

MUSIC & MEDIA

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See Special, Pages 1 - 16.

Europe's Music Radio Newsweekly . Volume 9 . Issue 5 . February 1, 1992 . £ 3, US\$ 5, ECU 4



THE GANG'S ALL HERE — The Polydor Spain marketing and promotion team joins Bryan Adams (centre) in celebrating "Waking Up The Neighbors" going platinum in the country.

DSB Goes Russian; Pacts With La Falce

By Machgiel Bakker

Deutsche Schallplatten Berlin (DSB) is quickly spreading its wings across Europe with the formation of two joint ventures, one in Russia and one in Italy.

The Russian company RGM is a branch of the St. Petersburg's pressing and studio complex, and

NEWSBREAKER: BRTN Plans Fifth Radio Net

Belgian public broadcaster BRTN is readying plans to launch a fifth commercial radio station in mid-March. The new channel is rumoured to target a 15-45-year-old age demo, with an EHR format between Radio 2 and Studio Brussel.

Although the pubcaster has
(continues on page 21)

will have access to the technical facilities of DSB's former Potsdam factories, including Direct Metal Mastering and various digital studio equipment.

MD Jorgen Larsen, who went over to DSB from his former post as president of Sony Music Europe in September 1991, wants to move RGM into A&R and promotional activities. "We are going to be employing 'normal' western ways of promotion and will be building artists from the bottom-up," he says. "Also, though it may sound obvious, we're going to be honest in our business dealings with respect to foreign licensing payments and accounting."

Larsen would also like to add some sophistication to the Russian distribution system, currently including some 20,000-30,000 outlets, controlled by 20 wholesalers. "At the moment, things
(continues on page 22)

MIDEM Regains Form

Radio Sessions Examine Latest Success Strategies

Although few of the 15 radio panels lived up to their "debate" billing by stirring any real controversy, the 1992 MIDEM conference was overall widely regarded as far stronger, better attended and more interesting than in past years.

Exhibitors on the sold-out radio floor cited "more and better decision-makers and many new faces" than were present in 1991, which was darkened by the Gulf war that broke out only a few days before the conference began and kept many participants away.

Despite several last-minute panelist substitutions, the discussions were well-prepared, if somewhat lacking in audiovisual enhancement. Following Sunday's (January 19) examination of the steady and, in some cases, dramatic emergence of eastern European commercial radio with top executives from Poland, Hungary, Czechoslovakia, Romania and the new C.I.S., attention turned to digital audio broadcasting (DAB) and its impact from technological and competitive standpoints. BBC head of engineering Henry Price forecast, "Not every broadcaster will have access to
(continues on page 22)

Less Hype, More Business, New Deals

MIDEM '92 hit its stride again with a renewed confidence and a record-breaking attendance claimed to be at 8,500.

Apart from an increasing presence of eastern European record companies—who were all luring potential investors to take major stakes—business at MIDEM could be best characterized as offering less hype and more serious business.

According to Dino Music France MD Daniel Goldschmidt, the record industry is more mature than ever. "Everyone has grown up and is concerned about the future of this industry. People smile less, but all turn up on time." Goldschmidt and Dino Music Germany MD Frank Peach negotiated a three-year licensing deal at the convention for exclusive representation in Germany and France of the Berlusconi-owned label Five Records.

Similar statements were made by ex-Sonet UK MD Rod Buckle, who—following the recent restructuring of Sonet—now trades under the name of Habana Music Entertainment. "As a deal-maker
(continues on page 22)

MIDEM
Report

CNR Opens Third Scandi Company In Copenhagen

by Machgiel Bakker

Dutch entertainment company Face Holdings hopes to establish its music subsidiary CNR as a major force in the European marketplace with the launch of another fully owned record division in Scandinavia. Following openings in Oslo (CNR Nonstop AS) and Solna, Sweden CNR Records Sweden) last year, the company

has created Copenhagen-based CNR Records Denmark.

The Danish company will be headed by ex-PolyGram International marketing manager Soren Berzant. The other two Scandinavian MDs were appointed last year—Staffan Hjort (Sweden) and Ole Vidar Lien (Norway). All Scandinavian MDs currently report to Baas, but will
(continues on page 22)

No. 1 in EUROPE

European Hit Radio
MICHAEL JACKSON
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(Epic)

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Black Or White
(Epic)

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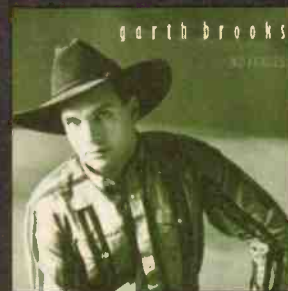
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Polydor Prepares To Work Its Own Motown Magic

by Machgiel Bakker & Ben Lewis

Polydor hopes to turn Motown's new generation of artists into European chart successes for the first time and the company has its sights set on the UK, France, Germany and Holland.

Polydor US has already enjoyed its first number 1 hit single in almost four years with **Shanice Wilson's** *I Love Your Smile*, a song which hit the top spot in the Dutch sales chart earlier this year.

According to Polydor UK head of marketing **John Waller**, the company will be setting up a three-tier campaign involving album releases from 15 Motown artists and ultimately

drawing in **Jazzi B's Funki Dred** sub-label and the new **Mo-Jazz** ['Modern Jazz'] label.

The campaign begins with the re-release of Wilson's *I Like Your Smile* in a new **Drazabone** remix, and the **Temptations'** *The Joneses*, remixed by veteran soul DJ **Bob Jones**.

In the second phase of the campaign, Waller plans to release three catalogue albums in February—a 20-track **Diana Ross** greatest hits album, a similar **Michael Jackson** compilation and a Motown love songs collection.

Adds Waller, "The Ross and Jackson compilations are timed to capitalize on those artists' recent high singles and album chart positions. The love songs will coin-

cide with Valentine's Day." Waller has scheduled a new **Johnny Gill** album release and the first greatest hits collection from **Lionel Richie**. Also planned is a spring-summer comprehensive catalogue re-release on CD.

Waller acknowledges the difficulty of crossing over the Ameri-

Motown's US distribution deal with **PolyGram Group Distribution (PDG)**, which took effect at the beginning of this year. **BMG**—Motown's former distributor—is in the middle of its three-month sell-off period.

PolyGram International senior VP pop marketing **David Munns** denies competing directly with **BMG**, although the two majors are currently marketing the same albums by **Shanice Wilson**, the **Temptations**, **Boyz II Men** and **Another Bad Creation**.

Says Munns, "We're not trying to blow **BMG** out of the water. The switch from **BMG** to **Polydor** will be orderly."

Asked about the low profile that the US label

kept under the **BMG** pact, Munns states, "I haven't spent much time analyzing it. There is one thing that we will do differently from **BMG**—we will not separate Motown from the rest of our marketing activities. As far as marketing goes, we shall just be doing what we always do. We do not believe there are any particular lessons to be learned from **BMG's** lack of results with new Motown artists in Europe."

He adds, "We feel the image of the label and identity of the trademark is strong in Europe. Priority will go to Motown's new talent; we can do the back-catalogue in our sleep."

can swingbeat dance sound in the rave-dominated European markets.

"Soul is not very fashionable at the moment, but I can see it coming back," he says. "These artists may not have hit singles yet, but they sell out venues in the UK. Rave can't last forever. In the meantime, we will aim to break our new artists through radio."

Motown GM **Mervyn Lynn** agrees. "The swingbeat market will evolve because the music is becoming more acceptable in Europe. For example, we will benefit from the fact that swingbeat producer **Teddy Riley** co-produced **Michael Jackson's** new album."

The new strategy follows



GEARING UP FOR EUROPE — PolyGram and Polydor MDs from around Europe meet Motown artist Shanice Wilson and Motown president/CEO Jheryl Busby while in London. Pictured (l-r) are: Polydor France's Nagi Baz, Polydor UK's Jimmy Devlin, PolyGram Spain's Mariano de Zuniga, PolyGram Sweden's Lennart Backman, Wilson, Polydor Germany's Gotz Kiso, Polydor Holland's Albert van de Kroft, Polydor Italy's Adrian A. Berwick, Wilson's manager Bill Dern, and kneeling, Motown's Busby.

M&M BUSINESS CALENDAR

- February 11-18 - Winter Olympics, Albertville, France. 202.429.5405.
- February 13-15 - Gavin Seminar 1992, Westin St. Francis/Union Square, San Francisco, CA, US. Tel: (+1) 415.495.1990.
- February 25 - 34th Annual Grammy Awards, Radio City Music Hall, NY, NY, US.
- March 4-7 - 23rd Country Radio Seminar, Opryland, Nashville, Tenn., US.
- March 11-15 - SXSW '92 Music & Media Conference, Austin, TX, US. Tel: (+1) 512.467.7979; Fax: (+1) 512.451.0754.
- March 13-16 - NARM Convention, New Orleans Marriott, LA, US.
- April 12-16 - 70th Annual NAB Convention, including Broadcast Engineering Conference, Convention Center, Las Vegas, NV, US. Tel: (+1) 202.429.5350; Fax: (+1) 202.429.5406.
- June 3-5 - APRS '92, Olympia 2, London. Tel: (+44) 734.756.218.
- June 10-13 - NAB Radio '92, Convention Center, Montreux Symposium and Exhibition, Convention Center, Montreux, Switzerland. Tel: (+1) 202.429.5405.
- June 11-13 - R&R Convention '92, Century Plaza Hotel, Los Angeles, US. Tel: (+1) 310.553.4330.
- June 14-17 - BPME & BDA Conference & Exposition, Washington State Convention And Trade Center, Seattle, WA.
- June 16-21 - 6° Manifestation Internationale de Video et de TV de Montbeliard (6th Montbeliard International Video and TV Exhibit), Hérimoncourt, France. Tel: (+33) 8130.9030; Fax: (+33) 8130.9525.
- July 3-7 - International Broadcasting Convention, RAI International Congress Centre, Amsterdam, Netherlands. Tel: (+44) 71.240.1871; Fax: (+44) 71.497.3633.
- July 16-19 - Upper Midwest Conclave, Radisson Hotel South, Bloomington, MN, US. Tel: (+1) 612.927.4487.
- July 28-August 5 - 1992 Summer Olympics, Barcelona, Spain.
- September 9-12 - NAB Radio '92, Convention Center, New Orleans, LA, US. Tel: (+1) 202.429.5405.

INTERNATIONAL JAZZ MARKETING

International record company with major stature in the jazz market is seeking an individual with strong credentials in international jazz marketing for an executive position with responsibility for the planning and coordination of its jazz product. The applicant should have a minimum of five (5) years of music industry experience with extensive experience in the marketing of jazz in Europe, including knowledge of retail operations and buying patterns, jazz press and media outlets, and radio. Managerial abilities will be needed for significant administrative, supervisory and coordination responsibilities. Strong communication and foreign language skills are also important. The applicants should be flexible with respect to the ultimate location of the position which may be in any of the company's European offices. A great opportunity for a self-starter with innovative ideas and strong follow through. Competitive salary based upon experience.

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Labels Find Nirvana With Hands-Off Marketing For Alternative Rock

by Stephen Leigh

Initially surprised by the success of alternative hard rock, the industry has found that the simpler, traditional promotional tactics work best. Markets for Nirvana and other leading alternative hard rock bands have responded surprisingly well to conservative methods of promotion: touring and cheap, below-the-line campaigns.

The low-profile marketing and promotion campaigns seem to be working. By refraining from implementing glitzy marketing campaigns, the labels are not losing credibility with the core fan base; listeners and buyers are still a part of the "discovery" of the band.

Marketing The Music

Low-Key Marketing

Comments Geffen international manager **Liz Morris** on the label's hands-off approach to marketing Nirvana, "A lot of the beauty is that the marketing has been very low-key, based on word of mouth and touring. It has never smacked of record company influence. Even after the US explosion, we didn't change tack." Radio programmers have proved the least responsive to the growth of the alternative hard rock scene. However, Morris agrees that radio's failure to play the album may have contributed

to its popularity among the younger record-buyers, giving it a more underground and trendy status.

Nirvana's single *Smells Like Teen Spirit* went Top 10 across the board—number 1 in Belgium, number 3 in Holland, number 5 in Germany and currently number 6 in the UK (number 6 in the Eurochart Hot 100 Singles chart). Their new Geffen single, *Come As You Are* (pan-European release on March 2) comes backed with two previously unreleased live recordings.

Morris says that while Nirvana had a cult following in the US and the UK, nothing had been released in Europe. That had to change.

"One of the key factors in breaking Nirvana in Europe was

the band's continual touring. They've been to Europe three times, once even before any releases."

The MTV Boost

Morris cites Nirvana's performance at this year's Reading Festival in England as the turning point for the band's career, bringing them to 35,000 fans. "A lot of people woke up to them through Reading," she says.

MTV Europe was also on to the band at the festival. Alongside touring, the network has been one of the strongest marketing tools for alternative hard rock.

MTV manager/programming and acquisitions **Lauren Levine** says, "We covered all of the festivals last summer; it was our big

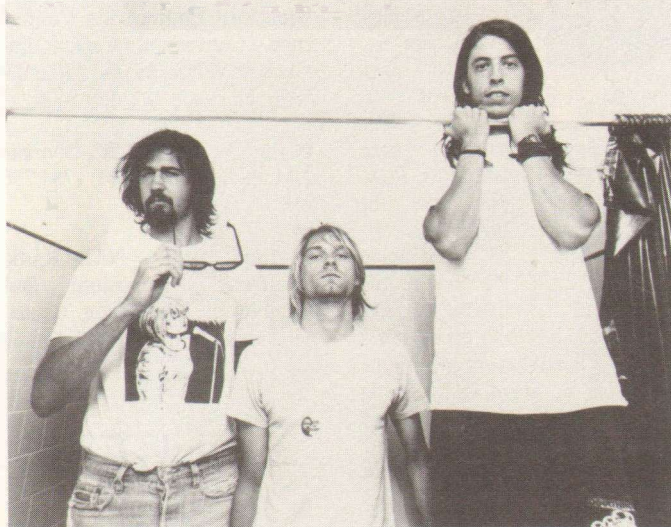
thing. It was something available to all our viewers and makes the music more accessible when the video arrives."

For a major label debut band (a previous album *Bleach* was recorded and released in the US and UK only on the independent **Sub Pop** label), Nirvana scored a strong MTV success. They were featured on the network's 'Buzz Bin,' for small-selling, hot records and moved on quickly to heavy rotation—where it still remains at press time. The reason: their video caught the excitement and raw energy of the band's live sound, making it a fresh alternative to the stereotyped choreography of traditional rock promos.

Says Levine, "*Smells Like Teen Spirit* couldn't have been a more perfect video. It was beautiful and dangerous."

Alternative hard rock has found one of its biggest media assets in MTV's "120 Minute Show." The European version of this show is largely responsible for breaking both **Nine Inch Nails** and Nirvana in European territories.

"From the outset, MTV has been very supportive," says Geffen's Morris. "120 Minutes' has been very important in the breakthrough of this kind of music. It's the only regular weekly showcase that can promote it. It's a great opening vehicle, whether for Nirvana, Pearl Jam or **Primal Scream**."



Nirvana

(continues on page 21)

MCA Germany 'Officially' Off To Flying Start

by Machgijel Bakker

MCA Music Entertainment Germany had already racked up a string of hits prior to its official start of trading on January 1, 1992. The Hamburg-based company was off to a flying start with gold records by **Cher** and **Tom Petty** (their first on national territory) and closed platinum for **Guns N' Roses** in the last five months of 1991, marking MCA's first expansion on mainland Europe.

The success was scheduled to be celebrated in style on January 30 when MCA threw its launch party with an estimated guest list of 300-350 people. Apart from the company's own staff of 24 and local representatives from Germany's media and record industries, senior executives in attendance at the Hamburg party was to include MCA Music Entertainment Group chairman

Al Teller and executive VP **Zach Horowitz**, Geffen Records president **Ed Rosenblatt** and head of international **Mel Posner**, MCA US president **Richard Palmese**, MCA UK MD **Tony Powell**, and MCA Records International senior VP **Stuart Watson**. Several live music events are scheduled at



Stuart Watson (l) and Heinz Canibol

Die Grosse Freiheit, the city's main venue. The company boasts new large offices in the "Uhlenhorst" area close to the city centre. MD **Heinz Canibol** has his team in place: marketing manager **Jorg Eiben**, financial controller **Wolfgang Praetz**, product managers **Frank Pagen** (MCA), **Eva Ries** (Geffen) and **Tom Glasgow** (GRP), special marketing manager **Uwe Krap**, head of promotion **Katharina Landahl**, press promoter **Birgit Wickhof** as

well as four regional promoters. According to Canibol, MCA is aiming for a market share of 4.5% within the next two years. "Eventually, and I'm talking about a three-and-a-half-year period, we want to make sure that our company reaches the 'big six' with a share of 13.15%," he says.

Although Canibol did not disclose figures, MCA is expected to have generated turnover of between DM35-40 million (app. US\$22-25 million) during 1991.

Says Canibol, "If you're a pop company that has not yet fully exploited its power, there's room to grow, whether there is a recession or not. With the former distribution deal [east west], our catalogue was not fully exploited. That is not to blame anyone; these are just the facts."

Apart from its successes with **Cher**, **Tom Petty** and **Guns N' Roses**, MCA has seen the surprise breakthrough of newcomers **Nirvana** and **The Commitments**. Canibol firmly believes it was touring that led to sales of 200,000 copies of Nirvana's *Nevermind*

album in Germany. "The band's success was not based on super-clever marketing," he says. "What you do makes little difference. The band has such a loyal following, they decide for themselves whether to buy the product or not."

Future priorities for the company include new albums from **Kim Wilde**, **Bobby Brown**, **Energy Orchard**, **Jody Watley**, **Glenn Frey** and several marketing projects to boost the profile of jazz label **GRP**.

Although Canibol doesn't intend to move into local A&R before its second or third year of operation, he has signed a direct licensing deal with **PolyGram Austria** for the act **Ostbahn Kurti & His Chef Partie**. With the group's last three albums all going gold in Austria, Canibol expects the band's first album under the new deal *2 As Wild* to achieve equal results in Germany. In addition, the company plans to be aggressive in third party licensing deals for release of its own hit compilation albums.

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SMP Introduces Label For Writers

by Stephen Leigh

Sony Music Publishing (SMP) has launched its own promo record label SMP to promote new writers.

The idea for the label has been under discussion for a number of months, and the first artist to benefit is Michael Kay, whose debut track *Missing You* has been issued as a two-track white label 12-inch.

Comments SMP exploitation manager James Little, "Publishing is no longer about people sit-

ting in their rooms writing songs to send to Whitney Houston and Cliff Richard; it is about creating opportunities. The actual costs involved are not that great, and if you're selling 1,000 records at £1.75 (app. US\$3.15), you've gone a long way toward covering your promotional costs. It's a bit of a cottage industry."

About 1,500 whites have been sold from the original 2,000 pressing, and another 3,000 have been ordered.

Little denies that SMP is plan-

ning to establish a fully fledged label, insisting the company is just another promotional tool.

"We see this as a stepping stone," he says. "If a major label wants to sign Michael Kay from his single, that's what we want. We don't want to see him releasing records on SMP forever."

SMP is, however, already planning its second release, an EP from UK rock act *The Surfing Brides*, who have already been signed to a deal with the publishing arm.

Galaxy Radio Celebrates First Year Of Success

by Mike McGeever

Galaxy Radio/Bristol's first birthday celebration this week will be a good one. The latest JICRAR survey revealed it is steadily winning a young, up-market audience (see M&M, January 25).

The Chiltern Radio Network-owned station has built its 15% audience reach practically from scratch since buying the floundering station (formerly FTP) a year ago.

The station was relaunched with a 'dance-influenced pop music' format, including rap, rave and classic Motown within the parameters of the station's promise of performance with the Radio Authority stipulating that 80% of the music output must be influenced by black artists or writers.

Comments network programme controller Paul Chantler, "Our philosophy—and I think this is where FTP went wrong—is to make the output as accessible and relevant to the young audience as possible. It is

not to try to 'ghettoize' things, but to make it popular with listeners and advertisers."

Demographics have also changed dramatically and now seem to be on target, according to Chantler. "The 9% listening then, probably are not listening now," he says, adding, however, that the programming needs some fine-tuning. "Our 15-24-year-old core audience is there, but we want to try and extend that to 15-34s," he says. "At the moment, we only have 42% of that age group. We want to improve that to sell more advertising on the basis of a 15-34 age group."

Chantler is confident that more

classic dance music from Motown and the 'Philadelphia sound' could be the key to extending the age group.

The survey reveals that half of the station's audience is ABC1, which translates into encouraging sales figures, says Chantler, adding, "Since October 1991, we have been operating at break-even and hope to see a profit very shortly."

He admits, however, "Overall, GWR has more listeners and probably will continue to have. But considering every other 15-24 year-old walking the streets of Bristol listens to Galaxy, that's not a bad turn around in a year," he says.

Peermusic Appoints Elderton New MD

Peermusic's Ralph Peer has named Nigel Elderton MD of the company's UK concerns. Elderton joined Peermusic in November 1991 and had previously held various positions at EMI Music, MCA Music and PolyGram Music London.

Peermusic's London-based production team Three Man Island has already scored two top 10 singles: Rozalla's Euro-

pean hit *Everybody's Free* and Cliff Richard's *This New Year*, by one of the company's writers.

Elderton replaces Stuart Ongley, who was MD for four years. Ongley remains linked to Peermusic through SGO Music, the publishing arm of his new, independent music management company SGO Music Management. SL

FOR THE RECORD

In M&M's January 25 issue, BBC radio stations were inadvertently omitted from the "1991 London Radio Shares" table that appeared on page 30. Also, while the table accurately reflected audience share growth from Wave 4, 1990 to Wave 4, 1991, column headings were mislabeled.

Listed below in the correct order is the table showing viewing shares for London radio stations from Wave 4, 1990 to Wave 4, 1991.

	1991 London Radio Shares (%)		
	W4 1990	W2 1991	W4 1991
Capital FM (EHR)	15.1	15.5	15.1
BBC Radio 4 (N/T)	13.3	12.0	12.3
BBC Radio 1 (EHR)	13.2	12.9	12.1
BBC Radio 2 (FS)	13.3	13.8	11.4
Capital Gold (Gold)	10.1	9.1	11.2
Melody (EZ)	5.2	4.8	6.4
LBC News/Talk (N/T)	3.5	4.9	4.8
Kiss FM (EDR)	2.7	3.4	4.3
LBC Talkback (N/T)	5.5	5.4	4.1
BBC Local Radio	3.6	3.2	3.1
BBC Radio 3 (FS)	1.8	1.9	2.3
Jazz FM (Jazz)	1.0	1.3	1.2
BBC Radio 5 (N/T)	0.7	0.8	1.1
Others	11.0	11.0	10.6
IR London	43.1	44.4	47.1
BBC London	45.9	44.6	42.3

Source: JICRAR.

IRISH UPDATE

Radio Investments Targets E. Europe

by Aidan O'Sullivan

Dublin company Radio Investments plans to raise US\$4 million to invest in east European radio stations.

The company already owns a stake in the AC station 98FM/Dublin and has reportedly invested US\$750,000 for an estimated 85% stake in Radio Bohemia/Prague. The station plans to begin broadcasting on May 1st.

Dennis O'Brien, one of the major shareholders in Radio Investments, says, "The Prague station will not be a copy of 98FM. It will not be a 'Classic Hitski'. We have bought the exclusive rights to the market research package of Broadcast Programming & Research for those countries, and we will put together whatever type of programming that research shows is best suited to Prague."

"Although eight licences have been awarded for the Prague region, I don't think they will all survive," he adds.

"I believe there are great opportunities in central Europe; all the major brands are there. We have made about 15 visits to this area over the past 15 months, and the changes have been huge. Billboards advertising US brands have sprung up everywhere and radio is going to be the next big medium," O'Brien says.

"The Czechs are a bit wary about the Germans and the Austrians and like doing business with people from a country like Ireland," he adds.

O'Brien reports the next new radio province will be Poland and Hungary. He expects franchising to get under way in both countries during the summer.

Five In The Running For Cheltenham Licence

by Paul Easton

Five applications for the Cheltenham ILR AM licence have been received by the Radio Authority. The licence will be on frequency of 603kHz to be given up by BBC Radio Gloucestershire when it becomes FM-only later this year. All but West Country Broadcasting intend to use the existing BBC transmitter site.

Cheltenham is already served by ILR station Severn Sound/Gloucester and BBC Radio Gloucestershire.

The Authority expects to announce its decision in about two months.

The applicants are:

- **CBR 603:** This group is a partnership of Steven Arnold, property developer and MD of Sound in Action Ltd; and Michael Plomer-Roberts, a BBC local radio presenter, who is also involved with a property investment company. The station would be jointly owned by both partners, and financed from their own resources.

Programming would be mainstream pop with a speech content of around 30%. First-year revenue forecast: £70,000 (app. US\$126,000).

- **Quality 603 (Radio Cheltenham Group):** This group currently operates the satellite station Quality Europe FM, and proposes to use several of QEFM's key personnel. Among the other backers are GWR Group and Montreux Companies, which are also involved in a rival application.

Programming would be AC and gold-oriented. First-year revenue forecast: £609,000.

- **Regency 603:** This group's backers include Roger Tovell, currently programme organizer with Galaxy Radio/Bristol, as well as a chairman and a sales and marketing director. Programming would be an

AC/gold mix targeting the 30-50 age group. The music/speech ratio would be 60%/40%.

First-year revenue forecast: £327,835.

- **Romantic 603:** The main backers are Robb Eden and Peter Stromquist from media advisors Montreux Companies; Mel Bowden, founder of equipment suppliers MBI Broadcast Systems; and US consultant Robert Richer.

The programming would be romantic, easy-listening, aimed at the 25-55 age group, and overnight programming 22.00-06.00 from Quality Europe FM. The group plans to offer a 49% stake to Radio

Cheltenham, and 12% to Montreux Companies. First-year revenue forecast: £252,000.

- **West Country Broadcasting:** (no connection with Capital Radio/GWR-backed group which now operates Plymouth Sound and Devon Air/Exeter).

People involved include MD Paul Boon, former head of sales and marketing at Sunrise Radio/West London; journalist and radio consultant Bob Tyler, and John Aumonier, group MD of Allied Radio. Allied will own a 29% stake. Programming would be AC-oriented. First year revenue forecast: £224,900.

Fishel Exits Y&R For New Production Co.

by Kai Roger Ottesen

Former **Scaneco, Young & Rubicam** Norway media producer **David Fishel** has set up his own production company and recording studio, called **Kangaroo Productions**.

Bringing experience from **Sound of Music, Grammof AIS Electra, PolyGram Records** and his own syndicated show "Jazz Scene," Fishel will work out of **Radio Tango/Oslo**. Tango has offered Fishel two rooms to turn into a studio facility. The station and Fishel have set up a loose agreement whereby he will produce radio spots and work on programme ideas for syndication. The plan permits him to work with other stations as well.

Says Fishel about his competi-



David Fishel

tors, "The so-called major professional jingle and radio spot producers have somehow sold themselves to the major advertisers and agencies as, perhaps, more precious than they really are. The basic minimum for a simple production by many producers is NKr 25.000 (app. US\$4.000), which is unrealistic and unnecessary; the prices will have to come down. That will attract more advertising, which means more money for stations and better radio for everybody."

Fishel's Agenda

Syndication is an important element in Fishel's plans. "You've got excellent stations in the bigger towns in Norway which still have problems with either economy or capacity," he observes.

"They do not have enough money to hire people in order to make fresh, exciting and consistent programmes. Most programming is music, and while there's nothing wrong with that, they also have to offer other programmes," he adds.

Fishel has had serious talks with several industry people, gained through his 91 weeks of "Jazz Scene" and involvement with Norway's "Radio Topp 20." "They're very open to finding a way to set up a network of, say, 25-30 stations to receive good programmes on a weekly, twice-weekly or monthly basis."

Feedback

Fishel's first idea on syndication involves direct feedback from stations themselves. In the programme "Ja, Vi Elsker" ("Yes, We Love"—the opening line of Norway's national anthem), he examines aspects of Norway through five-minute reports from 30 stations monthly. The stations are invited to send in news of what's happening in their local areas.

Fishel is also open to ideas from other stations. For example, if one feels it has knowledge about country music, it could move forward on producing its own show for syndication.

MNW Launches UK Label Snap

Vaxholm, Sweden-based record company **MNW** is backing the springtime launch of new London-based label **Snap Records Ltd.** The company, to be controlled by as-yet-unnamed investors and run under UK management, will sign and promote Scandinavian and British artists.

Confirms MNW MD **Jonas Sjoström**, "MNW is behind the venture and a partner in the new company, which will be owned by our UK partners. Their names will be announced once the label is officially launched."

Snap's official debut date is still in the works, but is expected

by the end of April. The label's first signings include five Scandinavian pop groups, among them Swedish bands **Whipped Cream** and **Wannadice** and the Finnish group **Poverty Sticks**.

The five groups are set to begin studio recording shortly, with the albums cut by May. "They will be released in the autumn, most probably August or September," reports Sjoström.

The groups have all issued at least one album. Whipped Cream is perhaps the more profiled of the bunch, having toured the UK and Nordic countries last year.

Radio Topp 20 Carries On Without Fishel

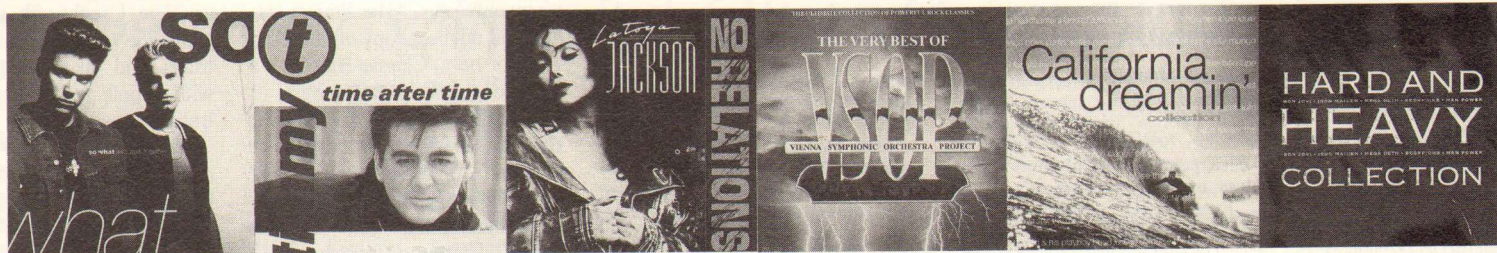
It's almost "business as usual" in the **Radio Topp 20** committee. **Scaneco, Young & Rubicam (SY&R)**, which until now has handled the chart's set-up under former SY&R media producer **David Fishel's** direction, is no longer committed to the list following his departure from the company.

Comments Fishel, "Radio Topp 20 demanded an incredible amount of administrative work to actually get it started: pushing people, phone-calling, faxing. When the list started running, it was pretty much routine work: gather and enter the report data, produce the list and send it to stations and newspapers. Since I've left the ad agency, I've had no

problems in the changeover period. I've got my own fax machine and computer, and can personally do the routine work for several weeks."

In a meeting last week, the Topp 20 committee decided to attract a sponsor to eventually take over the list's costs. The committee also wants to make the list more public, and produce a poster version for display in Norway's record shops.

Fishel calls the list a "success," as it is printed in 25 newspapers, programmed on 33 stations and distributed through **NTB**. The record companies are also using the list as a reference point in their sales arguments, adverts and press releases, Fishel says.



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Logic Records Sets Up London Office

by Ellie Weinert

Logic Records, the Frankfurt-based dance label which achieved enormous international success with the dance/rap group **Snap**, has set up offices in London. **Conny von Loehneisen**, former Logic label manager at **BMG Ariola** Munich, which distributes the label worldwide, heads the operation.

Loehneisen explains that there are two reasons for taking this step. "First, we feel it is imperative to be on the spot in one of the most important and innovative markets in the world, especially since there is so much happening in the dance field at such a fast pace.

"It is our goal to sign upcoming acts for the remainder of Europe and there is a great potential for creativity in the UK because musicians here do not consider music a hobby, but a livelihood. The second idea is for Logic to be visual and to fortify Logic's image as an indie company on a long-term basis."

Logic Records was set up in 1988 in Frankfurt—the city labeled the "cradle of rap" in Germany by **Matthias Martinson** and the DJ/producer team of **Michael Muzing** and **Luca Anzilotti**. "Back in those days," explains Martinson, "record com-

panies had not yet recognized the potential of dance music and the major distributors were not in a position to bring about the success of a no-name dance act, only the mega-hits which practically made it on their own. On the basis of this experience, we decided to set up our own label."

Logic's very first successful release was *Twilight Zone* by **Moses P** (BMG Ariola Munich). It was followed by the project **16 Bit** and the single *Changing Minds*, which sold 200,000 copies with neither airplay nor TV. The title *Electrica Salsa* by the group **Off** went to number 1 in Italy, number 2 in France and hit top 10 in eight other European countries.

Martinson continues, "Our concept has always been to get the ball rolling via pre-promotion of white labels and promo copies to the DJs six weeks prior to release. After creating a certain demand and selling a minimum of 5,000 copies, we hand the product over to the marketing and distribution network of **BMG Ariola Europe** for release on either **Arista** or **RCA**."

Speaking further about the London set-up, Martinson says, "I consider Logic to be a European dance label and wish to represent international repertoire. It is to our advantage to come from the second-largest market in the

world. However, I am not aiming at the German market; the main goal is to establish an international dance label with an international structure."

The best example is **Dr. Alban**, a newcomer act from Sweden, whom Logic signed for the German-speaking territories and for the world. His European-wide release *Hello Afrika* hit number 2 in Germany and went gold in Sweden. The follow-up single *No Coke* was released all over Europe and in the US, climbing to number 3 in Germany and achieving platinum in Sweden.

The album *Hello Afrika* hit the top 10 in Germany, went gold in Austria and Switzerland, plus platinum in Sweden.

Logic's most successful act to date is **Snap**, who hit the number 1 spot in the UK charts, number 2 in the US and Germany, acquired gold in Holland and Sweden, plus silver in the UK with *The Power*.

The album *World Power* was released worldwide, reached number 7 in the UK, top 30 in the US, and raked in gold for Germany, Austria, Switzerland, Belgium, US and Canada.

The singles *Ooops Up* and *Cult of Snap* and *Mary Had A Little Boy* were all top 10 in the UK and Germany, where the latter single peaked at number 4 in the US. The current single by Snap entitled *The Color of Love* was released in early December '91, with the third album *Madman's Return* scheduled for release this month.

The most recent example of a successful UK signing is **Rozalla**, originally from Rhodesia, who zoomed up the German charts to number 6 within five weeks with the happy house title *Everybody's Free (To Feel Good)*. The follow-up single entitled *Are You Ready to Fly* is scheduled for February, with a March release planned for the debut album.

Among the awards and artists receiving them are: most successful male artist produced in Germany—**David Hasselhoff**; most successful female artist produced in Germany—**Bonnie Tyler**; most successful new artist produced in Germany—**Karl Keaton**; most successful new group produced in Ger-

many—**Die Prinzen**; and most successful producer of German artists of the year—**Michael Cretu**.

The artists were chosen from the young dynamic performers who took top positions in the RSH Nordparade Charts in 1991. About 12,000 RSH listeners are expected to pack the hall to see the event live. MS

BLM, Bavarian Radio Agree On Frequencies

by Mal Sondock

The commission for new media (**BLM**) and public station **Bayerischer Rundfunk** have reached agreement over the distribution of free FM frequencies in Bavaria.

In all, 23 new frequencies have been approved for distribution and will be used to establish new local radio stations and fill a few gaps in the statewide private station **Antenne Bayern's** frequency network.

Antenne Bayern has been awarded new frequencies in Inntal/Ebbs (500W), Untersberg (1000W) and Weiler (100W). A four-year licence has been granted to **Radio AWN** and **Studio Trausnitz** for **Radio Trausnitz**, which will broadcast in the Landshut area with eight hours of local programming daily; the **BLR Radio Network** will supply the

balance of the 24-hour programming.

A four-year licence has also been awarded to **Radio AWN Straubing**, together with **Radio Danubia**. Radio AWN Straubing will broadcast 6.5 hours a day locally, with BLR delivering the rest of the programme.

Book publisher **Holzer** and **Radio Memory** have been given a four-year licence in Lindau for **Radio Lindau**, which will deliver 24-hour programming. The licences of **Unser Radio** in Passau and Regen have been extended for an additional four years. Passau broadcasts about eight hours locally daily and Regen 3.5 hours daily—again with other programming provided by the BLR web. The budget for the BLM of DM27.3 million (app. US\$16.2 million) has been approved.

State Subsidizes Pop Music Centre

by Robert Lyng

The Northrhine-Westphalian Ministry of Economics, Commerce & Technology has earmarked DM4.6 million (app. US\$2.8 million) to help subsidize the newly founded **Zentrum für Populärmusik und Kommunikations-Technologie** (Centre for Popular Music and Communications Technology) in Wuppertal.

According to the state's minister of economics **Günther Einert**, "The state government wants to make it clear that music is seen as a very significant factor in Northrhine-Westphalia's economy, and is expected to increase in importance over the next years."

The Wuppertal-based organization's mission is, among other things, to organize the annual **PopKomm** confab, which has

grown to be the world's third-largest international music meeting.

The Centre's portfolio will also include active involvement in the economic and cultural development of popular music and the media landscape, concentrating especially on the support of small businesses attempting to establish themselves on the market.

Noting his state's exceptional cultural potential and economic infrastructure, Einert, who was patron of last year's PopKomm conference, points out that this position "must be consolidated and expanded, especially in terms of the developing European single market." "I am confident," he adds, "that the Centre will develop into a significant component of Northrhine-Westphalia as an important media centre."

104.6 RTL/Berlin Launches Big Money Giveaway

How about walking into a glass case filled with DM1 million (app. US\$600,000) and stuffing your pockets for 104 seconds with all the money you can?

That's not a dream—it's exactly what **104.6 RTL/Berlin** has in mind for its newest contest. From now until the early part of April, 104.6 RTL is playing its "Million-Mark Hits" at exact times of the day. The listeners hear the hits and the 10th caller gets an immediate DM100 and a chance at the "1 Million-Mark Tasche Voll Asche," meaning "pocketfull of loot."

About 500 qualifiers are expected by the first part of April and they will all be invited to a big final party. There, the win-

ner will be picked at random by a prominent guest, then go into the glass cage and stuff his or her pockets while the others look on.

104.6 RTL kicked off its promotions with the "RTL Money Man," who went around town asking people what their favorite station is. Those who answered "104.6 RTL" immediately received DM100. However, being the money man was not exactly a bed of roses: he was held up, his car was broken into and he was robbed of a stereo and other items. This new promotion appears to be a bit safer.

MS



REMEMBER, DON'T CHANGE — BMG A&R/marketing executive Gerd Ludwigs (left) takes time to mingle with Lisa Stansfield and Karl Keaton while they were in Germany for "Peter's Pop Show." Besides Stansfield and Keaton, three other artists from BMG—Rainhard Fendrich, Eros Ramazzotti and Blue System—appeared in Dortmund.

Fifth "RSH Gold Awards" Show This Month

For the fifth year in a row, statewide private **RSH/Schleswig-Holstein** will hold its "Gold Award" presentation this year on February 15. The show will be held in the Ostseehalle in Kiel, where the station is located, and will be carried by **RTL Plus** regional TV.

The awards are given to the most successful personalities in

the German music scene.

Among the awards and artists receiving them are: most successful male artist produced in Germany—**David Hasselhoff**; most successful female artist produced in Germany—**Bonnie Tyler**; most successful new artist produced in Germany—**Karl Keaton**; most successful new group produced in Ger-

Nataf Sees Market Through Virgin Eyes

by Emmanuel Legrand

One year after becoming president of Virgin Records France, Fabrice Nataf has a positive outlook on 1991 and is optimistic about 1992, with some reason. Excluding revenues from international exploitation, Virgin's local turnover reached Ffr490 million (app. US\$81 million) for the fiscal year 1991-92 and the forecast for 1992-93 is Ffr560 million. Nataf estimates that Virgin has a 9-10% market share in France.

Comments Nataf, "We had a very good year. Even the first six months of 1991, which were terrible for the industry, were good [for Virgin]. But what pleases me the most is that we have released what I consider wonderful records, such as Liane Foly, Jean-Louis Murat, Etienne Daho and Lenny Kravitz. If it were just those successes alone, the year would have already been good."

The last semester ended with new releases by Murat and Daho going gold (100,000 units), while the new albums by Genesis and Renaud were already platinum (300,000 units). Other strong releases of 1991 included albums from Foly (over 400,000 units), Enigma (700,000), a compilation of Mike Oldfield (355,000), Lenny Kravitz (300,000) and UB40's *Labour of Love, Part II*, which reached 750,000 copies and is still selling strong.

The Year Ahead

1992 will be fueled with the new studio albums of Jean Louis Aubert, Alain Souchon, Les Innocents, Jean-Patrick Capdevielle (his first for Virgin since leaving WEA), Mano Negra (for Christmas), Julien Clerc, and the first album of newcomer Pierre Schot, released this month and produced by Robin Millar of Sade fame.

Nataf does not expect to sign more than one or two new acts this year and sees the forthcoming years as "tough" for the business. Says the Virgin chief, "Analysts say we will be facing a flat market. The CD boom is now behind us and there are few signs of recovery."

Nataf has "slightly restructured" the record company—the most visible sign being the departure last June of GM Dominique Leguern, one of the founders of the company some 10 years ago. Leguern will not

be replaced, says Nataf, commenting, "This position was important previously when Patrick Zelnik [former president of Virgin France] was heading the record company because he was active in many different fields. He needed someone to be in charge of the day-to-day running of the company. I don't see the necessity of having a general manager."

Insiders speculate that there was a clash of management styles between Nataf and Leguern because they didn't share the same notion of power and hierarchy. Nataf reportedly favours giving a large amount of autonomy and responsibility to staff.

The restructure includes splitting the marketing and promo forces into two different teams handling national and international acts. Previously, all acts were marketed and promoted by a single staff. Most of the current team will handle French acts, with Caroline Diament in charge of marketing and Marc Maréchal taking over promotion. Local radio promo people include Rebecca Hayat, Ivan Malherbe and Maryline Moine.

Alain Artaud will oversee marketing and promotion of international acts, as well as special marketing and the Labels Club, which handles the foreign labels licenced directly to Virgin, such as Creation or 4AD.

This department, run by Gérard Beullac, grossed Ffr30 million in 1991.

Says Nataf, "This type of dual structure has sometimes been tried in other companies, and most of the time it was quite unsuccessful. I think it will work at Virgin because our international and national rosters are coherent. Of course, it will mean that radio stations will have to deal with two Virgin promo persons instead of one, but it's a minor problem. We want to try it, and we feel we will be stronger."

Nataf also wants to cut down on the cost of promotional records distributed to the media by limiting the number of records sent or asking the media to pay for them. He calculates, "We spend Ffr200,000 a month on free records to the media. For

a full year, it represents about Ffr2.4 million. That's the production cost of a minimum of three albums of new acts, and believe me, I'd rather spend this money producing more records."

Nataf believes Virgin is different from other French record companies because, "We do the things we do because we have the feeling they are good for our artists. In this matter, there is a certain innocence. Maybe that's why it works. We sign acts we like; artists stay with Virgin because they like the people working there; and the people working at Virgin stay with the company because they like the artists. If there is a secret, maybe that's it."

This image is fueled by other initiatives: instead of bearing the traditional "Happy New Year" message, Virgin's greeting cards this year read AIDS = Danger, and requested donations be sent to Act Up, an organization financing AIDS research. In addition, Nataf has asked 40 French artists, including Patrick Bruel, Renaud and Johnny Hallyday to record acoustic versions of original songs. All the proceeds will go to research on AIDS, with a limited 500,000 units being released. Nataf predicts Virgin, after deducting the production and distribution costs for the record, will be able to send a check worth Ffr30 million to research organizations.



Fabrice Nataf

FNAC, Virgin Face Off In Retail Skirmish

The war between France's largest retail chain and Virgin Megastore reached new heights last week. Chairman of Virgin Group of Companies Richard Branson, in an interview with *Le Nouvel Economiste*, accused FNAC of financing political parties in France in alleged continued efforts to prevent Virgin from opening on Sundays.

FNAC president Jean-Louis Pétariat countered with a threat to file suit for libel. Said Pétariat, "I am astounded and appalled by what Branson said. His comments don't reflect the reality of

the facts and are simply libel." Pétariat reportedly has asked his lawyer to seek legal redress.

In a radio interview broadcast later on Europe 1, however, Virgin France president Patrick Zelnik appeared to be backing down, maintaining Branson does not always understand the "subtleties" of the French situation. Zelnik claims Branson meant FNAC is an influential pressure group and an active lobby, and "didn't intend to imply that there was a direct link between FNAC and the financing of political parties." EL

Trust In French TV, Radio Drops

A survey by SOFRES for the magazines *Telerama*, *La Croix* and *Mediaspouvoirs* on the credibility of the media in France shows radio has suffered the least from a general loss of confidence exhibited by the public.

Since 1988, public trust in the believability of radio news and information has suffered a loss of 8%, while newspapers and television have fallen by 13% and 16%, respectively. Last

year, TV experienced the greatest loss of confidence, while radio remained stable and, in fact, grabbed points from television. In 1988, 65% of the French believed what was presented to them as news on the television, while 62% believed radio; in 1991, the percentages had fallen to 49% and 54%, respectively.

Despite this, however, television remains the preferred source of information in France. DR



AN AFRICAN SAFARI — Staffers at EHR web Radio Vibration gather around a motorcycle and ski outfit that are part of the net's "Incredible Vibration Holiday Contest." Contestants will get a chance to win a seven-day motorcycle safari in Kenya for one person or a seven-day ski vacation at Champagny en Vanoise. We'll publish the winners in an up-coming issue of M&M.

Dialect Music Starts Gaining Attention

by David Stansfield

The increase in local acts and artists singing in local dialects has left critics arguing whether it is just a passing fashion or the signal of a real trend.

The practice is not new. Major artists such as **Pino Daniele (CGD)** from Naples and **Fabrizio Dé Andre (Ricordi/Fonit Cetra)** from Genoa have used dialect in their repertoires for years. But it is a new generation of musicians that is causing the stir with genres ranging from folk-rock to hip-hop and rap to reggae.

Tazenda (Visa/Ricordi) is credited with opening doors to dialect. The folk rock-based band from Sardinia has set out to retrieve some of the lost culture of their Italian island and, by sticking to singing in their native dialect, have achieved sales of 190,000 units with their latest album *Murales*.

Visa executive **Livia Aymani** believes it could not have been done six years ago when the local

market was dominated by Anglo-American music. "It's still difficult to promote a whole album in dialect, but the steady success of **Lazenda** indicates that Italian music now is not just limited to the pop of an artist like **Marco Masini**," says Ayanimo.

Luca Viscardi, head of the Italian music department at EHR FM net **RTL 102.5 Hit Radio**, likens the situation to the UK indie scene where bands from certain geographical areas are credited with creating new sounds. "I don't believe there is any great movement in Italy at the moment, but the success of **Tazenda** has given record companies more courage to sign acts and artists who sing in dialect."

RTL 102.5, along with EHR FM web **Rete 105**, also backed CGD act **Kaballa** with strong airplay. **Kaballa** sings in Sicilian and although they have not set any sales records with their debut album *Petra Lavica*, they are seen as a long-term investment by CGD. Comments company pro-

motions manager **Luciano Linzi**, "I think the increased use of dialect has happened by chance, but it proves that barriers can be broken to provide more space for music connected to folk and ethnic roots."

But can dialect dominate the dance sector? **Stereo RAI DJ** and dance critic **Luca de Gennaro** believes it can. An EHR net like **RTL 102.5 Hit Radio** will not give airplay to the likes of **Pittura Fresca** or indie dance acts who perform in dialect, but de Gennaro has no such reservations.

"It's almost like the US rap scene of 15 years ago where most of the music appeared on self-produced cassettes," he says.

De Gennaro believes that dialect acts are opening cultural frontiers and the fact that many Italians cannot understand different dialects is of little importance. He comments, "Italians are used to not understanding language in music. We were dominated by the US and UK for years."

Rancati Tapped As New RTL 102.5 PD

Loredana Rancati has been appointed programme director at **RTL 102.5 Hit Radio**. Rancati worked as artistic director at Italy's leading private network station **Rete 105** from 1976-1988 and, according to industry observers, was responsible for creating the sound of the station at the time.

Rete 102.5 station director **Claudio Astorri** comments, "We brought her in to re-enforce the mix of music and news. She is possibly one of the most experienced programmers in the business and was artistic director at

Rete 105 during its golden period."

Rancati says she accepted the position because she considers **RTL 102.5 Hit Radio** to be the best in the new generation of stations. "There's not too much talk from DJ's and not too many listener competitions and games," she says. "We have a team of 12 news journalists working around the clock and, although there are not too many music programmes at an EHR station, it is my priority to perfect the ones we have."

DS

BMG Lights Up For Carboni

Illuminated billboards in Rome, Bologna and Milan heralded the release of *Carboni*, the fifth and latest album by BMG artist **Luca Carboni**.

Michele Mondella, advertising and promotions director at the company, believes it is the first time such an exercise has been launched for a pop artist in Italy. He also confirms that *Carboni* is the firm's major priority release for the year's first quarter.

Pubcaster pop station **Stereo RAI** scored the radio exclusive by having **Carboni** as a studio guest for two days before the release of his album. The station placed

ads in three leading national newspapers in return.

BMG promotional plans include advertising campaigns on private national network stations **Radio Dimensione Suono**, **Rete 105**, **Radio Italia Solo Musica Italiana** and **Radio DeeJay**. Ads are also being screened on the TV station **Videomusic**.

Carboni's last album *Personi Silenziosi* sold 450,000 units. The artist is to be marketed in Germany in February and Spain later in the year.

DS

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Nanada Serenades Music Man, +8 Label

Marc Maes

Dutch independent music publisher **Nanada Music** has announced it has acquired worldwide publishing, administration and exploitation rights for the **Music Man** catalogue, one of the main exporters of Belgian house music. Music Man is one of the largest Belgian distribution companies, handling such labels as **R&S**, **See Saw**, **STR** and **Byte**, as well as Music Man.

Nanada is owned by former Holland **Radio 3 DJ Willem**

"**Joost den Draayer**" van **Kooten**. Says MD **Jochem Gerrits**, "For Nanada Music, this is a great acquisition. The catalogue is very strong, and some great titles are in it. We are looking forward to working with **Hessel Tieter's** label, and have already been successful in having *Le Seigneur des Ténèbres* by **Pleasure Game** in the Dutch charts."



Willem van Kooten.

Nanada also announced the start-up of **Music Man Holland** and **Music Man Germany** as publishing divisions, with **Music Man Publishing Belgium** under **Tieter's** direction.

Simultaneously, Nanada also signed a publishing deal with leading Canadian techno independent **+8 Records**, owned by MD **John Acquaviva**, for all of

Europe. Explains Gerrits, "+8 has quite a few tracks on various compilation albums in Europe and now European record companies will know that we are administering the rights here."

+8 Line-Up

The new company will be called **+8 Music Europe**. Artists signed to +8 include **Speedy J**, **Cyber-sonic** and **F.U.S.E.** Gerrits, CMD of the new company, will control all master licensing and publishing matters in Europe.

"A lot of overseas labels make deals in Europe not realizing what the European market is all about and what the consequences are, particularly when exporting. That's why we want to protect the interests of this label," says Gerrits.

Gerrits cites **Speedy J's Pullover** (+8 Records), currently charting in the Belgian **IFPI** chart, as an example of how the new deal could work on a European basis.

Sony Relocates

Starting January 15, **Sony Music Belgium** began operating from its new offices in Brussels near the **BRTN** headquarters. The new address: H. Evenepoelstraat 9, 1040 Brussels; phone: (+32) 2.732 5020; fax: 2.735 6412.

SPAIN

Efe Radio Sets Up Affiliate Ad Packages

by Jeremy Sullivan

The official Spanish news agency **Efe** has launched a new project through its radio department, **Efe Radio**, which is offering advertising packages to the 40 stations subscribing to its newscast service.

In addition to the newscasts, which consist of three, 30-minute broadcasts daily, Efe Radio also produces a five-minute news bulletin for each hour in which a newscast is not supplied and a continuous music service, for use at the convenience of subscribing stations.

The new project involves the introduction of a total of five minutes of advertising into the half-hour of each newscast. Of these five minutes, three minutes' worth of advertising is organized

by Efe Radio itself, with 30% of the generated income to be distributed among the participating stations.

The remaining two minutes of advertising time is filled by the affiliate station, which is able to offer local advertisers a chance to have their names associated with well-known national and international products while opening an extra source of revenue for themselves.

Efe Radio Director **Luis Gonzales** points out that these two sources of income for subscribers could, in effect, enable them to receive Efe Radio's services free of charge. This is especially important to independent radio stations, which work with much lower budgets than do stations linked to one of the large Spanish networks. Such independent stations are, however, vitally dependent on maintaining a strong identity, a fact of which Efe Radio is well aware.

All Efe Radio news services are, therefore, of a neutral tone,

yet geared to the rigours of the public news market. The newscasts are of a global nature, covering both national and international news and carrying comment on economic, social, labour, political and sporting issues. The hourly bulletins include the very latest events brought to the attention of the Efe agency.

Stations using these services are able to strengthen their coverage of the news market. In this way, as Gonzales says, "Efe Radio productions help stations in strengthening their own identities. We are not, nor do we want to be, a station ourself—only to maintain our character as wholesalers of news."

Spanish Artists Grab Center Stage At Midem

Much to the delight of the local record industry and authors' rights society **SGAE**, Spain took centre stage twice at **Midem**. Comments **SGAE** president **Teddy Bautista**, "Thanks to the musical variety of our talents, our horizons have grown."

With the January 18 inaugural gala

PolyGram Teams With 'Omroep Brabant'

The board of directors of the **BRTN** and radio head **Piet van Roe** are expected to approve the release of a series of five CDs with exclusive radio recordings to commemorate **Radio 2 Brabant's** silver anniversary.

Radio 2 Brabant, serving Brussels as one of the **BRTN's** five regional radio channels, started broadcasting 25 years ago. Although several programmes paid quite some attention to the event, MD/head of programming **Giudo Cassiman** says, "The only thing I wanted to add was this series of CDs. Our station has always been very active in live broadcasts, as we've wanted to get as close as possible to our audience in (bilingual) Brussels and the province of Brabant. This resulted in several hundred hours' of live programmes, concerts and sitcoms. We are currently making a selection for the CDs."

Cassiman said that **Omroep Brabant** became particularly popular with the "Brusselse Avonden" (Brussels Evenings) organized in venues throughout the Brussels area. "But the CDs will

also contain a concert we organised 15 years ago at the Brussels Trade Mart, sketches and recent recordings effected during the national talent programme "De Gewapende Man."

At **Polygram**, special projects manager **Kristof Turcksin** says the series will contain four volumes, with an extra fifth compilation offered at a special price: "A first volume will be released in March. As soon as we have the definitive track listing and the necessary clearance, we will have Brussels company **Digipro** master the recordings for CD transcription."

When asked about the near future for **Radio 2 Brabant**, Cassiman says that **BRTN's** next important step is adding two regional hours per day to the existing two locally produced programmes. "As of May 4, we'll be adding a 06.00-08.00 programme to our package of regional broadcasts. If the privates (and possibly private TV station **VTM**) have any plans for regional radio stations, the **BRTN** has the answer standing by."

MM

Radio Nacional Honours 'Eye' Winners

by Anna Marie de la Fuente

Pubcaster **Radio Nacional de España** granted January 29 its annual "Critical Eye" honours to several young artists in recognition of their contribution to the arts in contemporary Spain.

Organized by **RNE's Radio 1** cultural news programme bearing the same title, the "Critical Eye" awards, now in their third year, were bestowed on 24-year-old flamenco guitarist **Vicente Amigo**, whose debut album from late 1991 is to be released in Japan and the US; violinist **Ana Isabel Garcia del Castillo**; film actor **Gabino Diego**; painter **Rogelio Lopez Cuenca**; theatre actor **Carlos Hipolito**; and writer **Miguel de Palol**.

In the media section, the news-

paper *El Sol* was also awarded for the collection of books it had been distributing free with its daily editions. "It's an unprecedented initiative from the press, especially admirable in a country not known for its high number of readers," says **Ojo Cirtico** programme director **Javier Diaz**.

A special prize also went to the "Ages of Man" exhibit, which focused on the music in the churches of northern provinces **Castilla** and **Leon**. Pop group **Ciudad Jardin** also received a Special Mention for their constant growth in quality and creativity.

The awards ceremony, held at the **Circulo de Bellas Artes** arts centre, featured the live performances of **Vicente Amigo** and **Ana Isabel Garcia del Castillo**.

Have You Already Ordered The 1992 Edition Of The Eurofile Music Industry Directory?

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says **SGAE** spokesperson **Almudena Solana** commenting on the cross-border potential of Spanish music.

According to **PolyGram** local A&R director **Simone Bose**, it was **Paco de Lucia's** first time performing in an international festival like **Midem**.

AMdF

How To Manage Your Employees In Tough Economic Times

by Donna Halper

This week takes a look at suggestions for station managers seeking to create a fresh start for 1992. Why? Because from a management standpoint, 1991's hard times made it a year we will, it's hoped, never repeat. Here are some specific recommendations that will benefit both your staff and your audience during this difficult financial period.

Don't Take Out Your Problems On Your Staff

That may sound rather obvious, but many otherwise-intelligent managers forgot that in 1991. I saw (and heard about) executives screaming at the programme manager or production manager for some trivial offence. Some managers threatened to fire entire staffs if they didn't start performing better immediately. Managers regularly used their department as whipping posts, criticising and accusing them. 1991 was a year for the Attila the Hun approach, but it succeeded only in terrorizing the staff.

I understand and fully support the manager's right to maintain discipline and enforce station policy, but not by behaving like a tyrant. There is no place in a well-run business for shouting matches in the halls or constant, unrelenting criticism. *Of course* you want your staff to do more. And when sales are down, you want the account executives to produce. Sure, you want your department heads to have a plan and be organized. But just because you are under pressure (be it financial or personal), showing your staff disrespect is not the answer. Yes, a staff should do what the boss asks, but a boss need not rule by dictatorship in order to get things accomplished. And that brings me to point number 2

Arrow School Of Management

According to *Communicating for Managerial Effectiveness* author Phillip Clappitt, "arrow" managers are those who believe themselves to be clear and precise communicators. They have little patience with anyone who isn't equally so. Arrows believe the employees should get it right the first time ("I explained it to them, didn't I?") They prefer to send a memo rather than having a face-to-face discussion with staff.

They also believe that they

alone are the ultimate authority. For them, communication is a one-way activity: they give an order, and they expect it to be carried out perfectly...or else. For an arrow, problems are not management's fault ("If they had followed the instructions in my memo, this never would have happened.")

Ironically, arrow managers are mystified when staff don't come to them with problems. They perceive themselves to be quite willing to listen, although in reality, the few staff members who did come to management with a problem were called "complainers."

Based on my observations, the arrow manager is not as effective as one might think. Staff who work for an arrow spend far too much time being angry and frustrated. Arrows may say, "So what? If they don't like it, they can resign." But in a skilled industry like radio, training new staff takes time and disrupts operations. Frequent staff turnover creates a very negative perception in the community, too, and may make advertisers wonder how stable the station is.

It would seem logical, then, that management's goal in difficult economic times would be to minimize staff dissension so that everyone could concentrate on the real need: creating a good on-air product and a positive reputation.

Tough Versus Friendly Bosses

Certain aspects of the arrow approach are at times necessary. For example, an employee with a drug or alcohol problem must get treatment, like it or not. But I find that the most successful managers are not extreme; they act neither like arrows nor like everyone's best pal. They aren't afraid of constructive suggestions from staff. They don't think their way is the only way, although they may indeed have the last word. They encourage staff to resolve problems, rather than seeking out people to blame.

I realize that just as there is no proof that a "tough boss" is best, there is also no proof that a friendly boss gets more results. But common sense does say that when a staff feels unappreciated and demoralized, it doesn't go the extra kilometre.

Fear is a motivator for just so long; so is gratitude for having a job. The best managers build staff loyalty on an on-going basis—not by threats but by treating each

person fairly.

It never hurts to listen to your staff; what may seem like just another complaint could be handled before it turns into a major crisis. When employees are not being paid huge sums, and when the competition is fierce, the staff needs to feel as if they matter. Everyone likes praise—even arrow managers who claim they don't need it.

Take time to notice and acknowledge the staff who are putting forth an effort. Take time to both critique and praise your players. I see too many managers devoting time to correct a staff member, but ignoring or glossing over things that person did well. It's a great morale booster to catch people doing something right, and to let them know you appreciate it.

When money isn't plentiful, when the new equipment you wanted to buy seems out of the question, don't forget that your staff is still trying to get the job done, often under very challenging conditions. **THANK THEM!** Take them out for pizza. Trade out some toys for their kids. Give them a day off with pay. But please, let them know you notice their efforts.

Also, let them know that you really do want things to improve: some managers feel that silence is the best response to a crisis. That approach only allows rumours to dominate the station. Keep everyone as informed and up-to-date as you can. I know that some things are confidential, but most are not, and the staff needs to know that they do have a future with the company.

What if they don't? What if big cutbacks are forthcoming? I prefer not to lie, and I also prefer not to hide the truth. Find something positive to say whenever possible. But if, in fact, there is no good news, put an end to the rumours and work with whatever remaining staff you have to turn things around. The sooner people know the situation, the sooner plans can be made to move on, or to come up with a way to forward the action.

The Well-Trained Staff

In the '90s, the well-trained staff will get the most done. In your effort to save money, don't curtail those things that could lead to more productive employees. Send them to seminars—there are many reputable firms that offer valuable day-long programmes for sales or management.

Hard Times Management

1. Don't use your staff as a whipping post.
2. Don't be an "arrow" manager.
3. Lead by example.
4. Provide what your staff needs to succeed.
5. Stress the positives this year.

Encourage your on-air staff to listen to tapes from other stations in other cities; the more role models they have, the more likely they will be to learn both how to sound better and how to avoid sounding unprofessional. It's very instructive to play tapes of other stations—not all DJs elsewhere are excellent, even in the bigger markets. But it never hurts to be able to compare your work with other professionals.

Similarly, let your PD go to another city every few months and tape what radio sounds like there. We often tend to get too caught up in our own city and end up in a rut. It's good to be local, but some new ideas can be most welcome. If you can't afford to hire a consultant, the next best thing is a sojourn to another market to do some comparing and contrasting.

Let your staff have access to important trade publications. The more aware they are of trends, the more effective they will be. Schedule staff meetings where a problem is worked on as a team—that client who refuses to use radio anymore, for example. Or that last-minute copy the production manager always seems to get at 17.00 on Friday after everyone has left. Seek out ways to reduce day-to-day annoyances, and make sure all departments have regular communication with each other. That includes your often-overlooked engineer and receptionist, who has more direct contact with the audience than anyone. Similarly, you may find your engineer is an avid radio fan with interesting perspectives to offer.

Encouraging Staff And Audience

None of us can go back and fix the disappointments and frustrations of 1991, so why try? Use this new year productively! Call a station meeting and create your winning team by getting everyone involved in planning strategies for the station's growth. Make sure each department has specific, realistic goals: vague objectives like "I want to win big this year" are difficult to implement. Let the staff know you'll be there to support their goals, and that you

intend for this to be a successful year for the entire staff.

Your audience may need some encouragement, too, as 1991 was very difficult for many of them. So give them a station they can rely on for both entertainment and information. Be their best friend: make their lives easier with contests that are fun, easy to win and useful. Pay their bills, help them get new clothes, pay for a babysitter and give them theatre tickets, etc. They don't always want a trip to a foreign country; sometimes they just want to meet somebody famous or do something they can tell friends about.

Don't just play the hits and think you've done enough. Reach out to your community. Find and praise people who have performed great services. Seek out good news about the town. The audience also deserves to know what positive things are happening locally. Be a catalyst for civic pride.

In essence, if your station has excellent internal communication, your staff will be eager to reach out to the audience. So create the good communication, both behind the scenes and on the street!



Donna Halper is a longtime consultant specializing in American and European radio station operations, talent development and music formatting. She is the author of two books on radio programming and a computerized music scheduling system. Donna Halper & Associates can be reached at 304 Newbury Street, Suite 506, Boston, MA 02115. Tel: (+1) 617.786.0666; fax: (+1) 617.786.1809.

SINGLES

THE BLESSING

Highway 5 '92 - MCA **EHR**
 PRODUCER: Neil Dorfsman
 Don't give up seems to be the motto for William Topley and Co. This soulful pop song, coupled with a gospel-framed chorus, was included on M&M's "Music Monitor 2" CD insert in April of last year; finally, it has entered the UK charts in this appealing 1992 remix, with some added percussion.

DEL THA FUNKEÉ HOMOSAPIEN

Mistadobalina - Elektra **D**
 PRODUCER: Del/Boogiemem/Ice Cube
 Based on a sample from *Mind Power* by James Brown, this is a relaxing but highly addictive rap, co-produced by Ice Cube, and already featured in "A" rotation by Kiss FM/London. It's taken from the album *I Wish My Brother George Was Here*.

DIESEL PARK WEST

Fall To Love - Food/EMI **EHR/AC**
 PRODUCER: Laurie Latham
 If you need some more pop fuel on your station, then this delightful melodic tune should be considered. Lead singer John Butler's voice grabs your immediate attention, and keeps it for the next few hours. When the song is over, the melody lingers on. Hit material.

MYLO FREEMAN

Better Not Judge Me - Columbia **EHR/D**
 PRODUCER: Steve Clisby
 Ever heard about the "soul nouveau" genre? If the answer is no, then listen to this Amsterdam-based singer who introduced the term. It means a mix of all kinds of black music from the past—like jazz, soul, rhythm & blues and Latin—combined with the dance beats of today.

GENESIS

I Can't Dance - Virgin **EHR/R**
 PRODUCER: Genesis/Nick Davis
 They may have two left feet, but they have a good hand for writing top-rate pop songs. This second single off their *We Can't Dance* album sports a guitar riff out of the Keith Richards archives, plus percussion on pots and pans by master drummer Phil Collins.

HUEY LEWIS & THE NEWS

He Don't Know - EMI America **EHR/AC**
 PRODUCER: Huey Lewis & The News
 This groovy ballad is all the more swinging because of the Charlie Watts-like drum sound. Whereas most balladeers tend to overdo things these days, main man Lewis excels at restraining himself.

ASHLEY MAHER

Laughter In The Rain - Virgin **EHR/AC**
 PRODUCER: Kevin Armstrong
 Understated and thoughtfully-arranged, this pop song sports an itchy rhythm and features Maher's esoteric vocals. The instrumental break (after 1:53 seconds) could serve as a nice signature tune for a world music series on TV.

PUBLIC ENEMY

Shut Em Down... - Columbia **D/EHR**
 PRODUCER: Bomb Squad
 The second single off the critically acclaimed album *Apocalypse 91, The*

Enemy Strikes Black is a rock solid mid-tempo stomper in a Pe-Te Rock remix. Although full bodied, it's sparsely arranged, by their standards.

SANDRA



Don't Be Aggressive - Virgin **D/EHR**
 PRODUCER: Michael Cretu/Jens Gad
 This woman was responsible for the sensual backing vocals on all *Enigma* records. Once again in the limelight, she continues to provide attractive pop/dance material surrounded by a certain kind of mysticism.

TEENAGE FANCLUB

The Concept - Creation **EHR/A**
 PRODUCER: Don Fleming/Paul Chisholm/Teenage Fanclub
 Every now and then a band is touted as the "new Beatles", but if any comes close, it's this Scottish band. The strong melody and the backing vocals give the song that typical '60 touch, while the fuzzy guitar sound puts them right into the '90s.

KARYN WHITE

The Way I Feel About You - Warner Brothers **D/EHR**
 PRODUCER: Christopher Troy/Zack Harmon/Karyn White
 The new single by this dance diva bears the imprint of executive producers Jimmy Jam & Terry Lewis. It's tailor-made for both the dance floor and the airwaves and is at least on par with the upbeat material we have come to expect from Janet Jackson.

ALBUMS

ACADEMY OF MODERN DANCE

Groove Cum Laude - B&B **D/EHR**
 PRODUCER: Rob & Ferdi Bolland
 This is the first album on the newly founded label run by Dutch producer-duo Bolland & Bolland. The title is apt, because all the musicians and singers involved sound as if they are graduates of contemporary dance. Female lead singer Lisa Boray is a former backing vocalist who now steps out of the shadow. Recently, she had a Dutch hit single on her own with the theme song of RTL 4's popular soap opera "Goede Tijden, Slechte Tijden." Hear this vocal acrobat in duet with Nathan Caffee on the second single *History Of Dance (A Man And A Woman)*, a song at the crossroads of mellow hip hop boulevard and Earth, Wind & Fire avenue.

TORI AMOS



Little Earthquakes - east west **EHR/AC**
 PRODUCER: T. Amos/E. Rosse/D. Sigerson/I. Stanley
 A truly gifted singer/songwriter has surfaced and it looks like Amos is well on her way to becoming very big indeed. She operates on the territory covered by Sinéad O'Connor and Kate Bush, to whom she's also comparable vocally, but shares with Suzanne Vega an astonishing dexterity with lyrics. On an album with such uniformly strong words, it's hard to pick the highlights. Some of them are the mid-tempo pop song *Girl* and the piano ballads

Leather, and *China*, the first single. Don't let yourself be fooled by the slow start of the title track; it builds into epic proportions.

MARIE-LAURE BÉRAUD

TURbig0 12-12 - Ariola **AC/EHR**
 PRODUCER: Chaz Jankel
 Born of a French father and a German mother, Béraud's music is situated somewhere between Berlin and Paris in the decadent '20s. The track *Les Immortelles* ("The Immortals") is a killer with its lovely street organ sound. *Viens Simon* is a tango with beautiful accordion play by Adriano Cominotto in the role of Astor Piazzola. Despite the English title, *Foolish Heart* is sung in German in a Marlene Dietrich vein. The talented chanteuse is helped out by Charles Et Les Lulus's harmonica player Arno and guitarist Roland van Campenhout, among others. Ian Dury's former musical director deserves the credits for the exquisite arrangements.

STEVE FORBERT

The American In Me - Geffen **R/AC**
 PRODUCER: Pete Anderson
 Fourteen years after his smashing debut *Alive On Arrival*, this singer/songwriter has reached the same level of quality again. Producer/arranger Anderson (Dwight Yoakam and Michelle Shocked) always manages to get the best out of the people he works with. They never sound weak because there's always that heartbeat-like rhythm and everything he does packs a punch, including ballads. In a way, a slow song like *When The Sun Shines* is as powerful as rockers like *Born Too Late*, *Responsibility* and *Rock While I Can Rock*. This strong set wakes up the American in you.

PAUL ROLAND

Roaring Boys - New Rose **A/EHR**
 PRODUCER: Paul Roland
 If there was a thing like pop music in the Middle Ages, then it would probably have sounded like this. This collection of 14 songs evokes images of knights on horseback, jousting contests, fair maidens and dancing bears on the village square. This is the ideal soundtrack to the paintings of Jeroen Bosch. Despite all of this, there's no reason why a song like *Christine*—ornamented with the keyboard sound of a harpsichord and the acoustic guitar used as a lute—shouldn't fit the EHR format. Take a chance on this too-long underestimated UK talent.

BEVERLY JO SCOTT

Honey & Hurricanes - Columbia **R/EHR/AC**
 PRODUCER: B.J. Scott/P. Lacirignola/B.B. Funk
 Some people find their roots in unexpected places. As with her label mate Chris Whitley, Scott is another American found her rock origins in blues-minded Belgium and with her soul brothers there, recorded this ravishing debut album. Stylistically, she has a lot in common with fellow American Bonnie Raitt but on some songs, crosses the path of Alanah Myles, as is evident on the opening track *Sing It Out*. In mid-September, the album was released in Belgium and the news is now spreading across Europe.

NEW TALENT

DOPE, GUNS 'N' FUCKIN' IN THE STREETS

No Message - Core S.A.I.R. (LP) (Austria)
 PRODUCER: M. Mitrolios/P. Stonko
 Everybody's talking about a punk rock revival, but it has always survived in the underground scene, especially in the GSA territories. Vienna is apparently not limited to classical music only, as proved by this angry four piece. This is as mean as the barbed-wire punk from the stone age. Contact Sigi at tel: (+43) 222.435 8033.

LES JOUEURS

Hors Des Murs - Bondage/Houlala (LP) (France)
 PRODUCER: Eric Débris/Jean Labbé
 Not many bands open their album with the longest track, but this French trio does. The nine-minute overture *Le Troupeau* is

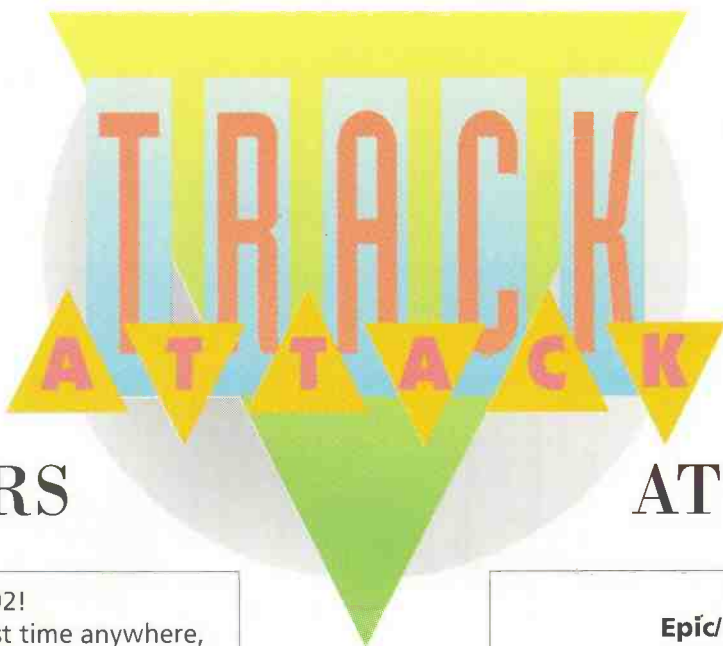
a fine introduction to their sound. It combines poetic lyrics with the rock power of the Stranglers and Billy Idol. All in all, it's music for the head and the body. Also, try the shorter tracks. Contact Tamsin Briggs at tel: (+33) 1.4379 8855; fax: 1.4372 4991.

NORTH POINT BLANK

Tapdance - T.D. (EP) (UK)
 PRODUCER: North Point Blank
 This Southend-based band enjoys a solid live reputation. Maybe that's the reason why they add fake live effects to this Happy Mondays-like tune. This debut single is extra enjoyable because of guitarist Jeff Green's heavy stamping on the wah pedal. On the track *Mustang Ranch*, he quotes from Jimi Hendrix's *Purple Haze*. Contact tel: (+44) 702.335 427.

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 Robbert Tili/Machgiel Bakker, PO Box 9027, 1006 AA Amsterdam, Holland.

spring



ATTENTION RADIO PROGRAMMERS

THE SPRING 1992 TRACK ATTACK LINE-UP

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- DEBORAH BLANDO**
Epic/Sony Music International
- STEPHAN EICHER**
Barclay/PolyGram France-Phonogram Germany
- THE FOUR HORSEMEN**
Def American/Phonogram UK
- HÉROES DEL SILENCIO**
EMI/Spain
- MANIC STREET PREACHERS**
Columbia/Sony Music UK
- MICHAEL LEARNS TO ROCK**
EMI-Medley/Denmark
- ONE 2 ONE**
A&M International
- PRINZ ZEK & BIG BAFFOLO**
Sony Music Austria
- CURTIS STIGERS**
Arista/BMG International
- TANYA St. VAL**
Philips/Phonogram France

(Unfortunately the CDs from EMI/Spain did not reach the M&M offices in time for inclusion in the Track Attack box. Most likely they will be sent as a separate insert in one of M&M's upcoming issues.)



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PRETTY TONE CAPONE.

THE DEFFEST IS YET TO COME!



DEBORAH BLANDO

Deborah Blando is a 22-year-old singer from the tropical isle of Florianopolis; she originally hails from Italy. Different from one might expect, her music isn't typical Brazilian, but rather has global appeal.

At an earlier stage in her career, **Sony Music Brazil** intended to record an album in the Portuguese language, but those plans were canceled when Blando met American manager **Dave Wolfe** in Rio de Janeiro. He convinced the company of the singer's international potential. A direct contract with **Epic** in New York was signed, resulting in the album *A Different Story*.

Although at the age of 12 she had already made one album in Italian, this album should be considered as Blando's real debut.



The first single *Innocence*—enclosed with **M&M's Track Attack** box—sounds like **Belinda Carlisle**. It's a synthesizer-dominated pop song with an interesting instrumental interlude and an almost new age-like clerical edge. The prayer you can hear in the distance in that song segment is spoken by Blando's father **Pietro Carmelo Blando**.

According to **Sony Music International** marketing manager **Monica Marin**, the album has real international appeal. "Blando and Wolfe recently visited all our European affiliates, and the response was very good. Everybody felt that this was ideal music for pop programming. The single edit is just perfect for the EHR format."

A Different Story was produced and mixed by **Eric "E.T." Thorngren** (of **Talking Heads** and **B-52**-fame) along with **Andres Levin**, **Camus Mare Celli** and Blando herself. On

OVERALL, NEW ARTISTS ACCOUNT FOR 25% OF THE 1991 YEAR-END EHR TOP 100. OF THESE, 30% REACHED THE TOP 25.



two tracks of the album, she doesn't deny her Brazilian roots.

Blue Eyes Are Sensitive To The Light is partly inspired by the so-called "forro" style out of the northeast part of Brazil. The lightfooted accordion—played by grand master

Oswaldino do Acordeon—gives it an atmosphere comparable to Louisiana "zydeco" swamp music.

The song *Brasil/Aquarela Do Brasil* is a tribute to the country by the same name. It's the only track sung in Portuguese, because Blando felt translating it would mean losing its essence. Musically speaking, it's a striking mix of Brazilian percussion and American-styled rock guitars, while the horns under guidance of **Southside Johnny's** trombonist **Richie La Bamba** add the sound of "Asbury Park."

All these "different stories" are linked together by the truth of the emotions which inspired the songs and the passionate manner with

which Blando brings them alive. You'll find out that Brazil has a whole lot more to offer than just coffee, spectacular football and samba music.

STEPHAN EICHER

Wave the star-spangled European flag for a real European artist. With songs recorded in French, English, German and Swiss-German, Swiss singer/songwriter **Stephan Eicher** is the ideal person to promote the pan-European ethos in 1992.

Engelberg, his fifth solo album—released on June 10 in France, Switzerland and Belgium, and on August 19 last year in Germany and Austria—marks a co-production between **Phonogram Germany** and the French **PolyGram**-owned **Barclay** label.

At home he continued his superstar status by being in the top slot for six consecutive



"NEW ARTISTS DO NOT ALWAYS MEAN NEW MUSIC! I'M NOT LOOKING FOR NEW MUSICAL TRENDS. I'M WAITING FOR MUSICIANS WHO HAVE THE PERSONALITY TO ONE DAY BE AT THE TOP."

ADAM HAHNE, PROGRAMME DIRECTOR RADIO SALÜ.

weeks last summer, while in France he made his definitive breakthrough with the single *Déjeuner En Paix*. The album rose to number 2 in October.

Engelberg is platinum in both Switzerland (50,000 copies) and France (over 500,000 copies sold so far) and has hit gold in Belgium (25,000 copies). The album is out in the above-mentioned territories, plus Holland, Denmark and Sweden. Releases are confirmed for Canada, Italy, Greece, Israel and the Ivory Coast.

Eicher's album, co-produced by **Dominique Blanc-Francard**, is an amalgam of musical styles from various European countries, sung in four different languages. On the one side of the spectrum you'll find the polka *Hemmige*—sung in Swiss-German—capturing the central European atmosphere; on the other side there is the **Hank Williams** classic *I'm So Lonesome I Could Cry*, mixed with Bach's *Air*, breathing the melancholy ambiance of an English country garden.

Pas D'Ami (Comme Toi), the second single off the album, was released on November 25 in France, Belgium and Switzerland, while the rest of Europe follows on February 27. This MOR/singer-songwriter-type of song is enclosed with **M&M's Track Attack** box.

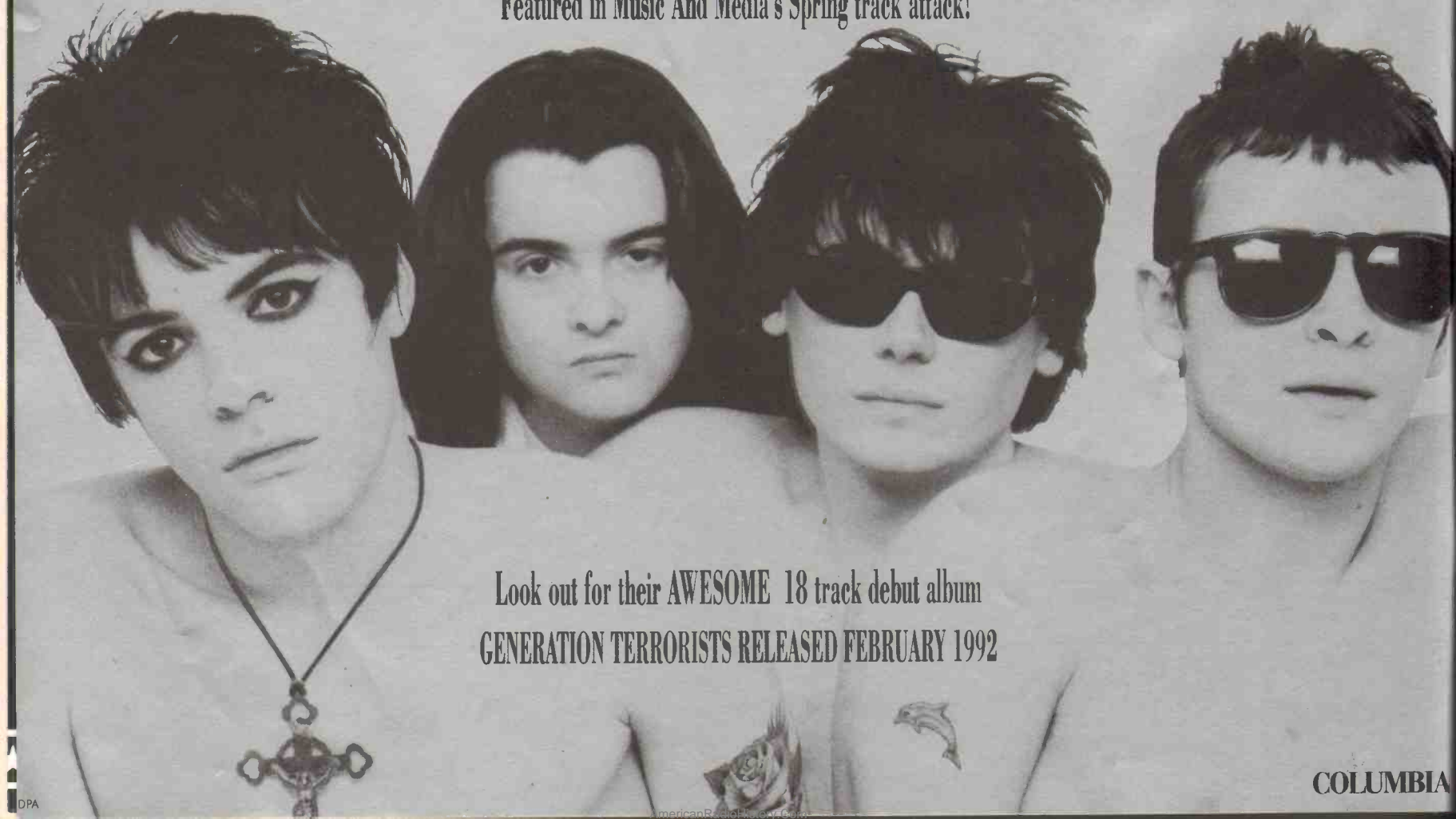
The album, recorded in an old casino in Engelberg up in the Swiss mountains, features top sessioners as bass player **Pino Paladino** and drummer/percussionist **Manu Kathe**. Cult novelist **Philippe Dijan**—also famed as scriptwriter of box-office topper *Betty Blue*—is credited as co-lyricist on some of the tracks.

MANIC STREET PREACHERS



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INNOCENCE

The first single taken from her forthcoming debut album 'A Different Story'



THE FOUR HORSEMEN

Judging by the titles on *Nobody Said It Was Easy*—the debut album by the **Four Horsemen**—one thing is immediately clear: this is a rock band. Titles like *Can't Stop Rockin'*, *Let It Rock* and *Rockin' Is Ma' Business* speak for themselves. The latter song is enclosed with **M&M's Track Attack** box.

The band is signed to the **Def American** label, the home of the **Black Crowes**, whose 1990 debut album *Shake Your Money Maker* was one of the sales surprises of last year. The Four Horsemen have a lot in common with



the Crowes. They both practice early '70s hard rock. Whereas the Crowes are specialised in **Faces/Rolling Stones**-oriented rock, the Four Horsemen are a little bit heavier—more or less shaped after "**AC/DC** in the Bon Scott days."

Def American founder **Rick Rubin** is the man behind the brutal rock sound on this convincing debut. Most of the material is uptempo in a raw-edged, boogie style and the Four Horsemen add lots of horsepower to contemporary rock.

What else could you expect from guys who look like outlaws from the old west? They may have exchanged their stallions for motorbikes, but they're still travelling from one honky tonk to another. See the great video—shot at Venice Beach near L.A.—and get the truly sleazy picture.

Says **Phonogram UK** international marketing manager **Ian Grenfell**, "They're a real 'attitude band,' so we chose a real attitude track to be featured on **Track Attack**. The

DURING 1991, EHR INTRODUCED THE FOLLOWING NEW ARTISTS: SEAL, C&C MUSIC FACTORY, BEVERLEY CRAVEN, EXTREME, KLF AND THE REMBRANDTS—TALENT THAT WAS VIRTUALLY UNKNOWN THE YEAR BEFORE.



Def American label is very important for us this year, as we've enjoyed a certain level of success with the Black Crowes. We made a lot of friends, and we're committed in breaking the Four Horsemen, too.

"The whole marketing idea is similar to the plan we had for the Crowes. That means that we are pretty keen to get the band touring in the major European cities this spring. They will probably tour Europe twice this year, just like the Crowes. We'll be working on this album through 1993, as well."

In February, lead singer **Frank Starr** and rhythm guitarist **Haggis** (ex-the **Cult**) will be on a European promo tour. Adds Grenfell, "The target group is very broad. Kids under 20 who listen to bands like the Crowes, **Metallica**, **Soundgarden** and **Nirvana** will love it, and

so will the older rockers who know about the bands who influenced the Horsemen, like **Lynyrd Skynyrd** and **ZZ Top**."

HÉROES DEL SILENCIO

"Ojo Baby," Achtung Baby, Attention Baby, here's the Spanish equivalent for **U2**. If you play the single *Maldito Duendo*, enclosed with **M&M's Track Attack** box, you'll experience the same feeling you had for the early **U2**. Lead singer/guitarist **Enrique Bunbury** shares an identical feel for grandeur as **Bono**. **Juan Valvidia's** wildly echoing guitar causes the soundscapes that we have learned to know by the **Edge**.

That's not where the comparisons with the Irish heroes stop. **Héroes Del Silencio** also work with a producer who was a member of the legendary art-rock band **Roxy Music**. For their second album *Senderos De Traición* (*Ways Of Betrayal*)—out



"NEW ARTISTS AND NEW MUSIC BRING FRESH IDEAS AND APPROACHES. THE STATION THAT CAN CONSISTENTLY SINGLE OUT MAJOR NEW TALENTS HAS AN EDGE IN ITS MARKETPLACE."

ROBIN VALK, HEAD OF MUSIC BRMB FM.

across Europe since June 1990 on **EMI**—their choice turned out to be guitarist **Phil Manzanera** instead of **Brian Eno**.

Despite all those links, the Spanish four-piece rock outfit should not be regarded as consciousness copy cats. The complete set has clearly something of its own. If that wouldn't have been the case, they never would have sold 500,000 copies (five times platinum) of the album so far at home.

Entro Dos Tierros, the opening track and first pan-European single, combines gothic rock power with melody. Apart from the current single, *Malas Intenciones* seems to be the best bet for a future hit. It evokes images of their fans waving the banner in the streets.

They sound dynamic without exaggerating on record and save a fair amount of volume though for their live concerts. They have a real strong reputation as sons of the stage, as you can hear on their 1989 live mini-album; last year they did over 100 concerts in Spain. The real die-hards among Spanish fans will be rewarded with a limited-edition live album (50,000 copies) to be released at a later date.

Check **Héroes Del Silencio** out on their upcoming European tour, which will start on March 25 in Lyon and will end on April 16 in Prague. Last October 26 they played in Berlin, where they took part in an anti-racist festival called "Ich Bin Ein Auslander" (I'm A Foreigner), together with international stars such as **Paul Young** and **Crowded House**, among others.

According to **EMI Hispavox** international marketing manager **Ana Villacorta**, there's no need to record an English-language version

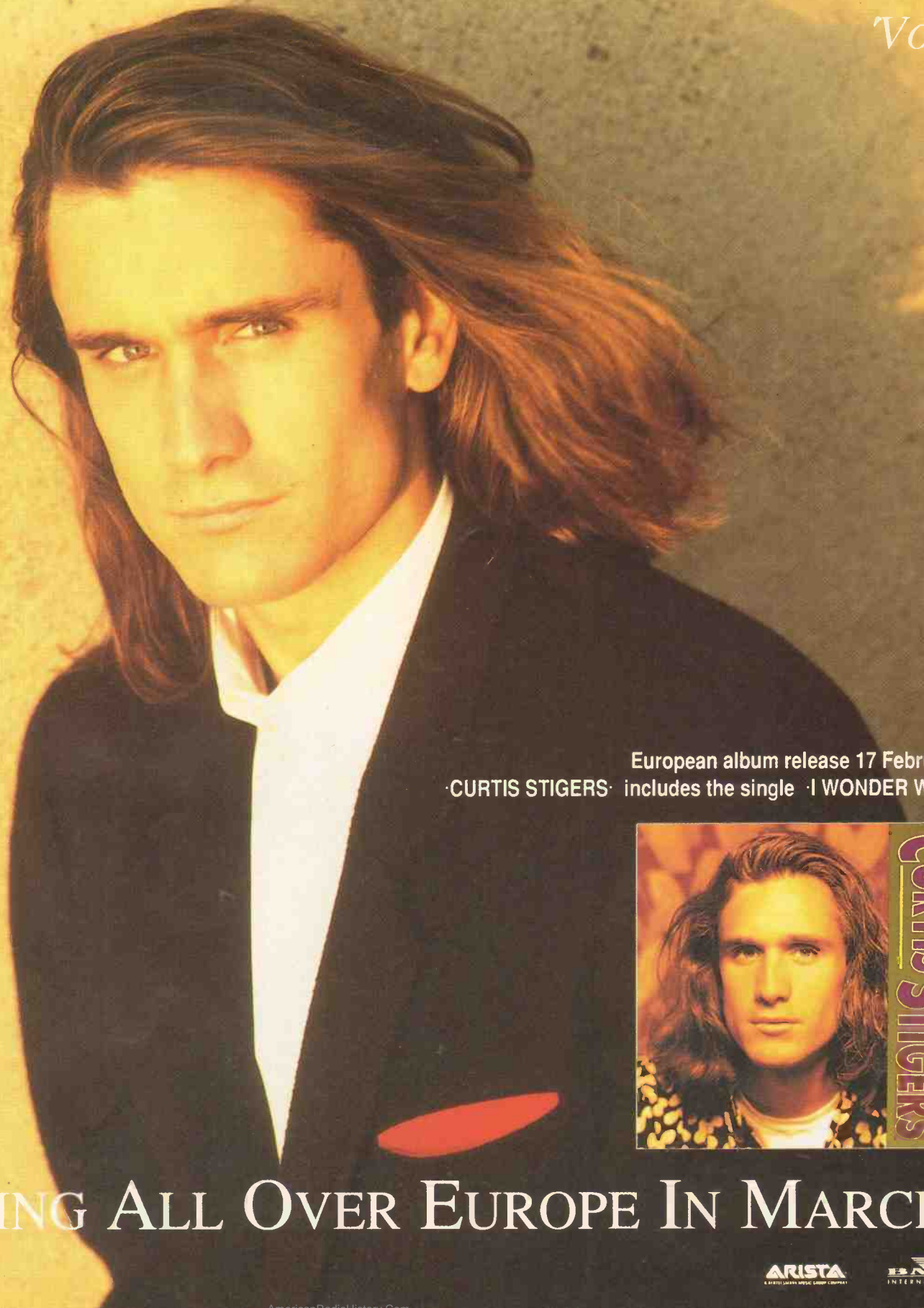
of the album to break the band across Europe. "We aren't considering such plans because we hear from the media and our foreign affiliates that the fact they sing in Spanish is one of their main attractions."

A new **Héroes Del Silencio** album is not expected no sooner than before the end of this year.

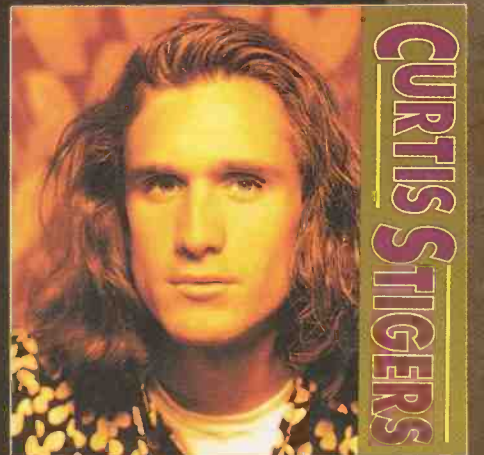
CURTIS STIGERS

"OTIS REDDING, NO LESS, WOULD HAVE WALKED ON COALS FOR A COMBINATION OF STORY AND MELODY AS STRONG..... AN ASTONISHING DEBUT".

Vox



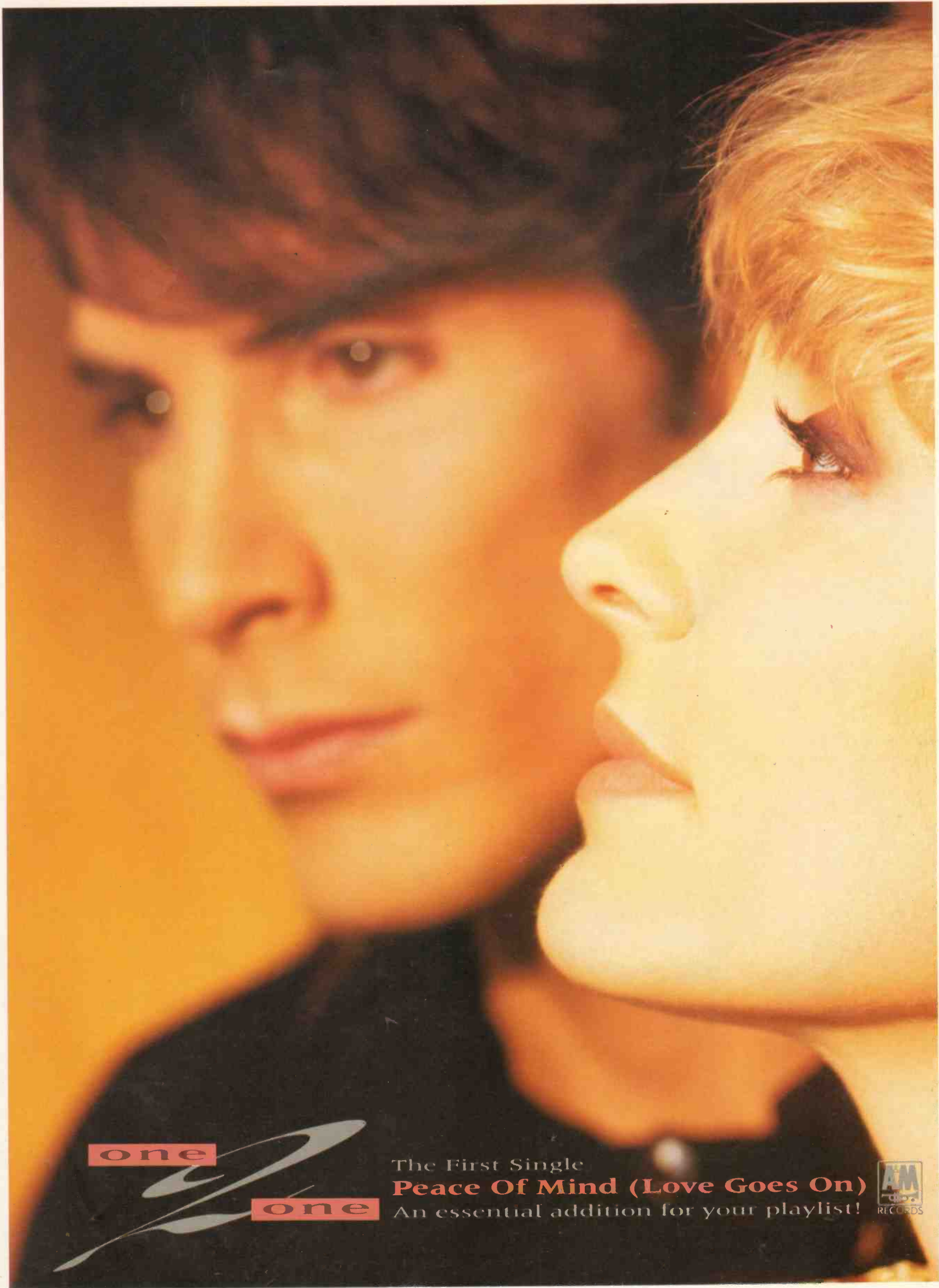
European album release 17 February
CURTIS STIGERS includes the single 'I WONDER WHY'



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The First Single
Peace Of Mind (Love Goes On)
An essential addition for your playlist!



MANIC STREET PREACHERS

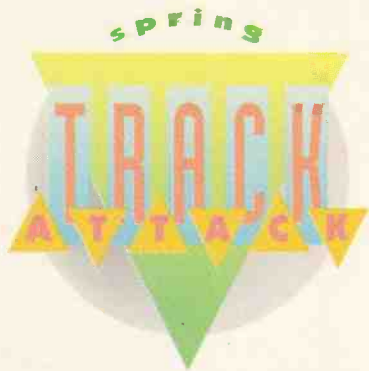
These four Welsh rockers are not exactly your "ideal sons in law." As controversial as **Guns N' Roses**, the **Manic Street Preachers** share the no-nonsense attitude we know from the glory days of punk. *Generation Terrorists*, the title of their eagerly awaited 18-track debut album—to be released on February 10—is probably the best description of their behaviour.

Here you have the real heirs of the legendary **Sex Pistols** and the **Damned**. Not only are they publicity-hungry like the above-mentioned bands; they are also press darlings number 1 in the UK. They have made the cover of all major rock magazines.



This is the sound of "serious boredom." Rock programmers who have forgotten what this means should check out the single *You Love Us*—enclosed with **M&M's Track Attack** box—right away. You're guaranteed to love them immediately. The song is a re-recording of their last independently released single; it was originally released on the **Heavenly** label and reached number 62 in the UK charts. In those days, they made regular inroads into the national "indie charts."

Explains **Sony Music UK** marketing manager **Mark Tattersall**, "They're a straight-forward rock 'n' roll band that has created quite a stir in the UK press. The 72-minute album is produced by **Steve Brown**, who is famed for his work with the **Cult** and **Wham!** in the past. He was a deliberate choice, because we wanted to emphasize both the rock and pop sensibilities of the



band."

The vinyl version is a double-record set with an "old-fashioned" gatefold sleeve which will be available for the price of a single album for a limited time.

The album version of the single is featured in quite a surprising mix by **Keith** and **Hank Shocklee**, a.k.a. the **Bomb Squad**. If you know about their production work for rap act **Public Enemy**, you can imagine the amount of industrial noise.

Nevertheless, the material manages to maintain a radio-friendliness. Soundwise, *Love's Sweet Exile* is as acceptable as an act like **Jesus Jones** or **Big Country**. The single peaked at number 26 in the UK.

Being the provocateurs that they are, they invited **Tracey Lords**—a famous American porn star—to be featured on the album track *Little Baby Nothing*.

The UK marketing campaign for the project contains full-colour advertising, posters and unique point-of-sale material.

MICHAEL LEARNS TO ROCK

EMI-Medley A/S—the newly founded company formed from the merger of **EMI Denmark** and **Medley Records** [M&M, issue 2]—couldn't have gotten off to a better start: on pole position.

On January 2, **Michael Learns To Rock's** self-titled debut album—released on September 4—hit number 1 in Denmark. The band seems to be destined for success. They both look and sound attractive and provide radio-friendly melodic pop/rock of the highest quality. Vocal harmonies are their strongest asset, as every programmer can find out after playing the single *The Actor* that is enclosed with **M&M's Track Attack** box. Recorded at **Medley Studios/Copenhagen** and produced by **Jens Hofman** and **Oli Poulsen**, this act has a real international sound.

A star is born in the person of lead singer **Jasha Richter**. According to **EMI-Medley**



European releases are planned for February and March. **Michael Learns To Rock** is licensed to **Impact** for the world, excluding Australia (**Mushroom/Liberation**) and Scandinavia (**EMI-Medley**).

"TODAY, PROMOTION IS THE SECOND-MOST-IMPORTANT THING IN THE DEVELOPMENT OF NEW ARTISTS. BUT USING OUR EARS ALWAYS COMES FIRST."

BRUNO PLOYER, PROGRAMME DIRECTOR RADIO DIMENSIONE SUONO.

marketing/international A&R manager **Mik Christensen**, the band was broken through radio and not by expensive campaigns. "We concentrated on radio 100%," he says. "In July 1991, we mailed out white label promo copies of *I Still Carry On* to radio, meant as a teaser for the album. The support we got was great.

"We knew that the ballad *The Actor*—the current single—would really break the band in Denmark. But we wanted to build up their name carefully, so we waited a little while for the official release. This song exposes the band from a completely different angle."

Radio response grew daily after the album was released, and the band carried out an extensive radio promo tour in September and October. **Christensen** claims they visited almost every station, "even if they only had five listeners. I'm convinced that airplay can break this band everywhere," he adds, pointing out that in Indonesia, as an example, *The Actor* has already topped the airplay charts.

During the holiday break, the 30 major radio stations in Denmark were serviced with a "seasons greetings" jingle by the band, plus a one-minute a capella version of *The Actor*. In December, the band was on a Danish concert tour. From February 5 until August, they will again be on the road in their homeland with 10 gigs a month. During the recently completed concert tour, their label secured 10 in-store presentations, including signing sessions. Three of those were accompanied by acoustic performances.

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single: tropical

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st. val
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album: soul zouk

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lp: 510 774-1

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STEPHAN EICHER

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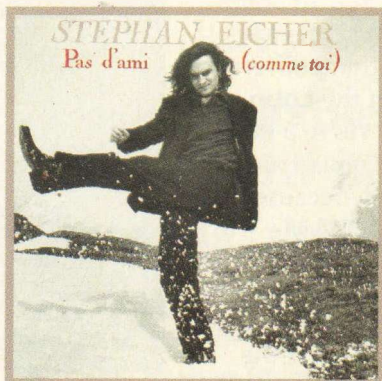
SONGS IN FRENCH, ENGLISH AND GERMAN

Single = PAS D'AMI

7 " = 865 004 - 7

CD5 " = 865 005 - 2

MCSI " = 865 004 - 4



TRACK ATTACK

1300 CD5

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EUROPEAN

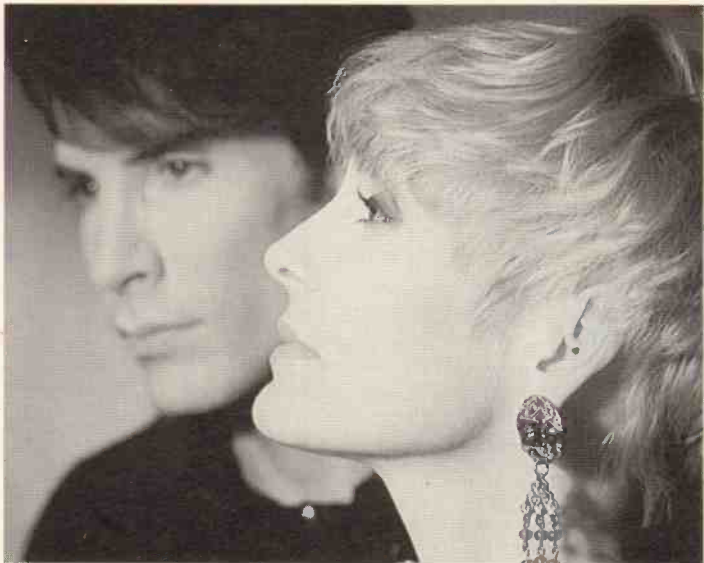
PROGRAMMERS



ONE 2 ONE

Canada calling! There is an audible European sound to the music from this half-male/half-female rock duo that is reminiscent of Swedish pop/rock outfit **Roxette**. Perhaps the continental influence comes from the time that this band spent living and recording in the UK and Germany.

In any case, imagine a joyride on the freeway with **One 2 One**'s pop tunes on the stereo. EHR programmers across Europe, here's your opportunity to serve your listeners because the single *Peace Of Mind (Love Goes On)* is enclosed with **M&M's Track Attack** box.



The acoustic guitar-intro recalls **Albert Hammond**'s 1974 worldwide hit single *I'm Train* or maybe even the **Everly Brothers** standard *Wake Up Little Susie*. But this is pure pop for now people. Also, it's timeless because of the use of acoustic instruments.

One 2 One hails from Ottawa. The duo consists of singer and co-writer **Louise Reny** and **Leslie Howe**—writer, producer and multi-instrumentalist. They signed to **A&M** early in 1991.

The new album *Imagine It*, scheduled for European release on March 9, offers many potential hit singles that will find a welcome home on EHR.

The CD single further contains a preview from the album. You can get a short but fine taste of the tracks *Memory Lane*, *To Tough To Tame* and *Big On Emotion*. The last one is the most powerful.

Says A&M international director **Bert de Ruiter**, "We have the feeling that these two can be big in Europe, no matter what the



results are in the US. Their tuneful pop songs are so strong and accessible that they don't have to rely on American chart success to break here.

"At the moment we don't have a marketing plan, as it makes no sense to set up such strategies for a new act. You have to break them on a single first; that's why it's part of **Track Attack**. In short: that is the marketing plan. Around the time of the album release we'll bring One 2 One in for a European promotion tour."

The duo has released two independent albums before. The videos did well on **Much Music**, the Canadian equivalent of **MTV**, but didn't result in high sales.

Howe started his own **Ghetto Records** label, for which he produced Canadian rockers **Mr. Bones**

and a number one platinum album for songstress **Alanis**. After a while, he and Reny returned to songwriting and wound up writing tracks for their third album, starting with *Peace Of Mind*. Third time lucky? It's in the programmers' hands.

PRINZ ZEK & BIG BAFFOLO

Prinz Zek & Big Baffolo are two natives from Ghana, who have lived for the past three years in Vienna. Normally, they are the frontmen of reggae band **Ukunda**, but both singers are also very popular as specialised reggae DJs. *I'd Love You To Want Me*, their first single as a duo, is something different: it's a cover of the **Lobo** classic from the '70s in a **Real Milli Vanilli** mould. Convince yourself, because it's enclosed with **M&M's Track Attack** box.

Their style is the so-called "schmusse rap" (German for "smooth rap")—not the hardcore type, but the more commercial, melodic dance variant. **Peter Columbus**, who produced **P.M. Sampson**'s



"IT IS IMPORTANT FOR LISTENERS TO 'DISCOVER' NEW ARTISTS. BUT YOU HAVE TO BE VERY CAREFUL AND MAKE SURE YOU PUT THEM IN THE MIDDLE OF SOMEONE WELL-KNOWN."

LAURENT BOUNEAU, PROGRAMME DIRECTOR SKYROCK.

I Love To Love You—a number one hit in 1991 in both Germany and Austria—was the man behind the console. He is also credited with writing *First Lesson In Love*, the next single.

Sony Music Austria artist marketing manager **Andy Zahradnik** sounds enthusiastic, reporting, "At the moment we're completely focused on the single. We have already recorded an album, but so far we'll wait with the release. It's different from this single, not as commercial-sounding; it's more roots reggae-like. Besides, they sing in various African dialects. If the single will be a hit, we plan to re-record the album in the same style in the English language."

Although during the recording process they were helped out by German session musicians, on stage the duo is backed by **Ukunda**, which is still their live band. When they perform live, the two have the same effect on the audience as movie stars **Laurel & Hardy**.

Singer/guitarist **Big Baffolo** is really huge, while **Prinz Zek** is a real shorty. Adds **Zahradnik**, "They have that kind of magic, that it's party time in no time. Busses with fans come from all over Austria to their gigs. If you keep in mind that this duo is almost constantly on the road, you can imagine the impact that they have on their faithful audience."

It was at such a concert that they were discovered by **Stefan Prochaska**, who's now their manager. He was converted immediately.

He recalls, "When I first saw them, they played in a small club in St. Pölten near Vienna. It was good, but still a bit amateurish. From that moment on we started working real hard on their concept. My task was to train them to become the professionals that they are now. Because of their cosmopolitan attitude, I'm sure this act can

work everywhere. It's not your average one-off dance act. There's some real substance

DURING 1991, NO LESS THAN 30 DIFFERENT ARTISTS FROM MAINLAND EUROPE CHARTED IN THE EUROCHART HOT 100 SINGLES. OUT OF THESE, 19 WERE DEBUTING ARTISTS.



Medley

MICHAEL LEARNS TO ROCK

THE ACTOR



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EMI

CURTIS STIGERS

Passion is no ordinary word, but newcomer **Curtis Stigers** is no ordinary singer. Like mega-star **Michael Bolton**, he is inspired by the soul singers from the past. The CD enclosed with **M&M's Track Attack** is a fine introduction to the man and his music. It contains the current single *I Wonder Why*, plus excerpts of six tracks off his self-titled debut album, which will be released on February 17.

The single is a soulful ballad, enhanced by the saxophone play of Stigers himself. The bulk of the album is produced by **Glenn Ballard**, a well-known songwriter and former staff producer with **Quincy Jones**. The arrangements on tracks like *Never Saw A Miracle* and *Nobody Loves You* are styled after latter-day **Steve Winwood**, while the vocal



breathes the spirit of **Bill Medley**.

Danny Kortchmar, ex-guitarist with **James Taylor** and producer for **Don Henley**, was the man at the helm for four tracks. Two of those, *Sleeping With The Lights On* and *The Man You're Gonna Fall In Love With*, expose Stigers' rocking side. The latter song has the same structure as *With A Little Help From My Friends* as performed by **Joe Cocker**; from a tender ballad it grows into a grand climax.

Comments **BMG International** marketing director **Steve McCaughley**, "He blows the wrapping off any '60s soul package. We saw him play at the the Bottom Line in New York in October and he knocked us off our feet. We felt we had to do something special for Europe, and so did everyone present. **Steve Gallant**, the head buyer of the **Our Price** retail chain, went completely wild."

All this enthusiasm has led to commitments



of key retailers in the UK. Our Price has committed itself to support the album as "Recommended Release," while it will be "Album Of The Week" at **W.H. Smith** shops. At retailer **HMV**, it will be titled "The One To Watch for '92." At **Virgin Megastores**, it will be installed at in-store listening posts. **Tower Records** will feature the album as a "No Risk Disc."

The response from radio is very encouraging. Adds McCaughley, "The single has had a flying start on airplay. In the UK **Capital FM**/London's **Kid Jensen** and **BBC Radio 1**'s **Steve Wright** are ardent supporters. We've just serviced it to stations in Germany and Holland. In the US it reached number 9 in the **Billboard Hot 100 Singles**, which is rather high for a debut single."

From January 12-25, Stigers was on a European promo tour, and the highlight was his appearance on the BBC's popular talk show

"Wogan." From February 28 until March 14, Stigers will be on a showcase tour throughout Europe.

TANYA St. VAL

"Crossover" is the magic word these days. *Soul Zouk*, the debut album by young French Caribbean singer **Tanya St. Val**, is indeed a cross between "zouk"—the music from the French Antilles—and soul. The steel drum sound in the background on the single *Tropical*, enclosed with **M&M's Track Attack** box, gives it the authentic zouk flavour.

Says **PolyGram France** exploitation manager **Nanou Lamblin**, "Judging by the reactions we get from all of our affiliates abroad, we're convinced it's a sure hit. We've set up a huge campaign for France in February, including lots of TV appearances. Depending on the results of the single, we plan to set up similar campaigns for the other territories."

The single—to be released in France on February 3—has already entered the playlist of top French FM network **NRJ**, with the rest of the stations following its good example. From mid-January onwards, the video is in rotation on private TV channel **M6**, while 30-second advertising spots are being run on the same station 45 times from February 17-23. **MCM** was the first TV station to add the

"WE PLAY NEW MUSIC BECAUSE WE WANT TO BREAK OUT OF THE NORMAL REGULAR DAYTIME TOP 40 MOULD."

**FRITS SPITS,
DJ/PRODUCER NOS**

video on its playlist.

The album, released on November 25 in France by Phonogram on the **Philips** label, is a digestive mix of various styles, ranging from reggae rhythms on *C'était La Nuit* to **Soul II Soul** beats on the title track. A remix of the song *Sexy Dous* with **Crystal Waters**-like keyboards would be the ideal summer hit for 1992. A Portuguese version of *Doulé* is likely to do well in Brazil.

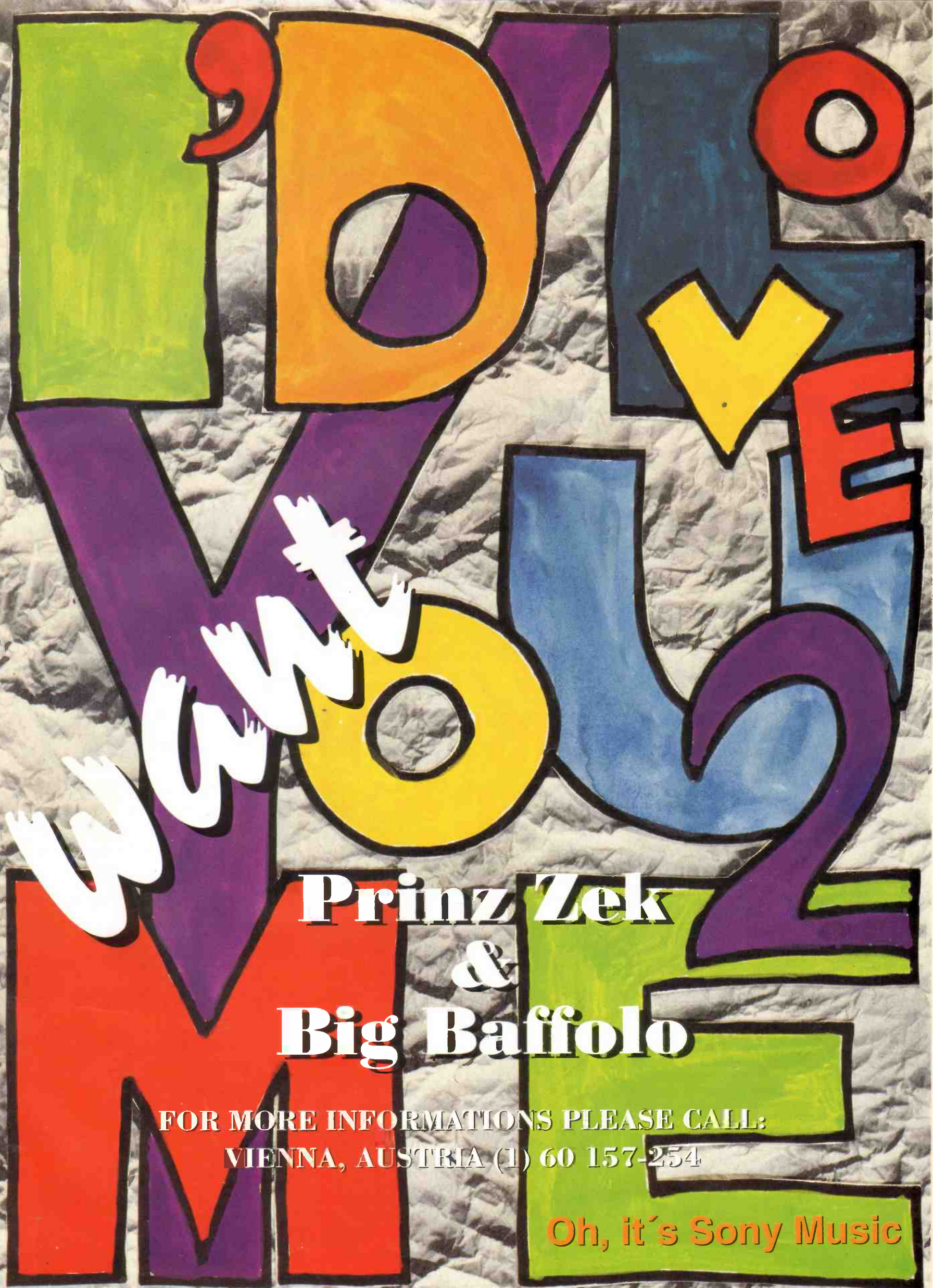
Apart from soka (*Apiyé* and *En Ké Penn Siw*) and merengue (*Ginesta*)-influenced songs, there's also a sweet soul ballad in a **Rose Royce** and **Randy Crawford** mould, *I Miss You*, that's perfect programmable material for late-night AC shows. It's the only track in the English language. Because of producers **Willy Salzedo** and **Joe Dworniak** (of *Pasadenas* fame), all these styles form a coherent entity.

St. Val, currently number 1 on the French Caribbean album charts, did one week of intensive promotion in New York in December, as she is already famous there in the Creole milieu. She enjoyed 12 broadcasts of a TV-recorded concert, as well as numerous radio and press reviews. European releases of the album of are to be expected soon in the following territories: Germany, Holland, Denmark and Italy.



Programmers who have not received the **Track Attack** box, please call **MUSIC & MEDIA's** Kitty van der Meij at tel: (+31) 20.669 1961; fax: 20.669 1941.

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&

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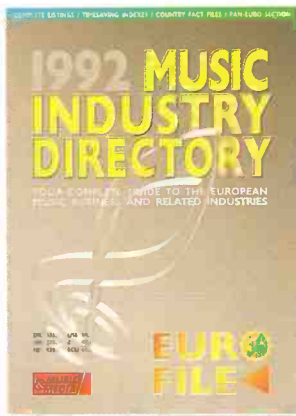
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Wet Wet Wet

Not so many bands make the transition from teenybopper idols to well respected major pop stars, but Wet Wet Wet is certainly one of them. With sales in excess of 4.5 million copies worldwide on their previous three albums, the Scottish band has become a real household name. Since January 27, their new album "High On The Happy Side" has been out on Phonogram with the Precious imprint.

by Robbert Tilli

How much the new *Wet Wet Wet High On The Happy Side* has been anticipated is indicated by the immense success of their current single *Goodnight Girl*, the highest entry in the **EHR Top 40** this week at number 26. This violin-dominated love song is already at number 6 in the UK (**MRIB**), and very likely to hit the top slot. At number 1 in the **Gallup** singles chart at press time, it is their first number 1 hit with one of their own compositions. (In April of 1987, they hit the top spot with the *Beatles* cover *With A Little Help From My Friends*.) In Ireland, it is number 29, while it is at number 23 in the **Coca Cola Eurochart Hot 100 Singles**.

The self-produced 11-track album, recorded at various studios around the world—two studios located in Lincoln and

one in L.A. coincidentally called **The Chapel**—displays the talent of the band in writing top quality pop songs in many flavours. They rock on *Two Days After Midnight* and show restraint on the torch song *Brand New Sunrise*. The strings for the latter track were arranged by **Paul Buckmaster**, who also made the arrangements for **Elton John's** *Your Song*. **Fiachra Trench** (of **Van Morrison**-fame) is responsible for the striking strings arrangement on the single.

In 1988, Wet Wet Wet first made their mark on the **European Top 100 Albums** with *Popped In Souled Out*; it peaked at number 11 and so did *Holding Back The River* one year later. Meanwhile, *The Memphis Sessions*, meant as an "in-betweenie," reached number 13. That album was an artistic milestone in their careers. They were

the first white band to record with legendary soul producer **Willie Mitchell**. That made the former teenyboppers—with lead singer **Marti Pellow** in the spotlight—acceptable to grown-up pop fans for the very first time.

Their manager **Elliott Davis** of Glasgow-based the **Precious Organization** thinks the band has always suffered from prejudice. "Well, the collaboration with Mitchell certainly helped; a lot of people took the band more seriously from that point. I know that there's a much wider audience now, but it's not a matter of having dramatically changed the quality of their music and shows.

"People just altered their perception, which was incorrect at the beginning. They seem to look beyond the image now for the music. Now we have to achieve a consistency in people's perception. Actually, they are the only artists since **George Michael** who have crossed over from typical youthful fans to a more adult audience. That's what they've always strived for. Of course, we have no problems with young people buying their albums, but you need to get a certain permanency in your life."

Says **Phonogram** international marketing manager **Ian Grenfell**, "We've set up a very straightforward campaign. Wet Wet Wet are not the types of artists to experiment on. One of the things we tried to do in the initial promotional phase was to expose the band in an acoustic setting."

In August and October, they performed two such acoustic shows attended by press in London and Cologne, respectively. Adds Grenfell, "Those were very casual showcases, illustrating the band's musicality. It was something like the famous **Elvis '68** comeback special with all the musicians sitting in a half-circle. We did this just to remind people that the band was back after an 18-month to 2-year break and that they are serious. We wanted to let the people know—the man can sing and the band can play. This is not your average EHR synthesized sound; no way, this is a real band in the tradition of an old soul group."

In the same period, the band recorded another acoustic set for Dutch pubcaster **Veronica's** "Countdown Café." Following that, **Phonogram** orchestrated various European promotional trips—in October they did a city-by-city UK promo tour—trying to get the band on as many TV programmes as possible.

Explains Grenfell, "We aimed for quality TV shows, more musical programmes—as an example, German **Bayer 3's** 'Live Aus Dem Schlachthof' show, for whom they played a 45-minute electric live show in December. In this early phase, we didn't want them to mime the songs, and the band agreed. In the second phase of the campaign, we will capitalize on the current UK hit single with playback TV performances as a logical result. Well, they're into the mass market now. They have a real across-the-board appeal. Your mother could love them, as well as your little sister."

On September 21, they broke their own rule by one time playbacking three tracks of the album at the 10th anniversary party of French network **NRJ**.

Phonogram has sent out an E.P.K. (electronic press kit) to its local affiliates for internal use, "to get the people's head around the project." The same thing was mailed out to the European press, who also received a special promo CD containing an interview with the band, plus four extracts off the album.

For merchandising, **Phonogram** has developed some unorthodox articles like a black scarf with the Wet Wet Wet inscription to keep out the winter cold, plus a bathrobe to keep people "dry dry dry." "The philosophy behind that was to give something worthwhile which doesn't get thrown away immediately, and what's better than feeding the people's needs?" says Grenfell.

The biggest marketing tool is a limited edition Wet Wet Wet cover album *Cloak & Dagger*, on which the band plays nine of their all time favourites out of pop's history, ranging from **Todd Rundgren's** *Wouldn't Have Made Any Difference* and **Elvis Costello's** *Town Crier to Get Ready* by the **Temptations**. For this, the band uses the pseudonym of **Maggie & The Imposters** and present themselves as a group of veterans; the sleeve shows how they will look twenty years from now.

The two albums are packaged as a double album, available for the price of one. According to Grenfell, the UK market is highly receptive to creative packaging, like picture discs and gatefold sleeves. "In Europe they are less used to this. Working this way, we try to condense sales in the UK in the first weeks after the album is out. We want to encourage people to buy the album immediately. As a result, they'll get good value for the money."

FRANCE

Etienne Daho

- Signed to **Virgin France**.
- Publisher: **Satori Song/Virgin**.
- Management: **Absolute/Paris**.
- New album: *Paris Ailleurs*, released on December 9. It is at number 9 in France.
- New single: *Saudade*, released on December 9; currently, it is at number 49 in France.
- Recorded at **Soundtrack/New York**.
- Producer: **Etienne Daho/Edith Fambuena**.
- Marketing: The album was mailed out to the press in a special package. Five hundred signed copies of this limited edition are available at the Paris affiliate of retailer **FNAC**.

- Promotion: Daho is currently promoting his album on practically all major French TV shows. The video is in "Break Out" rotation on **MTV Europe**.
- Concerts: Plans are not in the works for a European tour before September.
- European releases: The album is out in the Benelux and GSA. Releases in Scandinavia, Italy and Spain are to be confirmed.

Programmers across Europe who are searching for French-language material to colour their shows during the upcoming Olympic Winter Games in Albertville (February 8-23) should try *Paris Ailleurs*, the new album by **Eti-**

enne Daho. Recorded in New York, it boasts a very international sound with a multi-format appeal. The track *Comme Un Iglo*, with its catchy chorus and uplifting Motown beat, jumps the fences between AC and EHR. *Les Voyages Immobiles* kicks off as a **Phil Spector** "wall of sound" pastiche, a perfect alternative anthem to be played directly after each gold medal "ceremonie protocolaire." The melody line of the backing vocals are reminiscent of the **Tubes'** classic *Don't Touch Me There*.

The single *Saudade*, with its strong piano hook, listens like **Lloyd Cole** in a French setting. The man is aware of his roots; the rocker *La Berlue* is a respectful cover version of the **Françoise Hardy** song from 1972.

The album is co-produced by **Edith**

Fambuena, guitarist of **Les Valentins**, for whom Daho produced an album in 1990. Other recent producer's credits are an album by **Lio** and a single of **Sylvie Vartan**.

The album is accompanied by a 26-minute long form video, shot in New York, and directed by **Doug Nicols** of *In Bed With Madonna* fame. **Virgin** is still considering all the options concerning this mini-movie.

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

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

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.

UNITED KINGDOM

BBC RADIO 1/London

Paul Robinson - Prog Dir

A List:

AD Primal Scream- Movin' On
Simply Red- For Your Babies

B List:

AD 2 Unlimited- Twilight Zone
Jah Wobble- Invaders
Julia Fordham- Love Moves
Marc Almond- My Hand Over
Michael Ball- Steel Bars

CAPITAL FM/London

Richard Park - Prog Contr

A List:

AD Arthur Baker- Leave The Guns
Dire Straits- On Every Street
John O'Kane- Come On Up
Keith Sweat- Keep It
Matt Bianco- What A Fool
Michael Bolton- Steel Bars
Mike & The Mechanics- Everybody
Simply Red- For Your Babies
Soulisister- The Way To
Texas- Alone With You

B List:

AD Buffy Saint Marie- The Big Ones
Cicero- Love Is Everywhere
Definition Of Sound- Moira Jane's
DJ Jazzy Jeff- Things
Dream Frequency- Feels So

METRO RADIO GROUP/Newcastle

Liz Elliott - Music Organiser

A List:

AD Curtis Stigers- I Wonder
Definition Of Sound- Moira Jane's

B List:

AD DJ Jazzy Jeff- Things
Dream Frequency- Feels So
Glass Tiger- Animal Heart
Marathon- Movin'
Mike & The Mechanics- Everybody
Pasadenas- I'm Doing Fine
Primal Scream- Movin' On
Simply Red- For Your Babies

PICCADILLY RADIO/Manchester

Keith Pringle - Head Of Music

A List:

AD Arthur Baker- Leave The Guns
Danger Danger- Monkey Business
DNA- Can You Handle
Kylie Minogue- Give Me Just
Simply Red- For Your Babies
Steve Forbert- Romeo's Tune
Tori Amos- China

RADIO CLYDE/Glasgow

Alex Dickson - Prog Dir

A List:

AD Cicero- Love Is Everywhere
James- Born Of
Karyn White- The Way I
Pasadenas- I'm Doing Fine
Shakespeare's Sister- Stay

B List:

AD Europe- I'll Cry
John O'Kane- Come On Up
Julia Fordham- Love Moves
Mike & The Mechanics- Everybody
Only Ones- Another Girl
Texas- Alone With You

ATLANTIC 252/County Meath

Paul Kavanagh - Head Of Music

A List:

AD Belinda Carlisle- Half The World
Kiss- God Gave Rock
M. Jackson- Black Or White/C&C
Paula Abdul- Vibeology
Simply Red- For Your Babies

RADIO TRENT/Nottingham

Len Groat - Dep Prog Dir

A List:

AD James- Born Of

B List:

AD Doves- Beaten Up
Jah Wobble- Invaders
Shakespeare's Sister- Stay

DOWNTOWN RADIO/Belfast

John Rosborough - Prog Dir

A List:

AD Garth Brooks- Shameless
John O'Kane- Come On Up
Marc Almond- My Hand Over
Mike & The Mechanics- Everybody
Pasadenas- I'm Doing Fine
Roch Voisine- On The Outside
Tori Amos- China

CHILTERN NETWORK

Dunstable/Northampton/Gloucester

Clive Dickens - Head Of Music

A List:

AD Jacko- Remember The
Michael Bolton- Steel Bars
Primal Scream- Movin' On
Simply Red- For Your Babies

B List:

AD Katydids- Some Mysterious
Salt-N-Pepa- Expression
Texas- Alone With You

RADIO BROADLAND/Norwich

Dave Brown - Head Of Music

A List:

AD Doves- Beaten Up
Mike & The Mechanics- Everybody
Pasadenas- I'm Doing Fine

B List:

AD DNA- Can You Handle
Genesis- I Can't Dance
John O'Kane- Come On Up
Thomas Lang- Feels So Right

FOX FM/Oxford

Steve Ellis - Prog Contr

A List:

AD Curtis Stigers- I Wonder
Definition Of Sound- Moira Jane's
Diesel Park West- Fall
DNA- Can You Handle
Julia Fordham- Love Moves
Pasadenas- I'm Doing Fine
Scarlet Fantastic- No Memory
Tina Turner- Love Thing

RADIO LUXEMBOURG/London

Jeff Graham - Prog Dir

Power Play:

AD Michael Bolton- Steel Bars
Mike & The Mechanics- Everybody
Sat. Of Undying Love- Endlessly
Thomas Lang- Feels So Right

A List:

AD James- Born Of
B List:
AD Gavin Friday- I Want
Roch Voisine- On The Outside

SWANSEA SOUND/Wales

Rob Rendry - Head Of Music

Power Play:

Jahny Hates Jazz- The Last To
Kylie Minogue- Give Me Just
Mike & The Mechanics- Stop

A List:

AD Cliff Richard- Share A
B List:
AD Diesel Park West- Fall
Karyn White- Tears
Osmond Boys- Boys Will
Pasadenas- I'm Doing Fine
Tori Amos- China

OCEAN SOUND/Fareham

Jim Hicks - Head Of Music

B List:

AD Blue Pearl- Feel The Passion
Malcom McLaren- Magic's Back
Wonder Stuff- Welcome To The

RED DRAGON FM/Cardiff

John Dash - Head Of Music

Power Play:

Ce Ce Peniston- We Got A Love
Genesis- I Can't Dance
Kiss- God Gave Rock
AD M. Jackson- Black Or White/C&C

A List:

AD Blessing- Highway 5
Des'ree- Feel So High
Diesel Park West- Fall

DNA- Can You Handle
Pasadenas- I'm Doing Fine
Paula Abdul- Vibeology
Status Quo- Rock Till You

B List:

AD Cappella/Holloway- Take Me
Carter USM- Rubbish
Definition Of Sound- Moira Jane's
Isotank- Different Strokes
Keith Nunnally- Freedom
Nazareth- Every Time
Roadhouse- Hell Can Wait

HORIZON RADIO

Milton Keynes/Bristol

Clive Dickens - Head Of Music

A List:

AD Dream Frequency- Feels So
Primal Scream- Movin' On
B List:
AD Massive- Any Love

KISS FM/London

Gordon McNamee - Prog Dir

B List:

AD 2 Unlimited- Twilight Zone
DNA- Can You Handle
Dream Frequency- Feels So
J.T. Taylor- Let Me Groove You
Thompson Twins- Saint

SUNSET RADIO/Manchester

Duncan Smith - Prog Dir

A List:

AD Aja- Shine
Billy & Sara Gaines- I Found
Brand New Heavies- Dream Come
DNA- Can You Handle
Pasadenas- I'm Doing Fine
Tom Browne- Funkin'

COOL FM/Belfast

John Paul Ballantine - Head Of Music

A List:

AD Airhead- Counting Sheep
Beautiful South- Old Red Eyes
Betsy Cook- Love Is
Doves- Beaten Up
Tribe- Joyride

B List:

AD Baby Animals- One Word
Dream Frequency- Feels So
Europe- I'll Cry
James- Born Of
John O'Kane- Come On Up
Kylie Minogue- Give Me Just
Pasadenas- I'm Doing Fine
Steve Forbert- Romeo's Tune

CHOICE FM/London

Merritt Crawford - Head Of Music

A List:

AD Public Enemy- Shut 'Em Down
Temptations- The Jones'
Mac Band- Everything
Pasadenas- I'm Doing Fine
Sounds Of Blackness- Testify
Bubba- I Like Your
Jodeci- Stgy
Naughty By Nature- Everything's

FRANCE

NRJ NETWORK/Paris

Max Guazzini - Dir

A List:

AD Bryan Adams- Can't Stop
Francois Feldman- Joy

SKYROCK NETWORK/Paris

Laurent Bouneau - Prog Dir

A List:

AD Army Of Lovers- Crucified
Indochine- La Guerre Est Fini
KLF- Justified
Michael Bolton- When A Man
Queen- The Show Must Go
Renaud- Marchand
Ten Sharp- You

SCOOP/Lyon

Alain Liberty - Prog Dir

Power Play:

Bashing- Osez
Gil Cassan- La Voisine
La Mere Simone- Chanson Populaire
Nilda Fernandez- Mes Yeux

A List:

AD Indra- Temptation

Jane Birkin- Je Suis Venu
Ten Sharp- You

B List:

AD Extreme- Hole Hearted
Francois Feldman- Joy
Jean-Pierre Buccolo- Qu'Est Ce
Kova Rea/Joelle Ursull- Serre
Michael Bolton- When A Man
Texas- In My Heart

ISABELLE FM/Tocane Saint Apre

Patrick Lapeyronnie - Prog Dir

B List:

AD Eddy Mitchell- Tell It
INXS- Bitter Tears
Indra- Temptation
Tanya St. Val- Tropical

VOLTAGE FM/Rosny-sous-Bois

Olivier Allardet - Music Dir

A List:

AD D'Angelo- Quelques
D'Bora- Dream About You
Guy- Do Me Right
Jack Brice- I Get
K-Klass- Rhythm Is A
Kova Rea/Joelle Ursull- Serre
Maxi Priest- Just A Little
Omar- Don't Mean A Thing
PJB- Bridge Over Troubled
Smokey Robinson- Double Good

B List:

AD Beckie Bell- Stepping Out
Ce Ce Peniston- Finally
Indra- Temptation
Joy- Shine On
M.C.J.- Sexitivity
Sabrina Johnston- Peace
Transit- Sometimes

RFM/Paris

Michel Brillé - Prog Dir

Jean-Paul Michel - Head Of Music

Power Play:

Marc Cohn- Walking In Memphis
A List:
AD B. Jo Scott- Glory
Julian Lennon- Saltwater
Lou Reed- What's
AL Eric Clapton

EUROPE 2 NETWORK/Paris

Christian Savigny - Prog Dir

A List:

AD Angelique Kidjo- Wé-Wé
Jean-Pierre Buccolo- Qu'Est Ce
Julian Joseph- The Other Side
Roberta Flack- Set The Night

RMC COTE D'AZUR/Monte Carlo

A List:

AD East Side Beat- Ride Like
Tony Joe White- Good

RADIO SERVICE/Marseille

Christian Vichi - Prog Dir

A List:

AD Abyale- I Don't Talk
Axel Bauer- Eteins La
KLF- Justified
Michael Bolton- When A Man
Rembrandts- Save Me
Thierry Hazard- Les Temps

SDR 3/Stuttgart

Hans Thomas - Producer

Power Play:

AD Genesis- I Can't Dance

RADIO 4U/Berlin

Bernd Albrecht - Music Prog.

Peter Radszuhn - Music Prog.

A List:

AD Dread Flimstone- From The Ghetto
Sugarcubes- Hit
B List:
AD Blue Pearl- Feel The Passion
Gavin Friday- I Want
Luka Bloom- I Need Love
Naughty By Nature- O.P.P.
Nomad Soul- Candy
Pasadenas- I'm Doing Fine
Scabs- Don't You Know

RB 4/Bremen

Axel Sommerfeld - Dj/Producer

Power Play:

Army Of Lovers- Crucified

Genesis- I Can't Dance
Michael Jackson- Black
Salt-N-Pepa- Let's Talk About

AD Hape Kerkeling- Hurz

A List:

AD Bonnie Tyler- Bitter Blue
Clivilles & Cole- Pride
Queen- Bohemian Rhapsody
B List:
AD Beautiful South- Old Red Eyes
Betsy Cook- Love Is
Heiner Pudelko- So Was
Interactive- Who Is Elvis
Jody Watley- I Want You
Keith Sweat- Keep It
Pe Werner- Geld
Primal Scream- Movin' On
Right Said Fred- Don't Talk
Shakespeare's Sister- Stay
Sugarcubes- Hit
Terry Ronald- What The Child

RIAS 2/Berlin

Henry Gross - Head Of Music

A List:

AD Joe Cocker- I Can Hear

RSH/Kiel

Ralf Bukowski - Head Of Music

Power Play:

AD Beautiful South- Old Red Eyes
A List:
AD Army Of Lovers- Crucified

RADIO FFH/Frankfurt

Sabine Neu - Head Of Music

A List:

AD Curtis Stigers- I Wonder
Genesis- I Can't Dance
Michael Bolton- When A Man
Mr. Big- To Be With You
B List:
AD Die Prinzen- Millionär
Dire Straits- Heavy Fuel
Martika- Martika's Kitchen
Merlin- Zwischen Jetzt
OMD- Call My Name
Patrick Brue- Qui A Le Droit
Pe Werner- Geld
Status Quo- Rock Till You
Wet Wet Wet- Goodnight Girl

HUNDERT 6/Berlin

Fred Schoenagel - Head Of Music

Power Play:

AD Curtis Stigers- I Wonder
Zucchero/Crawford- Diamante

A List:

AD ABC Say It
Cagey Strings- Unbekannte
Die 3 Z'widern- Tutti
Dion- Dream Lover
Hape Kerkeling- Hurz
Juliane Werding- Role
Matthias Reim- Warum
Paldauer- Amore
Stefanie & Michael- Jeder
Wolfgang Petry- Verlieben

ENERGY/Berlin

Steffen Meyer - Prog Dir

A List:

AD Ce Ce Peniston- Finally
Paula Abdul- Blowing In The
Pet Shop Boys- Was It
Prince- Diamonds
Snap- Colour Of Love
Ten Sharp- You
U2- Mysterious Ways

RADIO GONG/Nuremberg

Peter "Marc" Stingl - Head Of Music

Power Play:

AD Kylie Minogue- Give Me Just
Shanice Wilson- I Love

A List:

AD Bob Seger- The Fire Inside
East Side Beat- Ride Like
Garland Jeffreys- Hail Hail
Michael/John- Don't Let The Sun
Kite- Road Of
Münchener Freiheit- Liebe Auf
Pasadenas- I'm Doing Fine
Paul Young- I'm Only
Pe Werner- Geld
Simply Red- Stars
Snap- Colour Of Love
AL Primal Scream

RADIO CHARIVARI/Nuremberg

Mathias Hofmann - Music Dir

Power Play:

Michael/John- Don't Let The Sun

Julie Cruje- Falling
Simply Red- Stars
Ten Sharp- Ain't My Beating

B List:

AD Richard Marx- Hazard

STAR * SAT RADIO/Gruenwald

Jo Lueders - Prog Dir

B List:

AD Boyz II Men- Uhh Ahh
Ex-Girlfriend- You
George Michael- Fantasy
Odds- King Of
Roberta Flack- You Make
Sanne- Back To

RADIO REGENBOGEN/Mannheim

Martin Schwebel - Music Dir

A List:

AD Cagey Strings- Unbekannte
Hanne Boel- No Love At All
London Boys- Is It Love
Pe Werner- Geld
Tara Gee- Du Und
Terry Ronald- What The Child

B List:

AD Cavaliere- Ragazzi
Dirk Busch- Du Kennst
Lisa Stansfield- Soul Deep
Rio Reiser- Nur Dich
Tota Cutugno- Voglio Che

RADIO SALU/Saarbruecken

Adam Hahne - Prog Dir

B List:

AD Brand New Heavies- Never Stop
James Taylor- Copperline
Kym Sims- Too Blind
Lisa Stansfield- All Woman
PM Dawn- Paper Doll
Smokey Robinson- Double Good
Temptations- My Girl

RADIO T.O.N./Bad Mergentheim

Reinhard Baerenz - Head Of Music

A List:

AD E.A.V.- Jambo
Engelbert- As Long As
Jive Bunny- Rock & Roll
Natalie Cole- Paper Moon
Pe Werner- Geld
Sonia- You To Me
Zucchero/Crawford- Diamante

RADIO N 1/Nuremberg

Cetin Yaman - Prog Dir

STATION REPORTS

WDR1/Cologne
Hans-Holger Knocke - Producer
A List:
AD Heroína- Skin Deep
 Kinks- 20th Century Man
 Les N.P.C.- Nanna
 Lou Reed- Power And Glory
 Michael Feinstein- Both Sides Now
 Neil Young- Welfare
 Sinead O'Connor- Sacrifice
 U2- Even Better Than

WDR1/Cologne
Wolfgang Roth - Producer
Power Play:
 Bonnie Tyler- Holding Out
 Bryan Adams- Everything I Do
 Genesis- No Son Of Mine
 Genesis- I Can't Dance
 Metallica- The Unforgiven
 N.K.O.T.B.- If You Go Away
 Nirvana- Smells Like
 Pet Shop Boys- Was It
 Pur- Lena
 Queen- Bohemian Rhapsody
 Roxette- Fading Like A Flower
 Roxette- Spending My Time
 Salt-N-Pepa- You Showed Me
 Shanice Wilson- I Love
 Toten Hosen- Baby Baby

A List:
AD Army Of Lovers- Obsession
 Badesalz- I Still
 Commitments- Mustang Sally
 Hape Kerkeling- Hurz
 Harry Connick- You Didn't
 Helga Pictures- Love Is
 John Lee Hooker- This Is Hip
 Kenny Thomas- Tender Love
 Lita Ford- One Shot
 Marc Cohn- Silver Thunderbird
 Rainbirds- Mystery
 Sandra- Don't Be
 Udo Lindenberg- Wo Ich
 Why Shy- Every Little
 Zucchero/Crawford- Diamante

RADIO RT 4/Reutlingen
Dorothee Seyer - Head Of Music
A List:
AD Belinda Carlisle- Half The World
 Kylie Minogue- Give Me Just
 Pasadenas- I'm Doing Fine
 Paul Young- I'm Only
 Prince- Diamonds

RADIO NRW/Oberhausen
Jeff van Gelder - Head Of Music
A List:
AD Belinda Carlisle- Half The World
 Dirk Busch- Du Kennst
 Genesis- I Can't Dance
 Pe Werner- Geld
 Tom Becker- Herz

ITALY

RETE 105 NETWORK/Milan
Alex Peroni - Head Of Music
A List:
AD 2 Unlimited- Twilight Zone
 Love Kings- We Got
 MC Hammer- Addams Groove
 Snap- Colour Of Love
 Sound Machine- Take Me Up

RAI STEREOUNO/Rome
Elio Molinari - Prog Dir
Power Play:
 Michael/John- Don't Let The Sun
 Guns N' Roses- Live And
 Luca Carboni- Fisico
 Michael Jackson- Remember The
 U2- Mysterious Ways

A List:
AD Angelique Kidjo- Wé Wé
 Eric Clapton- White Room
 MC Hammer- Addams Groove
 Monie Love- Work It Out
 Terry Ronald- What The Child
 Tiromancyno- Cappuccetto

AL Joy Salinas
RADIO DIMENSIONE SUONO/Rome
Carlo Mancini - Music Dir
Power Play:
 Clivilles & Cole- Pride
 Kym Sims- Too Blind
 Lisa Stansfield- All Woman
 U2- Mysterious Ways

A List:
AD ABC- Unlock The Secrets
 Fiorella Mannoia- I Treni
 Manu Katché- Change
 Michael Jackson- Remember The
 Michael Bolton- Steel Bars
 Simply Red- For Your Babies
B List:
AD Beckett/Cling- Until You
 Kylie Minogue- Give Me Just
 Overweight Pooh- I Like It
 Pasadenas- I'm Doing Fine
 Shirley Murdoch- Let There
 Simple Minds- Bangin' On
 Spagna- No Way
 Voice Of The Beehive- Perfect Place

PETER FLOWERS FM/Milan
Marco Garavelli - Producer
Franco Lazzari - Head Of Music
Power Play:
AD Dire Straits- On Every Street
A List:
AD Bad English- Time Stood Still
 Pet Shop Boys- Was It
AL U2

RADIO BABBOLEO/Genoa
Lenny Rattona - Prog Dir
Power Play:
AD Beautiful South- Old Red Eyes
A List:
 Dire Straits- Colling Elvis
 Genesis- No Son Of Mine
 Michael/John- Don't Let The Sun
 Lisa Stansfield- Change
 Michael Jackson- Black
 Tina Turner- Way Of The
 Zucchero- Anytime
AD Queen- Greatest Hits II
 Simply Red- Stars
 U2- Mysterious Ways

RTL 102.5 - HIT RADIO/Bergamo
Grant Benson - Head Of Music
A List:
AD Ce Ce Peniston- We Got A Love
 Fiorella Mannoia- I Treni
 Michael Jackson- Remember The
 Rosalinda- C'è L'ho
 Sergio Caputo- Ma Che Amico
 Sister Sledge- World
 Stadio- Cerca Di Non
B List:
AD Bryan Adams- There Will Never

RADIO KISS KISS NETWORK/Naples
Gianni Simioli - Prog Dir
Power Play:
AD Ria Caitane- Give It
A List:
AD Army Of Lovers- Obsession
 Michael Jackson- Why You Wanna
 Pasadenas- I'm Doing Fine
 Southside Johnny- Better Days

POWER RV1 THE BLACK RADIO/Turin
Paolo Lauri - Head Of Music
Power Play:
AD Lamont Atkins- Communicate
A List:
AD Kym Sims- Too Blind
B List:
AD Double Dee- Hey You
 Dread Flimstone- From The Ghetto
 Frankie Hi-NRG- Fight
 Salt-N-Pepa- Let's Talk About
RADIO MONTE CARLO/Milan
Francesco Migliozzi - Prog Contr
A List:
 Michael/John- Don't Let The Sun
 Joy Salinas- The Mystery
 Lisa Stansfield- Change
 Michael Jackson- Black
 Michael Jackson- Heal The World
 Simply Red- Something Got Me
 Simply Red- Stars
 Zucchero- Anytime

RAI STEREO DUE/Rome
Maurizio Riganti - Dir
A List:
AD Gavin Friday- I Want
 Manu Katché- Change
 Nirvana- Something
ANTENNA DELLO STRETTO/Messina
Filippo Pedeli - DJ
Power Play:
AD Pasadenas- I'm Doing Fine
A List:
AD Atelier Nouveau- Per Farci Un

Dayeen- Alright
 Enzo Avitabile- Accendi
 Euphoria- Believe It
 James Howard- We Can Do It
 Marsha Cooper- Curiosity
 Tiromancyno- Cappuccetto
RADIO STAR/Vicenza
Maurizio Maressi - Prog Dir
Power Play:
AD Pasadenas- I'm Doing Fine
A List:
AD Brand New Heavies- Stay
 Bracco Di Graci- Vivo Muoio
 James Howat- We Can Do It
 Marathon- Movin'
 Matt Bianco- What A Fool
 Tom Browne- Funkin'
AL Jody Watley
 Luca Carboni

RADIO CLUB 91/Naples
Franco Russo Mory - Prog Dir
A List:
AD Aretha Franklin- What You See
 Elmer Food Beat- Ride
 Euphoria- Love You
 Frankie Knuckles- It's Hard
 James Taylor- Stop
 Terry Ronald- What The Child

HOLLAND

VERONICA/Hilversum
Hans van der Veen - Producer
Power Play:
AD Ce Ce Peniston- Finally
A List:
AD Bad English- Time Stood Still
 East Side Beat- Ride Like
 Fortuna- O Fortuna
 R. Kelly- Vibe
AD Des'ree- Feel So High
 Lisa Stansfield- All Woman
 Nirvana- Smells Like
 Rozalla- Faith

NOS/Hilversum
Tom Blomberg - Dj/Producer
Power Play:
AD Marconic/Style Moore- If Life
A List:
 Mama' Jasje- Zo Ver Weg
 Wonder Stuff- Welcome To The
AD Beautiful South- Old Red Eyes
 Bonnie St. Claire- Douwe
 Diesel Park West- Fall
 Pater Moeskroen- Hela Hela
 Rene Froger- Woman

TROS RADIO 3/Hilversum
Ferry Maat - Head Of Music
Power Play:
AD Jamestown- She Got Soul
A List:
AD 2 Unlimited- Twilight Zone
 Brian May- Driven
 Ce Ce Peniston- Finally
 Clivilles & Cole- Pride
 Def La Fresh- Feel The Rhythm
 Deurzakkers- Kan Ik
 Hollanders- Foutje
 Human Resource- Joke
 Natural Life- Strange World
 Pearl Jam- Alive
 Yo Yo Honey- Groove On

HIT RADIO/Bussum
Koen Van Tijn - Music Dir
Power Play:
AD East Side Beat- Ride Like
 Michael/John- Don't Let The Sun
 KLF- Justified
 Michael Bolton- When A Man
 Paula Abdul- Vibeology
 Queen- Bohemian Rapsody
 Salt-N-Pepa- You Showed Me
 Shanice Wilson- I Love
 Snap- Colour Of Love
B List:
AD Clivilles & Cole- Pride
 Fortuna- O Fortuna
 Genesis- I Can't Dance
 Kate Bush- Rocket Man
 Michael Jackson- Remember The

POWER FM/Amsterdam
Peter Belt - MD
B List:
AD 2 Unlimited- Twilight Zone

Basic Beat- Rode Schoentjes
 Brian May- Driven
 Ce Ce Peniston- Finally
 Def La Fresh- Feel The Rhythm
 Del Tha Funkee H- Mistado
 Fortuna- O Fortuna
 Four Horsemen- Nobody Said
 Grandmaster Slice- Thinking Of You
 Huey Lewis- He Don't
 Jamestown- She Got Soul
 Jody Watley- I Want You
 Karyn White- The Way I
 Nia Peoples- Street
 Pearl Jam- Alive
 Primal Scream- Movin' On
 Sandra- Don't Be
 Spagna- Love At First Sight
 Sugarcubes- Hit
 Yo Yo Honey- Groove On

SKY RADIO/Bussum
Tom Lathouwers - Operations Mgr
Power Play:
AD Michael/John- Don't Let The Sun
 Lisa Stansfield- All Woman
 Michael Bolton- When A Man
 Shanice Wilson- I Love
AL Michael Jackson

RADIO NOORD-HOLLAND/Haarlem
Pieter Buijs - Producer
A List:
AD Brian May- Driven
 Huey Lewis- He Don't
 Mylo Freeman- Better Nat
 Natural Life- Strange World
 Slade- Universe
 Sugarcubes- Hit

Z-FM 107/Zandvoort
Michael Reijenga - Public Relations
A List:
AD Diana Ross- When You Tell
 East Side Beat- Ride Like
 Michael/John- Don't Let The Sun
 Guns N' Roses- Live And
 KLF- Justified
 Lisa Stansfield- All Woman
 Michael Jackson- Black
 Prince- Diamonds
 Queen- Bohemian Rapsody
 Salt-N-Pepa- You Showed Me
 Shanice Wilson- I Love
 Simply Red- Stars
 U2- Mysterious Ways
AD Genesis- I Can't Dance
 Tina Turner- World Of

CFNB/Brunsum
Lou Rowland - Head Of Music
Power Play:
AD Chris Whitley- Big Sky
A List:
AD Des'ree- Feel So High
 Huey Lewis- He Don't
 Shades Of Rhythm- Extacy
AL Bonnie Tyler
 Loreena McKennitt

BELGIUM

RADIO CONTACT F/Brussels
Jean Lou Bertin - Prog Dir
B List:
AD BB Jerome/Bang Gong- Do That
 Ce Ce Peniston- Finally
 Erasure- Am I Right
 Francois Feldman- Joy
 Genesis- I Can't Dance
 Indra- Temptation
 Jean-Jacques Goldman- Un,Deux
 Lisa Stansfield- All Woman
 Nirvana- Smells Like
 Phil Barney- Loin De
 Pierre Rapsat- J'AI Besoin
 Salt-N-Pepa- You Showed Me
 Sam/Defins- Histoires
 Sandra- Don't Be
 Sara Mandiano- Defense
 Seydinah- Folie
 Zucchero/Crawford- Diamante

RADIO CONTACT N/Brussels
Danny de Bruin - Prog Dir
B List:
AD ABC- Say It
 Bart Peters- She Goes
 BB Jerome/Bang Gong- Do That
 Bette Midler- In My Life
 Cliff Richard- This New Year

De Kreuners- In De Zin
 Enya- How Can I Keep
 Fortuna- Mea Culpa
 Genesis- I Can't Dance
 Kenny Thomas- Tender Love
 Kym Sims- Too Blind
 Lisa Stansfield- All Woman
 Marky Mark- Wildside
 Mariah Carey- Can't Let Go
 MC Hammer- Addams Groove
 Queen- The Show Must Go
 Return To Zero- Dance Your
 Traumatic Stress- Who The
 Zucchero/Crawford- Diamante

RADIO EXPRES/Antwerp
Marc Dholander - Head Of Music
A List:
AD Rozalla- Faith
B List:
AD Artiesten M.E.H.- Hand
 Bart Peters- She Goes
 KLF- Justified
 Lisa Stansfield- All Woman
 Right Said Fred- Don't Talk
 Sofie- Angels

RADIO ANTIGOON/Antwerp
Piet Keizer - Dir
Power Play:
AD Ce Ce Peniston- Finally
A List:
AD Fortuna- Mea Culpa
 Ingeborg- Waarom
 Laura D- Be Alright

RADIO ROYAAL/Hamont-Achel
Tom Holland - Prog Dir
Power Play:
AD Crowned House- It's Only Natural
AD Spagna- Love At First Sight
A List:
AD Arie Ribbens- Don't Worry
 Art Of Noise- Instruments
 Curtis Stigers- I Wonder
 Def La Fresh- Feel The Rhythm
 Deurzakkers- Kan Ik
 Genesis- I Can't Dance
 Juan Luis Guerra- Café
 Martika- Mariika's Kitchen
 Natural Life- Strange World
 Wet Wet Wet- Goodnight Girl
AL Magna Carta

HIT FM NOORDZEE/Hasselt
André Hemeryck - Prog Dir
A List:
AD Bad English- Time Stood Still
 Bart Peters- She Goes
 BB Jerome/Bang Gong- Do That
 Betsy Cook- Love Is
 Clouseau- Altijd
 De Kreuners- In De Zin
 Diana Ross- When You Tell
 Genesis- I Can't Dance

BRT STUDIO BRUSSELS/Brussels
Jan Hautekiet - Producer
A List:
AD Bad English- Time Stood Still
 Clouseau- Altijd
 Des'ree- Feel So High
 Gavin Friday- I Want
 Hugo Matthijsen- Goulash
 Laurie Freelove- Heaven
 Luka Bloom- I Need Love
 Michael Jackson- Remember The
 Tori Amos- Silent
 Wet Wet Wet- Goodnight Girl
AL Jenny Morris
 Little Feat
 Lou Reed
 Pop Gun
 Steve Forbert

BRT RADIO 2-EAST FLANDERS/Ghent
Rudi Sinia - Producer
A List:
AD 2 Unlimited- Twilight Zone
 Artiesten M.E.H.- Hand
 Frank Valentino- Zie Je
 Ingeborg- Waarom
 Lisa Stansfield- All Woman
 Marky Mark- Wildside
 Sam Gooris- Marijke

BRT RADIO 2-WEST FLANDERS/Kortrijk
Peter de Groot - Head Of Music
Power Play:
AD Kenny Thomas- Tender Love
AL Pop Gun

RTBF RADIO 2/Hainaut
Philippe Jauniaux - Music Dir
A List:
AD Army Of Lovers- Obsession
 Chris Et Moi- En Monque
 East Side Beat- Ride Like
 Right Said Fred- Don't Talk
 Seydinah- Folie
 Stephan Eicher- Pas D'Ami
AL Nirvana
 Queen

SPAIN

TOP 97.2/Madrid
Raul Marchant - Music Mgr
Power Play:
 Snap- Colour Of Love
A List:
AD Gabinete Caligari- Cien Mil Vueltas
AL Tina Turner

CANAL SUR RADIO/Seville
Paco Sanchez - Music Mgr
Power Play:
 Clivilles & Cole- Pride
 Happy Mondays- Judge Judge
 James- Sound
 Jody Watley- I Want You
 Wet Wet Wet- Goodnight Girl
A List:
AD Charlatans- Me In Time
 Gabinete Caligari- Cien Mil Vueltas

RADIO 16/Madrid
Carlos Honorato - Prog Dir
Power Play:
AD John Mellencamp- Get A Leg Up
 Sandra- Don't Be

A List:
AD Bette Midler- In My Life
 Byron Miller- Git Wit Me
 Manfred Mann- Sikelele
 Nirvana- Smells Like
 UB40- Baby
AL Luz
 Tina Turner

SWEDEN

CITY 103/Gothenburg
Lars Bodin - Music Dir
Power Play:
AD Tina Turner- Love Thing
A List:
AD Daffodils- Days Without You
 Genesis- I Can't Dance
 Eric Clapton- Tears
 Keith Sweat- Keep It
 Queen- Bohemian Rapsody
 Sandra- Don't Be
AL James Reyne

RADIO OREBRO/Orebro
Arne Holmberg - Music Dir
A List:
AD Bette Midler- In My Life
 Des'ree- Feel So High
 Eldarens Hus- Vild Vild
 Kathy Troccoli- Everything Changes
 Level 42- My Father's Shoes
 Pontus & Amerik- Nästan
 Terry Ronald- What The Child

HIT FM/Stockholm
Johan B. Bring - Prog Dir
A List:
AD Belinda Carlisle- Half The World
 Eric Clapton- Tears
 Keith Sweat- Keep It
 Nirvana- Smells Like
 Queen- Bohemian Rapsody
 Ricco- Can't Say Goodbye
 Sandra- Don't Be
 Tyrell Corp.- 6 O'clock

RIKSRADION P3/TRACKSLISTAN/Stockholm
Kaj Kindvall - Producer
A List:
AD Guns N' Roses- Live And
 Mariah Carey- Can't Let Go
 N.K.O.T.B.- If You Go Away
 Nirvana- Smells Like
 Pet Shop Boys- Was It
 Snap- Colour Of Love
 Ten Sharp- You

STATION REPORTS

RADIO HUDDINGE/Stockholm
Robert Sehlberg - Prog Dir
A List:
AD Anders Glenmark- Mare Mare
Black Box- Open Your Eyes
Curtis Stigers- I Wonder
 Des'ree- Feel So High
East Side Beat- Ride Like
Queen- The Show Must Go
Sandra- Don't Be
Zucchero/Crawford- Diamante
AL Cock Robin

NORWAY

RADIO OSLO/Oslo
S.E. Sutterud - Prog Dir
A List:
AD FM- I Heard It Through
LaToya Jackson- Sexbox
Paula Abdul- Vibeology
B List:
AD Beats International- In The Ghetto
Bonnie Tyler- Against The Wind
Bryan Adams- There Will Never
Dr. Baker- Turn Up The Music
Guns N' Roses- Live And
Jody Watley- I Want You
Lita Ford- One Shot
N.K.O.T.B.- If You Go Away
Nirvana- Smells Like
Nomad- Something Special
Pet Shop Boys- Was It
Queen- These Are The Days
Queen- Bohemian Rhapsody
Simply Red- Stars
Take That- Promises
Tina Turner- Way Of The
U2- Mysterious Ways
Ultra Nate- Is It Love

RADIO 102/Haugesund
Egil Houeland - Head Of Music
A List:
AD Beautiful South- Old Red Eyes
Dance With A Stranger- In The
Julee Cruise- Summer Kisses
Kiss- God Gave Rock
Månen Har Dotte Mer- Angst
Shonice Wilson- I Love
Wet Wet Wet- Goodnight Girl
AL Lou Reed

RAINBOW RADIO/Oslo
Minister Tommy Tee - Prog Dir
A List:
AD IceCubes- Steady Mobbin'
 Ismistic
KAY LC- Feel Alright
Prodigy- Everybody In The Place
Public Enemy- Shut Em Down
Queen Latifah- Latifah's Had It

NRK-REPORT 1/Oslo
Vidar Lonn-Arneson - Producer
A List:
AD Blått Til Tyst- Bakrusvise
Roxette- Spending My Time
B List:
AD Mariah Carey- Can't Let Go
Osmond Boys- Boys Will
Tina Turner- Way Of The

NRK-REPORT 2/Oslo
Jan Rustad - Producer
Power Play:
AD Bad Examples- Not Dead Yet
A List:
AD Beautiful South- Old Red Eyes
Bruce Cockburn- A Dream Like
Deborah Blando- Innocence
Paula Abdul- Vibeology
Sinners- I Wanna Love

RADIO P3/Bergen
John John - Head Of Music
A List:
AD Allman Brothers- Ramband Man
Cowboy Junkies- Southern
Lloyd Cole- Perfect Skin
Peter LeMarc- Evelina
Rolling Stones- Wild Horses
Wendy Maharry- Desperate
Winans- I'll Take You
AL Lloyd Cole

STUDENTRADIOEN/Tromsø
Rune Hagen - Head Of Music
A List:
AD Beautiful South- Old Red Eyes

Bonnie Tyler- Against The Wind
Cowboy Junkies- Southern
Equinox- Nuh
Julia Fordham- Love Moves
Pearl Jam- Alive
Prince- Diamonds

RADIO GRENLAND/Skien
Anders Tvegaard - Music Dir
Power Play:
Garland Jeffreys- The Answer
A List:
AD Bikinis- Baby Boy
Deborah Blando- Innocence
Everyday People- Place In
Irma- Det Kommer En
King Lion- Gypsy
Lita Ford- One Shot
Paula Abdul- Vibeology
Roxette- The Sweet Hello
Wet Wet Wet- Goodnight Girl
Zucchero/Crawford- Diamante

B List:
AD Bonnie Tyler- Too Hot
Bounce The Ocean- Throw It All
Cathy Dennis- Everybody Move
Natural Selection- Do Anything
Wet Wet Wet- Sweet Surrender

RADIO MOSS/Moss
Tor Øra - Dj/Producer
A List:
AD Beautiful South- Old Red Eyes
Genesis- I Can't Dance
Michael Jackson- Remember The
Zucchero/Crawford- Diamante
B List:
AD OMD- Call My Name
Paula Abdul- Vibeology
Sandra- Don't Be

DENMARK

THE VOICE/Copenhagen
Lars Kjaer - Prog Dir
A List:
AD Lovekings- We Got A Better

RADIO VIBORG/Viborg
Poul Foged - Head Of Music
A List:
AD Betsy Cook- Love Is
 Des'ree- Feel So High
Donno Ulisse- Things Are
Doug Stone- Fourteen
GEM- Name Unknown
Hanne Boel- No Love At All
Martin Delray- Who What Where
Pasadenas- I'm Doing Fine
Paul Young- I'm Only
Shanice Wilson- I Love
Zucchero/Crawford- Diamante
B List:
AD Beautiful South- Old Red Eyes
Europe- I'll Cry
Laus Højbye- Dodo
Natalie Cole- Paper Moon
Sandra- Don't Be

ARHUS NAERRADIO/Århus
Jesper Schousen - Head Of Music
A List:
AD DNA- Can You Handle
Hanne Boel- No Love At All
Laus Højbye- Dodo
Nikolay Steen- Angel
Right Said Fred- Don't Talk
Sandra- Don't Be
Snap- Colour Of Love
Temptations- My Girl

UPTOWN FM/Copenhagen
Niels Pedersen - Head Of Music
B List:
AD Beautiful South- Old Red Eyes
D.A.D.- Grow Or Pay
Hanne Boel- No Love At All
Luka Bloom- I Need Love
Lyle Lovett- You Can't
Paul Young- I'm Only

RADIO ABC/Randers
Stig Hartvig Nielsen - Prog Contr
A List:
AD Beautiful South- Old Red Eyes
Dance With A Stranger- Let Go
 Des'ree- Feel So High
East Side Beat- Ride Like
Hanne Boel- No Love At All
Pasadenas- I'm Doing Fine

Sonia- You To Me
Temptations- My Girl
B List:
AD Amy Grant- Good For Me
Ce Ce Peniston- We Got A Love
DNA- Can You Handle
Laus Højbye- Dodo
Naughty By Nature- Everything
Simply Red- For Your Babies
Southern Sons- Heart In Danger
Vanessa Williams- Save The Best
Zucchero/Crawford- Diamante

DANMARKS RADIO/Copenhagen
Leif Wivelsted - Head Of Prog.
A List:
Dr. Baker- Turn Up The Music
Michael/John- Don't Let The Sun
Laus Højbye- Krumme's Sang
Michael Jackson- Black
Michael Learns To Rock- The Actor

RADIO HORSENS/Horsens
Jan Boogaloo - Head Of Music
Power Play:
AD Anders Glenmark- Greyhound Bus
Bob Seger- The Fire Inside
L.A. Guns- Ballad Of Jane
Paul Young- I'm Only
Southern Sons- Heart In Danger
Tina Turner- Love Thing
Zucchero/Crawford- Diamante
A List:
AD Black Box- Open Your Eyes
Bonnie Raitt- Not The Only
Cher- Save Up All Your
Genesis- I Can't Dance

RADIO VICTOR/Esbjerg
Lars Meibom - Head Of Music
A List:
AD Amy Grant- Good For Me
Brd. Ulstrup- Så Bare Ta
John Parr- Sarah
K-Klass- Rhythm Is A
Kym Sims- Too Blind
Martika- Martika's Kitchen
Mostly Robinson- The Son
News- Crazy Lazy City
Nikolay Steen- Angel
Paula Abdul- Vibeology
Peter LeMarc- Evelina
Prince- Diamonds
Ten Sharp- Ray
Timbuk 3- Sunshine
Zucchero/Crawford- Diamante

RADIO HOLBAECK/Holbaeck
Stig Nielsen - Prog Dir
A List:
AD Beautiful South- Old Red Eyes
Naughty By Nature- Everything
Zucchero/Crawford- Diamante

FINLAND

DISCOPRESS/Tampere
Tuija Lindell - Co-Ord
A List:
AD C&C Music Factory- Just A
Moby- Go
Queen- The Show Must Go
Rapatti- Unelmaa
Simply Red- Stars

RADIO 100+/Tampere
Pentti Teravainen - Music Dir
A List:
AD Boppers- All I Have To
Genesis- I Can't Dance
Jussi Kiveri- Kaktukseen
Right Said Fred- Don't Talk
Sandra- Don't Be

AUSTRIA

CD INTERNATIONAL/Vienna
Peter Lössack - Head Of Music
Power Play:
Vic Reeves- Dizzy
B List:
AD Bonnie Raitt- Tangled
Heavy D & The Boyz- Is It
Jody Watley- I Want You
Kate Bush- Rocket Man
Oceanic- Insanity
Snap- Colour Of Love

OE 3/Vienna
Gunther Lesjak - Head Of Music
A List:
AD Andy Freund- Mädchen
Chico- Postcard
Thomas Roth- Elvis '56
B List:
AD Amy Grant- Good For Me
Johnny & Credit Cards- Chicken
Raven Band- Playing
Rusty Franx- She's Gone
Smart Import- Always
Storm- I've Got A Lot

SWITZERLAND

RADIO 24/Zurich
Daniel Richigir - Head Of Music
A List:
AD Genesis- I Can't Dance
Lou Reed- What's
B List:
AD Brian May- Driven
KLF- Justified
Naughty By Nature- O.P.P.
Nirvana- Smells Like
Snap- Colour Of Love
U2- Mysterious Ways

STUDIO B/Dornach
Gusty Hufschmid - Head Of Music
A List:
AD Bette Midler- In My Life
Michael/John- Don't Let The Sun
Rod Stewart- Broken Arrow
Tina Turner- Simply The Best

DRS 3/Basel
Christoph Alispach - Music Co-Ord
A List:
AD Angelique Kidjo- Wé-Wé
Primal Scream- Movin' On
Tonino Castiglione- Pallone
AL Angelique Kidjo
Tonino Castiglione

COULEUR 3/Lausanne
Thierry Catherine - Head Of Music
Power Play:
AD Lou Reed- Sword Of
Scabs- Don't You Know
Starlings- The Last
A List:
AD Beautiful South- Old Red Eyes
Blue Aeroplanes- Fun
Diesel Park- West-Fall
Jad Wio- Fleur
Pearlfishers- Hurt
Spin- Everything
Thousand Yard Stare- Buttermouth
Wooloomooloo- Satellite

RADIO PILATUS 104.9/Luzern
Ralf Tschuppert - Music Dir
A List:
AD Jean-Jacques Goldman- Un,Deux
Martika- Martika's Kitchen

PORTUGAL

RFM/Lisbon
Pedro Tojal - Head Of Music
A List:
AD Eric Clapton- Tears
Genesis- I Can't Dance
Joe Cocker- I Can Hear
Procol Harum- A Dream In
Resistencia- Nao Sou
Smithereens- Too Much Passion

YUGOSLAVIA

STUDIO D/Novo Mesto
Rasto Bozic - Dj/Producer
A List:
AD Cathy Dennis- Everybody Move
Mariah Carey- Can't Let Go

GREECE

ANTENNA 97.1 FM STEREO/Athens
Elias Xinopoulos - Prog Dir
A List:
AD ABC- Soy It
Bonnie Tyler- Bitter Blue
Commitments- Mustang Sally
Dannii Minogue- Don't Wanna Take
DJ Jazzy Jeff- Things
Snap- Colour Of Love

JERONIMO GROOVY/Athens
George Skordias - Producer
A List:
AD C&C Music Factory- Just A
FMT/Camilla- 50 Ways To Leave
Michael/John- Don't Let The Sun
Lisa Stansfield- All Woman
Mariah Carey- Can't Let Go
MC Hammer- Addams Groove
N.K.O.T.B.- If You Go Away
Osmond Boys- Boys Will
Queen- We Are The

POLAND

POLSKIE RADIO 3/Warsaw
Marek Niedzwiecki - Producer
Power Play:
AD Level 42- Overtime
A List:
AD Big Country- Ships
John Mellencamp- Get A Leg Up
Love & Money- Winter
St. Etienne- Only Love Can
Status Quo- Rock Till You
Wet Wet Wet- Make It Tonight

RADIO RMF/Krakow
Piotr Metz - Head Of Music
Power Play:
Amy Grant- Good For Me
B List:
AD Belinda Carlisle- Half The World
Lou Reed- What's
Primitives- Earth Thing
Red Hot Chili Peppers- Under
Robbie Robertson- Go Back
Roy Orbison- I Drove
Status Quo- Rock Till You
Texas- Why Believe In You
Wonder Stuff- Welcome To The

RADIO ZET/Warsaw
Darek Andrzejewski - Head Of Music
Power Play:
Simply Red- Stars

A List:
AD Queen- Bohemian Rhapsody
Right Said Fred- Don't Talk
B List:
AD ABC- Soy It
Cher- Love Hurts
Fish- Credo
James- Sound
KLF- Justified
Malcom McLaren- Magic's Back
Martika- Martika's Kitchen
Mariah Carey- Can't Let Go
Procol Harum- The Truth Won't
Salt-N-Pepa- You Shaved Me
Slade- Universe

RADIO MERKURY/Poznan
Ryszard Gloger - Head Of Music
Power Play:
Procol Harum- The Truth Won't
A List:
AD Genesis- I Can't Dance
Marky Mark- Good Vibrations
Prince- Diamonds
River City People- Special
Van Halen- Top Of The World
AL Tony Joe White

EUROPE

VOICE OF AMERICA/Europe
June Brown - Dir
B List:
AD Amy Grant- Good For Me
Paula Abdul- Vibeology

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

Michael/John- Don't Let The Sun
KLF- Justified
Nirvana- Smells Like
Salt-N-Pepa- You Shaved Me
Simply Red- Stars
Snap- Colour Of Love
Tina Turner- Way Of The

Active Rotation
Army Of Lovers- Obsession
Garland Jeffreys- Hair Hair
Genesis- I Can't Dance
Guns N' Roses- Live And
Paula Abdul- Vibeology
Pet Shop Boys- Was It
Prince- Diamonds
Queen- These Are The Days
Queen- The Show Must Go
Rozalla- Everybody's Free
Ten Sharp- You
U2- Mysterious Ways

Buzz Bin
Lou Reed- What's
Naughty By Nature- O.P.P.
Pearl Jam- Alive
Red Hot Chili Peppers- Give
Sugarcubes- Hit

Medium Rotation
Genesis- No Son Of Mine
Guns N' Roses- Don't Cry
Lisa Stansfield- Change
Michael Jackson- Black
Prince- Cream
Salt-N-Pepa- Let's Talk About
Simply Red- Something Got Me

Break Out
Chris Whitley- Big Sky
Des'ree- Feel So High
Etienne Daho- Saudade
Karl Keaton- Found My
Kate Bush- Rocket Man
Lisa Stansfield- All Woman
Mano Negra- Out Of Time
Martika- Martika's Kitchen
Metallica- The Unforgiven
Moby- Go
Mr. Big- To Be With You
Nitzer Ebb- Godhead
OMD- Call My Name
Ozzy Osbourne- Mama
Peacock Palace- Like A Snake
Public Enemy- Shut Em Down
Sandra- Don't Be
Zucchero/Crawford- Diamante

Prime Break Out
ABC- Soy It
Clouseau- Close Encounters
N.K.O.T.B.- If You Go Away
Prodigy- Everybody In The Place
Right Said Fred- Don't Talk
Shanice Wilson- I Love



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 (PUBLISHERS)	COUNTRIES CHARTED
1	9 Black Or White Michael Jackson - Epic (Warner Chappel/CC)	UK.F.D.B.NL.E.A.CH.S.P.DK.N.SF.GR.I	35	31 13 Change Lisa Stansfield - Arista (Big Life)	F.D.B.E.A.CH.S.GR.I	69	NE Take Me Away Capella feat. Loleatta Holloway - PWL Continental (All Boys)	UK.IR
2	2 6 Don't Let The Sun Go Down On Me George Michael & Elton John - Epic (Big Pig)	UK.F.D.B.NL.E.CH.S.P.DK.IR.N.SF.GR.I	36	40 3 Petite Marie Frances Cabrel - Columbia (Editions Chandelle)	F	70	63 7 I Love Your Smile Shanice - Motown (Carlin)	B.NL
3	3 4 Bohemian Rhapsody/These Are The Days... Queen - Parlophone (Various)	UK.D.B.NL.CH.DK.IR	37	50 2 Feel So High Des'ree - Dusted Sound (Sony)	UK.IR	71	33 14 Get Ready For This 2 Unlimited - PWL (MCA)	UK.B.NL.E.IR
4	4 6 Justified And Ancient The KLF feat. Tammy Wynette - KLF Communications (EG/Zoo/WC/BMG)	UK.D.B.NL.E.A.CH.S.DK.SF.GR	38	19 6 Don't Talk Just Kiss Right Said Fred - Tug (Hit & Run)	UK.B.NL.S.IR	72	46 27 You Could Be Mine Guns N' Roses - Geffen (Warner Chappel)	F.D.DK
5	5 19 Let's Talk About Sex Salt-N-Pepa - frr (Next Plateau/All Boys)	D.B.A.CH.S.DK	39	30 6 The Show Must Go On Queen - Parlophone (Queen/EMI)	D.NL.CH.S.I	73	79 2 Wildside Marky Mark & The Funky Bunch - Interscope (EMI)	D.B.CH.S.DK
6	9 7 Smells Like Teen Spirit Nirvana - DGC (Virgin)	UK.D.B.NL.S.N.I	40	NE Give Me A Little More Time Kylie Minogue - PWL (Chelsea)	UK	74	52 2 Rubbish Carter The Unstoppable Sex Machine - Big Cat (Island)	UK.IR
7	23 3 Goodnight Girl Wet Wet Wet - Precious (Precious/Chrysalis)	UK.D.IR	41	86 2 Temptation Indra - Carrere (Orlando)	F.B	75	64 39 The Shoop Shoop Song (It's In His Kiss) Cher - Epic (Alley/Trio/Hudson Bay)	F
8	6 18 Everybody's Free (To Feel Good) Rozalla - Pulse 8 (Peer)	F.D.B.E.CH.S.DK.SF	42	34 17 Something Got Me Started Simply Red - east west (EMI/So What)	F.D.A.CH.I	76	81 2 Hit Sugarcubes - One Little Indian (PolyGram)	UK
9	7 28 (Everything I Do) I Do It For You Bryan Adams - A&M (MCA/Rondor/Zomba)	F.D.B.E.A.CH.S.P.DK.GR.I	43	32 19 Good Vibrations Marky Mark & The Funky Bunch feat. L.Holloway - Interscope (Warner Chappel/EMI)	D.A.CH.S.DK	77	65 7 Way Of The World Tina Turner - Capitol (Empire/Rondor/Goodsingle)	D.B.NL.A
10	18 2 Everybody In The Place (EP) The Prodigy - XL (Virgin)	UK.IR	44	NE Twilight Zone 2 Unlimited - PWL Continental (MCA)	UK.B.IR	78	76 2 Easy To Smile Senseless Things - Epic (Warner Chappel)	UK.IR
11	17 12 Song Of Ocarina Jean Philippe Audin & Diego Modena - Delphine (Delphine)	F.B	45	68 2 Old Red Eyes Is Back Beautiful South - Go! Discs (Go! Discs)	UK.IR	79	80 3 Turn Up The Music Dr. Baker - Coma (Megasongs)	DK
12	8 14 Always Look On The Bright Side Of Life Monty Python - Virgin (Kay Gee Bee/Virgin)	D.A.CH.N	46	53 24 I'm Too Sexy Right Said Fred - Tug (Hit & Run)	B.A.S.N.GR	80	RE Rocket Man (I Think It's Going To Be A Long, Long Time) Kate Bush - Mercury (Big Pig)	UK.B.NL.CH.P
13	15 7 Ride Like The Wind East Side Beat - frr (Warner Chappel)	UK.F.D.B.NL.E.CH.IR	47	41 6 Diamonds And Pearls Prince & The New Power Generation - Paisley Park (Warner Chappel)	UK.D.B.NL.CH.S.SF	81	36 4 Roobarb & Custard Shaft - Ffreedom (MCA)	UK
14	16 4 Colour Of Love Snap - Arista (Warner Chappel/Zomba)	D.B.NL.A.CH.S.DK.N.GR.I	48	38 17 Love To Hate You Erasure - Mute (Musical Moments-Sonet/Andy Bell/Sony)	D.B.A.S.GR	82	84 22 Set Adrift On Memory Bliss PM Dawn - Gee Street (MCA/Reformation)	F.D.CH
15	37 2 We Got A Love Thang Ce Ce Peniston - A&M (Last Song/Third Coast)	UK.IR	49	56 8 Bitterblue Bonnie Tyler - Ariola (Hanseatic)	D.A.N	83	82 4 Tuesday Afternoon Stonecake - Wire (Red Herring/Misty)	S
16	11 11 No Son Of Mine Genesis - Virgin (Genesis/Hit & Run)	F.D.B.A.CH.P.GR.I	50	61 2 (Can You) Feel The Passion Blue Pearl - Big Life (EG/BMG/Saraswati/Big Life)	UK.IR	84	66 10 Shiny Happy People R.E.M. - Warner Brothers (Warner Chappel)	F
17	12 10 Qui A Le Droit Patrick Bruel - RCA (14 Production)	F.B	51	42 31 Send Me An Angel Scorpions - Mercury (PolyGram)	D.A.CH.S	85	NE Pasi Virtanen Pojat - Poko (Poko)	SF
18	43 4 Das Boot U 96 - Polydor (BavariaSonor)	D	52	29 6 When You Tell Me That You Love Me Diana Ross - EMI (Empire/Warner Chappel)	UK.NL.IR	86	NE E Mi Arriva Il Mare Riccardo Cocciante & Paola Turci - Virgin (Boventoon/L'Altra Meta)	I
19	45 2 God Gave Rock & Roll To You II Kiss - Interscope (Warner UK/CC)	UK.IR	53	39 3 All Woman Lisa Stansfield - Arista (Big Life)	UK.NL.DK.I	87	60 4 Cash City Luc De La Rochelliere - Trema (Trema)	F
20	20 19 James Brown Is Dead LA Style - Decadance (Orfa/Hi-Tension)	D.B.E.A.CH.S.GR.I	54	70 4 Les Neiges De L'Himalaya Dorothee - AB (AB Editions)	F	88	NE Can't Let Go Mariah Carey - Columbia (Warner Chappel/Sony)	UK
21	25 5 You Ten Sharp - Columbia (Sony)	D.A.CH.S.N	55	58 4 Was It Worth It? Pet Shop Boys - Parlophone (Ten/Cage)	D.B.S.DK.SF	89	88 2 Say It ABC - Parlophone (Neutron/Ten)	UK.D
22	27 5 Too Blind To See It Kym Sims - Atco (Last Song/Third Coast)	UK.IR.SF	56	47 8 Spending My Time Roxette - EMI (Jimmy Fun/EMI)	D.B.A.CH.S	90	89 2 Blue Eyes The Wedding Present - RCA (Hallin)	UK
23	14 17 Cream Prince & The New Power Generation - Paisley Park (Warner Chappel)	F.D.A.CH.S.I	57	44 5 Ca Ne Change Pas Un Homme Johnny Hallyday - Phonogram (Desperado)	F	91	NE Who Is Elvis? Interactive - Dance Street (Upright/Alice)	D
24	13 5 Live And Let Die Guns N' Roses - Geffen (MPL Communications)	UK.D.B.NL.CH.S.P.IR.N.SF.GR.I	58	55 3 Bernard Et Bianca Au Pays Des Kangarous Anne - Walt Disney Records (Walt Disney Publishing)	F	92	NE Liebe Auf Den Ersten Blick Münchener Freiheit - Columbia (Freiheit/Mambo Siegel)	D.CH
25	10 3 Addams Groove Hammer - Capitol (Bust It)	UK.D.B.NL.S.DK.IR.SF	59	51 11 The Fly U2 - Island (Blue Mountain)	A.CH.P.GR.I	93	NE Half The World Belinda Carlisle - Virgin (Virgin/Mechanical Panthe)	UK
26	96 2 Pride (In The Name Of Love) Clivillés & Cole - Columbia (Blue Mountain)	UK.IR.SF	60	48 16 Obsession Army Of Lovers - Ton Son Ton (Team Sonet)	D.B.DK	94	54 8 When A Man Loves A Woman Michael Bolton - Columbia (Warner Chappel)	D.B.NL.DK
27	22 4 Je T'Aime Melancolie Mylene Farmer - Polydor (Requiem)	F.B	61	59 4 Le Seigneur Des Tenebres Pleasure Game - Touch Of Gold (Scorpio/Now Disc)	F.B	95	NE Dalai Lama Mecano - Ariola (Ba Ba Blaxi)	E
28	NE Welcome To The Cheap Seats - The OST EP The Wonder Stuff - Far Out/Polydor (PolyGram)	UK	62	87 2 Vibeology Paula Abdul - Virgin (EMI)	UK.NL	96	NE Perfect Place Voice Of The Beehive - London (Virgin)	UK
29	21 17 Don't Cry Guns N' Roses - Geffen (Warner Chappel)	F.D.CH.S.PDK	63	57 5 If You Go Away New Kids On The Block - Columbia (Warner Chappel)	D.B.NL.P.DK	97	NE Rock 'Til You Drop Status Quo - Vertigo (PolyGram)	UK
30	35 5 Mysterious Ways U2 - Island (Blue Mountain)	UK.D.NL.E.CH.S.IR.GR.I	64	90 2 Pas D'Ami (Comme Toi) Stephan Eicher - Barclay (Electric Unicorn)	F.B	98	RE Because I Love You (The Postman Song) Stevie B - BCM (Saja/Mya-T)	F
31	67 2 I Can't Dance Genesis - Virgin (Genesis)	UK.D.B.IR	65	49 18 Can't Stop This Thing We Started Bryan Adams - A&M (Adams/Almo/Zomba)	F.D.A	99	NE Feel So Real Dream Frequency feat. Debbie Sharp - Citybeat (Momentum)	UK
32	24 17 Crucified Army Of Lovers - Ton Son Ton (Team Sonet)	D.B.A.CH.GR	66	71 3 Parce Qu'On Est Jeunes Benny B - PLR (Copyright Control)	F.B	100	NE I Wonder Why Curtis Stigers - Arista (Sony/MCA)	UK
33	26 7 Stars Simply Red - east west (So What/EMI)	UK.D.B.NL.A.CH.DK.IR.GR.I	67	NE Hand In Hand Levenslijn 92 - Polydor (Orfa)	B			
34	28 6 You Showed Me Salt-N-Pepa - frr (TRO-Essex)	UK.D.B.NL	68	69 2 Different Strokes Isotonik - frr (London/EMI)	UK.IR			

The Eurochart Hot 100 Singles is compiled by BPI Communications BV in cooperation with Buma/Stemra and based on the following national singles sales charts: MRIB (UK); Bundesverband Der Phonographischen Wirtschaft/Media Control/Musikmarkt (West Germany); Europe 1/Canal Plus/Tele2/Jours (France); RAI Stereo Due/Musica E Dischi/Mario De Luigi (Italy); Stichting Nederlandse Top 40 (Holland); SABAM/IFPI (Belgium); GLF/IFPI (Sweden); IFPI/Johan Schibye (Denmark); VG (Norway); Gallup/AFYVE (Spain); Seura/IFPI (Finland); IFPI (Ireland); UNEVA (Portugal); Austria Top 30 (Austria); Media Control/Musikmarkt (Switzerland); IFPI (Greece).

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UNITED KINGDOM

- Singles**
- 1 **Queen** - Bohemian Rhapsody/These Are ... (Parlophone)
 - 2 **Wet Wet Wet** - Goodnight Girl (Precious)
 - 3 **The Prodigy** - Everybody In The Place (XL)
 - 4 **Ce Ce Peniston** - We Got A Love Thang (A&M)
 - 5 **Kiss** - God Gave Rock & Roll To ... (Warner Brothers)
 - 6 **Wonder Stuff** - Welcome To The Cheap Seats (Polydor)
 - 7 **Kym Sims** - Too Blind To See It (east west)
 - 8 **Des'ree** - Feel So High (Dusted Sound)
 - 9 **Kylie Minogue** - Give Me A Little ... (PWL)
 - 10 **Genesis** - I Can't Dance (Virgin)

- Albums**
- 1 **Simply Red** - Stars (east west)
 - 2 **Genesis** - We Can't Dance (Virgin)
 - 3 **Queen** - Greatest Hits II (Parlophone)
 - 4 **Tina Turner** - Simply The Best (Capitol)
 - 5 **U2** - Achtung Baby (Island)
 - 6 **Lisa Stansfield** - Real Love (Arista)
 - 7 **Michael Jackson** - Dangerous (Epic)
 - 8 **Lou Reed** - Magic And Loss (Warner Brothers)
 - 9 **Nirvana** - Nevermind (MCA)
 - 10 **Queen** - Queen Greatest Hits (Parlophone)

SPAIN

- Singles**
- 1 **Michael Jackson** - Black Or White (Sony Music)
 - 2 **LA Style** - James Brown Is Dead (Blanco Y Negro)
 - 3 **Mecano** - Dalai Lama (Ariola)
 - 4 **Rozalla** - Everybody's Free (Blanco Y Negro)
 - 5 **East Side Beat** - Ride Like The Wind (Blanco Y Negro)
 - 6 **Techno City** - Vacuo Techno (Ginger Music)
 - 7 **Midnight Shift** - Without You (Blanco Y Negro)
 - 8 **N.K.O.T.B.** - New Kid Megamix (Sony Music)
 - 9 **KLF/Tammy Wynette** - Justified... (Blanco Y Negro)
 - 10 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)

- Albums**
- 1 **Queen** - Greatest Hits II (EMI)
 - 2 **Enya** - Shepherd Moons (Warner Music)
 - 3 **Michael Jackson** - Dangerous (Sony Music)
 - 4 **Alejandro** - Viviendo Deprisa (Warner Music)
 - 5 **Luz Casal** - A Contra Luz (Hispanavox)
 - 6 **Dire Straits** - On Every Street (PolyGram)
 - 7 **Mecano** - Aidalai (BMG)
 - 8 **Presuntos Implicados** - Ser De Agua (Warner Music)
 - 9 **Jean Michel Jarre** - Images (PolyGram)
 - 10 **Genesis** - We Can't Dance (Virgin)

DENMARK

- Singles**
- 1 **Dr. Baker** - Turn Up The Music (Mega)
 - 2 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
 - 3 **Queen** - Bohemian Rhapsody/These Are... (EMI)
 - 4 **Michael Learns To Rock** - The Actor (Medley)
 - 5 **Salt-N-Pepa** - Let's Talk About Sex (PolyGram)
 - 6 **KLF/Tammy Wynette** - Justified... (Mega)
 - 7 **Michael Jackson** - Black Or White (Sony Music)
 - 8 **Marky Mark/Funky Bunch** - Wildside (Warner Music)
 - 9 **Marky Mark/Funky Bunch** - Good Vibrations (Warner Music)
 - 10 **N.K.O.T.B.** - If You Go Away (Sony Music)

- Albums**
- 1 **Michael Learns To Rock** - M.L.T.R. (Medley)
 - 2 **Queen** - Greatest Hits II (EMI)
 - 3 **Paul Young** - From Time To Time (Sony Music)
 - 4 **Nana Mouskouri** - The Very Best Of (PolyGram)
 - 5 **D.A.D.** - Riskin' It All (Medley)
 - 6 **Ray Dee Ohh** - Radiofoni (Replay)
 - 7 **Genesis** - We Can't Dance (Virgin)
 - 8 **Gnags** - Lyglemandens Sang (Genlyd)
 - 9 **Soundtrack** - The Commitments (Pineapple)
 - 10 **Alberte** - Lyse Nætter (Pladecom)

SWITZERLAND

- Singles**
- 1 **Salt-N-Pepa** - Let's Talk About Sex (PolyGram)
 - 2 **Michael Jackson** - Black Or White (Sony Music)
 - 3 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
 - 4 **Rozalla** - Everybody's Free (To Feel Good) (BMG)
 - 5 **Monty Python** - Always Look On The... (Virgin)
 - 6 **Ten Sharp** - You (Sony Music)
 - 7 **Snap** - Colour Of Love (BMG)
 - 8 **KLF/Tammy Wynette** - Justified... (Phonag)
 - 9 **LA Style** - James Brown Is Dead (Phonag)
 - 10 **Army Of Lovers** - Crucified (Exclusa)

- Albums**
- 1 **Queen** - Greatest Hits II (EMI)
 - 2 **Michael Jackson** - Dangerous (Sony Music)
 - 3 **Genesis** - We Can't Dance (Virgin)
 - 4 **Patent Ochsner** - Schlachtplatte (Zylogogge)
 - 5 **Queen** - Queen Greatest Hits (EMI)
 - 6 **Bryan Adams** - Waking Up The Neighbours (PolyGram)
 - 7 **Nirvana** - Nevermind (BMG)
 - 8 **Soundtrack** - The Commitments (BMG)
 - 9 **Züri West** - Arturo Bandini (Witra)
 - 10 **Queen** - Innuendo (EMI)

GERMANY

- Singles**
- 1 **U 96** - Das Boot (Polydor)
 - 2 **Michael Jackson** - Black Or White (Sony Music)
 - 3 **Salt-N-Pepa** - Let's Talk About Sex (Metronome)
 - 4 **Nirvana** - Smells Like Teen Spirit (BMG)
 - 5 **Monty Python** - Always Look On The... (Virgin)
 - 6 **G./Michael/E.John** - Don't Let The Sun... (Sony Music)
 - 7 **Genesis** - No Son Of Mine (Virgin)
 - 8 **Rozalla** - Everybody's Free (Logic)
 - 9 **KLF/Tammy Wynette** - Justified... (Intercord)
 - 10 **Army Of Lovers** - Crucified (Ideal)

- Albums**
- 1 **Genesis** - We Can't Dance (Virgin)
 - 2 **Queen** - Greatest Hits II (EMI)
 - 3 **Nirvana** - Nevermind (BMG)
 - 4 **Michael Jackson** - Dangerous (Sony Music)
 - 5 **Queen** - Queen Greatest Hits (EMI)
 - 6 **Simply Red** - Stars (WEA)
 - 7 **Roxette** - Joyride (EMI)
 - 8 **Guns N' Roses** - Use Your Illusion II (BMG)
 - 9 **Bryan Adams** - Waking Up The Neighbours (Polydor)
 - 10 **Tina Turner** - Simply The Best (EMI)

HOLLAND

- Singles**
- 1 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
 - 2 **Queen** - Bohemian Rhapsody/These Are... (EMI)
 - 3 **Nirvana** - Smells Like Teen Spirit (Ariola)
 - 4 **KLF/Tammy Wynette** - Justified... (Indisc)
 - 5 **Salt-N-Pepa** - You Showed Me (Phonogram)
 - 6 **East Side Beat** - Ride Like The Wind (Phonogram)
 - 7 **Snap** - Colour Of Love (Ariola)
 - 8 **Shanice** - I Love Your Smile (Polydor)
 - 9 **Traumatic Stress** - Who The Fuck Is ... (Dino)
 - 10 **N.K.O.T.B.** - If You Go Away (Sony Music)

- Albums**
- 1 **Queen** - Greatest Hits II (EMI)
 - 2 **Queen** - Queen Greatest Hits (EMI)
 - 3 **Nirvana** - Nevermind (Ariola)
 - 4 **Enya** - Shepherd Moons (Warner Music)
 - 5 **U2** - Achtung Baby (Ariola)
 - 6 **Bee Gees** - The Very Best (Polydor)
 - 7 **Lisa Stansfield** - Real Love (Ariola)
 - 8 **Michael Jackson** - Dangerous (Sony Music)
 - 9 **Tina Turner** - Simply The Best (EMI)
 - 10 **Simply Red** - Stars (Warner Music)

NORWAY

- Singles**
- 1 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
 - 2 **Ten Sharp** - You (Sony Music)
 - 3 **Michael Jackson** - Black Or White (Sony Music)
 - 4 **Bonnie Tyler** - Bitterblue (BMG)
 - 5 **Nirvana** - Smells Like Teen Spirit (BMG)
 - 6 **Monty Python** - Always Look On The ... (Virgin)
 - 7 **Snap** - Colour Of Love (BMG)
 - 8 **Guns N' Roses** - Live And Let Die (BMG)
 - 9 **Sandra** - Don't Be Aggressive (Virgin)
 - 10 **Right Said Fred** - I'm Too Sexy (BMG)

- Albums**
- 1 **Bonnie Tyler** - Bitterblue (BMG)
 - 2 **Michael Jackson** - Dangerous (Sony Music)
 - 3 **Nirvana** - Nevermind (BMG)
 - 4 **Genesis** - We Can't Dance (Virgin)
 - 5 **Halvdan Sivertsen** - Hilsen Halvdan (NA)
 - 6 **U2** - Achtung Baby (BMG)
 - 7 **Queen** - Greatest Hits II (EMI)
 - 8 **Enya** - Shepherd Moons (Warner Music)
 - 9 **Soundtrack** - The Commitments (BMG)
 - 10 **Bryan Adams** - Waking Up The Neighbours (PolyGram)

AUSTRIA

- Singles**
- 1 **Salt-N-Pepa** - Let's Talk About Sex (PolyGram)
 - 2 **Monty Python** - Always Look On The ... (Virgin)
 - 3 **Michael Jackson** - Black Or White (Sony Music)
 - 4 **Right Said Fred** - I'm Too Sexy (Exclusa)
 - 5 **Prince & The N.P.G.** - Cream (Warner Music)
 - 6 **Jason Donovan** - Any Dream Will Do (PolyGram)
 - 7 **Bryan Adams** - I Do It For You (PolyGram)
 - 8 **Erasure** - Love To Hate You (ECHO)
 - 9 **David Hasselhoff** - Do The Limbo Dance (BMG)
 - 10 **Army Of Lovers** - Crucified (Exclusa)

- Albums**
- 1 **E.A.V.** - Watumba (EMI)
 - 2 **Queen** - Greatest Hits II (EMI)
 - 3 **Michael Jackson** - Dangerous (Sony Music)
 - 4 **David Hasselhoff** - David (BMG)
 - 5 **Genesis** - We Can't Dance (Virgin)
 - 6 **Simply Red** - Stars (Warner Music)
 - 7 **Prince/The N.P.G.** - Diamonds And Pearls (Warner Music)
 - 8 **Rainhard Fendrich** - Nix Is Fix (BMG)
 - 9 **U2** - Achtung Baby (BMG)
 - 10 **Bryan Adams** - Waking Up The Neighbours (PolyGram)

FRANCE

- Singles**
- 1 **J.P. Audin/D. Modena** - Song Of Ocarina (Delphine)
 - 2 **Patrick Bruel** - Qui A Le Droit (RCA)
 - 3 **Michael Jackson** - Black Or White (Epic)
 - 4 **Mylene Farmer** - Je T'Aime Melancolie (Polydor)
 - 5 **Frances Cabrel** - Petite Marie (Columbia)
 - 6 **Bryan Adams** - I Do It For You (Polydor)
 - 7 **Indra** - Temptation (Carrere)
 - 8 **Dorothee** - Les Neiges De L'Himalaya (Ariola)
 - 9 **Johnny Hallyday** - Ça Ne Change Pas... (Phonogram)
 - 10 **Anne** - Bernard Et Bianca Au ... (Walt Disney)

- Albums**
- 1 **Patrick Bruel** - Si Ce Soir (RCA)
 - 2 **Michael Jackson** - Dangerous (Epic)
 - 3 **Dire Straits** - On Every Street (Phonogram)
 - 4 **J.P. Audin/D. Modena** - Ocarina (Delphine)
 - 5 **Genesis** - We Can't Dance (Virgin)
 - 6 **U2** - Achtung Baby (BMG)
 - 7 **Johnny Hallyday** - Ça Ne Change Pas... (Phonogram)
 - 8 **Rondo Veneziano** - Mystere (Polydor)
 - 9 **J.Ferrat** - Dans La Jungle Ou Dans Le Zoo (EMI)
 - 10 **F.Cabrel** - D'Un Ombre A L'Autre (Columbia)

BELGIUM

- Singles**
- 1 **Nirvana** - Smells Like Teen Spirit (BMG)
 - 2 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
 - 3 **Levenslijn 92** - Hand In Hand (PolyGram)
 - 4 **East Side Beat** - Ride Like The Wind (PolyGram)
 - 5 **Michael Jackson** - Black Or White (Sony Music)
 - 6 **Pleasure Game** - Le Seigneur Des Tenebres (MMI)
 - 7 **Helmut Loti** - What Kind Of Friend (BMG)
 - 8 **Shanice** - I Love Your Smile (PolyGram)
 - 9 **Mama's Jasje** - Zo Ver Weg (BMG)
 - 10 **KLF/Tammy Wynette** - Justified... (Indisc)

- Albums**
- 1 **Queen** - Greatest Hits II (EMI)
 - 2 **Michael Jackson** - Dangerous (Sony Music)
 - 3 **Gert En Samson** - Gert En Samson (CNR)
 - 4 **Luis Cobos** - Tempo D'Italia (Sony Music)
 - 5 **Queen** - Queen Greatest Hits (EMI)
 - 6 **Nirvana** - Nevermind (BMG)
 - 7 **Enya** - Shepherd Moons (Warner Music)
 - 8 **Genesis** - We Can't Dance (Virgin)
 - 9 **Patrick Bruel** - Si Ce Soir (BMG)
 - 10 **Toon Hermans** - 75 Jaar (EMI)

FINLAND

- Singles**
- 1 **Pojat** - Pasi Virtanen (Poko)
 - 2 **KLF/Tammy Wynette** - Justified... (EMI)
 - 3 **Clivilles & Cole** - Pride (Sony Music)
 - 4 **Pet Shop Boys** - Was It Worth It? (EMI)
 - 5 **Guns N' Roses** - Live And Let Die (BMG)
 - 6 **Kym Sims** - Too Blind To See It (Warner Music)
 - 7 **Sielun Veljet** - Laatikaita (Poko)
 - 8 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
 - 9 **Michael Jackson** - Black Or White (Sony Music)
 - 10 **Popeda** - Kirje (Poko)

- Albums**
- 1 **Queen** - Greatest Hits II (EMI)
 - 2 **Nirvana** - Nevermind (BMG)
 - 3 **U2** - Achtung Baby (BMG)
 - 4 **Samuli Edelman** - Samuli Edelman (Flamongo)
 - 5 **Bryan Adams** - Waking Up The Neighbours (PolyGram)
 - 6 **Marky Mark/Funky Bunch** - Music For... (Warner Music)
 - 7 **Michael Jackson** - Dangerous (Sony Music)
 - 8 **Topi Sorsakoski** - Yksinäisyys (EMI)
 - 9 **Genesis** - We Can't Dance (Virgin)
 - 10 **Ressu Redford** - Laulusa On... (Finnlevy)

GREECE

- Singles**
- 1 **Michael Jackson** - Black Or White (Sony Music)
 - 2 **Army Of Lovers** - Crucified (NA)
 - 3 **U2** - Mysterious Ways (BMG)
 - 4 **KLF/Tammy Wynette** - Justified... (NA)
 - 5 **LA Style** - James Brown Is Dead (NA)
 - 6 **Genesis** - No Son Of Mine (Virgin)
 - 7 **T99** - Nocturne (NA)
 - 8 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
 - 9 **Erasure** - Love To Hate You (Virgin)
 - 10 **Guns N' Roses** - Live And Let Die (BMG)

- Albums**
- 1 **U2** - Achtung Baby (BMG)
 - 2 **Simply Red** - Stars (Warner Music)
 - 3 **Michael Jackson** - Dangerous (Sony Music)
 - 4 **Tina Turner** - Simply The Best (Warner Music)
 - 5 **Army Of Lovers** - Massive Luxury Overdose (NA)
 - 6 **Genesis** - We Can't Dance (Virgin)
 - 7 **Guns N' Roses** - Use Your Illusion II (BMG)
 - 8 **Dire Straits** - On Every Street (PolyGram)
 - 9 **Guns N' Roses** - Use Your Illusion I (BMG)
 - 10 **Pet Shop Boys** - Discography (EMI)

ITALY

- Singles**
- 1 **Michael Jackson** - Black Or White (Sony Music)
 - 2 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
 - 3 **R.Cocciant/P.Turci** - E Mi Arriva Il Mare (Virgin)
 - 4 **Hammer** - 2 Legit 2 Quit (EMI)
 - 5 **D.J. Molella** - Revolution (Fri Records)
 - 6 **Bryan Adams** - I Do It For You (PolyGram)
 - 7 **49ers** - Move Your Feet (Media)
 - 8 **LA Style** - James Brown Is Dead (Ariola)
 - 9 **U2** - Mysterious Ways (BMG)
 - 10 **Enrico Ruggeri** - Peter Pan (CGD)

- Albums**
- 1 **Luca Carboni** - Carboni (RCA)
 - 2 **Queen** - Greatest Hits II (EMI)
 - 3 **A.Venditti** - Benvenuti In Paradiso (Ricordi)
 - 4 **U2** - Achtung Baby (BMG)
 - 5 **Pino Daniele** - Sotto 'O Sole (CGD)
 - 6 **Michael Jackson** - Dangerous (Sony Music)
 - 7 **Franco Battiato** - Come Un Cammello (EMI)
 - 8 **Simply Red** - Stars (Warner Music)
 - 9 **Fabio Concato** - Punto E Virgola (PolyGram)
 - 10 **Zucchero Fornaciari** - Live At The Kremlin (PolyGram)

SWEDEN

- Singles**
- 1 **Michael Jackson** - Black Or White (Sony Music)
 - 2 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
 - 3 **KLF/Tammy Wynette** - Justified... (EMI)
 - 4 **Stoney** - Tuesday Afternoon (Wire)
 - 5 **Salt-N-Pepa** - Let's Talk About Sex (PolyGram)
 - 6 **Rozalla** - Everybody's Free (EMI)
 - 7 **Scorpions** - Send Me An Angel (PolyGram)
 - 8 **Ten Sharp** - You (Sony Music)
 - 9 **Snap** - Colour Of Love (BMG)
 - 10 **Erasure** - Love To Hate You (Warner Music)

- Albums**
- 1 **Eva Dahlgren** - En Blekt Blondins... (Record Sation)
 - 2 **Michael Jackson** - Dangerous (Sony Music)
 - 3 **Nirvana** - Nevermind (BMG)
 - 4 **The Boppers** - The Boppers (Sonet)
 - 5 **U2** - Achtung Baby (BMG)
 - 6 **Queen** - Greatest Hits II (EMI)
 - 7 **Enya** - Shepherd Moons (Warner Music)
 - 8 **Bryan Adams** - Waking Up The Neighbours (PolyGram)
 - 9 **Genesis** - We Can't Dance (Virgin)
 - 10 **Paul Young** - From Time To Time (Sony Music)

IRELAND

- Singles**
- 1 **Queen** - Bohemian Rhapsody/These Are... (EMI)
 - 2 **Prodigy** - Everybody In The Place (Warner Music)
 - 3 **Wet Wet Wet** - Goodnight Girl (PolyGram)
 - 4 **Hammer** - Addams Groove (EMI)
 - 5 **Clivilles & Cole** - Pride (Sony Music)
 - 6 **Kiss** - God Gave Rock & Roll To You II (PolyGram)
 - 7 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
 - 8 **2 Unlimited** - Twilight Zone (Warner Music)
 - 9 **Diana Ross** - When You Tell Me That You Love Me (EMI)
 - 10 **Kym Sims** - Too Blind To See It (Warner Music)

- Albums**
- 1 **Soundtrack** - The Commitments (BMG)
 - 2 **Queen** - Greatest Hits II (EMI)
 - 3 **Nirvana** - Nevermind (BMG)
 - 4 **Queen** - Queen Greatest Hits (EMI)
 - 5 **U2** - Achtung Baby (BMG)
 - 6 **Tina Turner** - Simply The Best (EMI)
 - 7 **Diana Ross** - The Force Behind The Power (EMI)
 - 8 **Roxette** - Joyride (EMI)
 - 9 **Guns N' Roses** - Use Your Illusion I (BMG)
 - 10 **Christie Hennessey** - Rehearsal (Record Services)

PORTUGAL

- Singles**
- 1 **Guns N' Roses** - Don't Cry (BMG)
 - 2 **U2** - The Fly (BMG)
 - 3 **Michael Jackson** - Black Or White (Sony Music)
 - 4 **Extreme** - More Than Words (PolyGram)
 - 5 **R.E.M.** - Radio Song (Warner Music)
 - 6 **Juan Luis Guerra & 4.40** - Burbujas De Amor (BMG)
 - 7 **James** - Sound (PolyGram)
 - 8 **Bryan Adams** - I Do It For You (PolyGram)
 - 9 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
 - 10 **Marco Paulo** - Taras E Manias (EMI)

- Albums**
- 1 **Bryan Adams** - Waking Up The Neighbours (PolyGram)
 - 2 **Queen** - Greatest Hits II (EMI)
 - 3 **Onda Choc** - Ela So Quer, So Pensa Em (Sony Music)
 - 4 **Tina Turner** - Simply The Best (EMI)
 - 5 **Rui Veloso** - Auto Da Pimenta (EMI)
 - 6 **Bee Gees** - The Very Best Of (PolyGram)
 - 7 **Prince/The N.P.G.** - Diamonds And Pearls (Warner Music)
 - 8 **Juan Luis Guerra & 4.40** - Bachata Rosa (BMG)
 - 9 **Dire Straits** - On Every Street (PolyGram)
 - 10 **Queen** - Queen Greatest Hits (EMI)

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 Tap 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). Labels listed are the national marketing companies.

EUROPEAN TOP 100 ALBUMS

Buma stemra

THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED
1	10 Queen Greatest Hits II - Parlophone	UK,D,B,NL,E,A,CH,S,P,DK,I,N,SF,GR,IR	35	32 9 INXS Live Baby Live - Mercury	UK,F,D,B,NL,A,CH,GR	69	69 7 Bee Gees The Very Best Of The Bee Gees - Polydor	NL,P
2	3 9 Genesis We Can't Dance - Virgin	UK,F,D,B,NL,E,A,CH,S,P,DK,I,N,SF,GR,IR	36	36 11 Eros Ramazzotti Eros In Concert - DDD	D,B,E,I,GR	70	53 3 Umberto Tozzi Le Mie Canzoni - CGD	I
3	2 7 Michael Jackson Dangerous - Epic ▲3	UK,F,D,B,NL,E,A,CH,S,P,DK,I,N,SF,GR	37	29 4 New Kids On The Block Hits - Columbia	D,B,NL,CH,S,DK,SF	71	62 2 Mecano Aidalai - Ariola	E
4	5 7 U2 Achtung Baby - Island	UK,F,D,B,NL,E,A,CH,S,P,DK,I,N,SF,GR,IR	38	45 16 Antonello Venditti Benvenuti In Paradiso - Ricordi	I	72	64 8 Fabio Concato Punto E Virgola - Philips	I
5	4 14 Simply Red Stars - east west ▲2	UK,F,D,B,NL,E,A,CH,S,P,DK,I,SF,GR,IR	39	NE Ten Sharp Under The Waterline - Columbia	D,CH,N	73	NE Die Prinzen Das Leben Ist Grausam - Hansa	D,CH
6	8 7 Nirvana Nevermind - Geffen	UK,D,B,NL,A,CH,S,DK,N,SF,GR,IR	40	41 15 Eva Dahlgren En Blekt Blondins Hjärta - Record Station	S,SF	74	59 3 Andrew Lloyd Webber Joseph & The Amazing Technicolor Dreamcoat - Really Useful	UK,A
7	6 14 Tina Turner Simply The Best - Capitol	UK,D,B,NL,E,A,CH,S,P,DK,I,N,SF,GR,IR	41	90 21 Metallica Metallica - Vertigo	D,NL,S,DK,SF	75	47 11 Roy Black Rosenzeit - east west	D,A
8	10 6 Queen Queen Greatest Hits - EMI	UK,D,B,NL,CH,S,P,DK,SF,I,IR	42	30 12 Kenny Thomas Voices - Cooltempo	UK	76	65 15 Mariah Carey Emotions - Columbia	UK,D,NL,GR
9	7 15 Bryan Adams Waking Up The Neighbours - A&M ▲2	UK,F,D,B,NL,E,A,CH,S,P,DK,I,N,SF,GR,IR	43	40 28 Stephan Eicher Engelberg - Barclay	F,B,CH	77	RE Presuntos Implicados Ser De Agua - WEA	E
10	9 17 Dire Straits On Every Street - Vertigo ▲2	UK,F,D,B,NL,E,A,CH,S,P,DK,I,N,SF,GR	44	34 12 Jean Michel Jarre Images - The Best Of Jean Michel Jarre - Dreyfus	D,B,NL,E	78	87 3 Army Of Lovers Massive Luxury Overdose - Ton Son Ton	A,CH,DK,GR
11	12 14 Prince & The N. P. G. Diamonds And Pearls - Paisley Park ▲	UK,F,D,B,NL,E,A,CH,S,P,DK,N,SF,GR,IR	45	58 3 Monty Python Sings - Virgin	D,A,CH	79	RE Tom Petty & The Heartbreakers Into The Great Wide Open - MCA ●	D,P,IR
12	11 9 Enya Shepherd Moons - WEA ▲	UK,D,B,NL,E,CH,S,DK,N,SF,GR	46	51 5 Diana Ross The Force Behind The Power - EMI	UK,IR	80	92 3 Enrico Ruggeri Peter Pan - CGD	I
13	14 16 Guns N' Roses Use Your Illusion II - Geffen ▲	UK,F,D,B,NL,E,A,CH,S,P,DK,N,SF,GR,IR	47	66 14 R.E.M. The Best Of R.E.M. - I.R.S.	UK,D,E,A,GR,IR	81	63 51 Fredericks, Goldman & Jones Fredericks, Goldman & Jones - Columbia ▲	F,B
14	13 8 Lisa Stansfield Real Love - Arista	UK,D,B,NL,A,CH,S,P,DK,GR	48	49 3 Rondo Veneziano Mystere - Baby Records	F	82	RE D.A.D. Riskin' It All - Medley	S,DK,SF
15	19 16 Guns N' Roses Use Your Illusion I - Geffen ▲	UK,F,D,B,NL,E,A,CH,S,P,DK,SF,GR,IR	49	31 16 David Hasselhoff David - White Records/Ariola	D,A,CH	83	60 9 A-Ha Headlines And Deadlines - Warner Brothers ●	UK,D,CH
16	15 40 Roxette Joyride - EMI ▲3	UK,D,B,NL,E,CH,DK,SF,GR,IR	50	24 7 Simon & Garfunkel The Definitive Simon & Garfunkel - Columbia	UK,S	84	83 2 Etienne Daho Paris Ailleurs - Virgin	F,B
17	21 13 Soundtrack - The Commitments The Commitments - MCA	UK,D,A,CH,S,DK,N,SF,IR	51	50 3 Alejandro Viviendo Deprisa - Warner Brothers	E	85	80 13 Christian Morin Aquarella - DEE	F
18	18 43 R.E.M. Out Of Time - Warner Brothers ▲3	UK,F,D,NL,E,CH,P,DK,IR	52	38 27 Gipsy Kings Este Mundo - Columbia ▲	D,A,CH,GR	86	74 33 Seal Seal - ZTT/WEA ▲	UK
19	NE Lou Reed Magic And Loss - Sire	UK,D,B,NL,CH,DK,I,IR	53	56 4 Marky Mark And The Funky Bunch Music For The People - Interscope	D,S,DK,SF	87	NE Patent Ochsner Schlachtplatte - Zytglogge	CH
20	17 9 Pet Shop Boys Discography - EMI	UK,D,B,NL,E,A,S,DK,SF,GR,IR	54	54 5 Michael Crawford Michael Crawford Performs A.L. Webber - Polydor	UK	88	71 3 Paco De Lucia Concierto De Aranjuez - PolyGram	E
21	16 18 Paul Young From Time To Time - The Singles Collection - Columbia ▲	UK,B,NL,S,DK,N,IR	55	46 30 Extreme Extreme II Pornografiti - A&M	UK,D,NL,DK	89	RE Richard Marx Rush Street - Capitol	D,S,DK,N
22	20 7 Patrick Bruel Si Ce Soir - RCA	FB	56	44 6 Jean Ferrat Dans La Jungle Ou Dans Le Zoo - EMI	F	90	82 2 Ligabue Lambrusco, Coltelli, Rose & Pop Corn - WEA	I
23	22 12 Salt-N-Pepa The Greatest Hits - Next Plateau	UK,D,NL,A,CH,DK	57	86 3 Luz Casal A Contra Luz - Hispavox	E	91	84 4 The Boppers The Boppers - Sonet	S
24	26 60 Scorpions Crazy World - Mercury ▲	D,CH,DK,GR	58	RE Mylene Farmer L'Autre - Polydor ●	FB	92	78 4 Luciano Pavarotti The Essential Pavarotti II - Decca	UK,GR
25	35 5 Queen Innuendo - EMI ▲	UK,D,NL,CH,P	59	37 11 Francis Cabrel D'Un Ombre A L'Autre - Columbia	F	93	NE Queen A Kind Of Magic - Parlophone	D
26	23 29 Cher Love Hurts - Geffen ▲	UK,D,A,CH,DK,GR,IR	60	57 6 Patricia Kaas Carnets De Scene - Columbia	F,D	94	76 13 Les Inconnus Boulevardier - Lederman	F
27	25 13 Joe Cocker Night Calls - Capitol	D,NL,E,A,CH,S	61	43 36 Michael Bolton Time, Love & Tenderness - Columbia	UK,NL	95	79 17 Peter Maffay 38317 - Teldec	D
28	NE Tori Amos Little Earthquakes - east west	UK,IR	62	48 6 Renaud Marchand De Cailloux - Virgin	FB	96	RE Madonna The Immaculate Collection - Sire ▲3	UK
29	28 6 Erste Allgemeine Verunsicherung Watumba - EMI	D,A,CH	63	55 3 Pino Daniele Sotto 'O Sole - CGD	I	97	68 3 Nana Mouskouri Nuestras Canciones - Polydor	E
30	77 2 Luca Carboni Carboni - RCA	I	64	61 3 Michael Learns To Rock Michael Learns To Rock - Medley	DK	98	NE Rondo Veneziano Odissea Venezia - Baby Records	E
31	33 12 Erasure Chorus - Mute	UK,D,A,S,GR	65	72 8 Franco Battiato Come Un Cammello In Una Grondaia - EMI	I	99	89 5 Carreras/Domingo/Pavarotti In Concert - Decca	UK,D
32	42 6 Jean-Philippe Audin & Diego Modena Ocarina - Delphin	F	66	67 42 Eurythmics Greatest Hits - RCA ▲2	UK,D	100	88 3 Al Bano & Romina Power Vincerai - WEA	D
33	39 7 Bonnie Tyler Bitterblue - Hansa	D,A,CH,DK,N	67	52 9 Zucchero "Sugar" Fornaciari Live At The Kremlin - Polydor	I	UK = United Kingdom, D = Germany, F = France, CH = Switzerland, A = Austria, I = Italy, E = Spain, NL = Holland, B = Belgium, IR = Ireland, S = Sweden, DK = Denmark, N = Norway, SF = Finland, P = Portugal, GR = Greece.		
34	27 3 Johnny Hallyday Ça Ne Change Pas Un Homme - Philips/Phonogram	FB	68	73 6 Chris Rea Auberge - east west ▲	UK,FD	○ = FAST MOVERS NE = NEW ENTRY RE = RE-ENTRY		

Healthy But 'Tough' Year Predicted Ahead For US Radio

by Lisa Nordmark

Radio leaders and group operators offer generally upbeat opinions and insights into what they believe will spell success in 1992. Overall, it was felt that radio survived in healthier terms than did other media, and most executives suggested that they will continue to budget for increased revenue in 1992, although all agree that the going will remain tough.

Apollo Radio president **Bill Stakelin** believes that local marketing will play a key role, stating, "We are just not seeing a

recovery in the national advertising arena. As an industry, as we enter 1992, we should look at the glass as being half-full. Nobody should lose sight that radio is poised to take advantage of the current economic climate much more than any other medium except, perhaps, magazines."

Controlling Costs

Describing **Group W Radio's** budgeting for this and next year, **President Jim Thompson** says, "We pretty much zero-based everything. We looked at what the cost-benefit of each dollar we

spent was, and how the station, its audience or its sales gained, and if we didn't find a correlation, that became a vulnerable budget item. It is still a great business, but you need to have the right cost structure to be in business today."

Evergreen Media COO and KKBT/Los Angeles GM Jim de Castro comments, "There is a hope that we should get better this year. But we don't see it happening yet, so there is a little underlying concern." He added that 1992 will be a year of "further battering down the hatches, especially in the advertising and marketing arenas, in the research areas and in controlling overhead."

Across town in L.A., which is America's richest radio market, **KABC/Los Angeles president/GM George Green** notes, "L.A. is strong, but the recession here is far from over. The market was flat in 1991; 1992 will be flat, and right now we think flat is good."

Election Advertising Expected

In the colder Midwest territories serving the Dakotas and Minnesota, **Sorenson Broadcasting president Dean Sorenson** comments, "We're running dead, just [barely] ahead of last year. Truth is, we're not feeling [the recession] that hard, because we don't

have any big industry up here. Our big hit was back in the early to mid-'80s with the farm crisis, and we got through that okay. One of the reasons we don't get too upset out here is that business is never very good. We're budgeting an increase of 4-6% next year, mostly because of the US Senate election races. Up here the political dollars are going to make the difference in '92."

Cancelled Advertising Restored

Fuller-Jeffrey Broadcasting president Bob Fuller comments that while business is tough in the Northeast, he expects a slight upturn in 1992 simply because the Persian Gulf war caused a substantial amount of cancelled advertising in 1991. "Overall, the year will pleasantly surprise some people. We saw some recovery this past summer, and I believe we'll see some of that again in '92. We're finding that some retailers that have been on other media are turning to radio. That has happened in other recessions."

Special Promotion Packages

One of Group W's proposed sales tactics consists of "Fire & Ice" packages aimed at securing new clientele. Packages include a

trip for two to the Super Bowl, dinner with football luminaries and a week's stay on the isle of St. Martin, as well as the value of the advertising purchased in spots. A similar package was successfully sold last year.

Comments **Thompson**, "That is what we would like to do: find ways to bring advertisers to radio and then help them stay throughout the year. This year we are looking to renew clients and bring in new ones."

Radio Advertising Bureau president Gary Fries sums up the economic climate for radio, remarking, "Radio is suffering, but it's no worse off than any other medium."

He adds, "The entire US economy is downsizing, and radio is feeling the effects of some secondary elements, such as the highly leveraged situations many stations are facing."

"But this is different than other downturns we've experienced before, and the ready-made solutions to our problems aren't working, which means we have to come up with new solutions. The good news is that everything is cyclical, so when the economy does come back, it may be stronger and healthier than it was in the past."

Billboard SINGLES

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TW	LW	Artist/Title	Label	ECO
1	3	G. MICHAEL/E. JOHN/Don't Let The Sun Go Down On Me	Columbia	UK
2	7	SHANICE/I Love Your Smile	Motown	
3	1	COLOR ME BADD/All 4 Love	Giant	
4	6	PRINCE AND THE N.P.G./Diamonds And Pearls	Paisley Park	
5	2	MARIAH CAREY/Can't Let Go	Columbia	
6	10	RIGHT SAID FRED/I'm Too Sexy	Charisma	UK
7	5	CE CE PENISTON/Finally	A&M	
8	8	NIRVANA/Smells Like Teen Spirit	DGC	
9	4	MICHAEL JACKSON/Black Or White	Epic	
10	12	TEVIN CAMPBELL/Tell Me What You Want Me To Do	Qwest	
11	9	U2/Mysterious Ways	Island	UK
12	14	KARYN WHITE/The Way I Feel About You	Warner Brothers	
13	11	HAMMER/2 Legit 2 Quit	Capitol	
14	23	MR. BIG/To Be With You	Atlantic	
15	13	GENESIS/No Son Of Mine	Atlantic	UK
16	16	HAMMER/Addams Groove	Capitol	
17	15	BOYZ II MEN/It's So Hard To Say Goodbye	Motown	
18	17	PM DAWN/Set Adrift On Memory Bliss	Gee Street	UK
19	19	KEITH SWEAT/Keep It Comin'	Elektra	
20	NE	MICHAEL JACKSON/Remember The Time	Epic	
21	29	BONNIE RAITT/I Can't Make You Love Me	Capitol	
22	32	AMY GRANT/Good For Me	A&M	
23	18	MARKY MARK & THE FUNKY BUNCH/Wildside	Interscope	
24	20	ROD STEWART/Broken Arrow	Warner Brothers	
25	NE	PAULA ABDUL/Vibeology	Captive	
26	28	THE STORM/I've Got A Lot To Learn About Love	Interscope	
27	26	STACY EARL/Love Me All Up	RCA	
28	21	AMY GRANT/That's What Love Is For	A&M	
29	30	BOYZ II MEN/Uhh Ahh	Motown	
30	39	EDDIE MONEY/I'll Get By	Columbia	
31	33	NATURAL SELECTION/Hear's Don't Think (They Feel)	Atco EastWest	
32	25	RICHARD MARX/Keep Coming Back	Capitol	
33	24	GLORIA ESTEFAN/Live For Loving You	Epic	
34	36	HEAVY D. & THE BOYZ/Is It Good To You	Uptown	
35	22	MICHAEL BOLTON/When A Man Loves A Woman	Columbia	
36	NE	BRYAN ADAMS/There Will Never Be Another Tonight	A&M	
37	34	THE PARTY/In My Dreams	Hollywood	
38	NE	KYM SIMS/Too Blind To See It	I.D.	
39	NE	ATLANTIC STARR/Masterpiece	Reprise	
40	35	JODECI/Forever My Lady	Uptown	

FCC Repeives KROQ In Murder Hoax

The FCC has shown mercy to album rocker **KROQ/Los Angeles** in its reprimand of the station's faked murder confession, aired during the morning show on June 13, 1990, by morning hosts **Kevin Ryder** and **Gene Baxter**, known to their audience as **Kevin & Bean**.

Facing heavy fines and a pos-

sible licence revocation, **KROQ** owner **Infinity Broadcasting** insisted they knew nothing about the morning team's hoax. After months of investigation, the FCC has determined that management was, in fact, deluded into believing the on-air confession was legitimate.

Infinity promptly suspended

the duo without pay and issued an on-air apology. It also filed a 200-page report with the FCC outlining effective employee punishments. **Kevin & Bean** were ordered to spend 149 hours doing community service and to pay the sheriff's department a total of \$12,170 for the time it wasted on pursuing the case.

Crazed By Radio, Woman Shoots NYC FCC Staffer

The New York City field office of the US radio regulator **Federal Communications Commission (FCC)** was the site of a tragic shooting death in December. **Catherine Foster**, a 51-year-old

FCC clerk, was killed outside the FCC building by a woman who claimed her life was being destroyed by radio airwaves.

Before gunning down her innocent victim, **Jeanette Demarest** had stopped to complain about her delusional situation at several FCC field offices, and had even gone so far as to file a lawsuit against the FCC on grounds of harassment and illegal surveillance.

Foster was anonymous to her assailant. Police reported that **Demarest** was still on the scene with the gun in her possession when they arrived.

The USA page is edited by **Tom Kay**, **Jane Dyson** and **Lisa Nordmark** of **Main Street Marketing**. They can be reached in Minneapolis at tel: (+1) 612.927 4487; fax: (+1) 612.927 6427.

Sikes Stands Up For LMAs

FCC chairman **Al Sikes** has spoken out against US Representative **John Dingell's** time brokerage bill, which some claim would abolish virtually all time-brokerage deals (known as Local Marketing Agreements; see **M&M** November 2, 1991 for details).

Sikes concurs with the **National Association of Broadcasters'** position that such agreements help maintain radio's viability in a recession-plagued economy, and says he is willing to testify before Congress in favour of the continued existence of LMAs.

Learning From Nirvana

(continued from page 4)

With Epic-signed band **Pearl Jam**, product manager **Ian Dickson's** marketing contributions on tour involve simply distributing flyers and making sure that concertgoers have easy access to fan club details.

Pearl Jam released their album **Ten** on the Continent and in the US, following a tour with Nirvana and **The Red Hot Chili Peppers**. The UK release of Pearl Jam's new single **Alive** will be presented in a series of collectable formats—7" white vinyl, 12" poster pack, CD picture and flip-top cassette.

Dickson explains this marketing decision. "We've tried to make all the formats collectable; it's really to reward people who get in early, to make them feel they are getting into something special."

Sony Soho Square head of marketing **Mark Richardson** is responsible for Britain's **Ned's Atomic Dustbin**, the fore-

most exponent of the UK alternative hard rock sound. "Like Nirvana, when we picked Ned's up, they had already had a large underground swell and it all emanated from the gig circuit," he says. "It all comes from a fan base, and if we're marketing any of these groups, we just tap in there. They have a very loyal following, and we just try to keep feeding that following. Every time we tour, we sell more units and, when we come back to places, we play bigger venues."

*Richardson says that marketing bands like the Ned's and Nirvana is not as easy as it seems. "We've got to build their audience if we're going to push them beyond a press and pop fad. When the natural progression starts levelling off, that's when hard-line marketing will probably come in, when we'll be looking for a gimmick factor or to manipulate the market. At the moment, we're just making sure everything ticks over smoothly. That's the way it's been going with such bands."

ideas. The fact that Radio 2 will add two extra regional hours per day will also cost extra money. And in fact, we would need some seven channels to give Flemish listeners what they want."

News of the operation was leaked just two days after Flemish ministers **Dewael** and **Geens** stepped down from the Flemish regional government. Both ministers were opposed to commercial strategies for the state broadcaster.

BRTN

(continued from page 1)

not officially announced its intentions, insiders say the move is an attempt to give private TV operator **VTM** a run for its money when it debuts its commercial radio station.

Comments **BRTN** Radio programme director **Herman Verheyden**, "We don't want to be surprised by the launch of a Flemish commercial radio station, and therefore, we have expanded on some

EDR TOP 25

TW	LW	WOC	Artist/Title	Label
1	1	4	MICHAEL JACKSON/Black Or White	(Epic)
2	7	3	KYM SIMS/Too Blind	(Strictly Rhythm/east west)
3	15	2	PAULA ABDUL/Vibeology	(Virgin America)
4	18	2	CE CE PENISTON/We Got A Love Thang	(A&M)
5	5	4	SHANICE WILSON/I Love Your Smile	(Motown)
6	2	7	LISA STANSFIELD/Change	(Arista)
7	NE	→	PASADENAS/I'm Doing Fine	(Columbia)
8	12	2	NIA PEEPLES/Street Of Dreams	(Charisma)
9	19	2	RIGHT SAID FRED/JOCELYN BROWN/Don't Talk Just Kiss	(Tug)
10	NE	→	DNA/Can You Handle It	(EMI)
11	NE	→	KEITH SWEAT/Keep It Comin'	(Elektra)
12	NE	→	RONNY JORDAN/So What	(Antilles)
13	25	4	PM DAWN/Set Adrift On Memory Bliss	(Gee Street)
14	NE	→	TOM BROWNE/Funkin' With Jamaica	(Arista)
15	6	3	LISA STANSFIELD/All Woman	(Arista)
16	NE	→	KARYN WHITE/The Way I Feel About You	(Warner Brothers)
17	NE	→	MARTIKA/Martika's Kitchen	(Columbia)
18	8	7	ROZALLA/Everybody's Free (To Feel Good)	(Pulse 8)
19	NE	→	MARIAH CAREY/Can't Let Go	(Columbia)
20	NE	→	DES'REE/Feel So High	(Sony Soho Square)
21	22	2	LUTHER VANDROSS/The Rush	(Epic)
22	16	2	KLF/Justified & Ancient	(KLF Communications)
23	17	2	ABC/Say It	(Parlophone)
24	10	3	BEATS INTERNATIONAL/In The Ghetto	(Go Beat)
25	13	3	EAST SIDE BEAT/Ride Like The Wind	(ffrr)

European Dance Radio (EDR) is based on a weighted-scoring system and is compiled on the basis of playlists from European stations playing dance music fulltime or during specific dayparts. Songs in "A" rotation airplay receive more points than those in "B" rotation or more limited airplay exposure. The following stations have participated: **Choice FM**/London; **Club FM**/Gothenburg; **Hit FM**/Stockholm; **Hit Radio N-1**/Nuremberg; **Horizon Radio & Galaxy Radio**/Milton Keynes/Bristol; **KISS FM**/London; **Maxximum FM**/Paris; **Power FM**/Amsterdam; **Radio 2-Day**/Munich; **Radio HSR**/Copenhagen; **Radio Kiss Kiss Network**/Naples; **Radio Luxembourg**/London; **Radio Stockholm**/Stockholm; **Radio Xanadu**/Munich; **Radio Venaria**/Turin; **Radio Voltage**/Paris; **Radio VSD**/Gothenburg; **Rainbow Radio**/Oslo; **Sunset 102**/Manchester.

NATIONAL AIRPLAY

National product is highlighted in red

UNITED KINGDOM

Most played records on BBC stations and major independents.

- (4) **Genesis - I Can't Dance**
- (5) **Kym Sims - Too Blind To See It**
- (-) **Wet Wet Wet - Goodnight Girl**
- (1) **KLF - Justified And Ancient**
- (2) **Hammer - Addams Groove**
- (12) **Ce Ce Peniston - We Got A Love Thang**
- (7) **Simply Red - Stars**
- (-) **Blue Pearl - Feel The Passion**
- (6) **Beautiful South - Old Red Eyes Is Back**
- (3) **Michael Jackson - Black Or White**
- (-) **Right Said Fred - Don't Talk Just Kiss**
- (18) **Martika - Martika's Kitchen**
- (13) **Curtis Stigers - I Wonder Why**
- (15) **Paula Abdul - Vibeology**
- (-) **Sugarcubes - Hit**
- (-) **Des'ree - Feel So High**
- (16) **G.Michael/E.John - Don't Let The Sun...**
- (8) **Brian May - Driven By You**
- (11) **Diana Ross - When You Tell Me...**
- (-) **Wonder Stuff - Welcome To The Cheap...**

GERMANY

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

- (2) **Simply Red - Stars**
- (4) **Michael Jackson - Black Or White**
- (5) **Tina Turner - Way Of The World**
- (6) **Monty Python - Always Look At The Bright...**
- (7) **Münchener Freiheit - Liebe Auf Den...**
- (8) **Roxette - Spending My Time**
- (1) **Genesis - No Son Of Mine**
- (9) **Ten Sharp - You**
- (11) **G.Michael/E.John - Don't Let The Sun...**
- (10) **OMD - Call My Name**
- (3) **Lisa Stansfield - Change**
- (-) **Pet Shop Boys - Was It Worth It**
- (-) **Prince/The N.P.G. - Diamonds And Pearls**
- (20) **Queen - The Show Must Go On**
- (12) **Simply Red - Something Got Me Started**
- (-) **Genesis - I Can't Dance**
- (17) **Salt-N-Pepa - Let's Talk About Sex**
- (13) **Glass Tiger - My Town**
- (-) **Paul & Andy - Without You**
- (19) **Army Of Lovers - Crucified**

FRANCE AM

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

- (1) **Etienne Daho - Saudade**
- (2) **Stephan Eicher - Pas D'Ami Comme Toi**
- (3) **Mylene Farmer - Melancolie**
- (4) **Michael Jackson - Black Or White**
- (19) **R.E.M. - Shiny Happy People**
- (5) **Dire Straits - Heavy Fuel**
- (12) **Marc Cohn - Walking In Memphis**
- (13) **Bernard Lavilliers - Fais Divers**
- (-) **Francois Feldman - Joy**
- (10) **Renaud - Marchand De Cailloux**
- (-) **Jill Caplan - As Tu Deja Oublie**
- (16) **Genesis - No Son Of Mine**
- (8) **Alain Bashung - Osez Jeosphine**
- (7) **Fredericks/Goldman/Jones - 1,2,3**
- (-) **PM Dawn - Set Adrift On Memory Bliss**
- (11) **Luc De La Rocheliere - Cash City**
- (17) **Johnny Hallyday - Ca Ne Change Pas...**
- (-) **G.Michael/E.John - Don't Let The Sun...**
- (9) **Patrick Bruel - Qui A Le Droit**
- (-) **Roch Voisine - La Promesse**

FRANCE FM

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

- (1) **Michael Jackson - Black Or White**
- (2) **Stephan Eicher - Pas D'Ami Comme Toi**
- (3) **Genesis - No Son Of Mine**
- (5) **R.E.M. - Shiny Happy People**
- (4) **Prince/The N.P.G. - Cream**
- (6) **Lenny Kravitz - Stand By My Woman**
- (9) **Etienne Daho - Saudade**
- (11) **Francis Cabrel - Petite Marie**
- (12) **Luc De La Rocheliere - Cash City**
- (10) **Mylene Farmer - Melancolie**
- (11) **Lisa Stansfield - Change**
- (13) **Marc Cohn - Walking In Memphis**
- (-) **G.Michael/E.John - Don't Let The Sun...**
- (7) **PM Dawn - Set Adrift On Memory Bliss**
- (16) **Salt-N-Pepa - Let's Talk About Sex**
- (-) **East Side Beat - Ride Like The Wind**
- (17) **Dire Straits - Heavy Fuel**
- (18) **Martika - Love...Thy Will Be Done**
- (15) **T.Petty/Heartbreakers - Learning To Fly**
- (-) **Cher - Love And Understandin**

NORWAY

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

- (1) **G.Michael/E.John - Don't Let The Sun...**
- (14) **Contenders - Radioland**
- (8) **Genesis - I Can't Dance**
- (4) **Prince/The N.P.G. - Diamonds And Pearls**
- (3) **Hammer - Addams Groove**
- (2) **Michael Jackson - Black Or White**
- (6) **Michael Jackson - Heal The World**
- (10) **Tina Turner - Way Of The World**
- (11) **KLF - Justified And Ancient**
- (5) **Simply Red - Stars**
- (-) **Bonnie Tyler - Against The Wind**
- (12) **Wendy MaHarry - Desperate**
- (13) **Bonnie Tyler - Bitterblue**
- (15) **U2 - Mysterious Ways**
- (16) **Marc Almond - My Hand Over My Heart**
- (9) **Snap - Colour Of Love**
- (-) **Lita Ford - Shot Of Poison**
- (17) **Right Said Fred - Don't Talk Just Kiss**
- (13) **Lisa Stansfield - All Woman**
- (-) **Everyday People - Place In The Sun**

SPAIN

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

- (3) **Eros Ramazzotti - La Vida Todavia**
- (2) **Michael Jackson - Black Or White**
- (4) **Bryan Adams - Can't Stop This Thing...**
- (1) **Celtas Cortes - El Ritmo Del Mar**
- (7) **Queen - The Show Must Go On**
- (9) **Genesis - No Son Of Mine**
- (11) **Salt-N-Pepa - Let's Talk About Sex**
- (-) **U2 - Mysterious Ways**
- (13) **L.A. Style - James Brown Is Dead**
- (10) **INXS - Shining Star**
- (16) **Gabinete Caligari - Lo Mejor De Ti**
- (14) **Los Rolin - Spanish Rumba Beat**
- (15) **Los Rebeldes - Tu Mano En Mi Mano**
- (18) **Martika - Martika's Kitchen**
- (17) **Greta Y Los Garbo - No Puedo Escapar**
- (-) **New Kids On The Block - If You Go Away**
- (-) **G.Michael/E.John - Don't Let The Sun...**
- (19) **Various - Skate Board 3**
- (20) **Emilio Aragon - Maria**
- (-) **Luz - Un Pezudo De Cielo**

HOLLAND

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

- (6) **Crowded House - It's Only Natural**
- (1) **Bad English - Time Stood Still**
- (-) **Mylo Freeman - Better Not Judge Me**
- (2) **Garland Jeffries - The Answer**
- (-) **Brian May - Driven By You**
- (5) **G.Michael/E.John - Don't Let The Sun...**
- (20) **Pearl Jam - Alive**
- (7) **East Side Beat - Ride Like The Wind**
- (9) **KLF - Justified And Ancient**
- (10) **Shanice - I Love Your Smile**
- (11) **Queen - Bohemian Rapsody/These Are...**
- (12) **Salt-N-Pepa - You Showed Me**
- (17) **Tina Turner - Way Of The World**
- (-) **Rowwen Heze - Bestel Mar**
- (-) **Lennard Langman - Overal Lagen...**
- (-) **Fortuna - O Fortuna**
- (17) **Yo Yo Honey - Groove On**
- (11) **Simply Red - Stars**
- (15) **Kate Bush - Rocket Man**
- (-) **New Kids On The Block - If You Go Away**

SWITZERLAND

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

- (12) **Lisa Stansfield - Change**
- (2) **Ten Sharp - You**
- (5) **Simply Red - Stars**
- (18) **Pe Werner - Geld Zurück**
- (-) **E.A.V. - Jambo**
- (-) **Bob Seger - The Real Love**
- (-) **Handling - Liebe**
- (-) **Audin/Modena - Song Of Ocarina**
- (-) **Tina Turner - Way Of The World**
- (7) **Michael Jackson - Black Or White**
- (11) **G.Michael/E.John - Don't Let The Sun**
- (-) **Neil Diamond - Don't Turn Around**
- (-) **Stefan Waggershausen - Rikki Und Rosi**
- (-) **Mylene Farmer - Desenchante**
- (-) **Die Prinzen - Millionär**
- (8) **Bryan Adams - I Do It For You**
- (-) **Stephan Eicher - Dejeuner En Paix**
- (-) **Bette Midler - In My Life**
- (17) **Prince/The N.P.G. - Cream**
- (-) **Queen - The Show Must Go On**

FINLAND

Most played records on private radios as compiled by Discopress.

- (1) **Queen - The Show Must Go On**
- (13) **Veikko Lavi - Ota Löysin Rantein**
- (6) **Martti - Muisto Vain Jää**
- (2) **Topi Sorsakoski - Haavekuva**
- (4) **Ressu Redford - Kato Mitä Sä Teit**
- (11) **Ten Sharp - You**
- (12) **Samuli Edelmann - Paratiisilinnut**
- (10) **Sepi Kumpulainen - Armonta Menqa**
- (3) **Michael Jackson - Black Or White**
- (9) **Benny Törnroos - Käy Muumilaaksoon**
- (11) **Ressu Redford - Laulussa On Helppo...**
- (5) **Kurre - Jäit Sateen Taa**
- (-) **Bryan Adams - I Do It For You**
- (19) **Anna Hanksi - Pur Jelenäjä**
- (17) **Puolikkuu - Mäkeä Myrkyä**
- (8) **Erasure - Love To Hate You**
- (18) **Pave Maijanen - Hän Tullee Mun Sänkyyn**
- (-) **Boppers - All I Have To Do Is Dream**
- (-) **Mikael Anreot - She's A Lady**
- (-) **Queen - Bohemian Rapsody**

SWEDEN

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

- (3) **KLF - Justified And Ancient**
- (6) **G.Michael/E.John - Don't Let The Sun...**
- (4) **Michael Jackson - Black Or White**
- (13) **Beagle - A Different Sunday**
- (-) **Stonefunkers - Lucky People Center**
- (10) **Ten Sharp - You**
- (12) **Rob N' Raz/DLC - Bite The Beat**
- (7) **Shanice - I Love Your Smile**
- (-) **Clubland - Hold On**
- (-) **Nia Peeples - Street Of Dreams**
- (17) **Prince/The N.P.G. - Diamonds And Pearls**
- (2) **Mauro Secco - Till Domns Ensamma**
- (2) **Eva Dahlgren - Komm Och Håll Om Mig**
- (5) **John O'Kane - The Dance Goes On**
- (-) **Kym Sims - Too Blind To See It**
- (-) **Sven Ingvars - Två Mörka Ögon**
- (20) **Pugh Rogefeldt - Brällöpslockorna**
- (-) **Boppers - Jeannie's Coming Back**
- (8) **Simply Red - Stars**
- (-) **Snap - Colour Of Love**

SONY AND PHONOMATIC TEAM-UP: One of MIDEM's biggest advertisers this year was the newly formed **Phonomatic Group** that has linked up 11 European companies under a new corporate structure. The company specialises in exploiting back-catalogue material, marketing overstocks and deletions, and distributing and merchandising music software. Headed by **Wilhelm Mittrich**, the company has already secured a worldwide eight-year licensing deal with **Sony Music Special Products** in a deal worth US\$1.3 million.

PRIVATISATION PLANS: Eastern European state-owned record companies were talking privatisation at the confab. Czech-owned **Supraphon** is looking to go private within the next few months, while Hungary's **Hungaroton** hopes to sell 49% by year-end.

STAYING PUT: Putting an effective end to the rumours of him joining the **PolyGram** group, ex-**WEA Europe** president **Siggi Loch** was back at MIDEM with a booth to find licensing partners for his label **Act**. More news next week.

SYNDICATION NEWS: **Radio Express** has just acquired the worldwide rights to **Satellite Music Programming** while **RadioVision International** and **Global Satellite Networks** have reached agreement on a new joint venture called **GlobalVision** for syndication of music-based and concert radio broadcasts. Also, **BBC Radio** has tapped syndicator **Unique Broadcasting** for more indie production. Unique will produce for the Beeb "The Songwriters" and "By Request."

MIDEM AT A GLANCE: The EC plans to conduct a study of copyright societies. Reason: eurocrats think the societies are gaining too much influence. Swedish alternative rock label **Radium** has struck a distribution deal with Dutch company **Roadrunner Records**. **Canal Plus** and **Lyonnaise Communications** have bought 15% and 11% stakes, respectively, in French music channel **MCM Euromusique**. Cost: about Ffr18 million (app. US\$3.3 million). French music shipments increased 4.6% in 1991 to Ffr5.6 billion. CD deliveries represented about 63% of sales. **SACEM**, **SDRM** CEO **Jean-Loup Tournier** teed off on the 8.5% mechanical royalty rate set in the UK, saying it shows the "contempt of the British towards authors." Which MD must be severely embarrassed by the international chart success of an exotic band of ideal soldiers?

More Business

(continued from page 1)

ing environment, it's full of serious people. MIDEM works very well to get to know your friends or enemies."

Another theme running through the convention was the increased self-assuredness of mainland European labels. In the wake of the single European market, Continental product is already crossing borders with more ease than ever before and conquering the UK market is not so mandatory anymore. **Holger Müller**, ex-MD for German **Electrola** and now heading the Frankfurt-based company **Bellaphon**, says, "With the current insecure financial situation in the UK and the US, the Anglo-Americans have become less arrogant and have become aware of the importance of the [mainland] European market."

Ala Bianca president **Tony Verona** points at the trend-setting role that the continent plays in pushing dance product across the globe. "Dance changed the market and there is so much less confusion on the role that Europe plays in this respect."

This year's convention was also the MIDEM of karaoke, the Japanese sing-a-long laserdisc technology produced by **Pioneer**. Spearheaded by a campaign esti-

mated at US\$46 million (including the clearance of publishing rights), **Pioneer** sees a market potential of at least 500,000 sites [bars, restaurants] in Europe. The system could mean good business for European music publishers; in Japan only, karaoke represented around US\$70 million in revenues to the music publishing industries last year.

MIDEM was also the platform for the demonstration of new technology. **Philips** presented both the DCC and CD-I systems whereas **Sony** introduced its Mini-disc.

Machgiel Bakker

CNR

(continued from page 1)

eventually report to Face Holdings MD **Will Nagel**. **Berzant** is currently in the process of interviewing staff and has already hired A&R director **Morten Wulff**, who produced two albums for Danish singer **Hanne Boel**. **Sophie Raben** has also been appointed head of promotion.

Berzant is aiming for a 5%-8% market share in Denmark for the first year, with hopes of increasing that to 10-15%. "CNR will be an alternative to the major companies," he says. "With our network of independents, we will be able to work the product 100%. We will also receive

DSB

(continued from page 1)

which are normal in the West, such as reorders, are non-existent in Russia, let alone any aggressive promotion of records at retail level. The flow of information between retailers and record companies needs to be improved."

Although **Larsen** says Russia counts for a third of the world vinyl market, CD sales especially in classical repertoire are growing fast. **RGM** expects to build a CD factory within the next 12 months.

MIDEM Radio

(continued from page 1)

DAB. There will be some that it is not suited for." Consultant **Jeff Pollack** was pessimistic, expressing the view that if the new DAB licences are not awarded first to current operators, "you're looking at a complete financial disaster." While many of the speakers referred to DAB's mainstream position at the consumer level as being at least 10-15 years away, **NAB** senior VP/science and technology **Michael Rau** reminded delegates, "We're building a system that lasts forever; it doesn't matter how long it will take. It'll be hard to get better if industry doesn't embrace the new technology that's coming."

Tuesday's morning sessions centered on programming and presenters, including **EHR 104.6 RTL/Berlin** PD **Arno Müller** and easy listening outlet **Melody Radio/London** MD **Sheila Porritt**, who exchanged interesting, if opposing, strategies for winning audiences. Müller's station's growth is steeped in reaching baby boomers through US production, personality and promotion values, with competitions and contemporary presentation elements. **Porritt's** success, she said, was based on "breaking all the rules," including a large variety of unfamiliar music, a background presentation, lack of repetition and no personalities.

Meanwhile, on behalf of the

strong support from the others in Benelux and Scandinavia. With the current polarization, since major companies are buying all A&R sources, **CNR** will be a very interesting company to work for."

The first local signing for the Danish company is **Janes Rejoice**. The label has scheduled a mid-March release of the album **Spins**.

Among Face Holdings are two companies in Holland, **Soundproducts** and its **CNR** Belgian affiliate **CNR Records**. The company is controlled by Dutchman **Cees Baas**, who owns 85% of the shares; the rest is held by CFO **Samus Kelly**. The firm also opened recently in

Meanwhile, the company's priority will be to attract western licensors of international pop and rock repertoire. To encourage companies wary of the resulting build-up of non-convertible roubles, **RGM** will offer licensors a real estate investment service. **Larsen** says, "We expect the rouble to become convertible in May, but in the meantime, our licensors might be interested in making tangible investments in Russia, rather than watching their roubles dying a slow death in the banks."

The Italian joint-venture, named **DSB Italia** and based in

general **Europe 1** network, **Patrice Blanc-Francard** recommended that to avoid "lots of recipes for losing listeners," full-service broadcasters should get to know who your audience is, and find some 'neighborliness'."

The one contentious issue that surfaced in this panel occurred when it was revealed that Müller's station had given away DM100,000 to listeners in three months. Pointing to **RTL 104.6's** strong initial ratings, Müller concluded simply, "It works." However, **Blanc-Francard** countered, "I don't think buying an audience works. For us, handing out money would be seen as ridiculous."

Tuesday afternoon's sessions kicked off with author **Fredric Dannen**, whose book *Hit Men* rocked the US record and radio industry with his incisive study of independent promotion activities. **Dannen** regaled the packed room with stories of "Mafia-like" activities and stated that the increasing ownership of US record companies by foreign sources "is no guarantee that it'll be a cleaner business." He observed that it appears dubious indie promo practices are still alive and well in the US.

Dannen was followed by a lively discussion on the relationship between record companies and radio stations over the exposure of new music. The panel featured **BBC Radio 1** controller **Johnny Beerling**, **MCA Records** senior VP **Stuart Wat-**

Milan, is set up between **DSB**, former **Sony Music Italy** president **Piero la Falce** and music publishing house **Allione**. **La Falce** intends to build up a small roster of local artists and the new company will also serve as a local representative for deals made by other affiliates of **DSB**. Says **La Falce**, "In Italy, local products are growing very fast and currently represent 65% of total retail sales. Our main target is to contribute to the development of local repertoire and we aim to promote our roster aggressively in the pan-European market."

son, **Oui FM/Paris** consultant **Barlo Beckerleg**, **Antenne Bayern/Munich** PD **Mike Haas**, **Kiss FM/London** MD **Gordon McNamee** and new French net **M40's** MD **Alain Weill**. Most agreed with **McNamee's** remark that "new music is not only important, it's essential."

Perhaps the most daring submission was offered by **Haas**, whose tight-listed AC station has created what he calls an 'us-them' mentality. "We ourselves are somewhat to blame," he said. "Labels hate our policy on music and treat us like second-class citizens." **Haas** proceeded to outline several specific criticisms collected from various labels about his station and offered suggestions on ways to remedy them. (Details in a forthcoming **M&M** issue).

The meeting was punctuated by a vigorous pitch by **Watson**, who called for "a return to passion for music." He said, "Find me people who are willing to go to the wall. Where are the **Alan Freed's** of today? It would be a terrible tragedy if radio doesn't believe in records, and if labels have to find another way to break them. We're a team, and it's our responsibility to make it work for each other."

There's more on MIDEM in upcoming issues of **M&M**, including panels on syndication/networking, small market radio, and a heated debate on French music quotas.

Jeff Green

cy services of fellow Dutchman **Ben Bunders**. A former **PolyGram Holland** and **PolyGram Germany** president, **Bunders** runs his one-person consultancy firm from Switzerland and in the mid-'70s and early '80s, also set up two record companies for **Warner Music**—one in the Netherlands and one in Spain.

According to **Baas**, it is not coincidental that expansion is happening mainly on the Continent. "Mainland Europe has allowed itself to be exploited by Anglo-Americans, but we like to set our own priorities. With the growth of pan-European media—like **MTV Europe**—the possibilities for Continental productions are on the increase."

EHR TOP 40

TW	LW	WOC	Artist/Title	Label	Total	A	B	Add
1	1	8	MICHAEL JACKSON /Black Or White (Epic)		66	61	5	0
2	2	6	G. MICHAEL/E. JOHN /Don't Let The Sun Go Down... (Epic)		59	50	9	3
3	3	7	SIMPLY RED /Stars (east west)		56	51	5	1
4	5	5	KLF /Justified & Ancient (KLF Communications)		47	41	6	4
5	8	6	U2 /Mysterious Ways (Island)		39	28	11	3
6	7	5	PRINCE /Diamonds And Pearls (Paisley Park)		39	28	11	3
7	9	8	TINA TURNER /Way Of The World (Capitol)		40	31	9	2
8	4	11	GENESIS /No Son Of Mine (Virgin)		34	26	8	0
9	6	13	LISA STANSFIELD /Change (Arista)		36	21	15	0
10	13	6	MARTIKA /Martika's Kitchen (Columbia)		34	29	5	0
11	10	7	SHANICE WILSON /I Love Your Smile (Motown)		27	25	2	2
12	21	3	LISA STANSFIELD /All Woman (Arista)		30	23	7	3
13	32	2	GENESIS /I Can't Dance (Virgin)		31	26	5	12
14	15	4	EAST SIDE BEAT /Ride Like The Wind (ffrr)		28	23	5	2
15	24	4	KYM SIMS /Too Blind Too See It (Atco)		27	22	5	7
16	19	4	DIANA ROSS /When You Tell Me That You Love Me (EMI)		35	23	12	3
17	11	8	ROXETTE /Spending My Time (EMI)		29	20	9	1
18	18	2	MARIAH CAREY /Can't Let Go (Columbia)		28	18	10	2
19	14	10	MICHAEL BOLTON /When A Man Loves A Woman (Columbia)		28	18	10	2
20	29	2	RIGHT SAID FRED/JOCELYN BROWN /Don't Talk Just Kiss (Tug)		30	18	12	7
21	16	15	SALT-N-PEPA /Let's Talk About Sex (ffrr)		25	17	8	2
22	23	5	QUEEN /The Show Must Go On (Parlophone)		25	17	8	0
23	17	11	RICHARD MARX /Keep Coming Back (Capitol)		25	14	11	0
24	30	2	MC HAMMER /Addams Groove (Capitol)		27	21	6	8
25	12	3	PET SHOP BOYS /Was It Worth It (Parlophone)		26	18	8	4
26	NE	→	WET WET WET /Goodnight Girl (Precious/Phonogram)		21	17	4	5
27	34	4	GUNS N' ROSES /Live And Let Die (Geffen)		19	11	8	0
28	22	9	DIRE STRAITS /Heavy Fuel (Vertigo)		19	14	5	0
29	NE	→	CE CE PENISTON /We Got A Love Thang (A&M)		18	14	4	6
30	NE	→	QUEEN /These Are The Days (Parlophone)		18	16	2	1
31	NE	→	BEAUTIFUL SOUTH /Old Red Eyes Is Back (Go!Discs)		19	16	3	7
32	20	5	SALT-N-PEPA /You Showed Me (ffrr)		22	14	8	3
33	27	4	BRIAN MAY /Driven By You (Parlophone)		19	12	7	2
34	26	4	CATHY DENNIS /Everybody Move (Polydor)		20	14	6	0
35	28	16	PRINCE /Cream (Paisley Park)		17	13	4	0
36	NE	→	SNAP /Colour Of Love (Logic/Ariola)		17	11	6	5
37	NE	→	PAULA ABDUL /Vibeology (Virgin America)		19	14	5	4
38	38	16	BRYAN ADAMS /Can't Stop This Thing We Started (A&M)		18	11	7	2
39	36	2	QUEEN /Bohemian Rhapsody (Parlophone)		19	14	5	1
40	39	2	ARMY OF LOVERS /Obsession (Ton Son Ton)		19	13	6	2

TOP RECURRENTS

The EHR Charbound section is designed to feature new upcoming records. However, records that do not receive any new additions for two consecutive weeks are deleted from the chart. Nevertheless, there are various records—**Recurrents**—that still collect just as many chart points as some of the newer records appearing in Charbound but do not register any new airplay. What follows is a list of this week's top Recurrents, ranked in order of total number of stations.

ARMY OF LOVERS /Crucified (Ton Son Ton)	15
BRYAN ADAMS /(Everything I Do) I Do It For... (A&M)	14
NATURAL SELECTION /Do Anything (east west)	14
DE LA SOUL /Keep The Faith (Tommy Boy)	13
CHRIS REA /Winter Song (East West)	13
MARIAH CAREY /Emotions (Columbia)	12
U2 /The Fly (Island)	12
EXTREME /Hole Hearted (A&M)	11
R. FLACK/M. PRIEST /Set The Night To Music (Atlantic)	11
MONTY PYTHON /Always Look... (Virgin)	11
SCORPIONS /Send Me An Angel (Vertigo)	11
2 UNLIMITED /Get Ready 4 This (PWL Cont.)	10
A-HA /Move To Memphis (Warner Brothers)	10
C&C MUSIC FACTORY /Just A Touch Of... (Columbia)	10
CHER /Save Up All Your Tears (Geffen)	10
ENYA /Caribbean Blue (WEA)	10
GARLAND JEFFREYS /Hail Hail Rock 'N' Roll (RCA)	10
GUNS N' ROSES /Don't Cry (Geffen)	10
PM DAWN /Paper Doll (Gee Street)	10
SEAL /Killer (ZTT/WEA)	10
KENNY THOMAS /Best Of You (Cooltempo)	10

EHR NEW ADD LEADERS

GENESIS /I Can't Dance (Virgin)	12
PASADENAS /I'm Doing Fine Now (Columbia)	9
MC HAMMER /Addams Groove (Capitol)	8
BEAUTIFUL SOUTH /Old Red Eyes... (Go!Discs)	7
RIGHT SAID FRED/J. BROWN /Don't Talk... (Tug)	7
KYM SIMS /Too Blind... (Atco)	7
CURTIS STIGERS /I Wonder Why (Arista)	7

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

MICHAEL JACKSON /Black Or White (Epic)	61
SIMPLY RED /Stars (east west)	51
G. MICHAEL/E. JOHN /Don't Let The... (Epic)	50
KLF /Justified & Ancient (KLF Communications)	41
TINA TURNER /Way Of The World (Capitol)	31

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" %
TEN SHARP /You (Columbia)	94
CURTIS STIGERS /I Wonder Why (Arista)	92
JULIAN LENNON /Help Yourself (Virgin)	90
KYLIE MINOGUE /Give Me Just... (PWL)	90
QUEEN /These Are The Days (Parlophone)	88
SIMPLY RED /Something Got Me Started (east west)	87
BEAUTIFUL SOUTH /Old Red Eyes... (Go!Discs)	84
BLUE PEARL /Feel The Passion (Big Life)	80
GARLAND JEFFREYS /Hail Hail Rock 'N' Roll (RCA)	80
WET WET WET /Goodnight Girl (Precious/Phonogram)	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
DES'REE /Feel So High (Sony Soho Square)	14
CURTIS STIGERS /I Wonder Why (Arista)	14
BLUE PEARL /Feel The Passion (Big Life)	10
JOHNNY HATES JAZZ /The Last To Know (Virgin)	10

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.

CHARTBOUND RECORDS

KATE BUSH /Rocket Man (Mercury)	20/1	NEW KIDS ON THE BLOCK /If You Go... (Columbia)	14/2
TEN SHARP /You (Columbia)	19/2	NATURAL SELECTION /Do Anything (east west)	14/0
OMD /Call My Name (Virgin)	19/1	HUEY LEWIS & THE NEWS /He Don't Know* (EMI USA)	13/5
ERASURE /Am I Right (Mute)	18/3	CE CE PENISTON /Finally (A&M)	13/5
AMY GRANT /That's What Love Is For (A&M)	17/2	TOM PETTY/HEARTBREAKERS /King's Highway (MCA)	13/3
GLASS TIGER /My Town (Capitol)	17/0	KARYN WHITE /The Way I Feel... (Warner Brothers)	13/3
BELINDA CARLISLE /Half The World (Virgin)	16/4	NIRVANA /Smells Like Teen Spirit (DGC)	13/2
ZUCCHERO/CRAWFORD /Diamante (London)	16/3	ROBBIE VALENTINE /Over And Over Again (Polydor)	13/0
ABC /Say It (Parlophone)	16/2	VOICE OF THE BEEHIVE /Perfect Place (London)	12/0
ROZALLA /Everybody's Free... (Pulse 8)	16/1	KYLIE MINOGUE /Give Me Just... (PWL)	11/6
SIMPLY RED /Something Got Me... (east west)	16/0	JULIAN LENNON /Help Yourself* (Virgin)	10/4
MARC ALMOND /My Hand Over... (Some Bizzare)	15/3	JOHNNY HATES JAZZ /The Last To Know* (Virgin)	10/3
K. MINOGUE/K. WASHINGTON /If You Were... (PWL)	15/1	MARKY MARK/FUNKY BUNCH /Wildside (Interscope)	10/3
CURTIS STIGERS /I Wonder Why* (Arista)	14/7	BLUE PEARL /Feel The Passion* (Big Life)	10/2
DES'REE /Feel So High* (Sony Soho Square)	14/5	CLIVILLES & COLE /Pride (Columbia)	10/1

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.

into the spotlight

new company moving ffwd

record

press play and activate recording simultaneously

- guns n' roses recording ● tom petty & the heartbreakers recording
- cher recording ● heavy d. & the boyz recording ● kim wilde recording
- robbie robertson recording ● patti labelle recording ● dave grusin recording
- tesla recording ● bobby brown recording ● aerosmith recording
- nirvana recording ● sheena easton recording ● b. b. king recording
- the blessing recording ● transvision vamp recording ● jan hammer recording

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