 91/Naples has introduced a new programme "91 Radio Europa". The show is presented by **Pino Belmonte**, and broadcast Monday-Friday from 12.00-16.00. It features European news and information, plus music which Belmonte hopes reflects the European market.

The music content of the programmes is currently based on playlists including **BBC Radio 1/UK**, **RTL/France** and **Bayern 3/Munich**.

Belmonte says, "The programmes are targeted at a 'young' audience, by which I mean young at heart. Anybody from the age of 10-90.

"Usually we concentrate on broadcasting local news and information, but with the advent of 1992 we decided to broaden our horizons. The public have a great interest in what is new in Europe."

The programmes have a 70% musical content, and Belmonte

would like access to the playlists of as many European stations as possible. He would also welcome any interesting news items. "We want to build up a complete picture of European programming. If other broadcasters contacted us it would

only ad to the quality of our own programmes."

Radio Club 91 was first launched in 1976 and has developed into a key player in the southern region of Campania. It broadcasts to 301,000 daily listeners (**Audiradio**). **DS**

Interbeat Backs Felli's Newest

Rome-based independent record company **Interbeat** has made its largest investment in a promotion campaign to back **Mirella Felli's** latest LP *Storie Scomode*.

The L250 million (app. \$US227,000) campaign includes TV adverts on **Silvio Berlusconi's** private network channels, as well as ads on **Rete 105** and **Radio Monte Carlo**. Felli has also given interviews to **Radio Dimensione Suono** and **Radio Subasio**.

Interbeat GM **Luigi Piergio-**

vanni says the company's investment is a bid to break one of the company's younger artists.

Comments Piergiovanni, "We are looking for results on both the national and international markets. We have signed a distribution deal for the German market with **Siegal Musik Companies**, and are currently negotiating for the release of the album in France and the Benelux."

Interbeat is distributed by **Warner Music Italy**. **DS**

San Remo Festival Copes With Artist Cancellations

San Remo Festival organisers admit the Gulf War has resulted in cancellations by international acts.

The festival was staged from February 27 - March 2. But while local contenders **Enzo Jannacci**, **Loredana Berté** and **Sabrina-Jo Squillo** were still searching for partners at press time, the following line-up had been provisionally confirmed. **DS**

Marco Masini - Dee Dee Bridgewater
Ladri de Biciclette - Manhattan Transfer
Riccardo Fogli - Beverly Craven
Gianni Bella - Gloria Gaynor
Mietta - Leo Sayer
Riccardo Cocciante - Sara Jane Morris
Umberto Tozzi - Howard Jones
Rossana Casale - Carmel
Eduardo de Crescenzo - Phil Manzanera

Pierangelo Bertoli - Moncada
Mariella Nava - Caron Wheeler
Fiordaliso - Laura Brunningham
Amedeo Minghi - Bonnie Taiter
Renato Zero - Al Jarreau
Grazia de Michele - Randy Crawford
Raf - Ofra Haza
Al Bano & Romina - Tyrone Power Jnr

"When is the new Gianna Nannini 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.

SINGLES

The Basement Boys*Is It Love?* - Eternal

The band's full name is: The Basement Boys Present Ultra Naté. In fact, they really present a new Donna Summer or Gloria Gaynor over a contemporary dance beat.

Bee Gees*Secret Love* - Warner Brothers

Still going strong after all these years. Remixers, working busily on the family's complete back catalogue, will have a hard time for a while. Taken from the forthcoming LP *High Civilization*, this record will give dance programmers the fever. Single is this week's entry in EHR Chartbound.

Steve Booker*This Side Of Heaven* - EMI

Produced by Jon Kelly, Chris Rea's right hand, Booker has similar appeal. But he bears more than that passing resemblance, as the real attraction here is the melodic, comforting song. Top-flight.

Bronski Beat*One More Chance* - ZED Beat/Jive

Still looking for better times in the post-Somerville days. Catchy melody, deserves a chance.

Clubland*Pump The Sound (Like A Mega Blast)* - Btech

A British/Swedish collaboration. Dance programmers looking for a blast, pump up the volume, pump up the jam etc. Signed to CNR (Benelux) and Warner (Scandinavia).

Harry Connick Jr.*Promise Me You'll Remember* - Columbia

Theme from the original motion picture "The Godfather Part III", sung by the crown prince of Sinatra. He will certainly be remembered by late-night programmers.

Helloween*Kids Of The Century* - EMI

German hard rock band play tribute to Iron Maiden. A little too heavy for top-40 radio, but just right for radio programmers with motorbikes.

Morrissey*Our Frank* - HMV

Many people love him for his extravagant behaviour, and many people hate him for the same reason. But all agree on one point: our Morrissey has developed his very own style. And he has done it again on this first single from his upcoming album *Kill Uncle*.

Rain Tree Crow*Blackwater* - Virgin

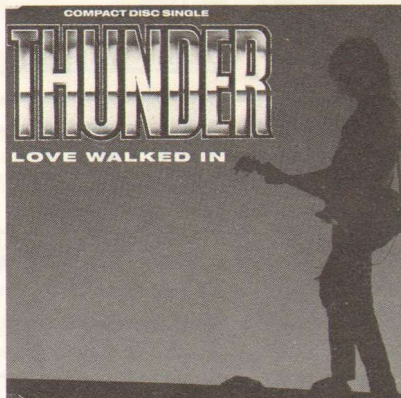
A one-off project by former Japan members the ever-intriguing David Sylvian, Steve Jansen, Richard Barbieri and Mick Karn. Their first collaboration in nine years, and worth every second of it. Only the band's name has changed, quality control remained.

Feargal Sharkey*I've Got News For You* - Virgin

The first single from the upcoming album *Songs from The Mardi Grass*. Recorded in Nashville, Tennessee, and assisted by famous Muscle Shoals session musicians Barry Beckett (producer and keyboards player) and Reggie Young (guitar), Sharkey comes back stronger than before. A soul-jewel.

Temper Temper*Talk Much* - Ten

Temperamental soul in the Womack & Womack style. Heavy bass piano overtones dominate this groovy song. A real dance-temptation.

Thunder*Love Walked In* - EMI

Thunderstruck! Produced by Duran Duran's guitarist Andy Taylor, vocalist Danny Bowes excels in this power ballad. Uncompromising UK hard rock at its very best.

World Of Twist*Sons Of The Stage* - Circa

British unit deliver a danceable psychedelic pop tune, follow-up to *The Storm*. Would work equally well in clubs and on top-40 radio.

ALBUMS

The Almighty*Soul Destruction* - Polydor

Currently on tour with Motörhead in the UK, soon on the road with Megadeth across Europe. This powerful +70s hard rock inspired album will kill the time for anyone who gets no sleep till one of those eves of destruction. Great God o'mighty, nod your head and *Join Bang One Time*.

Army Of Lovers*Disco Extravaganza* - Ton Son Ton

They recently appeared on an MTV-special about the importance of image-building. Well, the music is as weird as these Swedish lunatics look—one big melting pot of all contemporary dance styles. Go ape on *Shoot That Laserbeam*.

Banderas*Ripe* - London

Dance is moving away from beats and sweat and this gorgeous new album scores high on the melody factor. This summer, your listeners will be building castles of sand while listening to the Banderas on the personal stereo. *This Is Your Life* is the first single off this album.

Ashley Cleveland*Big Town* - Atlantic

The row of lady singer/songwriters seems to be endless. With her big town concrete vocals, newcomer Cleveland belongs to the ranks of Melissa Etheridge. On this surprising Craig Krampf and Niko Bolas (of Neil Young fame) produced debut album, she's even assisted by the genre's mainman John Hiatt (piano on *We Can Dance*).

Manu Dibango*Polysonik* - Bird

African music is becoming less African. On the new Dibango album, funky and jazzy styles a la Miles Davis (*Jazzeries*) dominate. After all, jazz is African-rooted too. Ten tracks, one hour total playlist.

Dinosaur Jr.*Green Mind* - Blanco Y Negro

After three independent releases, the noise boys are back on a new label, but not as loud as they used to be. Their patented steely rockers remain (*How'd You Pin*), but acoustic guitars (*Flying Cloud*) play a more important role. Produced by the band's mainstay Jay Mascis.

Maggie's Dream*Maggie's Dream* - Capitol

A '60s-style pop band, that combine the trippy acoustic style of Lenny Kravitz with the melodic sheen of Crowded House. The current single *Love & Tears* is picking up some hesitant airplay. The forceful rhythms of *Human* could break them big on EHR. Album programmers can dig deep into this inspired and rich LP and should check the soulful *One In Six* and the tuneful *Between Fear And Desire*.

Maureen*Take It From Me* - Urban

Ex-Bomb The Bass singer. *Love Conquers All* she sings--it's very likely she will do that herself too. The new trend is danceable material underpinned by strong melodies, and that is exactly what she delivers. *Mesmerise Me* is the fifth single from this album and bound to be her second hit.

Bob Neuwirth*99 Monkeys* - Gold Castle/Night

Again, the legend of MacDougal Street, where Zimmerman became Dylan? A collection of home-made songs by one of the most talented American singer/songwriters. All recorded in one take, live and directly on DAT. Another underestimated artist, Billy Swann, helps him out. Also featuring neo-traditionalist Peter Case.

Redhead Kingpin & The FBI*The Album With No Name* - Ten

It's comedy time! For once no angry young men. Rap doesn't necessarily have to be streetwise all the time, it can also be pure entertainment as well. Check out *What Do You Hate*, an extremely funny number.

Kenny Rogers*The Very Best Of* - Reprise

Two magnificent duets by the Santa Claus of country with Dolly Parton. Who could ask for more? Well, there's lots more, like the indestructible evergreens *Ruby Don't Take Your Love To Town*, *The Gambler*, *The Coward Of The County* and, of course, the lovely *Lucille*. MOR radio programmers don't be "cowards of the country".

NEW TALENT

Correcaminos*Acariciame* - Impact (Spain)

Spanish guitars on a demanding dance beat and sensual vocals on top; a very weird combination indeed. But—caramba!—it works out surprisingly well. Contact tel. (34) 96-351 5903; fax: 96-352 2881.

Dillion*Give Me A Piece Of Your Heart* - Time Production (Austria)

From the country that brought us Schwarzenegger. Less muscles though and more beats per minute. Dillion used to sing with the band Contact, who had a no. 1 hit in Austria in 1987 with the song *Schwarze Madonna*. Now he's embarking on a solo career, tough enough to compete with Falco. Contact: Christian Hempel at tel. (43) 316-918 974; fax: 316-918 904.

Izabella*I Write You A Love Song* - Virgin (Sweden)

Not your average model playing pop music. Izabella is a real talent and not a great pretender, who needs expensive producers and studios to do her thing. The catchy tune features just her lovely voice and an acoustic guitar. Contact Ulf Waldecrantz at tel.(46) 8-986 420; fax: 8-985 712.

Soul Brothers*Soul Of Sowete* - EWM (Germany)

Superstars on the South African township scene, the grounds that Paul Simon explored on his classic 1986 album *Graceland*. The Brothers don't change water into wine and hardly use any tricks to please Western tastes. Pure and uplifting music, sung in the native language. Contact tel. (49) 40-319 47 73; fax: 40-319 21 16.

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.



The Real Milli Vanilli

Last year, million-sellers Milli Vanilli caused uproar throughout the music industry, when producer Frank Farian revealed that frontmen Rob Pilatus and Fab Morvan had never sung a note on their "own" records. At the same time, he promised the launch of a new group, who would closely resemble the Milli Vanilli sound. "The Moment Of Truth", released on the BMG Ariola distributed Hansa label last month, is the first album by the so-called "Real Milli Vanilli".

by Robbert Tilli

Exit Rob and Fab. The Real Milli Vanilli credit the real singers as the following: Brad Howell, John Davis and Ray Horton. Female singer Gina Mohammed has always received her credits, as have guest musician Icy Bro and rappers Tammy T and B-Sho 'Rockin'.

The album's title is a bit cynical, considering all that has happened since last November 14, when Frank Farian made his infamous statement. Everyone will remember Rob and Fab pressurised to return their 1989 Grammys awarded for "Best New Artists". This was the same year their '88 debut album *All Or Nothing* reached no. 12 in the European Top 100 Albums, with the LP's other version, *The US Remix Album* also reaching no. 12.

These days, the duo have decided to stick to their Karsten Hein management and continue to look for a new record deal under their own name.

At the time, there were rumours *The Moment Of Truth* could face possible withdrawal. But the storms have calmed down. Chrysalis UK A&R director Peter Robinson (licence holder for Farian's Far Productions) said last year, "There's a lot of debate about the use of tapes. Milli Vanilli are not the first, and they will not be the last. There are numerous producer-orientated records. It's neither good nor bad, just the way elements in the dance market are moving [M&M December 1 1990]."

Not much has changed on the new album, which was recorded at the FAR Studios near Frankfurt. The faces are new, the sound is familiar. The first single *Keep*

On Running, released under both the original name and the new banner depending on the territory, reached no. 9 in the Coca-Cola Eurochart Hot 100 Singles, (M&M February 2)--not bad, considering the unmasking.

The album is currently no. 42 in the German charts, and has also charted in Holland, (no. 60) and Belgium (no. 33). The new single *Too Late (True Love)* is due for release on March 11.

The album is distributed by BMG Ariola in Europe, excluding the UK, Scandinavia, Italy and Greece (Chrysalis) and France (Carrere).

BMG Ariola Munich international exploitation manager Susan Armstrong says, "We hope it will sell as well as in the past. It is exactly the same music."

An extensive marketing campaign is helping to promote the album. A nationwide radio advertising campaign is currently running in Germany. European TV advertising is on MTV. Regular instore displays and widespread trade and consumer press advertising are further cementing the campaign. Throughout February and March, The Real Milli Vanilli are embarking on an extensive European promo tour which will involve major TV appearances in Holland, Italy, Spain, the UK, Belgium and Austria. A concert tour is not yet planned.

Album tracks have already been playlisted on Rete 105/Italy, Radio Club 91/Naples and SAF Radio City/Stockholm. SAF DJ Niklas Ehring says, "When Milli Vanilli's real identity was discovered, we stopped playing *Keep On Running* for a couple of weeks. But we do play the 'new guys' music, simply because it's so good."

FRANCE

Thierry Hazard

- Signed to **Columbia**.
- Publisher: **Sony Music**.
- New Album: *Pop Music* released on November 23.
- Current Single: *Poupee Psychedelic* released on November 5, at press time at no. 9 in France; no. 51 in the Coca-Cola Eurochart Hot 100 Singles.
- New single *Les Brouillards De Londres* is scheduled for the middle of March.
- Recorded at **Mercadet/Paris**.
- Producers: **Thierry Hazard/Daniel Glickmans/Bernard Estardy**.
- Marketing: TV advertising campaign (50 spots) has been run on M6 during the second half of January. A radio campaign (10 spots each) has been run on Skyrock, Fun, NRJ and Metropolys. The radio advertising campaign was rerun on Skyrock during the end of January (five spots per day).
- European releases: The album and single have already been released in Belgium and Switzerland. The single has been released in Spain only.

Thierry Hazard is heavily influenced by '60s French music. His debut album will have appeal to anyone into Nino Ferrer, Serge Gainsbourg and Jacques Dutronc. The album also has a Beatles, Beach Boys, Generation X and Jean-Jacques Goldman flavour. Happy music, just right for spring-time.

Hazard is no newcomer on the music scene. He used to be in rock band GPS (Garage Psychiatrique Suburbain), with whom he cut several singles and two albums. His solo debut album marks a new direction in his career.

The Belgian and Swiss markets have proved the most receptive for Hazard's delightful pop. *Le Jerk*, the first single off the album (over 450,000 copies sold), was also released in Holland and Spain. The second single *Poupee Psychedelic* is currently in the French top 10.

He has already done numerous TV shows in his homeland. In March he will appear on the TV shows "Dorothee" and "Star 90" (both on TF1). As the album was recorded with studio musicians, he is getting a band together before going on tour.

UNITED KINGDOM

808 State



- Signed to **ZTT**, distributed by WEA.
- Publisher: **Perfect Songs/London**.
- New Album: *Ex.El* to be released on March 4.
- New Single: *In Yer Face* released on February 4, currently at no. 9 in the UK; no. 37 in the Coca-Cola Eurochart Hot 100 Singles.
- Recorded at **Square One/Mirage Studios/Manchester**.
- Producer: **808 State**.
- Marketing: Advertisements in the printed press. Concert at G-Mexx/Manchester at March 16.
- Tour: Plans for a European tour in April and May.
- Releases of the single on mainland Europe on February 18.

Dance records seem to break all the rules these days. With a minimum of airplay 808 State's *In Yer Face* bounced to no. 9 in the UK singles chart in a mere two weeks. Only *Invicta/Canterbury*, *Metro FM/Newcastle*, *Piccadilly/Manchester* and *Radio*

Forth/Edinburgh had played the record.

This is the band's third single to achieve top-10 success. The other two were *The Only Rhyme That Bites* and *Cubik/Olympic*, both released last year.

The band are a real DIY-unit. They do everything themselves, from programming to recording, as well as engineering and producing the records. All-rounder that he is, Graham Massey is the band's main man.

Two years ago they released their debut album *808 Utd. State: 90*. The 808-ers usually deliver instrumental dance records, but some vocals have been added to the hypnotic rhythms on this little gem.

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.

Taking A Pan-Euro Perspective On Radio

After four years of trying, European private radio lobby group the Association of European Radio (AER) is about to make another go of it. One of the prime movers in the relaunch is Francois le Genissel, VP of AER and director of information at Paris syndicator Ofredia. Le Genissel speaks to Paul Andrews about why he now thinks the time is right for the AER.

Q: What is the background to the AER?

A: In 1987 Ofredia GM Jean-Michel Brosseau created the organisation as a group of programme producers, both radio stations and syndicators. With the appointment of the new president, Italia Radio director Sergio Natucci, in 1989, it was decided to develop AER objectives towards being a real lobby of private radio stations.

After an initial meeting in January 1990 at MIDEM, we decided to begin to work together in that direction. But what we didn't expect were all the other events of last year: German reunification, Italy finally deciding to push through its media law after so many years, and so on. Our national partners were very involved in those domestic issues, so we realised that in 1990 we had maybe been too ambitious to work on the European context.

Instead, we decided to take a lower profile at that stage, and think more about trying to build the AER in a more flexible way, and about what help we can provide our members on a European level. In a practical sense, the organisation has been dormant for a year and requires a total relaunch, which is the stage we are at now.

Q: What are the aims of the AER now?

A: In simple terms, our goal is to be for privates what the EBU is for public radio. We want to gather knowledge about, and on behalf of, Europe's private radio stations; to develop an overview of the very different laws on regulation, authors' rights and so on in each country; to study technical standards; and to have a dialogue with the EC.

As 1992 approaches, the EC is becoming important to us all. It is now about to prepare a report on the radio industry in the Community, as it did for TV. Apart from us, there will be nobody to speak for the private radio stations, especially the smaller ones. Public radio has the EBU to represent it, and community stations have their own group, but neither is representative of the whole spectrum, either in terms of audience or business.

Our basic stance is to back moves towards freedom in broadcasting. That is the trend across Europe at the moment, although it

is at a different stage everywhere. In Holland, Austria and Sweden there is no commercial sector as such, while in Belgium there are many restrictions on private stations. In contrast, France and Italy have very highly developed private radio sectors, but also have a lot of problems with authors' rights questions.

We do not intend to interfere with the particularities of each country, but representatives from any territory may come to us with a particular problem they have, a regulatory question for instance, and ask us to put a European per-

Bernd Rieger of the VPRT in Germany, plus Spanish, Portuguese and Greek organisations, Italy's Federradio, and of course a French group, SIRTI. We are also talking with Norway's Norsk Radio Forbund, the Belgian VEBORA and a Finnish association. We have even been approached by a Polish private radio association, so we have to deal with that new reality, too. We can no longer consider a true European association without the Eastern countries.

In practice, we don't expect to attract the very big stations, like RTL and Europe 1 in France, which existed before the emergence of the FM sector. They already have ties with the EBU and parts of big multimedia groups which can find a voice of their own even on a European scale.

The people who do need joint representation at a European level

"In simple terms, our goal is to be for privates what the EBU is for public radio."



Francois le Genissel

spective on it. We can't lay down the law to them, but we can help them prepare a case, through comparative studies with other countries, to present to their own authorities.

Q: To whom is membership open?

A: Initially we are working with the national organisations in Europe that represent private radio. We have been in touch with Brian West of the UK's AIRC,

are the smaller FM radio networks. For each of them to be heard by the EC, for instance, would require too much energy. A few, such as NRJ/France, SER/Spain and Rete 105 or Radio Dimensione Suono/Italy could probably afford it, but they are still only individual stations, not necessarily representative of a whole sector.

Q: Are programme exchanges and co-productions still part of the plan?

A: The formation of a lobby group is the main objective of the association at the moment. But I also hope that we will find some way of co-operating together in programming, to make real

"We can no longer consider a true European association without the Eastern countries."

European productions. We haven't yet found a way to do that—there is no miracle solution.

Q: As a programme producer and syndicator, what vested interest does your firm, Ofredia, have in the project?

A: Obviously, as a company with about 60% of its activity on an international level, we have an interest in understanding what is happening around Europe, over the issues such as rights and regulation that I mentioned previously, and the problems and needs of radio in each country. Also, we have used a lot of our personal contacts to help set up the Association.

But in helping set it up, we are perhaps more credible than anyone else, because we are not a broadcaster.

Q: But this group would make a very good client base for you, wouldn't it?

A: Yes, that's right, but it's not our motive. It's true that we used our contacts to bring many of these people together, but there are many people interested who have never done business with us, and probably never would. And there are other people who have been involved for some time, like Sergio Natucci and RTP/Turin MD Carlo Degiacomi, who have no reason to do business for Ofredia.

Q: How will the AER be structured?

A: The organisation will be very light. We don't want to have a permanent bureau, but may take advantage of some of the structures which the national associations have in Germany, the UK, France and so on.

For example, the VPRT has recently appointed an official to gather information on a European level, and we are hoping the AER will be in permanent contact with him and able to share his findings.

It is important to bear in mind that most of the members will not be very rich, so it will be difficult to ask them to invest a lot of money. At the beginning, we have to have a very adaptable structure, to be able to respond to our own development. Perhaps by the end of 1991 or early 1992 some-

thing more permanent will fall into place, in time for the Single European Market at the end of 1992.

I'm cautious about how fast we should develop. Many people

are not yet really aware how important the European dimension is. Only when they figure out that some problems have to be dealt with at a European level will they start looking for a structure that can deal with them. We hope that we will be the structure.

Q: How do things now stand?

A: The idea of the association was aired at length at a conference in Luxembourg, Private Radio And European Information, held January 31-February 1. Although many of the stations represented there did not fit the profile of AER members, being municipal or community services, there was a lot of valuable debate about the direction of the group.

More importantly, though, was the response of the European Commission representatives. They have promised to co-operate with us in the lobby work we want to do, effectively recognising our credentials. And they may even be prepared to subsidise the AER.

That leaves us in a far better position to get a firm structure in place. The latest stage was a meeting in Paris on February 22 between myself, Brosseau, Bernd Rieger, VPRT consultant Marie-Louise Grosser-Peclum, Sergio Natucci, Carlo Degiacomi, and Emidio Rangel of the Portuguese association.

That was basically a technical meeting to reconsider the basic principles of the association. These are now being drawn up by the VPRT and its lawyers, after which we can fix membership rates. By about March 15 we hope to be able to bring all the national associations together to sign their affiliation to the AER.

Francois le Genissel studied political science and journalism in Paris, before joining Radio CVS/Versailles and later Europe 2's Paris affiliate Hit FM as a journalist. After working for a number of French newspapers and magazines Le Genissel became one of the team that launched national public service all-news station France-Info in 1986. One-and-a-half years later he joined Ofredia, where he is now director of information. He is 35.

When all is said and done, it's the DJ who really holds the key to which dance, house, rap or techno artists get exposure and subsequently go to air on radio. Here M&M profiles three DJs, one each from Berlin, Paris and Amsterdam, and asks them how they feel clubs have influenced the dance scene, and as a consequence, the charts and radio formats.

by Howard Shannon

MAXIMILLIAN LENZ, AKA "WEST BAM", LOOKS disappointed.

The evening after our meeting, Berlin's main techno/house club, the 600-capacity UFO, is due to close because of noise complaints. Lenz won't be in town. He is to guest DJ at a club in Zurich. "UFO," he ventures, "was the only regular club enthusiasts could go to every weekend."

Berlin is a city of 3.5 million people, so surely market forces throw up venues? Lenz nods in agreement. What's more, he detects an ever-growing demand for dance, especially from eastern Berlin. He leans forward and raps the table. "But there is nowhere near as much German national interest in dance as there is in the UK. Nowhere near comparable."

Lenz sees the dance format as being contagious. "It's something people are confronted with. They go into a club and they see other people freaking out, screaming and throwing themselves on the floor. I know of people who had never heard of house, yet went to UFO and came out converted."

A club in Potsdamer Platz, on the old border of East and West, now wields the cutting edge. It is an old bunker, not far from where "The Wall" concert was staged last year.

Radio in the city is not considered capable of breaking new acts. "There is not one radio station that playlists permanently in that direction," says Lenz.

The closest is the left-wing **Radio 100** and former East German state radio **DT 64**. "They have a very good show called 'Dance Hall'. Our concept, though, is very different to the concept of radio. We are never influenced by them and they are not influenced by us."

But Lenz sees one exception: specialist programming, particularly on **Radio 4U**. "When it comes to a programme where they play one hour a week hardcore music, this is a result of what we are doing. But it's so little."

Lenz monitors three dance charts in Germany: **Network Press**, **Hammer Music** and **Disco Mix Club**. Yet in his opinion, product that spills over into the national pop charts is "not really the best sort of dance".

Good dance music, it is argued, is born out of social influence and pressure. Recent news reports from the reunified city have shown rival anarchic gangs rioting. "So we have this very aggressive, hardcore techno scene. Nobody sings for the whole night, the sequencer never stops and people just scream."

Lenz pauses. Then smiles. "The other thing I must say is that Germans cannot sing. It is easier in the English language to react to political situations."

"Germans cannot sing!! I think it is easier in the English language to react to political situations."

In a semi-derelict building, a 15-minute U-Bahn ride out from Berlin city centre, Lenz and two colleagues run the well-equipped studio-cum-label, **Low Spirit**. Here they create and remix material that sells on export twice as much as it does in the German

market. Product is not issued on licence, but is rather bought outright by German dance distributors, **Discobox**.

Born in Munster, Lenz started seven years ago aged 18. He recalls the dance concept then in Germany was simply coined "weird music", with the main source being imports from the UK. One of his first gigs in Berlin was playing Hi-NRG at a venue called The Metropole.

Dance Music: A View From

BERARD "LA TORTURE" GUILLAUME CLAIMS TO BE ONE

of only four dance DJs in Paris playing house and techno. It is perhaps because of this fact that a streetwise grin breaks out. "When I plan to be away from the city," he laughs, "I must first liaise with the other three to make sure no 'underground' club is left without a DJ."

Yet the situation in France three years ago was even worse. Observers reported then that the burgeoning pan-European dance format was hardly anywhere to be seen. Or indeed heard.

Guillaume praises the efforts French radio is now making to try and break the format, particularly Paris-based stations **Radio Nova** (where he presents a weekly show), **Maxximum FM** and **Futur Generation**.

And he readily agrees with those in the industry who believe there is an undeniable link between what fixes club audiences one day and subsequently then airs on radio the next.

"But **NRJ**, **RTL** and **Europe 1**," he says, "only think they playlist sufficient dance. What they air is crossover product from the French charts."

However, it is good to hear stations play it. But now club-goers and radio listeners are beginning to hear the difference between artists who produce 'pure' dance, and those who allow themselves to be dictated to by what labels see as being the trend." Guillaume updates his record collection (almost exclusively 12 inchers) by buying imports in London, Amsterdam and Brussels on bimonthly sorties. He spends typically Ffr3,000 (app. US\$550).

"And if I have friends travelling to New York and Detroit, I ask them to buy new product for me." But he declines much of Belgian new beat, Italian house and even French dance product.

From there it is a simple matter to transfer his enthusiasm onto the dancefloor. "The problem is the lack of retail stores. Two years ago, a US-only importer **Bonus Beat** opened in Paris. But it has closed. People didn't understand what it was selling." He claims his fellow countrymen "only take to new music if they can quickly understand it". Dance retail stores in Paris, ventures Guillaume, can be counted on one finger. "There is a shop selling Belgian product only. If you want some US stuff, you must go to a mail-order importer. It is not like London or Amsterdam, where there are 20 shops where you can find 20 different songs."

His aim now is to get on label mailing lists, which at present he is not. (Home: +33 1 42781252.) "For really fresh new product, I rely on friends who are working the clubs in London. I get nothing on white label, yet this is where the more interesting stuff surfaces first."

"The only way record companies here in France can break the format, and so individual artists, is not only on radio but primarily in clubs."

The conversation turns to the perceived-as-limited situation in French dance today. It is illustrated by memories of a live on-air dance party thrown by **Maxximum FM** last November.

Dutch DJ **Eddy De Clerq** had been asked to guest and arrived in Paris with a representative of Amsterdam-based dance label, **Go Bang!**

Details Guillaume, "Eddy got a call first from one of the station's organisers asking what style of music he would be playing. The man insisted there should be no techno, so already he was limited. And then the representative was on hand throughout the broadcast checking and okaying all the records Eddy played. He said he wanted nothing hard, he'd rather have soul house."

Yet while the obvious limitations of radio are accepted, with no great criticism of the **Maxximum** policy, Guillaume adds, "now Parisians are beginning to like techno, but only because I'm playing it."

You don't know what you like until you've heard it, he suggests. "Give it another three years, and the scene will be fully mature."

"The problem is the lack of retail stores. Two years ago, a US-only importer Bonus Beat opened a Paris store. But now it has closed. People didn't understand what it was selling."

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BELGIAN-BORN EDDY DE CLERQ, STAGENAME "EDC", HAS an impressive knowledge and understanding of dance and house music. Aged 35, his reputation is now such that his name is deliberately headlined and plastered on bills across the Benelux countries. He also books dance and house music at The Roxy club in Amsterdam,

"In my opinion, radio should come out of the moment. I would love to see a Kiss FM-type station, though perhaps with more world music."

has close links with leading Dutch label **Go Bang!**, was behind the pan-European hit *House Of Venus*,

compiles a top 10 dance chart in specialist magazine *Disco Dance* and fronts a weekly show on **Radio AFN/Amsterdam**.

De Clerq is disarmingly modest about his achievements, yet forthright in his views on three specific points: he hates Dutch national radio; *always* breaks a record through the clubs first ("because that's where you experience dance"); and argues "major labels here do not see the importance of dance and club music... or indeed of the dance DJ".

Majoring on radio, he argues that the lack of clear formats in Holland is holding back many dance artists. "**Radio 3**, for instance, programmes for people as if they are stupid.

"In my opinion, radio should come out of the moment. I would love to see a **Kiss FM/London-type** station, though perhaps with more world music."

On the Amsterdam-only cable station AFN, he enjoys "total programming freedom", and gauges the show's direction by what he hears people in clubs saying about it.

De Clerq is critical of major labels, although he falls short of criticising any by name. "In Holland, they do not see the importance of dance and club music. And worse still, they don't see the importance of the dance DJ."

So how does he update records? "I just go where there is vinyl. I find them at jumble sales, in stores, from import shops, get them from friends, people who make them give them to me, and sometimes I make them myself. I don't need any record company to give them to me free."

He receives *no* white labels? "Sometimes. The Dutch majors don't do it though." It transpires his main source of promotional copies are from

Go Bang!, **Globestar**, **Low Spirit**, **Berlin** and Belgian label **Play It Again Sam**.

He stops to gather his thoughts,

"House artist Tod Terry has influenced a lot of people with his freestyle house. Mind you, much of his stuff only has a club shelf-life of one week."

before adding, "I'm not saying that the majors are stupid though. It's just that sometimes they don't even know what dance artists they have on their roster."

He particularly cites the indie **Globestar** (affiliated to **Ace**) as a prime example of a company having got its act together. "Ahead of its time, in fact." And goes on to make a point of praising house artist **Tod Terry**. "He has influenced a lot of people with his freestyle house. Mind you," laughs De Clerq, "much of his stuff only has a club shelf-life of one week."

He defines dance as "music that moves you", and seems happy to play ball on a suggestion that artists from the '60s were working an early version of the format.

He views today's Dutch generation as "very broadminded" and who like a wide variety of styles. "The exception perhaps is a small group who are still stuck on acid and English trends."

De Clerq began as a DJ in 1976, switching from his native city of Brussels to Amsterdam. Working to an audience of typically 2,000-4,000, he began to mix jazz, African, '50s songs and "some disco". Later he started the De Kore club ("playground") and featured a cross of punk, disco "and anything wicked".

He returned to Amsterdam in 1990 after two years in New York and delights in playing "kitsch" product, listing **Tom Jones**, **Engelbert Humperdinck** and **Nancy Sinatra**. "And to see punks dancing to **Lulu** is very strange."

Basinda Thee DJ's Winkies Disk

Da Na (ɑː nɑːn) n. in China Sea. Pop.: 492 1973 est. former na.
Danaus ('dæniəs) n. Greek myth. a king of Argos w. fifty daughters, the Danaides, to kill their bridegroom. their wedding night.
dance (dɑːns) vb. 1. (intr.) to move the feet and body rhythmically, esp. in time to music. 2. (tr.) to perform (a particular dance). 3. (intr.) to skip or leap, as in joy, etc. 4. to move or cause to move in a light rhythmical way. 5. **dance attendance on** (someone). to attend (someone) solicitously or obsequiously. ~n. 6. a series of rhythmical steps and movements, usually in time to music. 7. an act of dancing. 8. a. a social meeting arranged for dancing; ball. b. (as modifier): a **dance hall**. 9. a piece of music in the rhythm of a particular dance form, such as a waltz. 10. dancelike movements made by some insects and birds, esp. as part of a behaviour pattern. 11. **lead (someone) a dance**. Brit. informal. to cause (someone) continued worry and exasperation; play up. [C13: from Old French *dancier*] — **danceable** adj. — **dancer** n. — **dancing** n., adj.
dance of death n. a pictorial, literary, or musical representation, current esp. in the Middle Ages of a dance in which living people, in order of social rank, are led off to their graves, by a personification of death called (French) *danse macabre*

After "Esta Loca" reached n° 15 in Holland's TOP 40 and n° 8 in the Dance Charts.
 After France's smash hit "The Party" n° 4 in the TOP 50 and n° 1 in the clubs.

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ARS

Alongside heavy metal, jazz, and alternative music, dance has long been just another of the "specialist" musical styles shuffled by mainstream radio into off-peak hours and isolated from the prime time of chart-based programming. Until now.

by Paul Andrews

The early '90s have seen a massive upsurge in the popularity of dance music, with crowds flocking back to the clubs throughout Europe—and buying the records they hear there.

More so than most other forms of music, dance has remained a single-orientated format. While the growth of the CD has turned pop and rock fans away in their droves from the 7" format to digital audio, dancefloor sounds have remained a mainstay of 45rpm vinyl.

The style appeals strongly to the younger end of the market, those without the money to invest in hi-tech audio hardware.

Motivated more by the danceability of one particular sound than a general overview of an artist, their tastes tend towards a format, the 12" maxi-single, which offers them a selection of mixes of the

same track.

Conversely, among the most creative artists have been those working on their own, mixing on home equipment. It has become increasingly easy to create a club hit, and sales, without the backing of a major record company or the resources to build an entire repertoire.

Shuffling Dance Into Mainstream Radio



Playlist Through Chart Shows

As a result of this particular bias towards the single, dance sounds have more than ever found their way into the charts, and so into the chart shows—often backed by little airplay elsewhere on radio.

With radio now expanding and diversifying throughout the Continent, programmers have naturally shown interest in a musical form which offers an appealingly young demographic profile with a cutting edge (while they may not necessarily invest in expensive consumer goods, the under-24s have growing disposable incomes to spend on leisure, fashion and music). Thus, the dance format was born.

The challenge facing the programmers, was how to adapt sounds designed for late-night dancing to round-the-clock radio that

people will listen to at breakfast, at home, at work and in the car as well as at parties. How easy is it, and how well have they done?

A suitable framework for the format in Europe is Kiss FM/London. The ex-pirate so impressed the Independent Broadcasting Authority (now the Radio Authority) with its application for an incremental licence in the city,

(continues on page 20)

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(continued from page 19)

that an extra frequency was found for the station. After six months on air, ratings organisation JICRAR credited Kiss with an 850,000 15+ weekly reach, 80% of them aged 15-24, to which the station adds under-15s to claim an audience of one million.

Wesker Pleasantly Surprised

Kiss FM head of music Lindsay Wesker declares himself happy that the service has managed to achieve that without compromising on its "hard-hitting" content.

"We are pleasantly surprised with the response," says Wesker. "To get to this level of audience, the station and its programming has obviously developed, but we have not had to move away from our original intentions.

"We realised pretty soon that we were going to have to give it to them perhaps a little less hard, less quickly. Even the most hardened dance fan doesn't want to listen to underground club mixes at eight in the morning.

"What we've done is move in more familiar dance music, especially in the mornings. After midday we still find that we can start letting all hell break loose."

Wesker stresses, however, that "familiar" dance music doesn't mean pop. "If Madonna or The New Kids On The Block make a good dance record that fits our format, then that's great: we'll play it, it should appeal to our listeners and it may even get a few of their fans to tune in. What we won't do is play something just to attract listeners—that would just lose us our core audience."

This, he says, is where Kiss differs from the established US "urban" stations. "We are far more hardcore than almost any black American station.

"They put in a high proportion of inoffensive formulaised swing records and ballads just to broaden their audience. They're not playing hardcore hip hop or rap, which we find easy to fit into our format."

But Wesker realises that the London market can handle a station

like Kiss better than many others. "This city has a big, young, streetwise crowd who are into dance music and form our core audience. The nearest competition is Capital FM which has a really down-market image.

An Aware Audience

"We can deliver advertisers an aware audience, tightly targeted on 15-24s, but enough of them to make an impact. I don't know how many cities there are in Europe where you can do that and stay true to a format like ours."

One city where the targeting has been tried, but the approach has been different, is Paris. Here, according to the IPSOS survey of December 1990, **Maxximum FM** reaches 283,000 listeners aged 12+ every day, a 3.3% penetration. Of these, 57.4% are aged 15-24, 21.3% 25-34. Nationally, its network claims a 1% daily reach.

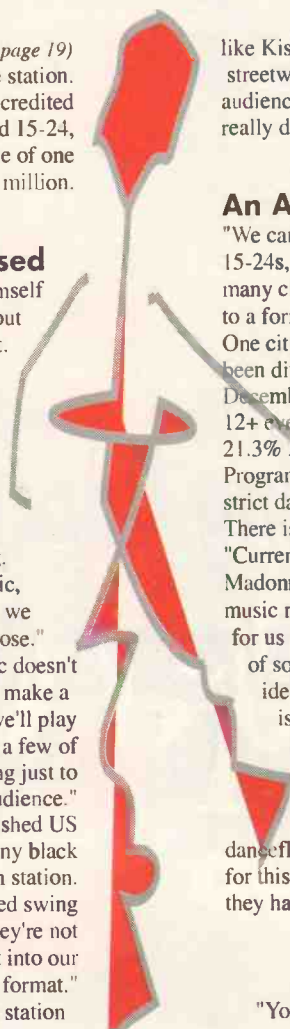
Programme director **Michel Brillie** says of Maxximum, "It is not a strict dance format, but closer to CHR dance—definitely uptempo. There is a lot of rap, house and hip hop, but also pop and rock.

"Currently the playlist extends from DNA and KLF to Deee-Lite, Madonna and even **Kylie Minogue**. We prefer to be curious about music rather than sticking to a strict brief. Something that is good for us is innovative, has got a beat and doesn't sound like a rehash of something we've heard 17 times before. In those terms, the ideal track for us is something like **Enigma's Sadeness**, which is hardly a record that could be played too much in the clubs.

Brillie defines the Maxximum audience as "trendsetters and music leaders", curious about music and aware of it. "They are clubgoers, certainly," he adds, "but on the radio they don't just want to hear the same music as they do on the dancefloor. That's the secret of programming a successful station for this target in a market as competitive as Paris: recognising that they have a broad outlook.

Lessons To Be Learned

"You can learn from clubs in programming radio, but you cannot
(continues on page 22)



forthcoming attractions

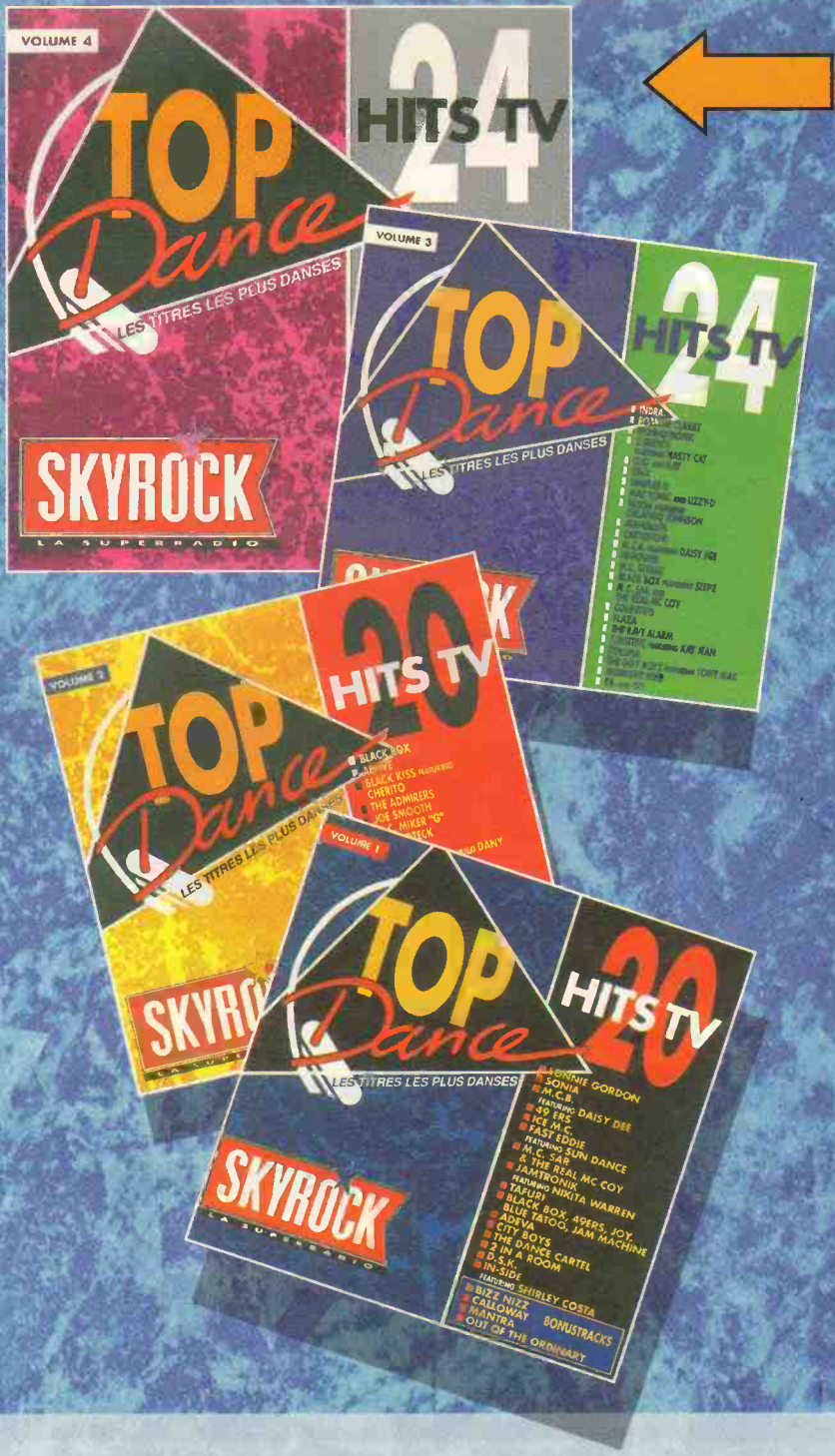
innocence remember the day
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monie love vs adeva ring my bell
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Dance

ALL THE TRACKS YOU CAN DANCE TO



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24
NEW
HITS**

*(continued from page 20)***Lessons To Be Learned**

"You can learn from clubs in programming radio, but you cannot simply transfer the format, because you can't transfer the atmosphere or the captive audience that go with it."

Brillie says he fills that void through the commitment to innovation, maintaining contacts around Europe and the US to pick up the latest trends and sounds before they reach Paris dancefloors.

"The result of that," he claims, "is that a recent survey found Maxximum to be the favourite station of club DJs. We lead them rather than follow them."

Although Maxximum is a long way from the top of the Paris regional ratings (IPSOS puts it in 15th place),

Brillie says advertising support is growing.

"Our clients appreciate being able to reach an audience of this profile so effectively. Products with a specific market among them are strongly represented on the station--fashion clothing, jeans, soft drinks, some cosmetics, and so on."

Meanwhile, one of Maxximum's bigger crosstown competitors, **Skyrock**, demonstrates just how important dance is becoming in mainstream tastes. Rated number six on the IPSOS survey with a 9.1% reach (796,000 listeners daily), and backed by an extensive national network, the station now finds 50-60% of its top-40 led programming is now dance music.

Comments programme director **Laurent Bouneau**, "Dance is becoming very important to us. The EHR format has taken a lot of it on board and brought it into the mainstream, and it's clearly a far more creative genre at the moment."

"We define it very broadly, though. That percentage includes any music you can dance to: not just club music, house, acid and so on, but also anything from Kylie Minogue to **Janet Jackson** or **PM Sampson**."

Attracts Teenagers

Bouneau finds the genre important for attracting the lower end of his 15-25 target demographic. "There is a very strong appeal among 15-17 year olds, which is why we programme it so extensively--to get them to tune into the station. Older listeners don't have such a strong taste for it, which is why we haven't moved over to it exclusively."

Italy's leading station for dance, **Radio DeeJay**, is another which has found it a good way to attract younger listeners. Although primarily devoted to top 40 music, it has found that the best way to win the teenage after-school audience is with a three-hour dance programme, "DeeJay Time", aired weekdays from 14.00.

Station director **Claudio Astorri** claims it is Italy's most popular afternoon show. "The audience is very often kids who love the music but are too young to go out to the clubs in the evening, so this is their only opportunity to hear the music."

"We like to keep them in touch, and do a lot of research around Europe to pick up new sounds, as well as employing DJs who themselves work in clubs around Italy."

"The format of the show is very young. It is fast-moving and fun, and people never know what to expect. Often only a minute or so of a track is played, just as a taster, before we move on to something else to keep their interest up. The whole thing is geared towards the kids."

But dance has also crossed over into DeeJay's main programming, too. Like Bouneau, Astorri adopts a broad definition of the genre, but finds "danceable" tracks from artists such as **Lindy Layton**, **Cathy Dennis**, **Adamski** and **KLF** fitting in side by side on the playlist with **Madonna** and **Rick Astley**, as well as non-dance artists such as **Sting** and **INXS**.

Limited To Cities

In general, however, dance remains a large market format. Kiss, Maxximum, Skyrock and DeeJay all serve major cities or national territories. Outside urban areas, club-going 15-25s remain a niche



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Maxxim, Skyrock and DeeJay all serve major cities or national territories. Outside urban areas, club-going 15-25s remain a niche too small to attract the full-time interest of programmers and advertisers.

An exception is Nuremberg, medium-sized (approximately 500,000) but a highly competitive radio market. Following a poor showing in regional ratings a year ago, local rock station **Radio N1** reformatted to top 40/dance.

Explains programme director **Cetin Yaman**, "We realised that dance was becoming very popular in the charts, so we decided to make a go of it. I think our area is just big enough to support it, although we have to take it step by step. Germans are not used to formatting in general, and dance in particular."

As a result, crossover material still takes a prominent place on N1, with **George Michael** and **Londonbeat** playing alongside house and rap tracks.

"We define the extremes of the format by asking ourselves whether any of the tracks can be played back to back with any other. As a result, the most rockish we get is **INXS**, which is compatible in those terms with quite hard dance sounds."

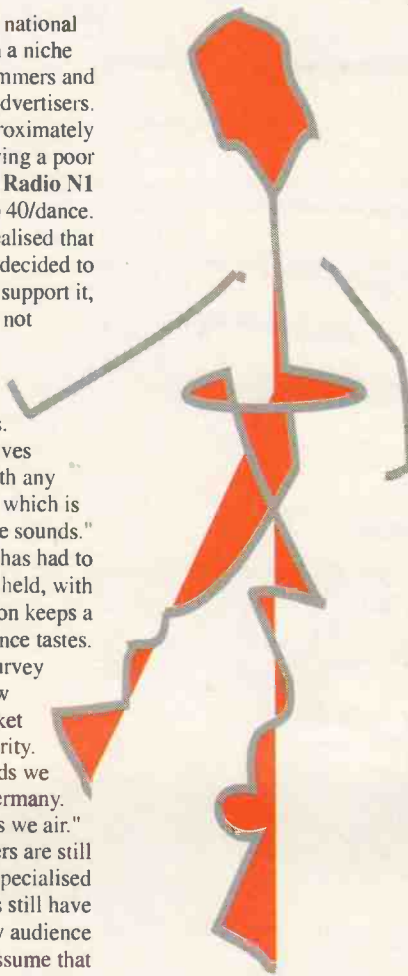
Serving such a comparatively small market, N1 has had to promote itself hard. Regular dance parties are held, with international DJs invited to add prominence, and the station keeps a close eye on local clubs to stay in touch with audience tastes.

In the absence of ratings, however (the annual **BLM** survey is currently under way), N1 has few ways of telling how successful it is. But Yaman says the local record market provides some indication of popularity.

"Labels and stores tell us that a lot of the dance records we play sell far better in Nuremberg than elsewhere in Germany.

They also get demand for the imports we air."

But without solid audience figures, many advertisers are still reluctant to use the station. "We have good links with specialised sectors like clubs and boutiques," says Yaman, "but others still have a problem coping with a station that has such a narrow audience profile. If they don't like the music, they will just assume that nobody else listens either."



"We realised that dance was becoming very popular in the charts, so we decided to make a go of it .although we have to take it step by step. Germans are not used to formatting in general, and dance in particular."

- Cetin Yaman, Radio N1



Cetin Yaman, Radio N1

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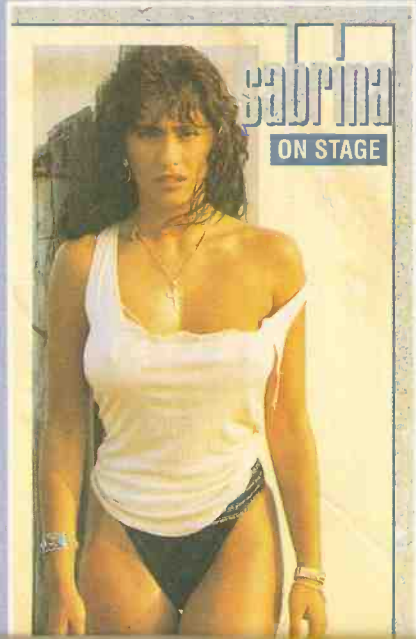
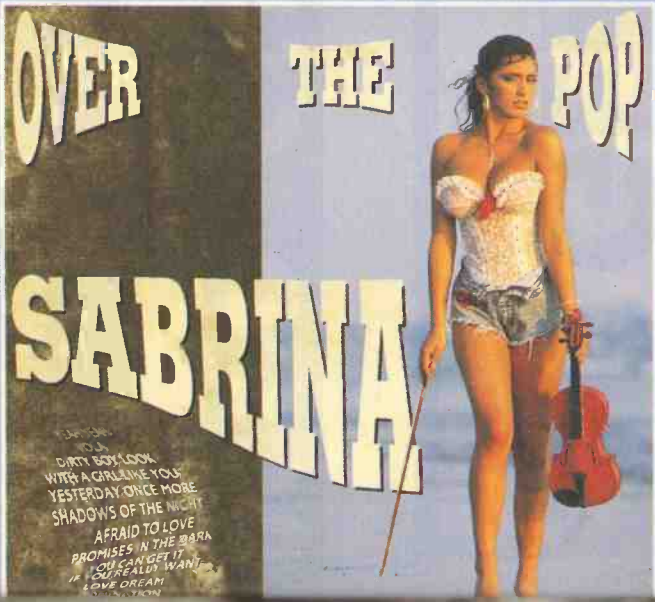
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RADIO PLAYLIST PET OF THE MONTH



SABRINA

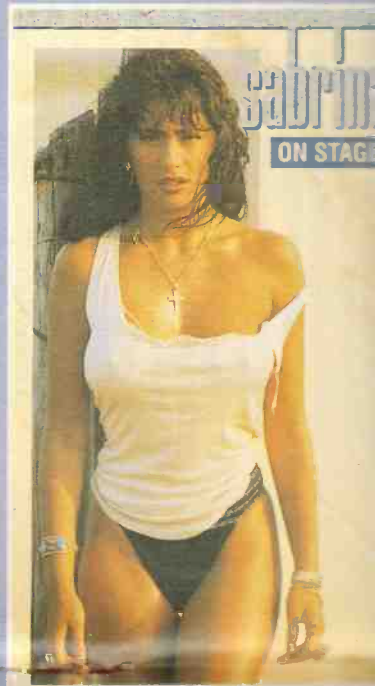
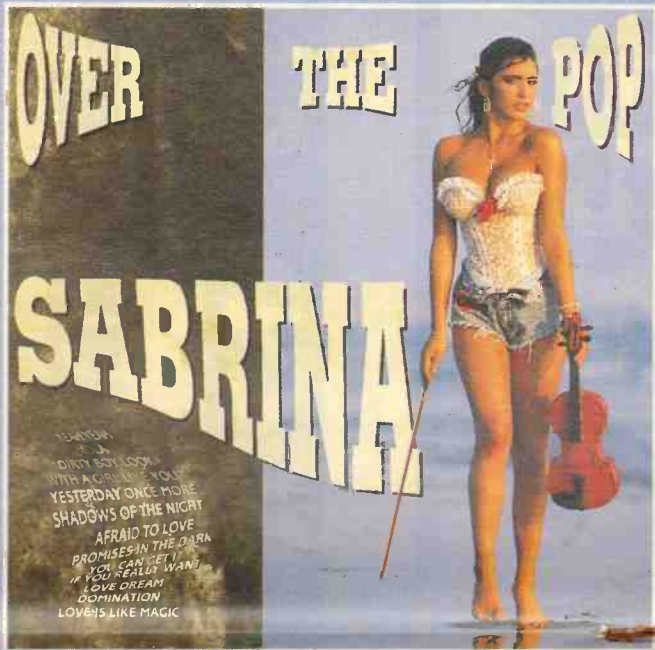
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RADIO PLAYLIST PET OF THE MONTH

SABRINA

VHS "ON STAGE"



082 554-3



CD LP MC "OVER THE POP"
RELEASE DATE: MARCH '91
MUSIC: POP
COUNTRY OF ORIGIN: ITALY
EXECUTIVE PRODUCER: MENZIONE
MANAGEMENT: MENZIONE
LAUNCH CAMPAIGN (key factors):
SANREMO '91 - TV CONTEST
TV ADV CAMPAIGN ON TELEMONT CARLO
PRINT ADV ON MAJOR RAJES



082 554-3



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PRINT ADV ON MAJOR DAILIES
HEAVY AIRPLAY ON MAJOR F.M. NETWORKS
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Dance music continues to be one of the most exciting musical genres. The recent multimillion dollar licensing agreement between Belgian label ARS and Sony Music International, is proof of its increasingly important role. Major companies have been pressured into launching specialised dance outlets, to compete with the independent labels who still have the edge on new trends. M&M has talked to some of the main European dance labels on the often specialised marketing ploys needed to push product into the mainstream.

by Robbert Tilli

The marketing of dance differs radically to other forms of contemporary music. Clubs, and to a lesser extent specialised retail outlets, play a vital role in this process. Radio stations, on the other hand, do not. With the exception of dance stations like Kiss FM/London and Maxximum FM/Paris, radio broadcasters are very bottom of the list of priorities. Labels first service the club scene with white label copies to gauge early reactions. Once a buzz at retail level has been achieved, it is time for radio to step in.

ARS (Belgium)

- Main dance acts:
Technotronic ●
Quadroponia ●
M5D ●
Hi-Tek-3 ●
Rosalynne Clarke ●

Pump Up The Jam was the first big hit for ARS. The label is distributed by Sony Music in Europe except Benelux (CNR) MD Patrick Busschots: "A dance record can very well become a pop record. *Pump Up The Jam* began its way to success in the clubs. The band's second record didn't depend on club reactions so much. And the third single just rocketed into the charts. That's when the fun stops for DJs. The thrill has gone. They want to make themselves important. Of course we play on this. For a new Technotronic record we do promotion in the old-fashioned way, promoting radio first and then everyone else.



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- B/2 Here We Go (C & C Radio)

COLUMBIA





Mylène Farmer

"I think dance will become more melodic. There are many instrumental records in this area, but the real hits are vocal versions. Look at **Snap** and **Milli Vanilli**. People want to see living creatures singing and dancing, not computer mummies. It's all about identifying yourself with the stars."

Antler (Belgium)

Main dance acts:

- **Gold Sensation**
- **Rave Busters**
- **Miss Nicki Trax**

Antler releases five or six 12" singles a month, mainly of an "indie" nature. Belgian radio is not very receptive to dance music. **Radio Contact/Brussels**, **Radio 21/Brussels** and **Radio Antigoon/Antwerp** play dance at set times.

MD Roland Beelen: "We sometimes play our records over the phone to retail outlets. The shops are a priority in promotion, because that's where DJs go. During the first stage, we don't even go to the radio stations, unless there is potential for crossover into the pop market. The future is very bright for techno dance. At least that's where we have our biggest successes."

"People want to see living creatures singing and dancing, not computer mummies. It's all about identifying yourself with the stars."

- Patrick Busschots, ARS (Belgium)

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SWINGING, HUGE AND EVER-PULSATING.....



Arcade (France)

Main dance compilations:

- Top Dance
- Dance Dance Dance

Arcade takes a totally different marketing approach. Since it only releases dance compilation albums, it depends a lot on TV merchandising.

Public relations director **Nicolette van Galen**: "It's a lot less expensive. The product 'dies' soon after its release, so every campaign is very short. Every three months we launch another *Top Dance* compilation, featuring new names. It's impossible to mention names of artists, because that doesn't matter at all in this branch. We sell about 150.000 units of each product.

"*Top Dance* was originally a radio programme on *Skyrock*, the compilation is based on it. Apart from the *Top Dance* series we've also got the *Dance Dance Dance* compilations, which we've licensed to *Metropolys*, another FM dance station. But they're more into old dance records from the last 10 years."

Polydor (France)

Main dance acts:

- Latino Party
- Beckie Bell
- Mylène Farmer

Dance department marketing manager **Hugue de Salvatore**: "*Latino Party* are a French band with an international flavour. Their third top 50 single *Tequila* has already been released in Italy. Germany and Holland will follow.

"Generally we begin to work on club promotion. We send 12" records to 600 different clubs. Two charts are important to us. These are *Media Club* and *Top Dance*. The first is broadcast at *NRJ*, the latter on *Skyrock*.

Voltage FM is another dance-orientated station. National radio doesn't play dance at all. The specialist magazine *De La Dance* is also worth a mention.

"We are open-minded to all kinds of dance music. *Mylène Farmer* is not really a dance act, but in a way she is. She gets massive club support. In France, rap and dance make a good combination, as do jazz and dance. To market just rap is more difficult. Creativity and mixing cultures keeps things fresh."

Swemix (Sweden)

Main dance acts:

- Dr. Alban
- Dayeene
- Kayo
- Sons Of Soul
- The Cool Runnings

In Sweden dance is all music you can dance to, it is not as split as in other European countries. In the clubs they do not play just one style, like house or rap, they play a mix of different contemporary styles.

Label manager **Rene Hedemyr**: "In the beginning we only had to concentrate on the artists, now we have success with *Dr. Alban* we have to concentrate on the marketing side as well. Unfortunately I don't know much about marketing regular pop music, because we're a specialised dance label. I think it's easier to get regular pop on the radio than club records, especially on national radio.



Dr. Alban



Maureen

"That's why we cover 150 naerradio stations. We've found an angle to promote our products. Also we service the record shops. But it remains very hard to market dance records, they don't want to have overstock with 12" records.

"There are two different types of dance records, the rhythm-based club records and the non-club records, which have turned into dance records. These will become more important."

Polydor (UK)

Main dance acts (also on the Polydor-owned labels **Big Life/Love/Desire/M** and **G/Urban**):

- Maureen ●
- Kathy Dennis ●
- Lisa M. ●
- MC Eric ●
- MC Buzz B ●
- Blue Pearl ●
- Junior Read ●
- Soup Dragons ●
- A Man Called Adam ●
- Yazz ●
- Love Ink ●
- Roman ●
- Nikki ●
- Zoe ●
- Double Trouble ●

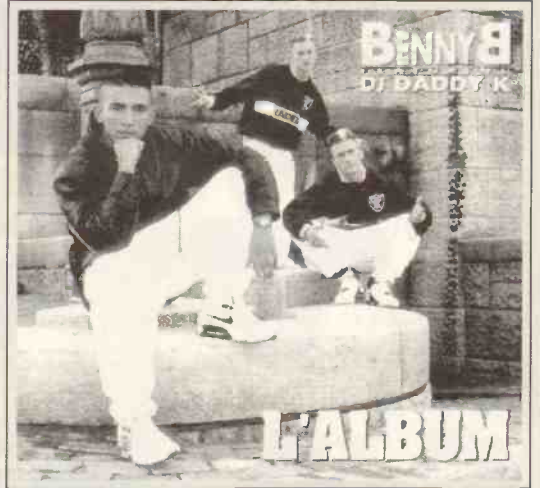
Dave Dorrell's Love label recently signed a worldwide deal with Polydor. Dorrell,



Lisa M.

"I think it's easier to get regular pop on the radio than club records, especially on national radio."

- Rene Hedemyr, Swemix



7" / 12" / CDMAXI / LP / CDLP / MC
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 NETHERLANDS AND BELGIUM.

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KIWI : 7" / 12" / CDMAXI

ONE SHOT : 7" / 12" / CDMAXI

MASTERMOVE : 7" / 12"

BART HERMAN : 7"

DON VITO : 7" / 12" / CDMAXI

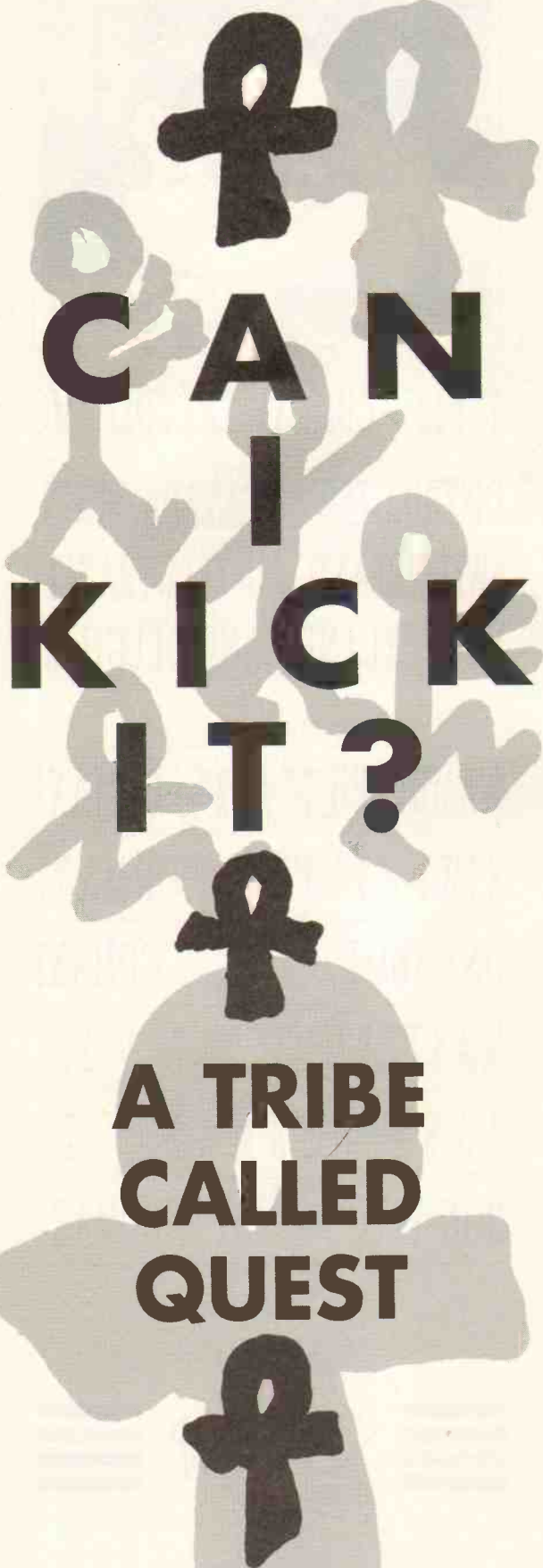


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from their album
**People's Instinctive Travels
 and the Paths of Rhythm**



(of M/A/R/R/S fame) is one of the most respected people on the dance scene. The Love label will be exclusively marketed by Polydor.

International marketing manager **Alastair Farquhar**: "It is important to create a profile for a record before its official release. Dance music is very split. There are many different genres under the dance banner. You can't supply two totally different dance records to one club, at least not in the UK. On the Continent, circumstances are different and things are still developing. Once they go in, there's no stopping it.

"Press marketing is very limited on the European mainland because there are not many specialised magazines. In the UK there are loads of dance publications.

"Our radio is starting to change and dance records are being played more and more. Daytime radio is beginning to become more and more popular. The most important show is **Pete Tong's** Friday-night show on **BBC Radio 1**. In Europe the process is much slower in terms of radio.

"Hopefully, the fusion between reggae and hip hop, so-called 'raggamuffin', will be the next big thing. The scene will continue to fragment. Creativity will increase. It will take a leading figure like **Madonna** to shape things."

"Creativity will increase. It will take a leading figure like Madonna to shape things."
 - *Pete Tong's, BBC Radio 1*

Cooltempo (UK)

Main dance acts:

- Adeva
- Monie Love
- Innocence
- Kenny Thomas
- Gang Starr

International marketing manager **Ken Grunbaum**: "Most companies don't market their dance product properly. They only release one-off acts. It all comes down to 12" records, but there are few dance album releases. Eventually you have to sell albums, that's the only way to earn money. So you have to treat your acts as artists; you have to visualise them. Record companies develop their acts, develop a style. In a way there's no difference with regular pop. Personally I think dance is the pop music of the '90s.

"The good thing about dance is that it is technically possible to make a record in your own living room or bedroom. It's the same idea as punk rock. The kids love it, I think we'll see quite a lot of new directions in dance coming up."



Monie Love

**GO
BANG!
RECORDS**

' B A N G ' n ' D A N C E '

D-SHAKE (Yaaah / My Heart The Beat - Dance The Night Away / Album coming soon!!!) **KING BEE** (Back By Dope Demand / Must Bee The Music / Album "Royal Jelly" out now!!!) **QUAZAR** (The Seven Stars / Album coming soon!!!) **DA JUICE** (Hunpin' / Out On Down / Hear The Angels / Album coming soon!!!) **HOUSE OF VENUS** (Dish And Tell) **STONED** (Noisy Town, coming soon!!!) **G.T.O.** (Pure) **SURKUS** (M.I.N.D., coming soon!!!) **SHAKE INC.** (Mona Lisa Overdrive) **TURNTABLE HYPE** (I'll Bass You) **GO BANG!** **VOLUME 1** (Compilation album incl. remixes and unreleased material)

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MAXXIMUM

LA NOUVELLE MUSIQUE A SON MAXXIMUM

TOUTES LES FREQUENCES 3615 MAXXIMUM

"It's very strange, but currently we get a lot more radio support than in the early days. It used to be eight plays a week, even if we had a no. 1 hit. Now we achieve 22 plays for a new Kylie record. She has a unique record, this is her 12th consecutive top-10 hit from day one. Last record holder was **Engelbert Humperdinck** with nine such hits.

"British pop has always been dance-orientated. The **Beatles** and the **Stones** were dance bands. You went to a gig to dance. At this moment everything spins off dance. It never stands still, there will always be a new variation."

Pete Waterman, however, is a bit sceptical on the development of dance. "The dance scene is in a state of a flux, it's a bad period now. Look at the dance acts over the past 20 years. Things always end when the big companies get involved. Lots of the originators quit the scene then. Then it isn't an underground thing any more. At the moment it's all samples of samples, like watered-down soup. At the end it becomes all water. The punters leave it, they don't want to have anything to do with it.

"Rock bands also use dance rhythms. **The Happy Mondays** were the first with it, now that they've had success with it, they go back to their rock origins. Also **EMF** and **The Farm** have jumped on and off the band wagon."

Dance Pool/Sony Music (Germany)

P.M. Sampson ●

Culture Beat ●

PG The Prince Of Rap ●

C&C Music Factory ●

Marketing assistant **Gunter Aupperle**: "There are several options here. First of all, **N1/Nuremberg**, a 24-hour-a-day station, is very open-minded to dance. Also, **Bernie Bernthaler** at **SDR/Stuttgart** is a very important dance DJ, while "Club Night", Fridays on **HR3** from 20.00 to midnight, is one of the most popular dance programmes.

"Germany is still very much into techno and hip house. Nothing has changed since last year so far."

East West (Germany)

Main dance acts:

Chocolate ●

John Noville ●

Dyyva ●

Smooth Attack ●

Sassy B. ●

Tony Scott ●

Stetsasonic ●

International marketing manager **Wolfgang Johannsen**: "Working on dance promotion requires a lot of know-how. You have to be quick and have a very fundamental background. Only a few people know what's really going on. We're talking about a trendy product, promotion starts already long before the official release. This 'secret of actuality' is the main problem for the major companies. The biggest difference with regular pop is the channels you have to contact.

"Commercial dance music will be accepted on radio, without any doubt. Watch **Snap**. You won't get much daytime airplay with more extreme rap or house products. That has nothing to do with the quality of those records. It's because of the structure of radio programmes in general,



Tony Scott



Things always end when the big companies get involved. Lots of the originators quit the scene then. Then it isn't an underground thing any more. At the moment it's all samples of samples, like watered-down soup. At the end it becomes all water. The punters leave it, they don't want to have anything to do with it.

- Pete Waterman, PWL

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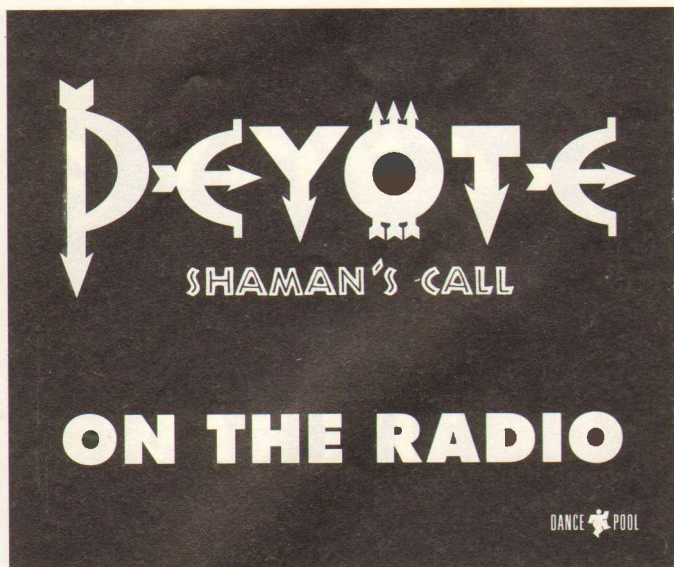
- Wolfgang Johannsen

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"Trendy music has to go to the clubs first. All radio is top-40 orientated. Dance doesn't really fit in, unless it has a commercial sound. Nobody is experimenting, not only on national radio but also on the private stations. There's only one specialised dance programme "Club Night" on **Hessen 3**. Heavy rock has to deal with the same problem. Stations have to think hard about their concepts.

"Remixing and sampling will be combined with orthodox instruments, that will be the next trend. Reggae and jazz will be more important. Our dance department will be open-minded for it."

Red Bullet (Holland)

Main dance acts:

- **2 In A Room**
- **Plaza**
- **Confetti's**
- **Flash Trax**
- **Secchi**
- **Unity**
- **Lisa Lux**
- **Raze**
- **Atmozphere**

Label manager **Edu van Hasselt**: "Most of the times the clubs are already serviced by import shops. For our own productions, we use the disco mailing of two different organisations, **Stichting Nationale Top 40** and **DMC**."

"I think dance is doing well on the radio. In the Dutch charts, eight out of 10 records are dance records. A lot of these records will never be played, but the same things happens with pop."

"Like every genre, dance will have its ups and downs. Sometimes the charts are full of ballads, sometimes full of Dutch language. Now it's all dance, I guess things will happen the same way."

"Remixing and sampling will be combined with orthodox instruments, that will be the next trend. Reggae and jazz will be more important. Our dance department will be open-minded for it."

- **Wolfgang Johannsen, East West**



King Bee

Tink (Holland)

Main dance acts:

- **Formosa**
- **Black Tulip**
- **Marian Rolle**
- **MDA**
- **Mistry Shine Love One**
- **RJ's Rule**

Tink recently signed a distribution deal with **EMI** for Europe. A&R manager **José Salvador**: "We get more support from a local radio station like **Amsterdam FM** and from London-based stations **Kiss FM** and **Jazz FM** than from national radio. We use the word dance in the broadest possible sense."

"We don't want to work on just one style of dance. We release house, techno and raggaemuffin' records, also some African' and Latin-influenced material. At the moment, techno is very important in Manchester and also on the Dutch scene."

"Inspired by the developments in the US, south London is heading towards soul. Rock is returning to the UK, too. Guitars, Hammond organs and real live bands are back."

Boudisque/Torso Dance/Go Bang!

Main dance acts:

- **D-Shake**
- **King House**
- **Eton Crop**
- **Quazar**
- **Da Juice**
- **Surkus**
- **King Bee**

At the end of last year **Boudisque** signed a distribution deal with **Sony Music** for all of Europe, except Benelux. **D-Shake** are licensed to **Logic** (Germany) and **Cooltempo** (UK). **GM Laurens Meijer**: "When one of our records really crosses into pop, that's the moment **Sony** steps in and takes over our distribution."

"It all comes down to creating your own hype. Sometimes we skip Holland on purpose, and start our promotion in the UK. That's what we did with **D-Shake** last year. We shipped 1.000 white labels to the UK, and saw what happened. We had a lot of success with the single *Yaaaaaaah!*. The artist himself doesn't count, it's the track itself. I think that's a nice development."

"Radio support is almost less than zero. In the UK you have special dance stations, in Holland there's nothing. **King Bee** got the least airings, but they reached no. 4 in the top 40. It sold so well, because of the hype we created."

"Dance grows while you're busy with it, it changes all the time. I hope the development of dance mixed with African and Arabic music continues."

DANCE

Jive Europe (Holland)

Main dance acts:

- Mr Lee ●
- White Night ●
- A Tribe Called Quest ●
- Wee Papa Girl Rappers ●

All the Zomba material is distributed by BMG for Europe. Director **Bert Meyer**: "Every release has to take seven steps on its way to success: import record shops, disco dance charts, radio airplay, an entry in the regular charts, a video, promotional gigs and regular promotion."

"It's hard to achieve airplay on Dutch radio, unless it is a real pop crossover, like **A Tribe Called Quest**. Radio DJs tend to think dance is something for the clubs exclusively. We're lucky in a way, that Holland is such a receptive market."

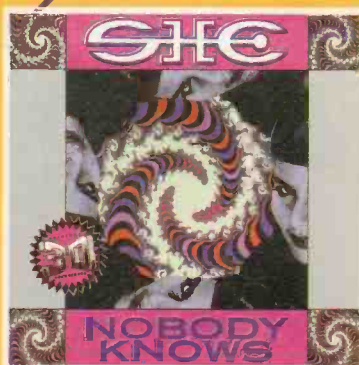
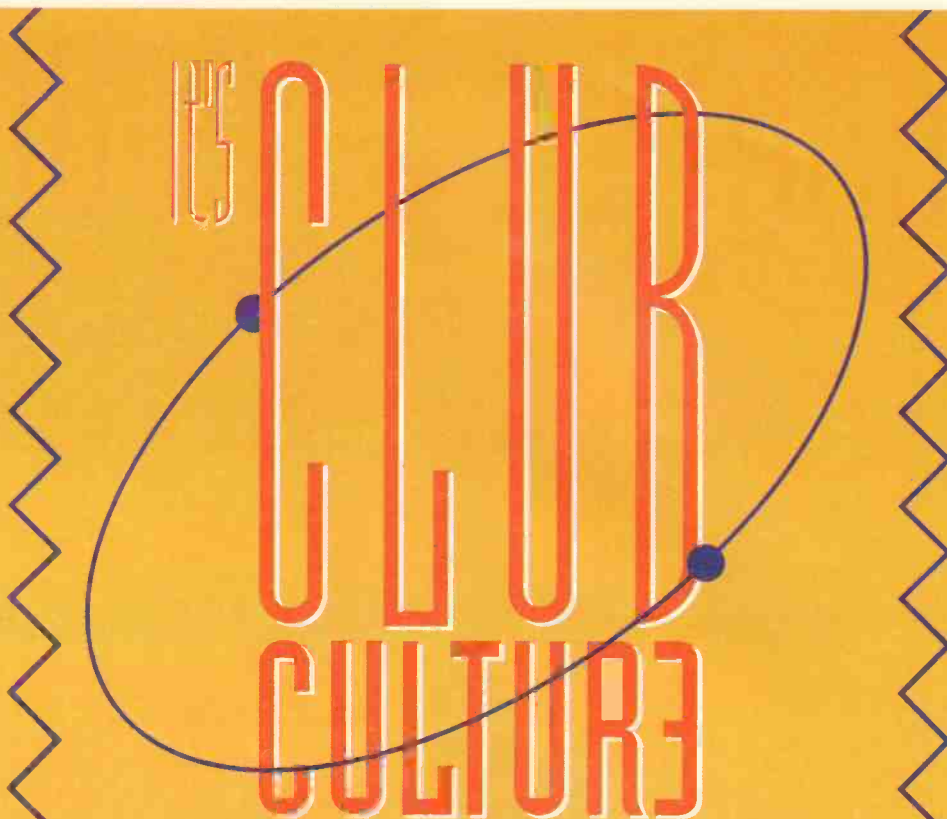
"I think there will be more pop crossover records this year. It will be less specialised: watch bands like **C&C Music Factory** and **Snap**."

"Dance grows while you're busy with it, it changes all the time. I hope the development of dance mixed with African and Arabic music continues."

- Laurens Meijer,



The Wee Papa Girl Rappers



SHE
'Nobody Knows'

SPLASH
'Set The Groove On Fire'
(and Remixe)



KING KURLEE
feat. Blackmore jr.
'Smoke On The Water'

M & M CREW
feat. Terry G.
'Forget About Fashion'



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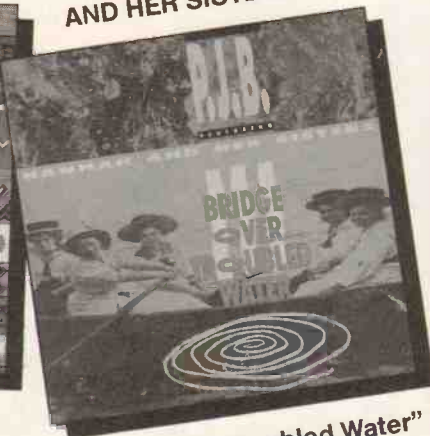
"This Beat is Hot"
7"/12"/5"-CD

PEYOTE



"Shaman's Call"
7"/12"/5"-CD

**PJB feat. HANNAH
AND HER SISTERS**



"Bridge Over Troubled Water"
7"/12"/5"-CD

CULTURE BEAT



"Horizon"
CD / LP / MC

HITS FOR THE WORLD

DANCE POOL

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 Lyceff - Head Of Music

- A List:**
2 In A Room- Wiggle It
E.M.F.- I Believe
Kylie Minogue- What Do I Have
Oleta Adams- Get Here
Railway Children- Every Beat
Julian Cope- Beautiful Beat
Chris Rea- Auberge
MC Hammer- Here Comes The Banderas- This Is Your Life
George Michael- Heal The Pain
Jimmy Barnes/INXS- Good Times
Happy Mondays- Loose Fit
Roxette- Joyride
Jesus Jones- Who? Where? Why?
Mantronix- Don't Go Messin'
B List:
AD Rod Stewart- Rhythm Of My
AD Beats International: Echo
Definition Of Sound- Wear
Dream Warriors- Ludi
Jesus Loves You- Bow Down
Massive- Unfinished Sympathy
Maureen- Mesmerise Me
Scritti Politti- She's A

CAPITAL RADIO/London
Richard Park - Prog. Contr.

- A List:**
AD Scritti Politti- She's A
Wop Bop Torledo- Kiss Away
R.E.M.- Losing My Religion
Pat & Mick- Gimme Some
Rod Stewart- Rhythm Of My
J.B.Ellis/T.Hare- Go For It

ATLANTIC 252/County Meath
Paul Kavanagh - Head Of Music

- A List:**
Tracie Spencer- This House
Timmy T.- One More Try
Madonna- Rescue Me
Sting- All This Time
Gloria Estefan- Coming Out Of
George Michael- Heal The Pain
Soho- Hippychick
Kenny Thomas- Outstanding
Kim Appleby- G.L.A.D.
Rick Astley- Cry For Help
Susanna Hoffs- My Side Of The

- B List:**
AD Free- All Right Now
Chris Rea- Auberge
Living Colour- Love Rears Its
Janet Jackson- State Of The

METRO FM/Newcastle
Giles Squire - Prog. Contr.

- A List:**
AD Massive- Unfinished Sympathy
B List:
AD Chesney Hawkes- The One And
Mica Paris- If I Love U 2
Beautiful South- Let Love
Jive Bunny- Over To You John
FPI Project- Everybody
Banderas- This Is Your Life
A-Ha- Early Morning
Tanita Tikaram- I Love The
Rod Stewart- Rhythm Of My
Debbie Gibson- Anything Is
Feargal Sharkey- I've Got
Scritti Politti- She's A Woman
Gary Numan- Heart
Hazzell Dean- Better Off
Queen- I'm Going Slightly Mad
Freddie Jackson- Love Me Down
The Clash- Should I Stay Or

PICCADILLY RADIO/Manchester
Keith Pringle - Head Of Music

- A List:**
AD Joan Armatrading- Love And
Blondie- Heart Of Glass
Susanna Hoffs- My Side Of The
Jesus Jones- Who? Where?
MC Hammer- Here Comes The
Morrissey- Our Frank
Wendys- The Sun's Going To

GLR/London
Trevor Dann - Head Of Music

- A List:**
AD Garth Brooks- Friends In Low

Susanna Hoffs- My Side Of The
Chesney Hawkes- The One And
Joni Mitchell- Night Ride
Joni Mitchell- Cherokee
Joni Mitchell- Come In From
Bee Gees- Secret Love

- B List:**
AD John W. Harding- The Person
Sting- Mad About You

BRMB/Birmingham
Robin Valk - Head Of Music

- A List:**
AD Nomad/MC Mikee- Devotion
Queen- I'm Going Slightly
Feargal Sharkey- I've Got
River City People- When I Was
Rod Stewart- Rhythm Of My
DJH/Stefy- Think About...
Stevie B.- Because I Love You

- B List:**
AD Terry Ronald- Chains Of Love
Roger McGuinn- King Of The
Scritti Politti- She's A
Charlatans- Over Rising
Xpansions- Move Your Body
Impossibles- Delphis
Galliano- Nothing Has Changed
Big Dish- Big Town
Vixen- Not A Minute Too
R.E.M.- Losing My Religion
Megadeth- Hongar 18
Definition Of Sound- Wear Your
Jagged Edge- Hell Ain't A

RADIO CLYDE/Glasgow
Alex Dickson - Prog. Dir.

- A List:**
AD Banderas- This Is Your Life
Big Dish- Big Town
Blondie- Heart Of Glass
Stevie B.- Because I Love You
The Clash- Should I Stay Or
Eurythmics- Love Is A
Susanna Hoffs- My Side Of The
Living Colour- Love Rears Its
Maureen- Mesmerise Me
Roger McGuinn- King Of The
Feargal Sharkey- I've Got
Patrick Swayze- She's Like
Rod Stewart- Rhythm Of My

- B List:**
AD Apples- Eye Wonder
Beatmasters- Dunno What It
Fishmonkey Man- If I've Told
Lisa M.- Love's Heartbreak
Queen- I'm Going Slightly Mad
R.E.M.- Losing My Religion

RADIO CITY/Liverpool
Tony McKenzie - Head Of Music

- AD Off-Shore- I Can't Take The**
Johnny Gill- Wrap My Body
Jesus Loves You- Bow Down
Joan Armatrading- All The Way
Joan Armatrading- Love And
Great White- Call It Rock 'N'
Styx- Show Me The Way
D.Ross/Al B.Sure- No Matter
Surface- All I Want Is You
Bingo Boys- How To Dance

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

- A List:**
AD MC Hammer- Here Comes The
J.B.Ellis/T.Hare- Go For It
Chris Rea- Auberge
Jesus Loves You- Bow Down
Roxette- Joyride
Banderas- This Is Your Life
Roman- U Can't Always Get
Michael Oldfield- Heaven's
The Clash- Should Stay Or
Dream Warriors- Ludi
B List:
AD Madonna- Crazy For You
Susanna Hoffs- My Side Of The
Inner City- Till We Meet
Roger McGuinn- King Of The
Carlton- Love & Pain
Maureen- Mesmerise Me

DOWNTOWN RADIO/Belfast
John Rosborough - Head Of Prog.

- AD Styx- Show Me The Way**
A-Ha- Early Morning
Rita MacNeil- Flying On Your
Feargal Sharkey- I've Got
Sting- Mad About You
Magik Roundabout- Everlasting
Sandy Kelly- Everytime
Railway Children- Every Beat
Maureen- Mesmerise Me
Garth Brooks- Friends In Low
John Anderson- Lucy's Day
Rod Stewart- Rhythm Of My

CHILTERN RADIO & NORTHANTS
RADIO & SEVERN SOUND/Dunstable/
Northampton/Gloucester

- Clive Dickens - Head Of Music
AD Rod Stewart- Rhythm Of My
Queen- I'm Going Slightly
Patrick Swayze- She's Like
Scritti Politti- She's A
Holly Johnson- Across The
Talk Talk- Living In Another
R.E.M.- Losing My Religion

Mock Turtles- Can You Dig It
A-Ha- Early Morning

GWR/Bristol/Swindon
Andy Westgate - Head Of Music

- A List:**
AD Madonna- Crazy For You
Eurythmics- Love Is A Stranger
B List:
AD Susanna Hoffs- My Side Of The
Bee Gees- Secret Love
Heart- Secret
Roxette- Joyride
Nomad/MC Mikee- Devotion
Echo & The Bunnymen- People
The Clash- Should I Stay Or
River City People- When I Was

RADIO FORTH/Edinburgh
Colin Somerville - Head Of Music

- AD Steve Booker- This Side Of**
Charlatans- Over Rising
J.B.Ellis/T.Hare- Go For It
Paul Haig- Flight X
Happy Mondays- Loose Fit
Susanna Hoffs- My Side Of The
Beats International- Echo
Jesus Jones- Who? Where?
Mantronix- Don't Go Messin'
Massive- Unfinished Sympathy
Sting- Mad About You

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

- B List:**
AD Rod Stewart- Rhythm Of My
Debbie Gibson- Anything Is
Mantronix- Don't Go Messin'

HORIZON RADIO & GALAXY
RADIO

- Milton Keynes/Bristol
Clive Dickens - Head Of Music
AD Lisa M.- Love's Heartbreak
Jesus Loves You- Bow Down
L.L. Cool J.- Around The Way
Tony! Toni! Tonet!- It Never
Styxx- Last In Music
FPI Project- Everybody

RADIO HALLAM/Sheffield
Dean Pepall - Head Of Music

- AD Bell Biv Devoe- B.B.D.**
Adv. Of Stevie V.- Jealousy
Bee Gees- Secret Love
Echo & The Bunnymen- People
Happy Mondays- Loose Fit
River City People- When I
808 State- In Yer Face
Xpansions- Move Your Body
Thunder- Love Walked In
J.B.Ellis/T.Hare- Go For It
DJH/Stefy- Think About...
Sting- Mad About You
Jesus Jones- Who? Where?
Dream Warriors- Ludi
Charlatans- Over Rising

RADIO BROADLAND/Norwich
Dave Brown - Head Of Music

- PP Chris Rea- Auberge**
Beverly Craven- Holding On
London Beat- No Woman No Cry
Jesus Loves You- Love Hurts
Bee Gees- Secret Love
Kenny Thomas- Outstanding

A List:
AD Amy Grant- Baby Baby
Timmy T.- One More Try
Tony! Toni! Tonet!- It Never
Banderas- This Is Your Life
Susanna Hoffs- My Side Of The
Terry Ronald- Chains Of Love

- B List:**
AD Sonny Southon- I Don't Come
Joan Armatrading- Love And
Elton John- Don't Let The Sun
Sting- Mad About You
Purely Physical- Beautiful
Roger McGuinn- King Of The
Dean Michael- We Will Be
Kiss Like This- What The

FOX FM/Oxford
Steve Ellis - Prog. Contr.

- B List:**
AD The Clash- Should I Stay Or
Roxette- Joyride

RTL 208/London
Jeff Graham - Prog. Dir.

- PP Queen- I'm Going Slightly**
Susanna Hoffs- My Side Of The
Temper Temper- Talk Much
Havona 3 AM- Reach The Rock
B List:
AD L.L. Cool J.- Around The Way
Warrant- Cherry Pie

SWANSEA SOUND/Wales
David Thomas - Prog. Contr.

- PP 1 On One- Who's Gonna Love Me**
Amy Grant- Baby Baby
Maureen- Mesmerise Me
A List:
AD Stevie B.- Because I Love
B List:
AD Susanna Hoffs- My Side Of The
Paul Rutherford- That Moon

Bee Gees- Secret Love
Roger McGuinn- King Of The
Eurythmics- Love Is A
Madonna- Crazy For You

INVICTA FM/Canterbury
Johnny Lewis - Head Of Music

- A List:**
AD Terry Ronald- Chains Of Love
Maureen- Mesmerise Me
Susanna Hoffs- My Side Of The
Amy Grant- Baby Baby

OCEAN SOUND/POWER FM/
Faraham

- Jim Hicks - Head Of Music
A List:
AD 2 In A Room- Wiggle It
2 Mad- Thinkin' About You
The Clash- Should I Stay Or
DJH/Stefy- Think About
Jesus Loves You- Bow Down
Kylie Minogue- What Do I Have
Donny Osmond- My Love Is A
Scritti Politti- She's A

- B List:**
AD Beatmasters- Dunno What It
Beverly Craven- Holding On
Living Colour- Love Rears Its
Caron Wheeler- Don't Quit
Susanna Hoffs- My Side Of The

BEACON RADIO/Wolverhampton
Peter Wagstaff - Prog. Dir.

- AD Jellyfish- The King Is Half**
Echo & The Bunnymen- People
That Petrol Emotion- Tingle
Beats International- Echo
Joan Armatrading- Love And
Adv. Of Stevie V.- Jealousy
Heeren Stevens- Trust
Chris Isaak- Blue Hotel
Righteous Bros.- Just Once In
Mica Paris- If I Love You
Claudia Brücken- Kiss Like
Maureen- Mesmerise Me
Jesus Jones- Who? Where?
Roxette- Joyride
Carlton- Love And Pain
Music Factory/R.Roger- Mirror
The Clash- Should I Stay Or
River City People- When I Was
Amy Grant- Baby Baby

KISS FM/London
Grant Goddard - Prog. Dir.

- A List:**
AD Collapse- My Love
Slam Slam- Move
Definition Of Sound- Wear
Loose Ends- Cheap Talk
Galliano- Nothing Has Changed
Trevor Hartley- Home Sweet
King Bee- Back By Dope Demand

COOL FM/Belfast
John Paul Ballantine - Head Of Music

- A List:**
AD Roxette- Joyride
Timmy T.- One More Try
B List:
AD Kane Roberts- Does Anyone
Magik Roundabout- Everlasting
Tony! Toni! Tonet!- It Never
Maureen- Mesmerise Me
Sting- Mad About You
Vagabond Joy- We're Going

RADIO NOVA/Camberley
Keith Lewis - Head Of Music

- A List:**
Sting- All This Time
Free- All Right Now
Chris Isaak- Blue Hotel
Kenny Thomas- Outstanding
Kim Appleby- G.L.A.D.
Rick Astley- Cry For Help
Oleta Adams- Get Here
Chris Rea- Auberge
Railway Children- Every Beat
Gloria Estefan- Coming Out Of
2 In A Room- Wiggle It
Nomad/MC Mikee- Devotion

FRANCE

RTL/Paris
Monique Le Marcis - Head Of Prog.

- AD Dream Warriors- My Definition**
Silencers- Bulletproof Heart
Jesus Loves You- Bow Down
Jane Birkin- Et Quand Bien
Rita Mitsouko- Don't Forget
Will To Power- I'm Not In
Les Ablettes- Tu Dis O.K.
Yves Duteil- Les Dates
LP Nilda Fernandez
JP Rampal & Shigenori Kudo

RMC/Paris
Nathalie Andre - Head Of Music

- AD E.M.F.- Unbelievable**
Silencers- Bulletproof Heart
Gloria Estefan- Coming Out
J. L. Aubert- Sid Aventure
Debut De Soiree- Revolutions

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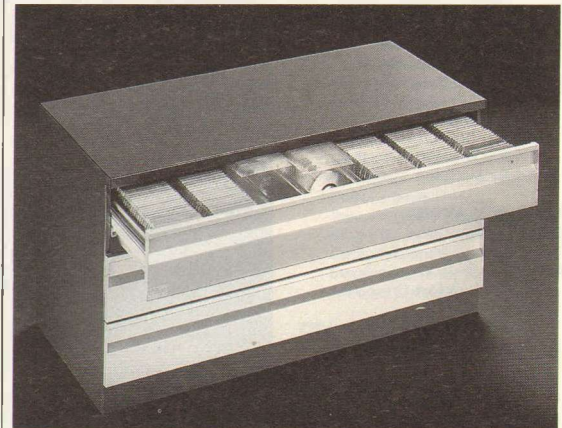
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- Martin Destree- Black Est**
Vagabonds- Buona Sera
- SUD RADIO/Toulouse**
Marie Ange Roig - Prog. Dir.
AD Whitney Houston- All The Man
Rakoto- Indray Andro
LP Dream Warriors
Mano Negra
- NRJ NETWORK/Paris**
Max Guazzini - Dir.
AD E.M.F.- Unbelievable
Latin Party- Tequila
Nomad/MC Mikee- Devotion
MC Solaar- Bouge De La
- FUN RADIO/Paris**
Bruno Wittek - Prog. Dir.
- A List:**
Dana Dawson- Romantic World
Jimmy Somerville- To Love
Whitney Houston- I'm Your
Londonbeat- I've Been
- Roxette- It Must Have Been**
Steve Miller Band- The Joker
Scorpions- Wind Of Change
UB40- The Way You Do The
Enigma- Sadness Part 1
AD Dream Academy- Love
- EUROPE 2 NETWORK/Paris**
J.P. Michel - Music Dir.
Marc Garcia - Prog. Dir.
PP Art Mengo- Coid Ali
AD Jil Caplan- Tout C'Qui Nous
Bob Marley- Talkin' Blues
JL Aubert- Sid Aventure
A-Ha- I Call Your Name
LP Will Downing
- SCOOP/Lyon**
Philippe Teissier - Prog. Dir.
PP Seal- Crazy
Les Valentins- Les Avenues
- A List:**
Sting- All This Time
A-Ha- I Call Your Name

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STATION REPORTS

Marc Lavoine- Je N'Ai Plus Enigma- Sadness Part 1
Thierry Hazard- Poupee
AD Oleta Adams- Get Here
Jeanne Mas- L'Art Des Femmes
Gloria Estefan- Coming Out
Snap- Mary Had A Little Boy
Womack & Womack- Uptown
Michel Destree- Black Est
Jon Bon Jovi- Miracle
Jean Louis Aubert- Sid'
Chris Rea- Auberger
Alison Limerick- Where Love Charlatans- The Only One I
LP Martine Sinclair
 Deee-Lite

RVS/Rouen
Frank Orzel - Prog. Dir.
A List:
Chris Rea- Auberger
Roch Voisine- Darlin'
R.Palmer/UB40- I'll Be Your
Jean-Jacques Goldman- A Nos
Patrick Bruel- Place Des
George Michael- Freedom
Francois Feldman- J'Ai Peur
Boule Noire- Loin Ici
Gray/Barbelivien- Il Faut
Patricia Kaas- Kennedy Rose
AD Nelson Cruz- You've Got That
Susanna Hoffs- My Side Of The
Alain Lanty- Tant Bien Que

RADIO NANTES/Nantes
Philippe Nossent - Prog. Dir.
PP Comateens- A Place For Me
Silencers- Bulletproof Heart
AD Niagara- Psychotrope
Bananarama- Preacher Man
Happy Mondays- Kinky Afro
Chris Rea- Auberger
LP Chris Rea

RADIO VIBRATION/Orleans
Jean Francois Villette - Prog. Dir.
A List:
Scorpions- Wind Of Change
UB40- The Way You Do The
Jimmy Somerville- To Love
Roxette- It Must Have Been
Jean-Jacques Goldman- Nuit
Enigma- Sadness Part 1
Dana Dawson- Romantic World
Phil Collins- Do You Remember
Patrick Bruel- Place Des
David Hallyday- About You
AD Jean-Jacques Goldman- A Nos
A-Ha- I Call Your Name
Madonna- Rescue Me

RIVIERA RADIO/Monaco
Daavid Fortune - Music Dir.
AD Paul McCartney- The Long And
Bette Midler- Night And Day
Wilson Phillips- You're In
O'Jays- Don't Let Me Down
Timmy Thomas- One More Try
Roger McGuinn- King Of The

RADIO PLUS MONTE CARLO/Monte Carlo
Oliver Baran - Music Dir.
AD Rick Astley- Cry For Help
Alain Chamfort- L'Amour
Patsy- Maria
Blondin- In The Far East
Roch Voisine- Darlin'
Donny Osmond- My Love Is A
Outfield- For You
Mattias Reim- Ganz Ego
BAP- Vis A Vis
Innocence- A Matter Of Fact

VOLTAGE FM/Paris
Olivier Allardet - Prog. Mgr.
PP Mariah Carey- Someday
Ten City- Superficial People
Francois Feldman- J'Ai Peur
Freddie Jackson- Love Me Down
Alexander O'Neal- All True
Innocence- A Matter Of Fact
Basic Black- Nothing But A
LL Cool J- Around The Way
Surface- The First Time
C&C Music Factory- Gonna

BAYERN 3/Munich
Claus-Erich Boetzkes -
Head Ent.Pgms.
A List:
AD Thomas Baroque- Girls' Talk
Erwin Bros- I Tram Immer Nu
Celine Dion- Where Does My
Donna Summer- Breakaway

SWF 3/Baden Baden
Ulli Frank - DJ/Prod.
AD Mantronix- Don't Go Messin'
Roxette- Joyride
Morrissey- Our Frank
Praise- Only You
LP Joni Mitchell

NDR 2/Hamburg
Lutz Ackermann - Head Of Music
AD Christian Demand- So Viel
The Outfield- For You
HR 3/Frankfurt
Markus Herfle - DJ/Prod.
AD Kylie Minogue- What Do I Have
Jason Donovan- I'm Doing Fine
Surface- The First Time
Susanna Hoffs- My Side Of The
Living Colour- Love Rears Its
Chris Rea- Auberger

WDR 1/Cologne
HIT CHIPS - Weekdays 1-3 PM
Werner Hoffmann - Prod.
AD Babie Love- Shame Shame Shame
Enigma- Mea Culpa Part 2
Roxette- Joyride
Madonna- Rescue Me
Mantronix- Don't Go Messin'

Der Plan- Das War So Schön
Ambitious Lovers- Umbarraruma
Lomax- Rasta Travelman
Magna Charta- Lord Of The
Grace Jones- The Crossing
Marianne Rosenberg- Ruf An
Joe Mubare- I Still Don't
WDR 1/Cologne
SCHLAGERRALLYE - Sat. 1-3 PM
Wolfgang Roth - Prod.
AD Frank Ryan- Wind And Fire
Steve Winwood- I Will Be Here
Bad Company- If You Need
Chesney Hawkes- The One And
Oleta Adams- Get Here
New Kids O/T- Black- Games

SDR 3/Stuttgart
Hans Thomas - Prod.
PP Roxette- Joyride
LP Morrissey

Jesus Jones- International
She- Nobody Knows
Simpsons- Do The Bartman
Temper Temper- Talk Much
Kenny Thomas- Outstanding
Steve Winwood- I Will Be Here

RIAS 2/Berlin
Henry Gross/Andreas Dorfmann -
Head Of Music
AD Chris Isaak- Wicked Game

RADIO FFN/Isernhagen
Christof Schmidt - Prog. Dir.
AD Kim Appleby- G.L.A.D.
BAP- Vis A Vis
Dance W/A Stranger- African
Johnny Gill- Wrap My Body
Tom Jones- Zip It Up
Madonna- Rescue Me
Tracie Spencer- This House

RSH/Kiel
Martin Schwebel - Head Of Music
PP George Michael- Heal The Pain
A List:
AD Kylie Minogue- What Do I Have
Stevie B.- Because I Love You
Bee Gees- Secret Love
Gloria Estefan- Coming Out Of
B List:
AD Dream Warriors- My Definition

RADIO FFH/Frankfurt
Sabine Neu - Head Of Music
AD Jason Donovan- I'm Doing Fine
George Michael- Heal The Pain
Andrew White- Sara
Innocence- A Matter Of Fact
Kylie Minogue- What Do I Have
Donny Osmond- My Love Is A

HUNDERT,6/Berlin
Fred Schoenagel - Head Of Music
PP Bee Gees- Secret Love
Steve Winwood- I Will Be Here
AD Paul Overstreet- Diddy's Come
Vaya Con Dios- Night Owls
David Hanselmann- Holy Water

RTL/GERMANY/Luxembourg
Stefan Halfpop - Head Of Music
AD Susanna Hoffs- My Side Of The
Edo Zanki- Wenn Unsre
Mariah Carey- Someday
Surface- The First Time
Rembrandts- Just The Way It

RADIO GONG 2000/Munich
Fredy Kogel - Music Dir.
PP Proclaimers- King Of The
Bette Midler- From A Distance
Londonbeat- No Woman No
A List:
AD Chris Rea- Auberger
INXS- Disappear
Dr. Alban- No Coke
B List:
AD Innocence- A Matter Of
Harriet- Temple Of Love
Christian Demand- So Viel

RADIO GONG/Nuremberg
Steffen Meyer - Music Dir.
PP Kool & The Gang- Victory
Mixmasters- Night Fever
A List:
AD Everyday People- I Guess It
Celine Dion- Where Does My
B List:
AD Robert Earl Wilson- Rock Your
Pet Shop Boys- How Can You
Gloria Estefan- Coming Out Of
Jimmy Somerville- Smalltown
Phil Collins- Who Said I
New Kids O/T- Black- Games
Warrant- I Saw Red
LP Gloria Estefan

STAR'SAT RADIO/Grünwald
Jo Lueders - Prog. Dir.
AD Snap- Mary Had A Little Boy
Temper Temper- Talk Much
Gene Watson- At Last
Gerardo- Rico Suave
Cathy Dennis- Touch Me
Bingoboy- How To Dance

RADIO REGENBOGEN/Mannheim
Rolf Balschbach - Music Dir.
PP Celine Dion- Where Does My
AD Rembrandts- Just The Way It
Robert Palmer- Mercy Mercy
Stevie Wonder- Keep Our Love

HIT RADIO N1/Nuremberg
Cetin Yaman - Prog. Dir.
PP New Kids O/T- Black- Games.
AD Maxi Priest- Human Work Of
Simpsons- Do The Bartman
Soho- Hippychick
Mike "Hiimon" Wilson- Another

RADIO XANADU/Munich
Benny Schriber - Head Of Music
AD Warrant- I Saw Red
Divinyls- I Touch Myself
LP Roger McGuinn

SCHWARZWALD RADIO/Freiburg
Pete Traynor - Head Of Music
AD Seal- Crazy
Vanilla Ice- Play That Funky
Cathy Dennis- Just Another
Robert Palmer- Mercy Mercy
Gloria Estefan- Coming Out Of

RADIO SALU/Saarbrücken
Adam Hahne - Prog. Dir.
A List:
C&C Music Factory- Gonna
Queen- Innuendo
Seal- Crazy
Damn Yankees- High Enough
Dimples D.- Sucker DJ
B List:
Scorpions- Wind Of Change
Styx- Show Me The Way
Stevie B.- Because I Love You
Mariah Carey- Someday
BAP- Vis A Vis
The Farm- All Together Now
KLF- 3 A.M. Eternal
LP Susanna Hoffs

OK RADIO/Hamburg
Ollie Weiberg - Head Of Music
PP George Michael- Heal The Pain
Susanna Hoffs- My Side Of The
AD Chris Isaak- Wicked Game
Innocence- A Matter Of Fact
Masterboy- Shake It Up And
Kim Appleby- G.L.A.D.
Lindy Layton- Echo My Heart
LP Rick Astley

RADIO T.O.N./Bad Mergentheim
Reinhard Bärenz - Head Of Music
PP Billy Myer- Send Me An Angel
A List:
AD Elton John- Easier To Walk
Bananarama- Preacher Man
UB 40- The Way You Do The
B List:
AD Veronika Fischer- Sehnsucht
Mango- Nella Mia Citta
Pauline Ester- Oui Je L'Adore
Tanita Tikaram- Only The Ones

RADIO ARA/Aschaffenburg
Udo Langenohl - Music Dir./DJ
AD Ultra Nate- Is It Love
Cactus Rain- Till Comes The
Karl Keaton- Love's Burn
Queen Of Spades- Living A Lie

RADIO F/Nuremberg
Sigi Hoga - Prog.Dir.
A List:
Matthias Reim- Ganz Ego
Pierre Cosso- Kathy's Lies
José Feliciano- Solitary Lady
C.Atkins/M.Knopfler- Poor Boy
Black Sorrows- Harley And
Timmy Thomas- (Dying Inside)
Born 2 Gether- Jessie Was Too
Dan Fogelberg- The Wild
Jimmy Somerville- To Love
Mixed Emotions- Sensuality

RADIO RESIDENZ/Karlsruhe
Alex Reimann - Prog.Dir.
AD Dr. Alban- No Coke
Scorpions- Wind Of Change
2 In A Room- Wiggle It

ITALY

RETE 105/Milan
Alex Peroni - Prog. Dir.
A List:
Queen- CD
Sting- CD
Rick Astley- CD
Londonbeat- CD
Real Milli Vanilli- CD
E.M.F.- Unbelievable
Seal- Crazy
Absent Friends- CD
Horse- CD
Ellis In Wonderland- Good
AD Secchi/Johnson- Keep On
Cover Girls- Funk Boutique
Afrika Bambaata- Just: Get Up
Night Trains- On Your Toes
Roxette- Joyride

RAI STEREOUNO/Rome
E.Molinari - Dir.
E.Bellisario - Prog. Dir.
PP Vanilla Ice- Ice Ice Baby
Queen- Innuendo
Sting- All This Time
Londonbeat- I've Been
AD Roxette- Joyride
MC Hammer- Here Comes The
Vanilla Ice- Play That Funky

RADIO DIMENSIONE SUONO/Rome
Carlo Mancini - Music Director
PP Roxette- Joyride
Praise- Only You
Tara Kemp- Hold You Tight
Cathy Denis- Touch Me
AD Inner City- Till We Meet

Bee Gees- Secret Love
A-Ha- Early Morning
Rod Stewart- Rhythm Of The

RADIO MONTE CARLO/Milan
Francesco Migliozi - Prog. Contr.
A List:
Sting- LP
Queen- LP
Alexander O'Neal- LP
Gloria Estefan- LP
Ralph Tresvant- Sensitivity
Rick Astley- LP
The Box- LP
Scorpions- Wind Of Change
Horse- LP
Seal- Crazy
AD Carlton- Love And Pain
Timmy T- One More Try
Silencers- Art Of Self

DEEJAY NETWORK/Milan
Dario Uselli - DJ
PP Scritti Politti- She's A
AD Beats Int'l- Echo Chamber
Roxette- Joyride
The Fixx- How Much Is Enough
Escape Club- Call It Poison
Claudia Brücken- Kiss Like
Madonna- Rescue Me
Banderas- This Is Your Life
Divinyls- I Touch Myself
Big Dish- Big Town

PETER FLOWERS FM/Milan
Franco Lazzari - Music Dir.
Marco Garavelli - Prog. Dir.
PP Roxette- Joyride
A List:
Seal- Crazy
Sting- All This Time
Chris Isaak- Wicked Game
AD Banderas- This Is Your Life
J.J.- If This Is Love
Beverly Craven- Woman To

RAI STEREO DUE/Rome
Maurizio Riganti - Dir.
Alfredo Morabito/Simonetta
Zauli - DJ's
A List:
Renato Zero- Spolle Al Muro
Chicago- Explain It To Me
Marco Masini- Per Che Lo Fai
Chris Rea- Auberger
Umberto Tozzi- Gli Altri
Jesus Loves You- Generations
Ricardo Cocciante- Se Schiamo
Tanita Tikaram- Only The Ones
Raf- Oggi Un Dio Non O'
Vanilla Ice- Play That Funky

RADIO KISS KISS/Naples
Gianni Simioli - Prog. Dir.
PP Le Max- Don't Do It
A List:
Seal- Crazy
Alexander O'Neal- All True
Enigma- Sadness Part 1
Julee Cruise- Falling
Sold Out- Shine On
Kenny Thomas- Outstanding
AD Beats Int'l- Echo Chamber
INXS- By My Side
Michael Rose- Mother And
Ultra Nate- Is It Love
LP Jesus Jones
Dr. Alban
Slam Slam
Michael Rose

RADIO BABBOLE/Genova
Lenny - Prog. Dir.
A List:
Sting- All This Time
Rick Astley- Cry For Help
Seal- Crazy
The Box- Temptation
Londonbeat- A Better Love
Whitney Houston- All The Man
Queen- Innuendo
The Farm- All Together Now
Julee Cruise- Falling
Chris Isaak- Wicked Game

R.T.L. 102.5 HISTRADIO/Bergama
Luca Viscardi - Head Of Music
Grant Benson - DJ/Prod.
PP Milli Vanilli- Keep On
W.Houston/S.Wonder- We Didn't
Alexander O'Neal- All True
Living Colour- Love Rears
Robert Palmer- Mercy Mercy

ANTENNA DELLO STRETTO/Messina
Filippo Pedeli - DJ
PP Valentina Gaudier- Hey You
A List:
Do It- Carico Carico
Clara & Black Corps- Motel
Beats Int'l- Echo Chamber
AD Seal- Crazy
Rick Astley- Cry For Help
Susanna Hoffs- My Side Of The
LP Jellybean

RADIO STAR/Vicenza
Maurizio Maressi - Prog. Dir.
PP Claudio Baglioni- Mille

NEWS

*First international reactions on **U.D.O.**'s new album "Timebomb" are very promising. The band will be touring Europe in May/June extensively. Kick off will be in Spain on May 1. One highlight will be their London-Marquee show on May 10, 1991.

***DANCE WITH A STRANGER** will be going to Holland on May 11/12 for a TV show and additional promotion.

*Thank you Alexander R. for your excellent comment on **FFW**. The "Freakies" have some live dates scheduled for April.

*Die ersten Reaktionen auf **MICHY REINCKES** Solo-Album "Paris" sind überaus vielversprechend. MICHY & seine Band werden am 7. März sein neues Album live in der Hamburger Markthalle präsentieren. Wir freuen uns schon alle 'drauf.

***VELVET VIPER** are preparing their German tourdates in May.

BMG Telefon: 040 - 490 69-0
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RCA Telefax: 040 491 20 60

Chesney Hawkes- The One And
Mission II- Kyrie Eleison
Dyrra- La Wally
Womack & Womack- Uptown
La's- Feelin'
Bad Company- If You Needed
WDR 1/Cologne
FLIP-ZEIT - Weekdays 4-6 PM
Barbara Gansauge - Prod.
LP Der Plan
WDR 1/Cologne
POP SESSION - Weekdays 6-8 PM
Hans-Holger Knocke - Prod.
Selection Andreas Hob:
Phillip Boa- 30 Men On A Bad
K. & A. McGarrigle- Heartbeats
Dr. Alban- Hello Afrika

SR 1/EUROPAWELLE SAAR/Saarbrücken
Dieter Exter - DJ/Prod.
AD Madonna- Rescue Me
Clive Griffin- Reach For The
Womack & Womack- Uptown
Cactus Rain- Till Comes The
The High- Box Set Go
Kenny Thomas- Outstanding
Bad Company- If You Needed
Roxette- Joyride
LP Brings
RB 4/Bremen
Axel Sommerfeld/Burghard Rausch - DJ/Prod.
AD Bad Boys Blue- Jungle In My
Beatmasters- Dunno What It Is
Cactus Rain- Till Comes The

STATION REPORTS

AD Basstut - Say You Love Me
Banderas - This Is Your Life
Beatmasters - Dunno What It Is
Mantronix - Step To Me
String - Mad About You
Cathy Denis - All Night Long
LP Rick Astley
Dream Warriors
Susanna Hoffs

RADIO CLUB 91/Naples
Franco Mory Russo - Prog. Dir.
A List:
Kim Appleby - G.L.A.D.
Elmer Food Beat - Daniela
Rick Astley LP
Michael Oldfield - Gimme Back
Cerrone - Night And Day
MC Hammer - Here Comes The
Londonbeat - No Woman No
Lindy Layton - Echo My Heart
Gloria Gaynor - Never Can Say
Inner City - Till We Meet

RADIOLINA/Cagliari
Ivano Conca - Prog. Dir.
PP Beats Int'l - Echo Chamber
A List:
Queen LP
Sting - All This Time
Julee Cruise - Falling
Enigma - Sadness Part 1
Pino Daniele - Un Uomo En
Litfiba - Wodo Woda
Rick Astley - Cry For Help
Lucio Dalla - Denis
Seal - Crazy
Clara & Black Corps - Motel
LP Eric Clapton

HOLLAND

VERONICA/Hilversum
Hans Van Der Veen - Prog. Dir.
PP Bee Gees - Secret Love
AD Enigma - Mea Culpa Part 2
Roxette - Joyride
Madonna - Rescue Me
Johnny Gill - Wrap My Body
Dream Warriors - Ludi
Sting - Mad About You
John Spencer - In De Tijd Van
Beverly Craven - Holding On
Womack & Womack - Uptown
André Hazes - Ik Kan Je Niet

NOS/Hilversum
Tom Blomberg - Prod.
PP Georgie Davies - Silent Scream
A List:
Rob Zorn - Meisjes
Mildred Douglas - Under The
Muskee - Brother Booze
Jimmy Barnes - Let's Make It
Dream Warriors - Ludi
Roxette - Joyride
René Froger - Nobody Else
Bee Gees - Secret Love
John Spencer - In De Tijd Van
AD Kim Appleby - G.L.A.D.
Feargal Sharkey - I've Got

VARA/Hilversum
Rolf Kroes - Head Of Music
PP Soho - Hippychick
LP The Farm

AVRO/Hilversum
Jan Steeman - Head Of Music
PP Happy Mondays - Loose Fit
Ten Sharp - You
AD Valentine - Never Said It Was
Muskee - Brother Booze
Dee-Lite - How Do You Say...
Elvis - Love Me Tender
Del Amitri - Spit In The Rain
LP The Farm

TROS/Hilversum
Ferry Maat - Head Of Music
PP Madonna - Rescue Me
AD Clouseau - Ik Wil Vannacht
Roxette - Joyride
Restless Heart - Fast Movin'
Maggie's Dream - Love And
Jellyfish - That Is Why
Infobeat - We've Got The Funk
Dream Warriors - Ludi
Womack & Womack - Uptown
John Spencer - In De Tijd Van
Sting - Mad About You
New Four - Je Komt En Je Gaat
Rembrandts - Just The Way It

KRO/Hilversum
Paul Van Der Lugt - Head Of Music
PP Sting - Mad About You
A List:
Guido Belcanto - Vlammetjes
Soulsister - Well Well Well
Restless Heart - Fast Movin'
Womack & Womack - Uptown
The Clash - Should I Stay Or

NCRV/Hilversum
Jaap De Groot - Prod.
PP De Dijk - Je Weet Nooit

AD D-Rock - I Can't Believe
Maggie Reilly - What About
LP Won Ton Ton

SKY RADIO/Bussum
Ton Lathouwers - Oper. Mgr.
A List:
Chris Isaak - Wicked Game
Gloria Estefan - Coming Out Of
Stevie B. - Because I Love You
Rick Astley - Cry For Help
B List:
AD George Michael - Heal The Pain
Celine Dion - Where Does My

RADIO NOORD-HOLLAND/Haarlem
Pieter Buijs - Prod.
AD Dream Warriors - Ludi
Paul Simon - Proof
Freudiana - Little Hans
Rita Coolidge - I Stand In
Clive Griffin - Reach For The
Kenny Thomas - Outstanding
Hugo Matthysen - Sabrina

CFNB/Brunssum
Lou Rowland - Head Of Music
PP Rita MacNeil - Flying In Your
AD Maggie's Dream - Love And
Little Angels - Boneyard
Massive - Unfinished Sympathy
LP The Knack

BELGIUM

RADIO 21/Brussels
Marc Ysaye - DJ/Prod.
PP Madonna - Rescue Me
Blue Blot - September
Feargal Sharkey - I've Got
Rave 2001 - Seduce Me
Chris Rea
The Farm

BRT STUDIO BRUSSELS/Brussels
Jan Hautekiet/Marc Coenen -
 Prod.
PP Egbert Douwe - Kom Uit De
A List:
Divinyls - I Touch Myself
R.E.M. - Losing My Religion
Dirk Blanchart - Heart Beats
George Michael - Heal The Pain
Graham Parker CD
Radio - Tears In The Morning
Blue Rodeo CD
Silencers - Bulletproof Heart
Danish Butter Cookies - She
Jack Of Hearts - Can't Win 'Em

BRT RADIO 2/East Flanders
Rudi Sinia - Prod.
AD KLF - 3 A.M. Eternal
Nomad/MC Mikee - Devotion
J.J. Victoria - I Love You So
Enigma - Mea Culpa Part 2
George Michael - Heal The Pain
Simpsons - Do The Bartman

BRT RADIO 2/West Flanders
Peter de Groot - Head Of Music
PP The The - Jealous Of Youth
LP Big Dish

RTBF RADIO 2/Hainaut
A. Birenne/Ph. Jauniaux
AD Enigma - Mea Culpa Part 2
Jill Caplon - Tout Ce Qui Nous
Nathalie Paque - Bébé Bambou

RADIO CONTACT F/Brussels
Jean-Lou Bertin - Prog. Dir.
A List:
Patrick Bruel - Place Des
Kylie Minogue - What Do I Have
Benny B. - Qu'Est-Ce Qu'On
François Feldman - J'Ai Peur
B.B. Jerome/Bang Gang - Shock
Seal - Crazy
Black Box - Fantasy
Michel Sardou - Le Privilege
Televie - On A Toujours
Liane Faly - Au Fur Et A
AD François Valéry - Tout Est
Chris Isaak - Wicked Game
Bee Gees - Secret Love

RADIO CONTACT NL/Brussels
Danny De Bruin - Prog. Dir.
A List:
B.B. Jerome/Bang Gang - Shock
Raymond V/H Groenewoud - Liefde
Toast - Schreuw Het Van De
Axelle - Kennedy Boulevard
Queen - Innuendo
Artiesten M/E Hart - Van Nu Af
Chris Isaak - Wicked Game
Rick Astley - Cry For Help
Seal - Crazy
Joey Cass - It Is You

RADIO EXPRES/Antwerp
Marc Dhallander - Head Of Music
A List:
Chris Isaak - Wicked Game
Stevie B. - Because I Love You
Rick Astley - Cry For Help

Artiesten M/E Hart - Van Nu Af
Celine Dion - Where Does My
Axelle - Kennedy Boulevard
Kim Appleby - G.L.A.D.
Soulsister - Well Well Well
Travolta/John - Grease Megamix
AD Londonbeat - No Woman No
Bee Gees - Secret Love

RADIO ANTIGOON/Antwerp
Piet Keizer - Dir.
PP Kim Appleby - G.L.A.D.
A List:
Peace Choir - Give Peace A
Susanna Hoffs - My Side Of The
Candyman - Knockin' Boots
Kim Appleby - Don't Worry
Chris Isaak - Wicked Game
C&C Music Factory - Gonna
Vanilla Ice - Ice Ice Baby
2 Bros. O/T 4th Floor - Can't
Celine Dion - Where Does My
Nomad/MC Mikee - Devotion
AD Clouseau - Ik Wil Vannacht Bij
Enigma - Mea Culpa Part 2
New Kids O/T Block - Games
Madonna - Rescue Me
Radios - Tears In The Morning

RADIO ROYAAL/Hamont-Achel
Tom Holland - Prog. Dir.
PP Dream Warriors - Ludi
AD Big Dish - Miss America
Information Society - Think
2 In A Room - Wiggle It
Chris Rea - Auberge
Kim Appleby - G.L.A.D.
André Hazes - Ik Kan Je Niet
Extreme - Get The Funk Out
Clouseau - Ik Wil Vannacht Bij
Anita Meyer - Don't Leave Me
Sandra Reemer - He Was The One
Johnny Gill - Wrap My Body
Roxette - Joyride
LP Osmond Boys

ITALY

RADIO MADRID/SER
Rafael Revert - Music Mgr.
PP Professor - Hoy No Pudeo
Cienfuegos - Corman
J.B. Ellis/T.Hare - Go For It
Gatos Locos - Carro Hacia Ti
No Me Pises... - Yo A Mi
La Búsqueda - Mi Despartar
Los Pajaros - Tu Que Me Das
Dream Academy - Love
2 In A Room - Wiggle It

A List:
AD Family Fax - Que Boleros
Un Pinguino... - El Ama De

B List:
AD Dublin - Trabajando
Seal - Crazy
DJ Dimas - Here We Go Again
Los Secretos - Soy Como Dos
Poly C - Soy Un Pijo
Technotronic - Turn It Up
Los Moluscos - Tu Que Te Crees
21 Japonesas - Corazon
Alan Jones - Eyes Without A
Kim Appleby - Don't Worry

POPULAR FM/CADENA
COPE/Madrid
Carlos Finaly - Music Director
PP Tonita Tikaram - Only The Ones
Greta Y Los Garbo - Rompes Mi

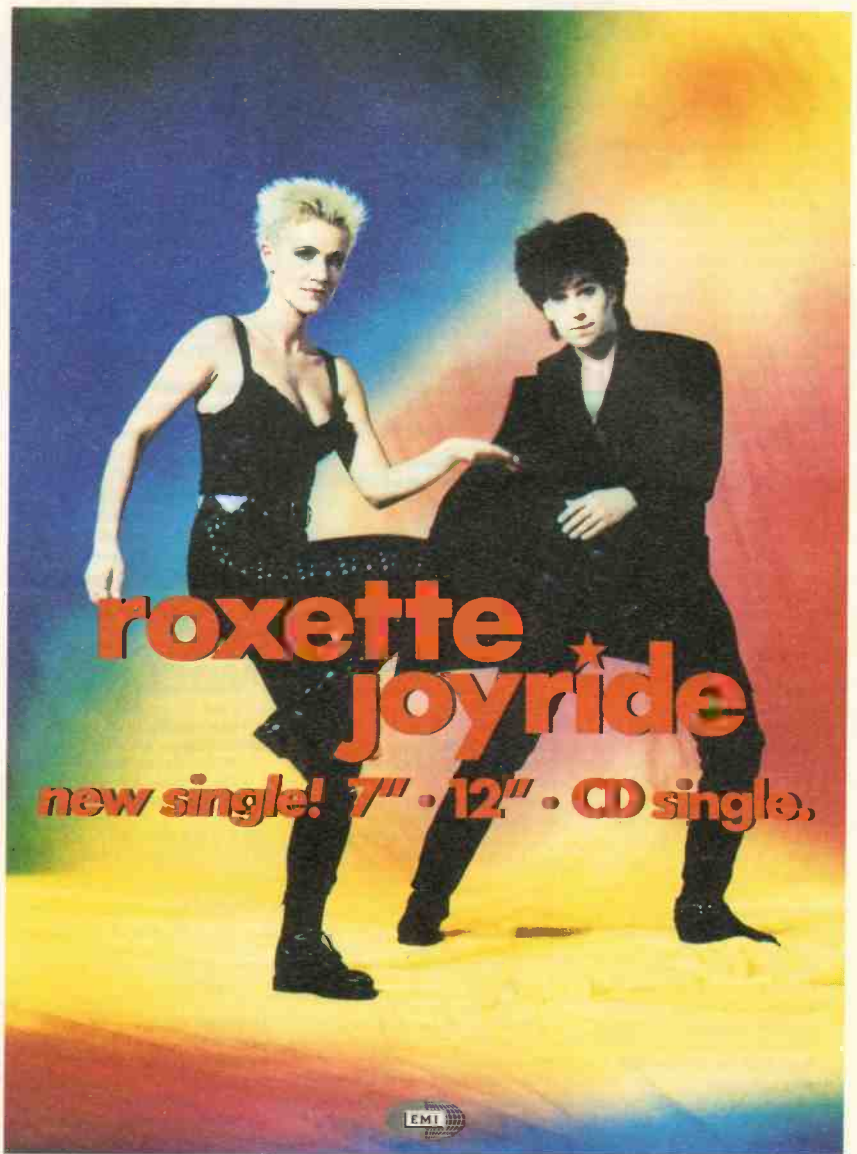
A List:
Sting - All This Time
Tam Tam Go - Este Payo
Rick Astley - Cry For Help
Whitney Houston - All The Man
Pet Shop Boys - Being Boring

B List:
AD Lauren Wood - Fallen
LP Rick Astley

TOP 97.2/Madrid
Raul Marchant - Music Mgr.
PP Jimmy Somerville - Smalltown

A List:
Pet Shop Boys - Being Boring
Whitney Houston - All The Man
Gloria Estefan - Coming Out
Queen - Innuendo
JL Guerra - Burbujas De Amor
Enigma - Sadness Part 1
Elton John - Easier To Walk
Julio Iglesias - When I Need You
Sting - All This Time
Tam Tam Go - Este Payo
AD Julee Cruise - Falling
Mas Birras - Besos Tan Dulces
KLF - 3 A.M. Eternal
T. Buitres - Pobre Lucilla
Alan Jones - Eyes Without A
2 In A Room - Wiggle It
LP Queen

CANAL SUR RADIO/Sevilla
Paco Sanchez - Music Mgr.
PP Father MC - I'll Do 4 You
Gerardo - Rico Suave
Cover Girls - Funky Boutique
The Fixx - How Much Is Enough



Cathy Denis - Touch Me
A List:
Robert Palmer - Mercy Mercy
Sting - All This Time
Heroes Del Silencio - Maldito
Londonbeat - A Better Love
Enigma - Sadness Part 1
Pet Shop Boys - Being Boring
Los Pajaros - Magoo
Vanilla Ice - Play That Funky
Corazones Estrangulados - Ese
Happy Monday - Kinky Afro
AD Jesus Jones - Doubt
Jellybean - Spillin' The Beans
Faith No More LP
Los Sencillos - Estuve De
Los Pajaros - Tu Que Me Das

SWEDEN

RIKSRADION P3/KLANG & C:O
Weekdays 12.30-3 PM
Lars Göran Nilsson - Prod.

A List:
Bassix - Everybody Plays The
Alexander O'Neal - All True
Jellyfish LP
Big Dish - Miss America
Blue Rodeo - Til I Am Myself
Finançon LP
Emile Wandelmer LP
Eric Gadd - Do You Believe In
Farbor Blå LP
Eldkvarn LP
Wilmer X - Vem Får Nu Se Alla
AD Daryl Braithwaite - Rise
2 N U - This Is Pondrous
Womack & Womack - Uptown
Johnny T. - Kom Kom Kom

RIKSRADION P3/TRACKSLISTAN
Saturdays 2-4 PM
Kaj Kindvall - Prod.

A List:
Stevie B - Because I Love You
KLF - 3 A.M. Eternal
Seal - Crazy
Rick Astley - Cry For Help
New Kids O/T Block - Games
Dr. Alban - U & Mi
Kylie Minogue - What Do I Have
Vanilla Ice - Play That Funky
Simpsons - Do The Bartman
Eric Gadd - Do You Believe In

INXS - Disappear
Alias - More Than Words Can
Julee Cruise - Falling
Chris Isaak - Wicked Game
Bananarama - Preacher Man
C&C Music Factory - Gonna
Peace Choir - Give Peace A
AD Izabella - I Write You A
Orup - My Earth Angel
Belinda Carlisle - Summer Rain

SAF RADIO CITY/Stockholm
Martin Loogna - Head Of Music
PP Roxette - Joyride
AD Escape Club - Call It Poison
Pet Shop Boys - How Can You
Enigma - Mea Culpa
Jesus Loves You - Bow Down
Thomas Barquee - Girls Talk
Candyman - Melt In Your Mouth
Christer Sadelin - Ge Och Ta
Tongue N' Cheek - Forget Me
Divinyls - I Touch Myself

Massive - Unfinished Sympathy
Lena Philipson - Escape
Oleta Adams - Get Here
INXS - By My Side
Michael Oldfield - Heaven's
Banderas - This Is Your Life
Culture Beat - I Like You
Travolta/John - Grease Megamix
Bingo Boys - How To Dance
Cathy Denis - Touch Me
Bassix - Everybody Plays The
Feargal Sharkey - I've Got

CITY 103/Gothenburg
Lars Bodin - Music Director
PP Roxette - Joyride
A List:
Sting - Mad About You
Rembrandts - Just The Way It
Madonna - Rescue Me
Van Morrison - Enlightenment
Kim Wilde - World In Perfect
Mica Paris - If I Love U 2

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STATION REPORTS

Dag Finn- I Wanna Be Your
Paul Brady- Nobody Knows
Maggie's Dream- Love & Tears
Steve Winwood- I Will Be
LP Rick Astley

RADIO STOCKHOLM/Stockholm
Ulo Maasing - DJ/Prod.

AD T-Bone- Check It Out
Axel T.- Stays Within
Herb Alpert- North On South
Beatmasters- Dunno What It Is
C&C Music Factory- Here We Go
Black Box- Strike It Up
True Faith- Take Me Away
Daisy Dee- It's Gonna Be
N-Joi- Adrenalin
Barnes Bass House- Mesmerised
DJ Le Roy- Bocachico
Gary Vornquest- Victim Of Love
Blue Jean's Regime- Bottom
Tomas- Mind Song
Deff Boys- Turn It Up

RADIO GOTHENBURG
Leif Wivatt - Head Of Music

AD Alexander O'Neal- All True
Sting- Mad About You
R.E.M.- Losing My Religion
Daryl Braithwaite- Rise
The Clash- Should I Stay Or
Julee Cruise- Rockin' Back
Eric Gadd- Do You Believe In
Blue Rodeo- Til I Am Myself

HIT FM/Stockholm
Johan Bring - Prog. Dir.

AD Niklas Stromstedt- Runt Runt
Nuzak- Like A Hurricane
Christer Sandelin- Ce & To
2 In A Room- Wiggle It
Real Milli Vanilli- True Love
Jeanne Mas- Shakespear
Escape Club- Call It Poison
N-Joi- Anthem
Pete Guzz- Fredags Tjej

RADIO P4/Lund
Hans Strandberg - Music Dir.

PP Roxette- Joyride
Daryl Braithwaite- Rise
AD Liane Foly- Nuit Halogene
Vixen- Not A Minute Too Soon
Christer Sandelin- Ge Och Ta
J.J.- If This Is Love
Real Milli Vanilli- True Love
Jim- Love Spins
Nuzak- Like A Hurricane
Clash- Should I Stay Or
LP Hi Five

RADIO OREBRO/Orebro
Arne Holmberg - Music Dir./DJ

PP Roxette- Joyride
A List:
AD Magnus Johansson- Vakma Nu
B List:
AD Daryl Braithwaite- Rise
Bronski Beat- One More Chance

RADIO LIDINGO/Stockholm
Mikael Orjansberg - DJ/Prod.

A List:
C&C Music Factory- Gonna
Seal- Crazy
Stevie B- Because I Love You
Dr.Alban- U And Me
Dream Warriors- My Definition
Alexander O'Neal- All True
Robert Palmer- Mercy Mercy
KLF- 3 A.M. Eternal
Snap- Mary Had A Little Boy
Enigma- Sadness Part 1

RADIO VSD/Gothenburg
Leif Peterson - Head Of Music

AD Roxette- Joyride
Real Milli Vanilli- True Love
Off Shore- I Can't Take The
Nuzak- Like A Hurricane

RADIO HUDDINGE/Stockholm
Robert Sehlberg - Prog. Dir.

PP Oleta Adams- Get Here
Roxette- Joyride
AD Kim Appleby- G.L.A.D.
Divinyls- I Touch Myself
Pet Shop Boys- How Can You
Chris Rea- Auberge
Free- Alright Now
Massive- Unfinished Sympathy
LP Eric Gadd

NORWAY

NRK/Oslo
Steinar Fjeld - Prod.

AD Orup- My Earth Angel
Bee Gees- Secret Love
2 In A Room- Wiggle It
Izabella- I Write You A
Donny Osmond- My Love Is A
C&C Music Factory- Live
Roxette- Joyride
Rick Astley- In The Name Of
Susanna Hoffs- Unconditional
Michael Oldfield- Heaven's

NRK/Oslo

Jan Rustad - Prod.
PP Two Niggers & A Honky- Johnny
A List:

Screaming Trees- Bed Of Roses
The Thrabs- Come Down Sister
Real People- Open Up Your
Rovers- Jane Fonda Workout
The The- Jealous Of Youth
Nomad/MC Mikee- Devotion
Secret Mission- Silent Spring
Julee Cruise- Rockin' Back
Roxette- Joyride

RADIO 1/Oslo

Bjoern Faarlund - DJ

AD One Eyed Jacks- Falling
Styx- Show Me The Way
Chris Rea- Auberge
Jesus Loves You- Bow Down
Sting- Mad About You
Damn Yankees- High Enough

RADIO VEST/Stavanger

Bjarte Tjostheim - Head Of Music

PP J.J.- If This Is Love
AD Roxette- Joyride
Orup- My Earth Angel
Celine Dion- If Love Is Out
Tanita Tikaram- Deliver Me
George Michael- Heal The Pain
Sko/Torp- On A Long Lonely
Whitney Houston- My Name Is
Queen- Headlong
Jellyfish- That Is Why
Gloria Estefan- Language Of
LP Rick Astley

RADIO MOTOR/Oslo

Grete Torp - Head Of Music

PP Elton John LP
Steinar Albrigtsen- Alone Too
Tomboy- Read My Lips
Gitarkameratene- Typisk Norsk
Tanita Tikaram LP

RADIO 102/Haugesund
Egil Houeland - Head Of Music

AD Ainbusk Singers- Lassie
Free- Alright Now
Julee Cruise- Rockin' Back
Roxette- Joyride
Jellyfish- That Is Why
Feargal Sharkey- I've Got
Bee Gees- Secret Love
Izabella- I Write You A
Londonbeat- No Woman No
Jesus Jones- Right Here Right
Blue Rodeo- Til I Am Myself
Rovers- Elephant Cowboy
LP Chris Isaak
Jellyfish
Jeffrey Osborne
Blue Rodeo

RADIO MOSS/Moss

Kai Roger Ottesen - Head Of Music

A List:
AD Izabella- I Write You A
Dive- Captain Nemo
Donny Osmond- Before It's Too
Erika- Hurting So Bad
Roxette- Joyride
B List:
AD Tom Jones- Couldn't Say
Feargal Sharkey- I've Got
Steve Winwood- I Will Be
Styx- Show Me The Way
Michael Oldfield- Heaven's

STUDENTRADIOEN

TROMSO/Tromso
Rune Hagen - Head Of Music

A List:
Jörn Hoel- Ho Som Har Öyan
Silencers- Bulletproof Heart
Eldkvarn- Madelene Jag Kommer
Julee Cruise- Rockin' Back
Chris Isaak- Blue Hotel
Peace Choir- Give Peace A
Real People- Open Up Your
Sting- All This Time
Mikael Wiehe- Fristen
Rovers- Cowboy Elephant
LP Tre Små Kinesere
Sting
Rovers
Tom Russell Band
De Press

RADIO NORD/Harstad

Tom Berg - Head Of Music

AD Feargal Sharkey- I've Got
John Farnham- Chain Reaction
Mikael Wiehe- Fristen

DENMARK

DANMARKS RADIO/Århus
Leif Wivelsted - Head Of Prog.

A List:
Enigma- Sadness Part 1
Travolta/John- Grease Megamix
Vanilla Ice- Ice Ice Baby
C&C Music Factory- Gonna
Cut'N'Move- Take No Crap

RADIO VOICE/Copenhagen

Bo Berg - Prog. Dir.

PP Roxette- Joyride

Sort Sol- Carry Me To The

One Eyed Jacks- Falling

2 In A Room- Wiggle It

Tomas Ledin- Hon Gör Allt

A List:

Divinyls- I Touch Myself
Living Colour- Love Rears
Sting- All This Time
Jeffrey Osborne- Only Human
Londonbeat- No Woman No
Orup- My Earth Angel
KLF- 3 A.M. Eternal
Bee Gees- Secret Love
Big Dish- Miss America
Cut'N'Move- Take No Crap

RADIO VIBORG

Henning Kristensen/Poul Foged -

Head Of Music

A List:

AD Silencers- Art Of Self
Roxette- Joyride
Love Shop- Radio Kalundborg
Low Budget B.B.- Devils Right
Celine Dion- Where Does My Heart
Freudiana- Little Hans
Ray Dee Ohh- Alt I Alt

AALBORG NÆRRADIO/Aalborg

Olaf Meditzky - DJ/Prod.

PP Bee Gees- Secret Love
Bamses Venner- Rock'N'Roll
Robert Palmer- Mercy Mercy
Paul Simon- Proof
Surface- The First Time
AD Jellybean- What's It Gonna Be
Mixed Emotions- Sensuality
Chris Isaak- Blue Hotel
LP Alexander O'Neal

ÅRHUS NÆRRADIO/Århus

Ib Buch - Head Of Music

A List:

AD Ray Dee Ohh- Alt I Alt
Allan Olsen- Gajoverden
Steve Winwood- I'll Be There
Orup- My Earth Angel
Love Shop- Radio Kalundborg
Lise- Hey Truck

UPTOWN FM/Copenhagen

Niels Pedersen - Head Of Music

PP Roxette- Joyride

A List:

Rick Astley- Cry For Help
Robert Palmer- Mercy Mercy
Seal- Crazy
Mariah Carey- Someday
Oleta Adams- Get Here
Gino Vanelli- Inconsolable
Sting- All This Time
Susanna Hoffs- My Side Of The
Chris Isaak- Wicked Game
Chris Rea- Auberge
AD Low Budget B.B.- Devils Right
Damn Yankees- High Enough
George Michael- Heal The Pain
Love Shop- Radio Kalundborg
Chris Isaak- Blue Hotel
Celine Dion- Where Does My

RADIO ABC/Randers

Stig Hartvig Nielsen - Prog. Contr.

A List:

AD Roxette- Joyride
Mikael Wiehe- Nu Kan Jeg Gø
B List:
AD Heart- Secret
Ray Dee Ohh- Alt I Alt
Nana Mouskouri- Oh Happy Day
Marti Webb- Don't Let The
Candyman- Knockin' Boots
Per Fjord LP

RADIO SYDKYSTEN/Copenhagen

Peter Hall - Head Of Music

AD Orup- My Earth Angel

Clive Griffin- Reach For The

Nelson- After The Rain

Cut'N'Move- Take No Crap

Divinyls- I Touch Myself

Styx- Show Me The Way

RADIO HOLBÆK/Holbæk

Stig Nielsen - DJ/Prod.

PP Roxette- Joyride

A List:

Cut'N'Move- Take No Crap
Kim Appleby- G.L.A.D.
Bee Gees- Secret Love
Sting- All This Time
Robert Palmer- Mercy Mercy
Peace- Give Peace A
Seal- Crazy
Jellybean- What's It Gonna
Queen- Innuendo
C&C Music Factory- Gonna

FINLAND

RADIO 1, 91.1 FM/Helsinki

Joke Linnamaa - Prog. Dir.

A List:
Chris Rea- Auberge

Sting- All This Time

Susanna Hoffs- Wishing On

INXS- Bitter Tears

Soulister- Through Before

B.G. Prince Of Rap- Rap To

Tesla- 2001

Colin James- If You Lean On

Jesus Loves You- One On One

E.M.F.- I Believe

RADIO JYVÄSKYLÄ/Jyväskylä

David Mawby - Producer

A List:

Queen- Innuendo
Chris Isaak- Wicked Game
Sting- All This Time
David Lee Roth- A Lil Ain't
Hector- Juudoon Viinaa
Enigma- Mea Culpa
Neljä Ruusua- Elämä
Vanilla Ice- Play That Funky
Gloria Estefan- Coming Out
ZZ Top- Give It Up

AUSTRIA

OE 3/Vienna

Günther Lesjak - Head Of Music

AD Mindwork- In The Ghetto

Whitney Houston- All The Man

C&C Music Factory- Gonna

Bee Gees- Secret Love

Roxette- Joyride

CD INTERNATIONAL/Braislava

Peter Lossack - Head Of Music

PP KLF- 3 A.M. Eternal

A List:

Seal- Crazy
C&C Music Factory- Gonna
Queen- Innuendo
Black Box- Fantasy
Milli Vanilli- Keep On
Janet Jackson- Love Will
Simpsons- Do The Bartman
Damn Yankees- High Enough
Eno/Cale- Spinning Away
Whitney Houston- All The Man
Sting- All This Time

SWITZERLAND

DRS 3/Basel

Christoph Allispach - Music Co-ord.

AD Friends Of Harry- Take It All

Womack & Womack- Uptown

LP Graham Parker

RETE 3/Lugano

Giorgio Passera - Head Of Music

PP Heads Up- Number 3

Charlatons- Believe You Me

A List:

Albert Collins- Iceman
Havana 3 AM- Blue Motorcycle
King's X- It's Love
Pierangelo Bertoli- Come
Happy Mondays- Kinky Afro
Los Lobos- Deep Dark Hole
Limbomania- Freestyle
Tanita Tikaram- Mud In Any
Litfiba- Siamo Umani
David Lee Roth- Baby's On

RADIO 24/Zurich

Clem Dalton - DJ/Co-ord.

AD Saha- Hippychick

David Foster- River Of Love

Chicago- Explain It To My

Peace Choir- Give Peace A

Chris Rea- Auberge

RADIO FORDERBAND/Bern

Res Hassenstein - DJ/Co-Ord.

PP Status Quo- Anni Waltz Pt.2

AD Great White- Afterglow

C.J. Chenier- I Feel All

Beverly Craven- Promise Me

29 Palms- Magic Man

LP Graham Parker

PORTUGAL

RFM/Lisbon

Pedro Tojal - 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:

AD Nicholas Cage- Love Me
The The- Jealous Of Youth
Big Dish- Miss America
Morrissey- Our Frank
Madonna- Crazy For You
B List:
AD Michael Franks- Stick To Me
Deee-Lite- Good Beat

Bananarama- Preacher Man

RADIO MAIS/Amadora

Jose Lourenco - Head Of Music

PP Andy Taylor- Cocaine

John Moore- Meltdown

Aztec Camera- The Gentle Kind

Bombalurina- Speedy Gonzalez

AD Peter Murphy- Deep Ocean

His Latest Flame- Heart Of

Waterboys- The Whale Of The

IRELAND

2 FM/Dublin

John Clarke - DJ/Prod.

PP Stevie B- Because I Love You

Pursuit Of Happiness- She's

Julee Cruise- Rockin' Back

Bee Gees- Secret Love

Simpsons- School Days

AD Railway Children- Every Beat

River City People- When I Was

La's- Feelin'

Jimmy Barnes/INXS- Good Times

Styx- Show Me The Way

GREECE

ANTENNA 97.1 FM/Athens

Michael Tsoussopoulos -

Head Of Music

AD Kim Appleby- G.L.A.D.

Phil Collins- Another Day In

INXS- By My Side

C&C Music Factory- Gonna

Off Shore- I Can't Take

JGRS JERONIMO

GROOVY/Athens

Takis Fotiou - DJ/Prod.

UNITED KINGDOM

- Singles**
- The Simpsons** - Do The Bartman
 - Nomad feat. MC Mikee Freedom** - Devotion
 - Oleta Adams** - Get Here
 - Source & Candi Staton** - You Got The Love
 - KLF** - 3 A.M. Eternal
 - Kim Appleby** - G.L.A.D.
 - Free** - All Right Now
 - 808 State** - In Yer Face
 - Madonna** - Crazy For You
 - Praise** - Only You

- Albums**
- Queen** - Innuendo
 - Chris Isaak** - Wicked Game
 - Gloria Estefan** - Into The Light
 - G.Michael** - Listen Without Prejudice Vol. 1
 - Oleta Adams** - Circle Of One
 - Elton John** - The Very Best Of...
 - Thin Lizzy** - Dedication
 - Madonna** - The Immaculate Collection
 - Jesus Jones** - Doubt
 - Belinda Carlisle** - Runaway Horses

SPAIN

- Singles**
- Enigma** - Sadness Part 1
 - Londonbeat** - I've Been Thinking About You
 - Chico De Tass** - Ganster
 - Vanilla Ice** - Ice Ice Baby
 - Madonna** - Justify My Love
 - The KLF** - Sadam
 - Queen** - Innuendo
 - Nick Kamen** - I Promised Myself
 - C&C Music Factory** - Gonna Make You Sweat
 - Milli Vanilli** - Keep On Running

- Albums**
- Heroes Del Silencio** - Senderos De Traicion
 - Enigma** - MCMXC A.D.
 - Queen** - Innuendo
 - Elton John** - The Very Best Of...
 - Soundtrack** - Ghost
 - Julio Iglesias** - Starry Night
 - Sting** - The Soul Cages
 - Soundtrack** - Music From Twin Peaks
 - Whitney Houston** - I'm Your Baby Tonight
 - Juan Luis Guerra & 4.40** - Bachata Rosa

DENMARK

- Singles**
- Cut'n Move** - Take No Crap
 - The Peace Choir** - Give Peace A Chance
 - KLF** - 3 A.M. Eternal
 - J.Travolta/O.Newton-John** - The Grease Megamix
 - 2 X Kaj** - Alle Bornene
 - Hugo** - Hugarap
 - Enigma** - Sadness Part 1
 - Bubbers** - Bubbers Badekar
 - Vanilla Ice** - Ice Ice Baby
 - Casanova Keld** - Jeg' En Fiasko

- Albums**
- Gasolin** - Rabalderstraede
 - Elvis Presley** - Danske Single Hits
 - Sko/Torp** - On A Long Lonely Night
 - Queen** - Innuendo
 - Soundtrack** - Music From Twin Peaks
 - Elton John** - The Very Best Of...
 - Ray Dee Ohh** - Too
 - Gloria Estefan** - Into The Light
 - Sting** - The Soul Cages
 - Tanita Tikaram** - Everybody's Angel

SWITZERLAND

- Singles**
- Enigma** - Sadness Part 1
 - C&C Music Factory** - Gonna Make You Sweat
 - Queen** - Innuendo
 - Madonna** - Justify My Love
 - R.Palmer/UB40** - I'll Be Your Baby Tonight
 - E.M.F.** - Unbelievable
 - The Righteous Brothers** - Unchained Melody
 - Vanilla Ice** - Ice Ice Baby
 - Seal** - Crazy
 - Scorpions** - Wind Of Change

- Albums**
- Queen** - Innuendo
 - Sting** - The Soul Cages
 - Elton John** - The Very Best Of...
 - Enigma** - MCMXC A.D.
 - J.Somerville** - Singles Collection 1984/1990
 - Vanilla Ice** - To The Extreme
 - David Lee Roth** - A Little Ain't Enough
 - Phil Collins** - Serious Hits...Live!
 - Gloria Estefan** - Into The Light
 - Front 242** - Tyranny For You

GERMANY

- Singles**
- C&C Music Factory** - Gonna Make You Sweat
 - Torffrock** - Beinhart
 - Dr. Alban** - Hello Afrika
 - Seal** - Crazy
 - KLF** - 3 A.M. Eternal
 - The Farm** - All Together Now
 - J.B.Ellis/T.Hare** - Go For It! (Heart & Fire)
 - Queen** - Innuendo
 - Dr. Alban** - No Coke
 - Kim Appleby** - Don't Worry

- Albums**
- Queen** - Innuendo
 - Sting** - The Soul Cages
 - Phil Collins** - Serious Hits...Live!
 - Westernhagen** - Live
 - J.Somerville** - Singles Collection 1984/1990
 - Soundtrack** - Werner Beinhart
 - AC/DC** - The Razor's Edge
 - BAP** - X Fuer 'E U
 - Elton John** - The Very Best Of...
 - Herbert Groenemeyer** - Luxus

HOLLAND

- Singles**
- Seal** - Crazy
 - Candyman** - Knockin' Boots
 - R. v.h. Groenewoud** - Liefde Voor Muziek
 - C&C Music Factory** - Gonna Make You Sweat
 - Stevie B** - Because I Love You
 - Chris Isaak** - Wicked Game
 - Queen** - Innuendo
 - 2 Bros. On The 4th Floor** - Can't Help Myself
 - Tony Scott** - Love Let Love
 - KLF** - 3 A.M. Eternal

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

NORWAY

- Singles**
- Inner Circle** - Bad Boys
 - The Simpsons** - Do The Bartman
 - Enigma** - Sadness Part 1
 - Seal** - Crazy
 - Julee Cruise** - Falling
 - J.Travolta/O.Newton-John** - Grease Megamix
 - Vanilla Ice** - Ice Ice Baby
 - E.M.F.** - Unbelievable
 - CC Cowboys** - Barnehemmet Johnny Johnny
 - KLF** - 3 A.M. Eternal

- Albums**
- Elton John** - The Very Best Of...
 - Steinar Albrigtsen** - Alone Too Long
 - Sting** - The Soul Cages
 - CC Cowboys** - Rock'n Roll Ryttere
 - Soundtrack** - Music From Twin Peaks
 - Enigma** - MCMXC A.D.
 - Tomboy** - Read My Lips
 - Queen** - Innuendo
 - Roger McGuinn** - Back From Rio
 - Chris Isaak** - Wicked Game

AUSTRIA

- Singles**
- The Righteous Brothers** - Unchained Melody
 - Dr. Alban** - Hello Afrika
 - Milli Vanilli** - Keep On Running
 - Black Box** - Fantasy
 - Enigma** - Sadness Part 1
 - Jazz Gitti** - Krnk Di Net
 - Jimmy Somerville** - To Love Somebody
 - Vanilla Ice** - Ice Ice Baby
 - R.Palmer/UB40** - I'll Be Your Baby Tonight
 - Kim Appleby** - Don't Worry

- Albums**
- The Righteous Brothers** - The Very Best Of...
 - Elton John** - The Very Best Of...
 - Sting** - The Soul Cages
 - Phil Collins** - Serious Hits...Live!
 - Ostbahn Kurti** - 1/2 So Wued
 - The Real Milli Vanilli** - The Moment Of Truth
 - Jazz Gitti** - A Wunda
 - Enigma** - MCMXC A.D.
 - Wildecke Herzubuen** - Herzilein
 - Carreras/Domingo/Pavarotti** - In Concert

FRANCE

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

- Albums**
- J.J.Goldman** - Fredericks, Goldman & Jones
 - Enigma** - MCMXC A.D.
 - Johnny Hallyday** - Dans La Chaleur De Bercy
 - Patrick Bruel** - Alors Regarde
 - Phil Collins** - Serious Hits...Live!
 - Michel Sardou** - Le Privilege
 - Scorpions** - Crazy World
 - Sting** - The Soul Cages
 - Francois Feldman** - Une Presence
 - UB 40** - Labour Of Love II

BELGIUM

- Singles**
- Televie** - On A Toujours Quelqu'Un Avec Toi
 - Levenslijn 91** - Van Nu Af Aan
 - Enigma** - Mea Culpa Part II
 - B.B. Jerome & The Bang** - Shock Rock
 - Benny B** - Qu'Est-Ce-Qu'On Fait Maintenant
 - Seal** - Crazy
 - R. v.h. Groenewoud** - Liefde Voor Muziek
 - Toast** - Ik Schreeuw Het Van De Daken
 - Vanilla Ice** - Ice Ice Baby
 - Nomad feat. MC Mikee Freedom** - Devotion

- Albums**
- Sting** - The Soul Cages
 - Enigma** - MCMXC A.D.
 - Queen** - Innuendo
 - Front 242** - Tyranny For You
 - R. v.h. Groenewoud** - Meisjes/Best Of
 - Will Tura** - Nieuwe Wegen
 - Chris Isaak** - Wicked Game
 - F.Francois** - Est-Ce-Que Tu Es Seule Ce Soir
 - Gloria Estefan** - Into The Light
 - Elton John** - The Very Best Of...

FINLAND

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

- Albums**
- Sting** - The Soul Cages
 - David Lee Roth** - A Little Ain't Enough
 - Queen** - Innuendo
 - Hector** - Yhtena Ilana
 - Madonna** - The Immaculate Collection
 - Elton John** - The Very Best Of...
 - Gloria Estefan** - Into The Light
 - Enigma** - MCMXC A.D.
 - Ressu Redford** - Ressu
 - Vanilla Ice** - To The Extreme

GREECE

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

- Albums**
- Sting** - The Soul Cages
 - Enigma** - MCMXC A.D.
 - Julio Iglesias** - Starry Night
 - Whitney Houston** - I'm Your Baby Tonight
 - G.Michael** - Listen Without Prejudice Vol. 1
 - Vanilla Ice** - To The Extreme
 - New Kids On The Block** - No More Games
 - Soundtrack** - Rocky V
 - Snap** - World Power
 - Gary Moore** - Still Got The Blues

ITALY

- Singles**
- Enigma** - Sadness Part 1
 - Gabibbo** - Ti Spacco La Faccia
 - Julee Cruise** - Falling
 - Queen** - Innuendo
 - Raf** - Internatamentamente
 - Vanilla Ice** - Ice Ice Baby
 - Pino Daniele** - 'O Scarrafone
 - Elio E Le Storie Tese** - The Last Sri Lanka
 - Lucio Dalla** - Attenti Al Lupo
 - Seal** - Crazy

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

SWEDEN

- Singles**
- Seal** - Crazy
 - Julee Cruise** - Falling
 - Chris Isaak** - Wicked Game
 - KLF** - 3 A.M. Eternal
 - C&C Music Factory** - Gonna Make You Sweat
 - The Simpsons** - Do The Bartman
 - Enigma** - Sadness Part 1
 - Inner Circle** - Bad Boys
 - Snap** - Mary Had A Little Boy
 - Orup** - My Earth-Angel

- Albums**
- Soundtrack** - Music From Twin Peaks
 - Elton John** - The Very Best Of...
 - Sting** - The Soul Cages
 - Enigma** - MCMXC A.D.
 - Tomas Ledin** - Tillfalligheternas Spel
 - Chris Isaak** - Wicked Game
 - Queen** - Innuendo
 - Roger McGuinn** - Back From Rio
 - Low Budget Blues Band** - Low Budget Blues Band
 - Grymlings** - Grymlings

IRELAND

- Singles**
- The Simpsons** - Do The Bartman
 - Dave Llor** - Nostalgia
 - M.C. Hammer** - Here Comes The Hammer
 - Oleta Adams** - Get Here
 - Paul Brady** - Nobody Knows
 - Free** - All Right Now
 - Morrisey** - Our Frank
 - Madonna** - Crazy For You
 - Stevie B** - Because I Love You
 - Nomad feat. MC Mikee Freedom** - Devotion

- Albums**
- Thin Lizzy** - Dedication
 - Gloria Estefan** - Into The Light
 - Queen** - Innuendo
 - J.Carreras** - The Essential Jose Carreras
 - G.Michael** - Listen Without Prejudice Vol. 1
 - The Simpsons** - The Simpsons Sing The Blues
 - New Kids On The Block** - No More Games
 - Enigma** - MCMXC A.D.
 - Michael Bolton** - Soul Provider
 - Tanita Tikaram** - Everybody's Angel

PORTUGAL

- Singles**
- Rui Veloso** - Nao Ha Estrelas No Ceu
 - Rui Veloso** - A Paixao
 - Whitney Houston** - I'm Your Baby Tonight
 - Sting** - All This Time
 - INXS** - Disappear
 - Queen** - Innuendo
 - Vaya Con Dios** - What's A Woman
 - Black Box** - The Total Mix
 - Device** - What Is Sadness
 - del Amitri** - Spit In The Rain

- Albums**
- Queen** - Innuendo
 - Sting** - The Soul Cages
 - Rui Veloso** - Mingsos & Os Samurais
 - Soundtrack** - Music From Twin Peaks
 - Carreras/Domingo/Pavarotti** - In Concert
 - Elton John** - The Very Best Of...
 - Snap** - World Power
 - Carlos Guilherme** - Cancoes De Amor
 - Phil Collins** - Serious Hits...Live!
 - Vaya Con Dios** - Night Owls

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

EHR TOP 25

TW	LW	WOC	Artist/Title	Label
1	1	6	RICK ASTLEY /Cry For Help	(RCA)
2	2	7	STING /All This Time	(A&M)
3	3	7	SEAL /Crazy	(ZTT)
4	6	3	CHRIS REA /Auberge	(East West)
5	5	6	ROBERT PALMER /Mercy Mercy Me/I Want You	(EMI)
6	15	2	GEORGE MICHAEL /Heal The Pain	(Epic)
7	8	2	KIM APPLEBY /G.L.A.D.	(Parlophone)
8	17	2	SUSANNA HOFFS /My Side Of The Bed	(Columbia)
9	4	6	GLORIA ESTEFAN /Coming Out Of The Dark	(Epic)
10	10	8	WHITNEY HOUSTON /All The Man That I Need	(Arista)
11	11	3	KYLIE MINOGUE /What Do I Have To Do	(PWL)
12	9	5	MARIAH CAREY /Someday	(Columbia)
13	7	10	ENIGMA /Sadness Part 1	(Virgin)
14	19	2	KLF /3 AM Eternal	(KLF Communications)
15	20	2	STEVIE B. /Because I Love You	(BCM)
16	12	6	C&C MUSIC FACTORY /Gonna Make You Sweat	(Columbia)
17	23	3	CHRIS ISAAK /Wicked Game	(London)
18	21	2	THE SIMPSONS /Do The Bartman	(Geffen)
19	14	3	OLETA ADAMS /Get Here	(Fontana)
20			CHRIS ISAAK /Blue Hotel	(Reprise)
21	22	5	BANANARAMA /Preacher Man	(London)
22			LONDONBEAT /No Woman No Cry	(Anxious/RCA)
23			THE FARM /All Together Now	(Produce)
24			KIM APPLEBY /Don't Worry	(Parlophone)
25	13	4	QUEEN /Innuendo	(Parlophone)

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

CHARTBOUND RECORDS

SOHO /Hippyckick	(S&M)	24/2
ELTON JOHN /Easier To Walk Away	(Rocket)	22/2
PRAISE /Only You	(Epic)	22/1
RALPH TRESVANT /Sensitivity	(MCA)	22/0
ROXETTE /Joyride	(EMI)	20/14
TANITA TIKARAM /Only The Ones We Love	(East West)	20/0
UB40 /The Way You Do The Things You Do	(Virgin)	20/2
BEVERLEY CRAVEN /Holding On	(Epic)	19/1
ALEXANDER O'NEAL /All True Man	(Tabu)	19/0
NEW KIDS ON THE BLOCK /Games	(Columbia)	19/2
KENNY THOMAS /Outstanding	(Cooltempo)	19/1
BEE GEES /Secret Love	(Warner Brothers)	18/14
2 IN A ROOM /Wiggle It	(SBK)	17/0
A-HA /I Call Your Name	(Warner Brothers)	17/2
JIMMY BARNES & INXS /Good Times	(Atlantic)	17/2
FREE /All Right Now	(Island)	17/7
THE RAILWAY CHILDREN /Every Beat Of The Heart	(Virgin)	17/2
SURFACE /The First Time	(Columbia)	17/5
VANILLA ICE /Play That Funky Music	(SBK)	17/2
WILL TO POWER /Boogie Nights	(Epic)	17/0
CELINE DION /Where Does My Heart Beat Now	(Columbia)	16/5
THE PEACE CHOIR /Give Peace A Chance	(Virgin)	15/2
VANILLA ICE /Ice Ice Baby	(SBK)	15/1
MC HAMMER /Here Comes The Hammer	(Capitol)	14/2
NOMAD & MC MIKEE FREEDOM /Devotion	(Rumour)	14/2
CARON WHEELER /Don't Quit	(RCA)	13/1
LINDY LAYTON /Echo My Heart	(Arista)	12/2
SCORPIONS /Wind Of Change	(Mercury)	12/2
E.M.F. /Unbelievable	(Parlophone)	10/0

The EHR "chartbound" chart lists the total number of EHR reporting stations playing newer songs that do not yet have enough airplay points to rank among the EHR Top 25. The second number represents how many stations reported it to M&M for the first time. Records which have previously charted and are still active, although forced off the Top 25 by other songs, may qualify for "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. Arrows indicate new entries in Chartbound.

EHR NEW ADD LEADERS

ROXETTE /Joyride	(EMI)	14
BEE GEES /Secret Love	(Warner Brothers)	14
SUSANNA HOFFS /My Side Of The Bed	(Columbia)	12
CHRIS REA /Auberge	(East West)	9
LONDONBEAT /No Woman No Cry	(Anxious/RCA)	9

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

EHR "A" ROTATION LEADERS

RICK ASTLEY /Cry For Help	(RCA)	39
STING /All This Time	(A&M)	33
CHRIS REA /Auberge	(East West)	32
SEAL /Crazy	(ZTT)	31
ROBERT PALMER /Mercy Mercy Me/I Want You	(EMI)	30

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 RICK ASTLEY /Cry For Help	56	39	12	2
2 STING /All This Time	55	33	14	3
3 CHRIS REA /Auberge	48	32	5	9
4 SEAL /Crazy	48	31	13	1
5 SUSANNA HOFFS /My Side Of The Bed	43	21	5	12
6 ROBERT PALMER /Mercy Mercy Me/I Want You	43	30	11	3
7 GLORIA ESTEFAN /Coming Out Of The Dark	42	27	8	2
8 KIM APPLEBY /G.L.A.D.	40	28	6	6
9 GEORGE MICHAEL /Heal The Pain	39	19	7	8
10 WHITNEY HOUSTON /All The Man That I Need	37	25	8	3
11 KYLIE MINOGUE /What Do I Have To Do	34	21	9	4
12 MARIAH CAREY /Someday	33	16	12	4
13 ENIGMA /Sadness Part 1	32	20	12	0
14 STEVIE B. /Because I Love You	32	18	10	3
15 OLETA ADAMS /Get Here	29	19	10	0
16 KLF /3 AM Eternal	29	19	9	0
17 THE SIMPSONS /Do The Bartman	29	15	11	2
18 C&C MUSIC FACTORY /Gonna Make You Sweat	28	16	8	4
19 CHRIS ISAAK /Blue Hotel	27	15	6	5
20 CHRIS ISAAK /Wicked Game	26	15	6	5
21 LONDONBEAT /No Woman No Cry	26	9	7	9
22 QUEEN /Innuendo	26	16	7	0
23 BANANARAMA /Preacher Man	24	11	9	4
24 SOHO /Hippyckick	24	13	8	2
25 KIM APPLEBY /Don't Worry	22	15	5	1
26 THE FARM /All Together Now	22	13	7	2
27 ELTON JOHN /Easier To Walk Away	22	10	8	2
28 PRAISE /Only You	22	10	10	1
29 RALPH TRESVANT /Sensitivity	22	13	8	0
30 UB40 /The Way You Do The Things You Do	20	11	7	2

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

Airplay Action

by Machgiel Bakker

Rick Astley's Cry For Help remains on top for the second week although the difference with **Sting's** All This Time is marginal as the latter is regaining its bullet due to new airplay in France and Austria.

Highest increase in points this week for **George Michael** whose third single from the 'Prejudice' LP, *Heal The Pain*, is getting its best airplay in the UK, Germany and Belgium. It jumps from 15 to 6 in the EHR Top 25. In France, however, a lot of stations are still playing the *Freedom* single in A rotation.

Also shooting up the EHR chart is **Susanna Hoffs'** My

Side Of The Bed (8-17). With continued airplay in the UK and Germany, Scandinavian stations are now also adding the single to their playlists this week.

Chris Isaak is continuing its renewed popularity on EHR stations. While *Wicked Game* (on the London label) is moving from 23 to 17 (due to new airplay in Germany and Italy), the Reprise/Warner single *Blue Hotel* is entering at 20 this week with solid airplay in the UK.

Kim Appleby makes a re-entry with *Don't Worry* as both French and Belgian stations are still playing the single in A rota-

tion. Another re-entry for **The Farm's** *All Together Now*, with new airplay in France and Italy. Strong contenders for next week's entry in the Top 25 are the new singles by **Roxette** and **Bee Gees**; both collect a total of 14 stations adding the single for the first time this week.

Airplay on **Vanilla Ice's** latest single, *Play That Funky Music*, is slowly picking up. However, at the same time, France is discovering the impact of the singer's European debut, *Ice Ice Baby*. Some 15 stations, of which the majority are French, are still playing the single.

EUROPEAN TOP 100 ALBUMS

buma stemra

THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED
1	Queen Innuendo - EMI	UK,D,B,NL,E,A,CH,S,PK,I,N,SF,IR	35	Rick Astley Free - RCA	UK,B,NL,S,DK	69	Beautiful South Choke - GoldDiscs	UK,D
2	Sting The Soul Cages - A&M	UK,F,D,B,NL,E,A,CH,S,PK,I,N,SF,GR,IR	36	BAP X Fuer 'E U - Electrola	D	70	Fabrizio D'Andre Il Viaggio - Fonit Cetra	I
3	Enigma MCMXC A.D. - Virgin	UK,F,D,B,NL,E,A,CH,S,DK,I,N,SF,GR,IR	37	Jesus Jones Doubt - Food	UK,IR	71	Bee Gees The Very Best Of The Bee Gees - Polydor	UK,D,A
4	Elton John The Very Best Of... - Rocket	UK,D,B,NL,E,A,CH,S,PK,I,N,SF,IR	38	Johnny Hallyday Dans La Chaleur De Bercy - Philips	F,B	72	Faith No More Live At The Brixton Academy - Slash/London	UK,D,IR
5	Phil Collins Serious Hits...Live! - Virgin/WEA	UK,F,D,B,NL,E,A,CH,S,PK,I,SF,GR,IR	39	Heroes Del Silencio Senderos De Traicion - EMI	E	73	Happy Mondays Pills 'N' Thrills And Bellyaches - Factory/London	UK
6	Chris Isaak Wicked Game - Reprise	UK,D,B,NL,S,DK,N,SF,IR	40	Belinda Carlisle Runaway Horses - Virgin	UK	74	Kylie Minogue Rhythm Of Love - PWL	UK,F,P
7	Gloria Estefan Into The Light - Epic	UK,D,B,NL,E,CH,S,DK,SF,IR	41	The Real Milli Vanilli The Moment Of Truth - Hansa/Ariola	D,B,NL,A,CH,DK	75	New Kids On The Block Step By Step - Columbia	F,NL,GR
8	Whitney Houston I'm Your Baby Tonight - Arista	UK,F,D,B,NL,E,A,CH,S,PK,I,SF,GR,IR	42	Herbert Groenemeyer Luxus - Electrola	D	76	Soundtrack - Dirty Dancing Dirty Dancing - RCA	UK,F,IR
9	Jimmy Somerville The Singles Collection 1984/1990 - London	UK,D,B,NL,A,CH,S,I,IR	43	Soundtrack - Ghost Ghost - Milan	D,B,E,CH,I	77	Carter The Unstoppable Sex Machine 30 Something - Rough Trade	UK
10	George Michael Listen Without Prejudice Vol. 1 - Epic	UK,F,D,NL,E,S,DK,SF,GR,IR	44	Motorhead 1916 - Epic	D,CH,S	78	Raymond Van Het Groenewoud Meisjes/Best Of - EMI	B,NL
11	Madonna The Immaculate Collection - Sire	UK,D,B,NL,E,A,CH,S,PK,SF,IR	45	Supertramp The Very Best Of... - A&M/Arcade	D,B,NL,E,CH,I	79	Eric Clapton The Eric Clapton Story - Polydor	I
12	Soundtrack - Twin Peaks/Angelo Badalamenti Music From Twin Peaks - Warner Brothers	UK,E,S,PK,I,N,IR	46	Patrick Bruel Alors Regarde - RCA	F,B	80	Matthias Reim Matthias Reim - Polydor	D
13	Vanilla Ice To The Extreme - SBK	UK,D,B,NL,E,A,CH,S,PK,SF,GR,IR	47	Soundtrack - Pretty Woman Pretty Woman - EMI USA	UK,D,E,CH,DK,IR	81	Status Quo Rocking All Over The Years - Vertigo	UK,CH,S,DK
14	AC/DC The Razor's Edge - Atco	F,D,B,NL,CH,DK,SF	48	Free The Best Of Free - All Right Now - Island	UK	82	Phil Collins ...But Seriously - Virgin/WEA	F,D,NL
15	Thin Lizzy Dedication - The Very Best Of Thin Lizzy - Vertigo	UK,S,DK,IR	49	The Police Their Greatest Hits - A&M	D,B,NL,E	83	Rondo Veneziano Masquerade - Baby Records	F
16	Carreras/Domingo/Pavarotti In Concert - Decca	UK,D,B,NL,E,A,S,PK,GR,IR	50	Robert Palmer Don't Explain - EMI	UK,D,GR,IR	84	Dream Warriors And Now The Legacy Begins - 4'th & B'Way	UK,NL
17	Tanita Tikaram Everybody's Angel - East West	UK,D,B,NL,S,DK,N,IR	51	Bette Midler Some People's Lives - Atlantic	D	85	Jon Bon Jovi Blaze Of Glory/Young Guns II - Vertigo	D,CH,DK
18	David Lee Roth A Little Ain't Enough - Warner Brothers	UK,D,NL,A,CH,S,PK,N,SF	52	Lucio Dalla Cambio - RCA	CH,I	86	Edward Simoni Pan-Traeume -	D
19	Westernhagen Live - Warner Brothers	D	53	Jose Carreras The Essential Jose Carreras - Philips	UK,IR	87	Benny B L'Album - PLR	F,B
20	Oleta Adams Circle Of One - Fontana	UK,NL	54	Michel Sardou Le Privilege - EMI	F	88	Pooh 25 - La Nostra Storia - CGD	I
21	Snap World Power - Logic/Ariola	UK,D,B,NL,E,A,S,PK,GR,IR	55	Front 242 Tyranny For You - R.R.E.	D,B,NL,CH	89	Francis Cabrel Sarbacane - Columbia	F
22	Soundtrack - Rocky V Rocky V - Capitol	UK,D,NL,A,CH,S,GR	56	Pino Daniele Un Uomo En Blues - CGD	I	90	Saxon Solid Ball Of Rock - EMI	D,CH,DK
23	Soundtrack - Werner Beinhart Werner Beinhart - Polydor	D,A	57	Peter Gabriel Shaking The Tree - Golden Greats - Virgin	UK,D,NL,SF	91	Pet Shop Boys Behaviour - Parlophone	D,E,SF
24	Jean-Jacques Goldman Fredericks, Goldman & Jones - Columbia	F	58	Soundtrack - The Lost Boys The Lost Boys - Atlantic	UK,IR	92	Kim Appleby Kim Appleby - Parlophone	UK,D,DK
25	M.C. Hammer Please Hammer Don't Hurt 'Em - Capitol	UK,D,B,NL,E,PSF,GR,IR	59	Paul Simon The Rhythm Of The Saints - Warner Brothers	UK,D,NL,CH,SF	93	Elmer Food Beat 30 Centimeters - Off The Track	F
26	Vaya Con Dios Night Owls - Ariola	D,B,NL,CH,PK	60	The Righteous Brothers The Very Best Of The Righteous Brothers - Verve/Polydor	UK,D,A	94	Juan Luis Guerra & 4.40 Bachata Rosa - Karen	E
27	Julio Iglesias Starry Night - Columbia	UK,NL,E,GR	61	Roger McGuinn Back From Rio - Arista	UK,NL,S,N	95	Patsy Cline Sweet Dreams - MCA	UK
28	The Simpsons The Simpsons Sing The Blues - Geffen	UK,NL,IR	62	Chet Atkins & Mark Knopfler Neck And Neck - Columbia	F,NL,E,PK,IR	96	Sinead O'Connor I Do Not Want What I Haven't Got - Ensign	UK,F,NL,P
29	Scorpions Crazy World - Mercury	F,D,CH,DK,SF	63	ZZ Top Recycler - Warner Brothers	D,CH,S,SF	97	Xuxa Xuxa - RCA	E
30	INXS X - Mercury	UK,F,D,B,NL,CH,S,DK	64	UB40 Labour Of Love II - Virgin	F,NL	98	Anne La Petite Sirene - Ades	F
31	Patricia Kaas Scene De Vie - Columbia	F,D,B,CH	65	Roch Voisine Double - GM/Ariola	F,B	99	The Sisters Of Mercy Vision Thing - Merciful Release/East West	D,CH
32	Alexander O'Neal All True Man - Tabu	UK,D,NL,S	66	Francois Feldman Une Presence - Philips	F	100	Claudio Baglioni Oltre - Columbia	I
33	New Kids On The Block No More Games (The Remix Album) - Columbia	UK,D,NL,E,A,GR,IR	67	Chicago Twenty 1 - Full Moon/Reprise	D,NL,CH,S,DK,N			
34	Londonbeat In The Blood - Anxious/RCA	D,NL,E,A,CH,PK,SF,I	68	Michael Bolton Soul Provider - Columbia	UK,DK,IR			

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

THIS WEEK	LAST WEEK	WKS on CHARTS	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	THIS WEEK	LAST WEEK	WKS on CHARTS	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	THIS WEEK	LAST WEEK	WKS on CHARTS	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	
1	1	8	Sting	All This Time - A&M (Magnetic/Regatta/Illegal)	18	27	5	Stevie B.	Because I Love You - BCM (Sajo/Mya-T)	35	36	4	Raymond Van Het Groenewoud	Liefde Voor Muziek - EMI (Not Listed)	
2	20	2	Chris Rea	Auberge - East West (Warner Chappell)	19	21	7	Scorpions	Wind Of Change - Mercury (Almo/Testatyme Music)	36	23	6	C&C Music Factory	Gonna Make You Sweat - Columbia (Virgin Music)	
3	4	15	Jimmy Somerville	To Love Somebody - London (Gibb Brothers/BMG Music)	20	19	5	Oleta Adams	Get Here - Fontana (Rutland Road/Warner Chappell)	37	39	4	Leyers, Michiels & Soulsister	Through Before We Started - EMI (Siren Music)	
4	2	6	Rick Astley	Cry For Help - RCA (BMG Music)	21	26	4	Patrick Bruel	Place Des Grands Hommes - RCA (14 Productions)	38	41	6	Bette Midler	From A Distance - Atlantic (Julie Gold/Wing & Wheel)	
5	10	17	Kim Appleby	Don't Worry - Parlophone (Copyright Control)	22	14	7	Gloria Estefan	Coming Out Of The Dark - Epic (Foreign Imported Product)	39	33	5	Ralph Tresvant	Sensitivity - MCA (Flyte Tyme)	
6	17	2	George Michael	Heal The Pain - Epic (Morrison Leahy Music)	23	29	3	Kim Appleby	G.L.A.D. - Parlophone (Copyright Control)	40	28	7	Pet Shop Boys	Being Boring - Parlophone (Cage Music/Ten Music)	
7	11	11	Chris Isaak	Wicked Game - London (Warner Chappell)	24	35	3	Chris Isaak	Blue Hotel - Reprise (Warner Chappell)	41	30	20	Whitney Houston	I'm Your Baby Tonight - Arista (Kear/Epic/Solar)	
8	6	8	Seal	Crazy - ZTT (Beethoven Street/Perfect)	25	25	23	Vaya Con Dios	Nah Neh Nah - Ariola (Vaya Con Dios/BMG Music)	42	34	13	Vanilla Ice	Ice Ice Baby - SBK (Various)	
9	5	7	Robert Palmer	Mercy Mercy Me/I Want You - EMI (Jobete/Rondor)	26	18	11	INXS	Disappear - Mercury (Tol Muziek/MCA Music)	43	NE	NE	The Simpsons	Do The Bartman - Geffen (ATV/Sorcerous Labyrinth)	
10	9	15	Enigma	Sadness Part 1 - Virgin (Data Alpha/Mambo/Siegel)	27	42	2	Londonbeat	No Woman No Cry - Anxious/RCA (Island Music)	44	NE	NE	E.M.F.	I Believe - Parlophone (Warner Chappell)	
11	3	18	Robert Palmer	I'll Be Your Baby Tonight - EMI (Copyright Control)	28	37	3	Kylie Minogue	What Do I Have To Do - PWL (All Boys Music)	45	NE	NE	Kenny Thomas	Outstanding - Cooltempo (Minder Music)	
12	7	26	Londonbeat	I've Been Thinking About You - Anxious/RCA (Warner Chappell)	29	22	4	Elton John	Easier To Walk Away - Rocket (Big Pig Music)	46	NE	NE	Beverley Craven	Holding On - Epic (Warner Chappell)	
13	32	4	Susanna Hoffs	My Side Of The Bed - Columbia (Various)	30	31	4	Soho	Hippychick - S&M (Copyright Control)	47	NE	NE	Jean-Jacques Goldman	A Nos Actes Manques - Columbia (JRG/Marc Lumbroso)	
14	8	14	Londonbeat	A Better Love - Anxious/RCA (Warner Chappell/Blue Mountain)	31	NE	NE	Roxette	Joyride - EMI (Jimmy Fun Music)	48	NE	NE	The Farm	All Together Now - Produce (Farm Music)	
15	12	6	A-Ha	I Call Your Name - Warner Brothers (Warner Chappell)	32	44	2	Praise	Only You - Epic (Copyright Control)	49	38	13	Frederics, Goldman, Jones	Nuit - Epic (JRG/Marc Lumbroso)	
16	15	17	The Righteous Brothers	Unchained Melody - Verve/Polydor (MPL Communications)	33	16	5	Queen	Innuendo - Parlophone (Queen Music/EMI Music)	50	NE	NE	Bee Gees	Secret Love - Warner Brothers (Gibb Brothers/BMG Music)	
17	24	8	Whitney Houston	All The Man That I Need - Arista (Warner Chappell)	34	13	5	UB40	The Way You Do The Things You Do - Virgin (Jobete Music)	The European Airplay Top 50 is compiled from the individual national airplay charts below. Circled songs indicate increased or maintained airplay is expected for the following week.					

NATIONAL AIRPLAY

UNITED KINGDOM

Most played records on BBC stations and major independents.

- (4) George Michael - Heal The Pain *
- (1) Rick Astley - Cry For Help *
- (2) Oleta Adams - Get Here
- (13) Chris Rea - Auberge *
- (3) Kim Appleby - G.L.A.D. *
- (7) Chris Isaak - Blue Hotel
- (9) Kiminogue - What Do I Have To Do *
- (8) Praise - Only You
- (12) Kenny Thomas - Outstanding
- (10) Soho - Hippychick *
- (16) E.M.F. - I Believe *
- (7) The Simpsons - Do The Bartman
- (5) R.Palmer - Mercy Mercy Me/I Want You *
- (-) New Kids On The Block - Games
- (-) Free - All Right Now *
- (20) The KLF - 3 A.M. Eternal *
- (-) Jimmy Barnes & INXS - Good Times
- (6) G.Estefan - Coming Out Of The Dark
- (-) Railway Children - Every Beat Of The Heart *
- (-) Heart - Secret

GERMANY

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

- (1) Sting - All This Time
- (2) Kim Appleby - Don't Worry
- (11) Rick Astley - Cry For Help
- (19) Susanna Hoffs - My Side Of The Bed
- (17) Bette Midler - From A Distance
- (5) A-Ha - I Call Your Name
- (8) Vaya Con Dios - Nah Neh Nah
- (3) Jimmy Somerville - To Love Somebody
- (6) R.Palmer - Mercy Mercy Me/I Want You
- (18) W.Houston - All The Man That I Need
- (10) Chris Isaak - Wicked Game
- (-) The Farm - All Together Now
- (-) Bee Gees - Secret Love
- (7) Elton John - Easier To Walk Away
- (9) Londonbeat - A Better Love
- (16) Seal - Crazy
- (-) George Michael - Heal The Pain
- (15) Chris Rea - Auberge
- (14) Stevie B. - Because I Love You
- (4) R.Palmer/UB40 - I'll Be Your Baby Tonight

FRANCE AM

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

- (2) J.J. Goldman - A Nos Actes Manques *
- (-) Julien Clerc - Le Verrou *
- (1) Sting - All This Time
- (3) Enigma - Sadness Part 1
- (7) Michel Polnareff - LNA HO *
- (6) Liane Foly - Au Fur Et A Mesure *
- (-) Chris Rea - Auberge
- (10) P.Bruel - Place Des Grands Hommes *
- (16) Roch Voisine - Darling
- (-) Righteous Brothers - Unchained Melody
- (8) Elsa - Pleure Doucement *
- (-) M.Lavoine - Je N'AI Plus Rien A Te Donner *
- (-) F.Gray/D.Barbelivien - Il Faut Laisser... *
- (-) Londonbeat - I've Been Thinking About You
- (-) P.Bruel - Place Des Grands Hommes *
- (-) Scorpions - Wind Of Change
- (-) INXS - All This Time
- (-) J.Hallyday - Je Ne Suis Pas Un Heros *
- (-) Michel Sardou - Le Privilege
- (-) Thierry Hazard - Poupee Psychedelique *
- (-) Les Forhans - Sale Caractere *

FRANCE FM

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

- (3) Scorpions - Wind Of Change
- (1) UB40 - The Way You Do The Things You Do
- (8) P.Bruel - Place Des Grands Hommes *
- (5) Sting - All This Time
- (2) Jimmy Somerville - To Love Somebody
- (4) Phil Collins - Do You Remember
- (6) Enigma - Sadness Part 1
- (7) Londonbeat - I've Been Thinking About You
- (12) R.Palmer/UB40 - I'll Be Your Baby Tonight
- (10) George Michael - Freedom
- (11) Dana Dawson - Romantic World *
- (2) Righteous Brothers - Unchained Melody
- (13) David Hallyday - About You *
- (14) W.Houston - I'm Your Baby Tonight
- (15) Righteous Brothers - Unchained Melody
- (16) INXS - Disappear
- (17) Madonna - Justify My Love
- (18) Roxette - It Must Have Been Love
- (19) Elton John - Whispers
- (20) F.Cahrel - Tout Le Monde Y Pense *

ITALY

Most played records on RAI Stereo Due.

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

SPAIN

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

- (6) Vanilla Ice - Ice Ice Baby
- (1) Enigma - Sadness Part 1
- (2) Hombres G - Rita *
- (4) Snap - Mary Had A Little Boy
- (5) La Trampa - Volver A Casa *
- (7) Pet Shop Boys - Being Boring
- (8) Tam Tam Go! - Este Payo *
- (9) Sting - All This Time
- (11) La Unión - Elia Es Un Volcan *
- (10) Década Prodigiosa - Cien Mil Kilometros *
- (13) Betty Boo - 24 Hours
- (14) Rick Astley - Cry For Help
- (15) G.Estefan - Coming Out Of The Dark
- (16) W.Houston - All The Man That I Need
- (18) Dinamita Pa Los Pollos - La Sombra De... *
- (17) Leticia Sabater - Mi Vecina Favorita *
- (2) Los Roneos - El Mundo A Tus Pies *
- (-) Londonbeat - A Better Love
- (-) Family Fax - ¡Que Boletos Tengo! *
- (-) Un Pinguino En Mi Asesno - El Ama De... *

HOLLAND

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

- (-) Beverley Craven - Holding On
- (2) R.v.h.Groenewoud - Liefde Voor Muziek
- (4) Tony Scott - Love Let Love *
- (10) Chris Isaak - Wicked Game
- (-) C.Dion - Where Does My Heart Beat Now
- (-) Sting - Mad About You
- (-) Chris Rea - Auberge
- (-) Massive - Unfinished Symphony
- (-) The Rembrandts - That's Just The Way... *
- (-) Roxette - Joyride
- (1) Seal - Crazy
- (7) Stef Bos - Papa *
- (11) The Big Dish - Miss America
- (-) Stevie B. - Because I Love You
- (-) J.Travolta/O.Newton John - Grease Megamix
- (3) Nomad & MC Mikee Freedom - Devotion
- (6) Susanna Hoffs - My Side Of The Bed
- (9) George Michael - Heal The Pain
- (15) Dream Warriors - Ludi
- (16) Londonbeat - No Woman No Cry

AUSTRIA

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

- (2) Sting - All This Time
- (-) Roxette - Joyride
- (9) Kim Appleby - Don't Worry
- (10) Jimmy Somerville - To Love Somebody
- (1) INXS - Disappear
- (-) Mariah Carey - Someday
- (3) P.M. Sampson - How I Miss You So
- (18) The Beautiful South - A Little Time
- (-) W.Houston - All The Man That I Need
- (10) Chris Rea - Auberge
- (-) Dance W/A Stranger - Stop Looking For Love
- (5) R.Palmer/UB40 - I'll Be Your Baby Tonight
- (14) Chris Isaak - Wicked Game
- (-) Cathy Dennis - Just Another Dream
- (6) Bananarama - Preacher Man
- (8) Elton John - You Gotta Love Someone
- (-) Wilson Phillips - Impulsive
- (-) Soulsister - Through Before We Started
- (-) Milli Vanilli - Keep On Running
- (-) Madonna - Justify My Love

SWITZERLAND

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

- (1) Sting - All This Time
- (2) Jimmy Somerville - To Love Somebody
- (7) Londonbeat - I've Been Thinking About You
- (8) Scorpions - Wind Of Change
- (9) Kim Appleby - Don't Worry
- (3) A-Ha - I Call Your Name
- (4) Londonbeat - A Better Love
- (-) Everyday People - I Guess It Doesn't Matter
- (5) R.Palmer/UB40 - I'll Be Your Baby Tonight
- (10) Queen - Innuendo
- (18) C&C Music Factory - Gonna Make You Sweat
- (-) Susanna Hoffs - My Side Of The Bed
- (-) Steve Miller Band - The Joker
- (-) Chris Isaak - Wicked Game
- (15) Righteous Brothers - Unchained Melody
- (6) Enigma - Sadness Part 1
- (15) Vanilla Ice - Ice Ice Baby
- (-) Rick Astley - Cry For Help
- (-) Madonna - Justify My Love
- (-) Seal - Crazy

M&M's National Airplay charts reflect the 20 songs receiving the most airplay in each country listed. The individual charts are compiled by various media controllers and research organizations, based on reports from participating stations representing various formats. These charts are combined and weighted to comprise the European Airplay Top 50 chart above. M&M also surveys nearly 100 contemporary music stations to develop the European Hit Radio chart, which can be found on page 42. That chart and its related statistics detail singles-based airplay at stations specifically targeting 12-34 year-olds on a full-time or part-time basis. * = National product



EUROCHART HOT 100 SINGLES



THIS WEEK	LAST WEEK	TITLE	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	TITLE	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	TITLE	COUNTRIES CHARTED
WKS on CHARTS	WKS on CHARTS	ARTIST - ORIGINAL LABEL (PUBLISHER)		WKS on CHARTS	WKS on CHARTS	ARTIST - ORIGINAL LABEL (PUBLISHER)		WKS on CHARTS	WKS on CHARTS	ARTIST - ORIGINAL LABEL (PUBLISHERS)	
1	17	Sadness Part 1 Enigma - Virgin (Data Alpha/Mambo/Siegel)	UK, F, D, B, E, A, CH, S, DK, IR, N, SF, GR, I	35	35	All This Time Sting - A&M (Magnetic/Regatta/Illegal)	F, D, A, CH, P, SF, I	69	61	La Berceuse Du Petit Diable Roch Voisine - Ariola (Ed. Georges Mary)	F
2	3	Do The Bartman The Simpsons - Geffen (ATV/Sorcerous Labyrinth)	UK, D, B, NL, S, DK, IR, N, GR	36	NE	Crazy For You Madonna - Sire (Warner Chappell)	UK, IR	70	84	Our Frank Morrissey - HMV (Warner Chappell/Copyright)	UK, IR
3	5	Crazy Seal - ZTT (Beethoven Street/Perfect)	UK, D, B, NL, A, CH, S, DK, IR, N, GR, I	37	34	Falling Julie Cruise - Warner Brothers (MCA Music)	S, DK, N, I	71	48	Bad Boys Inner Circle - Metronome (Madhouse Music)	S, N
4	4	Gonna Make You Sweat C&C Music Factory - Columbia (Virgin Music)	UK, D, B, NL, E, A, CH, S, DK, GR	38	21	Mary Had A Little Boy Snap - Logic/Ariola (Fellow/Willesden/Songs Of Logic/Warner Chappell)	D, E, A, CH, S, P	72	89	Move Your Body (Elevation) Xpansions - Optimism/Arista (Supreme)	UK
5	2	3 A.M. Eternal KLF - KLF Communications (E.G./Zoo/Warner Chappell/Brampton)	UK, D, B, NL, CH, S, DK, N, SF	39	36	All Together Now The Farm - Produce (Farm Music)	D, B, NL, SF	73	69	Mercy Mercy Me/I Want You Robert Palmer - EMI (Jobete/Rondor)	UK, D, NI
6	8	(I Wanna Give You) Devotion Nomad feat. MC Mikee Freedom - Rumour (Scratch/Copyright Control)	UK, D, B, NL, IR	40	42	La Petite Sirene Anne - Ades (Editions Ades)	F, B	74	52	The Way You Do The Things You Do UB40 - Virgin (Jobete Music)	F
7	7	Innuendo Queen - Parlophone (Queen Music/EMI Music)	UK, D, NL, E, A, CH, P, SF, I	41	17	Only You Praise - Epic (Copyright Control)	UK, IR, GR	75	76	Every Beat Of The Heart Railway Children - Virgin (10 Music)	UK, IR
8	6	Ice Ice Baby Vanilla Ice - SBK (Various)	F, D, B, NL, E, A, CH, S, DK, N, SF, GR, I	42	43	I'll Be Your Baby Tonight Robert Palmer feat. UB40 - EMI (Copyright Control)	F, D, A, CH, DK	76	79	It's A Shame (My Sister) Monie Love feat. True Image - Cooltempo (Chrysalis/Jobete/Virgin)	D, A, CH
9	11	Get Here Oleta Adams - Fontana (Rutland Road/Warner Chappell)	UK, IR	43	27	What Do I Have To Do Kylie Minogue - PWL (All Boys Music)	UK, B, IR	77	74	Love Walked In Thunder - EMI (Rondor Music)	UK
10	15	Wind Of Change Scorpions - Mercury (Almo/Testatyme Music)	F, B, CH	44	51	Poupee Psychedelique Thierry Hazard - Columbia (Sony Music)	F	78	55	Hippychick Soho - S&M (Copyright Control)	UK, GR
11	13	Hello Afrika Dr. Alban - SweMix (Progressive/Misty/Swemix)	D, E, A, GR	45	65	Auberge Chris Rea - East West (Warner Chappell)	UK, D, IR	79	75	Ti Spacco La Faccia Gabibbo - EMI (EMI Music)	F
12	20	Qu'Est-Ce-Qu'On Fait Maintenant Benny B - PLR (Copyright Control)	F, B	46	25	Wiggle It 2 In A Room - SBK (Cutting/Groove On/Dose Rocks/EMI)	UK, D	80	58	Games (The Kids Get Hard Mix) New Kids On The Block - Columbia (EMI/New Kids On The Block)	UK, B, IR
13	10	Justify My Love Madonna - Sire (Miss Bessie Music)	F, D, E, A, CH, S, P, DK, SF, GR, I	47	46	Outstanding Kenny Thomas - Cooltempo (Minder Music)	UK	81	60	Coming Out Of The Dark Gloria Estefan - Epic (Foreign Imported Product)	UK, D, NI, SF, GR
14	38	You Got The Love Source feat. Candi Staton - TrueLove (Copyright Control)	UK	48	72	Tequila Latino Party - Polydor (Copyright Control/P. Simpson)	F, B	82	98	Eddy Steady Go Rozlyne Clarke - ARS (Evasion/BMC Publishing)	F
15	19	Unchained Melody The Righteous Brothers - Verve/Polydor (MPL Communications)	F, D, B, A, CH, P	49	81	Think About... D.J.H. feat. Stefy - RCA (Perfecto)	UK	83	70	Freedom George Michael - Epic (Morrison Leahy Music)	F, D, I
16	23	Cry For Help Rick Astley - RCA (BMG Music)	UK, D, B, NL, E, S, P, DK, SF, GR, I	50	44	I'm Your Baby Tonight Whitney Houston - Arista (Kear/Epic/Solar)	F, D, P, J	84	82	From A Distance Bette Midler - Atlantic (Julie Gold/Wing & Wheel)	D
17	12	Beinhart Torfrock - Polydor (Konstantin Musik)	D, A	51	97	Liefde Voor Muziek Raymond Van Het Groenewoud - EMI (Not Listed)	B, NL	85	NE	Shock Rock B.B. Jerome & The Bang - EMI (EMI Music)	B
18	32	G.L.A.D. Kim Appleby - Parlophone (Copyright Control)	UK, D, DK, IR	52	45	The Grease Megamix John Travolta & Olivia Newton-John - Polydor (Warner Chappell)	D, B, NL, DK, N	86	RE	La Legende De Jimmy Diane Tell - WEA (CMBM)	F
19	9	Go For It! (Heart & Fire) Joey B. Ellis & Tynetta Hare - Capitol (Bush-It)	UK, D, B, NL, CH, S	53	54	Romantic World Dana Dawson - Columbia (CBS Music/Romus S.A.R.L.)	F, B	87	RE	The Total Mix Black Box - Groove Groove Melody (Warner Chappell)	D, A, P
20	33	Wicked Game Chris Isaak - London (Warner Chappell)	D, B, NL, S	54	56	Blue Hotel Chris Isaak - Reprise (Warner Chappell)	UK, IR	88	NE	Beautiful Love Julian Cope - Island (Copyright Control)	UK
21	16	Play That Funky Music Vanilla Ice - SBK (MCA Music)	UK, D, B, NL, A, CH, DK, IR, SF	55	57	Give Peace A Chance The Peace Choir - Virgin (Northern Songs)	D, B, NL, DK, GR, I	89	64	Frente A Frente Chico & Roberta - Carrere (Carrere)	F
22	31	Because I Love You (The Postman Song) Stevie B - BCM (Saja/Mya-T)	UK, D, B, NL, S, IR	56	39	Nuit Frederics, Goldman, Jones - Epic (JRG/Marc Lumbroso)	F	90	73	Can I Kick It? A Tribe Called Quest - Jive (Zomba Music)	UK, NL
23	28	Keep On Running Milli Vanilli - Hansa/Ariola (Far Music-Production)	D, E, A, CH, P, I	57	80	Heal The Pain George Michael - Epic (Morrison Leahy Music)	UK, B, NL, IR	91	96	Do You Remember Phil Collins - Virgin/WEA (Phil Collins/Hit And Run)	F, D
24	18	I've Been Thinking About You Londonbeat - Anxious/RCA (Warner Chappell)	F, D, E, A, CH, GR, I	58	67	On A Toujours Quelqu'Un Avec Toi Televie - Polydor (GGR/AVN)	B	92	91	Tonight New Kids On The Block - Columbia (M.Starr/EMI/April/A. Lancelotti)	F
25	14	Il Faut Laisser Le Temps Felix Gray & Didier Barbelivien - Talar (Zone Musique)	F, B	59	95	Let's Go Crazy Indra - Carrere (Atalante)	F	93	94	Love Rears It's Ugly Head Living Colour - Epic (Famous/Dare To Dream Music)	UK
26	41	All Right Now Free - Island (Blue Mountain)	UK, IR	60	62	Good Times Jimmy Barnes & INXS - Atlantic (EMI Music)	UK, IR	94	RE	Sucker DJ Dimples D. - FBI (ARL Music/Screen)	D, B
27	22	I Believe E.M.F. - Parlophone (Warner Chappell)	UK, D, B, NL, CH, IR, SF	61	63	Knockin' Boots Candyman - CBS (Various)	B, NL	95	NE	Take No Crap Cut 'N' Move - Medley (Casadida)	DK
28	50	Here Comes The Hammer M.C. Hammer - Capitol (Bush-It)	UK, D, B, NL, DK, IR	62	53	The Joker Steve Miller Band - Capitol (Warner Chappell)	F, D, A, CH	96	100	Nao Ha Estrellas No Ceu Rui Veloso - EMI (EMI Music)	P
29	24	Don't Worry Kim Appleby - Parlophone (Copyright Control)	D, B, A, CH, S, DK	63	NE	Mea Culpa Part II Enigma - Virgin (Data/Alpha/Mambo)	D, B	97	RE	Disappear INXS - Mercury (Tol Muziek/MCA Music)	D, P
30	26	To Love Somebody Jimmy Somerville - London (Gibb Brothers/BMG Music)	F, D, B, NL, A, CH, I	64	49	A Better Love Londonbeat - Anxious/RCA (Warner Chappell/Blue Mountain)	D, E, A, I	98	NE	Au Fur Et A Mesure Liane Foly - Virgin (Virgin Music)	F
31	30	Unbelievable E.M.F. - Parlophone (Copyright Control)	D, B, CH, S, N	65	RE	No Coke Dr. Alban - Swemix (Swemix Publishing)	D	99	NE	Unfinished Sympathy Massive - Wild Bunch/Circa (Island)	UK
32	37	In Yer Face 808 State - ZTT (Perfect Songs)	UK, IR	66	47	Est-Ce-Que Tu Es Seule Ce Soir Frederic Francois - Trema (Barracato/Lercara)	F	100	NE	No Woman No Cry Londonbeat - Anxious/RCA (Island Music)	UK, B, NL, DK
33	29	Natal Chico & Roberta - Carrere (Adageo)	F	67	NE	Should I Stay Or Should I Go The Clash - Columbia (Ninaden)	UK, IR				
34	40	Fantasy Black Box - Groove Groove Melody (EMI Music)	D, B, NL, A, CH	68	59	Van Nu Af Aan Levenslijn 91 - Polydor (Copyright Control)	B				

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.

MCA/BMG Rumblings

There is renewed speculation that MCA will soon buy a 50% stake in BMG. A story in *The Hollywood Reporter* on February 28 cites "informal preliminary discussion" to that effect, and paints a scenario where MCA would run the two companies' US music operations, while BMG would direct overseas activities. The two majors recently signed an international licensing and distribution deal for Europe and much of the rest of the world.

Recouping Royalties

US major labels are reportedly telling artists and licensees that promotional activities will in future become recoupable from royalties. The practice has already affected **Boudisque Records/ Holland MD Ruud**

Jacobs—and he's not happy. "I intend to lobby European colleagues and raise the matter at this year's **New Music Seminar**." European reaction next week.

Load Of Crystal Balls

Skyrock/France has been promoting itself in the most surprising places, recently exhibiting at an annual conference for those unfortunates addicted to fortune-telling. Perhaps it would have been more appropriate for ratings firm **Mediametrie** to have taken a stand.

Listen, You Guys...

Westwood One reports that on February 26, 11 Iraqi soldiers surrendered to its news reporter **Liz Colton**, thinking her to be an Allied commander. Liz, you've got management potential...

What Recession?

Good to see three new labels springing up. **Jazz FM** founder and ex-music director **David Lee** is behind the launch of the station's own untitled jazz label.

Meanwhile, European booking agent **Ian Flooks** at **Wasted Talent/London** is jointly responsible for **Radioactive**, which rosters many of the bands signed to the agency. Its first release was **Goodbye Mr McKenzie** three weeks ago. Distribution is through **BMG**. **Londonbeat** appear on **Radioactive** in the US.

In Holland, renowned producers **Bolland & Bolland** have formed **B&B Records** in a worldwide distribution and marketing deal with **Sony Music Holland**. The deal excludes the G/A/S territories.

However, on the downside, French label **Bird** has gone bankrupt—for the third time in its history.

Separately, French studios **Versailles Station** and **Studios Du Chesnay** are reporting good initial success for its label **Only Rock**.

Do The BCM Shuffle

"Things are looking very positive... we are keeping going... we are still out there," says a spokeswoman for German dance label **BCM**. Full details next week.

Another 60s Revival

Rock Over London is behind a March 11 recording of "The Birthright Sixties Concert" featuring **The Searchers**, **Gerry & The Pacemakers**, **The Supremes**, **The Drifters** and jamming sessions from **Justin Hayward**, **PP Arnold**, **Andy Fairweather Low** and **Peter Sarstedt**. **ROL MD Steven Saltzman** says worldwide rights are available. **Harvey Goldsmith** promotes...

Bits & Pieces

Are **Level 42** about to switch labels?... We hear one is in the oven at **Virgin International**—a sort of new kid on Westbourne Grove... What's the status of **Arbitron's** plans to move into Italy?... Has a certain station allied itself with a major Italian artist's tour?... What do Germany's private stations think of the problems with missing advertisements? Have other German advertisers noticed what **McDonalds** and **Pepsi** did?... How are Germany's private radio stations faring against the larger public powerhouses when it comes to ad billings?... Is a leading Spanish indie label getting ready to sell out to one of the majors?... Is someone at **Capital Radio/London** thinking of relocating to Rio? Some of us have thought about it!

Germany

(continued from page 1)

cast at unfavourable times, and not in accordance with our contract with the station. We realise the importance of local radio, but we also have to insist that the spots we buy are broadcast."

Pepsi-Cola marketing manager **Rudiger Gutsche** also finds the results disturbing. "We are very upset about the reports and we hope that under-performing operators will be encouraged to clean up their act."

McDonald's first discovered the problem of the missing spots in an audit of its cinema advertising, which also revealed that some ads were not shown. That prompted **Palczewski** to routinely monitor private stations and determine the exact time spots actually were aired, if at all.

Details **Palczewski**, "McDonalds spends an eight-figure sum on radio advertising [in Germany], which is a nice chunk of our budget. We have remedied the problem ourselves

by putting a clause in our contracts with private radio stations stating that we may check their spot tapes, as well as monitoring broadcasts. If errors and discrepancies are found, we not only do not pay for the spots, but we also receive a stiff penalty payment from the radio station involved."

The findings are troublesome enough to warrant a further study by **Werbtreibende & Agenturen Zu Bewertung Und Leistung Von Werbeträgern**, a German media-evaluation organisation for advertisers and agencies. The association is expected to publish a report soon.

Meanwhile, audience research firm **AC Nielsen's** advertising research affiliate **Schmidt & Pollman GM Burckhard Brandes** comments, "We already monitor the statewide private and public stations and important local stations. Until now, we have not looked into this problem, because none of our customers have asked us to do so."

"As the privates accept advertising at shorter notice than public stations, and since most of the smaller stations are not equipped with enough experienced administrative personnel, problems such as this can arise. It is not in our interest to make the stations look bad, but rather to relieve the situation. We certainly are best equipped to check into this problem."

Also concerned is **Radio Express** president **Tom Rounds**, who says, "This situation is probably due to operational deficiencies suffered by small local private stations. Radio Express has instituted an aircheck-monitoring service to back up our standard proof-of-performance procedure, in which the stations police themselves. We would expect to have to do random airchecks in some Third World territories but we were surprised when we had to take this kind of action in Germany."

Recession

(continued from page 1)

sales fell by 8% in 1990, twice as fast as the singles market declined. Vinyl albums dipped below 25 million for the first time with a drop of 35.4% and cassettes also fell for the first time—down 10.5% to 74.3 million.

But continued growth in cassette and CD singles, which now account for 25% of the singles market, was not enough to offset the rapid decline of 7" vinyl. And a 17% fall in 12" singles during the last quarter raises questions over the future of the dance market which has so far sustained the format.

Comments **Polydor** marketing director **John Waller**, "What you're seeing is another swing towards CDs rather than a decline in cassettes. We are selling a lot of cassettes and it will remain the dominant format until CD surpasses it."

Vinyl, Waller says, "is falling off the cliff". And he predicts that vinyl prices will rise as the cost of smaller pressing runs increases.

RCA head of marketing **Joe Cokell** says the cassette has now found its own level and that future growth will be in CD. "But you can't write vinyl off yet. A lot of our more left-field acts like **The Wedding Present** still sell heavily on vinyl as well as cassette." And he says vinyl will re-

main important for breaking new acts, particularly metal and dance. "You only start shifting cassettes and CDs in volume when the single gets into the top 10."

EMI GM/pop marketing **Tony Wadsworth** comments that cassette buyers are now turning to CD. "There is no question that CD is the best way of listening to music and the price of the hardware is coming down all the time."

He points out that 23% of **MC Hammer's** album sales are on CD (compared with 16% on vinyl) and even **Vanilla Ice**, aimed at a younger market, is selling 17% of product on CD.

Columbia marketing director **Brian Yates** details that "The younger generation is ignoring vinyl completely. When they upgrade themselves from a cassette player they usually buy a small hi-fi system with a CD player but without a record deck."

But the decline of the cassette could have implications for breaking new bands. Yates comments, "Cassettes may be more of an impulse purchase than CDs. The market is conservative at the moment and people feel safer backtracking into the past. People are tending to opt for **Madonna** on CD and perhaps they are not taking a risk on the **World Party** cassette because of the recession."

Electrola

(continued from page 1)

The company also boasts a new marketing director—**Roman Rybnikar**. An employee since 1970, Rybnikar's previous position at **Electrola** was director of strategic marketing. He will report to **Müller**.

Fest also announced some staff upgrading within **EMI Electrola**. **Donald Valbert** is director of legal and business affairs for the G/A/S territories. He held the same position at the company for the German market only.

Carl Mahlmann, who has been director of strategic planning since April 1990, will take on the added responsibilities for central sales co-ordination. **Valbert** and **Mahlmann** continue to report to **Fest**. Meantime, **Meinertzhagen** will join **EMI Music's** marketing operation based in **Heemstede, Holland**. Headed by **EMI Music Europe's** senior director **A&R/marketing Roel Kruize**, the office specifically promotes continental European artists. Reporting to **Kruize**, **Meinertzhagen** has been appointed artist development director and will work from the **Cologne** offices of **EMI Electrola**.

Remark

(continued from page 1)

Remark is seen as a hotbed for new talent. In his five years at **Polydor**, **Lumbroso** built a very stable domestic roster with artists such as **Patricia Kaas** (now signed to **Sony Music France**), **Mylene Farmer**, **Niagara**, **Pauline Ester** and **Vanessa Paradis**. All acts have enjoyed European success. **Lumbroso** is also closely involved with one other major French superstar, **Columbia**-signed **Jean-Jacques Goldman** with whom **Lumbroso** has shared a co-publishing and recording deal since 1980.

"We're going to sign mainly new talent, although I would not rule out a medium-sized act when the opportunity arises. **Remark** will be developing artists within Europe. Just like French cinema was successfully exported, I don't see any reason why French music should not have the same chances. Also, in the US, perceptions on Europe have changed, especially through its thriving dance scene."

Plans are in the pipeline to record an English-language album for **Paradis**. "The US company is very keen on breaking her into their market. **Davitt Sigerson** [head of **Polydor** US and a former songwriter and producer for **Bangles**], is convinced of her potential."

UK Record Company Trade Deliveries

Format	Units (mil.)			Sales (£ mil.)		
	1989	1990	% chg.	1989	1990	% chg.
Singles	61.1	58.5	(4.3)	80.3	77.8	(3.1)
LPs	37.9	24.5	(35.4)	118.0	79.5	(32.6)
Cassettes	83.0	74.3	(10.5)	251.8	242.7	(3.6)
CDs	41.7	50.9	22.1	230.7	273.4	18.5
All Albums	162.6	149.6	(8.0)	600.5	595.6	(0.8)
Total	386.3	357.58	(7.4)	680.8	673.4	(1.1)

Source: BPI



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