

# MUSIC & MEDIA

**Who Says  
That Punk Is Dead?  
M&M Spotlight's  
Die Toten Hosen.  
See Page 9.**

Europe's Music Radio Newsweekly . Volume 9 . Issue 2 . January 11, 1992 . £ 3, US\$ 5, ECU 4

## Decam To Head Sony European Coordination

by Emmanuel Legrand

Frenchman **Patrick Decam**, GM of **Sony Music's Columbia** label in France, has been appointed to the newly created position of director of creative operations for European regions. Decam will be based in London and report to **Sony Music International** regional VP for Europe **Manolo Diaz**.

Decam's assignment is to assist the 11 European affiliates in cross-border operations, concentrating on coordinating the signing, marketing and promotion  
*(continues on page 22)*



**NOT SO BLUE** — *Bad Boys Blue* collected both gold (25.000) and platinum (50.000) awards for their albums "Game of Love" and "The Best Of Bad Boys Blue," respectively, in Finland. Altogether, *Bad Boys Blue* albums have sold over 100.000 copies in Finland in the 1990s. Pictured from (l-r): BMG label manager Olli Nummi, BMG promotion assistant Tarja Lempiainen, BMG marketing director Maija Kuusi, band members John McInerney, Andrew Thomas, Coconut Records producer/composer BBB, BMG promotion manager Kari Hynninen and band member Trevor Bannister.

## EMI Music Buys Medley

by Machgiel Bakker

**Medley Records** is the latest in a row of Scandinavian independent labels to be snapped up by the majors. The label was bought by EMI Music for an estimated Dkr 50 million (app. US\$8,13 million). Following the deal, Medley and local EMI affiliate **EMI Dansk-Engelsk A/S** merged on January 2 into a new company called **EMI Medley A/S**. The new company will be headed by

**Michael Ritto** and **Poul Bruun**, who founded the label in 1978. Although the deal has been pending since April 1991, Medley had also been involved in acquisition talks with both **MCA** and **BMG** (which was distributing Medley product until December 31).

Until April of last year, 50% of Medley shares were owned by communications company **Metronome Invest MD Bent Fabricius-Bjerre**. The other 50% was  
*(continues on page 22)*

## Cautious Optimism For '92 Radio Advertising Growth

by the M&M Staff

Despite an overall growth rate that will likely outpace inflation, European radio executives remain

### The Year Ahead

guarding about the prospects for 1992. Radio advertising in Europe is projected to grow an estimated eight percent this year to US\$3.3 billion, nearly twice the 4.7% increase in a recession, war-plagued 1991, according to **Saatchi & Saatchi** forecasters **Zenith Media Worldwide**.

While dwarfed by an estimated 12.8% increase in TV advertising to US\$39.3 billion this year,

radio billing growth is forecasted to outpace newspapers (6.7% increase to US\$60.2 billion) and magazines (6.2% increase to US\$32.2 billion).

**Antonio Franco**, media planning head of the ad agency **The Buying Department** in Spain, sees little growth in Europe's largest radio market. "I see little difference between this year's growth and next. At most, [we could see] a slight inflationary increase of 4.5%," he says. Zenith forecasts ad billings this year of US\$863 million, up 8.6%.

"I don't think the market can sustain the spectacular 25% ad revenue growth which began in 1986," says Franco. "The total ad market grew so rapidly over the

past four to five years that it has reached the peak and is now leveling off. This year's events could distort the ad market, but I  
*(continues on page 21)*

## NAB Montreux Conference Line-up Unveiled

by Jeff Green

The first confirmations of sessions for the **National Association of Broadcasters (NAB) Radio Montreux International Symposium & Technical Exhibition**, scheduled for June 10-13,  
*(continues on page 10)*

## Berlin Privates Post Huge Listener Gains

by Mal Sondock

Berlin's first private radio station, **Radio 100.6**, has emerged as the city's most listened-to station. In 1.565 telephone interviews (1.007 in west Berlin, 558 in east Berlin), the AC/news info-formatted station increased from 660.000 listeners in April to 780.000 in the October-December 1991 survey.

The survey was conducted by **Infratest Burke** and commissioned by **Radio Energy (EHR)** and **104.6 RTL (Hot AC)**. It was the first study since those two new stations went on the air about four months ago.

The survey shows **Radio Energy**, in which French **EHR** net **NRJ** owns a 38% stake, had a daily audience of 230.000; **104.6 RTL**, which is owned by multi-

media group **CLT**, picked up 650.000 listeners. Former leader public station **RIAS II** dropped to third place with a daily audience of 580.000, a drop of 140.000 lis-  
*(continues on page 22)*

### No. 1 in EUROPE

**European Hit Radio**  
**MICHAEL JACKSON**  
*Black Or White*  
(Epic)

**Coca-Cola Eurochart**  
**MICHAEL JACKSON**  
*Black Or White*  
(Epic)

**European Top 100 Albums**  
**QUEEN**  
*Greatest Hits II*  
(Parlophone)

spring

## EUROPEAN PROGRAMMERS!

GET READY FOR:

One to One - Curtis Stigers - Tanya St. Val - Heroes del Silencio

Manic Street Preachers - Deborah Blando - Prinz Zek/Big Buffolo - Michael Learns to Rock and others

spring

- issue 5 - issue 5 - issue 5 - issue 5 - issue 5 - issue 5 - issue 5 - issue 5 - issue 5 - issue 5 - issue 5 - issue 5 - issue 5 - issue 5 -





# LUXEMBOURG BY SATELLITE. SOUNDS UNBELIEVABLE.

Throughout the 59 years of Radio Luxembourg's history, we've been doing things people thought were unbelievable at the time.

Strangely enough we've always proved them wrong.

We were the first in Europe to play records, instead of using a studio orchestra.

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We produced the very first Top Twenty in 1947, an idea that was to be plundered by the pirates twenty years later.

While the list of Artists and Disc Jockeys who got their first big breaks on the air with us reads like a who's who of rock and pop. The Beatles, Cliff Richard, The Rolling Stones, Jimmy Savile, David Jacobs, Noel Edmunds, Steve Wright, the list is endless.

And we're still breaking down the sound barriers. From 30th December Radio Luxembourg has been broadcasting exclusively via the Astra Satellite, an idea we have already been testing for the past 16 months.

It means we've gained a whole new audience throughout Europe, receiving us via cable and dish 24 hours night and day, 7 days a week.

It also means we've lost the crackle and fade that made us such a challenge to enjoy in the past. So maybe satellite radio isn't such a crazy idea after all.

If you're still not convinced then call us on 071-436 4666 for more information, or visit us at M.I.D.E.M.

Don't miss this opportunity to join the future of radio, after all it'll be a good few years until the others catch on.

**LUXEM  
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THE STATION OF THE STARS



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# Domestic Talent Fuels WME Growth

by Machgiel Bakker

**Warner Music Europe (WME)** is reporting a 250% growth in net sales since 1987, the year it started making major acquisitions.

According to Warner Music Europe senior VP **Manfred Zunkeller**, at least 85% of the increase in net sales can be attributed to growth in repertoire sources by breaking new bands, the good performance of domestic talent and the continued growth of established acts.

The remaining 15% comes from sales of acquired companies purchased over the past four years. Some of the labels WME has bought include **Teldec** (Germany), **CGD** (Italy), **Carrere** (France) and, most recently, **PWL** (UK). WME is also reportedly close to signing a joint venture with Sweden's **Kinnevik Group** for the launch of pop label **Z Records** (M&M December 14).

Zunkeller does not expect this "double-company" strategy to further expand into other territories, such as Spain. "Although it is a growing market, there is no company available," he says. "They're either too small or insignificant. But if something comes up, we won't rule it out."

Regarding the 15% sales gain from acquisitions, Zunkeller says, "That 15% figure might look low, but you should realise that with the companies that we bought, we stripped off many third-party deals and national distribution arrangements. We only kept some 40% of the repertoire that was in **Teldec** [now east west] when we bought that company in 1988. What was left was domestic and classical material."

During 1991, Warner made impressive inroads with **R.E.M.** and managed to break the band from cult status into the pop

mainstream. That success travelled across the Atlantic where the band's second album for **Warner Brothers**, *Out Of Time*, sold over three million copies in Europe and reached number one in **M & M's year-end European Top 100 Albums**.



Manfred Zunkeller

"And it is nice seeing the band out-performing its home territory. The album is still among our top 10 best-sellers," comments Zunkeller.

Other artists contributing to the company's success include **Seal**, **Chris Isaak** (who are both approaching the 1.5 million sales mark) and upcoming talents such as **Color Me Badd**, the **Rembrandts** and **Marky Mark**

& **The Funky Bunch**. Also, established acts like **Simply Red**, **Prince**, **Enya**, **Phil Collins**, **Chris Rea** and **Rod Stewart** have seen their sales bases increase.

While the company's local acts have strong domestic sales, European crossover has not yet fully materialised. "We haven't been able to translate that success to a European level," says Zunkeller. "Cross-border promotion is indeed one of the main priorities for the company in the new year."

That stable of solid-selling acts is the company's ace in the hole. Zunkeller points to the good results that mainland European acts—particularly those from Italy, Germany, Sweden and Spain—have achieved over the same four-year period.

"Look at Italy. With our **CGD** company, you have a wealth of domestic talent there," including **Adriano Celentano**, **Pino Daniele**, **Pooh**, **Raf** and

**Umberto Tozzi**. On the **WEA** Italy roster, artists like **Gino Paoli** and **Ligabue** have additionally contributed to WME's success rate.

Other consistent sellers for Warner over the last few years include **Marius Müller Westernhagen**, **Heinz Rudolf Kunze** (WEA Germany), **Peter Maffay** (east west/Hamburg), **Orup** (Warner Sweden), **La Union** and **Miguel Bose** (Warner Spain).

Zunkeller also says WME's record results compensate for the loss caused by the departure of the **MCA/Geffen** labels, which are now distributed by **BMG**.

The loss is estimated to vary between 5-15% of net European revenues, depending on the access that Warner had to the **MCA/Geffen** catalogues in various territories. Warner's international distribution and licensing deal with **MCA** never included the **UK**.

## Sony Software Taps Phillips As Euro Technology Marketing Head

Sony is intensifying the European marketing of its recordable optical product, the mini-disc, with the appointment of **Columbia UK** senior executive **Alan Phillips** to the newly created position of (European) VP/sound technology marketing for **Sony Software**.

Based at **Sony Music International's** headquarters in London, Phillips will report to **Sony Software VP Bob Sherwood**. Phillips previously served as **Columbia UK** director/international marketing and artist development.

The mini-disc is due for roll-out in the US and Japan towards the end of 1992, with Europe following at the beginning of 1993. Phillips' task will be to ensure that the European introduction runs as smoothly as possible. Says Phillips, "In the initial stages, I'll be working as closely as possible with the retail and music industries, as well as with artists. We'll be very conscious that all industries should be consulted."

The mini-disc is already endorsed—to varying degrees—by **EMI Music**, the **Warner Music Group**, **BMG** and **Virgin Records**, although it did not meet with the same level of enthusiasm that Phillips's digital tape format, the **DCC**, received.

Phillips acknowledges there are "some problems" with the format, but says they are more in the area of packaging. "We don't see it [DCC] as competition; there's room for both."

He stresses that the disc's portability and shock-proof features are particularly outstanding.

Alan Phillips

MB

## TROS, Media Law Deck Holland's Public System

by Marlene Edmunds

The crumbling Dutch public broadcasting system was dealt several more severe blows last month with the passing of a new Dutch Media Act and the announcement by **TROS**, one of the most popular pubcasters, that it was leaving the system to go commercial.

The media law, implemented to conform with the "TV Without Borders" EC directive, for the first time allows rigidly regulated Dutch radio and TV organizations to set up their own private commercial companies and transmit programmes via cable. Previously, only foreign broadcasters were allowed to operate commercial cable outlets, and prior to 1990, even they were forbidden.

The new law also allows private

commercial broadcasting by terrestrial frequency or satellite, although through a circuitous route. Stations must first go cable, then apply for a terrestrial or satellite licence to broadcast. Since most available frequencies are tied up by Dutch public broadcasters, the possibility of gaining a frequency for private commercial broadcasting is being seen by industry observers as an arduous and expensive route.

The Media Act was passed as shock waves swept the broadcasting community in mid-December after **TROS** announced it was leaving the system to go cable. Reports swept the industry that **TROS** will team with German media conglomerate **Bertelsmann** on the TV side, while dropping radio.

**TROS** is refusing comment on reports the Bertelsmann group may

be at its helm by next October, its target date for start-up. **TROS** press spokesperson **Els Lootsma**, however, categorically denies that **TROS** will drop its radio side if it goes cable. She reports that the **OR**, the personnel board of **TROS**, has ordered the station's board of directors to investigate the possibilities of having a terrestrial radio outlet. Either way, **Lootsma** insists, **TROS** will take its radio side with it.

**TROS's** announcement preempted a report by the government-appointed **Donner Committee**, which has been studying the feasibility of members **TROS** and **Veronica**, the largest of the public broadcasters, of leaving the system to set up a joint commercial TV channel. **Lootsma** says that although the report is due out in

mid-January, **TROS** is no longer talking to **Veronica**, and that the deal is effectively off.

**Veronica** is reportedly discussing possibilities with another large public, **VARA**, over a possible shared commercial TV outlet, but the outlook is bleak. According to a press statement from **VARA** and **Veronica**, "If the **TROS** goes with Bertelsmann to become the second commercial Dutch station, we can forget our commercial TV plans. There is no room for three stations [including **RTL-4**]."

**TROS** reportedly is making the move to cable because it no longer sees the public system as a viable one. In the last two years, satellite/cable TV station **RTL-4** has grabbed nearly 30% of the Dutch public advertising and audience share.



REACHING FOR THE STARS

# Simply Red's Newest Is No. 2 Album In 1991

by Ben Lewis

**Simply Red's *Stars* (east west)** is set to become the best-selling album of new material in the UK for 1991, trailing only the **Eurythmics's *Greatest Hits*** as the top-selling record of the year. At press time, *Stars* had outsold **Guns N' Roses' *Use Your Illusion I & II***, **Michael Jackson's *Dangerous*** and **R.E.M.'s *Out Of Time***.

**Gallup** panel sales put Simply Red's album at 45,000 units, ahead of Jackson at 30,000 and Guns N' Roses at a combined 27,000. However, to give a realistic picture of over-the-counter sales, the figure should be multiplied by 20.

East west's marketing cam-

paigned was based on a combination of in-person artist promotions and carefully crafted singles mixes. East west head of marketing **Elyse Taylor** explains, "Mick Hucknall and Simply Red made themselves available for a lot of promotion. They appeared on 'Top Of The Pops' three times and were involved in a three-day special on TV-AM. We didn't do a lot of above-the-line advertising. For instance, we did not run a TV advertising campaign in advance of the album release and we still went in at number one. That was after three weeks of the first single *Something Got Me Started*. However, we had planned to concentrate on major league marketing in December to capi-

talize on the Christmas period."

Special single mixes were produced by remixer/artists **Steve 'Silk' Hurley** (*Something Got Me Started*) and **Drizabone and PM Dawn** (both on *Stars*). Hurley's *Something Got Me Started* gave Simply Red their first big club hit, but did not ghettoize the band to the singles dance market. The combination of Hucknall's songwriting and up-front remixing helped the singles cross over and widened the album market.

Says east west head of club promotions **Spencer Baldwin**, "We wanted a club mix that was still in keeping with Simply Red's own style and with the album. Hucknall had the right of veto over the remixes."

Taylor adds, "Simply Red are best known for their ballads, but musically the album covers a broad spectrum and the dance mixes of the single opened up the hip end of the market."

In Europe, the album has sold three million copies in 10 weeks. "Sales are phenomenal," says east west head of international **Anne-Marie Nicol**. "In Italy, for example, we doubled our sales within four weeks after the initial shipment. The band has a universal appeal—from 16-50 year-olds—and they have always been loyal to Europe in terms of touring."

The band also has fared well on EHR. *Something Got Me Started* topped the **EHR Top 40** chart for four weeks in a row last year. The follow-up, *Stars*, is currently at number three.

## Ten Debuts Union City

Virgin-owned **Circa** group imprint **Ten Records** has launched a new label called **Union City Recordings**. Independent distribution will be handled by **Pinnacle**. Circa dance executives **Rob Manley** and **Simon Gavin** will manage the new label.

Comments Manley, "The aim of the label is to explore and take advantage of the world of independent distribution. I feel that **PolyGram** is too big to distribute small records. It puts too much emphasis on quick chart positions, but is not as well equipped to sustain sales of small records."

Manley, who recently signed **Joey Negro** to Ten, is planning the first "stylish house" releases for the end of January and is currently considering possible signings. "We are looking at a couple of European artists, but a lot of

great dance records come from the UK and we won't be overlooking what's on our own doorstep."

The move also comes after the closure of **Siren Records** and small-scale redundancies at Circa. Says Manley, "Siren got themselves into a big A&R hole with artists who necessarily had large A&R bills, such as the **Cutting Crew**. Now the market has shifted to dance and independents who know how to market dance." **BL**

## Eyre Named AIRC Research Chairman

Recently hired **Capital Radio MD Richard Eyre** (*M&M* October 19, 1991) has been appointed chairman of the **Association of Independent Radio Companies** research sub-committee.

He replaces **John Bradford**, who resigned from the post following his departure as **Jazz FM/London MD**.

Eyre will lead the AIRC committee while working with a team from the **BBC**, led by **Duncan Thomas**, director of resources for **BBC Radio**, to implement the new **Radio Joint Audience Research (RAJAR)** system set to

be awarded next month and launched in mid-September.

Until that time, Eyre, who was chairman of the **JICRAR** committee, will continue to help oversee independent radio research. He now sits on that committee as an AIRC representative. **MMc**



Richard Eyre



**PARSONS LEAVES CAPITAL FOR BBC RADIO 1** — Capital FM/London midnight to 04.00 presenter Lynn Parsons is moving to BBC Radio 1. She will take over the Sunday-Monday 02.00-04.00 slot from Neale James. In turn, James moves to the weekend 04.00-07.00 show, replacing Paul McKenna, who is leaving the network to concentrate on his alternative career as a stage hypnotist. Parsons' replacement at Capital FM is Clare Ashford, recent winner of Atlantic 252's "Jocksearch '91" contest [see *M&M* December 14, 1991].

## Atlantic Shuttters London Office

Atlantic's satellite office in London will be closed in January, resulting in the loss of five jobs. The decision follows the recent consolidation of **Atco** and **east west** in the US.

In a joint statement, Atlantic vice chairman/CFO **Mel Lewinter** and VP of international **Fran Lichtman** say, "This decision is the logical outgrowth of the restructuring of **Warner Music International** over the past few years and, in particular, the establishment of east west in the UK and throughout Europe."

The decision came as a surprise to London staffers. After the changes in the US in October, east

west, Atlantic and **WEA** had strongly denied that the restructuring would have any effect on the UK office. Atlantic European manager **Mary Hooton** described the move as "a shock after working for Atlantic for 18 years, although this is obviously part of the overall slimming of the labels in the US."

The Atlantic office in London was essentially an international liaison office for the US, responsible for coordinating European tours, video shoots and studio schedules. The label's European marketing and distribution has been handled for many years by **WEA**. **BL**

### News In Brief

#### Layoffs At Invicta

**Invicta Radio/Kent** has made five people redundant, including an engineer and several from administration. No management or programming staff were affected.

A spokesperson for Invicta described the move as "trimming at the edges." This is believed to be in readiness for the merger with **Southern Radio**, and the centralization of several areas of the new, enlarged group operations. **PE**

#### MRG To Sell WNK Stake

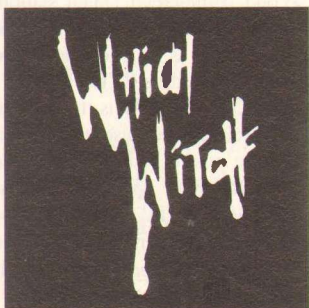
**Midlands Radio Group (MRG)** plans to sell its 46% stake in **WNK/London** after the **UK Radio Authority** refused to grant the reggae/ethnic format station a 24-hour licence, according to MRG's MD **Ron Coles**. He says two prospective buyers have shown keen interest. **MMc**

The Authority's denial came last

summer after **WNK** and **London Greek Radio** proposed a joint venture to offer programmes to the area's various ethnic groups. However, the Authority decided the proposed blocks of non-English-speaking programmes alternated with speaking segments would create disinterest among the English-speaking audience. **MMc**

#### Severn Raises £25,000 For Charity

**Chiltern Radio's Severn Sound/Gloucester** raised £25,000 (app. US\$45,000) recently during an all-day on-air auction. Listeners phoned in a bid on merchandise ranging from swimming lessons at a local leisure club to a vacation anywhere in the US. **Severn Sound** has raised nearly £300,000 for local charities over the past 11 years through its "Money Mountain" auction. **MMc**





## Local Radio Has The Edge For 'Hammer Day'

December 18 was "Hammer Day" in France. Radio stations involved in the project were **Media Control** participants **West FM/Le Mans**, **Top Music/Strasbourg**, **Radio Nemo/Nimes**, **Radio Nantes/Nantes**, **Metropolys/Lille**, **Bleu Marine/Lorient**, **Radio L/Metz**, **M Radio/Saint Etienne**, **Scoop/Lyon** and **Wit FM/Bordeaux**.

In Paris, EMI deliberately chose not to work with any radio stations. However, local retailers associated with the project include **Virgin Megastore** in Paris, **FNAC** in Metz, **Saint Etienne** and **Strasbourg**, and **Nuggets** in Lorient. Other partners are TV channel **M6** and music magazine **L'Affiche**.

According to EMI product manager **Olivier Lebeau**, "We wanted to create an event with Hammer by linking all the different promotional outlets—radio stations, retailers, TV and print. It was also a way for us to heat up interest in Hammer, especially

with radio stations.

"It is hard to get airplay for rap acts and we hope that some stations will reconsider their attitude after this event."

In a Ffr300.000 (app. US\$55.000) marketing promotion, EMI hopes to increase public and radio interest in Hammer's new album *Too Legit To Quit*. Hammer's previous album went gold in France and had a Top 50 hit with *U Can't Touch This*. However, radio airplay has been limited for both the previous and current album.

The marketing plan consisted of a specially edited 45-minute clip from **PMI** and **MTV** shootings, including the making of the video *Too Legit To Quit*. That video also was shown in cinemas in a dozen French cities.

People interested in seeing the movie were invited to pick up free tickets at local radio stations. A total of 200,000 invitations were distributed. **EL**

## M40 Gets CSA Green Light

by Emmanuel Legrand

The broadcasting authority **CSA** has given the go-ahead to the merger of **Metropolys** and **Maximum** and to the creation of a new network, **M40**, which was scheduled to be launched on January 10. The CSA has also given its blessing to the capital restructuring of **Sodera**, the holding company operating **Maximum**, which will be the operator of the new venture.

As announced, investors in the new net are Spanish communication group **Prisa** (owner of **Cade-**

**na SER** in Spain), which will own 48.05% of the new company; Luxembourg media group **CLT**, via a subsidiary **FAP**, will own 35.73%; record company **Sony Music** will have a 6.4% stake; Swiss press association **Groupe Nicole** owns 7.0%; and French Catholic press group **Bayard Presse** will have a 2.82% stake.

In a statement, **SER** reaffirms that there was no "hidden" deal between **SER** and other **Sodera** shareholders, and that **SER** will have "a major role in the management of the new company and in

the development of the content of the project."

**M40** has announced it will devote a larger share of its programming to Francophone music. The agreement with **CSA** stipulates that during 18.30-01.00, **M40** will play on average 30% Francophone product, 35% in 1993 and 40% in 1994. The network has also committed itself to promote new talent. Final approval from the **CSA** will come when the two parties reach an agreement regarding the way new talent will be promoted.

## Aleuette FM Toasts 10th Birthday

by David Roe

**Aleuette FM** celebrated its 10th birthday at the end of November. Broadcasting from Les Herbiers in the Vendee region, it has a daily audience of 150,000, according to the station's PD **Catherine Dupin**. "Our playlist is rather special," she says, "as we programme 80% French music, which can include anything from 'golds' to completely unknown artists. The other 20%

is usually Anglo/Saxon classics. While this has been the guiding programming strategy of the station since the beginning, it also reflects a demand among the audience for French artists."

**Aleuette** is a generalist station, and along with a high news content and a big playlist, is targeted towards an adult audience. "The playlist has 100 titles," says Dupin, "and we hope to play all of them once a day."

The station's principal objective is to improve the quality of sound before the new **CSA** allocation of frequencies in the spring. **Aleuette** has one transmitter with eight boosters which broadcasts to an 80-kilometer radius around the town of Les Herbiers and whose main urban catchment is Nantes.

Currently, the station employs 30 people, not including correspondents. The director of the station is **Bertrand de Villiers**.

## G/S/A

## Boetzkes Out, Stolze In At B3 Radio Net

by Ellie Weinert

One of the most controversial heads of German radio programming, **Claus-Erich Boetzkes**, has been relieved of his duties as head of MOR net **B3 Radio**. **Ruediger Stolze** is the new director of programming at **B3** and will handle part of **Boetzkes'** responsibilities, according to recently appointed radio broadcast director of parent **Bavarian Radio/Munich Erich Emrich**.

**Boetzkes** was appointed direc-

tor of the entertainment division at **Bavarian Radio** in July 1989 by former radio broadcast director **Udo Reiter**. He was responsible for music, news and information programming. Inside sources claim that **Boetzkes** was a protege of **Reiter** who left **Bavarian Radio** in September to become head of **Mitteldeutsche Radio** network, based in Leipzig.

**Boetzkes** was transferred to the easy-listening channel **B1**, which has a schlager/volksmusik format, only two months after the appointment of **Emrich**. According to the station's demographic survey, **B3** had been rapidly losing young listeners.

Comments **Emrich**, "We want

**Prinzen** were scheduled to perform live.

"As for this year, 104.6 RTL has plans to sponsor a three-month run of the **Neil Simon** musical "Sweet Charity" in the Theater des Westens starting in February. It will also sponsor the **Genesis** concert to be held on July 12 in the Maifeld stadium. Some 20,000 tickets have already been sold, says **Schoepe**. **BL**

to become a somewhat younger entertainment programme with a service character. We do not intend to neglect our younger listeners."

**Stolze** has headed the "Munich Midday Magazine Programme" for the past 12 years.

### Radio 7 Plugs Africa Charity Campaigns

Private broadcaster **Radio 7/Ulm** programmed eight days of requests between December 25 and January 2 as part of a charity campaign called "Songs for Africa." Listeners were asked to donate at least DM10 (app. US\$6) per request to assist aid organizations in Africa.

The station is also recruiting endorsements from popular figures in the entertainment industry, politics and sport for their campaign against immigrant discrimination. Listeners are asked to submit ideas for public service spots. **MS**



**A LOTTA ZOMBA** — **BMG** and **Zomba** have signed a new deal which gives **BMG** 25% of **Zomba's** music publishing business and renews **BMG's** commitment to the **Jive** and **Silverstone** labels worldwide. Pictured from (l-r): **BMG** senior VP/CFO **Tom McIntyre**, **Zomba** group chairman/CEO **Clive Calder**, **BMG** chairman/CEO **Michael Dornemann**, **BMG** Music Publishing president **Nick Firth** and **BMG** VP legal/business affairs **Tom McPartland**.

## Tough Life For RTL Money Man

104.6 RTL/Berlin went on-air on September 9 with an expensive, but effective gimmick. Between 09.00-18.00 daily, the RTL "Money Man" has been out on the streets of Berlin asking passers-by which radio station they liked to listen to. If the participant replied "104.6 RTL," he or she has been given DM100 (app. US\$63).

According to 104.6 RTL head of on-air promotion **Erich Schoepe**, the RTL Money Man had, at press time, already dis-

tributed approximately DM80,000 of his DM100,000 budget. "Our Money Man is the talk of the town, so everybody knows what to answer," says **Schoepe**.

The station was able to capture 29.2% of its 18-34 year-old target audience, putting it slightly ahead of its leading competitor, **RIAS 2/Berlin** (27.5%). Life, however, has not been easy for the Money Man. "We had dressed him in a transparent jacket filled with one-sided photocopies of DM100

bills," **Muller** explains, "and once he was almost attacked and robbed in the infamous **Bahnhof Zoo**. His car was also broken into, and his telephone, tape recorder, jacket and Money Man bag were stolen."

Starting December 22, RTL was scheduled to have begun its "Countdown 92" from the Metropole, one of Berlin's most famous clubs. According to **Schoepe**, a party was planned every night, including New Year's Eve, when the **Pasadenas** and **Die**





# RTL 102.5 To Promote International Indie Acts

by David Stansfield

International indie product, which is distributed mostly by **Dischi Ricordi**, may be lined up for some coveted radio exposure following an exploratory trip to the UK by private national EHR station **RTL 102.5 Hit Radio**.

The deal was set up by Ricordi international label manager **Graziano Ostuni**, who arranged for RTL 102.5 Hit Radio head of music **Grant Benson** to interview **Army Of Lovers (Sonet)**, **Right Said Fred (Tug)**, **The Scream** and **Natural Life (Hollywood Records)**, plus **The Sugarcubes (One Little Indian)**. Comments Ostuni, "It was only by chance that all the acts were in the UK at the same time. RTL 102.5 was the station to react most positively to the idea of checking out talent which, by and large, is unknown on national territory."

Benson is offering no guarantees of airplay for any of the acts. He

does, however, believe that **Army Of Lovers** has a Euro-sound suited to the station's EHR format and says he is impressed with **Natural Life**, who he had seen in concert. "The problem is that a lot of so-called UK

sure Day on December 14. On-air competitions were staged and the two winners will travel to London on July 11, 1992 to see the act live in concert.

Says Benson, "I've never figured

**"The problem is that a lot of so-called UK indie bands don't break in Italy until they've achieved success everywhere else."**

— Grant Benson



indie bands don't break in Italy until they've achieved success everywhere else. If anything is 'pushable' enough to cut that long-winded route, all the better, but I'm always wary about adding a record to the playlist that hasn't first made some headway in the UK."

The station also gave support to another Ricordi-distributed act **Erasure (Mute)** by sponsoring an Era-

sure Day on December 14. On-air competitions were staged and the two winners will travel to London on July 11, 1992 to see the act live in concert. Says Benson, "I've never figured out why Erasure is not big in Italy, particularly with the current boom in techno-house music. We backed the single **Chorus**, and because of our commitment, the act recorded an Italian-version of their second single **Love To Hate You** exclusively for us. The Erasure Day event coincided with the release of the third single **Am I Right**, which we'll certainly be plugging."



**FOUR MORE FOR RUGGERI** — Enrico Ruggeri, whose latest album "Peter Pan" (CGD) has gone gold with over 100,000 sales, has renewed his contract with the label for another four albums. European promotion for Ruggeri is also being planned. Pictured (l-r) are: Ruggeri's producer Silvio Crippa, Ruggeri, CGD international exploitation manager Alda Dury, east west Germany MD Jürgen Otterstein, CGD MD Stefano Senardi and CGD A&R director Tino Silvestri.

# RAI Tops Ratings, EHR Web Rete 105 Leads Private Stations

Below is a breakdown of the latest results of the **Radio Bank** listener survey by Milan-based research institute **Datamedia** (M&M December 21) by station and geographical area.

As expected, pubcaster **RAI** continues to dominate in total lis-

teners. EHR private net **Rete 105** is the most-listened to web in two of the territories listed below, while **Radio Dimensione Suono (EHR)** and **Radio Italia Solo Musica Italiana (national)** are tops in the central and south/islands, respectively.

## SPAIN

# Radio Madrid's 'Hora 25' Goes To Maastricht

by Jeremy Sullivan

Radio Madrid, owned by Spanish national network **Cadena SER**, has demonstrated its recent commitment to a more news-based format by broadcasting its flagship information programme "Hora 25" from Maastricht in Holland during the EC summit.

Cadena SER head of information services **Luis Fernandez**, director of information **Carlos Llamas**, international section head **Jesus Maria Santos** and a group of technical personnel and correspondents moved to a studio installed by SER in the southern Dutch city. The broadcasting effort was coordinated by the **European Broadcasting Union**.

In addition to providing coverage of the summit for five hours each day on "Hora 25," the team contributed periodic reports to SER's first news bulletin of the day "Matinal SER" and Radio Madrid's morning talk show "Hoy Por Hoy" and the mid-day news programme "Hora 14."

During programming changes in late September, the station's directors decided to broadcast "Hora 25" for a full five hours weekdays between 19.00-24.00, making it the longest current-affairs programme on Spanish radio.

"Hora 25" is intended to reflect SER's emphasis on information-based programming in keeping with its overall policy of increased specialization by the station.

SER is aware of the potential for saturating audience interest

with political coverage, but aims to use the new format to bring news as close as possible to the everyday lives of listeners by including social and health issues, as well as consumer news.

The programme's main news headlines aim to catch workers just as they return home in the evening. Local/regional news items with a social content are covered later in the programme, including traffic and weather bulletins, and reports devoted to sports, music and cinema. The final hour of the programme reviews the most important news breaks of the day.

At present, the new format "Hora 25" has been operating for just over two-and-a-half months, but Cadena SER is hoping that its faith in the programme will soon be justified by audience figures.

### Italian Daily Listener Statistics (in millions)

Station	1990 Oct-Dec	1991 Jan-Mar	1991 Apr-Jun	1991 Jul-Sep
<b>RAI</b>	9.11	10.10	10.41	10.58
<b>Rete 105 (EHR)</b>	3.30	3.36	3.26	3.30
<b>Radio Italia S.M.I. (national)</b>	2.24	2.60	2.80	2.94
<b>Radio DeeJay (EHR/EDR)</b>	2.59	2.69	2.78	2.80
<b>Radio Dim. Suono (EHR)</b>	1.46	1.55	1.59	1.69
<b>RTL 102.5 Hit Radio (EHR)</b>	0.93	1.22	1.26	1.38
<b>Radio Monte Carlo (AC)</b>	1.39	1.33	1.35	1.37
<b>Radio Kiss Kiss (AC/EHR)</b>	1.28	1.37	1.38	1.30
<b>Radio Subasio (EHR)</b>	0.48	0.52	0.60	0.71
<b>Gamma Radio (EHR)</b>	0.65	0.68	0.69	0.71

### Geographical Areas (July - September 1991)

Top Five Stations (in millions)			
<b>NORTHWEST</b>		<b>NORTHEAST</b>	
<b>RAI</b>	2.50	<b>RAI</b>	2.00
<b>Rete 105</b>	1.30	<b>Rete 105</b>	0.89
<b>Radio DeeJay</b>	0.90	<b>Radio DeeJay</b>	0.58
<b>Radio Italia S.M.I.</b>	0.85	<b>Radio Italia S.M.I.</b>	0.44
<b>RTL 102.5 Hit Radio</b>	0.71	<b>Radio Dimensione Suono</b>	0.33
<b>CENTRAL</b>		<b>SOUTH &amp; ISLANDS</b>	
<b>RAI</b>	2.78	<b>RAI</b>	3.28
<b>Radio Dimensione Suono</b>	0.72	<b>Radio Italia S.M.I.</b>	1.16
<b>Radio Subasio</b>	0.64	<b>Radio kiss Kiss</b>	0.76
<b>Radio DeeJay</b>	0.51	<b>Radio DeeJay</b>	0.71
<b>Radio Italia S.M.I.</b>	0.48	<b>Rete 105</b>	0.71

Source: Datamedia



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As part of M&M's expansion, you are invited to send us photos of yourself and your staff, whether they are portraits of your people or pictures of station activities, visits from recording artists or any other special occasions. Send them now to: **Music & Media**, 1059 AT Amsterdam, The Netherlands. Tel: (+31) 20.669 1961.



# Radio Nettverk Signs New Deal With TV 3

by Kai Roger Ottesen

Radio news distributor **Radio Nettverk**, based in Stavanger, has renewed its exclusive deal with **TV 3/Scansat** in London, giving it the rights to be TV 3's official Norwegian news desk. TV 3 is the commercial TV station for Norway, Sweden and Denmark, and has its editorial news staff based in London.

Says Radio Nettverk MD **Odd Atle Urvik**, "Radio Nettverk is communicating with TV 3 in London by fax and phone. TV 3 is also

connected to photo-phone lines with **NTB (Norsk Telegrambyra)**."

**Bjorn Grimen** has been appointed head of the TV 3 desk in Norway, in charge of the Radio Nettverk journalists who also work for TV 3. All news bulletins are written and given priority in Stavanger. Radio Nettverk will continue to service stations in Norway with live news bulletins by satellite every hour.

Asked how the agreement will affect the relationship with the stations it serves, Urvik replies, "Before the agreement with TV 3, we aired news bulletins from 06.00 to 19.00. Now we need to have a

news desk for TV 3 later in the evening, as well. Therefore, we have decided to run bulletins from 06.00 to midnight." Radio Nettverk is also supplying programming to stations around Norway.

Currently, the service has to share the market with Oslo-based **Radio Limelight's Antenne 4**, and the market is expected to become more competitive in the future. Media conglomerate **Schibsted** is understood to be planning the launch of a news service similar to Radio Nettverk's, and Schibsted is expected to serve the number one stations in every major district or city.



**GOLDEN GIRL** — Singer Irma Schultz was presented with a gold disc at Sweden's Sony Music offices for her self-titled album which has sold over 77,000 copies in Sweden. Pictured from (l-r): Engineer Hakan Wollgard, Sony Music marketing director Per Sundin, Irma Schultz, Sony Music local A&R director/director Sony Music Publishing Thomas Haggblom, producer/local A&R director Billy Bolero and MD Sten af Klinteberg.

## Norway's Radio Tango Joins List Of P4 Applicants

Oslo-based **Radio Tango**, rated number two in Oslo, has joined the growing list of applicants for Norway's fourth national licence, **P4**.

Currently, the station has a rock format, but if it wins the national licence, it is likely to play a greater selection of classic rock and oldies.

Other possible P4 licensees are more careful about disclosing their plans. Says **Number One Radios** spokesman **Ragnar Udjus**, "The matter is still at an early stage."

Nevertheless, some Nkr900,000

(app. US\$145,000) will be spent by **Number One Radios** in trying to win the P4 licence. The county of Vest-Agder and the city of Kristiansand, as well as private trade and industry, are all supporting the **Number One Radios'** bid. Sixteen stations in Norway are involved in the project, and if they win, the headquarters would be based in Kristiansand.

**Radio 1/Oslo**, Norway's largest private station, will not commit itself. Says Radio 1 MD **Jon**

**Morten Melhus**, "This is very exciting, but it is still too early to say what we're planning to do."

**Norges Radio**, once a possible contender for P4, is now out of the race as a result of recent financial difficulties. A **Norges Radio** spokesperson explains, "We will be spending our time getting the station back to normal."

**Bergen-based P3 (EHR/MOR)** station manager **Espen Selviki** is sceptical about the future of P4, adding, "It depends on whether it

can maintain a good position in the marketplace."

Ad agencies are looking forward to negotiating with one national station, thus minimizing negotiations with several local stations in various districts. Comments **Ogilvy & Mather's Aris Theophilakis**, "Personally, when it comes to formats, I feel that the American Top 40 format is very strong. However, no matter what kind of format they choose, the P4 station must define its product better than most stations have done so far."

**Carat Media & Research**

media planner **Elisabeth Wilhelmsen** says, "P4 should have a general, but commercial profile with the aim of covering all audiences, even the minority groups. The music format must be adjusted to the audience. Neither classical music nor **Guns N' Roses** should be played during daytime." Wilhelmsen also notes that **Carat Media & Research** will use P4 in its campaigns, depending on what the station has to offer and who its listeners are.

The deadline for the licence application will be February 15.

KRO

## BENELUX

### GB Stores Discount Jackson In Year-End Campaign

by Marc Maes

Supermarket chain **GB** and rack-jobber **Sonica** have teamed up in a campaign to sell **Michael Jackson's Dangerous** at a lower retail price than other albums.

*Dangerous* is being offered nationwide in GB supermarkets at a retail price of Bfr579 (app. US\$18), whereas other top albums hit the racks at Bfr690. "We are not offering bargain deals on *Dangerous*," says **Sony Music MD Bert Cloeckert**. "The idea came from the GB chain, which wanted to build its year-end campaign around the album."

Sonica MD **Willy Mactelings**

is convinced the operation will be a success. GB video/audio product manager **Erik van Heuven** says his aim is to create "traffic building" around the CD racks. "The whole campaign includes TV advertising on both **VTM** and **RTL-TVi**, as well as a special promotion for **Sony** video and CD players. We had to sacrifice a bit on the *Dangerous* album, but we want to attract our customers with competitive conditions."

Van Heuven estimates *Dangerous* sales will have broken the 80,000 mark before December 31, only three weeks after its release.

MM

### BC Signs BMG Worldwide Deal

Following the hits *Baby Come Back* and *My Hair*, **BC And The Basic Boom** have released their debut album *Think About It!* (CNR). The artist has also been signed worldwide by **BMG Ariola**.

**BMG** manager **Stef Cockmartin** confirms that Germany, France and the UK will release BC's *Dreamin' of a White Christmas* as a first single, to be followed by the already popular *My Hair*.

MM

## Stenders Rejoins Power FM

by Marlene Edmunds

Nationally known Dutch presenter **Rob Stenders**, who quit **Radio 10's** just-launched national cable/satellite **EHR Power FM** after just one day on the job, has rejoined the station.

Stenders was a popular DJ with Dutch public station **Radio Veronica** for three years before being wooed away by **Power FM** this autumn. He was originally scheduled to work the afternoon weekday programme (16.00-19.00) and to co-host a Saturday evening show with weekday morning presenter **Luc van Rooij**. However, after just a few hours on the job, he told station PD **Wim Rigter** that he was unhappy with the number of hours he was scheduled to work and couldn't get used to the **Selector** playlist and the less-talk programme style of **Power FM**. In a press release, **Power FM** announced Stenders had left for personal reasons after deciding to end his career as a radio DJ.

Following negotiations, however, Stenders returned to the station in early December to host one three-hour 19.00-22.00 Sunday programme. Station MD **Jeroen Soer** reports the DJ's contract has been renegotiated down from two years to one year and that there is a non-compete agreement. Stenders can go over to television, but cannot accept work with another radio station in Holland during the duration of his contract. The DJ has reportedly also taken a cut in pay.

### Mama's Jasje Tops Belgian Charts

Flemish band **Mama's Jasje (BMG Ariola)** is topping the international **IFPI** charts in Benelux and has pushed **Michael Jackson** from the number one spot.

The single *Zo Ver Weg*, which has sold over 25,000 units, is topping the **VTM** Flemish chart, as well as the **BRTN Radio Top 30**. The group's debut album *Paradijs op Aarde* was released October 14 and has so far sold 15,000 copies.

Soer reports that no advertising dollars have been affected by the brief absence of Stenders, considered one of Holland's top DJs. Says Soer, "Advertising in Holland is based on listenership, not presenter personality. We have other name presenters, and the programming was not affected. We run a radio station, not a talent show."

Commenting on Stenders new programme, PD **Rigter** says the station intends to give the DJ some latitude on his Sunday evening show, and will not "hold a stopwatch" on the talk aspect of his programme.





SINGLES

**PAULA ABDUL**

*Vibeology* - Virgin America **D/EHR**  
 PRODUCER: V Jeffrey Smith/Peter Lord  
 The new single from the successful *Spellbound* album, sees Abdul picking up the dance vibes that made her big in the first place.

**EG & ALICE**



*Indian* - WEA **EHR/AC**  
 PRODUCER: Eg & Alice  
 Their debut album *24 Years Of Hunger* demonstrates this UK duo is a jack of all trades. For this mid-tempo single, they switch to "blue-eyed" soul for a convenient position between the Isley Brothers and Womack & Womack. For **BRT Radio 2/West-VlaanderenKortrijk** programmer **Peter de Groot**, it was the single of 1991. Says De Groot, "On the musical level, I feel a lot of honesty on the part of the makers. Maybe because they weren't hyped, it was one of the major missed opportunities of last year. But all is well that ends well, because the single is expected to enter the Belgian charts soon."

**LIANE FOLY**

*Rève Orange* - Virgin **AC**  
 PRODUCER: Nick Plytas/André Manoukjian  
 Looking for a moment of rest on your playlist? Then it's high time for a mildly tempered chanson. Foly's voice will make your listeners feel more relaxed than could any sauna visit.

**L.L. COOL J**

*Whose Afraid Of The Big Bad Wolf* - Columbia **D/EHR**  
 PRODUCER: L.L. Cool J/B.A. Robertson/Edward Ferrell II  
 This song—originally from 1933—is taken from the **Walt Disney** tribute album *Simply Mad About The Mouse*. Our "ladies lover" **James Todd Smith** not only added new lyrics, but some new music as well. Unlike the average rapper, he's apparently not afraid of **Michael Jackson**. He's adapted the synthesizer line out of *Billy Jean* for this cool and soothing rap performance.

**WENDY MAHARRY**

*How Do I Get Over You* - A&M **EHR/AC**  
 PRODUCER: Dwight Marcus/Daniel Abraham  
 The fragile songstress tries her luck on Amy Grant territory and succeeds hands down. Everyone who thinks that violins and a modern dance rhythm pattern go together like water and fire will be surprised. They mix extremely well, probably because of the catchy chorus. Heavy radio support is demanded.

**BRIAN MAY**

*Driven By You* - Parlophone  
 PRODUCER: Brian May/David Richards  
 Even blind-folded, you can immediately distinguish the distinctive sound of the Queen guitarist. Hardcore fans were already familiar with his remarkably good singing voice. His second solo outing after 1983's purely instrumental *Starfleet Projects* is somewhat similar to Queen's *One Vision*. See page 20 for details.

**TERRY NEWMAN**

*Romancin' 'Round The World* - CNR **EHR/AC**  
 PRODUCER: Herman van Boeyen  
 Dutch singer Newman debuts in style with a ballad that matches the winter season. The choral intro recalls the pop classic *From The Underworld* by the Herd, the first band of Peter Frampton. It has already been power-play at Dutch pubcaster NOS. Says producer **Tom Blomberg**, "It's a real grower and could become a hit with proper label support."

**BONNIE RAITT**

*I Can't Make You Love Me* - Capitol **AC/EHR**  
 PRODUCER: Don Was  
 The second single, taken from *Luck Of The Draw*, is a bluesy late night love lament. AC programmers will be smitten with this tender ballad immediately.

**THE 2 LIVE CREW**

*Pop That Coochie* - Luke/Bite/CNR  
 PRODUCER: David "mr. Mixx" Hobbs  
 Although it may seem almost impossible to shock people anymore these days, especially after their European hit *Me So Horny*, the nasty sexist rappers strike again. Really burning loose on the uncensored mixes, they would have been a great object of study for the late Dr. Freud.

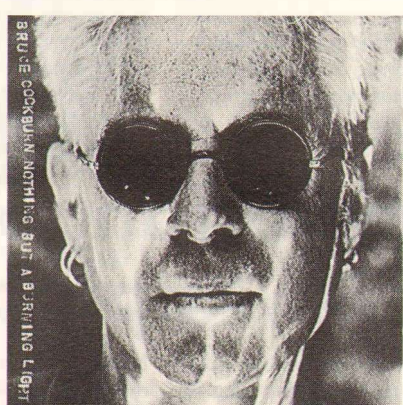
**U2**

*Mysterious Ways* - Island **EHR/D**  
 PRODUCER: Daniel Lanois/Brian Eno  
 Supported by groovy dance rhythms, the follow-up to *The Fly* single sports a catchy chorus and an interesting musical soundscape.

**AIRHEAD**

*Boing!!* - Korova/Warner Music **A/EHR**  
 PRODUCER: George Shilling/Leigh Gorman  
 Question: What's wrong with this list? Happy Mondays, Jesus Jones, EMF, Stone Roses and James. Answer: Airhead is missing. Just like the above mentioned bands—Jesus Jones, in particular—they create the same mix of pop and psychedelics on bouncing trendy dance rhythms. (Right here..) *Right Now* and *Funny How* seem to be the album's best bets for a future hit.

**BRUCE COCKBURN**



*Nothing But A Burning Light* - Columbia **C/AC**  
 PRODUCER: T-Bone Burnett  
 The T-Bone Burnett-produced album should capture the wide audience that this powerful songwriter has long-deserved. With help from friends like **Sam Phillips**—who happens to be Burnett's wife—**Jackson Browne** and country-fiddler **Mark O'Connor**, the album presents strong melodies wedded to Cockburn's always trenchant lyrics, as in *One Of The Best Ones* or the moving *Somebody Touched Me*. A brilliant work by a true artist. Is anyone listening?

**ERIKA**

*In The Arms Of A Stranger* - Ljonheqrt/CNREHR/AC/R  
 PRODUCER: Håkan Almaquist/Bobby Ljunggren  
 Swedish rocksinger **Erika Norberg** con-

tinues along the lines of her last album *Cold Winter Night*. It's a solid set of typically American-styled, well-produced "FM rock," somewhere between Heart and Belinda Carlisle. The hook of the latter's *Circles In The Sand* is recycled on the track *Walk Into My Heart*, so pop sensibility is guaranteed. The excellent new single, the title track, is an EHR-friendly power ballad in the Desmond Child/Diane Warren tradition. Rock programmers should give its predecessor, the mid-tempo rocker *Wake Me Up When The House Is On Fire* a second chance.

**LAURA FYGI**

*Introducing Laura Fygi* - Mercury **AC/J**  
 PRODUCER: Ruud Jacobs  
 Former **Centerfold** singer Fygi changes her musical direction drastically and has abandoned the pop/dance territory for an excursion into jazz standards and Broadway torch songs. The production suits her warm voice well while ace harmonica player **Toots Thielemans** contributes to the moody atmosphere on the recommended track *Good Morning Heartache*. The singer lifts **Crystal Gale's** AC evergreen *Don't It Make My Brown Eyes Blue* to mellow, Alison Moyet-like dimensions. A true revelation.

**PAUL K**

*The Big Nowhere* - Cool Tunes/SilenZ **C**  
 PRODUCER: Paul K  
 Looking back, 1991 was also the year of the "rehabilitation" of the singer/songwriters. The same label which brought us the diamond live album *Rain On A Conga Dream* by **Townes Van Zandt** now presents an unexpected jewel from **Paul Kopasz**. There's a lot of Woody Guthrie, Dylan and Neil Young on this sparsely arranged semi-acoustic album—with no drums—both in his music and lyrics, while his voice comes close to Ray Davies of the Kinks. His witty observations are on top of very strong folk melodies with a slight touch of country. If you're curious about the songsmith's nightmares, check out the track *Nashville, Tennessee*, a tune about the capital of the genre. In the second week of January, he will be featured on the "Singer/Songwriter Marathons" tour through Holland, together with Van Zandt, Guy Clark, David Olney and Eric Andersen, among others.

**KEITH SWEAT**

*Keep It Comin'* - Elektra **EHR**  
 PRODUCER: Various  
 The soft soul of Sweat is currently doing well in both the US sales and R&B charts. Compared to his previous efforts, the balance between uptempo song material and romantic ballads now definitively tips in favour of the latter. The self-produced low-paced numbers *I'm Going For Mine* and *Ten Commandments Of Love* should be the right choice for AC programmers during candle-lit hours. The single, the title track, is one of the few remainders of the faster dance style from the past.

NEW TALENT

**BANG BANG WAFT**

*First Draught* - Local Hero (EP) (Germany)  
 PRODUCER: Mitt Gamon/Ian Maidman  
 This UK duo with a long history as sessioners has come up with a very wide interpretation of the blues, mixed with psychedelic overtones. It positions them between pop innovators Peter Gabriel and The The. The song *Who Gave Me The Blues* is coloured with violins, filtered vocals and harmonica, thus boosting the inevitable tension. Contact at fax: (+49) 221.546 2382.

**DEINUM**

*Bernewäld* - Top Hole  
 PRODUCER: Bertus de Blauw  
 Some bands still dare to take the rocky road. This Dutch five-piece group distinguishes itself in two ways. First, it provides the same kind of uneasy experimental rock, with lots of tempo changes and

good a sense of humor as Primus. Second, they sing in the Frisian language, which sounds like a mixture of Dutch and English. Very interesting. Contact tel: (+31) 5130.88 622; fax: 5130.88 796

**THE JOHNNYS**

*At La Dolce Vita* - Live - Houlala/Urbane (LP) (France)  
 PRODUCER: The Johnnys  
 Australia has a good reputation when it comes to guitar-driven pop with a raw punky edge to it. For some reason, the Johnnys have never become as famous abroad as have their fellow countrymen the Saints or the Hoodoo Gurus, and undeservedly so, as proved by this live recording. Already in the second song of this 52-minute set—the **Gamble/Huff** cover (*There's Gonna Be A*) *Showdown*, these aussies almost explode. That's what we call spirit. Contact tel: (+33) 1.4024 0783; fax: 1.4367 40 84.

The right phone number for **Red Sun** in New Talent issue 47 is: (+44) 81.808 9283; fax: 81.444 1084

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



## GERMANY



## Die Toten Hosen

- Signed to **Virgin Germany**.
- Publisher: **Totenkopf** for the current single.
- Management: **Tot Musik GMBH/Cologne**.
- New album: *Learning English Lesson One*, released on November 4. It is charted in Germany at number 20 and in Switzerland, number 23; in the **European Top 100 Albums**, it is at number 49.

- New single: *Baby Baby*, released on January 6.
- Current single *Carnival In Rio*, released on October 21 and still holding in Germany at number 86.
- Recorded at **Church Studios/London**, **Sigma Sound Studios/New York**, **Stomeln Dierks/Cologne** and **Nos Nuvens Studio/Rio de Janeiro**.
- Producer: **Jon Caffery/Die Toten**

## Hosen.

- Marketing includes a nationwide poster campaign in Germany, plus radio advertising spots at key radio stations.
- Promotion: The band conducted a three-week promo tour for the album through Germany which included extensive TV, press and radio coverage.
- Concerts: A German tour is scheduled for March.
- European releases: The album is already out in GSA and Finland. The UK, Scandinavia, Holland and other territories will follow from January on. A US release (**Charisma**) is planned for March.

Who said that punk is dead? German band **Die Toten Hosen** keep the genre alive with an infectious enthusiasm. Their new album *Learning English Lesson One*—indeed, their first in English—is a tribute to their idols. It not only contains their versions of punk favourites, but also features their heroes who join in for a set of nostalgia.

Radio programmers with punk antecedents will be amazed at the number of punk classics featured, and the incredibly long "guest list". The only one missing is **Johnny Rotten** of the legendary **Sex Pistols**. But, no problem. Toten Hosen singer **Campino** and his outrageous gang have found a good replacement—none other than **Ronald Biggs**, the mastermind behind the great train robbery in the '60s, who got off

scott-free with a £30,000,000 booty. It is not the first time he has been Rotten's stand-in. In 1978, he collaborated with the Pistols on their single *The Biggest Blow*. Now Biggs sings the lead vocals on the current single *Carnival In Rio*.

Which punk diamonds are to be found on this album? There is **Blitzkrieg Bop** by the **Ramones**, featuring lead singer **Joey Ramone**. Die Toten Hosen were the last to collaborate with guitar legend **Johnny Thunders** (the **Heartbreakers**); 36-hours after the recording of *Born To Loose*, Thunders died in New Orleans.

**Sham 69's Jimmy Pursey** assists on his own plea for union **If The Kids Are United**, while **Chelsea's Gene October** climbs the barricades once more to sing *Right To Work*. **Eric Goulden**, a.k.a. **Wreckless Eric**, duets with Campino on the track *Whole Wide World*, one of the few love songs from the punk era (1976 - 1977). The illustrious **Captain Sensible** (the **Damned**) is present for total destruction on the track *Smash It Up*.

Apart from the funny side of the project, it must have been a hell of a job getting all those people together. Says **Virgin Germany** label manager **Patrick Orth**, "On the contrary, the boys from the band are just friends with a lot of these artists. They took a lot of them on tour, to have the opportunity to introduce their own idols to their audience. The same idea is behind the album."

## BELGIUM

## Benny B

- Signed to **Private Life Records**.
- Publisher: **PLR**.
- Management: **PLR/Brussels**.
- New album: *Parce Qu'On Est Jeunes*, to be released in February.
- New single: *Parce Qu'On Est Jeunes*, released on November 28; in two weeks time, it shot up to number 11 in Belgium.
- Recorded at **Private Life Studios/Brussels**.
- Producer: **PLR - Let's Go**.
- Marketing: The band takes care of its own merchandising. All material used in the campaign employs their self-designed logo

with the raised fist.

- Promo tour: TV appearances in December included national French language broadcaster **RTBF's "Vende Sud"** show, plus private station **RTL/TVI's "Clip Clap"** and "A Tout Coeur." In France, they were on the **TF 1's "Jacky Show," "Jaques Martin"** and "Dorothee" programmes.
- Concerts: Starting in February, they will be on a concert tour through Belgium, France, Switzerland and Canada.
- European releases: The single is out in Belgium, France (**Happy Music**) and Switzerland (**Sony Music**).

Rap is no longer restricted to the English language, or so it seems. The Italian and French tongues are inherently high speed and, therefore, very suitable for this fast-talking musical genre. Italian rapper **Jovanotti** sounds like a natural, and what about **Les Inconnus** and **King Daddy Yod** from France? Ahead of the French language hip hop artists is Belgian rapper **Benny B**.

All the singles lifted off the December 1990 released debut album *L'Album* went top 10 in both Belgium and France. It all started with *Mais Vous Etes Fous* in the summer of 1990, followed by *Qu'Est Qu'On Fait Maintenant* in the beginning of last year and the slow rap summer 1991 hit *Dis-Moi Bébé*. The album sold 40,000 copies in Belgium and platinum (300,000 units) in

France. The new single *Parce Qu'On Est Jeunes* is the first off their upcoming same-titled second album.

Benny B is the artist name of **Gharbaoui Abdelhamid**, the son of a migrant family. He and his mates **DJ Daddy K** and dancer **Perfect** have a "positive image" that seems to break language and ethnic barriers. Accepted from Brussels to Paris and Antwerp, their current popularity is best illustrated by the 40-minute video *Yo Yo*, which includes their entire collection of video clips, plus their tour of New York, L.A., Paris, Brussels and other sites. Instead of play-back shows, their next tour in February will mark their first real live performances.

## FRANCE

## Renaud

- Signed to **Virgin France**.
- Publisher: **Editions Ceci-Cela**.
- Management: **VMA/Paris**.
- New album: *Marchand De Cailloux*, released on October 28. It is in the charts in France at number 4 and Belgium (12). In the **European Top 100 Albums**, it is number 33.
- New single: *Marchand De Cailloux*, released on October 28; currently, it is at number 38 in France.
- Recorded at **Sarm West Studios/London**.
- Producer: **Pete Briquette**.
- Marketing: Virgin ran a big poster campaign in Paris at the end of October, and organized pre-listening sessions in 84 stores in France on October 23. Apart

from the normal point-of-sale material, merchandising included bags and pins. The album was presented to the press in a special packaging. On the date of the album release, Virgin took an add in the daily paper **Libération**.

- Promotion: Renaud was on a promotional tour through France, Belgium, Switzerland and Québec (Canada).
- European releases: The album is out in France, Belgium, Switzerland and Germany. In Canada, it is released as well.

Every European country has its domestic artists ready to beat world stars, but France is a class apart. Despite the French market's reputation as being slow and protective, it still has a stunningly high level of

local product in the charts. At press time, seven out of 10 artists in the top 10 of the French album charts represent national product. **Dire Straits** is the only foreign act in the top five, positioned at number two. Acts like **Patrick Bruel**—at the top slot with *Si Ce Soir*—and **Renaud**—at number four with *Marchand De Cailloux* (*The Man Who Sells Pebbles*)—are obviously strong enough to stop "alien invaders."

Renaud is a real superstar at home, with album sales in excess of seven million copies. Although widely adored, closer examination of the Renaud phenomenon shows he also remains one of the most controversial of French singers. A few years ago, he completely upset the UK daily press with his anti-Thatcher song *Miss Maggie*. In short, Renaud is a real artist who dares tackle subjects no one else seems willing to risk. The title of

the outstanding album track *La Ballade Nord-Irlandaise* speaks for itself in this respect. On the back of the sleeve, Renaud—in keeping with his hard edge—is pictured with two bricks behind his back.

Recorded in the "lion's den" in London, his new album is assisted by top UK sessioners. The outcome is a semi-acoustic album with an interesting folk touch. The first single and title track is reminiscent of **Bob Geldof's The Great Song Of Indifference**. Its cheerful melody invites you to join in a square dance. "Saint Bob" himself is featured as backing vocalist on the complete set. Album rock programmers are wise to check out the album's closing track *Tant Qu'Il Y Aura Des Ombres*, which breathes a totally different ambience in its sad mood and its slow rhythm.



# Radio Speculates On Sensitive Ads

By Lisa Nordmark

Radio stations across the US are taking a stand on the responsible, relevant advertising of controversial products. Included in this category are beer and wine products, and condoms.

In the case of alcohol advertisements, officials of the US government have offered to play a hand in providing regulatory "guidelines." Surgeon general **Antonio Novello** is scheduled to meet with representatives from the beer and wine industries to discuss non-mandatory commercial guidelines concerning advertising and alcohol abuse, particularly among minors.

In a similar but stricter vein,

congressional representative **Joseph Kennedy** and senator **Strom Thurmond** are lobbying for a compulsory warning label to be attached to all alcohol advertising. For radio, a required 10-second cautionary message would be aired as a part of the commercial.

In perhaps the harshest scenario, the **Office of Substance Abuse Prevention (OSAP)** within the **Department of Health and Human Services** is expected to go to bat in favour of a complete ban on broadcasting beer and wine advertising, consistent with the ban currently in place on broadcasting cigarette advertising.

## Censorship

Many in the broadcast and

alcohol-related industries view government regulation of alcohol advertising as censorship which could prove disastrous financially, particularly for television. There is, however, a general consensus that advertising should in no way encourage or support abuse of alcohol in any situation.

**Unistar Radio Networks** chairman **Nick Verbitsky** stated that beer and wine enterprises have taken precaution in their use of demographic and daypart targeting, and "have done a very responsible job of setting up specific criteria for advertising their product."

**Westwood One Radio Networks** president **Bill Battison** contends, "As long as beer and wine are part of our environment and culture, we should support its advertising as a mechanism for providing information to the marketplace."

However, Washington-based **Beer Institute** spokesman **Jeff Becker** claims that regulation in the form of a Kennedy-Thurmond bill would most likely deplete the incentive on the part of beer and wine companies to continue financing commercial time discouraging alcohol abuse and drunken driving.

**Group W Radio President Jim Thompson** summarized that concern, stating, "Let's do something that fosters economic recovery, as opposed to finding something that puts people out of work."

## Condom Advertising

On the issue of condom advertising, radio overall seems to be receptive to such spots in light of the current Aids epidemic. Although some major broadcasting conglomerates currently prohibit contraceptive advertising, such as **ABC Radio Networks** and **CBS Radio Networks**, commercial policies are being reviewed.

Other companies do not adhere to such a ban. **Westwood One Radio Networks**, which operates **NBC Radio Networks** and the **Mutual Broadcasting System**, was reportedly the first radio network to accept condom spots, and has been doing so since 1989.

Affiliates are not required to run the commercials, a provision made known to condom manufacturers and advertising agencies, but negative response has so far been minimal.

As in the case of alcohol advertisers, demographic and day-

parted targeting is employed. Copy content and good taste are of great importance in determining what spots are currently and will eventually be given airtime.

According to **Nationwide Communications** president **Steve Berger**, "We have no ban on condom advertising. Our only caveats are that (they) have to be tasteful and that they promote safe sex rather than sex. But as long as commercials are done in a tasteful manner and deal with the prevention of disease and don't promote promiscuity, we have no problem."

In noting the mature nature of today's industry and listening audience, **Buckley Broadcasting** president **Richard Buckley** asserts, "Years ago, people were just horrified about running spots for the haemorrhoid creme Preparation H. This is the same sort of situation. Obviously we have a major health problem today and, if we can get youngsters and everyone else to practise safe sex, it makes all the sense in the world."

His view seemingly is shared by most of his colleagues in the position to educate listeners comprising the categories most prone to contracting the HIV virus.

## Billboard SINGLES

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For week ending January 11 1992

TW	LW	Artist/Title	Label	ECO
1	1	MICHAEL JACKSON/Black Or White	Epic	
2	2	BOYZ II MEN/It's So Hard To Say Goodbye	Motown	
3	3	COLOR ME BADD/All 4 Love	Giant	
4	6	MARIAH CAREY/Can't Let Go	Columbia	
5	4	PM DAWN/Set Adrift On Memory Bliss	Gee Street	UK
6	8	CE CE PENISTON/Finally	A&M	
7	5	MICHAEL BOLTON/When A Man Loves A Woman	Columbia	
8	9	HAMMER/2 Legit 2 Quit	Capitol	
9	7	PAULA ABDUL/Blowing Kisses In The Wind	Captive	
10	10	MARKY MARK & THE FUNKY BUNCH/Wildside	Interscope	
11	20	HAMMER/Addams Groove	Capitol	
12	19	G. MICHAEL/E. JOHN/Don't Let The Sun Go Down On Me	Columbia	UK
13	17	NIRVANA/Smells Like Teen Spirit	DGC	
14	13	GENESIS/No Son Of Mine	Atlantic	UK
15	12	RICHARD MARX/Keep Coming Back	Capitol	
16	11	AMY GRANT/That's What Love Is For	A&M	
17	25	SHANICE/I Love Your Smile	Motown	
18	15	NAUGHTY BY NATURE/O.P.P.	Tommy Boy	
19	30	PRINCE/THE N.P.G./Diamonds And Pearls	Paisley Park	
20	18	GUNS N' ROSES/Don't Cry	Geffen	
21	26	U2/Mysterious Ways	Island	UK
22	22	GLORIA ESTEFAN/Live For Loving You	Epic	
23	24	ROD STEWART/Broken Arrow	Warner Brothers	
24	21	BRYAN ADAMS/Can't Stop This Thing We Started	A&M	
25	16	SALT-N-PEPA/Let's Talk About Sex	Next Plateau	
26	14	PRINCE/THE N.P.G./Cream	Paisley Park	
27	35	KARYN WHITE/The Way I Feel About You	Warner Brothers	
28	32	TEVIN CAMPBELL/Tell Me What You Want Me To Do	Qwest	
29	28	JODECI/Forever My Lady	Uptown	
30	31	LISA STANSFIELD/Change	Arista	UK
31	23	ROBERTA FLACK WITH MAXI PRIEST/Set The Night To Music	Atlantic	
32	34	ROXETTE/Spending My Time	EMI	S
33	36	STACY EARL/Love Me All Up	RCA	
34	38	ANGELICA/Angel Baby	Ultra	
35	39	GETO BOYS/Mind Playing Tricks On Me	Rap-A-Lot	
36	NE	KEITH SWEAT/Keep It Comin'	Elektra	
37	40	CHER/Save Up All Your Tears	Geffen	
38	37	MARIAH CAREY/Emotions	Columbia	
39	NE	THE STORM/I've Got A Lot To Learn About Love	Interscope	
40	NE	MOTLEY CRUE/Home Sweet Home	Elektra	

## NAB Montreux Unveils Line-up

(continued from page 1)

have emerged, with many top broadcasters from Europe and the US taking part.

Over 20 seminars, keynote addresses and panels have been established, including those involving programming, management, marketing, production, licensing/copyright, research and a variety of engineering-related matters, such as DAB and broadcast equipment.

Many of the speakers and panelists were still being finalized at press time, but among the many European and Europe-based executives already scheduled to participate are **Unique Broadcasting's Simon Cole**, **Europe 2's Martin Brisac**, consultant **Ad Roland**, **BCI's Alex Zeitelhack**, **Rete 105's Alberto Hazan**, **Radio Dimensione Suono's Bruno Ployer**, **Radio 10's Jeroen Soer**, **SER's Rafael Revert**, **Rock Over London's Steve Saltzman**, **MTV Europe's Bill Roedy**, **Radio Clyde's Jimmy Gordon**, **UK Radio Authority's Peter Baldwin**, **Premiere Radio Networks' Ed Mann**, **SACEM's Jean-Luc Tournier** and **Ofredia's Jean-Michel Brosseau**.

In addition to several NAB executives, some of the American broadcasters on the agenda include FCC chairman **Al Sikes**,

**Tribune Co.'s Wayne Vriesman**, **Pollack Media Group's Jeff Pollack**, **WZOU/Boston's Steve Rivers**, **Stoner Broadcasting's Tom Stoner**, **Montreux Companies' Bob Richer**, **The Research Group's Bill Moyes**, **Radio Express's Tom Rounds** and **Lynn Anderson**, **Westwood One's Bill Stoller**, **McVay**

**Media's Mike McVay**, and **Film House's Wayne Campbell** and **Philip Cheney**.

M&M will report on further developments as they are scheduled. Broadcasters and exhibitors interested in more information can contact NAB offices as follows: US (+1) 202.775 4972; Montreux (+41) 21.963 3220.

## Preliminary NAB Montreux Agenda

### Wednesday, June 10

- Opening ceremony and keynote lecture
- Programming & Management
- Broadcasting Regulations: What Is Needed In 1993?
- Production Equipment Techniques

### Thursday, June 11

- Programming & Management: Format CHR-EHR
- Management: Investment
- Format Pan-European Becomes Pan-European Radio
- Music Licensing & Copyright
- All-News
- The Future of Public Radio
- Engineering sessions: Environment & Acoustic Developments; Post Production & Editing/Recording Media

### Friday, June 12

- Radio Promotion
- Standardization of Audience Measurement Techniques
- Marketing & Music Research in the '90s
- Network & Syndicated Programming
- Advertising
- Gold or National Music
- Musical Radio for Adults
- Engineering sessions: Continuity & Broadcast Operations-Equipment & Techniques, Training, Digital Radio, Transmission & Reception/Additional Services
- Farewell dinner

### Saturday, June 13

- The Advertiser's Ergonomics



## UNDERSTANDING AD AGENCIES — PART II

## What Agencies Want And How To Give It To Them

by Daniel Flamberg

For many agencies, using radio is a function of price. Cheaper rates and lower CPMs (cost-per-thousand) mean radio gets the nod for clients or brands with limited budgets or limited objectives.

This thinking is evident when radio is used as "an efficient" way to add reach against selected segments or "heavy up" the frequency in key markets or against specific demographics.

Even among radio's top spenders, many believe the medium's chief advantage is its ability to offset the high cost of television. Still others think that radio can be used only as a complement to other media—primarily television. These agencies use a media mix, in which radio is used to accommodate the shortcomings of other media.

Other rules of thumb that are operative in the marketplace are that:

a) radio is a primary vehicle for reaching teens;

b) radio can be used as a defensive medium to keep up with the Jones' or to conduct a guerrilla campaign against a better-financed competitor;

c) radio can be utilized as a frequency medium or to extend the frequency of a campaign; and

d) radio has targetability advantages over television and print.

You can spend an entire career arguing about each of these points, but the reality is that these are operative assumptions when people buy the medium. Understand the reality and go into the marketplace expecting to confront it. In practical terms, it means you must know how to position your station relative to any of these concepts.

Sam Michaelson, the legendary radio guru who works as VP and media director at Saatchi & Saatchi in New York, said, "You've got to know who we are, what we know and what we're up against." His plea for empathy is a reaction to the constant bombardment of ill-prepared salespeople calling incessantly on media buyers, often without the benefit of knowing the basic lay of the land.

## So What Do Ad Agencies Want?

A survey of top media directors and account representatives in major markets has turned up the following 12 items that agencies want from radio salespeople:

1. **Know your product, programming and promotion inside-out.** You must be able to

explain what you have on the air, who is listening to your station, and have the capability to adapt this information to the issue at hand.

2. **Always bring an idea with you.** Come prepared to talk about a marketing viewpoint, a media innovation or something that makes your station stand out.

**Part of the skill in selling is psychologically connecting with the person you're trying to sell to so that he sees the problem or your solution through the filter you construct.**

3. **Always call for a reason.**

Don't waste an agency's time or energy. But, show up between buys. If you're only there when an avail call is issued, you will not have the opportunity to build working relationships and friendships necessary to crack the agency system.

4. **Know the medium.** Too many radio sales reps know their call letters, their tower height, and who's on in the 6.00-9.00 slot, but don't know basic radio facts. You must understand how the medium works, why the medium works and how the bigger picture operates to effectively put your station before an agency.

5. **Know the market.** Knowing your station is not enough. You've got to understand the dynamics of your particular market and have marketplace statistics easily at hand. Look at the market critically, turn it upside down and hold it up to the light in a new way to make your station's case.

6. **Don't brag. Don't slam the competition. Don't lie. Don't promise what you can't deliver.**

7. **Know who the agency's clients are, what media they use and what their target demos are.** You can't expect the agency person to tell you the whole story on every account when you show up. This is especially important in stations with a lot of turnover. Keep a history of the agencies you call on, who their clients are, when they get new clients, when they lose clients and what media they tend to recommend.

8. **Know how and when to sell a media mix.** While every radio salesperson wants 100% of

the budget for themselves, more often than not decisions have been made long before you get there to combine stations or to combine media. Therefore, you need more than one trick up your sleeve.

Prepare yourself to sell a media mix and demonstrate how and why your station should be part of a mix which could include other radio stations or other media.

9. **Pitch in reasonable proximity to your demographics.**

The days of every station chasing every avail are over. If your station is predominantly men, the likelihood of getting Revlon ads is slim. Get inside the broad demographics (18-35) and make an 18-25 segment or a 25-35 segment work for a particular advertiser.

10. **Have a qualitative story.** Increasingly, buys are being made on the basis of who the audience is.

11. **Identify value-added elements.** Increasingly buyers are looking for more than just the dollar value of radio time. They're looking for promotions, merchandising and other things. You need to explain what other value you bring to the party. It's best to articulate this as a concept and to quantify it in terms that a buyer could explain to his or her superior and/or client.

12. **Don't give up.** There's always the next buy or another client. No agency is willing to totally dismiss any station.

## Relationships Rule

Like selling to direct clients, building relationships and maintaining them over time is the only key to effectively selling radio time to ad agencies. You can't reduce it to a formula.

**Even if you don't have sophisticated data from outside services, you need to be able to communicate who your listeners are, what they buy and how they are different from listeners at other radio stations.**

There's no magic. Clients have their own goals, aspirations, directions and ground rules. Part of dealing with a customer is knowing his or her personal

## Diagnostic Quiz For Sales Managers

For each "Yes" — give yourself 5 points

For each "No" — score 2 points

1. Do you often feel as if you were practicing psychiatry without a license?
2. Have you been given an assignment which you really didn't know how to do?
3. Is there an area of your job which you haven't mastered?
4. Do you frequently wish that each day had more than 24 hours?
5. Do you have a pile of stuff on your desk which you "have to get to"?
6. Do you regularly give up personal time for the job?
7. Is your boss a good sounding board, a regular coach, a subtle teacher and an unbiased supporter?
8. Do you have friends in the business at your level with whom you can bounce ideas off and share day-to-day problems?
9. Are there areas of station operations, technical matters, financial nuances or company politics that you'd like to know more about?
10. Are office or corporate politics a significant part of your job?
11. Are there times when you are reluctant to ask your boss questions or share your thinking?
12. As a manager, do you set out to avoid negative experiences you've had with previous bosses?
13. Do you regularly read the trades? Are you up on things?
14. Do you ever feel like you are "winging it"?
15. Do you ever think about getting out of radio?

## SCORING

- 42 - 50 You're at the top of your game and/or have one of the best situations in the business.  
 51 - 65 You're holding your own in an average environment.  
 66 - 75 You're either behind the power curve or you've got to get a new gig ... fast!

quirks. Some people like the hard, cold, bottom-line facts. Others like to schmooze. Part of the skill in selling is psychologically connecting with the person you're trying to sell to so that he sees the problem or your solution through the filter you construct.

## Sixth Sense

Building relationships with an ad agency requires a commitment of time, energy and expertise. It helps if you have a sixth sense for timing and for reading people.

The first step is to identify those individuals who are open-minded and who sit at decision-making key junctures. This will require probing and persistence. Your goal is not only to befriend these people, but to develop them into internal advocates for radio and for your radio station.

This may take a long period of time, though it can be done overnight depending upon the make-up of the individual and the skills that you possess.

However, only by hard work, advance planning, continual contact, open and candid discussion, plus the ability to adapt product knowledge to marketing situations at-hand, can radio hope to get a bigger share of the dollars ad agencies control.

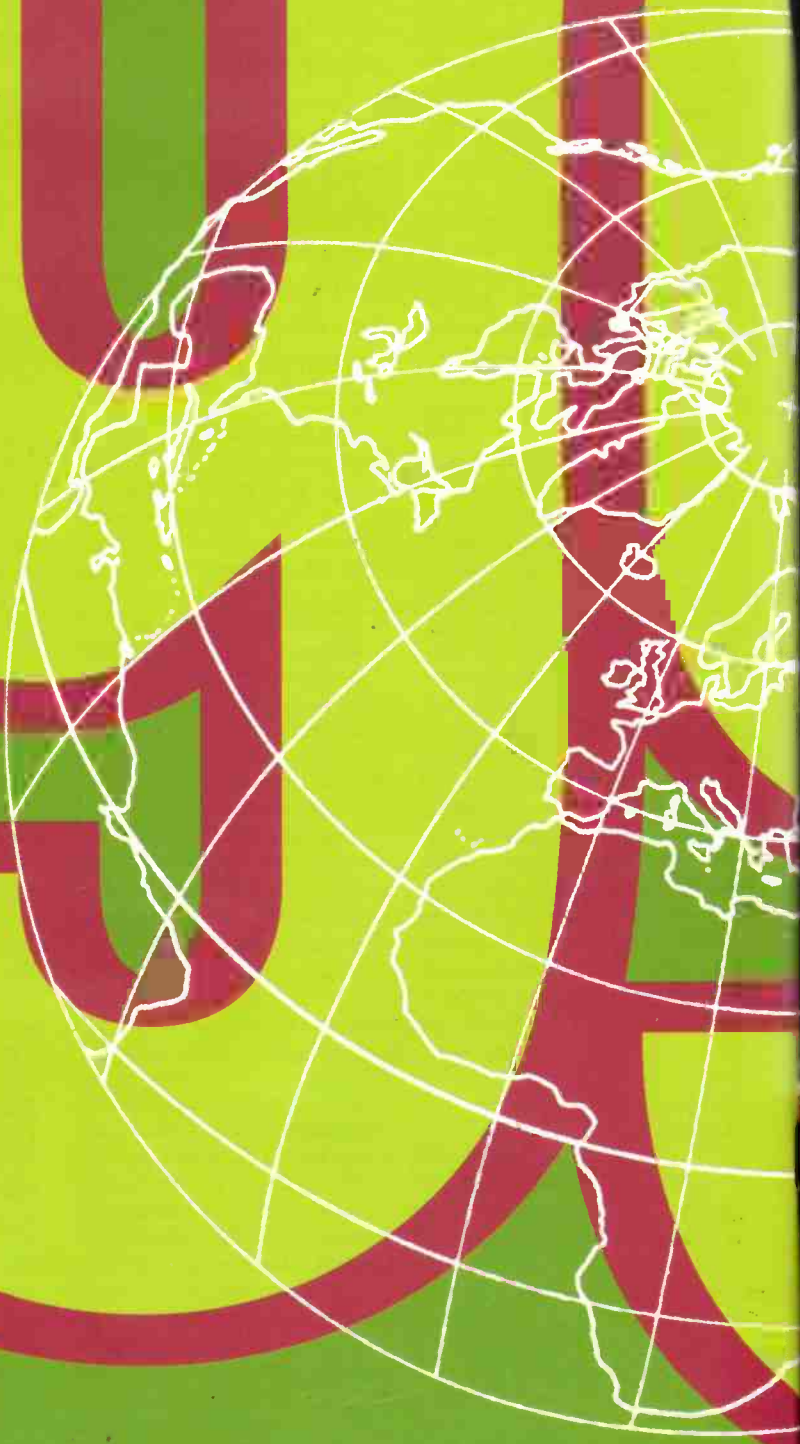


Longtime industry veteran Daniel Flamberg is managing director of Morgan Rothschild & Company, Inc., a New York-based advertising, promotion and public relations agency. Prior to forming MR&C in 1989, Flamberg was COO and principal sales development/marketing officer for the Radio Advertising Bureau. An award-winning creative executive, he earlier served as VP of advertising/PR for the Mutual Broadcasting System. Flamberg can be reached at (+1) 212.463 8200; fax (+1) 212.691 9805.



*the*

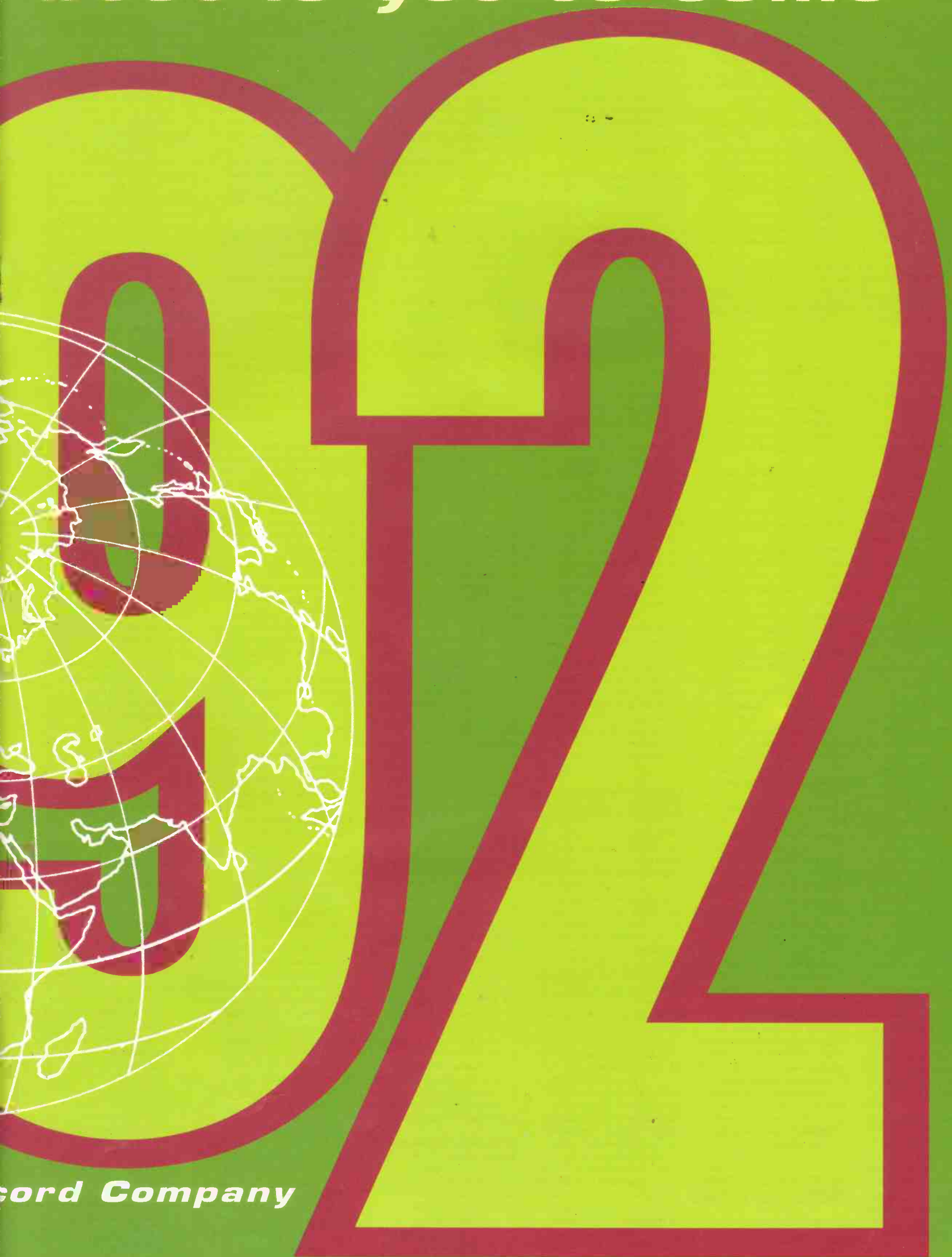
# TOP



*PolyGram.....The Worlds Favourite Re*



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*cord Company*



# STATION REPORTS

Station reports include all new additions to the playlist, indicated by the abbreviation "AD." Reports from certain stations will also include a "Power Play" (PP), a track which receives special emphasis for the week, as well as featured new CD's and LP's indicated by the designation "AL." All playlists must be received by Tuesday at 1 o'clock.

**DUE TO THE HOLIDAYS, THE REPORTS IN THIS ISSUE DATE FROM THE WEEK OF DECEMBER 18.**

## UNITED KINGDOM

### BBC RADIO 1/London

Paul Robinson - Prog Dir  
B List:

- AD Beautiful South- Old Red Eyes  
Blue Pearl- Fell The Passion  
Ce Ce Peniston- We Got A Love  
Dannii Minogue- Don't Wanna Take  
Genesis- I Can't Dance  
Tom Petty- King's Highway  
Voice Of The Beehive- Perfect Place  
Zuccherò/Crawford- Diamante

### CAPITAL FM/London

Richard Park - Prog Contr  
A List:

- AD Beautiful South- Old Red Eyes  
Ce Ce Peniston- We Got A Love  
Crystal Waters- Megamix  
Curtis Stigers- I Wonder  
Genesis- I Can't Dance  
Mariah Carey- Can't Let Go  
Tom Petty- King's Highway  
Voice Of The Beehive- Perfect Place

### B List:

- AD Convert- Nightbird  
Shaft- Roobarb & Custard

### METRO RADIO GROUP/Newcastle

Liz Elliott - Music Organiser  
B List:

- AD Beautiful South- Old Red Eyes  
Blue Pearl- Fell The Passion  
Crystal Waters- Surprise  
Fish- Credo  
Karyn White- The Way I  
Marc Almond- My Hand Over  
Shaft- Roobarb & Custard  
Voice Of The Beehive- Perfect Place

### ATLANTIC 252/County Meath

Paul Kavanagh - Head Of Music  
A List:

- AD Cathy Dennis- Everybody Move  
Prince- Diamonds

### PICCADILLY RADIO/Manchester

Keith Pringle - Head Of Music  
A List:

- AD Airhead- Counting Sheep  
Genesis- Jesus He Knows  
Guns N' Roses- Live And

### B List:

- AD BEF feat. Billy Mckenzie- Free  
Zuccherò/Crawford- Diamante

### RADIO CLYDE/Glasgow

Alex Dickson - Prog Dir  
A List:

- AD Beautiful South- Old Red Eyes  
Ce Ce Peniston- We Got A Love  
Malcom McLaren- Magic's Back

### B List:

- AD Army Of Lovers- Obsession

### DOWNTOWN RADIO/Belfast

John Rosborough - Prog Dir  
A List:

- AD Beautiful South- Old Red Eyes  
Walker Bros.- The Sun Ain't  
Wet Wet Wet- Goodnight Girl

### GWR FM/Bristol/Swindon

Andy Westgate - Head Of Music  
A List:

- AD Zuccherò/Crawford- Diamante  
B List:  
AD Cathy Dennis- Everybody Move  
Christer- Jealousy's Kiss  
Honeychild- Time  
Pet Shop Boys- Was It

### RADIO FORTH/Edinburgh

Colin Sommerville - Head Of Music  
A List:

- AD Clivilles & Cole- Pride  
Kiss- God Gave Rock  
Malcom McLaren- Magic's Back  
Marc Almond- My Hand Over  
Voice Of The Beehive- Perfect Place

### RADIO BROADLAND/Norwich

Dave Brown - Head Of Music  
B List:

- AD Walker Bros.- The Sun Ain't  
Wet Wet Wet- Goodnight Girl  
Zuccherò/Crawford- Diamante

### FOX FM/Oxford

Steve Ellis - Prog Contr  
A List:

- AD MC Hammer- Addams Groove  
Tom Browne- Funkin'  
Walker Bros.- The Sun Ain't  
Wet Wet Wet- Goodnight Girl  
Zuccherò/Crawford- Diamante

### RADIO LUXEMBOURG/London

Jeff Graham - Prog Dir  
B List:

- AD Farm- Love Sees No  
Zuccherò/Crawford- Diamante

### SWANSEA SOUND/Wales

Rob Rendy - Head Of Music  
A List:

- AD Deacon Blue- Cover From The  
AD Chris Egan- Breath Of Heaven  
Zuccherò/Crawford- Diamante

### OCEAN SOUND/Fareham

Jim Hicks - Head Of Music  
B List:

- AD Brian May- Driven  
Queen- These Are The Days  
Vesta- Do Ya

### RED DRAGON FM/Cardiff

John Dash - Head Of Music  
A List:

- AD Jason Donovan- Joseph Megamix  
Midi Rain- Always  
R.E.M.- It's The End

### B List:

- AD Blue Pearl- Fell The Passion  
Clivilles & Cole- Pride  
Crystal Waters- Megamix

### KISS FM/London

Gordon McNamee - Prog Dir  
A List:

- AD Phase II- Reachin'

### B List:

- AD Barry Boom- Dial My Number  
Luther Vandross- The Rush  
Marathon- Movin'  
Hammer- Addams Groove

### COOL FM/Belfast

John Paul Ballantine - Head Of Music  
A List:

- AD Diana Ross- When You Tell  
Genesis- We Can't  
UK Mixmasters- Bare Necessities

### B List:

- AD Army Of Lovers- Obsession  
Belinda Carlisle- Half The World  
Lita Ford- One Shot

## FRANCE

### NRJ NETWORK/Paris

Max Guazzini - Dir  
A List:

- AD Jean-Jacques Goldman- Un,Deux

Marc Cohn- Walking In Memphis  
Marc Lavoine- Paris  
Tina Turner- Way Of The

### SKYROCK NETWORK/Paris

Laurent Bouneau - Prog Dir  
A List:

- AD Cher- Love & Understanding  
Michael/John- Don't Let The Sun  
No- The Gospel Rap  
U2- Mysterious Ways  
Zuccherò- Mama

### ISABELLE FM/Tocane Saint Apre

Patrick Lapeyronnie - Prog Dir  
A List:

- AD Abayale- I Don't Talk  
Alma De Noche- Triana  
Antoine- Le Monde Est  
Cartouche- Do Your  
East Side Beat- Ride Like  
Francois Feldman- Joy  
Jean Ferrat- Chante  
Maxime Le Forestier- Bille  
MC Skat Kat- Skat Strut  
Stephan Eicher- Pas D'Ami

### EUROPE 2 NETWORK/Paris

Christian Savigny - Prog Dir  
A List:

- AD Carole Laure- She Says  
Extreme- Hole Hearted  
Michael/John- Don't Let The Sun

### RMC COTE D'AZUR/Monte Carlo

A List:

- AD Color Me Badd- I Adore  
Etienne Daho- Saudade  
Julian Lennon- Saltwater  
Stephan Eicher- Pas D'Ami

### RADIO SERVICE/Marseille

Christian Vichi - Prog Dir  
A List:

- AD Francois Feldman- Joy  
Jean-Jacques Goldman- Un,Deux  
Philippe Lavil- De Bretagne  
Salt-N-Pepa- Let's Talk About

### RADIO MANCHE/Saint-Lo

Thierry Hot - Prog Dir  
A List:

- AD A-Ha- Move To Memphis  
Color Me Badd- I Adore  
Enya- Caribbean Blue  
Etienne Daho- Saudade  
Johnny Hallyday- Ca Ne Change  
Lenny Kravitz- Stand By My  
Seal- Killer  
Tom Petty- Learning To Fly

## GERMANY

### SDR 3/Stuttgart

Hans Thomas - Producer  
Power Play:

- AD Sinead O'Connor- Silent Night

### SWF 3/Baden Baden

Ulrich Frank - DJ  
A List:

- Bryan Adams- Everything I Do  
Genesis- No Son Of Mine  
Guns N' Roses- Knockin'  
Michael Jackson- Black  
Queen- The Show Must Go  
Queen- Bohemian Rapsody  
Roxette- Spending My Time  
AD Genesis- We Can't  
Metallica- The Unforgiven  
N.K.O.T.B.- If You Go Away

### AL Beauty & The Beast

### RADIO 4U/Berlin

Bernd Albrecht - Head Of Music  
Peter Radszuhn - Head Of Music  
A List:

- AD Nirvana- Smells Like  
Queen- The Show Must Go

### B List:

- AD Bruce Cockburn- A Dream Like  
Levellers- Far From

### RB 4/Bremen

Axel Sommerfeld - DJ/Producer  
A List:

- AD Black Box- Open Your Eyes

### KLF- Justified

Queen- The Show Must Go

### B List:

- AD Army Of Lovers- Obsession  
Bad English- Time Stood Still  
Beats International- In The Ghetto  
Blue Train- All I Need  
Bob Seger- The Fire Inside  
Brian May- Driven  
Ce Ce Peniston- Finally  
Diana Ross- When You Tell  
Happy Mondays- Judge Fudge  
Huey Lewis- He Don't  
James- Sound  
Joe Cocker- I Can Hear  
Kate Bush- Rocket Man  
Kid'N'Play- Ain't Gonna  
Levellers- Far From  
Mr. Big- To Be With You  
Nirvana- Smells Like  
OMD- Call My Name  
Paula Abdul- Vibology  
Pet Shop Boys- Was It  
Yo Yo Honey- Groove On

### RIAS 2/Berlin

Henry Gross - Head Of Music  
A List:

- AD Natural Selection- Do Anything

### B List:

- AD Bette Midler- In My Life  
Dave Stewart- Out Of Reach  
Erasure- Am I Right  
Extreme- Hole Hearted  
Frank Zander- We Need  
Kylie Minogue- Finer  
Münchener Freiheit- Liebe Auf

### RSB/Kiel

Ralf Bukowski - Head Of Music  
Power Play:

- AD Prince- Diamonds  
A List:  
AD Bea Sampson- Night & Day  
Sniff N' The Tears- Driver's Seat

### B List:

- AD Pet Shop Boys- Was It  
Queen- The Show Must Go

### RADIO FFH/Frankfurt

Sabine Neu - Head Of Music  
A List:

- AD Michael/John- Don't Let The Sun  
Queen- Bohemian Rapsody

### HUNDERT 6/Berlin

Fred Schoenagel - Head Of Music  
A List:

- AD Al Bano & Romina Power- White  
Albert Hammond- Under The  
Andy Williams- Happy  
Darlene Love- Christmas  
Engelbert- Aba Heidschi  
Heino- Wenn Es Wieder  
Mel & Kim- Rockin' Around  
Nicki- Winterwunderland  
Nockalm- Von Weihnacht  
Paul McCartney- Wonderful  
Peter Alexander- Schlittenfahrt  
Salsoul Orchestra- Christmas  
Trio- Turalura  
Truck Stop- Ich Wünsche

### ENERGY/Berlin

Steffen Meyer - Prog Dir  
B List:

- AD ABC- Say It  
C&C Music Factory- Just A  
D. Twins- Falling  
Driza-Bone- Real Love  
East Side Beat- Ride Like  
Nia Peeples- Street  
Roxette- Spending My Time  
Salt-N-Pepa- You Showed Me  
Shanice Wilson- I Love  
Technotronic- Work

### RTL GERMANY/Luxembourg

Stephan Halfpap - Head Of Music  
A List:

- AD E.A.V.- Jambo  
B List:  
AD Bette Midler- In My Life  
Cher- Save Up All Your  
Münchener Freiheit- Liebe Auf  
Michael Bolton- When A Man  
OMD- Call My Name

### Paul & Andy- Without You

Pet Shop Boys- Was It  
Pur- An So 'Nem Tag  
Richard Marx- Keep Coming Back

### RADIO GONG/Nuremberg

Peter "Marc" Stingl - Head Of Music  
Power Play:

- AD Belinda Carlisle- Do You Feel  
Dread Flimstone- From The Ghetto

### A List:

- AD Blue Train- All I Need  
Cathy Dennis- Everybody Move  
En-Sonic- Just A Little  
Jive Bunny- Rock & Roll  
KLF- Justified  
OMD- Call My Name  
Other Two- Tasty Fish  
Pe Werner- Liebe Ist  
Queen- These Are The Days  
Sabrina Johnston- Friendship

### AL Bette Midler

RADIO CHARIVARI/Nuremberg  
Mathias Hofmann - Music Dir  
Power Play:

- Genesis- No Son Of Mine  
Glass Tiger- My Town  
Monty Python- Always Look  
Roxette- Spending My Time  
Tina Turner- Way Of The

### A List:

- AD Enya- Caribbean Blue  
Paul & Andy- Without You  
B List:  
AD Simply Red- Stars

### STAR \* SAT RADIO/Gruenwald

Jo Lueders - Prog Dir  
B List:

- AD Bette Midler- In My Life  
Blue System- It's All Over  
Diana Ross- Blame It  
Icy Blue- I Wanna Be  
Kylie Minogue- Too Much  
Lavine Hudson- You're Still  
Matt Bianco- You're The  
Project- Day In Life  
Salt-N-Pepa- You Showed Me  
Simone- My Family Depends

### RTL BERLIN/Berlin

Aero Müller - Prog Dir  
A List:

- AD Chris Rea- Winter Song  
Dire Straits- Heavy Fuel  
Garland Jeffries- Hail Hail  
Kenny Thomas- Best Of You  
Lisa Stansfield- Change  
Queen- The Show Must Go  
Simply Red- Stars

### RADIO SALU/Saarbruecken

Adam Hahne - Prog Dir  
A List:

- AD Beats International- In The Ghetto  
Martika- Martika's Kitchen  
Marky Mark- Wildside  
Mr. Big- To Be With You  
Simply Red- Stars

### B List:

- AD ABC- Say It  
Brian May- Driven  
Ce Ce Peniston- Finally  
Gladys Knight- Superwoman  
Roberta Flack- Set The Night  
Salt-N-Pepa- You Showed Me  
U2- Mysterious Ways

### RADIO T.O.N./Bad Mergentheim

Inhard Baerenz - Head Of Music  
A List:

- AD Bob Seger- The Fire Inside  
Chris Norman- Stay With  
Simply Red- Stars  
Ten Sharp- Ain't My Beating  
Winners- Help Me Rhondo

### RADIO N 1/Nuremberg

Cetin Yaman - Prog Dir  
Power Play:

- AD East Side Beat- Ride Like  
A List:  
AD Boyz II Men- It's So Hard  
Minogue & Washington- If You  
Masterboy- I Need Your Love  
N.K.O.T.B.- If You Go Away

### RADIO XANADU/Munich

Benny Schnier - Head Of Music  
A List:

- Bryan Adams- Can't Stop  
Extreme- Hole Hearted  
Joe Cocker- Night Calls  
Marc Cohn- Ghost Train  
Mr. Big- To Be With You  
Storm- I've Got A Lot  
AD Firehouse- All She Wrote  
Phil Carmen- Borderline  
Shadow King- I Want You  
Van Halen- Top Of The World

### RADIO GONG 2000/Munich

Fredy Kogel - Music Dir  
Power Play:

- AD INXS- Shining Star  
Lenny Kravitz- Stand By My  
Roxette- Spending My Time

### A List:

- AD Dire Straits- Heavy Fuel  
Michael Bolton- When A Man

### B List:

- AD Simply Red- Stars  
Tone Loc- All Through

### RADIO F/Nuremberg

Ziggie Hoga - Prog Dir  
A List:

- Ava- I Won't Let You  
Dire Straits- Ticket To Heaven  
En-Sonic- Just A Little  
Juan Luis Guerra- Burbujas De  
Julian Lennon- Saltwater  
River Boys- Flying Horses  
Rosanna Rocci- My Family  
Viktor Lazlo- Love Insane  
AD Claudia Jung- Wo Kommen

### DT64/Berlin

Wolfgang Head of Martin - Head Of Music  
A List:

- AD L.A. Style- James Brown Is Dead

### RADIO RT 4/Reutlingen

Dorothee Seyer - Head Of Music  
A List:

- AD Erasure- Am I Right  
Jule Neigel Band- Weil Ich  
Münchener Freiheit- Liebe Auf  
Midge Ure- I See Hope  
OMD- Call My Name  
Status Quo- Rock Till You

### RADIO NRW/Oberhausen

Jeff van Gelder - Head Of Music  
A List:

- AD Bob Seger- The Fire Inside  
Lavine Hudson- You're Still  
Pet Shop Boys- Was It

## ITALY

### RETE 105 NETWORK/Milan

Alex Peroni - Head Of Music  
A List:

- Bass-O-Matic- Go Getta  
Black Machine- Movin'  
Michael/John- Don't Let The Sun  
INXS- Shining Star  
Jenny Morris- Break In  
Johanna- Let's Dance  
K-Klass- Rhythm Is A  
Little Louie- Ride  
Sabrina Johnston- Peace  
Sabrina Johnston- Friendship  
Shanice Wilson- I Love  
Stefano Secchi- Play That

### AD Farm- Love Sees No

- J.D.J.- Funky Water  
Robert Owens- I'll Be Your

### RAI STEREOUNO/Rome

Elio Molinari - Prog Dir  
Power Play:

- Enrico Ruggeri- Peter Pan  
Eros Ramazzotti- Ancora  
Guns N' Roses- Live And  
Michael Jackson- Black  
U2- Mysterious Ways

### A List:

- AD Bomb The Bass- The Air  
Cocciantè/Turci- E Me Arriva



# STATION REPORTS

**Joy Salinas**- The Mystery  
**Pino Daniele**- Quando  
**Salt-N-Pepa**- Let's Talk About  
**Shanice Wilson**- I Love

**RADIO DIMENSIONE SUONO/Rome**  
**Carlo Mancini** - Music Dir  
**Power Play:**

**Asia Dee**- Jingle Baby  
**Michael/John**- Don't Let The Sun  
**Joy Salinas**- The Mystery  
**Michael Jackson**- Black  
**U2**- Mysterious Ways

**A List:**  
**AD Belinda Carlisle**- Half The World  
**En Vogue**- Silent Nite  
**Genesis**- I Can't Dance  
**Georgio**- This Time  
**Paul Young**- I'm Only

**PETER FLOWERS FM/Milan**  
**Marco Garavelli** - Producer  
**Power Play:**

**AD Ric Ocasek**- The Way You  
**A List:**  
**AD Belinda Carlisle**- Do You Feel  
**Michael/John**- Don't Let The Sun  
**Michael Bolton**- When A Man  
**AL Enrico Ruggeri**  
**Marco Carena**

**RADIO BABBOLE/Genoa**  
**Lenny Rattona** - Prog Dir  
**Power Play:**

**AD Snap**- Colour Of Love  
**A List:**  
**Dire Straits**- Calling Elvis  
**Genesis**- No Son Of Mine  
**Guns N' Roses**- Don't Cry  
**Joe Cocker**- Night Calls  
**Lisa Stansfield**- Change  
**Prince**- Cream  
**Simply Red**- Something Got Me  
**U2**- The Fly  
**Zucchero**- Anytime  
**AD Michael Jackson**- Black

**RTL 102.5 - HIT RADIO/Bergamo**  
**Grant Benson** - Head Of Music  
**A List:**  
**AD Clivillés & Cole**- Pride  
**Prince**- Diamonds

**POWER RV1 THE BLACK RADIO/Turin**  
**Paolo Lauri** - Head Of Music  
**Power Play:**

**AD X-Energy**- Feel The Power  
**A List:**  
**AD George Pettus**- I Wish  
**Guy**- Let's Stay  
**Ralph Tresvant**- Yo Baby  
**Vickie Winans**- Don't Throw  
**B List:**  
**AD Naughty By Nature**- Everything  
**Nexy Lanton**- I Am  
**AL Joy Salinas**

**RADIO MONTE CARLO/Milan**  
**Francesco Migliozzi** - Prog Contr  
**A List:**

**Lisa Stansfield**- Change  
**Michael Jackson**- Black  
**PM Dawn**- Set Adrift  
**Prince**- Cream  
**Sabrina Johnston**- Peace  
**Simply Red**- Something Got Me

**RAI STEREO DUE/Rome**  
**Maurizio Riganti** - Dir  
**A List:**

**Michael Jackson**- Black  
**Shanice Wilson**- I Love  
**AD Patti Austin**- Carry  
**Sinead O'Connor**- Silent Night  
**Snap**- Colour Of Love  
**AL Eros Ramazzotti**  
**Ligabue**  
**Mina**  
**Pino Daniele**  
**Renata Zero**  
**Simply Red**

**RADIO STAR/Vicenza**  
**Maurizio Maressi** - Prog Dir  
**Power Play:**  
**Shanice Wilson**- I Love  
**AL Antonello Venditti**

**Giulia Combo**  
 Lisa Stansfield  
**Two Rooms**

**RADIO CLUB 91/Naples**  
**Franco Russo Mory** - Prog Dir  
**A List:**

**AD Curve**- Die Like  
**Guns N' Roses**- Live And  
**Keith Sweat**- Keep It  
**Marc Almond**- My Hand Over  
**Robbie Robertson**- Go Back  
**Shanice Wilson**- I Love  
**Snap**- Colour Of Love  
**Tone Loc**- All Through

## HOLLAND

**VERONICA/Hilversum**  
**Hans van der Veen** - Producer  
**Power Play:**

**AD Snap**- Colour Of Love  
**NOS/Hilversum**  
**Tom Blomberg** - Dj/Producer  
**A List:**  
**Bad English**- Time Stood Still  
**Right Said Fred**- Don't Talk  
**Terry Newman**- Romancing  
**Vic Reeves**- Dizzy  
**AD Pet Shop Boys**- Was It

**AVRO/Hilversum**  
**Jan Steenman** - Head Of Music  
**Power Play:**

**AD Bassheads**- Is There Anybody  
**Nozems**- Shades Of

**TROS RADIO 3/Hilversum**  
**Ferry Maat** - Head Of Music  
**Power Play:**

**AD Lisa Stansfield**- All Woman  
**A List:**  
**AD East Side Beat**- Ride Like  
**Havenzangers**- Ik Sta Liever  
**Johnny**- Je Hebt Me  
**Lenny Kravitz**- What The  
**Mariah Carey**- Can't Let Go  
**N.K.O.T.B.**- If You Go Away  
**Orkestra**- Fly Away  
**R. Kelly**- She's Got That  
**Snap**- Colour Of Love

**KRO/Hilversum**  
**Paul Van Der Lugt** - Head Of Music  
**Power Play:**

**PM Dawn**- Paper Doll  
**NCRV/Hilversum**  
**Jaap de Groot** - Producer  
**Power Play:**  
**AD East Side Beat**- Ride Like

**HIT RADIO/Bussum**  
**Koen Van Tijn** - Music Dir  
**Power Play:**

**Army Of Lovers**- Obsession  
**DJ Jazzy Jeff**- Ring My Bell  
**Gordon**- Kon Ik Maar  
**Lisa Stansfield**- Change  
**Michael Jackson**- Black  
**Robbie Valentine**- Over And  
**Salt-N-Pepa**- Let's Talk About  
**Shanice Wilson**- I Love  
**AD East Side Beat**- Ride Like

**B List:**  
**AD Michael/John**- Don't Let The Sun  
**Lisa Stansfield**- All Woman  
**Mannekeor Karrenspoor**- Stro  
**Hammer**- Addams Groove  
**Michael Bolton**- When A Man  
**R. Kelly**- She's Got That  
**Rozalla**- Faith  
**Salt-N-Pepa**- You Showed Me

**POWER FM/Amsterdam**  
**Peter Belt** - MD  
**A List:**

**AD Michael/John**- Don't Let The Sun  
**B List:**  
**AD Bassheads**- Is There Anybody  
**Bizarre Inc**- Playing With Knives  
**Driza-Bone**- Catch The Fire  
**East Side Beat**- Ride Like  
**James**- Sound  
**Lisa Stansfield**- All Woman

**Mr. Big**- To Be With You  
**Pixies**- Motorway  
**Quadrophonia**- Find The Time  
**R. Kelly**- She's Got That  
**Vic Reeves**- Dizzy

**VARA/Hilversum**  
**Rolf Kroes** - Head Of Music  
**Power Play:**  
**AD 2 Unlimited**- Get Ready 4 This

**SKY RADIO/Bussum**  
**Tom Lathouwers** - Operations Mgr  
**Power Play:**

**Michael/John**- Don't Let The Sun  
**Gordon**- Kon Ik Maar  
**Lisa Stansfield**- Change  
**Shanice Wilson**- I Love  
**A List:**  
**AD Diana Ross**- When You Tell  
**Lisa Stansfield**- All Woman

**RADIO NOORD-HOLLAND/Haarlem**  
**Pieter Buijs** - Producer  
**A List:**

**AD Kate Bush**- Rocket Man  
**Lenny Kravitz**- What The  
**Mariah Carey**- Can't Let Go  
**Margriet Eshuijs**- All Over  
**Rob De Nijs**- December  
**Rowen Heze**- Bestel Mar  
**Tina Turner**- Way Of The  
**Vic Reeves**- Dizzy

**CFNB/Brunsum**  
**Lau Rowland** - Head Of Music  
**Power Play:**

**AD Commitments**- Mustang Sally  
**A List:**  
**AD Jody Watley**- I Want You  
**Off-Shore**- I Got A Little Song  
**Sinead O'Connor**- Silent Night  
**AL Steve Hackett**

## BELGIUM

**RADIO CONTACT F/Brussels**  
**Lau Rowland** - Prog Dir  
**B List:**

**AD BC/Basic Boom**- Dreamin' Of  
**Beats International**- In The Ghetto  
**Cliff Richard**- We Should Be  
**KLF**- Justified  
**Marky Mark**- Wildside  
**Marc Almond**- My Hand Over  
**Muriel Dacq**- Petit Papa  
**Nathalie Paque**- Noel  
**Pet Shop Boys**- Was It  
**Pleasure Game**- Seigneur  
**Queen**- Bohemian Rhapsody  
**Sinead O'Connor**- Silent Night  
**Sonia**- You To Me  
**Sundance Kid**- Girl  
**Tina Turner**- Way Of The  
**Tone Loc**- All Through

**RADIO CONTACT N/Brussels**  
**Danny de Bruin** - Prog Dir  
**A List:**

**AD Shanice Wilson**- I Love  
**B List:**  
**AD Benny B**- Parce Qu'On  
**East Side Beat**- Ride Like  
**Felly**- Time Flies  
**Queen**- Bohemian Rhapsody  
**Scabs**- Don't You Know  
**Smithereens**- Top Of The Pops  
**Will Tura**- Rock 'n Roll

**RADIO EXPRES/Antwerp**  
**Marc Dhollander** - Head Of Music  
**A List:**

**AD Erasure**- Love To Hate You  
**Johan Latigiers**- 1001  
**B List:**  
**AD Cliff Richard**- We Should Be  
**Jo Vally**- Schemerlicht  
**Juan Luis Guerra**- La Bilirubina  
**Michael Bolton**- When A Man  
**Rob De Nijs**- December  
**Sylviane**- Jij Maak  
**Vlaamse Artiesten**- Kerst

**RADIO ANTIGOON/Antwerp**  
**Piet Keizer** - Dir  
**Power Play:**

**AD East Side Beat**- Ride Like  
**B List:**  
**AD Kid Safari**- My Eyes  
**MC Skat Kat**- Skat Strut  
**PM Dawn**- Paper Doll  
**Queen**- Bohemian Rhapsody  
**Snap**- Colour Of Love  
**Wendy Van Wanten**- Iemond

**RADIO ROYAAL/Hamont-Achel**  
**Tom Holland** - Prog Dir  
**A List:**

**AD 2 Brothers On The 4th Floor**- Turn  
**Bad English**- Time Stood Still  
**Gerard Joling**- Prayer  
**Henk Temming**- Ik Vraag Aan  
**Kenny Thomas**- Best Of You  
**KLF**- Justified  
**Mariah Carey**- Can't Let Go  
**Pet Shop Boys**- Was It  
**Queen**- These Are The Days  
**Simply Red**- Stars

**B List:**  
**AD Alison Moyet**- Love  
**Cathy Dennis**- Everybody Move  
**De La Soul**- Keep The Faith  
**Kate Bush**- Rocket Man  
**Prince**- Diamonds  
**Rob De Nijs**- December  
**Roch Voisine**- Waiting  
**Salt-N-Pepa**- You Showed Me  
**Slade**- Merry X-Mas Everybody  
**Snap**- Colour Of Love

**HIT FM NOORDZEE/Hasselt**  
**André Hemeryck** - Prog Dir  
**A List:**

**AD East Side Beat**- Ride Like  
**Eg & Alice**- Indian  
**Michael/John**- Don't Let The Sun  
**Paula Abdul**- Vibeology  
**Tina Turner**- Way Of The

**BRT RADIO 2-EAST FLANDERS/Ghent**  
**Rudi Sinia** - Producer  
**A List:**

**AD 2 Brothers On The 4th Floor**- Turn  
**Erasure**- Am I Right  
**Michael/John**- Don't Let The Sun  
**Jo Vally**- Schemerlicht  
**Robbie Valentine**- Over And  
**Rozalla**- Faith  
**Shanice Wilson**- I Love  
**Simply Red**- Stars  
**U2**- Mysterious Ways  
**Yasmine**- Hoog In De

**BRT RADIO 2-WEST**  
**FLANDERS/Kortrijk**  
**Peter de Groot** - Head Of Music  
**Power Play:**

**AD Dave Stewart**- Out Of Reach  
**AL Scabs**

**RTBF RADIO 2/Hainaut**  
**Philippe Jauniaux** - Music Dir  
**A List:**

**AD Genesis**- No Son Of Mine  
**Inconnus**- Auteill Neuvilly

## SPAIN

**RADIO MADRID/Madrid**  
**Rafael Revert** - Music Mgr  
**A List:**

**AD Danza Invisible**- Diez Razones  
**Dragon Rapide**- Volar  
**Erasure**- Love To Hate You  
**Extreme**- Get The Funk Out  
**KLF**- Justified  
**Roxette**- Spending My Time  
**Simpsons**- Do The Bartman  
**Simply Red**- Stars

**CANAL SUR RADIO/Seville**  
**Paco Sanchez** - Music Mgr  
**Power Play:**

**AD Babyface**- Mary Mack  
**Gladys Knight**- Meet Me In  
**Jermaine Jackson**- Word To The  
**Northern Pikes**- SDhe Ain't  
**Thunder**- Love Walked In

**A List:**  
**AD Crosby/Stills/Nash**- Mr.Fantasy  
**Eddie Money**- She Takes My  
**Jodeci**- Forever My Lady  
**La Dama Se Esconde**- La Tierra  
**Stacey Earl**- Love Me All

**RADIO 16/Madrid**  
**Carlos Honorato** - Prog Dir  
**Power Play:**

**AD Minogue & Washington**- If You  
**Los Secretos**- Hotel Del Amor  
**Mecano**- Dalai Lama  
**Varios**- Two Rooms

**A List:**  
**AD Eg & Alice**- Doesn't Mean That  
**OMD**- Call My Name  
**Terry Ronald**- What The Child  
**AL Prince**

## SWEDEN

**CITY 103/Gothenburg**  
**Lars Bodin** - Music Dir  
**A List:**

**AD Michael/John**- Don't Let The Sun  
**John O'Kane**- Dance Goes On  
**KLF**- Justified  
**Natural Life**- Strange World  
**Paulo Mendonca**- Love Me Tonight  
**Tina Turner**- Way Of The  
**AL Tevin Campbell**

**RADIO P4/Lund**  
**Camilla Mellnert** - Music Dir  
**Power Play:**

**AD John O'Kane**- Dance Goes On  
**Paulo Mendonca**- Love Me Tonight  
**A List:**  
**AD Bonnie Raitt**- Come To Me  
**John Lee Hooker**- This Is Hip  
**KLF**- Justified  
**Mariah Carey**- Make It  
**Tina Turner**- Way Of The  
**AL Stevie Ray Vaughn**

**HIT FM/Stockholm**  
**Johan B. Bring** - Prog Dir  
**A List:**

**AD ABC**- Say It  
**Bass-O-Matic**- Science & Melody  
**Erasure**- Am I Right  
**Kenny Thomas**- Tender Love  
**Marc Almond**- My Hand Over  
**MDA**- It's Like That  
**Sanne**- When You Walk  
**Soundsource**- Take Me Up  
**Spagna**- Love At First Sight

**RIKSRADIO P3/KLANG & CO./Stockholm**  
**L.G. Nilsson** - Producer  
**A List:**

**AD Shanice Wilson**- I Love  
**Stonefunkers**- Lucky People  
**AL Richard Marx**

**RIKSRADION**  
**P3/TRACKSLISTAN/Stockholm**  
**Kaj Kindvall** - Producer  
**A List:**

**AD Bryan Adams**- There Will Never  
**Michael/John**- Don't Let The Sun  
**Metallica**- The Unforgiven  
**Prince**- Diamonds  
**U2**- Mysterious Ways

**RADIO GÖTEBORG/Gothenburg**  
**Leif Wivatt** - Head Of Music  
**A List:**

**AD Commitments**- Mustang Sally  
**Enya**- How Can I Keep  
**Everything But The Girl**- Twin  
**Rozalla**- Everybody's Free  
**Stina Nordenstam**- He Watches  
**Willie Nile**- Everybody Needs

**RADIO MALMÖHUS/Malmö**  
**Olle Nilsson** - Head Of Music  
**A List:**

**AD Eldkvarn**- Den Långa  
**Eric Paulsson**- Sjöprinsessa  
**Michael/John**- Don't Let The Sun  
**Great Plains**- Foster Gun  
**Just D**- Juligen

**Michael Bolton**- When A Man  
**Prince**- Diamonds  
**Robyn Hitchcock**- So You Think  
**Runrig**- Flower Of The

**RADIO RYD/Linköping**  
**Peter Barkland** - Head Of Music  
**Power Play:**

**AD Right Said Fred**- Don't Talk  
**A List:**  
**AD James**- Sound  
**KLF**- Justified  
**Mikael Rickfors**- Woman & A Child

**RADIO HUDDINGE/Stockholm**  
**Robert Sehlberg** - Prog Dir  
**Power Play:**

**AD Lisa Stansfield**- All Woman  
**Shanice Wilson**- I Love  
**AL Shakin Stevens**

## NORWAY

**RADIO 1/Oslo**  
**Bjorn Faarlund** - Dj/Producer  
**A List:**

**AD Amy Grant**- Gallileo  
**Dag Kolsrud**- Someone To Love  
**Diana Ross**- When You Tell  
**Huey Lewis**- He Don't  
**Janis Lennon**- Help Yourself  
**Martika**- Martika's Kitchen  
**Michael Jackson**- Heal The World  
**N.K.O.T.B.**- If You Go Away

**RADIO OSLO/Oslo**  
**S.E. Sutterud** - Prog Dir  
**A List:**

**AD Martika**- Martika's Kitchen  
**B List:**  
**AD Bass-O-Matic**- Go Getta  
**East Side Beat**- Ride Like  
**Jesus Jones**- Real Real Real  
**Natural Selection**- Do Anything

**RADIO 102/Haugesund**  
**Egil Houeland** - Head Of Music  
**A List:**

**AD Crash Test Dummies**- Superman's  
**Enya**- How Can I Keep  
**Michael/John**- Don't Let The Sun  
**Home By The C**- I Will Wait  
**KLF**- Justified  
**Mariah Carey**- Can't Let Go  
**Michael Jackson**- Heal The World  
**Nirvana**- Smells Like  
**Salt-N-Pepa**- You Showed Me  
**Simply Red**- Stars  
**Ten Sharp**  
**Glass Tiger**- My Town

**RADIO NORD/Harstad**  
**Knut Forsaa** - Head Of Music  
**AL Wenche Myre**

**RAINBOW RADIO/Oslo**  
**Minister Tommy Tee** - Prog Dir  
**Power Play:**

**AD Inner City**- Let It Reign  
**A List:**  
**AD D-Nice**- Time To Flow  
**N-Joi**- Miniaflux  
**Off-Shore**- Got To Get Away  
**X-Clan**- Fire & Earth

**NRK-REPORT 1/Oslo**  
**Vidar Lann-Arneson** - Producer  
**Power Play:**

**AD Bass-O-Matic**- Potentially  
**A List:**  
**AD Bonnie Tyler**- Bitter Blue  
**Roxette**- The Big L  
**B List:**  
**AD Clouseau**- Close Encounters  
**Michael/John**- Don't Let The Sun  
**Shamen**- Move Any Mountain

**RADIO P3/Bergen**  
**John John** - Head Of Music  
**A List:**

**AD Eric Clapton**- Loyla  
**Natalie Cole**- Christmas Song  
**Sylvia**- Focus



# STATION REPORTS

**STUDENTRADIOEN/Tromsø**  
**Rune Hagen - Head Of Music**  
**A List:**  
**AD Enya**- How Can I Keep  
**Jesus Jones**- Real Real Real  
**Secret Mission**- Call Out Her

## DENMARK

**THE VOICE/Copenhagen**  
**Lars Kjær - Prog Dir**  
**A List:**  
**AD Prince**- Diamonds  
**Ray Dee Ohh**- I Dine Ojine  
**Shanice Wilson**- I Love

**RADIO VIBORG/Viborg**  
**Poul Foged - Head Of Music**  
**A List:**  
**AD Bette Midler**- In My Life  
**Lene Stiel**- I December  
**Natalie Cole**- Christmas Song  
**N.K.O.T.B.**- Merry Merry  
**Pet Shop Boys**- Was It  
**Prince**- Diamonds  
**Sinead O'Connor**- Silent Night

**B List:**  
**AD Eddie Skoller**- Prutesangen  
**Martika**- Martika's Kitchen

**ARHUS NAERRADIO/Århus**  
**Jesper Schousen - Head Of Music**  
**A List:**  
**AD Black Box**- Open Your Eyes  
**Michael/John**- Don't Let The Sun  
**Lonnie Devantier**- Jul Uden

**UPTOWN FM/Copenhagen**  
**Niels Pedersen - Head Of Music**  
**B List:**  
**AD Bette Midler**- In My Life  
**Enya**- How Can I Keep  
**Lisa Stansfield**- All Woman  
**Martika**- Martika's Kitchen  
**Mr. Big**- To Be With You  
**OMD**- Call My Name  
**Pet Shop Boys**- Was It

**RADIO ABC/Randers**  
**Stig Hartvig Nielsen - Prog Contr**  
**A List:**  
**AD Glass Tiger**- My Town  
**Ric Ocasek**- Zip-A-Dee-Do-Dah

**B List:**  
**AD Diana Ross**- When You Tell  
**Laura Fygi**- Dream A  
**Martika**- Martika's Kitchen  
**Master Fatman**- So Good Babe  
**Midi Maxi & Efti**- Masenko  
**Pet Shop Boys**- Was It  
**Ray Dee Ohh**- I Dine Ojine  
**Slade**- Universe

**DANMARKS RADIO/Copenhagen**  
**Leif Wivelsted - Head Of Prog**  
**A List:**  
**Cut 'N' Move**- Spread Love  
**Laus Højbye**- Krumme's Song  
**Marky Mark**- Good Vibrations  
**Michael Jackson**- Black

**AD Michael/John**- Don't Let The Sun

**RADIO HORSENS/Horsens**  
**Jan Boogaloo - Head Of Music**  
**Power Play:**  
**Salt-N-Pepa**- Let's Talk About

**AD Bette Midler**- In My Life  
**Bonnie Tyler**- Against The Wind  
**Marky Mark**- Wildside  
**MC Skat Kat**- Skat Strut  
**Monrad Og Rislund**- Jul Igen

**A List:**  
**AD Anne Linnet**- Lille Messias  
**Bryan Adams**- Run Rudolph  
**Eurythmics**- Winter Wonderland  
**Freddie Mercury**- Barcelona  
**Queen**- The Show Must Go

**RADIO SYDKYSTEN/Copenhagen**  
**Peter Hald - Head Of Music**  
**A List:**  
**AD Beats International**- In The Ghetto  
**David Hallyday**- Tears Of The Earth  
**Kenny Thomas**- Tender Love  
**Sabrina Johnston**- Friendship

**Sanne**- When You Walk

**RADIO HOLBAECK/Holbaeck**  
**Stig Nielsen - Prog Dir**  
**A List:**  
**AD Bonnie Tyler**- Against The Wind  
**Bossen & Bumsen**- Op Til Jul  
**Kenny Thomas**- Tender Love  
**Lisa Stansfield**- Set Your  
**Nanna**- Day In Life  
**Simply Red**- Stars  
**Slade**- Universe

## FINLAND

**DISCOPRESS/Tampere**  
**Tuija Lindell - Co-Ord**  
**A List:**  
**AD Erasure**- Love To Hate You  
**Michael Jackson**- Black

**RADIO 100+/Tampere**  
**Pentti Teravainen - Music Dir**  
**A List:**  
**AD De La Soul**- Keep The Faith  
**Enigma**- Rivers Of  
**Kathy Troccoli**- You've Got A Way  
**Luther Vandross**- The Rush

## AUSTRIA

**ANTENNE AUSTRIA/Vienna**  
**Mario Weitzl - Head Of Music**  
**A List:**  
**AD Salt-N-Pepa**- Let's Talk About

**CD INTERNATIONAL/Vienna**  
**Peter Lossack - Head Of Music**  
**Power Play:**  
**Monty Python**- Always Look

**B List:**  
**AD Adeva**- It Should've Been  
**Erasure**- Am I Right  
**Happy Mondays**- Takoloshé  
**KLF**- Justified  
**Stereo MC's**- I'm A Believer

**OE 3/Vienna**  
**Gunther Lesjak - Head Of Music**  
**A List:**  
**AD Diana Ross**- When You Tell  
**Phil Carmen**- Borderline  
**Stephan Eicher**- Dejeuner En

**B List:**  
**AD Belinda Carlisle**- Do You Feel  
**Bluesbreakers**- Boom  
**OMD**- Call My Name

## SWITZERLAND

**RADIO 24/Zurich**  
**Clem Dalton - DJ**  
**B List:**  
**AD PM Dawn**- Paper Doll  
**Prince**- Diamonds  
**Rozalla**- Everybody's Free

**STUDIO B/Dornach**  
**Gusty Hufschmid - Head Of Music**  
**A List:**  
**AD Brown/Cheatham**- I Wanna  
**Chris Rea**- Winter Song  
**Karyn White**- Tears  
**Roxette**- The Big T

**RADIO FOERDERBAND/Bern**  
**Res Hassenstein - Dj/Producer**  
**Power Play:**  
**Michael/John**- Don't Let The Sun

**A List:**  
**AD Bette Midler**- In My Life  
**Huey Lewis**- He Don't  
**Joe Cocker**- I Can Hear  
**k.d. lang**- Barefoot  
**Simply Red**- Stars  
**U2**- Mysterious Ways

**DRS 3/Basel**  
**Christoph Alispach - Music Co-Ord**  
**A List:**  
**AD Blue Train**- All I Need

**Bruce Cockburn**- A Dream Like  
**Primitives**- Lead Me

**COULEUR 3/Lausanne**  
**Thierry Catherine - Head Of Music**  
**Power Play:**  
**AD David McComb**- Message

**A List:**  
**AD 2 Lost Sons**- Water  
**Barrucas**- Can't Get  
**Jean-Louis Murat**- Le Lien

**Onda Rosa Posse**- Battì  
**Pearl Jam**- Alive  
**Pocahontas**- Cold Knives  
**R.E.M.**- You Are

**RSR LA PREMIERE/Geneva**  
**Catherine Colombara - Producer**  
**AL Bashung**  
**Eros Ramazzotti**  
**Pet Shop Boys**



## "BORN INTO THE 90'S"

### R. KELLY & PUBLIC ANNOUNCEMENT

Get ready for the extraordinarily talents of Chicago born **R. Kelly & Public Announcement**. The first single "She's Got That Vibe" is already exploding in several European territories. A swing-beat classic in the making.

Check out the debut album "Born Into the 90's" to be released this month. On Jive Records.

### DJ JAZZY JEFF & THE FRESH PRINCE

"The Things That You Do" is the follow-up to the hits "Summertime" and "Ring My Bell". Taken from the latest album "Homebase". On Jive Records.

### BUDDY GUY

Last month Buddy Guy concluded his very successful European tour. Now dig into his album "Damn Right I've Got The Blues" and his new single "Where's The Next One Coming From". On Silvertone Records,

Zomba Europe B.V.  
 Hoefloo 24, 1251 EB Laren (N.H.) - Holland Distributed by  
 Telephone: (31)(0)2153 - 16314  
 Fax: (31)(0)2153 - 16785

**Mary Goes Round**- Marie  
**Mercury Rev**- Cor Wash  
**Negresses Vertes**- Haul Mama Mia  
**Paul Roland**- Christine  
**Sense Unik**- To The Moon  
**Slovo**- A Day  
**Spirea X**- Signed  
**T-Bone Burnett**- Humans  
**Walkabouts**- Dead Man

**RETE 3/Lugano**  
**Giorgio Passera - Head Of Music**  
**Power Play:**  
**Phoebe Snow**- Shaky  
**Vic Reeves**- Dizzy

**A List:**  
**AD Fuzztones**- Third Time  
**James Taylor**- Copperline  
**Rosario Di Bella**- Soldati  
**Scatterbrain**- Big Fun

**B List:**  
**AD L.A. Guns**- Some Lie  
**Nomadi**- Salutami

**RADIO PILATUS 104.9/Luzern**  
**Rolf Tschuppert - Music Dir**  
**A List:**  
**AD Army Of Lovers**- Obsession  
**Band Aid**- Do They Know  
**Belinda Carlisle**- Do You Feel  
**Commitments**- Try A Little  
**James**- Sound  
**KLF**- Justified  
**Nia Peeples**- Street  
**R.E.M.**- Radio Song  
**Simply Red**- Stars  
**UB40**- Baby

## PORTUGAL

**RFM/Lisbon**  
**Pedro Tajar - Head Of Music**  
**A List:**  
**AD Bryan Adams**- Christmas  
**LX-90**- Planeta Amor

## YUGOSLAVIA

**STUDIO D/Novo Mesto**  
**Rasto Bozic - Dj/Producer**  
**A List:**  
**AD Michael Jackson**- Black  
**Prince**- Diamonds

## GREECE

**POP 92.4 FM/Athens**  
**Isaac "Easy" Coutiyel - Prog Dir**  
**A List:**  
**AD Babyface**- Mary Mack  
**DJ Jazzy Jeff**- Things  
**Enigma**- Rivers Of  
**Guns N' Roses**- Live And  
**Heavy D & The Boyz**- Is It  
**Mariah Carey**- You're So  
**Michael Damian**- Another You  
**Michael Jackson**- Will You  
**Paul Young**- Don't Dream  
**Prince**- Diamonds

**B List:**  
**AD Lenny Kravitz**- Stand By My  
**Tracie Spencer**- Tender

**ANTENNA 97.1 FM STEREO/Athens**  
**Elias Xinopoulos - Prog Dir**  
**A List:**  
**AD Diana Ross**- When You Tell  
**East Side Beat**- Ride Like  
**Jody Watley**- I Want You  
**Right Soid Fred**- Don't Talk  
**Shades Of Rhythm**- Extacy  
**Shirelles**- Will You  
**Sonia**- You Ta Me  
**U2**- Mysterious Ways

## POLAND

**RADIO RMF/Krakow**  
**Piotr Metz - Head Of Music**  
**Power Play:**  
**AD Bad English**- So This Is

**A List:**  
**AD Billy Joel**- Shameless  
**Deacon Blue**- Cover From The  
**Michael/John**- Don't Let The Sun  
**Tom Petty**- King's Highway

**B List:**  
**AD Beverley Craven**- Memories  
**Cult**- Heart Of Soul  
**Enigma**- Rivers Of  
**Enya**- How Can I Keep  
**Lisa Stansfield**- All Woman

**RADIO ZET/Warsaw**  
**Darek Andrzejewski - Head Of Music**  
**Power Play:**  
**Fish**- Internal Exile

**B List:**  
**AD Charlattans**- Me In Time

**RADIO MERKURY/Poznan**  
**Ryszard Gloger - Head Of Music**  
**Power Play:**  
**AD Kate Bush**- Rocket Man

**A List:**  
**AD Crowded House**- Fall At Your  
**Michael Jackson**- Black  
**Paul Young**- Don't Dream  
**Richie Sambora**- Stranger  
**Robbie Robertson**- Sign Of  
**U2**- Love Is Blindness

## EUROPE

**VOICE OF AMERICA/Europe**  
**June Brown - Dir**  
**B List:**  
**AD Michael/John**- Don't Let The Sun  
**Karyn White**- The Way I  
**Natural Selection**- Hearts Don't

## Station Reporters!

Help us provide precise and timely airplay information. Please be sure to mark all additions to the playlist clearly, and if possible include those songs dropped from airplay. This is very important for the accuracy of Music & Media's music charts.

Music & Media's FAX number for reporting playlists is:  
 (+31) 20-669-1951.

For information about joining the M&M reporting team, call TERRY BERNE  
 (+31) 20-669-1961.



**MTV EUROPE/London**  
**Brian Diamond - Prog Dir**  
**Heavy Rotation**

**Genesis**- No Son Of Mine  
**Michael/John**- Don't Let The Sun  
**Michael Jackson**- Black  
**Nirvana**- Smells Like  
**Roxette**- Spending My Time  
**Simply Red**- Stars  
**Tina Turner**- Way Of The

**Active Rotation**  
**Army Of Lovers**- Obsession  
**Eros Ramazzotti**- Ancora  
**Extreme**- Hole Hearted  
**Lisa Stansfield**- Change  
**Pogues**- Fairy Tale  
**Prince**- Cream  
**Prince**- Diamonds  
**Queen**- These Are The Days  
**Queen**- Bohemian Rapsody  
**Rozalla**- Everybody's Free  
**Ten Sharp**- You  
**U2**- Mysterious Ways

**Buzz Bin**  
**KLF**- Justified  
**Pearl Jam**- Alive  
**Red Hot Chili Peppers**- Give  
**Urban Dance Squad**- Bureaucrat

**Medium Rotation**  
**Bryan Adams**- Can't Stop  
**Guns N' Roses**- Don't Cry  
**PM Dawn**- Set Adrift  
**Salt-N-Pepa**- Let's Talk About  
**Simply Red**- Something Got Me  
**U2**- The Fly

**Break Out**  
**Baby Animals**- Early Warning  
**Bryan Adams**- There Will Never  
**Commitments**- Mustang Sally  
**D.A.D.**- Bod Crazines  
**Guns N' Roses**- Live And  
**L.A. Guns**- Ballad Of Jane  
**Martika**- Martika's Kitchen  
**Hammer**- Addams Groove  
**Metallica**- The Unforgiven  
**Moby**- Go  
**Motley Crue**- Home Sweet  
**OMD**- Call My Name  
**Ozzy Osbourne**- Mama  
**Peacock Palace**- Like A Snake  
**PM Dawn**- Paper Doll  
**Richard Marx**- Keep Coming Back  
**Salt-N-Pepa**- You Showed Me  
**Snap**- Colour Of Love  
**Southside Johnny**- It's Been A

**Prime Break Out**  
**2 Brothers On The 4th Floor**- Turn  
**C&C Music Factory**- Just A  
**DJ Jazzy Jeff**- Ring My Bell  
**Kenny Thomas**- Tender Love  
**Natural Selection**- Do Anything  
**N.K.O.T.B.**- If You Go Away  
**Shanice Wilson**- I Love



# EUROPEAN TOP 100 ALBUMS

THIS WEEK	LAST WEEK	ARTIST	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	COUNTRIES CHARTED
		TITLE - ORIGINAL LABEL				TITLE - ORIGINAL LABEL				TITLE - ORIGINAL LABEL	
1	2	<b>Queen</b> Greatest Hits II - Parlophone	UK.D.B.NL.E.A.CH.S.PDK.I.N.SF.IR	35	23	<b>INXS</b> Live Baby Live - Mercury	UK.F.D.B.NL.A.CH	69	61	<b>Zucchero "Sugar" Fornaciari</b> Live At The Kremlin - Polydor	DK.I
2	1	<b>Michael Jackson</b> Dangerous - Epic ▲3	UK.D.B.NL.E.A.CH.S.PDK.I.N.SF.IR	36	34	<b>Cliff Richard</b> Together With Cliff Richard - EMI	UK.DK.IR	70	67	<b>Chris Rea</b> Auberge - east west ▲	UK.F.D
3	3	<b>Genesis</b> We Can't Dance - Virgin	UK.F.D.B.NL.E.A.CH.S.PDK.I.N.SF.IR	37	29	<b>Simon &amp; Garfunkel</b> The Definitive Simon & Garfunkel - Columbia	UK.IR	71	63	<b>Eurythmics</b> Greatest Hits - RCA ▲2	UK.D
4	4	<b>U2</b> Achtung Baby - Island	UK.D.B.NL.E.A.CH.S.PDK.I.N.SF.IR	38	33	<b>Renaud</b> Marchand De Cailloux - Virgin	FB	72	70	<b>Bee Gees</b> Bee Gees Story - RSO	E
5	5	<b>Simply Red</b> Stars - east west ▲2	UK.F.D.B.NL.E.A.CH.S.DK.I.GR.IR	39	39	<b>Patricia Kaas</b> Carnets De Scene - Columbia	FB.CH	73	71	<b>Christian Morin</b> Aquarella - DEE	F
6	7	<b>Dire Straits</b> On Every Street - Vertigo ▲2	UK.F.D.B.NL.E.A.CH.S.PDK.I.N.SF.GR	40	44	<b>Stephan Eicher</b> Engelberg - Barclay	FB.CH	74	38	<b>Queen</b> Innuendo - EMI ▲	UK.NL
7	6	<b>Bryan Adams</b> Waking Up The Neighbours - A&M ▲2	UK.F.D.B.NL.E.A.CH.S.PDK.N.SF.GR.IR	41	40	<b>Francis Cabrel</b> D'Un Ombre A L'Autre - Columbia	F	75	56	<b>Barclay James Harvest</b> Best Of - Polydor	D.CH
8	8	<b>Tina Turner</b> Simply The Best - Capitol	UK.D.B.NL.E.A.CH.S.PDK.I.SF.GR.IR	42	35	<b>Erasure</b> Chorus - Mute	UK.D.A.S	76	74	<b>Topi Sorsakoski</b> Yksinäisyys - EMI	SF
9	9	<b>Enya</b> Shepherd's Moons - WEA ▲	UK.D.B.NL.E.CH.S.PDK.N.IR	43	42	<b>Tony Christie</b> Welcome To My Music - White/Ariola	D	77	89	<b>Beverley Craven</b> Beverley Craven - Epic ●	UK
10	12	<b>Guns N' Roses</b> Use Your Illusion II - Geffen ▲	UK.F.D.B.NL.E.A.CH.S.PDK.SF.GR.I	44	45	<b>Eva Dahlgren</b> En Blekt Blondins Hjärta - Record Station	S.SF	78	77	<b>Patrick Bruel</b> Alors Regarde - RCA ▲	F
11	15	<b>Queen</b> Queen Greatest Hits - EMI	UK.D.B.NL.P.IR	45	46	<b>Fredericks, Goldman &amp; Jones</b> Fredericks, Goldman & Jones - Columbia ▲	FB	79	60	<b>Steve Miller Band</b> The Very Best Of - Arcade	D.NL
12	11	<b>Prince &amp; The New Power Generation</b> Diamonds And Pearls - Paisley Park ▲	UK.F.D.B.NL.E.A.CH.S.DK.I.GR.IR	46	50	<b>Kenny Thomas</b> Voices - Cooltempo	UK	80	84	<b>Franco Battiato</b> Come Un Cammello In Una Grondaia - EMI	I
13	13	<b>Paul Young</b> From Time To Time - The Singles Collection - Columbia ▲	UK.D.B.NL.S.DK.I.N.IR	47	53	<b>Mariah Carey</b> Emotions - Columbia	UK.D.NL.E.CH.GR	81	75	<b>Extreme</b> Extreme II Pornograffiti - A&M	UK.D.NL
14	18	<b>Roxette</b> Joyride - EMI ▲3	UK.D.B.NL.E.CH.DK.GR.IR	48	47	<b>Antonello Venditti</b> Benvenuti In Paradiso - Ricordi	I	82	88	<b>Edward Simoni</b> Festliches Panflöten-konzert - Columbia	D
15	10	<b>Lisa Stansfield</b> Real Love - Arista	UK.D.B.NL.E.A.CH.S.DK.I	49	49	<b>Toten Hosen</b> Learning English, Lesson 1 - Virgin	D.A.CH	83	69	<b>Bee Gees</b> The Very Best Of The Bee Gees - Polydor	NL.P
16	17	<b>Nirvana</b> Nevermind - Geffen	UK.D.B.NL.CH.S.DK.N.SF.IR	50	RE	<b>Luciano Pavarotti</b> The Essential Pavarotti II - Decca	UK.E.N.GR	84	96	<b>Carreras/Domingo/Pavarotti</b> In Concert - Decca	UK.D
17	14	<b>Pet Shop Boys</b> Discography - EMI	UK.D.B.NL.E.CH.S.PSF	51	41	<b>A-Ha</b> Headlines And Deadlines - Warner Brothers ●	UK.D.B.NL.A.S	85	80	<b>Jean-Philippe Audin &amp; Diego Modena</b> Ocarina - Delphin	F
18	16	<b>Soundtrack - The Commitments</b> The Commitments - MCA	UK.D.A.CH.S.DK.IR	52	57	<b>R.E.M.</b> The Best Of R.E.M. - I.R.S.	UK.D.E.A.CH.GR	86	RE	<b>Foster &amp; Allen</b> Memories - Telstar	UK.IR
19	19	<b>Patrick Bruel</b> Si Ce Soir - RCA	FB	53	51	<b>Gipsy Kings</b> Este Mundo - Columbia ▲	D.A.CH.GR	87	98	<b>Ligabue</b> Lambusco, Coltelli, Rose & Pop Corn - WEA	I
20	30	<b>David Hasselhoff</b> David - White Records/Ariola	D.A.CH	54	48	<b>John Lee Hooker</b> Mr. Lucky - Silvertone	D.CH.S.GR	88	85	<b>Samuli Edelman</b> Samuli Edelman - Flamingo	SF
21	20	<b>Guns N' Roses</b> Use Your Illusion I - Geffen ▲	UK.F.D.NL.E.A.CH.S.DK.SF.GR	55	52	<b>Les Inconnus</b> Boulevardier - Lederman	F	89	81	<b>Kinderen Voor Kinderen</b> Kinderen Voor Kinderen Vol. 12 - Phonogram	NL
22	21	<b>R.E.M.</b> Out Of Time - Warner Brothers ▲3	UK.F.D.NL.E.PDK.GR	56	43	<b>Matthias Reim</b> Reim 2 - Polydor	D.A.CH	90	NE	<b>Zig &amp; Zag</b> Never Mind The Zogabongs - RTE	IR
23	25	<b>Eros Ramazzotti</b> Eros In Concert - DDD	D.B.NL.E.CH.I	57	66	<b>Bonnie Tyler</b> Bitterblue - Hansa	CH.PDK.N	91	86	<b>Mina</b> Caterpillar - PDU	I
24	92	<b>Michael Crawford</b> Michael Crawford Performs A.L. Webber - Polydor	UK	58	76	<b>Richard Clayderman &amp; James Last</b> Together At Last - Delphine	UK	92	NE	<b>Marky Mark And The Funky Bunch</b> Music For The People - Interscope	D.S.DK.SF
25	26	<b>Michael Bolton</b> Time, Love & Tenderness - Columbia	UK.P.IR	59	58	<b>Neil Sedaka</b> Timeless - The Very Best Of - Polydor	UK.IR	93	87	<b>Mylene Farmer</b> L'Autre - Barclay ●	FB
26	37	<b>Erste Allgemeine Verunsicherung</b> Watumba - EMI	D.A.CH	60	59	<b>Mecano</b> Aidalai - Ariola	FE	94	91	<b>Texas</b> Mothers Heaven - Mercury	F
27	22	<b>Joe Cocker</b> Night Calls - Capitol	D.B.NL.E.A.CH.P.GR	61	55	<b>Metallica</b> Metallica - Vertigo	D.NL.DK.GR	95	RE	<b>Züri West</b> Arturo Bandini - Witra	CH
28	28	<b>Scorpions</b> Crazy World - Mercury ▲	F.D.CH.GR	62	65	<b>Renato Zero</b> La Cascienza Di Zero - Ariola	I	96	NE	<b>The Boppers</b> The Boppers - Sonet	S
29	24	<b>Jean Michel Jarre</b> Images - The Best Of Jean Michel Jarre - Dreyfus	UK.D.B.E.CH.SF	63	NE	<b>New Kids On The Block</b> Hits - Columbia	UK.B.N	97	68	<b>Richard Marx</b> Rush Street - Capitol	D.CH.SF
30	95	<b>Diana Ross</b> The Force Behind The Power - EMI	UK.IR	64	79	<b>Ray Dee Ohh</b> Radiofoni - Replay	DK	98	RE	<b>Daniel O'Donnell</b> The Very Best Of - Chart/Ritz	UK.IR
31	36	<b>Salt-N-Pepa</b> The Greatest Hits - Next Plateau	UK.D.NL.A.CH	65	72	<b>Soundtrack - Twin Peaks/Angelo Badalamenti</b> Music From Twin Peaks - Warner Brothers	D.NL.A	99	94	<b>William Sheller</b> En Solitaire - Philips	F
32	32	<b>Cher</b> Love Hurts - Geffen ▲	UK.D.A.CH.DK.GR	66	54	<b>Fabio Concato</b> Punto E Virgola - Philips	I	100	64	<b>Seal</b> Seal - ZTT/WEA ▲	UK.NL
33	27	<b>Roy Black</b> Rosenzeit - east west	D.A.CH	67	62	<b>Peter Maffay</b> 38317 - Teldec	D				
34	31	<b>Jean Ferrat</b> Dans La Jungle Ou Dans Le Zoo - EMI	FB	68	78	<b>Roy Black</b> Für Dich Allein - east west	D.A				

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**UNITED KINGDOM**

- Singles*
- 1 **Queen** - Bohemian Rhapsody/These Are The... (Parlophone)
  - 2 **G.Michael/E.John** - Don't Let The Sun ... (Epic)
  - 3 **Diana Ross** - When You Tell Me That ... (EMI)
  - 4 **KLF/Tammy Wynette** - Justified And Ancient (KLF Comm.)
  - 5 **Brian May** - Driven By You (Parlophone)
  - 6 **Kym Sims** - Too Blind To See It (east west)
  - 7 **East Side Beat** - Ride Like The Wind (ffrr)
  - 8 **Michael Jackson** - Black Or White (Epic)
  - 9 **Right Said Fred** - Don't Talk Just Kiss (Tug)
  - 10 **Guns N' Roses** - Live And Let Die (BMG)

- Albums*
- 1 **Queen** - Greatest Hits II (Parlophone)
  - 2 **Simply Red** - Stars (east west)
  - 3 **Queen** - Queen Greatest Hits (Parlophone)
  - 4 **Michael Jackson** - Dangerous (Epic)
  - 5 **Michael Crawford** - Performs A.L. Webber (Telstar)
  - 6 **Tina Turner** - Simply The Best (Capitol)
  - 7 **Michael Bolton** - Time, Love & Tenderness (Columbia)
  - 8 **Diana Ross** - The Force Behind The Power (EMI)
  - 9 **Genesis** - We Can't Dance (Virgin)
  - 10 **U2** - Achtung Baby (Island)

**SPAIN**

- Singles*
- 1 **Michael Jackson** - Black Or White (Sony Music)
  - 2 **Rozalla** - Everybody's Free (Blanco Y Negro)
  - 3 **LA Style** - James Brown Is Dead (Ariola)
  - 4 **East Side Beat** - Ride Like The Wind (Blanco Y Negro)
  - 5 **Chimo Bayo** - Asi Me Gusta (Area)
  - 6 **U2** - The Fly (Ariola)
  - 7 **Midnight Shift** - Without You (Blanco Y Negro)
  - 8 **Terry Ronald** - Calm The Rage (Ariola)
  - 9 **2 Unlimited** - Get Ready For This (Blanco Y Negro)
  - 10 **Dream Sequence** - Zushide Looking (Ginger)

- Albums*
- 1 **Michael Jackson** - Dangerous (Sony Music)
  - 2 **Queen** - Greatest Hits II (EMI)
  - 3 **Enya** - Shepherds Moons (Warner Music)
  - 4 **Dire Straits** - On Every Street (PolyGram)
  - 5 **Jean Michel Jarre** - Images (PolyGram)
  - 6 **Bee Gees** - Bee Gees Story (PolyGram)
  - 7 **U2** - Achtung Baby (Ariola)
  - 8 **Genesis** - We Can't Dance (Virgin)
  - 9 **Mecano** - Aidalai (Ariola)
  - 10 **Presuntos Implicados** - Ser De Agua (Warner Music)

**DENMARK**

- Singles*
- 1 **Michael Jackson** - Black Or White (Sony Music)
  - 2 **KLF/Tammy Wynette** - Justified And Ancient (Mega)
  - 3 **Dr. Baker** - Turn Up The Music (Mega)
  - 4 **Bossen & Bumsen** - Op Te' Jul (Medley)
  - 5 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
  - 6 **T.B.M. One** - Back To The Bass (Mega)
  - 7 **Genesis** - No Son Of Mine (Virgin)
  - 8 **Salt-N-Pepa** - Let's Talk About Sex (PolyGram)
  - 9 **JAMM** - It's Grim Up North (Mega)
  - 10 **Yasmin** - Sacrifice (Medley)

- Albums*
- 1 **Ray Dee Ohh** - Radiofoni (Replay)
  - 2 **Michael Jackson** - Dangerous (Sony Music)
  - 3 **U2** - Achtung Baby (BMG)
  - 4 **Genesis** - We Can't Dance (Virgin)
  - 5 **Nana Mouskouri** - The Very Best Of (PolyGram)
  - 6 **Alberte** - Lyse Naetter (Pladecom)
  - 7 **Paul Young** - From Time To Time (Sony Music)
  - 8 **Michael Leams To Rock** - Michael Leams To Rock (Medley)
  - 9 **D.A.D.** - Riskin' It All (Medley)
  - 10 **Monique** - Monique (EMI)

**SWITZERLAND**

- Singles*
- 1 **Michael Jackson** - Black Or White (Sony Music)
  - 2 **Salt-N-Pepa** - Let's Talk About Sex (PolyGram)
  - 3 **Marky Mark/Funky Bunch** - Good Vibrations (PolyGram)
  - 4 **Monty Python** - Always Look On ... (Virgin)
  - 5 **Prince/The N.P.G.** - Cream (Warner Music)
  - 6 **U2** - The Fly (BMG)
  - 7 **Rozalla** - Everybody's Free (BMG)
  - 8 **Genesis** - No Son Of Mine (Virgin)
  - 9 **Die Prinzen** - Gabi Und Klaus (BMG)
  - 10 **Bryan Adams** - I Do It For You (PolyGram)

- Albums*
- 1 **Michael Jackson** - Dangerous (Sony Music)
  - 2 **Genesis** - We Can't Dance (Virgin)
  - 3 **U2** - Achtung Baby (BMG)
  - 4 **Bryan Adams** - Waking Up The Neighbours (PolyGram)
  - 5 **Züri West** - Arturo Bandini (Witra)
  - 6 **Queen** - Greatest Hits II (EMI)
  - 7 **Simply Red** - Stars (Warner Music)
  - 8 **Soundtrack** - The Commitments (Warner Music)
  - 9 **David Hasselhoff** - David (BMG)
  - 10 **Prince/The N.P.G.** - Diamonds And Pearls (Warner Music)

**GERMANY**

- Singles*
- 1 **Salt-N-Pepa** - Let's Talk About Sex (Metronome)
  - 2 **Michael Jackson** - Black Or White (Sony Music)
  - 3 **Monty Python** - Always Look On ... (Virgin)
  - 4 **Genesis** - No Son Of Mine (Virgin)
  - 5 **Army Of Lovers** - Crucified (Ideal)
  - 6 **Rozalla** - Everybody's Free (Logic)
  - 7 **Bryan Adams** - I Do It For You (Polydor)
  - 8 **Marky Mark/Funky Bunch** - Good Vibrations (east west)
  - 9 **LA Style** - James Brown Is Dead (Zyx)
  - 10 **Roxette** - Spending My Time (EMI)

- Albums*
- 1 **Genesis** - We Can't Dance (Virgin)
  - 2 **Queen** - Greatest Hits II (EMI)
  - 3 **Michael Jackson** - Dangerous (Sony Music)
  - 4 **Simply Red** - Stars (WEA)
  - 5 **Roxette** - Joyride (EMI)
  - 6 **U2** - Achtung Baby (Ariola)
  - 7 **Bryan Adams** - Waking Up The Neighbours (Polydor)
  - 8 **David Hasselhoff** - David (White)
  - 9 **Tina Turner** - Simply The Best (EMI)
  - 10 **Dire Straits** - On Every Street (Phonogram)

**HOLLAND**

- Singles*
- 1 **Gordon** - Kon Ik Maar Even Bij Je Zijn (CNR)
  - 2 **Shanice** - I Love Your Smile (RCA)
  - 3 **Michael Jackson** - Black Or White (Sony Music)
  - 4 **Nirvana** - Smells Like Teen Spirit (Ariola)
  - 5 **Pater Moeskroen** - Roodkapje (CNR)
  - 6 **Moby** - Go (CNR)
  - 7 **Queen** - The Show Must Go On (EMI Bovema)
  - 8 **U2** - Mysterious Ways (Ariola)
  - 9 **Robbie Valentine** - Over And Over Again (Polydor)
  - 10 **Salt-N-Pepa** - Let's Talk About Sex (Phonogram)

- Albums*
- 1 **Queen** - Greatest Hits II (EMI Bovema)
  - 2 **Michael Jackson** - Dangerous (Sony Music)
  - 3 **U2** - Achtung Baby (Ariola)
  - 4 **Queen** - Queen Greatest Hits (EMI Bovema)
  - 5 **Kinderen Voor Kinderen** - Vol. 12 (Phonogram)
  - 6 **Paul Young** - From Time To Time (Sony Music)
  - 7 **Genesis** - We Can't Dance (Virgin)
  - 8 **Enya** - Shepherds Moons (Warner Music)
  - 9 **Dire Straits** - On Every Street (Phonogram)
  - 10 **Tina Turner** - Simply The Best (EMI Bovema)

**NORWAY**

- Singles*
- 1 **Michael Jackson** - Black Or White (Sony Music)
  - 2 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
  - 3 **Bonnie Tyler** - Bitterblue (BMG)
  - 4 **Guns N' Roses** - Live And Let Die (BMG)
  - 5 **Monty Python** - Always Look On ... (Virgin)
  - 6 **Snap** - Colour Of Love (BMG)
  - 7 **Ten Sharp** - You (Sony Music)
  - 8 **Salt-N-Pepa** - Let's Talk About Sex (BMG)
  - 9 **New Kids On The Block** - If You Go Away (Sony Music)
  - 10 **U2** - The Fly (BMG)

- Albums*
- 1 **Michael Jackson** - Dangerous (Sony Music)
  - 2 **Bonnie Tyler** - Bitterblue (BMG)
  - 3 **Halvdan Sivertsen** - Hilsen Halvdan (NA)
  - 4 **Paul Young** - From Time To Time (Sony Music)
  - 5 **Enya** - Shepherds Moons (Warner Music)
  - 6 **U2** - Achtung Baby (BMG)
  - 7 **Genesis** - We Can't Dance (Virgin)
  - 8 **Skruk** - Stille Natt (NA)
  - 9 **Dance With A Stranger** - Atmosphere (Norsk)
  - 10 **Bryan Adams** - Waking Up The Neighbours (PolyGram)

**AUSTRIA**

- Singles*
- 1 **Salt-N-Pepa** - Let's Talk About Sex (PolyGram)
  - 2 **David Hasselhoff** - Do The Limbo Dance (BMG)
  - 3 **Bryan Adams** - I Do It For You (PolyGram)
  - 4 **Jason Donovan** - Any Dream Will Do (PolyGram)
  - 5 **Michael Jackson** - Black Or White (Sony Music)
  - 6 **Monty Python** - Always Look On ... (Virgin)
  - 7 **Erste Allgemeine Verunsicherung** - Jambo (EMI)
  - 8 **Erasure** - Love To Hate You (Echa)
  - 9 **Kate Yanai** - Bacardi Feeling (Warner Music)
  - 10 **Simply Red** - Something Got Me Started (Warner Music)

- Albums*
- 1 **Erste Allgemeine Verunsicherung** - Watumbo (EMI)
  - 2 **U2** - Achtung Baby (BMG)
  - 3 **Michael Jackson** - Dangerous (Sony Music)
  - 4 **Simply Red** - Stars (Warner Music)
  - 5 **David Hasselhoff** - David (BMG)
  - 6 **Rainhard Fendrich** - Nix Is Fix (BMG)
  - 7 **Queen** - Greatest Hits II (EMI)
  - 8 **Bryan Adams** - Waking Up The Neighbours (PolyGram)
  - 9 **Genesis** - We Can't Dance (Virgin)
  - 10 **Ludwig Hirsch** - Stern derl Schauen (PolyGram)

**FRANCE**

- Singles*
- 1 **Patrick Bruel** - Qui A Le Droit (RCA)
  - 2 **Bryan Adams** - I Do It For You (Polydor)
  - 3 **Michael Jackson** - Black Or White (Epic)
  - 4 **J.P.Audin/D.Modena** - Song Of Ocarina (Delphine)
  - 5 **Cher** - The Shoop Shoop Song (Epic)
  - 6 **Stephan Eicher** - Dejeuner En Paix (PolyGram)
  - 7 **Les Inconnus** - Raptout (Vampire) (Lederman)
  - 8 **Prince/The N.P.G.** - Cream (WEA)
  - 9 **Guns N' Roses** - You Could Be Mine (BMG)
  - 10 **R.E.M.** - Shiny Happy People (WEA)

- Albums*
- 1 **Patrick Bruel** - Si Ce Soir (RCA)
  - 2 **Dire Straits** - On Every Street (Phonogram)
  - 3 **Jean Ferrat** - Dans La Jungle Ou Dans Le Zoo (EMI)
  - 4 **Renaud** - Marchand De Cailloux (Virgin)
  - 5 **Francis Cabrel** - D'Un Ombre A L'Autre (Columbia)
  - 6 **Genesis** - We Can't Dance (Virgin)
  - 7 **Fredericks/Goldman/Jones** - Fredericks, Goldman, Jones (Columbia)
  - 8 **Patricia Kaas** - Carnets De Scene (Columbia)
  - 9 **Prince/The N.P.G.** - Diamonds And Pearls (WEA)
  - 10 **Les Inconnus** - Bouleversifiant (Lederman)

**BELGIUM**

- Singles*
- 1 **Mama's Jasje** - Zo Ver Weg (RCA)
  - 2 **Patrick Bruel** - Qui A Le Droit (BMG)
  - 3 **Pleasure Game** - Le Seigneur Des Tenebres (MMI)
  - 4 **Michael Jackson** - Black Or White (Sony Music)
  - 5 **Unity Mixers** - Electrosound Take 2 (Indisc)
  - 6 **Fortuna** - Oh Fortuna (Distri)
  - 7 **Benny B** - Parce Qu'On Est Jeunes (Distri)
  - 8 **Helmut Lotti** - What Kind Of Friend (RCA)
  - 9 **Fortuna** - Mea Culpa (Distri)
  - 10 **Salt-N-Pepa** - Let's Talk About Sex (PolyGram)

- Albums*
- 1 **Michael Jackson** - Dangerous (Sony Music)
  - 2 **Patrick Bruel** - Si Ce Soir (BMG)
  - 3 **Queen** - Greatest Hits II (EMI)
  - 4 **U2** - Achtung Baby (BMG)
  - 5 **Genesis** - We Can't Dance (Virgin)
  - 6 **Pet Shop Boys** - Discography (EMI)
  - 7 **Eros Ramazzotti** - Eros In Concert (BMG)
  - 8 **Enya** - Shepherds Moons (Warner Music)
  - 9 **Gert En Samson** - Gert En Samson (CNR)
  - 10 **The Scabs** - Jumping The Tracks (PIAS)

**FINLAND**

- Singles*
- 1 **Sielun Veljet** - Laatikoina (Poko)
  - 2 **Pepeda** - Kirje (Poko)
  - 3 **Michael Jackson** - Black Or White (Sony Music)
  - 4 **Ne Luumaaet** - Onnellinen Perhe (Poko)
  - 5 **JAMM** - It's Grim Up North (EMI)
  - 6 **Guns N' Roses** - Live And Let Die (BMG)
  - 7 **Erasure** - Love To Hate You (Sonet)
  - 8 **U2** - Mysterious Ways (BMG)
  - 9 **Army Of Lovers** - Obsession (Sonet)
  - 10 **Salt-N-Pepa** - Let's Talk About Sex (Finnlevy)

- Albums*
- 1 **Toopi Sorsakoski** - Yksinäisyys (EMI)
  - 2 **Samuli Edelmann** - Samuli Edelman (Flamingo)
  - 3 **Ressu Redford** - Laulusla On Helppo Rakastaa (Finnlevy)
  - 4 **Queen** - Greatest Hits II (EMI)
  - 5 **Arja Koriseva** - Saa Joulu Aikaan Sen (Finnlevy)
  - 6 **Michael Jackson** - Dangerous (K-Tel)
  - 7 **Genesis** - We Can't Dance (Finnlevy)
  - 8 **New Kids On The Block** - Merry Merry Christmas (Sony Music)
  - 9 **Pet Shop Boys** - Discography (Sonet)
  - 10 **U2** - Achtung Baby (Sony Music)

**GREECE**

- Singles*
- 1 **Bryan Adams** - I Do It For You (PolyGram)
  - 2 **PM Dawn** - Set Adrift On Memory Bliss (BMG)
  - 3 **Mariah Carey** - Emotions (Sony Music)
  - 4 **Prince/The N.P.G.** - Gett Off (Warner Music)
  - 5 **Right Said Fred** - I'm Too Sexy (BMG)
  - 6 **Marc Almond** - Jacky (Warner Music)
  - 7 **Simply Red** - Something Got Me Started (Warner Music)
  - 8 **De La Soul** - "Saturdays" (Warner Music)
  - 9 **Quadrophonia** - Quadrophonia (Sony Music)
  - 10 **Bomb The Bass** - Winter In July (Sony Music)

- Albums*
- 1 **Bryan Adams** - Waking Up The Neighbours (PolyGram)
  - 2 **Guns N' Roses** - Use Your Illusion II (BMG)
  - 3 **Dire Straits** - On Every Street (PolyGram)
  - 4 **Guns N' Roses** - Use Your Illusion I (BMG)
  - 5 **Simply Red** - Stars (Warner Music)
  - 6 **Prince/The N.P.G.** - Diamonds And Pearls (Warner Music)
  - 7 **John Lee Hooker** - Mr. Lucky (BMG)
  - 8 **Cher** - Love Hurts (BMG)
  - 9 **Metallica** - Metallica (PolyGram)
  - 10 **The Cult** - Ceremony (Warner Music)

**ITALY**

- Singles*
- 1 **Michael Jackson** - Black Or White (Sony Music)
  - 2 **Lisa Stansfield** - Change (BMG)
  - 3 **Black Machine** - How Gee (New Music)
  - 4 **U2** - The Fly (BMG)
  - 5 **Hammer** - 2 Legit 2 Quit (EMI)
  - 6 **Enrico Ruggeri** - Peter Pan (CGD)
  - 7 **49ers** - Move Your Feet (Media)
  - 8 **Genesis** - No Son Of Mine (Virgin)
  - 9 **Simply Red** - Something Got Me Started (WEA)
  - 10 **R.Cocciant/P.Turci** - E Mi Arriva Il Mare (Virgin)

- Albums*
- 1 **Queen** - Greatest Hits II (EMI)
  - 2 **Michael Jackson** - Dangerous (Sony Music)
  - 3 **U2** - Achtung Baby (BMG)
  - 4 **A.Venditti** - Benvenuti In Paradiso (Ricordi)
  - 5 **Eros Ramazzotti** - Eros In Concert (DDD)
  - 6 **Renato Zero** - La Coscienza Di Zero (RCA)
  - 7 **Simply Red** - Stars (WEA)
  - 8 **Genesis** - We Can't Dance (Virgin)
  - 9 **Dire Straits** - On Every Street (Phonogram)
  - 10 **Fabio Concato** - Punto E Virgola (PolyGram)

**SWEDEN**

- Singles*
- 1 **Michael Jackson** - Black Or White (Sony Music)
  - 2 **Salt-N-Pepa** - Let's Talk About Sex (PolyGram)
  - 3 **Stonecake** - Tuesday Afternoon (Wire)
  - 4 **Scorpions** - Send Me An Angel (PolyGram)
  - 5 **Erasure** - Love To Hate You (Warner Music)
  - 6 **Just D** - Juligen (Virgin)
  - 7 **Marky Mark/Funky Bunch** - Good Vibrations (Metronome)
  - 8 **Eva Dahlgren** - Vem Tänder Själsörna (Record Station)
  - 9 **Prince/The N.P.G.** - Cream (Warner Music)
  - 10 **Guns N' Roses** - Don't Cry (BMG)

- Albums*
- 1 **Eva Dahlgren** - En Blekt Blondins Hjärta (Record Station)
  - 2 **Michael Jackson** - Dangerous (Sony Music)
  - 3 **U2** - Achtung Baby (BMG)
  - 4 **The Boppers** - The Boppers (Sonet)
  - 5 **Genesis** - We Can't Dance (Virgin)
  - 6 **Bryan Adams** - Waking Up The Neighbours (PolyGram)
  - 7 **Enya** - Shepherds Moons (Warner Music)
  - 8 **Dire Straits** - On Every Street (PolyGram)
  - 9 **Tina Turner** - Simply The Best (EMI)
  - 10 **Monica Zetterlund** - Varsamt (BMG)

**IRELAND**

- Singles*
- 1 **U2** - Mysterious Ways (BMG)
  - 2 **Zig & Zag** - Zigzagging (RTE)
  - 3 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
  - 4 **Queen** - Bohemian Rhapsody/These Are The... (EMI)
  - 5 **Diana Ross** - When You Tell Me That ... (EMI)
  - 6 **Michael Jackson** - Black Or White (Sony Music)
  - 7 **The Saw Doctors** - Presentation Border (Solid)
  - 8 **East Side Beat** - Ride Like The Wind (PolyGram)
  - 9 **Cliff Richard** - We Should Be Together (EMI)
  - 10 **Pagets/Kirsty McColl** - Fairytale Of New York (RTE)

- Albums*
- 1 **Michael Jackson** - Dangerous (Sony Music)
  - 2 **Soundtrack** - The Commitments (MCA)
  - 3 **Zig & Zag** - Never Mind The Zogabongs (RTE)
  - 4 **Queen** - Greatest Hits II (EMI)
  - 5 **U2** - Achtung Baby (BMG)
  - 6 **Abba** - The Hits Box (Pickwick)
  - 7 **Bryan Adams** - Waking Up The Neighbours (A&M)
  - 8 **Queen** - Queen Greatest Hits (EMI)
  - 9 **Paddy Reilly** - Gold & Silver Days (RTE)
  - 10 **Simon & Garfunkel** - The Definitive (Sony Music)

**PORTUGAL**

- Singles*
- 1 **Bryan Adams** - I Do It For You (PolyGram)
  - 2 **Guns N' Roses** - Don't Cry (Ariola)
  - 3 **U2** - The Fly (Ariola)
  - 4 **Marcos Paulo** - Taras E Manias (EMI)
  - 5 **Rui Veloso** - Logo Que Passe A Moncao (EMI)
  - 6 **Extrem** - More Than Words (PolyGram)
  - 7 **Juan Luis Guerra/4.40** - Burbujas De Amor (Ariola)
  - 8 **Bryan Adams** - Can't Stop This ... (PolyGram)
  - 9 **Dire Straits** - Calling Elvis (PolyGram)
  - 10 **Dire Straits** - Heavy Fuel (PolyGram)

- Albums*
- 1 **Queen** - Greatest Hits II (EMI)
  - 2 **Bryan Adams** - Waking Up The Neighbours (PolyGram)
  - 3 **Rui Veloso** - Auto Da Pimenta (EMI)
  - 4 **Tina Turner** - Simply The Best (EMI)
  - 5 **Carlos Guilherme** - Histórias De Amor (Edisom)
  - 6 **Bee Gees** - The Very Best Of The Bee Gees (PolyGram)
  - 7 **U2** - Achtung Baby (BMG)
  - 8 **Dire Straits** - On Every Street (PolyGram)
  - 9 **Genesis** - We Can't Dance (Virgin)
  - 10 **Juan Luis Guerra/4.40** - Bachata Rosa (Ariola)

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





# EUROCHART HOT 100 SINGLES



THIS WEEK LAST WEEK WKS ON CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS ON CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS ON CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED
1	6 <b>Black Or White</b> Michael Jackson - Epic (Warner Chappell/Copyright Control)	UK.F.D.B.N.L.E.A.CH.S.DK.IR.N.SF.1	35	54 3 <b>We Should Be Together</b> Cliff Richard - EMI (Sony)	UK.DK.IR	69	84 2 <b>How Can I Keep From Singing?</b> Enya - WEA (EMI)	UK.S.IR
2	2 16 <b>Let's Talk About Sex</b> Salt-N-Pepa - frrr (Next Plateau/All Boys)	D.B.N.L.A.CH.S.DK.N.SF	36	29 24 <b>You Could Be Mine</b> Guns N' Roses - Geffen (Warner Chappell)	F.D.E.GR	70	59 2 <b>Open Your Eyes</b> Black Box - Groove Groove Melody (Warner Chappell)	UK.D.I
3	3 25 <b>(Everything I Do) I Do It For You</b> Bryan Adams - A&M (MCA/Rondor/Zomba)	F.D.B.E.A.CH.S.PGR.I	37	60 3 <b>Don't Talk Just Kiss</b> Right Said Fred - Tug (Hit&Run)	UK.IR	71	67 5 <b>When A Man Loves A Woman</b> Michael Bolton - Columbia (Warner Chappell)	UK.D.NL
4	4 3 <b>Don't Let The Sun Go Down On Me</b> George Michael & Elton John - Epic (Big Pig)	UK.D.B.NL.CH.S.DK.IR.N.I	38	44 2 <b>If You Go Away</b> New Kids On The Block - Columbia (Warner Chappell)	UK.IR.N	72	76 17 <b>Calling Elvis</b> Dire Straits - Vertigo (Chariscourt/Rondor)	F.D.P.I
5	5 <b>Bohemian Rhapsody/These Are The Days...</b> Queen - Parlophone (Various)	UK.B.NL.IR	39	35 3 <b>Diamonds And Pearls</b> Prince & The New Power Generation - Paisley Park (Warner Chappell)	UK.B.NL.CH.DK.IR.SF	73	93 2 <b>It's Grim Up North</b> Justified Ancients Of Mu Mu - KLF Communications (EG/BMG/Zoo/WC)	CH.DK.SF
6	5 8 <b>The Fly</b> U2 - Island (Blue Mountain)	F.D.NL.E.A.CH.S.P.N.I	40	36 8 <b>Raptout (Vampire)</b> Les Inconnus - Lederman (Lederman)	F.B	74	92 2 <b>Martika's Kitchen</b> Martika - Columbia (Warner Chappell)	UK
7	8 3 <b>Justified And Ancient</b> The KLF feat. Tammy Wynette - KLF Communications (EG/Zoo/WC/BMG)	UK.D.B.NL.S.DK	41	31 11 <b>Get Ready For This</b> 2 Unlimited - PWL (MCA)	UK.B.NL.E.P.IR	75	63 48 <b>Wind Of Change</b> Scorpions - Mercury (PolyGram Music/Copyright Control)	D.A
8	9 7 <b>Qui A Le Droit</b> Patrick Bruel - RCA (14 Production)	F.B	42	39 19 <b>Set Adrift On Memory Bliss</b> PM Dawn - Gee Street (MCA/Reformation)	D.E.A.CH.GR.I	76	48 5 <b>Hole Hearted</b> Extreme - A&M (Rondor)	UK.D.NL.S
9	6 8 <b>No Son Of Mine</b> Genesis - Virgin (Genesis/Hit & Run)	F.D.B.A.CH.S.PDK.I	43	32 3 <b>Rocket Man (I Think It's Going To Be A Long, Long Time)</b> Kate Bush - Mercury (PolyGram)	UK.IR	77	74 6 <b>Makin' Happy</b> Crystal Waters - A&M (Basement Boys/BMG/CC)	F.I
10	14 11 <b>Always Look On The Bright Side Of Life</b> Monty Python - Virgin (Kay Gee Bee/Virgin)	D.A.CH.N	44	52 5 <b>Bitterblue</b> Bonnie Tyler - Ariola (Hanseatic)	D.CH.N	78	79 27 <b>Any Dream Will Do</b> Jason Donovan - Really Useful (Really Useful)	A
11	10 3 <b>When You Tell Me That You Love Me</b> Diana Ross - EMI (Empire/WC)	UK.IR	45	46 3 <b>Zo Ver Weg</b> Mama's Jasje - RCA (Play That Beat)	B	79	9 <b>Cover From The Sky</b> Deacon Blue - Columbia (Poor)	UK
12	13 15 <b>Everybody's Free (To Feel Good)</b> Rozalla - Pulse 8 (Peer Music)	F.D.B.NL.E.CH.S.DK.SF	46	47 6 <b>Kon Ik Maar Even Bij Je Zijn</b> Gordon - CNR	NL	80	90 3 <b>The Megaparty</b> Latino Party - Polydor (Copyright Control)	F
13	7 14 <b>Cream</b> Prince & The New Power Generation - Paisley Park (Warner Chappell)	F.D.B.E.A.CH.S.DK.I	47	38 15 <b>Can't Stop This Thing We Started</b> Bryan Adams - A&M (Adams/Almo/Zomba)	D.A.S.P	81	78 3 <b>Falling</b> Julee Cruise - Warner Brothers (MCA Music)	D.A
14	17 2 <b>Mysterious Ways</b> U2 - Island (Blue Mountain)	UK.B.NL.S.DK.IR.SF.I	48	9 <b>Je T'Aime Melancolie</b> Mylene Farmer - Polydor (Requiem)	F.B	82	9 <b>Running Out Of Time</b> Digital Orgasm - Dead Dead Good (Be/S)	UK
15	56 2 <b>Live And Let Die</b> Guns N' Roses - Geffen (MPL Communications)	UK.B.NL.CH.S.DK.N.SF	49	41 20 <b>Bacardi Feeling (Summer Dreaming)</b> Kate Yanai - WEA (La Frette Music Paris)	D.A.CH	83	82 2 <b>Laatikoina</b> Sielun Veljet - Poko (Poko)	SF
16	12 16 <b>Good Vibrations</b> Marky Mark & The Funky Bunch feat. L.Holloway - Interscope (Warner Chappell/EMI)	D.B.A.CH.S.DK	50	37 21 <b>I'm Too Sexy</b> Right Said Fred - Tug (Hit & Run)	B.A.S.P.DK.GR	84	55 9 <b>Dizzy</b> Vic Reeves & The Wonderstuff - Sense (Lowery/BMG)	UK.A
17	15 10 <b>Change</b> Lisa Stansfield - Arista (Big Life)	D.B.NL.E.A.CH.S.GR.I	51	80 2 <b>Bare Necessities Megamix</b> UK Mixmasters - Connect (Campbell Connelly)	UK.IR	85	49 6 <b>Activ 8 (Come With Me)</b> Altern 8 - Network (Kool Kat/Virgin)	UK
18	11 4 <b>Ride Like The Wind</b> East Side Beat - frrr (Warner Chappell)	UK.D.E.IR	52	66 7 <b>Shiny Happy People</b> R.E.M. - Warner Brothers (Warner Chappell)	F	86	91 14 <b>Asi Me Gusta</b> Chimo Bayo - Area (Not Listed)	B.E
19	22 16 <b>James Brown Is Dead</b> LA Style - Decadance (Orfa/Hi-Tension)	D.B.NL.E.CH.S	53	33 27 <b>More Than Words</b> Extreme - A&M (Rondor)	F.CH.P	87	94 2 <b>Ca Ne Change Pas Un Homme</b> Johnny Hallyday - Phonogram (Desperado Music)	F.B
20	27 3 <b>Driven By You</b> Brian May - Parlophone (Queen/EMI)	UK.IR	54	45 13 <b>Obsession</b> Army Of Lovers - Ton Son Ton (Team Sonet)	B.NL.S.DK.SF	88	9 <b>Cash City</b> Luc De La Rochelliere - Trema (Trema)	F
21	18 14 <b>Something Got Me Started</b> Simply Red - east west (EMI/So What)	F.D.A.CH.GR.I	55	43 3 <b>Am I Right?</b> Erasure - Mute (Musical Moments-Sonet/Andy Bell)	UK.DK.IR	89	9 <b>Seven O'Clock News/Silent Night/A Hazy Shade Of Winter</b> Simon & Garfunkel - Columbia (Pattern)	UK
22	30 3 <b>The Show Must Go On</b> Queen - Parlophone (Queen/EMI)	UK.D.NL.I	56	62 4 <b>I Love Your Smile</b> Shanice - Motown (Carlin)	NL	90	81 3 <b>2 Legit 2 Quit</b> Hammer - Capitol (Bust-It)	NL.SF.I
23	21 14 <b>Crucified</b> Army Of Lovers - Ton Son Ton (Team Sonet)	D.B.A.CH.DK	57	89 2 <b>You</b> Ten Sharp - Columbia (Sony Music)	D.CH.N	91	9 <b>Keepin' The Faith</b> De La Soul - Tommy Boy (Various)	B.NL.CH.SF
24	23 9 <b>Song Of Ocarina</b> Jean Philippe Audin & Diego Modena - Delphine (Delphine)	F.B	58	9 <b>Was It Worth It?</b> Pet Shop Boys - Parlophone (Ten/Cage)	UK.D.S	92	85 2 <b>Joseph Mega-Remix</b> Jason Donovan & Cast Of Joseph... - Really Useful (Really Useful)	UK
25	42 2 <b>Too Blind To See It</b> Kym Sims - Atco (Copyright Control)	UK.IR	59	69 22 <b>Do The Limbo Dance</b> David Hasselhoff - White Records/Ariola ("Young" Musikverlag)	A	93	9 <b>Electrosound Take 2</b> Unity Mixers - Indisc (Various)	B
26	26 28 <b>Send Me An Angel</b> Scorpions - Mercury (PolyGram Music)	D.A.CH.S	60	9 <b>Colour Of Love</b> Snap - Arista (WC/Zomba)	UK.D.DK.N	94	57 4 <b>Roodkapje</b> Pater Moeskroen - CNR (HKM)	NL
27	16 4 <b>Smells Like Teen Spirit</b> Nirvana - DGC (Virgin)	UK.B.NL.IR	61	61 18 <b>Misery</b> Indra - Carrere (Carrere/Orlando)	F	95	9 <b>The Unforgiven</b> Metallica - Vertigo (PolyGram)	D.NL.SF.I
28	24 4 <b>Stars</b> Simply Red - east west (So What/EMI)	UK.B.NL.S.DK.IR.I	62	9 <b>Le Seigneur Des Tenebres</b> Pleasure Game - Touch Of Gold (Scorpio/Now Disc)	B	96	9 <b>Les Neiges De L'Himalaya</b> Dorothee - AB (AB Editions)	F
29	20 5 <b>Spending My Time</b> Roxette - EMI (Jimmy Fun/EMI)	UK.D.A.CH.S.SF	63	64 8 <b>Just The Way It Is, Baby</b> the Rembrandts - Atco (WB/Warner-Tamerlane/Tiger God)	F	97	9 <b>Das Boot</b> U 96 - Polydor (BavariaSonor)	D
30	28 14 <b>Don't Cry</b> Guns N' Roses - Geffen (Warner Chappell)	D.CH.S.P.SF.GR.I	64	51 4 <b>Way Of The World</b> Tina Turner - Capitol (Empire/Rondor/Goodsingle)	UK.D.B	98	9 <b>Everybody Move</b> Cathy Dennis - Polydor (EMI/Warner Chappell)	UK
31	25 14 <b>Love To Hate You</b> Erasure - Mute (Musical Moments-Sonet/Andy Bell/Sony)	D.B.A.S.SF	65	9 <b>Tuesday Afternoon</b> Stonecage - Wire (Red Herring/Misty)	S	99	72 15 <b>The Big L</b> Roxette - EMI (EMI/Jimmy Fun)	D.A.CH
32	19 36 <b>The Shoop Shoop Song (It's In His Kiss)</b> Cher - Epic (Alley/Trio/Hudson Bay)	F	66	86 7 <b>Because I Love You (The Postman Song)</b> Stevie B - BCM (Saja/Mya-T)	F	100	97 3 <b>How Gee</b> Black Machine - New Music (Lanpi)	I
33	50 15 <b>Dejeuner En Paix</b> Stephan Eicher - Barclay (Electric Unicorn)	F.B	67	9 <b>Roobarb &amp; Custard</b> Shaft - Ffrredom (MCA)	UK			
34	34 3 <b>You Showed Me</b> Salt-N-Pepa - frrr (TRO-Essex)	UK.D.IR	68	65 6 <b>Jambo</b> Erste Allgemeine Verunsicherung - Electrola (Blanco/Wintrup)	D.A			

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

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



## Brian May

One of the better climbers in M&M's Coca-Cola Eurochart Hot 100 Singles of this week is Brian May's *Driven By You*. A steady rocker sporting a catchy chorus, the song was commissioned by UK advertising agency Ogilvy & Mather for a Ford TV commercial and has been aired on national TV channels since July, 1991. It is estimated that since the summer some £1 million has been spent on booking airtime.

Originally consisting of only a 90-second-long musical recording, May decided to make it into a single and include it in his forthcoming solo album, due for release this spring.

Demand for the track has been building ever since and EMI Records (UK) decided to release it commercially the beginning of last month. Releases in the rest of Europe are due, as the Ford commercial is starting to debut across the continent (excluding Scandinavia).

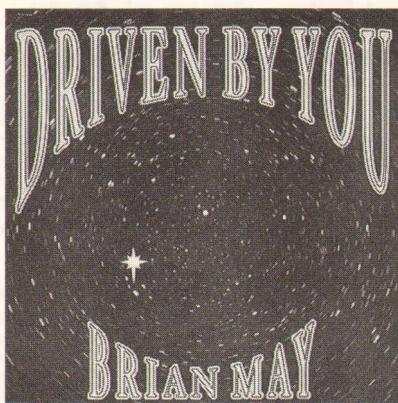
EMI has been working on a marketing campaign together with Ogilvy & Mather, including the production of 40x30-sized posters for in-store and product counter boxes, all branded with Ford and the artist's name. A retail competition has also been set up for the winner to enjoy a day at Ford's race track.

According to EMI Records (UK) senior product manager Parlophone/Capitol Mark Collen, some of the stock was sold to Ford, which in turn supplied

all 1200 car dealers with the product to play in the stores. In addition, music and a video—shot at the recent Guitar Legends Festival in Seville—were supplied to Ford's factories.

The song is currently number five in the UK MRIB chart and a new entry in Ireland (number 21). Meanwhile, radio reception has been very encouraging. Of the 15 EHR stations in the UK, only two (GWR/Bristol and Red Rose Radio/Preston-Blackpool) report the single in medium rotation. All the others—including BBC Radio 1, Capital Radio/London, BRMB/Manchester and the Metro Radio Group/Newcastle—have the single in "A" rotation.

Machgiel Bakker



## Joy Salinas

Programmers who can't get enough of the sensual soul of Lisa Stansfield can get another dose from Italian singer Joy Salinas. Naples-based Flying Records has just released the long-awaited, self-titled debut album by this talented singer who originally hails from the Philippines.

The cosmopolitan dance album is produced by the renowned Sold Out team, who give all their productions a Soul II Soul touch. Another famous Italian production team, Blackbox, has remixed Salinas' 1991 breakthrough single *Rockin' Romance (I Go Slow)*. It reached number two in the Italian charts, and it peaked at number 14 in the UK dance charts. Although this typical Italo dance number is representative for Salinas, it doesn't unveil her jazzy inspiration as clearly as the other tracks, on which the influence of the likes of Anita Baker and Ella Fitzgerald shine through.

On the new single *The Mystery Of Love*—vaguely reminiscent of *The Only Way Is Up* by Yazz—Incognito's Gary Sanctuary is featured as keyboardist, giving it a fine jazz dance touch. Apart from these two singles, the album also contains her 1990 single *Stay Tonight*—initially released on Flying subsidiary One Thousand Records. Before her "Italian period" Salinas had one single, *Paris Night*, out on the French Dreyfus label.

Since the release of the album on December 9, Flying is heavily promoting the album. Says promotion manager Alessandro Massara, "We treat it as a real album project because we want long-term careers for our artists. So we go for coverage in all possible media. Because this album is not your average dance album, but a real sophisticated one which should appeal to Lisa Stansfield fans, we took ads in all daily newspapers. Also, we try to get as many interviews in the printed press."

Flying has organized showcases in three major cities. The first one took place in Milan on December 19. It was recorded by national TV station RAI 1 for broadcast at a later date on the "Rock Café" programme. The other two shows will be in mid-January: one in Rome and one in hometown Naples.

Adds Massara, "We invited all daily newspapers for the Milan show. We wanted the people to see that Salinas is a real artist who can handle real live performances with real musicians."

At presstime in Italy the album had already sold 20,000 copies. The album is out in the UK on Flying UK. In Japan it is released on Alfa. So far in France, the new single is out on Epic, while the release of the album has to be confirmed yet.

Robbert Tilli

# NATIONAL AIRPLAY

National product is highlighted in red

### UNITED KINGDOM

Most played records on BBC stations and major independents.

1. (1) **Simply Red - Stars**
2. (3) **Michael Jackson - Black Or White**
3. (6) **George Michael/Elton John - Don't Let The Sun ...**
4. (14) **Martika - Martika's Kitchen**
5. (16) **U2 - Mysterious Ways**
6. (2) **KLF/Tanmy Wynette - Justified & Angeli**
7. (-) **Brian May - Driven By You**
8. (4) **Diana Ross - When You Tell Me That ...**
9. (10) **Prince/The N.P.G. - Diamonds & Pearls**
10. (18) **R.S.F./J. Brown - Don't Talk Just Kiss**
11. (8) **James - Sound**
12. (-) **Kym Sims - Too Blind To See It**
13. (-) **Kate Bush - Rocket Man**
14. (5) **Extreme - Hole Hearted**
15. (7) **Tina Turner - Way Of The World**
16. (19) **East Side Beat - Ride Like The Wind**
17. (20) **Erasure - Am I Right?**
18. (15) **Salt-N-Pepa - You Showed Me**
19. (-) **Pet Shop Boys - Was It Worth It?**
20. (-) **The Farm - Love See No Colour**

### GERMANY

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

1. (4) **Tina Turner - Way Of The World**
2. (1) **Michael Jackson - Black Or White**
3. (5) **Monty Python - Always Look On The ...**
4. (3) **Roxette - Spending My Time**
5. (10) **Münchener Freiheit - Liebe Auf Den ...**
6. (2) **Genesis - No Son Of Mine**
7. (7) **Simply Red - Stars**
8. (9) **Lisa Stansfield - Change**
9. (8) **Ten Sharp - You**
10. (11) **Glass Tiger - My Town**
11. (19) **Bryan Adams - I Do It For You**
12. (-) **Cliff Richard - Scarlet Ribbons**
13. (6) **Simply Red - Something Got Me Started**
14. (13) **Scorpions - Send Me An Angel**
15. (12) **Army Of Lovers - Crucified**
16. (14) **Salt-N-Pepa - Let's Talk About Sex**
17. (-) **Peter Alexander - Auf Die Liebe Kommt ...**
18. (-) **E.A.V. - Jambo**
19. (-) **Matthias Reim - Ich Hab' Mich So Auf ...**
20. (-) **Die Flippers - Mona Lisa**

### FRANCE AM

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

1. (-) **Francis Cabrel - Petite Marie**
2. (6) **Johnny Hallyday - Ca Ne Change Pas ...**
3. (7) **Etienne Daho - Saudade**
4. (2) **Patrick Bruel - Qui A Le Droit**
5. (11) **Mylene Farmer - Je T'Aime Melancolie**
6. (-) **Jean-Jacques Goldman - I.2.3.**
7. (1) **Michael Jackson - Black Or White**
8. (8) **Luc De La Rochelliere - Cash City**
9. (16) **Marc Cohen - Walking In Memphis**
10. (10) **Prince/The N.P.G. - Cream**
11. (4) **Simply Red - Something Got Me Started**
12. (13) **Julien Clerc - Quitter L'Enfance**
13. (3) **Stephan Eicher - Pas D'Ami Comme Tpi**
14. (-) **Francois Feldman - Joy**
15. (5) **Renaud - Marchand De Cailloux**
16. (-) **Yannick Noah - Don't Stay**
17. (-) **Bernard Lavilliers - Fall Divers**
18. (-) **R.E.M. - Shiny Happy People**
19. (19) **Genesis - No Son Of Mine**
20. (15) **Alain Baschung - Osez Josephine**

### FRANCE FM

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

1. (1) **Michael Jackson - Black Or White**
2. (2) **Prince/The N.P.G. - Cream**
3. (4) **Simply Red - Something Got Me Started**
4. (5) **Genesis - No Son Of Mine**
5. (3) **R.E.M. - Shiny Happy People**
6. (12) **Francis Cabrel - Petite Marie**
7. (13) **Lenny Kravitz - Stand By My Woman**
8. (6) **Fredericks/Goldman/Jones - C'Est Pas DL'Amour**
9. (14) **Patrick Bruel - Qui A Le Droit**
10. (16) **Etienne Daho - Saudade**
11. (7) **PM Dawn - Set Adrift On Memory Bliss**
12. (8) **Paul Young - Don't Dream It's Over**
13. (11) **Tom Petty/Heartbreakers - Learning To Fly**
14. (-) **Martika - Love...Thy Will Be Done**
15. (9) **Cher - The Shoop Shoop Song**
16. (19) **Mylene Farmer - Je T'Aime Melancolie**
17. (-) **Guns N' Roses - Don't Cry**
18. (18) **Lloyd Cole - She's A Girl And I'm A Man**
19. (-) **Lisa Stansfield - Change**
20. (10) **Rembrandts - Just The Way It Is, Baby**

### NORWAY

Most played records on 40 Norwegian stations. Compiled by Radio Topp 20/Scaneco, Young & Rubicam.

1. (1) **Michael Jackson - Black Or White**
2. (5) **Bonnie Tyler - Bitterblue**
3. (3) **Genesis - No Son Of Mine**
4. (4) **George Michael/Elton John - Don't Let The ...**
5. (20) **Michael Jackson - Heal The World**
6. (8) **Halvdan Sivertsen - Ti Tusen Tommelotto**
7. (7) **A-Ha - Move To Memphis**
8. (2) **Dag Kolsrud - Mary Tomorrow**
9. (6) **Ten Sharp - You**
10. (9) **Chris Rea - Winter Song**
11. (-) **Dag Kolsrud - Someone To Love**
12. (10) **Monty Python - Always Look On The ...**
13. (13) **Enya - Caribbean Blue**
14. (14) **Richard Marx - Keep Coming Back**
15. (-) **Tina Turner - Way Of The World**
16. (-) **Simply Red - Stars**
17. (12) **Lisa Stansfield - Change**
18. (16) **Salt-N-Pepa - Let's Talk About Sex**
19. (11) **Michael Bolton - When A Man Loves A Woman**
20. (17) **Eric Clapton - Wonderful Tonight**

### SPAIN

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

1. (3) **Danza Invisible - La Deuda De La Mentira**
2. (1) **Simply Red - Something Got Me Started**
3. (4) **Complices - Cuando Duermes**
4. (6) **Celtas Cortos - El Ritmo Del Mar**
5. (15) **U2 - The Fly**
6. (10) **Eros Ramazzotti - La Vida Todavia**
7. (12) **Bryan Adams - Can't Stop This Thing...**
8. (9) **Decada Prodigiosa - Licencia Para Bailar**
9. (14) **Bros - Try**
10. (19) **Various - Bolero Mix 8**
11. (13) **Various - Maquina Total 2**
12. (-) **Pet Shop Boys - DJ Culture**
13. (17) **Tina Turner - Nutbush City Limits**
14. (16) **Lenny Kravitz - Stand By My Woman**
15. (18) **Joe Cocker - Night Calls**
16. (-) **Genesis - No Son Of Mine**
17. (-) **Queen - The Show Must Go On**
18. (20) **Loco Mia - Niña**
19. (-) **Amistades Peligrosas - Estoy Por Ti**
20. (-) **Terapia Nacional - Amor Helado**

### HOLLAND

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

1. (-) **R.Kelly - She's Got That Vibe**
2. (2) **U2 - Mysterious Ways**
3. (7) **Shanice - I Love Your Smile**
4. (-) **Queen - Bohemian Rhapsody/These Are ...**
5. (8) **KLF - Justified And Ancient**
6. (11) **Orkestra - Fly Away**
7. (-) **Kate Bush - Rocket Man**
8. (-) **PM Dawn - Paper Doll**
9. (1) **Salt-N-Pepa - You Showed Me**
10. (-) **Rob De Nijs - December**
11. (4) **Michael Jackson - Black Or White**
12. (15) **De Groothandel & Co. - 008**
13. (10) **Robbie Valentine - Over And Over Again**
14. (13) **Rene Froger - Still On Your Side**
15. (-) **Stars - Simply Red**
16. (9) **Gordon - Kon Ik Maar Even Bij Je Zijn**
17. (12) **Lenny Kravitz - What The Fuck Are ...**
18. (17) **De La Soul - Keepin' The Faith**
19. (5) **Bonnie Raitt - I Can't Make You Love Me**
20. (16) **Nirvana - Smells Like Teen Spirit**

### SWITZERLAND

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

1. (1) **Michael Jackson - Black Or White**
2. (2) **Simply Red - Something Got Me Started**
3. (4) **Bryan Adams - I Do It For You**
4. (13) **Salt-N-Pepa - Let's Talk About Sex**
5. (9) **Lisa Stansfield - Change**
6. (3) **Genesis - No Son Of Mine**
7. (6) **Prince/The N.P.G. - Cream**
8. (12) **Monty Python - Always Look On The ...**
9. (5) **Ten Sharp - You**
10. (14) **Joe Cocker - Night Calls**
11. (15) **Bonnie Tyler - Bitterblue**
12. (8) **Richard Marx - Keep Coming Back**
13. (-) **Simply Red - Stars**
14. (-) **Die Prinzen - Gabi Und Klaus**
15. (-) **Bob Seger/Silver Bullet Band - The Real Love**
16. (11) **Tina Turner - Way Of The World**
17. (-) **Clouseau - Close Encounters**
18. (-) **Chris Rea - Winter Song**
19. (7) **Roxette - Spending My Time**
20. (-) **Tom Petty/Heartbreakers - Into The Great ...**

### FINLAND

Most played records on private radios as compiled by Discopress.

1. (1) **Kurre - Jäit Sateen Taa**
2. (3) **Samuli Edelmann - Pienestä Kii**
3. (6) **Anna Hanski - Purjelentäjä**
4. (20) **Sepi Kumpulainen - Armotonta Menoa**
5. (9) **Benny Törnroos - Käy Muumilaaksoon**
6. (4) **Topi Sorsakoski - Haavekuva**
7. (2) **Genesis - No Son Of Mine**
8. (5) **Pave Maijanen - Hän Tulee Mun Sänkyyn**
9. (16) **Erasure - Love To Hate You**
10. (-) **Michael Jackson - Black Or White**
11. (12) **Ressu Redford - Kato Mitä Sä Teit**
12. (1) **Meiju Suvas - Pure Mua**
13. (8) **Marsto - Muisto Vain Jää**
14. (17) **Samuli Edelmann - Paratiisilinnut**
15. (-) **Ressu Redford - Lautussa On Helppo Rakastaa**
16. (-) **Puolukuu - Makeaa Myrkyä**
17. (-) **Juhumatti - Vain Hän**
18. (15) **Bryan Adams - I Do It For You**
19. (-) **Army Of Lovers - Crucified**
20. (7) **Milana - Aurington Tyttö**

### SWEDEN

Most played records on Swedish national and local stations. Compiled by Airplay Sweden.

1. (1) **Michael Jackson - Black Or White**
2. (3) **Eva Dahlgren - Kom Och Håll Om Mig**
3. (2) **Stonecake - Tuesday Afternoon**
4. (-) **Simply Red - Stars**
5. (-) **Just D - Juligen**
6. (7) **Rozalla - Everybody's Free**
7. (11) **Pontus/Amerikanerna - Godmorgon Columbus**
8. (10) **Beagle - A Different Sunday**
9. (-) **Martika - Martika's Kitchen**
10. (19) **Pugh Rogefeldt - Bröllopslockorna**
11. (-) **Mauro Scocco - Till Dom Ensamma**
12. (4) **Anna Dansar - Anders Glenmark**
13. (-) **Robyn Hitchcock - So You Think You're ...**
14. (-) **Bryan Adams - There Will Never Be ...**
15. (18) **U2 - Mysterious Ways**
16. (9) **Scorpions - Send Me An Angel**
17. (-) **Eldkvarn - Den Långa Färden**
18. (-) **Eva Dahlgren - Vem Tänder Stjärnorna**
19. (8) **Da Yeené - Alright**
20. (-) **Genesis - No Son Of Mine**



## Radio

(continued from page 1)

don't think radio is the ideal medium for these events. It will neither benefit nor lose from them."

That's also the opinion of **Marissa Cadalso**, head of the radio advertising ad department at Spanish agency **Central Media**. "I foresee revenues down next year," comments Cadalso. "They've been decreasing over the last few years. With more TV channels present and posing a

not the case with many of the smaller stations. There is no longer the money to support everyone.

"I think there are going to be changes. For example, it's clear that the FM market aimed at younger listeners is already saturated. I wouldn't be surprised to see one of the networks in this area disappear over the next 12 months."

AM web **RTL** president **Jacques Rigaud** is somewhat more upbeat about radio's outlook. "I think 1992 will be a posi-

our sales in 1991 were made in east Germany, where no private radio stations presently exist. However, as the buying power of the east Germans increases, we expect to be able to substantially add to our sales despite the coming competition in that area."

**Burkard Fink**, head of marketing for pubcaster **Antenne Niedersachsen**, says radio must take advantage of the medium's potential. "The production of a TV spot can cost between DM150,000 and 400,000, which is more than the cost of a successful radio campaign, including time buying," he says.

"Radio is less expensive, the results are more intensive than newspapers, and it can target more clearly on exact groupings of listeners. Newspapers present advertising with prices and sales, but radio talks to the buyer as he or she leaves home and on the way to the store."

Pubcaster **Hessischer Rundfunk** press spokesperson **Verena Metz-Mangold** says the biggest problem facing public radio in 1992 is the loss of advertising revenue. "In 1991 alone, the **ARD** lost over DM300 million in revenue," comments Mangold. "We are looking at a possible loss of up to DM500 million for the coming year. Although the radio market, with all its possibilities, is developing, public radio is forced to prohibit advertising after 20.00, and is also forbidden to use the new forms of advertising and promotion, such as sponsored programmes."

### The UK

In recession-beleaguered Great Britain, the radio ad climate is looking brighter, at least compared to a disastrous 1991 when billings dropped an estimated 4.5%. Ad spend is forecasted to grow 12.2% to US\$312 million, according to Zenith.

Says **Geoffrey Holliman**, marketing/sales director at **Radio Clyde/Glasgow**, "I believe next year's growth improvement will come from local retail advertising." That assumption is based on the response to 1992 proposals and from ad billings during the fourth quarter of '91.

Holliman also points to an increase in business-to-business advertising, such as office equipment and services. But that's only if the tail-end of the recession is indeed in sight, as the government predicts.

**David Bagley**, group sales director at **Midlands Radio Group**, echoes Holliman's comments that retail will put some life into radio advertising. But, he sees growth potential in the leisure market, such as pubs and clubs. "We've seen an increase in the last few years," he says. "It will involve more direct selling, advertisers seeing results 'this week' and getting their pound of flesh immediately after money spent."

Bagley sees more money from sponsorship deals since the ceiling on prizes and promotions was

lifted in 1991. "More companies are putting money aside for below-the-line promotions," he says. "The PR people and agencies are starting to see radio as a great opportunity."

Notes **Capital Radio/London** programme director **Richard Park**, "The most important thing for radio is to get revenues up, although with the present back-drop of recession, this is going to be difficult. In the UK, it is a two-percent medium, which leaves Britain and Holland as the 'back markers' in the international table.

"France and Italy are miles ahead and have bigger shares of the advertising cake than we do in this country." He adds, "Without any question, it is something the French and Italians have got right. There is a much, much better profile for radio stations there than there is in the UK. The listenership to [French networks] **Europe 2** and **NRJ**, and the consequent buzz that has been created, has attracted the major advertisers more so than in the UK."

**Midlands Radio Group MD Ron Coles** says one wild card is the future of the two national commercial franchises. "Certainly one of the biggest challenges in the new year," he says, "will be to make the two national services

Nove Pubblicita is increasing its role as consultant and is involved in solving the marketing problems of companies. We have prepared market studies as a demonstration of that and can go to clients directly with proposals.

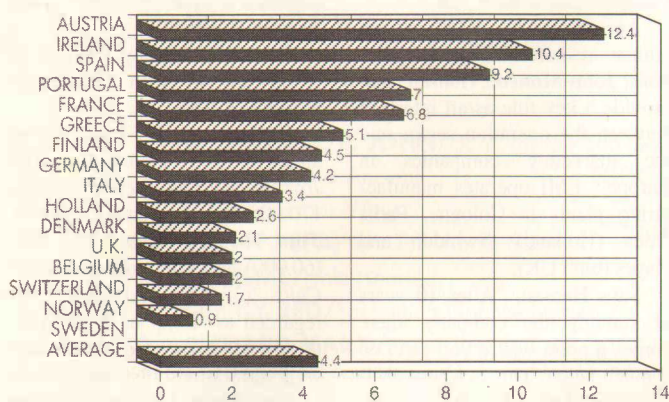
"The problem now is that the radio market is too fragmented. There are too many small stations with improper structures. We need to convince clients that we are a serious company with an excellent structure and organization.

"Many firms believe that radio stations are just small-time operators or have suffered in the past by not having their ads aired or whatever. If stations improve their act, it will be good for everybody. We have an ambitious objective for 1992, which is a 50% increase. We also believe it's possible."

### Belgium

Belgium has been one of Europe's fastest-growing radio ad markets in the late '80s and early '90s. **Birgitta De Smet**, advertising manager with ad agency **IP Transistor**, is also forecasting single-digit increases. "I foresee an increase of about six percent in sales for radio next year. Based on what we know today, I even

## Radio's Share Of Total Advertising 1992



Source: M&M analysis of Zenith Media Worldwide data. (Figures in %)

growing threat, the radio networks will have to resort to accepting sponsorships instead of the traditional ad spots, a strategy the TV stations are beginning to follow with more energy.

"It would be best to go for alternative sources of ad revenues like sponsorships. We need new ideas in this sector. Despite the ad revenue slump, rates have gone up as much as nine percent."

### France

In France, the second-largest market, ad billings are expected to increase 6.6% to US\$681 million. But in Europe's most competitive market, that might not be enough.

Comments **Pierre Bellanger**, president of FM radio net **Skyrock**, "For the regional stations, 1992 is likely to be a difficult year. In the present economic situation, the market cannot support independent commercial stations. They are going to have to organize themselves. This means the [broadcast regulator] **CSA** will have to encourage a situation, which already exists in the regional press, where there can only be one regional station per region.

"The major challenge for the coming year is going to be the management of an extremely tight advertising budget. FM stations have grown at a far greater rate than advertising and most stations are going to have to tighten their belts in an already tight economic situation."

**Andrew Manderstam**, president of FM AC net **RFM**, says, "RFM itself is facing a good year since we have already done our belt-tightening and have established a solid economic basis which will take us through the tough times. Unfortunately, this is

growing threat, the radio networks will have to resort to accepting sponsorships instead of the traditional ad spots, a strategy the TV stations are beginning to follow with more energy.

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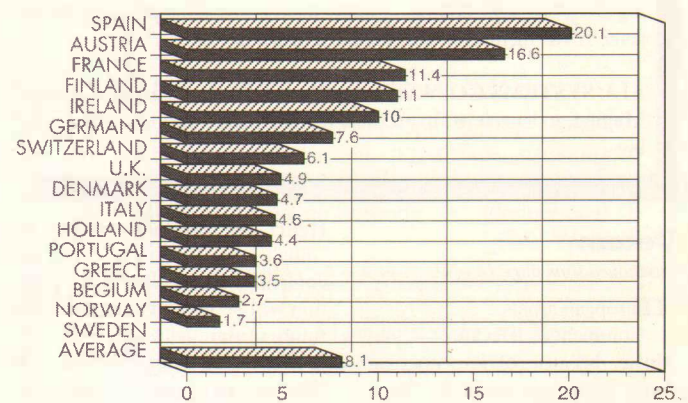
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## Radio Ad Spend Per Person 1992



Source: M&M analysis of Zenith Media Worldwide data. (Figures in US\$)

work for the industry by bringing new advertising spend to radio, instead of taking it from existing services."

### Italy

In the US\$295-million Italian market, agencies are also very cautious about growth prospects. Says **Maurizio Sina**, marketing director at ad agency **Nove Nove Pubblicita**, "The forecast for advertising in general is not good for 1992. There is a feeling that this year will remain the same or worse than last year and a growth of no more than 7%-8% is predicted."

Sina, whose agency secures ad clients for **Rete 105**, **Radio Monte Carlo** and **105 Classic**, adds, "We feel there is more scope in the radio sector. The cost of TV advertising is expected to rise by 25%-30% and many companies will not be able to afford that. It should provide an opportunity for 'minor media' to capitalize."

"In this period of recession you have to go to the market with the right attitude and image. Nove

predict a seven-percent increase by 1993," says De Smet.

"We still have an important market before us, and advertisers who turned to radio this year as a tester will certainly continue to do so in 1992."

"The fact that 1991 also saw the launch of new stations such as **Bel RTL**, has opened new perspectives for our clients. If the Flemish community would change the legal environment for networks, we could even pass the six-percent growth rate next year. There's a shortage in ad space in the north of Belgium."

**Ferdi Vandelooy**, a sales executive for **Radio Express/Antwerp** also sees growth opportunities if regulatory and ratings methodology changes are made. "With six years' experience as an independent ad sales executive, I have been witnessing a 30-40% increase in revenue in the past few years. The problem is that Flemish privates are limited to six minutes of advertising per hour. At **Radio Express** all ad space is booked up solid."



## EMI

(continued from page 1)

**FROM CHRYSALIS TO VIRGIN:** Paul Conroy is the new MD at Virgin UK. Reporting to Virgin Music Group MD Ken Berry, he replaces Jon Webster, who was promoted to MD of Virgin Records International. Conroy joins the label from Chrysalis International, where he has been president since August of 1989. Before that he was MD of WEA UK's US division. Conroy says the move has been "brewing over the last six months and it has been something that I've been discussing with Richard Branson a lot." Conroy expects to join starting February 1, "depending on when EMI lets me go." It is not known who will be replacing Conroy at Chrysalis.

**PRIVATIZATION HITS RADIO:** Berliner Rundfunk, the former east German pubcaster, is the first public station to be privatized. The state communications commission Anstalt für Kabelkommunikation-Berlin has awarded the frequency to three German newspaper groups. A fourth partner is expected to be named soon. Details next issue.

**IT'S A DEAL:** BMG France and veteran indie producer Max Amphoux have teamed in a 50-50 joint venture to develop new local talent in France. It is the first time that BMG has set up a deal of this nature with an indie producer. BMG president Bernard Carbonez says he is confident in his partner's skills, since Amphoux has worked with such artists as Enzo Enzo and Sylvie Maréchal.

**SPANISH NEWSMAKER:** Carlos Sanmartin has been promoted to GM marketing for EMI/Hispavox in Madrid. He previously handled the marketing of EMI. At BMG Records (UK) Yvonne Fletcher has been appointed senior international manager. She will report to head of international marketing Chrissie Harwood.

**THE CHAIRMAN SPEAKS:** New Capital Radio MD and newly elected AIRC research committee chairman Richard Eyre agrees that Irish long-waver Atlantic 252 should be included in the new RAJAR research. "It is better that research measures all radio [including 252]," he says, adding, "I know that carries some problems [with some AIRC members], but Atlantic 252 is a fact of life."

**ALL SYSTEMS GO:** Wait for east west UK's domestic A&R set-up, Magnet, to launch its first act this month. Interest from the US seems big.

## Decam

(continued from page 1)

of European artists.

Comments Decam, "Sony Music, because of its American roots, is very strong in the development of Anglo-American acts in Europe but rather weak on European acts. This new structure is dedicated to helping our affiliates increase the number of local artist releases in other territories. We can even sign an artist directly and then allocate the act to a local company if we feel it has a real European potential."

Patricia Kaas is a perfect example of how Decam wants to manage artists. She was co-produced and developed jointly by Sony Music's German and French companies. "Recording and marketing costs are rising," he says. "Like the film industry, I am convinced that we have a lot to gain in adopting co-production measures or joint partnerships. It allows [companies] to spread the risk to at least two countries and to lower the breakeven point for each one. It also requires us to be more open to each other's influences and to different ways of working."

While Decam says he had to think about the decision for a long time, he believes it is a perfect time to launch this type of structure in Europe.

Sony Music France president

Henri de Bodinat reports he "didn't want Decam to leave the company," but believes "his position will be very important for the future of European acts."

Comments de Bodinat, "It [Decam's post] is a strategic position at a time when [a unified] Europe becomes more and more a reality in the wake of the Maasticht summit. And the fact that a Frenchman is taking over this job is very good news. I think that Sony and our artists have a lot to gain from that. We have to increase the capacity of the different affiliates to work on European artists."

De Bodinat says he doesn't plan an immediate replacement for Decam at Columbia, and that he will assume most of Decam's daily responsibilities. However, he plans to give more autonomy to the A&R, marketing and promotion teams at the label.

Decam was with the company for 10 years. After studying marketing, he spent a couple of years at Procter & Gamble, then joined CBS France in 1981 as head of product. Three years later, Decam became a part of the international marketing team at



Patrick Decam

split equally between Ritto and Bruun. It is believed that Fabricius-Bgerre sold his shares back to the Medley co-owners.

The new pact gives EMI direct access to Medley's local roster. Says Ritto, "We are strong with local artists and had a 25% market share in that field. EMI only has three percent. But they score very well with international acts. The combination makes a lot of sense."

EMI Music continental European operations MD Alexis Rotelli was unavailable for comment at press time.

Ritto feels Medley is at a turning point in its history. "It is an interesting period. We're bubbling under everywhere and starting to break through in Japan, the US and Australia. EMI gives us the opportunity to expand and to do what we're best in—developing new talent. We'll keep the profile of an indie and use the power of a major."

He confirms that all foreign licensing agreements for Medley acts will be continued. However, Ritto intends to terminate present local distribution deals with UK labels Music For Nations and Beggars Banquet, as well as Swedish MNW, sometime during the first quarter of this year.

## Berlin

(continued from page 1)

teners.

Both Radio Energy and 104.6 RTL, which target the 14-39 age demo, were happy with their results. In that group, 104.6 RTL registered 450,000 daily listeners, followed by RIAS II with 360,000, Radio 100.6 with 270,000 and Radio Energy with 190,000.

Radio Energy achieved the most precise targeting, with 83% of its listeners being in the 14-39 age group. RTL followed with 71% and 60% for RIAS II. Public station SFB 4 equalled the Radio Energy percentage, but only attracted half the number of listeners.

Radio Energy MD Thomas Thimme says his station more than doubled its forecast numbers. "We looked for 100,000 daily listeners, and came in with 230,000," he says. "We are firm believers in narrowcasting. The Berlin market is changing from

CBS' European office in Paris, working with Pierre Sissmann and Jorgen Larsen.

In 1987, he created the special marketing department at CBS France, and in three years, the turnover of the department increased to Ffr500 million (app. US\$92.6 million). Last September, de Bodinat appointed Decam GM of Columbia, Sony Music France's main label with top-selling acts such as Patricia Kaas, Jean-Jacques Goldman and Francis Cabrel.

The Danish EMI company is the second-largest nationally with a market share of 15%, trailing only PolyGram (approximately 20%). Combined with Medley's current market share of five to seven percent, the merged company could become a true rival to PolyGram.

Ritto and Bruun will be heading the EMI Medley company starting April 1. EMI Denmark MD Hans Peter Hansen will exit, having been in charge for 10 years, to join EMI Music's London-based headquarters at Gloucester Place. He will be involved in developing a new pan-European distribution structure.

According to EMI Music human resources director/operations, John Monroe, Hansen "will provide a key role as an interface between the operation sector and the marketing companies in Europe." EMI operates manufacturing plants in Cologne, Paris, Uden (Holland), Swindon and Hayes (both UK).

Says Hansen, "After 10 years of running the company, there comes a point where you can't do it much better. This is a new challenge." Hansen also will start his new job on April 1.

Medley emerged into the '80s as a company with strong roots in local repertoire. However, contrary to most other local companies, Medley has been very suc-

cessful in exploiting its artists abroad. The label's hottest act is rock quartet D.A.D., who are signed outside of Scandinavia to Warner Brothers and reached domestic sales of 60,000 copies of their latest album *Riskin' It All*. Other Medley acts include Hanne Boel (signed to Metronome for the G/S/A territories) and pop act Michael Learns To Rock (Impact for the US).

The label also launched a dance division—Soulpower—in cooperation with renowned producers SoulShock & Cutfather. The new division is responsible for such acts as Cut 'N' Move (signed to Epic worldwide) and Yasmin (Geffen).

In 1984, Medley enjoyed a worldwide hit with Laidback's *Sunshine Reggae*.

EMI Denmark's most recent album successes include Roxette's *Joyride* (selling between 160-170,000 copies—quadruple gold), Tina Turner's *Simply The Best* (60,000) and Joe Cocker's *Night Calls* (35,000). Although not regarded as strong in local repertoire, EMI has scored consistently well with domestic stand-up comedy act Linie 3, who sold some 100,000 copies of their latest 10-year anniversary album *10 Ars Jubilaeumsshow*. Additional reporting by Bo Berg & Robbert Tilli.

day-to-day. Now that Berliner Rundfunk is going private, I'm sure that their new programme structure will capture a nice chunk of the 35+ audience.

"Our goal is the 14-to-39-year-old listeners, and 83% of our listeners are in that group. We're not at all surprised that RTL had a faster start than we did. First of all, the name RTL is already well known in Germany; and second, we heard that RTL spent about DM3 million (app. US\$1.9 million) on its ad campaign and on contests giving away money. Our promotion budget for the same period was less than 20% of that amount. We feel that Radio Energy serves our target groups wants and needs better than any other station."

104.6 RTL PD Arno Muller is also pleased with the numbers. "We're number one in every age category from 14-to-39," he says. "For instance, in the 14-29 group, we have 37.7% compared to Radio Energy's 17.5%. In the 14-39 group, we're even further ahead."

"I have to admit that it's much more than we expected, and we are both proud and happy. We have already captured the most interesting audience for advertisers. The numbers that we have produced prove that a strongly formatted music station, without magazine features, can be hugely successful. Other stations try for so-called 'full service' programming, while we just try to broadcast what most of the people want to hear—great pop music, great air personalities and great contests. Energy leans more to EHR,

and is looking for a younger audience."

Radio 100.6 deputy PD Klaus Kelle looks at the Berlin audience picture very differently. "Of course we're delighted with the results from a test that we didn't even commission. It shows that in spite of the number of stations in our market, our concept captures most of the audience. I don't mean just the 35+ group, which we dominate, but also the younger listeners. Our mix of pop, German schlager and oldies appeals to a very wide audience. That's what we're geared up for."

"We have applied for new frequencies in eastern Germany in Mecklenburg-Vorpommern, as well as in Sachsen-Anhalt. It looks like we'll be the first private station to gain local frequencies in those states."

Public station RIAS II, which lost its position as the number one station in Berlin, is not surprised at the audience erosion. Station press/information officer Dietrich Pawlowski comments, "Of course, with two new stations fighting for our primary age group, we have to lose some listeners. We don't take advertising, we don't chase listeners and offer them big prizes, and we're not aiming at people who just want to hear some pop music. We haven't changed our format of a 70:30 mix of music and information and don't plan on doing so."

"Don't forget the curiosity factor of new stations in the marketplace. If we're still around in a year, and we hope to be so in one form or another, then let's see how the numbers stabilize."



**EHR TOP 40**

TW	LW	WOC	Artist/Title	Label	Total	A	B	Add
1	1	5	<b>MICHAEL JACKSON</b> /Black Or White (Epic)	69	66	3	1	
2	2	8	<b>GENESIS</b> /No Son Of Mine (Virgin)	62	46	16	0	
3	7	4	<b>SIMPLY RED</b> /Stars (East West)	50	42	8	8	
4	3	10	<b>LISA STANSFIELD</b> /Change (Arista)	48	31	17	0	
5	6	5	<b>TINA TURNER</b> /Way Of The World (Capitol)	47	35	12	9	
6	4	7	<b>MICHAEL BOLTON</b> /When A Man Loves A Woman (Columbia)	38	31	7	1	
7	5	5	<b>ROXETTE</b> /Spending My Time (EMI)	37	29	8	0	
8	14	3	<b>G. MICHAEL/E. JOHN</b> /Don't Let The Sun Go Down... (Epic)	37	26	11	11	
9	26	2	<b>KLF</b> /Justified & Ancient (KLF Communications)	31	21	10	9	
10	10	3	<b>U2</b> /Mysterious Ways (Island)	30	26	4	2	
11	17	12	<b>SALT-N-PEPA</b> /Let's Talk About Sex (ffrr)	31	23	8	0	
12	8	6	<b>EXTREME</b> /Hole Hearted (A&M)	33	26	7	0	
13	11	14	<b>SIMPLY RED</b> /Something Got Me Started (East West)	30	27	3	1	
14	9	8	<b>RICHARD MARX</b> /Keep Coming Back (Capitol)	29	18	11	0	
15	23	3	<b>MARTIKA</b> /Martika's Kitchen (Columbia)	26	19	7	3	
16	18	4	<b>SHANICE WILSON</b> /I Love Your Smile (Motown)	27	20	7	3	
17	16	13	<b>PRINCE</b> /Cream (Paisley Park)	25	21	4	0	
18	22	2	<b>PRINCE</b> /Diamonds And Pearls (Paisley Park)	26	17	9	5	
19	15	6	<b>DIRE STRAITS</b> /Heavy Fuel (Vertigo)	26	18	8	2	
20	20	4	<b>K. MINOGUE &amp; K. WASHINGTON</b> /If You Were... (PWL)	28	18	10	3	
21	25	4	<b>SEAL</b> /Killer (ZTT/WEA)	23	18	5	1	
22	NE	→	<b>KATE BUSH</b> /Rocket Man (Mercury)	24	18	6	5	
23	33	4	<b>VIC REEVES &amp; THE WONDER STUFF</b> /Dizzy (Sense/Island)	22	15	7	3	
24	12	12	<b>MARIAH CAREY</b> /Emotions (Columbia)	21	14	7	1	
25	13	7	<b>GLASS TIGER</b> /My Town (Capitol)	21	17	4	1	
26	NE	→	<b>KYM SIMS</b> /Too Blind (Strictly Rhythm/East West)	17	13	4	4	
27	NE	→	<b>CATHY DENNIS</b> /Everybody Move (Polydor)	22	14	8	3	
28	35	2	<b>SALT-N-PEPA</b> /You Showed Me (ffrr)	19	13	6	2	
29	31	2	<b>QUEEN</b> /The Show Must Go On (Parlophone)	21	18	3	1	
30	27	13	<b>BRYAN ADAMS</b> /Can't Stop This Thing We Started (A&M)	21	14	7	0	
31	NE	→	<b>EAST SIDE BEAT</b> /Ride Like The Wind (ffrr)	18	11	7	4	
32	NE	→	<b>KENNY THOMAS</b> /Tender Love (Cooltempo)	19	15	4	4	
33	NE	→	<b>GUNS N' ROSES</b> /Live And Let Die (Geffen)	17	7	10	7	
34	NE	→	<b>BRIAN MAY</b> /Driven By You (Parlophone)	17	14	3	7	
35	NE	→	<b>DIANA ROSS</b> /When You Tell Me That You Love Me (EMI)	21	16	5	1	
36	19	9	<b>U2</b> /The Fly (Island)	19	14	5	0	
37	NE	→	<b>ERASURE</b> /Am I Right (Mute)	19	14	5	3	
38	24	5	<b>SCORPIONS</b> /Send Me An Angel (Vertigo)	21	11	10	0	
39	29	25	<b>BRYAN ADAMS</b> /(Everything I Do) I Do It For You (A&M)	21	12	9	0	
40	21	5	<b>BELINDA CARLISLE</b> /Do You Feel Like I Feel (Offside/Virgin)	18	12	6	0	

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

**CHARTBOUNDED RECORDS**

<b>OMD</b> /Call My Name (Virgin) 20/4	<b>QUEEN</b> /Bohemian Rhapsody* (Parlophone) 13/8
<b>ARMY OF LOVERS</b> /Obsession (China) 19/2	<b>NEW KIDS ON THE BLOCK</b> /If You Go...*(Columbia) 13/7
<b>AMY GRANT</b> /That's What Love Is For (A&M) 19/2	<b>ENYA</b> /Caribbean Blue (WEA) 13/1
<b>A-HA</b> /Move To Memphis (Warner Brothers) 17/1	<b>MARIAH CAREY</b> /Can't Let Go* (Columbia) 12/4
<b>KENNY THOMAS</b> /Best Of You (Cooltempo) 17/1	<b>EVERYTHING BUT THE GIRL</b> /Twin...*(Blanco y Negro) 12/2
<b>PM DAWN</b> /Set Adrift On Memory... (Gee Street) 17/0	<b>PM DAWN</b> /Paper Doll* (Gee Street) 12/2
<b>PET SHOP BOYS</b> /Was It Worth It* (Parlophone) 16/6	<b>M-PEOPLE</b> /How Can I Love... (deConstruction) 12/1
<b>COLOR ME BADD</b> /I Adore Me Amor (Giant) 16/2	<b>ROZALLA</b> /Everybody's Free (Pulse 8) 12/1
<b>JAMES</b> /Sound (Fontana) 16/1	<b>ROBBIE VALENTINE</b> /Over And Over...*(Polydor) 12/1
<b>TEN SHARP</b> /You (Columbia) 16/0	<b>CLIFF RICHARD</b> /We Should Be Together* (EMI) 11/3
<b>RIGHT SAID FRED/J. BROWN</b> /Don't Talk...*(Tug) 15/7	<b>ROZALLA</b> /Faith (Pulse 8) 11/3
<b>LISA STANSFIELD</b> /All Woman (Arista) 15/3	<b>BLACK BOX</b> /Open Your Eyes* (deConstruction) 11/2
<b>DE LA SOUL</b> /Keep The Faith (Tommy Boy) 14/2	<b>DEACON BLUE</b> /Cover From The Sky*(Columbia) 11/2
<b>C&amp;C MUSIC FACTORY</b> /Just A Touch... (Columbia) 14/1	<b>BONNIE TYLER</b> /Bitter Blue* (Hansa) 11/1
<b>NATURAL SELECTION</b> /Do Anything (East West) 14/1	<b>HAMMER</b> /Addams Groove* (Capitol) 9/3

The EHR "chartbound" chart lists the total number of EHR reporting stations playing newer songs that do not yet have enough airplay points to rank among the EHR Top 40. The second number represents how many stations reported it to M&M for the first time. Songs which have received no new airplay for two consecutive weeks will be deleted from this chart, but may reappear with new airplay. In the case of a tie, songs are listed by new adds. Asterisks indicate new entries in Chartbound.

**AIRPLAY ACTION**

by Machgiel Bakker

(65%) and Germany (50%). In a matter of three weeks, the **George Michael** duet with **Elton John**, *Don't Let The Sun Go Down On Me*, has shot into the top 10. Airplay for this track is strongest in the UK, Belgium and Norway.

Top dance act **KLF** can boast the biggest jump in EHR this week with an unusual collaboration with country star **Tammy Wynette**. The single certainly set EHR programmers in the UK and the Benelux on fire by booking an increase in chart points of 32%.

EHR programmers seem to have wiped their playlists clean for the new year, as the EHR Top 40 and the Chartbound section (combined) feature 20 new entries, the highest ever.

The highest entry in the Top 40 is **Kate Bush**'s *Rocket Man*, the first single from the *Two Rooms* project to have impact on EHR. Apart from the UK, there is no particular market which stands out, although scattered airplay is reported in Denmark, Sweden and Holland.

After two weeks at the top, but without a significant chart point increase, **Michael Jackson** begins the new year with a total of 69 reporting stations, the highest ever.

Prior to this, **Genesis**' *No Son Of Mine* held the record with 68 stations. Jackson's *Black Or White* is being played in all 16 EHR markets, although France and Germany are trailing behind.

**Simply Red** continue their way to the top with *Stars*, now ranked third on EHR. Particularly favourable markets for *Simply Red* are the UK, Holland, Denmark and Sweden. However, if the group are to move up the chart, it must be in leaps and bounds as the difference in total reporting stations between positions one, two and three are pretty substantial.

**Tina Turner**'s *Way Of The World*—the artist's first real hit on EHR—has achieved positive airplay in the UK with 80% penetration, followed by Denmark (75%), Belgium

**EHR NEW ADD LEADERS**

<b>G. MICHAEL/E. JOHN</b> /Don't Let The... (Epic) 11
<b>KLF</b> /Justified & Ancient (KLF Communications) 9
<b>TINA TURNER</b> /Way Of The World (Capitol) 9
<b>QUEEN</b> /Bohemian Rhapsody (Parlophone) 8
<b>SIMPLY RED</b> /Stars (East West) 8

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

**EHR "A" ROTATION LEADERS**

<b>MICHAEL JACKSON</b> /Black Or White (Epic) 66
<b>GENESIS</b> /No Son Of Mine (Virgin) 46
<b>SIMPLY RED</b> /Stars (East West) 42
<b>TINA TURNER</b> /Way Of The World (Capitol) 35
<b>MICHAEL BOLTON</b> /When A Man... (Columbia) 31
<b>LISA STANSFIELD</b> /Change (Arista) 31
<b>ROXETTE</b> /Spending My Time (EMI) 29
<b>SIMPLY RED</b> /Something Got Me... (East West) 27

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.

**"A" ROTATION PERFORMANCE**

Artist/Title/Label	"A" %
<b>QUEEN</b> /The Show Must Go On (Parlophone) 85	
<b>QUEEN</b> /Bohemian Rhapsody (Parlophone) 84	
<b>ROBBIE VALENTINE</b> /Over And Over... (Polydor) 83	
<b>ROZALLA</b> /Everybody's Free (Pulse 8) 83	
<b>CROWDED HOUSE</b> /Fall At Your Feet (Capitol) 83	
<b>BRIAN MAY</b> /Driven By You (Parlophone) 82	
<b>PET SHOP BOYS</b> /Was It Worth It (Parlophone) 81	
<b>CLIFF RICHARD</b> /We Should Be Together (EMI) 81	
<b>GLASS TIGER</b> /My Town (Capitol) 80	
<b>SONIA</b> /You To Me Are Everything (I.Q. Records) 80	

"A" Rotation Performance is a listing of those records who have achieved the best A rotation penetration. Records listed are those outside the EHR top 20 and with a total number of reporting stations of at least 10. Songs tied are listed alphabetically.

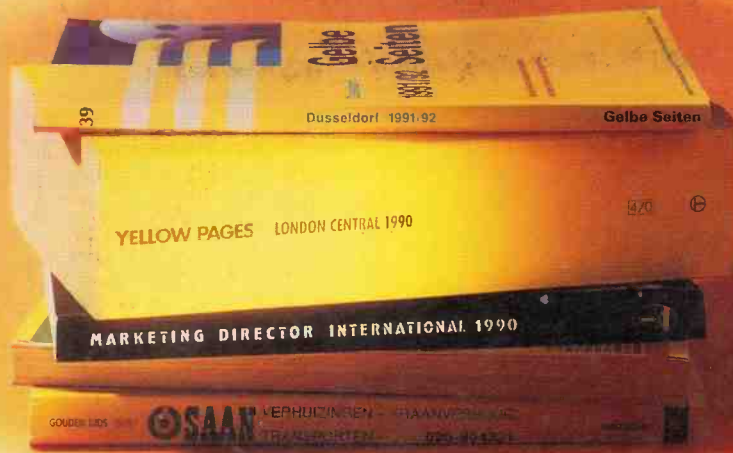
**EHR TOP NEWCOMERS**

Artist/Title/Label	Total Stations
<b>BRIAN MAY</b> /Driven By You (Parlophone) 17	
<b>EVERYTHING BUT THE GIRL</b> /Twin... (Blanco y Negro) 12	
<b>ROBBIE VALENTINE</b> /Over And Over... (Polydor) 12	
<b>CLIFF RICHARD</b> /We Should Be Together (EMI) 11	
<b>BONNIE TYLER</b> /Bitter Blue (Hansa) 11	


EHR Top Newcomers are those artists that have never had a Top 20 hit before. Artists are listed by total number of stations. In the case of a tie, songs are listed alphabetically by artist.

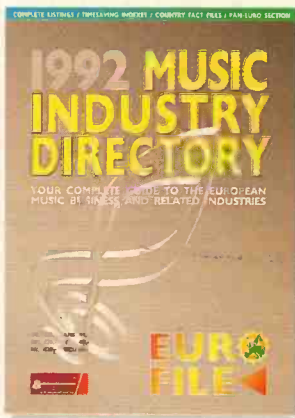


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