Capital Radio
Greets French Connection

by Paul Andrews

Capital Radio/London sharehol-
ders and affiliates have welcomed
the interest shown by French
media conglomerate Havas
(M&M March 2). The Paris-
based group is currently negoti-
ting to buy up to 20.6% of the
station.

Control of over a fifth of
Capital shares would make Havas
the largest single holder in the
firm, ahead of Radio Invest-
ments, with 11%.

Comments Radio Investments
MD and Capital director Robert
Stiby, "This investment is good
news. In terms of its experience,
Havas can only strengthen
Capital. Talk of a takeover bid is
pure speculation."

Stiby adds that Radio Invest-
ments, one of the original backers
of Capital, would be unlikely to
divest its stake in the event of a
takeover. (continues on page 22)

Adams Hits The Big Screen

Phonogram Holland is claiming
an "experimental" cinema cam-
paign for Oleta Adams's album
Circle Of One has pushed sales up
300% in the country.

And theatre-goers are not just
deserting a commercial—they are
also impairing the image of the future
background music.

International marketing man-
ager Dries v.d. Schuyt has bud-
ged Dfl 50.000 (app. US$50.000) to use 55 cinemas
across the Netherlands. Of these,
20 theatres released promotional
CDs. While playing the album is
not part of the package, most the-
atre owners are co-operating.

Details Schuyt, "The 90-se-
ccond screen commercial features
three cuts from Adams's videos,
gives information on who she is,
and explains how she has pre-
vioiusly sung with Tears For
Fears."

The month-long campaign ends on March 22 and is not
aligned to any particular theatre
chain.

This is the second time Schuyt
has used cinema. In January, he
spent Dfl 50.000 to market Dutch
act Harry Jackson. However,
though sales tripled, they were
not sufficient to cover marke-
ting costs. No recouping figures are
yet available for the Adams
campaign.

This is also the second time
around for Adams' Circle Of
One. The LP was originally re-
leased last April and August 4
reached a high of no. 95.
It is currently no. 57 in
Holland, no. 3 in the UK, and
has risen six places to no. 14 on
M&M's European Top 100
Albums listing.

The American-blonde singer
came to prominence after she
was found singing in a bar. HS
EURYTHMICS

greatest hits

13 Track Album • 18 Track Compact Disc & Cassette • 21 Track Video

Out Next Week ★ European TV Campaign
**PolyGram Reports Record Sales**

The three tenors were worth their weight in gold. Luciano Pavarotti, Placido Domingo and Jose Carreras contributed heavily to PolyGram's record revenues last year. Their *In Concert* recording sold more than five million albums and 500,000 videos worldwide.

PolyGram cited the tenors' global reach—and that of Elton John and Jon Bon Jovi whose most recent albums have each sold more than four million copies—during the preliminary disclosure of the company's 1990 financial results in London on March 5.

PolyGram president/CEO Alain Levy reported record revenues of Dfl 12.252 million (app. US$3.1 billion), an increase of 27.9% over 1989. Net income rose 7.2% to Dfl 1.357 million. Half of the increase was attributed to the performance of A&M and Island.

The company is proposing to pay a gross dividend of Dfl 1.050 per share in May, its first full year dividend payment since 20% of PolyGram was floated publicly in December 1989.

Levy said: "an excellent year, despite a period of transition and a lack of anticipated superstar releases. He said worldwide market share grew from 15% to 17.5% while it maintained a dominant 23% in Europe.

Later Levy confirmed to M&M that PolyGram France continues as the largest affiliate in terms of revenues and profitability, but he also cited the contribution of the UK company to the record results.

Chief financial officer Jan Cook conceded that PolyGram remains unprofitable in the all-important US market but said he was confident that the restructuring American operations would move into the black by the end of this year.

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**Ex-CBS Execs Move To Timbuktu**

Former CBS Records international executive Peter Bond and Mike Edwards have set up a new company with label, publishing and artist management interests.

The label entity is Timbuktu Records, which Bond says will develop a roster of three to five acts in its first year, drawing from the talent pool in the UK and Australia.

Timbuktu Music, the publishing unit, has already signed UK singer/songwriter Bernard MacLennan to a publishing arm. Flame Tree, has contracted Australian singer Margaret Urlich. The latter's first album from Sony Music, *Safety In Numbers*, has sold an estimated 250,000 units in Australia. Urlich is beginning work on her second album this month.

Bond was a London-based senior VP at CBS Records International, responsible for Australia, New Zealand, Asia, Africa and Eastern Europe. He left the company last autumn for the startup venture. Edwards was GM for CBS Australia's music publishing division; earlier, he worked for the IFPI at its antipode arm in London.

The new company's priority is to break acts, not a record label”, says Bond, and Timbuktu artists may be signed to majors on a case-by-case basis. "We have no preconceived ideas. A lot will depend on what comes out of the studio."

Deals for a couple of UK-based performers are close to fruition, he states.

Bond, Edwards and two out-of-industry partners are principals in the new enterprise. Bond says it is "seriously capitalised" to develop its roster of artists, writers and management clients, and could even consider independent label or publishing acquisitions, given the right opportunity.

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**M&M Publishes MRIB Charts**

M&M is changing its UK chart source and the result will be a greater emphasis on radio airplay in reflecting the popularity of hit singles in the market. Effective this week, M&M will publish the singles and albums charts produced by London-based Media Research Information Bureau (MRIB). These will also be integrated respectively into the Coca-Cola Eurochart Hot 100 Singles and European Top 100 Albums charts.

MRIB combines airplay information with retail sales for its Network Singles Top 75, and up to 40% of the data is airplay-derived. This is similar to the approach used in the US by *Billboard* for its Hot 100 chart.

The airplay component of MRIB's singles chart is drawn from the playlists of the leading UK independent radio stations.

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**IR Hopefuls Talk Strategy**

One of the highlights was the first session, "Planning to Get On-Air!". A thorough introduction to the financial considerations and technical requirements, the session offered insights into how the industry managed turnover. Host Barry Oakley chaired the session and his colleagues planned and raised money for their successful bid.

M&M will report further on this conference in a forthcoming "Station Operations" column.

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**Spotslight: Eurythmics**

- Euro & National Airplay
- European Hit Radio
- Top 10 in Europe
- Benelux: Antigoon 'Shop' A Studio
- Holland: 2M Music

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**NewsMakers**

Radio
- Midlands Radio has promoted former head of marketing David Bagley to group head of marketing. The money will be added to the £270,000 already raised by three previous singles.
- Turkish station Radio Metropolys has appointed a number of new people. Former NRJ employee Philippe Belin joins as station manager. Philippe Dantan has taken over from Bruno Allain as assistant programme director Richard Park three years ago. We have since gone on to produce a single each year, last year even going so far as to make the Billboard dance chart with Use It Up And Wear It Out."

Music
- EMI Music Publishing France business affairs and legal director, Peter Nowicka, has been appointed president of Comité National de la Musique (CNM). The post lasts for two years.
- Javier Gimeno replaces Pedro Antonio Martin as president of AERP, the Spanish private radio association. Gimeno was previously adviser and assistant director-general at Antena 3 (full story page 8).

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**'Gimme' Adds To Charity**

by Howard Shannon

Capital Radio/London charity 'Help A London Child' is to benefit from all artist and producer royalties earned from the cover version of A Flock Of Seagulls song, *Gimme*. The money will be added to the £270,000 already raised by three previous singles.

The dance track, released on March 11, is performed by Capital presenters Pat Sharp and Mick Brown, and was produced by Stock, Aitken & Waterman. This is the third year PWL has worked with the charity. The label's MD David Howells details. "Joe Waterman was first approached by [Capital programme director] Richard Park three years ago. We have since gone on to produce a single each year, last year even going so far as to make the Billboard dance chart with Use It Up And Wear It Out."

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**20 years and many more to follow.**

Thanks for the partnership in the past and in the future.

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**dierks studios**

20 years and many more to follow.

Thanks for the partnership in the past and in the future.

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**M&M’s switch to an airplay-influenced UK chart occurs as singles sales continue their decline. The British Phonographic Industry recently reported that member companies shipped 58.5 million singles to the trade in 1990, down from 61.1 million the year before. Deliveries of the configuration are now at their lowest for 14 years.**
Peace Rally Lifts Stocks

The market celebrated the end of the Gulf war in February, and radio and music industry stocks lead the way. European stock tracked by M&M advanced, led by Crown Communications, which rocketed 44% as investors bid the stock up on the hopes that a new era is just around the corner (see accompanying story).

Other M&M stocks posting monster gains: Havas (+32%), Hachette (+26%). German publisher Axel Springer Verlag—which owns stakes in several of the country's radio stations—was the only Euro stock to drop (-4%).

M&M stocks in France and the UK in general outpaced the market. In France, industry stocks on average jumped 17% versus an 11% increase in the CAC 40. Across Europe, however, UK stocks increased on average 10.5%, while the FTSE rose 9.7%.

NJR's Revenue Jumps 17%

by Steve Wonsiewicz

Sperred by a rapid growth in the number of affiliate stations, French radio net NJR increased turnover (16.8% to Fr3320 million, up US$61.5 million) during the fiscal year 1990.

With 153 networked stations—up more than 30 since spring last year—NJR ad revenue (net of bitter) grew six points more than the entire industry, based on Secodiff's estimates. But keeping the numbers up is going to get harder.

Comments president Jean-Paul Baudecroux, "Because of the war, we probably will not be able to keep up the fast rate of advertising growth. I do not think 1991 will be a great year for advertising."

The company's strategy is to push the Cheri FM format and look for acquisitions. Says Baudecroux, "Cheri will become the big hit second network."

On the acquisition front, NJR has been looking at a truckload of deals, in Germany, the UK and Belgium, but has yet to make a major purchase. Expect to hear that, hints Baudecroux.

The company continues to operate one of the most profitable radio networks around, with cash-flow margins in the 50%-plus range. That is a far cry from the US average of about 20%.

But, NRJ is showing signs of slowing down and that it is getting more difficult to increase market share. Cash flow rose 9.5% to Fr1614 million, but margins slid a couple of points last year to 51.3%.

Growing networks will have lower margins, and we've invested a lot of money in new stations," says Baudecroux. The company is also facing tougher competition. Comments James Capel/Farls analyst Jean-Jacques Limagne, "One reason [for slower NRJ ad growth] is that the market for advertising is not increasing as fast. Second, there is stronger competition in the market for Europe 2 and Skyrock. Both hit break-even last year, estimates Limagne.

But Baudecroux has heard the comments before. "People say we won't earn the margins, but each year we keep doing it."

Crown Focuses On Core Assets

The light at the end of the tunnel could be near for UK broadcaster Crown Communications, with the company's stock price rising by 43.8% during February.

Investors had shunned the stock because of high gearing and development costs on the up. After a five-week low 23p, the stock has doubled to 46p.

While not out of the woods yet, Crown has been working overtime to divest itself of a financial mess. Development costs at both its newstak station LBC and 35%-owned French radio net RCFM have dropped dramatically. Reportedly, Crown has sunk £10 million into the latter to push the Cheri FM format and is looking forward to a great year for advertising."

To reduce debt, Crown is paring non-strategic investments. Gone are its 9% stake in Moray Firth Radio and £384,000 for a 35%-stake in Smart Radio on Channel 4.

Another help is a £4 million settlement for a breach of contract with France Telecom. Crown has been working overtime to resolve its issues with the long-distance carrier.

"Growing networks will have lower margins, and we've invested a lot of money in new stations," says Baudecroux. The company is also facing tougher competition. Comments James Capel/Farls analyst Jean-Jacques Limagne, "One reason [for slower NRJ ad growth] is that the market for advertising is not increasing as fast. Second, there is stronger competition in the market for Europe 2 and Skyrock. Both hit break-even last year, estimates Limagne.

But Baudecroux has heard the comments before. "People say we won't earn the margins, but each year we keep doing it."

(c) 1991 Music & Media. Revenue in millions of Frf

Compared to core investments in London and Paris. We'll build up from there."

Translated, this means look for more diversities in the market, but not France.

Such moves have pleased Crown's bankers, Bank of Scotland London, and the Australian & New Zealand Bank. "Our bankers have supported us all the way. We plan to reduce our debt to £10 million by next year," says Stevenson. That is crucial, because banks could technically call in debt of some £18 million by the end of next year (see table), though that is not likely to happen.

Meantime, it's back to basics for Crown, with investors and bankers breathing a sigh of relief.

SW

THE BOTTOM LINE

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REPRINTS

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Red Rose Gold/Preston will begin "Win It" in April with a £50,000 house, the first time such a prize has been given away in the UK. Stations are launching promotions offering the more traditional CD and video giveaways, as well as an additional albums playlist of at least six tracks.

The new A list remains, with the A list expanded from 15 to 20 singles that will receive at least 15 plays per week. The 20 singles on the B list will each get about 10 plays per week. A new C list will comprise a minimum of six album tracks that will receive four daytime plays per week. It will be the first time the station has ever included album tracks in its format.

The new category recommended by last year's Sony Radio Awards with a total of 670 entries for the 26 open categories, is one of several groups understood to be interested in a possible application.

The Shetland Islands licence would make it the UK's smallest local radio station, with an adult (aged 15+) population of about 15,000. Reportedly, the only likely applicant is the Shetland Islands Broadcasting Company (SIBC), whose founders have been campaigning for a local commercial station in the area for nearly 25 years. Shetland MD Inga Walterson says the company will be examining the Radio Authority's criteria, but that no restrictions are being placed on drawing up the list.

Playlist material now comprises some 53% of Radio 1's daytime output compared with 47% previously. The Sony Radio Awards with a total of 670 entries for the 26 open categories, is one of several groups understood to be interested in a possible application.
WDR Asks For DM5 Licence Fee Hike

by Mal Sondock

Germany's largest public TV and radio station, Westdeutscher Rundfunk (WDR), has announced a shortfall of more than DM100 million, despite a 1991 budget of some DM1.6 billion (approx. US$1 billion). In an attempt to raise funds, WDR chairman Reinhard Gratz has announced a possible annual increase of DM5 on the licence fee by 1992.

A tentative allocation for the new income: DM1.50 for the station's air personalities, but we think that having it in the form of a free studio in the shopping mall, from which the station will be broadcasting on location.

Residenz Joins Air Force

Radio Residenz/Karlsruhe has sent a special shipment of gas and books to German troops stationed in Turkey, in co-operation with a local air force base.

The base has teamed with the local station in the past, by putting on gigs featuring the Air Force Big Band and donating helicopter flights to lucky winners of station promotional contests. Special broadcasts are also planned from Turkey, and several of the station's air personalities will be broadcasting the shows on location.

Correspondents Wanted

Due to M&M's plans to increase coverage in the G/A/S territories, we are looking for Swiss and Austrian correspondents with extensive knowledge of and contacts in the radio and music industries. Please contact managing editor Steve Wonsiewicz, Music & Media, Rijnsburgstraat 11, 1059 AT Amsterdam. Tel: +31 (020) 669 1961 Fax: +31 (020) 669 1951

Pay-TV Net Premiere Debuts 'Airplay'

by Robert Lyng

New German pay TV station, Premiere, owned by French Channel Plus, Bertelsmann and Leo Kirch, will commence broadcasting on March 1.

One of the first programmes to be aired in decoded form, making it available to all cable viewers, will be the new music show "Airplay". Produced by former RIAS editor Jorg Grabosch, the show's music and lifestyle content will be geared towards young viewers.

It will include the Media Control airplay charts, as well as dance, pop and heavy metal charts.

A weekly feature of the new music show is a radio station portrait. The series kicks off with classic rock station Radio Xanadu/Munich, which recently hired radio and TV personality Thomas Gottschalk as its music director.

"Airplay" is directed and filmed by video directors Rudi Dolezal and Hannes Rossacher from Vienna-based Doro Productions. Presenting the show are Radio Hamburg personalities Stephan Heller and Marzel Becker.

Radio Antigoon Gets Equipment

For Outside Broadcast Demo

by Marc Moes

Radio studio supplier Mediacom is to give equipment to Radio Antigoon/ArteZiep to provide a "live" demonstration for its other clients. The hardware will equip an open studio at a city centre shopping mall, from which the station is to broadcast for at least two hours daily.

Says Mediacom MD Joe Linbach, "We are a radio station, but at least we have the possibility of showing our customers how things really work with live radio. The studio we supply to Antigoon is worth US$100,000, but we think that having it in the open, visible for all, will make it worth our while."

The deal between Radio Antigoon, Mediacom and the Century Center is signed for an initial three years. The shopping mall will pay expenses incurred during the broadcast, estimated at about Brf 30,000 (approx. US$1,200) per month. In return, Antigoon will broadcast free ads for the Center.

Antigoon MD Piet Keizer says, "We had the idea when the owners of the shopping centre saw us organising a charity event. They offered us a free studio in the mall, and were prepared to pay for all expenses. The new situation will offer us other possibilities as there is also a stage in the marketplace where artists can perform."

The station's two-hour weekday show from the Century Center will be presented by Keizer, Saturday's "Top 50 show" will also come from the complex, from 11.00-17.00. Keizer says broadcasting costs could increase, as most of the station's promotional activities will shift to the open studio.

Radio Antigoon has also recently invested about Brf2.8 million in new studio equipment for two brand-new studios at its main broadcast headquarters. Hardware includes two Alice Soundtec R 2000 broadcast consoles and a Digital Spot, allowing two separate studios to programme advertising.

Mulder Joins Radio Amsterdam's 10 Gold

by Paul Andrews

Well-known Dutch radio personality Tom Mulder has joined Amsterdam-based satellite-to-cable station Radio 10 Gold, to host its 10.00-13.00 weekday show from March 4. The slot is Radio 10's most popular daypart, with the station claiming it reaches about 2% of Holland's cable subscribers.

The addition of Mulder to the Radio 10 air-team is part of a shake-up of programming on the station from March 2. New weekend shows are being introduced, including classic chart countdown "Top 40 Gold" Sundays 13.00-16.00, and "Ladies' Night" Sundays 19.00-01.00, hosted by female DJs Petra Lutgenburg and Edith de Jongh.

FUNNY DEALINGS AT BMG - Hope Kerkeling, one of Germany's most popular TV personalities, has been signed by BMG-Ariola. An album of some of his best material has already been recorded under the title 'Erwarten se nix' and will be released soon. Gathered together at a recent sales conference are (1-r) BMG Ariola sales manager-west Harry Frank, BMG Ariola sales manager-south Paul Kohl, Hope Kerkeling, BMG Ariola head of distribution Matthias Gibson, BMG Ariola assistant MD Albert Crapzki and BMG Ariola head of A&R folks-music Georg Berghem.

WHEN PUBLIC RADIO MEETS PRIVATE - Holland's two radio sector representatives have recently come face-to-face at the launch of Radio 10's new EHR outlet, Power FM. From l-r: NOS head of programmes Willem van Beusekom, Radio 10 MD Jeroen Soer, M&M publisher Leon ten Hengel, "Veronica" magazine editor Robert Briel, and new Radio 10 Gold DJ Tom Mulder.
French Artists Get Higher Profile At Japan Festival

by Emmanuel Legrand

French music is set to enter Japan following the appearance of five acts at the February 19-24 Halou Paris Tokyo festival. The five were Noir Desir, Algerian-born rui singer Jimmy Oihid, flamenco rock performer Roe, comic quintet Jimmy Oihid, and indie label VRP and jazz vocalist Arthur Val was a unique opportunity to focus their concert sponsorship on English-language acts.

The Radio Metropolys network and EMI France are collaborating on a press and retail campaign to promote lesser-known EMI International artists. The promotion is aimed at a select public rather than mass appeal audiences.

The campaign currently involves product from a total of 15 artists, ranging from Cabaret Voltaire and Tackhead to Steve Bower. Starting this month, two albums will be promoted each month via displays in retail outlets and the press. Metropolys will contribute to the promotion by devoting a special segment at 1730 daily to a track from one of the albums of the month. In return, Metropolys's logo will be displayed in record shops throughout France.

Concerts programme director Philippe Schenkmelmer: "It's a good image operation for Metropolys. The retail displays will be going to smaller specialist record shops rather than hypermarkets and retail chains. We're targeting thoughtful buyers, attracted to new and rather offbeat product."

Metropolys is also launching its own advertising campaign from March. It is the first campaign since the station's name change from Kiss Metropolys last September, with black and white visuals promising "a hit every four minutes". A nationwide press and poster campaign is to follow.

For the French acts, the festival was a unique opportunity to perform before a Japanese audience. To coincide with the event, Nippon Phonogram released VRP's LP Retire Les Nuins De Tes Poches while Polygram KK released Arthur H's self-titled LP and Roe's album Soledad and indie label Quattro issued Jimmy Oihid's Vivre Libre.

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

Country Mourns Gainsbourg

Provocative singer and composer Serge Gainsbourg died in Paris, on March 2 of natural causes. He was 62.

Following the announcement of his death, many radio channels changed their programming to broadcast tributes to the artist. France Inter added two special shows on Sunday, while RTL rebroadcast a 1985 interview with Gainsbourg.

Gainsbourg started his career in 1958 and his life has been a mixture of controversy, success and creativity ever since.

His biggest success was the 1969 single Je T'Aime, Moi Non Plus, with Jane Birkin. The song was banned by the BBC for its explicit lyrics, which did not stop it from selling 5.5 million copies worldwide.

Gainsbourg reached the peak of his fame in the 80s, with a string of successful albums and tours.

Music & Media March 16 1991
Telegram Wires Into Dance Prizes

The February 24 Swedish Dance Music Awards have underscored the strength and importance of national dance product, as well as the continued influence of the Telegram label. The awards, organised by Stockholm's record import-export company Pitch Control, were combined with the DJ Mix Club (DMC) Swedish mixing championships and a concert by BMG dance act Snap.

The event was held at Stockholm's Palladium before an audience of 1,800, and awards were given in 16 different categories. MTV Europe covered the ceremony.

As in the Swedish Grammys a week earlier (M&M March 9), Telegram artist Titiyo scored well, winning both the Best Female Vocalist and Best Album categories, the latter for her self-titled debut LP. Her producer, Magnus Frykberg, took the Best Producer award and label-mate Papa Dee won both the Best Hip Hop Album (Lettin' Off Steam) and Best Male Vocalist title.

Dr. Alban, whose single Hello Afolia on SweMix is developing into a major European hit, won both the Best Newcomer and Best Dance Album categories. Awards in the different categories were based on votes cast by 800 radio and club DJs from around Sweden. The categories included the usual purely record-based awards, as well as awards given to clubs, remixes and even dance promotions.

Stockholm's Ritz house to the SweMix DJs, was named best club. Clubland's Let's Get Busy was Best House Record and public broadcaster P3's Claes Af Geijerstam was named best radio DJ.

The awards, held before an audience of 700, were televised live by public broadcaster Danmarks Radio. The show was hosted by Danish former MTV VJ Maiken Wexo and covered a total of 24 awards, ranging from jazz and classical to children's records.

The event at trying to gain international success.

Comments Bennike, "1990 has been the year of English-language music in Denmark."

by David Rowley

English-language music dominated the Danish Grammy Awards held on February 23, signalling a strong shift away from the previous Danish-language orientation of the domestic scene.

Of the 13 main pop and rock awards given at the third annual ceremony at Copenhagen's Bella Center, nine went to acts or producers working in English. Last year, no major awards went to English-language acts. The main winner of the evening was Medley's Hanne Boel, whose second album, Dark Passion, took the award for Best Album. Boel, who did not attend the awards, was also named Best Female Singer. Medley MD Poul Brunn was awarded Best Producer for his work on the album. The LP's first single, I Wanna Make Love To You, won the Best Single title. The Boel project also won Best Video for the clip to the second single, Light In Your Heart.

Dark Passion has now sold 280,000 copies in Denmark and reached 80,000 in neighbouring Sweden.

"1990 has been the year of English-language music in Denmark."

The awards, held before an audience of 700, were televised live by public broadcaster Danmarks Radio. The show was hosted by Danish former MTV VJ Maiken Wexo and covered a total of 24 awards, ranging from jazz and classical to children's records.

Sonet's new hopes Sko & Torp, whose English-language debut album, On A Long Lonely Night, achieved gold status (40,000 sales) in four months, also scored well at the awards. They won the Best New Act award, and vocalist Soren Sko took the prize for Best Male Singer.

The award for Best Dance/Rap Act went to Medley's Yasmin, newly signed internationally to Geffen with the album Wanna Dance. The Best Heavy Rock Act award was given to another Medley act, Skagaracik, with the album A Slice Of Heaven. The Best Danish Band title was awarded to pop act Ray-Dee-Oh, who are signed to Replay Records.

Debut group Love Shop, on Garden Records with their album Love Shop, took the award for Best Pop Act, and veteran Danish composer CV Jorgensen was named Best Songwriter.

WEA Denmark A&R chief Lars Bennike says the Grammy awards accurately reflect a growing trend towards anglophone music on the Danish domestic scene during 1990—a shift aimed at trying to gain international success.

"The standard of Danish music is so high it can only help our international prospects if it's sung in English," says Bennike.

Privates Move To Block Senate's Muni Ad Proposal

by Anna Marie de la Fuente

Spain's private broadcasting association AERP announced on February 15 the latest steps in its campaign against municipal stations being allowed to advertise. Private stations are now frequently airing spots to increase public support.

Newly appointed AERP president Antena 3 executive Javier Gimeno says the campaign will probably continue throughout March. Comments Gimeno, "The fact that we only have the backing of right-wing opposition party Grupo Popular is worrying." He adds that attempts to secure an audience with the prime minister Felipe Gonzalez have fallen flat. "He claims he has a busy agenda," details Gimeno, who says that a sector providing 12,000 jobs and broadcasting to 14 million people deserves to be heard.

The AERP's accusations of unfair competition are aimed at the seven regional radio and TV stations who are financed by both local government funds and advertising revenues.

The association plans to take the case to the country's supreme court, and if necessary, to the Brussels-based EC high courts, citing the violation of the Treaty Of Rome's article no. 92.

The Spanish congress ratified the bill last December and deliberations began in late February.
Arbitron Delays Italian Plans

Arbitron is still not committed to making its entry into the European broadcast market (M&M January 19). Final negotiations between the US broadcast research company and the Milan-based research institute Data Media have been delayed, partly because of the Gulf war and illness to a top Arbitron executive.

A delegation from Datamedia will be travelling to New York on March 28 for a meeting with Arbitron. Radio Deejay station director and former Datamedia consultant Claudio Astorri was a driving force behind Arbitron's Italian involvement, and is attending the meeting in what he describes as a "middle-man" role. DS

LATIN LOVER - Eugenio Finardi goes gold for 100,000 sales of his LP "La Forza dell'Amore." His record gets tired of the track.

NATIONAL SURVEY COMPLETED

Major players in private radio—including national stations Radio Deejay, Rete 105, Radio Dimensione Suono, Radio Italia Solo Musica Italiana, RTL 102.5 Hit Radio and Radio Monte Carlo—all supported the project, which offered the first qualitative research on national territory.

Data Media interviewed 1,000 people from the age of 10, from October 8-16 last year. The aim was to establish the type and number of radio receivers in use, where and when people listen to radio, morning listening habits, the ideal station, and music genres preferred (see table). Each subscribing station was given its own breakdown, but at a national level the findings showed there are 3.64 radios per family with the portable transistor being most used.

More than 53% of Italians tune in often or always, with young people making up 56% of the audience, 70% of Italians listen at home (71% women, 87% teenagers and 58% senior citizens), while 21% (27% male, 28% adults) have it on in the car; 47% of the population wake up with the radio. 38% of listeners prefer a music/news format, while 30% like those two ingredients plus general entertainment. Only 12% are keen on music-only stations.

National network Radio Dimensione Suono picked up on the record after hearing the American music industry teamed with national radio station Radio Italia Solo Musica Italiana for a promotions and advertising campaign. From IBC, RISMI president Mario Volorti, manager Angelo Corrao, Eugenio Finardi and RISMI MD Franco Nisa.

More than 53% of Italians tune in often or always, 70% of Italians listen at home while 21% (27% male, 28% adults) have it on in the car; 47% of the population wake up with the radio.

Italian Listener Format Preferences

Italian singer/songwriters 7.9% Melodic Italian music 9.6% Italian rock 5.6% Italian dance 5.1% Rock music 5.8% Funk/rnb 5.7% Black/punk 5.5% Pop music 3.3% Dance 5.2% New age 4.8% New wave 4.6% House 4.3% Hard rock 4.3%

Source: Datamedia

Radio Dimensione Suono program director Bruno Poyer says that while there is room for improvement in the research, it is the first attempt and should be welcomed. "Research should not ask what some people think about this or that. It should tell you whether a person's perception is positive or negative about something. A question like 'Do you like Italian singer/songwriters or not?' should be asked and not 'What genre of music do you prefer?'

Poyer also questions the concept of rock music in the research. "When I look in the newspaper I see Madonna, rock star. Is she a rock star?" Poyer is more interested in how many radio receivers there are on national territory, and where people listen.

Radio Deejay station director Claudio Astorri is also interested in the number of existing radio receivers. "That sort of information is new. The research also breaks down which types of receivers are used to listen to particular stations."

Astorri underlines that it is the first attempt at any extensive radio research on national territory and agrees it will improve with time. RTL 102.5 Hit Radio station director Guido Monti says that the research supports the station's decision to broadcast on just one frequency throughout national territory. "The national share of those who listen in the car is 21%. The figure is 25.3% for our station. That confirms our policy of using iso-frequencies is right."

Capitol's The Box Poised To Top Charts; RAI Tempted

Newcomer Canadian band The Box look set to scale the charts with the single Temptation on Capitol/EMI.

State pop station RAI Stereo Due liked the track so much, it included it in the chart show "Magnifici Dieci," which receives daily rotation between 17.00-19.30. It is also being played on later shows. Comments station DJ Simonetta Zauli, "We think it could be a hit, although we can never be sure. It was given initial airplay and was liked by listeners. That is why it is included in "Magnifici Dieci."

Radio Bahbolo/Genoa has been giving the single heavy airplay. Says programme director Lenny says, 'EMI sent in a cassette and I added it immediately. The record company then sent the album and I will certainly be scheduling tracks from that.'

Radio Babc-duration has been rotating the record for a couple of weeks. It has been receiving circa nine plays a week and Lenny confirms he will continue with that same policy until he gets tired of the track.

National network Radio Dimensione Suono picked up on the record after hearing the American music industry teamed with national radio station Radio Italia Solo Musica Italiana for a promotions and advertising campaign. From IBC, RISMI president Mario Volorti, manager Angelo Corrao, Eugenio Finardi and RISMI MD Franco Nisa.

Music & Media March 16 1991

RTL, Dalla Link Up

RTL 102.5 Hit Radio is officially backing Lucio Dalla's March tour, the first time the station has been involved in a concert promotion.

DJ/producer Grant Benson comments, "The news may not sound too thrilling on the international scene, but Dalla has always been one of the major forces on the local market. If the BBC did the same thing with Paul McCartney, they would be equally excited." RTL 102.5 Hit Radio will have its logo on all tickets and posters for the tour and will be allowed to display a banner at each venue.

The deal was struck with Dalla's tour promoters Snemo Music in Rome. Sweet manufacturer Charms is official tour sponsor and RTL 102.5 station director Guido Monti describes the role of the station as "technical sponsor." Guido also hints the station will stage a special Lucio Dalla day, in the presence of the artist.

Dalla was the best-selling national artist in 1990. His latest album Cambio (RCA/BMG) has sold 1.15 million copies to date.
NEW RELEASES

SINGLES

The Big Dish
Big Town - East West
Growing bigger and bigger. Second single from their sophisticated, soulful pop album Satellites and follow-up to their recent hit Miss America. Big Dish, Big Town, Big Hit....

C+C Music Factory
Here We Go - Columbia
Gonna make you sweat again. Their grooves are just right. Presenting Freedom Williams and Zelma Davis. C+C will be the chartbusters of 1991.

Clouseau
Rik Van Natta Bij Je Slapen - HKM
Voulez vous coucher avec moi (ce soir)? Don't ask this twice to any Belgian or Dutch schoolgirl, they will certainly faint. Singertor Koen Wauters is a star in the lowlands and this powerful tearjerker is another mega hit for the Belgian five-piece.

Deee-Lite
How Do You Say...Love - Elektra
In the trend-sensitive world of dance, yes-Deee-Lite. TheJungle Rhythm from New York and this powerful tearjerker is the chartbusters of 1991.

Sting
I'm on the top and West - Virgin
Singer/actor Koen Wauters is a star in the Dutch schoolgirl, they will certainly faint. Clouseau the chartbusters of 1991.

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

In 10 years' time, the Eurythmics have become a rock & roll institution. The band's singles are regular airplay favourites and the best of them have now been compiled for the very first time on the new jubilee "Greatest Hits" album. Simultaneously released by RCA/BMG in all European territories on March 18, it marks the label's biggest catalogue item of this year.

by Robbert Tilki

The Eurythmics were formed out of the ashes of new wave band The Tourists, whose biggest hit was the Dusty Springfield cover version, I Only Wanna Be With You from 1979. Two years later, Annie Lennox and Dave Stewart formed the Eurythmics and debuted with the album In The Garden. In 1983, they had their first European hit single with the title track of the second album, Sweet Dreams (Are Made Of This).

From this point, the duo released a new album every year except in 1988. Specialising in subtle, synthesizer-dominated pop, the duo changed style on the fifth album Be Yourself Tonight (1985) featuring more soul and R&B-orientated material. Highlight of that album was the spirited duet with Aretha Franklin, Sisters Are Doin' It For Themselves, also featured on the new compilation. The Eurythmics' previous album, We Too Are One, reached no. 3 in the European Top 100 Albums for three consecutive weeks in 1989.

Love Is A Stranger, their first UK hit in 1982, was reissued on February 25 as a reminder of the album's release. The new sampler presents an excellent overview of the Eurythmics' development throughout the years. The vinyl version contains 13 tracks, while the CD/cassette holds 18 tracks, most of them produced by Dave Stewart. The LP will also be released on a 21-track video and laser disc (Compact Disc Video) simultaneously. This marks a first for BMG. There is also a songbook containing all lyrics.

Compiling the album—with Dave Stewart playing an active role—took a considerable amount of time. BMG UK head of international marketing Chrisie Harwood explains, "We had enormous problems with the tracklisting. When we thought one of the singles had been a hit, we had to cross-check it chart-wise. We didn't want to limit ourselves to the UK charts. So we had to drop some singles. We wanted to put together an international package, the strongest we could possibly think of." The hits are not compiled in chronological running order, as initially planned. "That didn't fit at all, so we did it on sequences. We wanted the tracks to match. But for anyone who really wants to know the exact order the singles were released in, we've put shots of the original single sleeves plus the year of release on the inner sleeve." BMG started a very intensive marketing campaign to promote the album. "This Eurythmics Greatest Hits album is BMG's most important catalogue item this year. We have never had a compilation as big as this, maybe only Elvis Presley. We did market research in every territory. We worked on it for a long time, in fact since August last year. Harwood continues, "The main bulk of the money is spent on television and every European country is involved, even in Spain, where TV advertising is not the norm at all. But since the CD is more or less a double album, we price it at a lower level, so we joined the campaign." The campaign centres on two separate 30-second advertising spots, each containing bits of four different videos, and two other 10-second ads, each containing one track. Sweden and Norway do a combined promo campaign, which will be different from other territories, TV monitor sets will be hired for retail, as the artwork of the album is based on a shot from one of the band's videos.

A special promo interview will be serviced to press and radio while BMG Radio 1 will have exclusive interviews with Annie Lennox between March 18-21. From March 18 onwards, competitions will run on all independent local radio stations. No promo or concert tour are scheduled. Harwood concludes, "No, it is pure marketing. It is a fantastic opportunity to show the strength of marketing the BMG way."

SPOTLIGHT

DENMARK

Sko/Torp

- Signed to Sonet
- Publisher: Copyright Control
- New Album: On A Long Lonely Night, released on November 8 and peaking at no. 3, currently holding at no. 3.
- Recorded at Sonet Studio and East Sound, both in Copenhagen.
- Producer: Mats Ronander
- Marketing: A three-track radio promo CD has been released three weeks before the official release of the album.
- Danish tour from February till the end of August.
- European releases are planned, although nothing has yet been confirmed.

Sko/Torp are an Aarhus-based duo, featuring guitarist Palle Torp and singer Siren Sko. They received two national Grammys (best new act/best male singer) on February 23 for their debut album, which has already reached gold status (50,000 copies sold).

Although Torp is a well-established name on the Danish rock scene, he used to play with Thomas Helmig and Mel Pek--the new project made them instant domestic stars.

Sonet initially released a 3-track promo CD, including the album's title track, with the purpose of breaking the record on the radio. That plan worked, as Sko/Torp deliver a set of radio-friendly West Coast pop that has great crossover potential to other markets.

Although TV was initially reluctant, heavy radio airplay has helped the duo, who have recently appeared on national TV shows, including the prime-time talk programme, the "Michael Meyerheim Show".

Local broadcasters like the Copenhagen-based radio stations The Voice, Uptown FM and Sydsvenskan as well as Radio Viborg, Århus Nerradio, Radio Victor/Esbjerg and Radio Roskilde all played the record in heavy rotation.

Sonet is planning to release the record outside Denmark, although all offers are still being considered. The popularity of the band is still increasing: an initially planned Danish tour in February has already been expanded till the end of August.

UNITED KINGDOM

Railway Children

- Signed to Virgin worldwide
- Publisher: Ten Music
- Management: Sinclair/Manchester
- Album: Native Place released in June last year.
- New Single: Every Beat Of The Heart (starring on February 23, currently at no. 75 in the Coca-Cola Eurochart Hot 100 Singles
- Recorded at Town House/London
- Producer: Steve Lovell and Steve Power.
- Promotion: TV appearances on "Top Of The Pops" and "Wogan"; the video has been played on "Going Live" and the "Chart Show".
- European releases to be scheduled.

Justice at last, the re-release of last year's single Every Beat Of The Heart gave Wigan-based Railway Children their well-deserved first UK hit. The track is also featured on the band's second album Native Place, produced by Steve Powers and Steve Lovell (of Julian Cope, Holly Johnson and James fame). Frontman Gary Newby is a true all-rounder: apart from being the band's singer, guitarist and composer, he graduated as a graphic designer, and designed all their artwork. Apart from being influenced by early '80s Liverpool bands like Echo & The Bunnymen and The Teardrop Explodes, the band's music has a definite Byrds/REM touch to it. Melody is the keyword. Due to the band's success in the US—where the single reached no. 1 in Billboard's Post Modern Chart—it was re-released in the UK.


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

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

Music & Media March 16, 1991
THE DISCIPLINE AND THE ART

Creating Great Radio Commercials

FVO: It’s all right, here’s doctor now.
MVO1: (Briskly) Aha, and what have we here?
MVO2: (Extremely feebly, high, wavering voice) I’m a ‘weekly’ repayment, Doctor.
MVO1: I see, and what seems to be the trouble?
MVO2: It’s my APR, Doctor. It’s... it’s... MVO1: Well, let’s have a look then...

Now you have your arm round the listener’s shoulder, what do you do? Well, you would not go up to your friends in the pub, put your arm round their shoulders and shout in their ears. “Bloggs summer sale is now on”.

Radio has unique strengths, one of which is the ability to do the listener’s mind to do half the work for you.

"Repayments are now every month," the client explained. "Just change the word ‘weekly’ to ‘monthly’, and off we go.”

This client’s failure to understand how radio works beyond technicalities of the product and into the mind of the listener, is true, and depressingly common.

In what other medium could you conjure up a picture of an intangible thing like a finance repayment, make it come alive in an amusing way, and make it memorable?

In a few seconds, the writer, in this case Mike Bersin, gave something unpopular a little tangible thing like a finance repayment. That thought will be retained, or hers own mental picture of this thing and unthreating repayment. That will be retained, and the client’s message, that his financial deals are more meaningful than his competitors, will have hit home effectively.

Talking To A Friend
Radio is a one-to-one medium. A station may broadcast to a million people, but it is only ever talking to one person. He or she looks upon the radio as a friend, a companion, someone who is talking to him.

People take their radios to places they would not take anything else, like their bed, their bath, even the toilet. Their radio is the arm round the shoulder, the trusted whisper in the ear, and that makes the radio commercial the closest thing to the best form of advertising there is—word of mouth.

Be adventurous, be silly, be different—and you’ll be remembered.

I don’t like the colour, or the shape, or the way the headlights stick out. But if I play you a radio ad with emotive music, powerful sound effects and a smooth descriptive voice painting a picture, then your mind will automatically picture your ideal concept, it cannot help it. Your imagination will do half my job for me, you will already be feeling good about the product. When you are in the market for a new car, the least you will think is “let us go down and have a look at it”. This way the client has much less chance of losing the sale at the point of advertising.

And do this as far as possible. After all, radio is an entertainment medium. Listeners get useful news and information, but they tune in primarily to be entertained, so why should commercials be boring? Be adventurous, be silly, be different—you will be remembered.

Do not forget that with radio you have the unique opportunity for a double impact. First, you have a captive audience—if the radio is on they will hear your ad (unlike press, where they can turn the page, or TV, where they can zap to another channel). Second, you have a chance to stand out from the ads either side. If you get the message across in an amusing and different way, it will remain in the listener’s mind and work for you.

The Brief
Let us look at the most important

A station may broadcast to a million people, but it’s only ever talking to one person.

The goal is to get the potential consumer to remember a product and its benefits so that when they are in the market for it, they buy your client’s brand. Of course, all media are after memorability, but radio has unique strengths, one of which is the ability to get the listener’s mind to do half the work for you.

If I show you a picture of a car, either a photograph or on the TV, and I say this is your ideal car, this is the car you want, you are quite likely to say “no it isn’t, because they are listening anyway. What you do need to be memorable.

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A good car ad can do it in 20, why spread it out? Similarly, if you give the listener too much information at one time, their mind will overload and switch off.

Deciding The Length
How long should a radio commercial be? This is a much-discussed question to which the answer is usually, and wrongly, 30 seconds. If you need 40 or 50 seconds to get the message across, do not try and cram it into 30. Similarly, if you have to adjust the schedule to make it fit, do not. Never sacrifice the effectiveness of the ad to get more spots. Better to air a good ad 20 times than a bad ad 40 times—that is just 40 chances for the listener to be put off.

What to put in or leave out of a commercial is another subject for much thought. You will be under a lot of pressure from the client to include peripheral material which they consider important, but will confuse the message. One example is a car dealer who wants to put his car and truck-hire service into his ad about parts and MOT. Not only has vehicle-hire got nothing to do with parts and MOTs, but car-hire and truck-hire are totally separate markets so you are aiming at three different, completely separate sets of consumers.

Another example that baffles me is the insistence of clients who advertise concerts or shows by putting the ticket prices in, ie: "Elton John in concert on Friday the 25th. Tickets available now, £18.50, £16.50, £12.50 and £10.00 with concessions for students and senior citizens." What a load of unnecessary padding! If a listener wants to see Elton John in concert they will book a ticket anyway, at whatever price they are prepared to pay. If they do not want to see him, they certainly will not be persuaded by a list of prices. Much better to spend the valuable time playing more of Elton or repeating how and where to book tickets.

Good radio advertising is a continual fight with the client and with yourself to find a way of getting the listener to remember and feel good about the product or service. If you can entertain as well as inform and use radio’s special properties to the full, you will get it right most of the time.

Jonathan Booth has been writing and producing radio commercials for seven years, both in radio stations and freelance, and has won over a dozen international awards for radio advertising from London, New York, Chicago and Los Angeles. As creative director of Broadstar Creative Consultants, he divides his time between writing radio ads and undertaking creative consultancies for UK radio stations. Jonathan can be reached in the UK on + 44-(081)-673-7307.

Keys To Writing Good Radio Ads

Strict brief
• Be simple
• Be memorable
• Be entertaining
• Be different
• Write to effect, not time

Involving and educate the client
STATION REPORTS

UNITED KINGDOM

BBC Radio 1/London
Paul Robinson - Prog. Contr.

A List:
- Adele: "Easy On Me"
- Laura Whitmore: "Last Love"

B List:
- Jimi Hendrix: "Little Bird"
- Prince: "Let's Go Crazy"

CAPITAL RADIO/London
Richard Hall - Prog. Contr.

AD Mike & The Mechanics - Word Of Pat Shop Boys - Where The Simple Minds Let Me Be Idle
- Marie O'Conor: "What's It All About"

ATLANTIC 232/Guinness Meath Paul Parkinson - Head Of Music

A List: The Clash: Should I Stay Or
- DJ Snake: "Let Me Love You"
- Major Lazer: "Numbers"

B List:
- Bip Bip: "Don't Stop"
- The Weeknd: "Blinding Lights"

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

A List:
- Adele: "Easy On Me"
- Dua Lipa: "Levitating"

B List:
- Billie Eilish: "Happier Than Ever"
- Harry Styles: "As It Was"

PICCADILLY RADIO/Radio Manchester
Keith Pringle - Head Of Music - A List.

A List:
- Joss Stone: "Superwoman"
- John Legend: "Pepper"

B List:
- Yoko Ono: "Fdoa"
- The Beatles: "Hey Jude"

GLR/London
Travis Donna: "Head Of Music - A List.

A List:
- Modestep: "You"
- Major Lazer: "Yellow"

B List:
- J Balvin: "Soy"
- Bad Bunny: "Dinero"

SBM/Birmingham
Robin Valk - Head Of Music - A List.

A List:
- Billie Eilish: "When The Party's Over"
- The Weeknd: "Blinding Lights"

B List:
- Dua Lipa: "Levitating"
- Harry Styles: "As It Was"

SCOTLAND

RADIO Clyde/Glasgow
Max Dickson - Prog. Dir.

A List: A-Ha: "Early Morning"

B List:
- Lemonie: "I Got A Feeling"

SW Radio/Manchester
Brian Kelly - Head Of Music

A List:
- Take That: "Shine"
- Oasis: "Live Forever"

B List:
- The Smiths: "Reform"
- The Stone Roses: "I Am The Resurrection"

STATION REPORTS

Beautiful South - Let Love
Debbie Gibson: Anything Is
Alexander O'Neal: What's
Pat Monahan: Where The
Slinki Powder: "Let It Be"

A List: Adele: "Easy On Me"
- Laura Whitmore: "Last Love"

B List:
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SW Radio/Manchester
Brian Kelly - Head Of Music

A List:
- Take That: "Shine"
- Oasis: "Live Forever"

B List:
- The Smiths: "Reform"
- The Stone Roses: "I Am The Resurrection"
We are an international music company, already well established in the Dutch marketplace.

In order to consolidate our position, we are looking for a sales manager for our Dutch office.

This demanding role will require someone with:

- a thorough knowledge of national & international music markets
- solid commercial background
- several years of marketing experience
- good organisational skills
- excellent leadership qualities

Your application should contain C.V., business cards, relevant certificates, photographs, salary expectations and an indication of availability to commence duties.

Applicants will be dealt with in strict confidence.

Apply to: A. Jones

c/o Music & Media
Rijnbrugstraat 11
1059 A T AMSTERDAM

The Netherlands
### UNITED KINGDOM

**Singles**

- **The Simpsons** - Do The Bartman
- Madonna - Crazy For You
- Queen - Innuendo
- Fergie - ‘Gotta Get Back My Bass’
- Vanilla Ice - Ice Ice Baby
- Whitney Houston - I’m Your Baby Tonight
- J. Travolta & O. Newton-John - Grease Megamix
- Chris Isaak - Wicked Game

**Albums**

- Madonna - The Immaculate Collection
- N.W.A. - Straight Outta Compton
- Queen - Innuendo
- Whitney Houston - The Bodyguard
- Elton John - Dancing In The Dark

![Top 10 Singles](image1)

### FRANCE

**Singles**

- Sogna - Sogna Part 1
- C&C Music Factory - Gonna Make You Sweat
- Queen - Innuendo
- Enigma - Sadeness Part 1
- Scorpions - Wind Of Change
- Sting - Crazy

**Albums**

- Yellow Magic Orchestra - Techno Parade
- Phil Collins - Music & Media March 1991
- Queen - Innuendo
- Madonna - Before The Dawn
- Sting - The Soul Cages

![Top 10 Singles](image2)

### ITALY

**Singles**

- Enigmas - Sogna Part 1
- C&C Music Factory - Gonna Make You Sweat
- Scorpions - Wind Of Change
- Chico & Roberta - Natal
- Benny B - CuDeCaCu/Fate Made It
- Felix Gray & Dikirkebien - Il Fatastico Le Forze
- Thierry Hazard - Parole Psichedeliche
- Assia - Il Sogno
- Frederic François - EnCeDeQue Tu Te SavaCe Soir
- Donna D’Anna - Latin America

**Albums**

- Enigma - Sogna Part 1
- Jean-Jacques Goldman - Fredericis, Goldiis & Jeses
- Scorpions - Crazy World
- Roger McGuinn - Back From Rio
- Lillo Dallai - All’Asso
- Enigma - The Harold
- Sting - The Soul Cages
- Benny B - Album
- Phil Collins - Serious Hits, Live!

![Top 10 Singles](image3)

### SWEDEN

**Singles**

- Televise - On A Bjoornas Quita/Un Avec Toi
- Enigma - Sadeness Part 1
- B.B. & Jerome - 'Enno Torn Pocket
- Enigma - MCMXC A.D.
- Sting - Crazy
- Benny B - CuDeCaCu/Fate Made It
- Enigma - Sadeness Part 1
- Chris Isaak - Wicked Game
- Enigma - The Harold

**Albums**

- Televise - Music From Twin Peaks
-'n
- Sting - The Soul Cages
- Benny B - Album
- B.B. & Jerome - 'Enno Torn Pocket
- Enigma - Sadeness Part 1
- Chris Isaak - Wicked Game
- Polar - With A Baby
- Roger McGuinn - Back From Rio
- Low Budget Blues Band - Low Budget Blues Band

![Top 10 Singles](image4)

### DENMARK

**Singles**

- Cut'n'Move - Take No Crap
- Heaven 17 - The Peace Choir
- KLF - 3 A.M. Eternal
- J. Travolta & O. Newton-John - Grease Megamix
- 25:1 Kaj - All Brotheren

**Albums**

- Gainsbourg - Kidd Kraddick Is Here
- Enigma - MCMXC A.D.
- Enigma - Sadeness Part 1
- Enigma - MCMXC A.D.
- Benny B - Wicked Game
- Queen - Innuendo
- Phil Collins - Serious Hits, Live!

![Top 10 Singles](image5)

### HOLLAND

**Singles**

- Seal - Crazy
- Enigma - Sadeness Part 1
- Chris Isaak - Wicked Game
- Gloria Estefan - Into The Light
- Phil Collins - Serious Hits, Live!
- Soundtrack - Grease
- Whitney Houston - All Right Now
- The Police - Their Greatest Hits
- Julio Iglesias - Staying Power

**Albums**

- Queen - Innuendo
- Sting - The Soul Cages
- Queen - Innuendo
- Chris Isaak - Wicked Game
- Gloria Estefan - Into The Light
- Phil Collins - Serious Hits, Live!
- Soundtrack - Grease
- Enigma - Sadeness Part 1

![Top 10 Singles](image6)

### NORWAY

**Singles**

- The Simpsons - Do The Bartman
- Inner Circle - Bad Boys
- Enigma - Sadeness Part 1
- Seal - Crazy
- Enigma - MCMXC A.D.
- Roxette - Joyride
- Inner Circle - Bad Boys
- Enigma - MCMXC A.D.
- Chris Rea - Auberge

**Albums**

- Elton John - The Very Best Of
- Chris Rea - Auberge
- Queen - Innuendo
- Madonna - The Immaculate Collection
- Sting - The Soul Cages
- Roxette - Joyride
- Phil Collins - Serious Hits, Live!
- Chris Rea - Auberge
- Scorpions - Wind Of Change

![Top 10 Singles](image7)

### SWITZERLAND

**Singles**

- C&C Music Factory - Gonna Make You Sweat
- Enigma - MCMXC A.D.
- Seal - Crazy
- Milli Vanilli - Keep On Running
- Enigma - Sadeness Part 1
- J.J. Travolta & O. Newton-John - Grease Megamix
- Jan Eggen - Undernets
- C.C. Cowboys - Rock Till You Rattle
- Scorpions - Wind Of Change
- B.B. & Jerome - 'Enno Torn Pocket

**Albums**

- Queen - Innuendo
- Enigma - Sadeness Part 1
- Enigma - Sadeness Part 1
- Queen - Innuendo
- Scorpions - Wind Of Change
- Benny B - Album
- Queen - Innuendo
- Scorpions - Wind Of Change
- Enigma - MCMXC A.D.

![Top 10 Singles](image8)

### AUSTRIA

**Singles**

- The Righteous Brothers - Unchained Melody
- Dr. Alban - Hello Alaska
- Enigma - Sadeness Part 1
- Milli Vanilli - Keep On Running
- Black Box - Ice Ice Baby
- Jazz Gill - Krok Di Net
- Jimmy Somerville - To Love Somebody
- C&C Music Factory - Gonna Make You Sweat
- Kim Appleby - Don’t Worry

**Albums**

- Elton John - The Very Best Of
- Sting - The Soul Cages
- Queen - Innuendo
- Benny B - Album
- Dr. Alban - Hello Alaska
- Enigma - Sadeness Part 1
- Queen - Innuendo
- Queen - Innuendo
- Queen - Innuendo
- Queen - Innuendo

![Top 10 Singles](image9)

### GREECE

**Singles**

- Enigma - Sadeness Part 1
- C&C Music Factory - Gonna Make You Sweat
- Scorpions - Wind Of Change
- Chris Isaak - Wicked Game
- Madonna - 'On The Floor
- Sting - The Soul Cages
- Queen - Innuendo
- Queen - Innuendo
- Enigma - Sadeness Part 1
- Ili Fout Laisser Le Temps

**Albums**

- Enigma - Sadeness Part 1
- Enigma - MCMXC A.D.
- Motorhead - 1916
- Enigma - MCMXC A.D.
- Queen - Innuendo
- Gloria Estefan - Into The Light
- Enigma - MCMXC A.D.
- Queen - Innuendo
- Roberto Blanco - Enigma
- M.C. Hammer - Please Don't Hurt 'Em

![Top 10 Singles](image10)
## NATIONAL AIRPLAY

### UNITED KINGDOM

Most played records on BBC stations and major independents.

<table>
<thead>
<tr>
<th>ARTIST/ARTWORK</th>
<th>TITLE</th>
<th>ORIGINAL LABEL (PUBLISHER)</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1) George Michael - Faith</td>
<td>Faith</td>
<td>Polydor</td>
</tr>
<tr>
<td>(2) Depeche Mode - Enjoy the Silence</td>
<td>Enjoy the Silence</td>
<td>Sire/Interscope</td>
</tr>
<tr>
<td>(3) The nearest</td>
<td>The nearest</td>
<td>RCA</td>
</tr>
<tr>
<td>(4) The nearest</td>
<td>The nearest</td>
<td>RCA</td>
</tr>
<tr>
<td>(5) The nearest</td>
<td>The nearest</td>
<td>RCA</td>
</tr>
<tr>
<td>(6) The nearest</td>
<td>The nearest</td>
<td>RCA</td>
</tr>
<tr>
<td>(7) The nearest</td>
<td>The nearest</td>
<td>RCA</td>
</tr>
<tr>
<td>(8) The nearest</td>
<td>The nearest</td>
<td>RCA</td>
</tr>
<tr>
<td>(9) The nearest</td>
<td>The nearest</td>
<td>RCA</td>
</tr>
<tr>
<td>(10) The nearest</td>
<td>The nearest</td>
<td>RCA</td>
</tr>
</tbody>
</table>

### GERMANY

Most played records on the NRJ station.

<table>
<thead>
<tr>
<th>ARTIST/ARTWORK</th>
<th>TITLE</th>
<th>ORIGINAL LABEL (PUBLISHER)</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1) Elvis Presley - The King</td>
<td>The King</td>
<td>RCA Records</td>
</tr>
<tr>
<td>(2) The Jackson 5 - I Want You Back</td>
<td>I Want You Back</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(3) The Jackson 5 - I Want You Back</td>
<td>I Want You Back</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(4) The Jackson 5 - I Want You Back</td>
<td>I Want You Back</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(5) The Jackson 5 - I Want You Back</td>
<td>I Want You Back</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(6) The Jackson 5 - I Want You Back</td>
<td>I Want You Back</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(7) The Jackson 5 - I Want You Back</td>
<td>I Want You Back</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(8) The Jackson 5 - I Want You Back</td>
<td>I Want You Back</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(9) The Jackson 5 - I Want You Back</td>
<td>I Want You Back</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(10) The Jackson 5 - I Want You Back</td>
<td>I Want You Back</td>
<td>Epic Records</td>
</tr>
</tbody>
</table>

### SPAIN

Most played records on Cadena 100.

<table>
<thead>
<tr>
<th>ARTIST/ARTWORK</th>
<th>TITLE</th>
<th>ORIGINAL LABEL (PUBLISHER)</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1) Turquía - Así Esta La Noche</td>
<td>Así Esta La Noche</td>
<td>Polydor</td>
</tr>
<tr>
<td>(2) Los del Pino - Eres mi Todo</td>
<td>Eres mi Todo</td>
<td>RCA</td>
</tr>
<tr>
<td>(3) Los Palancas - Para Ti</td>
<td>Para Ti</td>
<td>Ariola</td>
</tr>
<tr>
<td>(4) Los Palancas - Para Ti</td>
<td>Para Ti</td>
<td>Ariola</td>
</tr>
<tr>
<td>(5) Los Palancas - Para Ti</td>
<td>Para Ti</td>
<td>Ariola</td>
</tr>
<tr>
<td>(6) Los Palancas - Para Ti</td>
<td>Para Ti</td>
<td>Ariola</td>
</tr>
<tr>
<td>(7) Los Palancas - Para Ti</td>
<td>Para Ti</td>
<td>Ariola</td>
</tr>
<tr>
<td>(8) Los Palancas - Para Ti</td>
<td>Para Ti</td>
<td>Ariola</td>
</tr>
<tr>
<td>(9) Los Palancas - Para Ti</td>
<td>Para Ti</td>
<td>Ariola</td>
</tr>
<tr>
<td>(10) Los Palancas - Para Ti</td>
<td>Para Ti</td>
<td>Ariola</td>
</tr>
</tbody>
</table>

### HOLLAND

Most played records on national pop station Radio 5.

<table>
<thead>
<tr>
<th>ARTIST/ARTWORK</th>
<th>TITLE</th>
<th>ORIGINAL LABEL (PUBLISHER)</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1) The Rolling Stones - Havana Moon</td>
<td>Havana Moon</td>
<td>Blue Horizon/ABKCO Records</td>
</tr>
<tr>
<td>(2) The Rolling Stones - Havana Moon</td>
<td>Havana Moon</td>
<td>Blue Horizon/ABKCO Records</td>
</tr>
<tr>
<td>(3) The Rolling Stones - Havana Moon</td>
<td>Havana Moon</td>
<td>Blue Horizon/ABKCO Records</td>
</tr>
<tr>
<td>(4) The Rolling Stones - Havana Moon</td>
<td>Havana Moon</td>
<td>Blue Horizon/ABKCO Records</td>
</tr>
<tr>
<td>(5) The Rolling Stones - Havana Moon</td>
<td>Havana Moon</td>
<td>Blue Horizon/ABKCO Records</td>
</tr>
<tr>
<td>(6) The Rolling Stones - Havana Moon</td>
<td>Havana Moon</td>
<td>Blue Horizon/ABKCO Records</td>
</tr>
<tr>
<td>(7) The Rolling Stones - Havana Moon</td>
<td>Havana Moon</td>
<td>Blue Horizon/ABKCO Records</td>
</tr>
<tr>
<td>(8) The Rolling Stones - Havana Moon</td>
<td>Havana Moon</td>
<td>Blue Horizon/ABKCO Records</td>
</tr>
<tr>
<td>(9) The Rolling Stones - Havana Moon</td>
<td>Havana Moon</td>
<td>Blue Horizon/ABKCO Records</td>
</tr>
<tr>
<td>(10) The Rolling Stones - Havana Moon</td>
<td>Havana Moon</td>
<td>Blue Horizon/ABKCO Records</td>
</tr>
</tbody>
</table>

### AUSTRIA

Most played records on Hörch Zeit.

<table>
<thead>
<tr>
<th>ARTIST/ARTWORK</th>
<th>TITLE</th>
<th>ORIGINAL LABEL (PUBLISHER)</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1) The String Cheese Incident - Viva La Ruta</td>
<td>Viva La Ruta</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(2) The String Cheese Incident - Viva La Ruta</td>
<td>Viva La Ruta</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(3) The String Cheese Incident - Viva La Ruta</td>
<td>Viva La Ruta</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(4) The String Cheese Incident - Viva La Ruta</td>
<td>Viva La Ruta</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(5) The String Cheese Incident - Viva La Ruta</td>
<td>Viva La Ruta</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(6) The String Cheese Incident - Viva La Ruta</td>
<td>Viva La Ruta</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(7) The String Cheese Incident - Viva La Ruta</td>
<td>Viva La Ruta</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(8) The String Cheese Incident - Viva La Ruta</td>
<td>Viva La Ruta</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(9) The String Cheese Incident - Viva La Ruta</td>
<td>Viva La Ruta</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(10) The String Cheese Incident - Viva La Ruta</td>
<td>Viva La Ruta</td>
<td>Epic Records</td>
</tr>
</tbody>
</table>

### SWITZERLAND

Most played records on SRF 2.

<table>
<thead>
<tr>
<th>ARTIST/ARTWORK</th>
<th>TITLE</th>
<th>ORIGINAL LABEL (PUBLISHER)</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1) The String Cheese Incident - Viva La Ruta</td>
<td>Viva La Ruta</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(2) The String Cheese Incident - Viva La Ruta</td>
<td>Viva La Ruta</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(3) The String Cheese Incident - Viva La Ruta</td>
<td>Viva La Ruta</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(4) The String Cheese Incident - Viva La Ruta</td>
<td>Viva La Ruta</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(5) The String Cheese Incident - Viva La Ruta</td>
<td>Viva La Ruta</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(6) The String Cheese Incident - Viva La Ruta</td>
<td>Viva La Ruta</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(7) The String Cheese Incident - Viva La Ruta</td>
<td>Viva La Ruta</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(8) The String Cheese Incident - Viva La Ruta</td>
<td>Viva La Ruta</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(9) The String Cheese Incident - Viva La Ruta</td>
<td>Viva La Ruta</td>
<td>Epic Records</td>
</tr>
<tr>
<td>(10) The String Cheese Incident - Viva La Ruta</td>
<td>Viva La Ruta</td>
<td>Epic Records</td>
</tr>
</tbody>
</table>

### NATIONAL AIRPLAY

The European Airplay Top 50 is compiled from the individual national airplay charts below. Charts are indicative and monitored airplay is expected for the following week.

<table>
<thead>
<tr>
<th>ARTIST/ARTWORK</th>
<th>TITLE</th>
<th>ORIGINAL LABEL (PUBLISHER)</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1) Chris Isaak - Wicked Game</td>
<td>Wicked Game</td>
<td>Reprise Records</td>
</tr>
<tr>
<td>(2) Rick Astley - Never Gonna Give You Up</td>
<td>Never Gonna Give You Up</td>
<td>CBS Records</td>
</tr>
<tr>
<td>(3) George Michael - Faith</td>
<td>Faith</td>
<td>Polydor</td>
</tr>
<tr>
<td>(4) Madonnna - Like a Virgin</td>
<td>Like a Virgin</td>
<td>Sire Records</td>
</tr>
<tr>
<td>(5) Culture Club - Do That Thing</td>
<td>Do That Thing</td>
<td>Epic Records</td>
</tr>
</tbody>
</table>

M&M's National Airplay charts reflect the 20 songs receiving the most airplay in each country listed. The individual charts are compiled by various media controllers and research organisations, based on reports from participating stations representing various formats. These charts are combined and weighted to comprise the European Airplay Top 50 each week.

M&M also surveys nearly 100 contemporary music stations to develop the comprehensive Hot Album chart, which can be found on page 18. That chart and its related statistics detail single-focused airplay at stations specifically targeting 12-34 year-olds on a full-time or part-time basis.
<table>
<thead>
<tr>
<th>ARTIST</th>
<th>TITLE</th>
<th>ORIGINAL LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Queen</td>
<td>Immortal - EMI</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>Sting</td>
<td>The Soul Cages - A&amp;M</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>Coldplay</td>
<td>SeriousActs...Live! - Virgin/WEA</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>Elton John</td>
<td>The Very Best Of...Rock &amp; Roll</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>Chris Rea</td>
<td>Auberge - East West</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>Chris Isaak</td>
<td>Wicked Game - Reprise</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>Gloria Estefan</td>
<td>Into The Light - Epic</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>Madonna</td>
<td>The Immaculate Collection - Sire</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>Oleta Adams</td>
<td>Circle Of One - Fontana</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>Vanilla Ice</td>
<td>To The Extreme - SBK</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>AC/DC</td>
<td>The Razors Edge - Atlantic</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>Rick Astley</td>
<td>Never Again - RCA</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>Tanita Tikaram</td>
<td>Everyday's An Angel - East West</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>Scorpions</td>
<td>Crazzy World - Mercury</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>Free</td>
<td>The Best Of Free - Free All Right Now - Island</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>Thin Lizzy</td>
<td>Definitive - The Very Best Of Thin Lizzy - Vertigo</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>The Simpsons</td>
<td>The Simpsons Sing The Blues - Geffen</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>M.C. Hammer</td>
<td>Please Hammer Don't Hurt Em - Capitol</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>New Kids On The Block</td>
<td>No More Games (The Remix Album) - Columbia</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>Cerrones/Domingo/Pavorotto</td>
<td>In Concert - Decca</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>Soundtrack - Werner Beinhart</td>
<td>Werner Beinhart - Polydor</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>Status Quo</td>
<td>World Power - logic/Ariola</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>INXS</td>
<td>X-Mercy</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
<tr>
<td>Vaya Con Dios</td>
<td>Night Owls - Ariola</td>
<td>UK.D.N.E.A.C.H.F.S.F.N.Ir</td>
</tr>
</tbody>
</table>
Janet A Virgin?

It appears that rumours are heating up that Janet Jackson is finally leaving A&R Records and signing a deal with Virgin Records. Unconfirmed reports put the price tag for the artist at a guaranteed US$7 million per record. That's in the ballpark with a US$50 million total deal cost which has been speculated for some six months now. Her last LP was the four-sided contract with A&M, and it's been well known that she was ready to make a switch.

Indie Watch

Looks like Terry Ellis's Imago Recording Company has lined up its management team. Signing on are Kent Hyman as US VP of A&R and Lauren Bromley as UK A&R director. The newest indie currently has two acts signed: the UK's King of Foods and Baby Animals in Australia.

More Russian MTV

MTV Europe inked its first cable exclusive deal in Leningrad. The satellite music channel will be beamed to 130,000 homes, or about 500,000 viewers. It's a hard currency deal, says CEO Bill Heydon. No vodkas involved. Roedly will be traveling to Leningrad to finalise the deal and have dinner with the city's mayor as well.

As a result of the move, MTV is now revamping its agreement with Gosteleradio, on which it is rebroadcast. That deal could be phased out if the cabler of Leningrad hits targets. To celebrate the deal, MTV mailed mini bottles of Stolichnaya vodka to the press. Cheers & Hi!

Level 42 Switch

Like we ventured in switch 52 of The Record, Level 42 have left Polydor and moved over to RCA. The band were with the label for 11 years.

AWOL

Not turning up to collect music awards seems to be turning into quite a trend. The latest star to follow in the footsteps of Sinead O'Connor and MC Hammer is Denmark's Hanne Boel, who despite picking up a bucketful of local Grammys (see page 8) didn't bother to go to the Copenhagen ceremony.

Was it a political protest or fear of flying that kept her away? Apparently neither. Boel, it seems, had more pressing engagement—a gig for a couple of hundred tourists at a Kenyan safari hotel, to be exact.

Jazz & Gilles

Jazz FM/London has reinstated Gilles Peterson. Reportedly, he was only under "suspension".

Bits & Pieces

Is a leading French media company talking with US bankers about expansion plans?... The deal market in Scotland is starting to heat up we hear. Contrary to beumed rumours, we hear a UK radio operator does not plan to sell its Continental radio stations. A German exec hot under the collar about the missing and/or misplaced ad spots at some radio station?... Which German private radio station is no. 1 in ad billings?... Is the Danish Government about to enter the networking?... Which label in Italy grabbed the chart topper?... What country is dropping the sales requirements for gold record?

News Flash

Jeff Young, formerly director of A&R at M&M Records in the UK, has taken over the newly-created job of A&R for MCA Records UK.

Lastly, looks like Crown Communications is really on selling non-core assets, a M&M was going to press, the company sold its 24% stake in Southern Radio Holdings for £37.8 million. It was sold to Lord Levenson of Chiltern and Southern. That should help trim Crown's debt.

Capital

(continued from page 1)

Another major holder of Capital has sold its stake. On November 27, 1990, the bank's nominee division held 13.56% of the station on behalf of clients. A Barclays spokesperson says it would be up to individual customers to decide how to react to any bid for or change of ownership at Capital.

Havas subsidiary Information Et Publicite (IP), the sales house for RTL's European stations, is which is in talks to buy 51% of holding company Dominfast Investments. Dominfast in turn owns 16% of Capital.

For The Record

In our March 2 issue we inadvertently reported that Sonet Records was not a member of IFPI Sweden. In fact, the reference should have been to Sonet's non-membership of Swedish independent labels association SOM.

Sonet has been an IFPI member for over 30 years, and chairman Dag Haeggqvist is a board member of both IFPI Sweden and the international IFPI.

In our March 9 story on French advertising revenue, the data in the table were nominal figures estimated by Secodip, not Carat Radio as originally reported. Also, the figures do not necessarily represent actual revenues. Secodip's method is to count spots broadcast on stations, and match them with the official advertising rates. They do not take into account discounts that may arise between advertisers and sales departments, although observers consider them reliable as an indicator of trends.

M&M regrets the errors.

Radio

(continued from page 1)

being spent later in the year. "We have noticed that advertising is starting to take off again. It's not back to normal yet, but I expect that all our projections for 1991 as a whole will come good by year-end."

While radio is reversing war-time music programming changes (M&M January 26/Febuary 2), a swing toward an increased news/talk format is also there. For the time being, we intend to keep these.

In the UK, BBC Radio 1 has returned to normal programming after the station's controllers spoke with Judy Lawton. "While the war was on, we decided to broadcast 24 hours. We have now reverted back to going off-air from 02:00 until 05:00..."

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On January 15 the station abandoned a "super-size" programming in favour of a 24-hour rolling news magazine "Antenne Bayern Reports", with minimal use of music. Comments station news editor Uwe Frigge, "We have the impression that listeners felt bored with the war after the first four days. There was a demand to hear more sports and local news."

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