Read My Lips

LP, MC & CD
Include the singles "Comment Te Dire Adieu" & "Mighty Real"

A Multi-Million Selling Artist

Double Platinum • Spain
Platinum • U.K.
Gold • France, Switzerland, Holland, Belgium
IRS Responds To European Changes

by Hugh Fiddler

London - Miles Copeland's record label IRS is moving its International Department to Holland this month. It will be based in the Heemstede offices of EMI Music Europe.

Henry Padovani, IRS Head Of International, believes the European music scene is changing fast and that the UK industry is failing to respond to these changes. Padovani: "Europe has matured in terms of talent and the UK is losing credibility. Too many UK acts have lost that vital edge, they just want to be successful. And the UK record companies are too English in their outlook. It is in the European companies where attitudes are changing. People in Europe have now grown up with rock music and they are developing their own scene and their own technology."

"To get the relation and contact with Europe, I need to be there. I will be able to make the EMI people very aware of our presence."

Roel Kruize, Senior Director A&R & Marketing EMI Music Europe, believes the move has great advantages for both companies: "We are responsible for co-ordinating all marketing for IRS in Europe and several other territories around the world. By having the IRS International Department based in Holland, it's now possible for us to cut the lines of communication right down and talk face to face."

"IRS is EMI's only licensing deal for Europe at present but Kruize, who also handles EMI's European artists like Soulshine and MSG, says the company may take on others in the future."
attended 35% At
Berlin Independence Days

by Robert Long

EMI’s Marx Campaign On Course

Richard Marx’s European tour - which opened in Liverpool, UK
on November 2 and takes in West Germany, France, Holland,
Denmark and Sweden - is the latest phase in a two-year campaign
by EMI to establish the US artist as a successor to Elton John or Billy
Joel.

Rick Blaskey Director European

The Repeat Offender album
which opened in Liverpool, UK

and Holland. This year’s Spotlight Award,
given to an artist with a new and
innovative style, will be presented
to Julia Fordham. Diamond
Records, presented
to performers who have had a hit
record within the last year, will be
awarded to Janet Jackson, Bros,
Bela Fleck & the Flecktones, Simply Red,
Neneh Cherry, Jason Donovan,
UB40, Milli Vanilli, CrossOver,
Sonia, Imagination, Sidney
Youngblood, Soulstreet, Confer-
ti’s, Technics, Big Fun and
the Japanese group Reino.

Diamond Awards Winners

EMI European promotion tour - November
and December from the United Kingdom through Japan

The follow up to the 8 million selling album "1987"

'HERE THEY GO AGAIN!'
40 Principales Airs ROL

London - Spain's leading private music network, SER's Los 40 Principales, is airing 'Rock Over London', the UK music programme produced and syndicated by London-based Rock Over London (ROL).

The Spanish show is assembled and edited in Spain from material recorded weekly in London. It is hosted by Jose Manuel Ortega and broadcast on Fridays between 22.00 and 23.00 hours.

KOL Managing Director Steven Saltzman: "SER is taking the contemporary hit version of the show rather than the adult-oriented alternative. ROL is only responsible for that basic material - how the show eventually sounds is down to SER."

"Los 40 Principales is a professional network and we have no intention of forcing it to accept a fully-produced UK show. There's no future in assuming successful syndication without in-work potential", he adds.

Radio Vision To Syndicate Music Therapy Show

by Chris Fuller

London - Music programme syndicators Radio Vision International (RVI) have been chosen to distribute the international telecast of next June's Silver Chef Music Therapy Show from North- wood, England.

The show's line-up so far includes Paul McCartney, Pink Floyd, Phil Collins, Tears For Fears and Status Quo. The organisers hope to raise £6 million for charity.

RVI anticipates syndicating the show to an estimated 95 countries, reaching 90% of the world's population. No sales have yet been finalised. The show will probably be broadcast in two instalments on consecutive days, each lasting around two hours. It will also be broadcast live by BBC Radio 1.

The money will be split between the UK music industry's own charity, Nordoff Robbins Music Therapy, and the British Recorded Industry Trust which is funding a School For The Performing Arts, due to open in September 1990.

Eutelsat Plans Satellite System

Paris - International satellite operator Eutelsat proposes to launch a new direct-broadcast satellite system in the mid-1990s called 'Europeast'. The project will include two or three satellites, each carrying up to 14 channels, and aims to provide extra capacity for direct-broadcast satellites already in existence.

The 'Europeast' project was agreed at a recent meeting in Paris and follows Eutelsat's MIPCOM announcement that it is to launch a second generation of five satellites next spring, each with a 16 channel capacity.

At between 45 and 52 watts, the second generation satellites will be more powerful than the five Eurostar channels currently in space. They will require 60-centimetre dishes, the same size as those now used by the rival Astra satellite.
EMI Switzerland Closes A&R Departments

By Robert Lyng

Zurich - EMI is to close its A&R and rock & roll activities. Terry Meier, A&R Director, says it is difficult to attract the right people to run the Swiss market, and almost impossible to promote an artist internationally.

Meier tells other EMI companies for not supporting his efforts to establish rock and artists at home and abroad. "We had to present our product to other EMI colleagues and all the other US companies. They expected us to produce a profit with the first album on the home market. That's very difficult", said Meier, in an interview with West German magazine Der Musikmarkt.

Regarding to Meier's comments, EMI Switzerland International A&R Director, Lothar Meisterhans, told Music & Media: "I can understand Meier's viewpoint. Indeed, EMI requires more profit from its product than any other territory. The Swiss product simply does not get sold."

EMI Switzerland will concentrate on producing national folk and pop music, while continuing to promote EMI's international product.

Bonfire Fight Off Injunction Threat

By Philip Ross

A Munich court has refused Bonfire an injunction to prevent the release of the new Bonfire LP for RCA's Point Blank.

Former Bonfire member Ziller is unhappy with the production of his new album, which has been proofed and ready to go since 1989. The court decided in favour of Bonfire, accepting the band's argument that: "Although Ziller is not pictured he is given credit under 'additional guitars'. It can be clearly seen from the track that Michael Ziller was a very influential part of the Wagener, that Ziller's instrumental contribution was minimal!"

Radio Hall Closes

After just over a year on air, Baden-Wurttemberg's Radio Hall has become the state's first radio station to close. The station's 100 watt transmitter could not be maintained by a maximum of 60,000 Listeners in the town of Schwabach-Hall and Mainzental. Michael Schwindt blamed the closedown on its low power."

Radio Hall began on 23 May 1966. The station was broadcast only from 10am to 6pm, with a 50 km radius."

Some 19 regional and 23 local stations remain in the state, which has around 50 licenses for independent radio over the last 20 years.

Syndicated programmes are used by a total of 23 of the new stations - bar one of the syndicates, the Houseboat Programmes, which served six stations for two months.

As of 1 September, Radio Hall joins the network of other stations."

Chrysalis Reports

Chrysalis last year to serve the Midlands each week, almost a third of the share, according to its own latest FM has increased available from the station's own friendly T-shirt made from mw introduced what it claims to be the largest increase in listeners this year.

Chrysalis is to copy this performance internationally. Our immediate task is to combine its licence with that of

Meanwhile, BBC local station

BBC Radio 5 will switch to FM to increase its audience share, according to its own latest research figures. The station now claims over 16 million listeners each week, almost a third of the UK's total.

An FM service was launched last year to serve the Midlands and northern Scotland, Wales and Northern Ireland. Each of these areas has registered audience increases.

In Scotland, where proportionately more listeners listen to the radio, Chrysalis' share has been maintained at the 24-34 group. The weekly 'Chart Show', despite its decline, remains the biggest FM radio's most popular programme, with four million people tuning in every Sunday.

In regions without an FM service, such as the North East and South West of England, audience figures remain unchanged

Chrysalis Records UK has achieved a significant improvement in its chart performance with the company reporting a 4.3 million turnover for October, its best ever monthly figure. During October, the company received gold album awards for Milli Vanilli's '2000 Hits', Marillion's 'Futurism', Bryan Ferry's 'Shadows and Reflections', Poppycock and Porsche magazines.

The largest increase in listeners this year was during October, its best ever

Nimbus Launches Eight-Hour CD

Nimbus Records, the UK's largest manufacturer of CDs, has produced what it claims is the world's first compact disc with eight hours of continuous music. The production has been made possible by the development of a new data compression system. This allows three hours of music to be stored on CD, resulting in a possible playing time of 16 hours.

Nimbus, the production has been made available this week due to a fire at the Gulf tape offices in London.

The album cover has a heart and lips and is being used for in-store merchandising.

Bonfire Fire Off Injunction Threat

A Munich court has refused an injunction to prevent the release of the new Bonfire LP for RCA's Point Blank.

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The L.P. is also being heavily promoted on TV. Over the next few weeks Somerville will be appearing in TV in France, Spain and Holland as well as MTV and Super Channel's 'Hit Studio International'.

Meisterhans, EMI Switzerland International A&R Director, Lothar Meisterhans, told Music & Media: "I can understand Meier's viewpoint. Indeed, EMI requires more profit from its product than any other territory. The Swiss product simply does not get sold."

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SACEM Attacks Anglo-American Bias

Paris - SACEM, the French performing rights society, and industry body SNPP have attacked EMF, which claims to own the 40% of French music rights previously held by Anglo American, for its "anti-French" bias.

SACEM and SNPP have written to French Agriculture Minister Alain Gauthier and MARA seeking to reduce EMF's share from 40% to 25%, with a two-thirds majority vote required to change this.

SACEM president Gérard Manset has handed a letter to leading French distributors, including Polygram, and to SNPP, the French entertainment trade association, stating that "EMF is a threat to French culture and musicians, as it is taking the wealth generated by our French artists and diverting it to its owners in the UK and elsewhere.

"Such a distribution cannot be accepted. SACEM and SNPP are ready to engage in negotiations to try to find a solution to this situation."

New Talent

Nino D'Angelo - Italian Melody Exponent

Nino D'Angelo is described by his manager as "a clever, self-made man." From initially selling his own records door-to-door he has become one of Italy's major artists.

"Discoring"

Axel-Sasso, timer change, and unlike "Discoring," the new show will present music and information from all over the world, not just from Italy and the UK. The programme's creators have already been licensed to play the songs of Haim, Chris Brown, and Ludacris, and the show will feature many more. The series will run for 10 weeks from Friday, 7th January, on Odeon TV, and will be distributed worldwide.

Community Party cultural affairs chief Anghileri says that D'Angelo's music is "100% pure Italian," and believes his chances of success are good. The programme's creators have already been licensed to play the songs of Haim, Chris Brown, and Ludacris, and the show will feature many more. The series will run for 10 weeks from Friday, 7th January, on Odeon TV, and will be distributed worldwide.

Radio activists have termed the show "Discoring," the new show will present music and information from all over the world, not just from Italy and the UK. The programme's creators have already been licensed to play the songs of Haim, Chris Brown, and Ludacris, and the show will feature many more. The series will run for 10 weeks from Friday, 7th January, on Odeon TV, and will be distributed worldwide.

The programme will concentrate on street posters, as this is an objective base, such as sales tests in stores and studies on listeners panels.

The takeover of private network Odeon TV has been completed. Norfinco's company now owns 76.66% of the network. "We are aiming for a new wave of hits in Italy," said Nino D'Angelo, whose latest album, "Ice," has been sold in France and West Europe. The new label, which is why Gerard has been called "Tam Um Village." The next special edition is due in November, and the programme will concentrate on street posters, as this is an objective base, such as sales tests in stores and studies on listeners panels.
**RTL-V Lowers Advertising Rates**

RTL-V, the Dutch-language commercial satellite TV station launched at the beginning of October, is reducing its advertising rates in line with the quarterly viewing figures.

Before going on air, RTL-V agreed to adjust its rates in line with the quarterly viewing figures. The channel market share and average audience of around 2.6% of the cable viewing public in its first week, followed by 2.1% in the second week and 1.9% in its third. It had been aiming for 3%.

Frank Eijken, Managing Director of RTL-V's sales house, IP Nederland, says advertisers' faith in the station has not been affected by the poor figures: "We have delivered all we promised."

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**CD Boosts SIBESA Turnover**

Figures just released by Belgium's music industry body SIBESA show a 21.92% increase in turnover for the first three-quarters of 1989, with the big rises in the sale of CDs.

The largest increase is in sales of CD singles, up 148%. Sales of CD albums have also gone up by 49.4% and MC albums are up 36%. The number of vinyl albums sold has gone down by more than 23%.

- **Vinyl Singles**
  - Sales: 3.74
  - % Change: -23.65%
- **CD Singles**
  - Sales: 3.74
  - % Change: -23.65%
- **MC Singles**
  - Sales: 1.55
  - % Change: -18.22%
- **Vinyl Albums**
  - Sales: 1.89
  - % Change: -23.65%
- **CD Albums**
  - Sales: 2.51
  - % Change: -23.65%
- **MC Albums**
  - Sales: 1.14
  - % Change: -23.65%
- **Total Singles**
  - Sales: 5.54
  - % Change: -23.65%

* 1 MC single was sold in the first three quarters of 1989. % changes are calculated on actual figures while other figures have been rounded off. Figures supplied by SIBESA.

**Portugal Launches Anti-Piracy Campaign**

**De La Isla Launches 7th LP**

**New Private Radio On Air**

**Greece**

**SPAIN & PORTUGAL**

**SCANDINAVIA**

**MTV Opens Scandinavian Office**

**TROS Bids For Commercial Channel**

**Electra Files For Bankruptcy**

**Confetti's & Vaya Con Dios Win SABAAM Trophy**

**MUSIC & MEDIA** - November 18, 1989

*Music & Media* is a weekly music business publication that covers the music industry and its trends. It is published in several countries and provides news, analysis, and insights into the global music market. This issue features articles on the programming and advertising strategies of RTL-V, the Dutch-language commercial satellite TV station launched in October, and the European music industry's response to the rise of CD singles and the decline of vinyl albums. The issue also includes articles on the anti-piracy campaign launched in Portugal and the bankruptcy filing by Scandinavian music company Electra. Additionally, it covers the expansion of MTV into the Scandinavian market, with a focus on the new Scandinavian office opening. The issue also includes news from Greece, Portugal, and Spain, highlighting the launch of new records and the growth of private radio stations. The cover story features the winners of the SABAAM (Spanish Association of Audiovisual Media) awards, with Confetti's and Vaya Con Dios winning the trophy. The issue also contains features on the music industry's overall trends and the impact of new technologies on the music business. The issue concludes with a list of upcoming events and a directory of music industry contacts. The magazine is a valuable resource for music industry professionals, providing a comprehensive overview of the industry's latest developments.
**PREVIEWS**

**SINGLES**

**ALBUMS**

**ALBUM OF THE WEEK**

Roy Orbison & Friends - A Back And White Night - Virgin

This soundtrack is the only commercial available live recording of the singer. On it he is accompanied by an impressive line-up of musicians including Elvis Costello, Bruce Springsteen, Tom Waits and Elton John. The 16 track set spans Orbison's whole career with highlights like 'Dream Baby', 'Crying' and 'Mean Woman Blues'. Along with the film this is a fitting epitaph to a great singer/songwriter and one of Rock & Roll's originals.

Cliff Richard - Stronger - EMI

Richard has once again delivered an LP of radio-friendly pop. The smooth synth-based material is largely written and produced by Alan Tarney but there are also appearances by Stock, Aitken & Waterman and Anew. Stronger Than That, Just Don't Have The Heart, Lean On You and Everyone Knows body sounds like hits.

Grace Jones - Bulletproof Heart - Capitol

Classy, late night jazz from Grace Jones has always been the victim of her producers but this time she has, with Chris Stanley, done much of itself. The results are good – punchy rhythms and tasteful hi-fi noises. The only real criticism is that sometimes they are a little lacking in melody. Try: Bulletproof Heart and Amado Mio.

Erasure - Wild - Mute

An interesting and largely successful LP of funky electronics combined with Andy Bell's gospel inspired voice. This time the band have produced themselves and the sophistication of the sounds adds depth to the vocals. The result of all this is a near perfect pop record with a few interesting twists. Try: 2000 Miles and Piano Song.

Urban Dance Squad - Mental Floss For The Globe - Big Aria

An interesting debut LP from this US supergroup. The band include singer John Waits from The Babes and guitarist Neil Schon (ex-Santana and Jour ney).

Cyndi Lauper - Heading West - Virgin

A highly melodic, slow-stepping A one of the most distinctive voices of the last twenty years. Welcome back.

Jermaine Stewart - Ten De Amor - CBS

A beautifully produced slice of late 80s dance music with a killer chorus. A hit.

L'Afrique Louis' Trio - Succes De Larmes - Virgin

Continental records ready to cross-over

Emerging Talent

New acts with hot product.

Soul. A hit.

CRESCENTS OF THE WEEK

Vital for your play list.

Britons - The Message Is Love (13-24)

This very stylish and the down-to-earth instrumentation recall the early days of Elvis Costello or Joe Jackson, combined with a dash of C&W. Quirky but for serious music lovers. Best moments include Sleepwalking and Times Talkin' Trouble Now.

Warren Zevon - Fearsome City - Vigo

This is a talent that has to grow on you. The 10 new songs from this talented singer/songwriter make good use of spacy guitars, punchy rhythms and strong hooks. Stylistically the tracks are in a folk/C&W/rock vein. Zevon has selected a great set of tracks like The Long Arm Of The Law, Gridlock, They Mosul The Moon and the title cut.

**SURE HITS**

**EXPLOSIVE CHART BUSTERS**

**Top 100 Albums**

Chris De Burgh - Spark To A Flame (33-3)

Billy Ocean - Greatest Hits (25-3)

**Singles**

Steve Wonder - I Just Called To Say I Love You - CBS

Who's Who De Do Wha My Love - CBS

Their most easy-going release so far. House meets Philadelphia Soul A hit.

Editor Gary Smith

Contributors Peter De Bruyn

Kops and Michiel Bakker

**FRESH HITS**

**BROADWAY HITS**

**MUSIC IN MEDIA**

**MUSIC IN MEDIA**
Most played records in England during the week of November 26 are as follows:

1. *Another Day In Paradise* - Phil Collins, Arista
2. *I'll Be There For You* - The Police, A&M
3. *When The Going Gets Tough* - U2, Island
4. *Comfortably Numb* - Pink Floyd, Capitol
5. *I Feel The Earth Move* - Donna Summer, Arista

For more information on the most played records and singles of the week, please contact Media Control, Postfach 21,3313, 50,004 Cologne, Germany.

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**United Kingdom**

1. Phil Collins - Another Day
2. U2 - When The Going
3. The Police - I'll Be There For You
4. Pink Floyd - Comfortably Numb
5. Donna Summer - I Feel The Earth Move

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**Germany**

1. Phil Collins - Another Day
2. U2 - When The Going
3. The Police - I'll Be There For You
4. Pink Floyd - Comfortably Numb
5. Donna Summer - I Feel The Earth Move

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**Switzerland**

1. Phil Collins - Another Day
2. U2 - When The Going
3. The Police - I'll Be There For You
4. Pink Floyd - Comfortably Numb
5. Donna Summer - I Feel The Earth Move

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**Italy**

1. Phil Collins - Another Day
2. U2 - When The Going
3. The Police - I'll Be There For You
4. Pink Floyd - Comfortably Numb
5. Donna Summer - I Feel The Earth Move

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**France**

1. Phil Collins - Another Day
2. U2 - When The Going
3. The Police - I'll Be There For You
4. Pink Floyd - Comfortably Numb
5. Donna Summer - I Feel The Earth Move

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**Spain**

1. Phil Collins - Another Day
2. U2 - When The Going
3. The Police - I'll Be There For You
4. Pink Floyd - Comfortably Numb
5. Donna Summer - I Feel The Earth Move

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**Airplay**

The 20 best played records in Spain from record companies covering the major Spanish stations.

1. Luis Miquel - Loving You
2. Karmen - Cantinflas
3. Los Planes - Pau
4. Buena Vista Social Club - Buena Vista
5. Tito Puente - Salsa

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**Radio Chart**

From the airplay hit parade provided by Media Control France, for more info please contact Media Control France.

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**Top 50**

1. Phil Collins - Another Day
2. U2 - When The Going
3. The Police - I'll Be There For You
4. Pink Floyd - Comfortably Numb
5. Donna Summer - I Feel The Earth Move
### Eurochart Hot 100 - November 1989

<table>
<thead>
<tr>
<th>POSITION</th>
<th>SONG</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>DISTRIBUTION</th>
<th>COUNTRY</th>
<th>CHARTED</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Lambada</td>
<td>Kukula (Casablanca/A&amp;M/USA)</td>
<td>USA/CASABLANCA/A&amp;M/USA</td>
<td>EMI Records USA</td>
<td>USA</td>
<td>35/37</td>
</tr>
<tr>
<td>2</td>
<td>Girl I'm Gonna Miss You</td>
<td>Puff Daddy &amp; The Family</td>
<td>MCA/RECORDS</td>
<td>Virgin Records</td>
<td>USA</td>
<td>36/29</td>
</tr>
<tr>
<td>3</td>
<td>Swing The Mood</td>
<td>Joe Bunn &amp; The Modern Apparatus</td>
<td>Polydor</td>
<td>Virgin Records</td>
<td>USA</td>
<td>37/30</td>
</tr>
<tr>
<td>4</td>
<td>That's What I Like</td>
<td>Joe Bunn &amp; The Modern Apparatus</td>
<td>Polydor</td>
<td>Virgin Records</td>
<td>USA</td>
<td>38/31</td>
</tr>
<tr>
<td>5</td>
<td>Pump Up The Jam</td>
<td>Technotronic</td>
<td>ARS/CNR (Bogarn/BMC Publishing)</td>
<td>Virgin Records</td>
<td>USA</td>
<td>39/32</td>
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<tr>
<td>6</td>
<td>Ride On Time</td>
<td>Dollar</td>
<td>Black Box</td>
<td>Virgin Records</td>
<td>USA</td>
<td>40/33</td>
</tr>
<tr>
<td>7</td>
<td>If Only I Could</td>
<td>Deniece Williams</td>
<td>Epic</td>
<td>Warner Bros. Records</td>
<td>USA</td>
<td>41/34</td>
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<tr>
<td>8</td>
<td>All Around The World</td>
<td>Lisa Standard</td>
<td>A&amp;M Records</td>
<td>Virgin Records</td>
<td>USA</td>
<td>42/35</td>
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<tr>
<td>9</td>
<td>French Kiss</td>
<td>UB40</td>
<td>Polydor</td>
<td>Virgin Records</td>
<td>USA</td>
<td>43/36</td>
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<td>10</td>
<td>The Best</td>
<td>Tina Turner</td>
<td>Capitol Records</td>
<td>Virgin Records</td>
<td>USA</td>
<td>44/37</td>
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<td>12</td>
<td>Right Here Waiting</td>
<td>Richard Marx</td>
<td>A&amp;M Records</td>
<td>Virgin Records</td>
<td>USA</td>
<td>46/39</td>
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<td>13</td>
<td>Another Day In Paradise</td>
<td>Phil Collins</td>
<td>Arista Records</td>
<td>Virgin Records</td>
<td>USA</td>
<td>47/40</td>
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<td>14</td>
<td>Never Too Late</td>
<td>Kelly Hoppen</td>
<td>BMG/Ariola</td>
<td>Virgin Records</td>
<td>USA</td>
<td>48/41</td>
</tr>
<tr>
<td>15</td>
<td>Y A Pas Que Les Grands Qui Revent</td>
<td>Yves outings</td>
<td>Kamaal</td>
<td>Virgin Records</td>
<td>USA</td>
<td>49/42</td>
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<tr>
<td>16</td>
<td>Coeur De Loup</td>
<td>Nada (European)</td>
<td>Spinnin' Records</td>
<td>Virgin Records</td>
<td>USA</td>
<td>50/43</td>
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<td>17</td>
<td>Street Tuff</td>
<td>Double Trouble</td>
<td>Tuff Records &amp; Tuff City Jingles</td>
<td>Virgin Records</td>
<td>USA</td>
<td>51/44</td>
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<tr>
<td>18</td>
<td>Personal Jesus</td>
<td>Depeche Mode</td>
<td>Mute Records</td>
<td>Virgin Records</td>
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**Remixes:**
- Lambada (Casablanca/A&M/USA)
- French Kiss (Hollywood/Chrysalis/MCA)
- E-Crit' (Capitol/Chrysalis/MCA)
## National Hits Ready to Explode!

**Hot Breakouts**

<table>
<thead>
<tr>
<th>uk &amp; Ireland</th>
<th>Germany, Austria, Switzerland</th>
<th>France</th>
<th>Italy</th>
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<tr>
<td>Wonder Stuff</td>
<td>Golden Gus (Glasgow)</td>
<td>Peter Maffay</td>
<td>Edoardo Bennato</td>
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<td>Sonshine</td>
<td>Portland Knights</td>
<td>Mysterious Art</td>
<td>Violaines (L'Opéra)</td>
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<td>Dermot Morgan</td>
<td>What A Beautiful Sun (Ozark)</td>
<td>Johnny Halliday</td>
<td>Zucchero Fornaciari</td>
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<td>Cenzo</td>
<td>In A World Country Home (Chart)</td>
<td>Desireless</td>
<td>Diaco In Mayor (CEI)</td>
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**Spain**

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<tr>
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<th>La Granja</th>
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<td>Cliff</td>
<td>You Are My Hero (CBS)</td>
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<td>The Refrescos</td>
<td>Menina (PRG)</td>
<td>Salli</td>
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<td>La Decada Prodigiosa</td>
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<td>MC Rines</td>
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**Scandinavia**

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<td>Paloma</td>
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<td>Carmen Te D. Meo (HBO)</td>
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<td>Udo Lindenberg</td>
<td>Benny Born</td>
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<td>Spinal Tap</td>
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**Benelux**

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**A Hot Hit? This Could Be Your Own Hot Breakout!**

For all info, call M&M's sales dept.

### European Top 100 Albums

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<th>Album</th>
<th>Artist</th>
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<td>Welcome To The Beautiful South</td>
<td>The Beautiful South</td>
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<tr>
<td>Germany</td>
<td>Kein Weg Zu Weit</td>
<td>Udo Lindenberg</td>
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<tr>
<td>France</td>
<td>Batman - Soundtrack</td>
<td>David Hallyday</td>
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<td>Italy</td>
<td>The Sand Of Love</td>
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### European Top 100 Singles

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<td>Ran Down The Road</td>
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<td>Germany</td>
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<td>France</td>
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<tr>
<td>Holland</td>
<td>Max V. D. V.</td>
<td>38 Grandes Canciones</td>
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### Breakouts

- **UK & Ireland**
  - Wonder Stuff (Glasgow)
  - Sonshine
  - Dermot Morgan (Ozark)
  - Cenzo

- **Germany, Austria, Switzerland**
  - Peter Maffay (Bavaria)
  - Mysterious Art
  - Johnny Halliday
  - Desireless (CEI)

- **Spain**
  - Alex & Christina (El Sonor)
  - Tommy Elkan (Paloma)
  - Martin Håkansson (Debora Alan)
  - Debora Alan (Tommy Elkan)

- **Scandinavia**
  - Tommy Elkan
  - Anny Schiller
  - Ulf Ljungqvist
  - Jimmy Frey

- **Benelux**
  - Tommy Elkan
  - Anny Schiller
  - Ulf Ljungqvist
  - Jimmy Frey

- **A Hot Hit? This Could Be Your Own Hot Breakout!**

For all info, call M&M's sales dept.

**Country of Remakes**

- United Kingdom: Lisa Maxwell
- Germany: Udo Lindenberg
- France: David Hallyday
- Italy: Monica
- Holland: Max V. D. V.

**European Top 100 Albums**

- United Kingdom: Welcome To The Beautiful South
- Germany: Kein Weg Zu Weit
- France: Batman - Soundtrack
- Italy: The Sand Of Love
- Holland: 38 Grandes Canciones

**European Top 100 Singles**

- United Kingdom: Lisa Maxwell
- Germany: Udo Lindenberg
- France: David Hallyday
- Italy: Monica
- Holland: Max V. D. V.

**Breakouts**

- Wonder Stuff (Glasgow)
- Sonshine
- Dermot Morgan (Ozark)
- Cenzo

- Peter Maffay (Bavaria)
- Mysterious Art
- Johnny Halliday
- Desireless (CEI)

- Alex & Christina (El Sonor)
- Tommy Elkan (Paloma)
- Martin Håkansson (Debora Alan)
- Debora Alan (Tommy Elkan)

- Tommy Elkan
- Anny Schiller
- Ulf Ljungqvist
- Jimmy Frey

- Tommy Elkan
- Anny Schiller
- Ulf Ljungqvist
- Jimmy Frey

**A Hot Hit? This Could Be Your Own Hot Breakout!**

For all info, call M&M's sales dept.
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Jermaine Jackson

Jermaine Jackson don't take it personal

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BELGIAN BOOM

Monitoring The New Releases

by Marc Maes

The Belgian music scene is undergoing a rapid change. The success of new beat acts like Confetti and pop bands like Soulister and Vaya Con Dios, has increasingly focused world attention on the country. The introduction, in February, of VTM - a Flemish commercial TV channel, which regularly features national acts, has also helped boost sales for Flemish speaking artists.

The recent huge growth in the home market has persuaded many companies to create Belgian divisions and to adopt new strategies for this territory. Two years ago, 30,000 units of an album or CD ranked as a bestseller. The change in the Belgian record industry is best illustrated by the fact that now new acts can sometimes sell well over 100,000 units.

The overwhelming success of new beat, largely a phenomenon that was sparked off by the independent labels, has alarmed many of the major record companies who are now frantically signing Flemish acts. However, the independent labels are still the most active in this respect.

Vaya Con Dios (BMG Arista) and Soulister (EMI), a probably the country's most successful crossover acts of '89, are in the studio until the end of the year working on new releases and both companies expect new product for spring next year. Due out around the same time is 'Ween Tom Tom' a remix of their Home album for PolyGram in the US. This release includes two new songs, Nothing and the Richard Thompson cover Walking On A Wire.

Both Polydor and Phonogram are currently promoting Belgian artists with product for the national market. Albums from Will Tura, Louis Noefs, Jimmy Frey and Wannes Van De Velde, are all now benefiting from TV campaigns. At BMG Arista new releases are scheduled from Helmut Lotti, Bart Keoil and Dirk Blanchard.

The new Technotronic album and Vaya Con Dios (BMG Ariola) are currently promoting Belgian artists with product for the national market. Albums from Will Tura, Louis Noefs, Jimmy Frey and Wannes Van De Velde, are all now benefiting from TV campaigns. At BMG Arista new releases are scheduled from Helmut Lotti, Bart Keoil and Dirk Blanchard.

For Antler it is particularly busy with eight releases due out in the next few weeks on its own, and related labels, such as Subway, Kaos, House, Speed and Integrity. The company is pinning its future hopes on records that go back to the basics of what the company calls "swinging pop songs."

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BELGIUM

Population: 9.9 million
Music Industry: About 45 record & distribution companies
Trade Deliveries - millions: (1998 figures supplied by IFPI branch SIBESA) Singles 5.5, LPs 2.8, MCs 1.7, CDs 3.2
Reproduitor Share: National product on SIBESA member labels has a 7% share. However, this figure does not include sales of independent new beat labels, which are not SIBESA members.
Sales Awards: Singles - gold 50,000, platinum 100,000, LPs - gold 25,000, platinum 50,000
YAW 25%

PLB System hoping their "System" will work

SBK (US) for distribution and we are optimistic about future trends. The new Technoctic album and "The Game" will be released in February next year.

Collecting Societies: SABAM (performing and mechanical)
Retail: There are some 300 outlets in Belgium and two large chains, FNAC and Caroline Records. No national retail organization
CD Plants/Vinyl Pressing: Inter-De Greef, Troubadour
Tape Manufacturers/Duplications: AGFA Gevaert, Ampex, BASF, Beam Int, De Gref, Troubadour
Charts: SIBESA produces weekly singles and LP top 50 charts, plus a "Made In Belgium" chart

Antigon and Radio Royal Television: Four state channels, two in French (RTBF I and Title 2) and two in Flemish (BRT I and RTR 2). The VTM is the recently-launched Flemish commercial station. English-language commercial station is RTL TVI. There are five local private TV stations. The cable network carries four Italian, three French, three West German, three Dutch and two UK channels, as well as numerous independent networks. Cable: 40 major cable networks serve over three million homes.

BELGIUM continues on page 21
BELGIAN BOOM
continued from page 19 ▶

Scherrer's Pretty Ugly will be the new release presented by M.T.M. With only 10% of its sales in Belgium, Crammed Discs, M.T.M. and M.E.R are on the lookout for international audiences. SSR are taking to the dance floor in their search for success with albums by Blimp, Les Morts and "The System Works". Target also included a third compilation, "New Beat Story, 3rd Chapter" in its release plans.

Confetti's - one of Belgium's major traverses successes this year - intend to release a Christmas single, "Circling Stars", recorded at Impulse Studios and produced by the Maxx.

At Indice, Product Manager Jan Van Den Berg is very happy with the popularity of the self-titled LP by the Pogeun, and the company's next priority will be Roland's newest, an untitled album, for January next year. The Belgian indie-group files will release a compilation album "Les Discos Autonomus" featuring a Serge Ramakers remake of Twist A St Tropez and Discow Moscow in collaboration with "Wouter Van Belle on the Magnetic Label. Meanwhile Herman Van Laar of Het Gerucht has announced a new Viktor Lazlo single "Laura" expected to hit the racks before the end of this year. CBS has focused on jazz with the compilation 50 Years Of Belgian Jazz. Its release coincides with the Belgian Jazz Festival.

BELGIAN BOOM
continues on page 21 ▶

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I believe they follow one-on-one effect in the way many more Belgian artists are not actively signing Flemish acts. "Before VTM we had one Flemish act, Johann Ver- minnen. We signed him because we liked him, but also because we had a Flemish act on our roster. Now we have five or six, but we may be engaged to do and what the channel can do for international acts. "In terms of advertising at least, it's as effective as the UK. It's people-based not industry- based, and I make no apolo- gies for that. It means that Madona, for example, will be at the top of the SIBESA chart as soon as she releases the albums, but which feature on RTL-TVI, the Flemish- language private station - but sales rose by another 30-40%.

There are also doubts about VTM's own chart, "Super 50," and are published by "Super 50". Both Liepe and They say that the chart, compiled using the SIBESA figures, radio airplay on leading netork Radio Contact, and sales data from a number of retailers, has not made such a dramatic impact as "Super 10 Te Zien". They say: "You just need to look at the viewing figures. The station gets around one million to 1.3 million viewers for '10 Om Te Zien' and about 250,000 for 'Super 50.'" They say that the chart has done is shift the emphasis slightly away from Dutch product and towards Flemish acts. I think it is a good move."

"What the chart has done is shift the emphasis slightly away from Dutch product towards Flemish acts," Jan Theyes declares. The record companies have sold to the retailers and what retailers ex-pect to sell, but VTM's reflects what the public want to buy and how they want to buy it."

In recent years Phil Collins has increasingly become regarded as an all-round artist. Not only is he just the lead singer with Genesis, he is now an established solo artist, though he has not had nearly as much of a regular backplane of all-star bands at charity events. "But Seriously" (Virgin/Warner) his first solo album for five years, is released next week.

The lyrics for the LP were finished by Lily was born, three weeks after he started recording. The album, which features Collins on Simon, was recorded with Collins' ex-wife in Canada, and addresses the track "Father". Collins says: "I am more successful because I have a hard edge to my image, and I can look back in and slap them round the face and say this is what I do, this is what I am."

Collins has made his "serious" comeback with the first single, "Another Day In Paradise", released internationally on October 23. "We deliberately chose another

Performing in public from the age of four, Phil Col- lians grew up pursuing both an acting and a musical career and by the age of 16 he was a profes- sional musician. In 1970, Collins auditioned for Genesis and was taken on as drummer. Collins: "I got the job because I was quite funny and they were all deadly serious at the time. I was the joke in the band, and the lead vocals when Peter Gabriel left five years later and has been the band's frontman ever since.

Even now, he says, he still regards this as the new band in the band. But he is probably the best- known member largely because of his management career which began with Face Value in 1981 and is brought up to date on November 20 with the release of his fourth LP For Serious. Collins: "I think of myself really as a singer and a writer of my own songs more than anything else," says Collins. "I love playing the drums and one of my greatest thrills is playing in Eric Clapton's band. I am really loved doing 'Buster' and I want to do more."

For five years Collins has been the year of a new daughter as well as a new album. "It could have been a disaster," says Collins. "I have spent all the time with Buster getting ready for this album and so I am very pleased with the way it has turned out."

The new album, which was recorded in Sweden, features Collins on vocals and guitar, and is due for release next week. The album, which is being serviced with a national ad campaign, is set to be the follow-up single in January 2023. Other guests include Steve Win- wood, David Crosby and Stephen Stills. In Forbo albums Collins recently produced: Hugh Pigahm has the produc- tion credit on the LP. Phil Collins believes he is his own best spokesperson and over the years he has developed a warm relationship with his record labels. He is in the unusual position of being allied to two record companies: Virgin in the UK, Atlantic in North America and WEA which looks after him in the international markets, including the rest of Europe.

Steve Ritchie at WEA Interna- tional's London office stresses his relationship with Virgin is a positive one. "We both want the same end result which is to sell lots of records. Both our com- panies feed off each other's suc- cess and we regularly co-operate and keep each other informed!"

For the new album Virgin and WEA have collaborated on a number of promotional projects, including a joint order for electro- static window stickers. "The UK is Phil's home market," says Ritchie, "so to a degree Collins is very much as his home base. But we have a very good relationship with Phil and with Hit & Run, his manage- ment company."

Working directly with Hit & Run, Ritchie has set up an inter- active CD single to accompany Collins' in Europe. Several interviews have already taken place at the Factory Radio and Collins will travel to Madrid, Amsterdam, Munich, Hamburg, Stockholm, London. But we are going to be Europe are being serviced with a special promotional package, which includes a press kit, CD's and an extra CD featuring a detailed Phil Collins interview. Philippa.
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WORTH WATCHING

UPDATE
by Gary Smith

This week's report comes from the Berlin Independance Days (BID). At the showcases, two groups in particular made a massive impression: Poetic Frailty for Lalla played on Sunday night at the Metropol in a concert that was broadcast live by Sender Berlin (SFB). Their highly original blend of noisy funk-rock and Eastern melodies went down extremely well. So much so that record shops all over West Berlin were besieging by demands for anything by the band. It was not only the consumers that were impressed - the band's publishers Vielklang sold an incredible 20 sub-publishing licences on Monday. Equal ly impressive was the set that Rauch played on Monday night at the Loft. It confirmed them as one of West Germany's hottest new acts both live and on record. Paul Grau, their manager and MD of their label Heartbeat, was delighted with the reaction and is in negotiation with several territories.

Another act who made her mark was Lola. Frank Ludike, MD of Collision Records made a deal with leading Scandinavian label MVM. Apparently labelled MD Jonas Sorensen heard her LP for the first time and signed her up straight away. The Memphis Soul Night won a runaway success, heralding a resurgence in the popularity of this profound ly emotional music. Cooking Vinyl acts The New Brothers and Story McLeod also proved that they do not only make good records - McLeod's solo performance in particular was passionate and utterly charming.

Wolfgang Dobeling, the event's main organiser is very happy with the way things went. This year, the delegate attendance was up by 35%; nearly 1,600 registrants from 14 countries were there. Some 500 companies were represented and it must be said that, in its second year, BID has already established itself as an important forum for Europe's thriving independent music industry.
Richard Marx

Richard Marx
EMI

November: (UK) Birmingham (6); (France) Lyon (7); (Austria) Vienna (8); (Switzerland) Zurich (22). Adelaide (27).

Bob Mould

Virgin

November: (UK) Cardiff (23), London (17); (France) Marseille (24), Paris (23); (Austria) Vienna (25). (Spain) Barcelona (23).

Steve Nick

EMI

November: (UK) Dublin (14), (UK) Birmingham (16), (France) Paris (19), (UK) London (23), (France) Paris (28).

Joe Cocker

EMI

November: (UK) London (17), (Belgium) Bruxelles (25), (UK) London (26), (France) Paris (16), (UK) London (26).

Pat Metheny

EMI

November: (UK) Madrid (15-16), (Spain) Zaragoza (21), (France) Bordeaux (21); (France) Paris (25), (UK) London (26).

Melissa Etheredge

EMI

November: (West Germany) Frankfurt (20), (France) Paris (20), (France) Tours (20-21), (France) Paris (20), (France) Tours (21).

Andreas Vollenweider

CBS

November: (Italy) December (18-20), (France) Lyon (21), (France) Paris (21), (France) Tours (20-21), (France) Paris (20), (France) Tours (21).

Black Sabbath

IRS/EMI

November: (UK) Moscow (17-18), London (17-18).

The Wedding Present

BMG

November: (Hollland) Rotterdam (24); (Hamburg) (17); (Austria) Vienna (17); (Belgium) Brussels (20), (France) Paris (17).

November: (Southafrica) Durban (24); (Sweden) Stockholm (24); (UK) London (23), (Switzerland) Zurich (21).

Alko Coop

CBS

November: (Hollland) Rotterdam (21); (Hollland) Helsinki (21), (Hollland) Oslo (21); (UK) London (21); (UK) London (21).

November: (Sweden) Gothenburg (11-12), (Sweden) Stockholm (11-12), (Sweden) Stockholm (11-12).

Alexis Nolte

EMI

November: (Sweden) Stockholm (11-12), (Austria) Vienna (11-12), (Belgium) Brussels (11-12), (France) Paris (11-12).

Andreas Vollenweider

CBS

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Alko Coop

CBS

November: (Hollland) Rotterdam (21); (Hollland) Helsinki (21), (Hollland) Oslo (21); (UK) London (21); (UK) London (21).
STATION REPORTS

Ireland

FM - Dublin
John Clarke - DJ/Prod.
AD - Richard D'Alessandro
Chris - Texas
Jean - Louise
Jacqui - News

FM - Dublin
Dame Street - DJ
AD - Eamonn O'Keefe
LP - Strange Ways - The Word

FM - Dublin
LP - Smoothed - Canavan
Book Of Days - Rhydd ics

ATLANTIC 312
Paul Kavanagh - Head Of Music
AD - Peter J. Williams - DJ/Prod.
Sly & The Family Stone - Don't Make Me Over
Phil Collins - Paradise

WEST GERMANY

SWF - Baden Baden
Uli Frank - DJ/Prod.
AD - Paul Abdul - Set Your Love Free
Chris Thompson - Paradise

SWR - Cologne
Bodo Kramer - DJ/Prod.
AD - Ina Inge - Something Stupid

WDR - Cologne
Ehrenfried - Touch The Fire
Phil Collins - Paradise

SWF/MW - Hamburg
Peter Schröder - Music Dir.
AD - Nicki Bordeaux - Stand By Me

STATION REPORTS

Netherlands

ROU - Rotterdam
Michiel des Maris - Head Of Prog.
AD - Bob Verweij - Head Of Music

Netherlands

PRL - Porto
Marie Laques Marc - Head Of Prog.
AD - Sarah Maguire - Head Of Music

Netherlands

MR - Amsterdam
Fons Weenink - Head Of Music
AD -推出 - 南美

Belgium

FRANCE

TF1 - Paris
Daniel Testu - Les Tappons
AD - Michel Goutard - Touch The Fire

FRANCE

TF1 - Paris
Roman B. - DJ/Prod.
AD - Danny O'Keeffe

FRANCE

TF1 - Paris
Guy Janssens - IN/Prod.
AD - Jean Michel Roque

SWITZERLAND

DRS 3
Carla Bagat - Music Co-Ord.
AD - Sarah Thomas - Head Of Music

SWITZERLAND

RADIO FERNBILD - Baden
Boris B. - DJ/Prod.
AD - Ira Guberman - Paradise

Portugal

RTP - Lisbon
Manuel Inglot - Head Of Music
AD - Francisco de Brito - DJ/Prod.

Portugal

RTP - Lisbon
Paulo Ferreira - Head Of Music
AD - Carlos Amado - DJ/Pro

Portugal

RTP - Lisbon
Manuel Inglot - Head Of Music
AD - Francisco de Brito - DJ/Prod.

Sweden

SVERIGE

SR/ EUROPALIA SAAR

STATION REPORTS

 Sweden

NROKINGE

KING - Drottland
AD - Linda Philipson - Standing

SVERIGE

STOCKHOLM

RADIO STOCKHOLM - Stockholm
ULF Malmberg - DJ/Prod.
AD - Melody - Charlie - Swedish

SVERIGE

STOCKHOLM

RADIO STOCKHOLM - Stockholm
ULF Malmberg - DJ/Prod.
AD - Melody - Charlie - Swedish

SVERIGE

STOCKHOLM

RADIO STOCKHOLM - Stockholm
ULF Malmberg - DJ/Prod.
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