

# MUSIC & MEDIA

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Europe's Music Radio Newsweekly . Volume 8 . Issue 16 . April 20, 1991 . £ 3, US\$ 5, ECU 4

## DISPUTE GROWS

### Sony Joins Kiss Kiss Boycott

Seven more major record companies—EMI, CGD, PolyGram, WEA, Sony Music and Ricordi—have joined Virgin Records in stopping all co-operation with Radio Kiss Kiss, the Naples-based national network station. (Sony Music only made its announcement at press time.)

The action by the majors was agreed at the recent AFI/Italy (IFPI) meeting. All AFI affiliate members are required to comply with the decision and Ernesto Magnani, GM of the association, told M&M, "The whole industry is indignant at the behaviour of the station."

The station (Italy's seventh-largest network with 1.28 million listeners) has sent a letter to other broadcasters in the private sector for solidarity.

For more about the controversy, see page 10.)



**EAST MEETS WEST** — MTV Europe MD/CEO Bill Roedy (r) hands Lithuanian president Vytautas Landsbergis a piece of the Berlin Wall signifying a continuing breakdown of the barriers between the Soviet Union and Europe. Roedy was visiting the country during his trip to sign a deal to provide MTV on Soviet cable and satellite systems.

## FIRST-QUARTER REPORT

### Enigma, Roxette Top EHR, Eurochart

by Jeff Green

Enigma's *Sadness Part 1* and Roxette's *Joyride* stand out as the biggest records so far in 1991, according to singles research based on the Coca-Cola Eurochart Hot 100 and M&M's European Hit Radio airplay activity during the first quarter of 1991.

Enigma held the no. 1 position on the Eurochart for nine weeks, and also tied for "Most Weeks In The EHR Top 25" with 11 weeks.

Meanwhile, *Joyride* was the only song to be crowned no. 1 on both the Eurochart and EHR Top 25.

The four no. 1 Eurochart singles all come from artists of different countries. Along with Sweden's Roxette and Germany's Enigma were American Vanilla Ice's *Ice Ice Baby* and the UK's Seal with *Crazy*.

Reaching no. 1 in EHR were six others besides Roxette. Only one of them was by a female,

(continues on page 30)

### Labels Hold Back On Owning Radio

by Paul Andrews

Europe's first station to be controlled by a record company, Radio Bonton/Prague, is likely to remain a unique curiosity after it goes on air this summer, an M&M industry survey reveals.

Although many Western record firms see a stake in radio as an attractive addition to their businesses, awareness of a potential conflict of interest confines their investments to minority holdings. Stations are happy to keep it that way.

Leading current holdings: Virgin Broadcasting's 28% stake in Kiss FM/London, Sony Music France's 20% participation in both the Cherie FM and Metropolis networks, and the 10% shares held by BMG and PolyGram in Germany's Klassik Radio. Virgin

and PolyGram France have also invested some FF3 million (app. US\$520,000) each in Oui FM/Paris, convertible into 17% shareholdings this July.

(continues on page 30)

## Cassingles Reborn On The Continent; Rollout Planned

by the M&M Staff

The cassingle lives again in continental Europe. The two-track cassette format is now set for a relaunch in France and Belgium following the runaway success of a Dutch test promotion campaign in 200 retail outlets currently running since March 1.

IFPI Belgium's campaign for the format begins on May 1,

while SNEP (IFPI France) launches its cassingle promo in June. Both will follow the model set by the current Dfl 350,000 (app. US\$182,000) campaign backed by NVPI (IFPI Holland) and managed by Dutch soundcarrier promotion association CPG. That campaign has seen cassingle sales rise from almost zero to around 7,000 per week in its first month.

The national IFPIs see the cas-

single relaunch as a way of reviving the declining singles markets. In Holland, singles sales dropped from nine million units in 1988 to six million (including 3.5 million CD-singles) in 1990. In France, the fall has been from 42.5 million units to 26.5 million units, and is officially described by SNEP as "worrying". At FF350 million (app. US\$61 mil-

(continues on page 30)

### No. 1 in EUROPE

**European Hit Radio**  
ROD STEWART  
*Rhythm Of My Heart*  
(Warner Brothers)

**Eurochart Hot 100 Singles**  
ROXETTE  
*Joyride*  
(EMI)

**European Top 100 Albums**  
EURYTHMICS  
*Greatest Hits*  
(RCA)

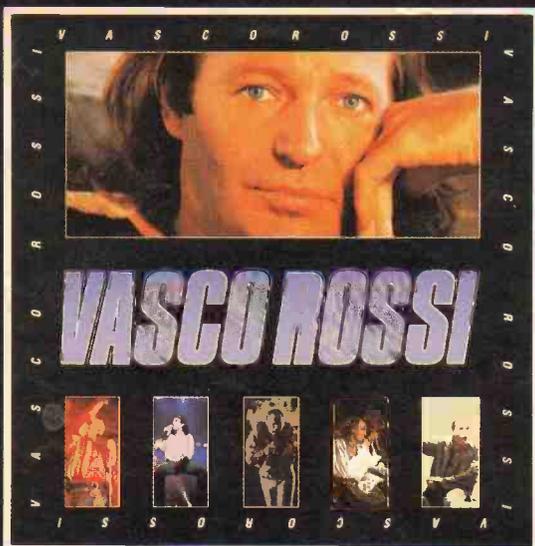
KING  
OF  
BONGO

MIANO NEGRA  
NEW ALBUM



# VASCO ROSSI

The Album... The Tour



CD/LP/MC "VASCO ROSSI"  
7962862/1/4



7"/12"/CD single "LIBERI... LIBERI"  
1188507/6/2

## EUROPEAN TOUR

20.04.91	WOLFSBURG	GERMANY
21.04.91	MANNHEIM	GERMANY
24.04.91	LUDWIGSBURG	GERMANY
25.04.91	MUNICH	GERMANY
28.04.91	GRAZ	AUSTRIA
29.04.91	INNSBRUCK	AUSTRIA
02.05.91	VIENNA	AUSTRIA
04.05.91	COLOGNE	GERMANY
10.05.91	LAUSANNE	SWITZERLAND
11.05.91	BIENNE	SWITZERLAND
12.05.91	ZURICH	SWITZERLAND
15.05.91	NICE	FRANCE
17.05.91	PARIS	FRANCE
19.05.91	BRUSSELS	BELGIUM
21.05.91	UTRECHT	HOLLAND
22.05.91	LONDON	UK
25.05.91	MADRID	SPAIN
26.05.91	BARCELONA	SPAIN

# OUT NOW IN EUROPE

EMI

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**Who's No. 1  
in EHR  
This Week?  
MUSIC  
& MEDIA**  
See page 24.

## Power Station Goes Dark; Investors Absent

by Hugh Fielder

The Power Station, the UK satellite music TV channel, has so far yet to find a new investor to replace British Sky Broadcasting.

The station ceased broadcasting on the Marcopolo satellite last week. Comments Palace group co-chairman Nik Powell, "I have been unable to conclude negotiations with the people I have been talking to in time. But I am still very much in discussions with the same people."

One of the two entertainment conglomerates Powell has been talking to is believed to be PolyGram, which is already partnering with Palace in a UK commercial TV licence bid. Powell says he would like to relaunch The Power Station on the Astra satellite this autumn.

Meanwhile, the company has laid off 80 employees and has reduced the Power Station to a skeleton staff of five people, including MD Don Ayteo.

**Who's No. 1  
in European  
Top 100 albums  
This Week?**

See page 28.

# EMI Turns In Impressive First Quarter

by Machgiel Bakker

EMI Records UK is successfully selling its artists into Europe. During the first quarter, the label charted 54% more singles in M&M's Coca-Cola Eurochart Hot 100 Singles, compared to the same quarter last year. Eleven singles charted in the first quarter of 1990, of which only one reached the top 30. This year there were 17 singles in the top 100, with nine reaching top 30.

Especially successful were releases by EMF (*Unbelievable, I Believe*), Kim Appleby (*Don't Worry, G.L.A.D.*) and Queen (*Innuendo*).

EMI's share of album achievement has increased by 40%. Out of 10 albums, seven reached the top 30 in the European Top 100 Albums (1990: 10-5). The best-selling album for EMI is Queen with the million-seller *Innuendo*, which is currently no. 1 in the top 100 for the sixth week in a row. Other best sellers include Paul McCartney's *Tripping The Live Fantastic*, Jesus Jones's *Doubt*

and Cliff Richard's *From A Distance (The Event)*.

EMI Records (UK) director international artist development John Briley says a lot of the success comes down to strategic planning. "With Europe getting

smaller, trying to get your manufacturing synchronised is the hardest part. We work very hard to control our product launch from a global perspective."

Also, radio's attitude has changed, notes Briley. "They take

far more risks and are willing to support new talent. If you look at M&M's EHR Top 25 chart you'll see such a real spread. Who would have thought a year ago that hit radio would accept new bands like Jesus Jones or EMF?"



**SAVE THE FORESTS** — Meeting backstage during the Rainforest Foundation's benefit concert on March 10 at Carnegie Hall in New York are the event's producer Trudie Styler (Sting's wife), Caetano Veloso, host Sting, Gilberto Gil, and Antonio Carlos Jobim. (Photo: Miguel Rajmil)

## Breakthrough Time?

Will last year's critically acclaimed artists deliver million-sellers this time? Two Virgin signings, the US's Lenny Kravitz and France's Mano Negra, have both released long-awaited follow-up albums.

Hoping to cross borders are Kravitz, with his second album, *Mama Said*, and Mano Negra with their third, *King Of Bongo*.

Promising act Massive—formerly Massive Attack—launch their debut album *Blue Lines* on Circa.

Seal's self-titled debut album is also out, as well as Temper Temper, who provide a fine mixture of soul and dance. Princess Stephanie of Monaco shows her talents for the first time on a full-length album.

This week also heralds the return of well-respected singers Pat Benatar (*True Love*) on Chrysalis, Alison Moyet (*Hoodoo*) on Columbia and Sheena Easton (*What Comes Naturally*) on MCA.

## Upcoming Album Releases

Artist	Title	Label	Producer
The Alarm	<i>Raw</i>	IRS	The Alarm
Pat Benatar	<i>True Love</i>	Chrysalis	Neil Giraldo
Boogie Down Productions	<i>Live Hardcore Worldwide</i>	Jive	KRS-1
Sheena Easton	<i>What Comes Naturally</i>	MCA	Various
Goodbye Mr. MacKenzie	<i>Goodbye Mr. MacKenzie</i>	Radioactive	Various
Lavine Hudson	<i>Between Two Worlds</i>	Ten	Rhett Lawrence
Holly Johnson	<i>Dreams That Money Can't Buy</i>	MCA	Various
Lenny Kravitz	<i>Mama Said</i>	Virgin	Lenny Kravitz
Little Angels	<i>Little Angels</i>	Polydor	J. Bobarton/A. Paul
Lomax	<i>1001 Nights</i>	ZTT/WEA	Trevor Horn
Mano Negra	<i>King Of Bongo</i>	Virgin	Mano Negra/M. Wallis
Will T. Massey	<i>Will T. Massey</i>	MCA	R. Bitton/T. Panunzio
Massive	<i>Blue Lines</i>	Circa	Massive/J. Dollar
MC Buzz B	<i>Words Escape Me</i>	Polydor	MC Buzz B/C. Adeslie
Alison Moyet	<i>Hoodoo</i>	Columbia	Various
Nize Boys	<i>Songs From The Living Room</i>	Metronome	Peter Richter
Elaine Paige	<i>Love Can Do That</i>	RCA	Dennis Lambert
Paige Dee	<i>Letting Off Steam</i>	Arista	Various
Rainbirds	<i>Two Faces</i>	Mercury	Rainbirds
The Real People	<i>The Real People</i>	Columbia	S. Street/P. Hardiman
Red Box	<i>Mafive</i>	East West	Various
Terry Ronald	<i>Roma</i>	MCA	H. Goldberg/J. Biondelli
Seal	<i>Seal</i>	ZTT/WEA	Trevor Horn
Del Shannon	<i>Rock On</i>	Silverstone	J. Lynne/T. Petty
Simple Minds	<i>Real Life</i>	Virgin	Steve Lipton
Stephanie	<i>Stephanie</i>	WTG/Epic	M. Verdick/R. Bloom
Temper Temper	<i>Temper Temper</i>	Ten	Temper Temper
Ruby Turner	<i>The Other Side</i>	Jive	Womack & Womack
Daryl Way	<i>Under The Sky</i>	IRS	Daryl Way

European album releases for the month of April. Please send your information to Robert Tilli before April 19 for inclusion in the next release schedule (issue 18). Fax (31) 20 669 1951.

## MUSIC & MEDIA BUSINESS CALENDAR

- April 21-24 - Broadcast Financial Management Association, Century Plaza Hotel, Los Angeles, US.
- April 22-23 - Rundfunk Dialog 91, Hotel Intercontinental Stuttgart, Germany. Tel: +49 711 649 580.
- April 23 - UK Radio In The 1990s, Hilton Hotel, Park Lane, London, UK. Tel: +44 71 824 8257
- April 23-25 - Interchance Music Market, Cityshow Palace, Kiev, Ukraine, USSR. Tel: +7 95 238 4600.
- April 29 - Sony Radio Awards, Grosvenor House Hotel, London, UK. Tel: +44 71 723 0106
- April 30-31 - Deutscher Kommunikationstag, Berlin, Germany. Tel: +49 228 444 560.
- 8-11 May - 3rd International Broadcasting Convention For Radio And TV, New Exhibition Park, Madrid, Spain. Tel: +34 1 470 1014 (Madrid)+33 1 45 08 3679 (Paris).
- May 15 - World Music Awards Monte Carlo Sporting Club, Monte Carlo, Monaco. Tel: +33 93 254369.
- May 17 - Copyright And The Entertainment Industry: Law And Developments, Selfridge Hotel, Hotel Street, London, UK. Tel: +44 71 824 8257.
- May 19-25 - The US National Association Of Broadcasters. The conference will be moved from London to Paris after three days. Tel: +1 (202) 429 5350.
- June 5-7 - Association of Professional Recording Studios Conference, Olympia Centre, London, UK.
- June 9-12 - Medienforum North Rhine Westfalia, Hotel Maritim, Cologne, Germany. Tel: +49 211 770 0741.
- June 9-15 - NAB Radio Executive Management Development Seminar, University of Notre Dame, South Bend, Indiana, US. Tel: +1 (202) 429 5350.
- June 16-19 - BPME & BDA Conference & Exposition, Baltimore Convention Center, US. Tel: +1 (213) 465 3777.
- June 21-24 - Euro FM 1991, CNIT-La Defosse, Paris, France. Tel: +33 1 3485 7878.
- July 3-7 - International Broadcasting Convention, RAI Congress Centre, Amsterdam, the Netherlands.
- July 5-July 21 - 25th Montreux Jazz Festival, Montreux, Switzerland.
- July 11-14 - 16th Annual Upper Midwest Communications Conclave, Radisson South Hotel, Minneapolis, US. Tel: +1 (612) 927 4487.

# Capital, Transworld Lead UK Radio Stock Rally

by Steve Wonsiewicz

It was a good news, bad news quarter for investors in the UK's publicly traded radio companies. The good: for the second month in a row radio shares outperformed the market. The bad: they trailed the market for the first quarter.

For the quarter, the UK's 11 public radio stocks were up 9.4% on average while the FTSE-100 increased 14.6%. However, since radio stocks bottomed out in January, prices have jumped 23.4% versus 13.2% for the market. Relief that the Gulf war is over and that the worst of the advertising recession is behind the industry has contributed to the gains, say analysts.

Comments Janet Robson, analyst with UBS Phillips and Drew, "Those gains are set against the background of a very strong market. It appears that the market and investors are looking ahead to 1992.

"And the feeling is getting more upbeat. It appears that the December-January period was when the advertising market bottomed out."

Top performers during the radio rally were **Capital Radio** (+35.6%), **Transworld Comm.** (+33.0%), **Metro Radio** (+29.5%), **Radio Clyde** (+19.6%) and **Invicta** (+16.4%).

Despite the jumps in February and March, Robson is cautious about the outlook during the coming months. "I don't think the sector will outperform the market like it did during the last two months. It will probably be a little more quiet. Investors are looking ahead to May for the interim financial results and to hear what the companies have to say about advertising. That will give them [investors] a clearer picture."

Two of the stocks that Robson is recommending: **Capital** and **Metro**. "I've been a long-term

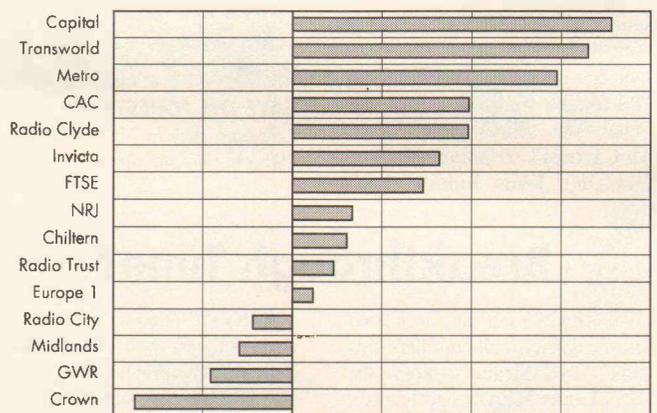
buyer of Capital. With Metro, there's still considerable opportunity from their purchase of **Yorkshire Radio**."

While investors in British radio stocks had reasons to be cheerful, stockholders in **NRJ** and **Europe 1** watched the CAC 40 index rise 19.7% during the quarter while their shares rose 6.7% and 2.3%, respectively.

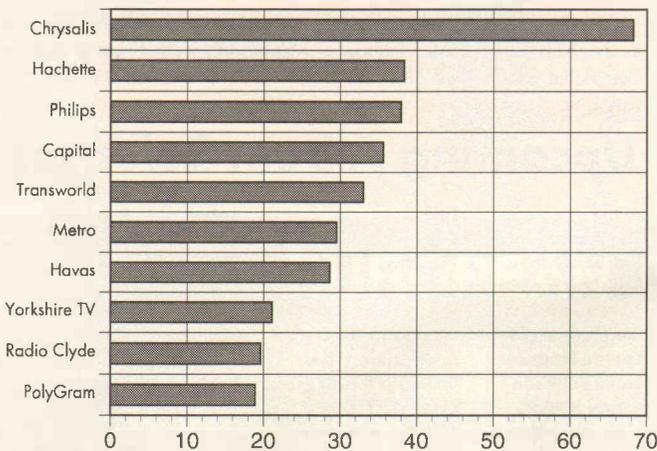
**Jean-Jacques Limage**, analyst at **James Capel/Paris** says, "One of the reasons is that there has been a six to eight per cent growth in advertising, but that is three to four per cent under the growth for last year.

"Although the ad market is growing faster than GNP, it's decelerating. However, it is reasonable to expect a better 1992 figure."

M&M Radio Stock Performance (% Change In First Quarter)



First Quarter's 10 Best Performers (% Change)



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## Stocks Spring Forward

UK radio and music industry stocks continued their impressive pace during March as investors started seeing a light at the end of the tunnel in the economy.

M&M's British stocks averaged an 8.1% gain for the month while the FTSE-100 increased 3.2%. Leading the way: **Chrysalis Group** (+51%) on MBO/takeover speculation (see accompanying story). **Metro** (+19%), **Radio City** (+16%) and **Capital** (+14%) also outpaced the market.

Holland-based music multinational **PolyGram** (+20%) posted its biggest gain of the year as investors reacted favourably to the company's financial results and its first-ever dividend.

## M&M STOCKS

UNITED KINGDOM						
Co.	Dec. 31	Feb. 28	Mar. 28	% chg.	YTD	Mo.
Chrysalis	44	49	74	68.2%	51.0%	
Metro	129	140	167	29.5%	19.3%	
York. TV	247	254	299	21.1%	17.7%	
Rad. City	226	187	216	-4.4%	15.5%	
Capital	146	174	198	35.6%	13.8%	
Rad. Trust	65	60	68	4.6%	13.3%	
Invicta	55	58	64	16.4%	10.3%	
Rad. Clyde	224	244	268	19.6%	9.8%	
TV-AM	200	195	212	6.0%	8.7%	
GWR	253	213	230	-9.1%	8.0%	
Chiltern	132	130	140	6.1%	7.7%	
T'world	97	121	129	33.0%	6.6%	
Pickwick	217	228	241	11.1%	5.7%	
EMAP	202	225	233	15.3%	3.6%	
Thorn	677	701	717	5.9%	2.3%	
WH Smith	383	357	363	-5.2%	1.7%	
Midlands	102	95	96	-5.9%	1.1%	
Crown	51	46	42	-17.6%	-8.7%	
Avg.	192	193	209	8.9%	8.1%	
FTSE	2,143.5	2,380.9	2,456.5	14.6%	3.2%	

FRANCE						
Co.	Dec. 31	Feb. 28	Mar. 28	% chg.	YTD	Mo.
Canal +	823	895	969	17.7%	8.3%	
Havas	426	521	548	28.6%	5.2%	
NRJ	238	253	254	6.7%	0.4%	
Hachette	150	223	208	38.3%	-7.0%	
Europe 1	1,090	1,249	1,115	2.3%	-10.7%	
Avg.	545	628	619	13.4%	-1.5%	
CAC	1,517.9	1,759.8	1,816.4	19.7%	3.2%	

THE NETHERLANDS						
Co.	Dec. 31	Feb. 28	Mar. 28	% chg.	YTD	Mo.
Philips	20.3	26.8	28.0	37.9%	4.5%	
PolyG.	30.1	29.8	35.8	18.9%	20.1%	
Avg.	25.2	28.3	31.9	26.6%	12.7%	
CBS	168.3	182.5	195.7	16.3%	7.2%	

GERMANY						
Co.	Dec. 31	Feb. 28	Mar. 28	% chg.	YTD	Mo.
Springer	712	695	695	-2.4%	0.0%	
FAZ	603.1	663.0	646.8	7.3%	-2.4%	
DAX	1,398.2	1,542.1	1,522.8	8.9%	-1.3%	

UNITED STATES						
Co.	Dec. 31	Feb. 28	Mar. 28	% chg.	YTD	Mo.
T. Warn.	85.75	109.00	107.75	25.7%	-1.1%	
Westwood	1.75	2.13	1.81	3.6%	-14.7%	
Sony	43.00	52.00	47.63	10.8%	-8.4%	
Matsu.	118.00	137.25	124.00	5.1%	-9.7%	
Cap Cit.	459.13	466.00	464.00	1.1%	-0.4%	
S'tream	1.13	1.38	1.00	-11.1%	-27.3%	
Viacom	26.25	25.00	24.75	-5.7%	-1.0%	
Tribune	35.25	41.00	41.88	18.8%	2.1%	
Westing.	28.50	26.50	29.75	4.4%	12.3%	
Avg.	88.75	95.58	93.62	5.5%	-2.1%	
DJIA	2,633.7	2,882.2	2,913.9	10.6%	1.1%	
S&P	330.2	367.1	375.2	13.6%	2.2%	

Share prices are listed in the country's currency.

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M&M is a publication of **BPI Communications BV**, a subsidiary of **BPI Communications Inc.** President European Operations: **Theo Roos** Executive Assistant: **Caroline Karthaus** International Editor-in-Chief: **Adam White**

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**Germany** DM 399  
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**Switzerland** Sfr 337  
**France** Fr 1395  
**Benelux** Dfl 397  
**Rest of Europe** US\$ 249  
**USA/Canada** US\$ 270  
**Other territories** US\$ 288  
All prices for 50 issues including postage (airmail)

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# Something Afoot At Chrysalis?

While UK radio stocks increased because of hopes for a brighter future in advertising, the jump in **Chrysalis Group** shares has management and stockholders shaking their heads.

The UK-based record and leisure group's shares rocketed 51% in March (+68% for the quarter) on renewed speculation over a management buyout and/or a takeover. On March 11, Chrysalis shares jumped 24p to 85p, before settling down to 79p by April 10, close to the 52-week high of 89p.

Comments one executive close

to the company, "It's definitely not due to trading expectations on improved fundamentals. But I don't see [chairman] **Chris Wright** going the MBO route. I would be highly amazed if he tried."

But, says one trader, the market isn't convinced. "The market thinks something's going on."

The run-up prompted the company to issue a statement saying it knew of no reason for the increase. Company spokesperson **Richard Huntingford** also dispelled any notion of an MBO or takeover. Any acquirer would have to have

Wright's co-operation. He controls 12.4 million of the company's 28.7 million shares outstanding.

Another rumour making the rounds: US multimedia company **Paramount Comm.**'s reported interest in **Thorn EMI**'s music operations. Thorn owns 50% of Chrysalis's music division and has an option to buy the rest.

But don't rule out something happening at Chrysalis's other divisions, such as its "machines" group. That operation had an operating profit of £1 million on turnover of £23.6 million last year. SW



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# Southern Turnover Up, Profits Down After Restructuring

by Hugh Fielder

**Southern Radio Group MD Rory McLeod** says the company is well positioned against the threat of an extended recession and changes within the radio industry following major restructuring of the group.

Comments McLeod "We have realigned the network and planned ahead for the 1990s. Now we have to put our heads down and deliver to the listeners and advertisers."

Local advertising revenue for the group, which covers three franchises and has an audience of 2.3 million, increased 9%, while total ad turnover was up 8.4%. The group could benefit from the **Radio South** advertising package

introduced last autumn by **IRS** to sell **Southern Radio Invicta/Kent** and **2CR/Bournemouth** as a single area directly against the **ITV** franchise **TVS**.

**IRS** sales director **Stan Park** says, "The new rate card is proving a great success. We are providing a genuine alternative in one of the most expensive TV areas in Europe. All the stations are brand leaders in their own areas and there are more radio listeners than viewers, of all ages, up to 16.00."

Despite the increase in advertising revenue, Southern's profits dipped to £1.80 million for the year ending September 30, 1990. It was a 10.8% drop on the previous year although turnover rose from £6.77 million to £7.34 million.

Explains McLeod, "Pre-tax pro-

fits include running costs for three new services introduced in East Sussex, Hampshire and the Isle Of Wight. We are also carrying an extra layer of management after our merger with **Ocean Sound**, but we have now reduced the centralised management structure. The decision-making process is more effective and the lines of communication are easier.

**IRS** will soon be offering advertisers simultaneous spots across the region now that the participating stations have agreed to allocate the same airing times. "Our experience of selling **Newslink** shows that advertisers appreciate and understand this concept," says Park. "It is all part of making radio advertising more attractive."



**LENDING A HELPING VOICE** — Beverly Craven (centre) performed two songs from her self-titled debut album during a lunch to debut **Capital Radio's** "Help A London Child 1991" charity. Seated with Craven are (left) Andrew Roachford, who has a new single out titled "Get Ready", and **Capital DJ Martin Collins**. The lunch raised £172,000, while some £405,000 was donated during the Easter weekend.

## Metro Radio Sells Singapore Group

**Metro Radio Group** is selling the **Singapore Group** it acquired as part of its takeover of **Yorkshire Radio Network (YRN)** last year. The sale, for £1.12 million, is in line with Metro's intentions during the takeover of YRN. The purchasers include former YRN directors **MJ Mallett** and **IR Blakey**.

The disposal, which is conditional on the approval of Metro shareholders at a meeting later this month, will allow Metro to

concentrate on its core activities.

The Metro board expects that advertising revenue and trading profits for the six months to March 31 (including YRN stations) will be marginally ahead of last year. While national advertising will be down by about 17%, local advertising is expected to rise 11%. But the board warns that profits will be adversely affected by the interest costs associated with the financing of the acquisition of YRN. **HF**

## Cornwall, York Licences Advertised

The **Radio Authority** is advertising two more local licences for Cornwall and York. The Cornwall service fills one of the largest gaps in independent radio's (IR) coverage of the UK and will be based on two transmission sites.

The Authority estimates, that with overspill into neighbouring Devon, the station will have a potential audience of some 400,000 adults. Applications must be in

by June 25 and the licence will be awarded within three months.

The York licence is for the city and surrounding parts of central North Yorkshire—a population of about 200,000 adults. But it is not expected to reach other major towns in the area such as Scarborough or Harrogate which the Authority hopes to advertise separate licences for later. The closing date for applications is July 9. **HF**

## Castle Backs Lofgren Single; Breaks Away From Reissues

**Castle Communications** is breaking out of its catalogue reissue strategy and bidding for a hit single with **Nils Lofgren**, whose new record *Valentine* has already been playlisted by 27 commercial stations.

The single, released this week on **Essential**, also marks the first appearance of Lofgren's old boss **Bruce Springsteen** on record for three years. He plays guitar and sings on the single and is featured in the promo video.

Castle picked up the European rights for Lofgren

through its connection with **Rykodisc**, the biggest independent label in the US. No new singles by other artists are being readied for release, but the company is not ruling that out.

Explains Castle head of marketing and promotions **Malcolm Packer**, "Our link dates back to 1989 when we released the **Jimi Hendrix Radio 1** sessions, which got to no. 32 in the album charts. **Rykodisc** established itself on the US scene when it reissued **David Bowie's** back catalogue and it

has been moving towards signing acts for new releases. This is something we have been looking at as well, so when they came to us with the project it made a lot of sense."

**Packer** has hired **Michael Peyton** to promote the single to radio alongside **Lee Haynes**, who is in charge of radio product at Castle. Castle is shipping 60,000 copies of Lofgren's new album *Silver Lining* across Europe and promoting it with extensive press advertising. Lofgren will be touring Europe in summer. **HF**

### Festival Radio Back For 30 Days

**Brighton Festival Radio** will be back on air for a month at the end of April, broadcasting to coincide with the 1991 Brighton Festival.

**Level Broadcast**, which runs Festival Radio, this year is working with national newspaper *The Guardian* and has lined up a major sponsorship deal with the **Woolwich Building Society**. **HF**

The 24-hour station on 100.4FM plans a mix of contemporary music, arts and news. Presenters already lined up include **Kiss FM's Norman Jay**, **Tony Monson** and **Jay Strongman**. **Jazz FM's Jez Nelson**, **Gilles Peterson** and **Chris Phillips**, **Radio 1's Annie Nightingale**, **Gary Clail**, **Tomek**, **Carl Cox** and **Galliano**. **HF**

### Rock Steady Ventures Formed

**PMI**, **Carlton TV**, **HTH (International)** and **Holmes Associates** have formed **Rock Steady Ventures** to co-fund the second series of **Rock Steady** with **Channel 4**. **Rock Steady Ventures** is investing £650,000 over the next six months to produce the programmes and sell them worldwide. **HF**

the U.K. smash

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## Island France Gets Nod From PolyGram To Sign Local Acts

by Emmanuel Legrand

PolyGram is now affiliated to **Island France**, with the aim to sign local talent. To date, only UK and US companies had this opportunity to sign local artists for PolyGram.

Island France was established in 1989 and distributed by PolyGram, but with its own marketing and promotion staff.

Island France GM **Jean-Pierre Weiler** explains, "The first step was to find staff and reshape the image of the label in France while working on artists like **The Christians**, **Mica Paris** or **Tone-Loc**. Once the company was structured and our identity esta-

blished, it became natural to develop a local repertoire."

Island France has a team of 11 people, including **Jean-Michel Canitrot** (radio promotion), **Oliver Bas** (press promotion), **Isadore Probst** and **Pascal Bussy** (both responsible for marketing).

Weiler has signed five acts—**Angelique Kidjo**, **Patrick Gaspard**, **Via Romance**, **Pascal Villenuit** and **Poupa Claudio**.

Apart from Kidjo, all artists have never recorded before. Weiler explains he had total autonomy in signing the artists, although **Island Records** founder **Chris Blackwell** listened to the recordings first.

Says Weiler, "These artists represent the diversity of the music we like at Island. We have made the choice to develop these artists from scratch. It is going to be hard work, especially with the media situation in France, but we are planning long-term development. What is more exciting than finding an unknown artist and exposing it to the widest audience possible. First, I want to break them in France, establish a solid base for them, and then, with the help of Island's international network, we will work on their international careers—but each thing will be done with a certain timing."



**SAY FROMAGE** — Etienne Imer (left), Art Traffic MD and manager/producer for bands **O.T.H.** and **Les Naufrages**, poses for the camera with **Raticide** band member/rock journalist **Herve Moissaa** at the **Printemps de Bourges** press conference.

## Nostalgie Driving With Porsche

by Jacqueline Eacott

**Radio Nostalgie** has stepped up its involvement in sports sponsorship through a deal with **Laurent Jeanjean's Porsche** racing team.

The two-car team, competing for this year's **Porsche Carrera Cup**, will display the **Nostalgie** logo during the 11-race season, which began on April 1.

But the radio station is not taking any chances with young hopefuls: drivers **Jeanjean**, **Michel Maisonneuve** and **Francois Fiat** have taken the **Carrera Trophy** for the past two years.

Comments **Nostalgie** director of communication **Robert Pinto**, "This is the first time that **Nostalgie** has been associated with **Laurent Jeanjean**, but it's certainly not our first involvement in motor sports sponsorship."

**Nostalgie** is already supporting **Olivier Beretta** (Formula 3), **Paul Belmondo** (Formula 3000) and sponsored motorcyclist **Paul Rivet** in this year's **Paris-Dakar** rally.

Says **Jeanjean**, "Although the exact financial terms were not disclosed, it's a very good deal for us." **JE**

## Radio Monte Carlo Cuts Back Workforce By 58

**Radio Monte Carlo (RMC)** has announced staff cuts in a major restructuring move. The job losses underline the pressure facing the major generalist stations which are battling declining audiences and advertising revenue and increased FM competition.

Fifty-eight jobs have gone from a total of 525 salaried employees, saving the station **Ffr35 million** (app. \$US6 million). **RMC** president **Jean-Noel Tassez** says this translates into **Ffr15 million** savings from reduced opera-

ting costs and **Ffr20 million** from salaries.

**Tassez** drew attention to the problems facing the generalist peripherique radios in a speech at the "10 Years Of FM" conference. He pointed out that the costs of **RMC's** news operation equals the operating costs of **Radio Nostalgie** (**Ffr45 million**).

**RMC's** audience ratings have been falling steadily for some time. The station recorded a 5.3% reach in the last **Mediametrie** poll (September-December 1990), compared with 5.7% for the same period in 1989. Rivals **Europe 2** and **RTL** scored 12.4% and 20.4% respectively (September-

December 1990). In the audience stakes, **RMC** trails behind an increasing number of FM stations, such as **NRJ**, **Europe 2** and **Skyrock**.

Despite the ratings, **Tassez** remains confident that the Monaco-based station can solve the problems without going too far from its generalist programme format of music/talk. A new schedule is promised for the early summer. Traditionally entrenched in the south of France, **RMC** intends to strengthen its Southern image still further by re-emphasising connections with the area which **Tassez** has described as "Europe's California". **EL**



**BASIA STRIKES GOLD IN FRANCE** — Polish artist **Basia** received a gold album in France for sales exceeding 100,000 copies of her album **London-Warsaw-New York**. **Henri de Bodinat**, president of **Sony Music France**, **Basia**, and **Alain Lahana**, concert promoter of **Basia**.

## Trema Debuts New Sub Label

France's leading independent record production company **Trema** is creating a new sub label **Trema Prim'**, aimed at developing new talent.

The label is headed by **Claude Brunet**, former **BMG** GM and **Europe 1** programme director. **Brunet** had consulted **Trema** in **A&R** and marketing for the past three years. He will work "parallel with **Trema**" and hand in hand with **Trema's** new GM **Catherine Regnier**.

**Trema Prim'** will have its own promotion and a marketing team of six people. These include **Michele David** (FM promotion), **Thierry Rueda** (AM stations and TV), **Gil le Menes** (press and

clubs), **Laurence Zablocki** (marketing).

**Trema Prim'** has already signed **Animo** (they scored a top 50 hit in 1988), **Les Infideles**, **Laurent Morain Blondin** (nominee for best new act at the recent **Victoires de la Musique**), actor/singer **Lambert Wilson**, **Nat Buffo**, **Joe Helene**, **Fabrice Beauvoir** (the latter two artists won a contest organised by performing right society **SACEM** and **Trema** at the label's 20th anniversary).

Comments **Brunet**, "**Trema Prim'** is an attempt to build a new repertoire within **Trema** that will grow side by side with the current stars of the label." **EL**

# Rigaux Announces New Private Radio Station

By Marc Maes

CLT administrator and RTL president Jacques Rigaux announced a September 2 launch of BEL-RTL on April 16.

An initial agreement to launch the station was signed on March 29 in Brussels between RTL-TVi, press group Rossel (owners

of the eight-station RFM network), Radio Contact/Brussels and CLT (on behalf of RTL Paris).

Shareholders in BEL-RTL are joint venture RTL-TVi and Radio Contact (a 60:40 operation)—which will own 54% of the shares—and press group Rossel, which will own 46%.

RFM MD Francis Goffin, Jean Charles Dekeyser (RTL-TVi) and Francis Lemaire (Radio Contact) have been mentioned as station managers.

Comments Goffin, "BEL-RTL will have a broad format, like RTL Paris. Our programmes will give priority to information and game shows."

IP will be BEL-RTL's advertising company. IP's Patrick van den Bergh plans to expand the current RFM network of eight stations to "an operation of at least 10 stations".

## BMG Claims Rights On Clouseau

The end of their four-year contract with Hans Kusters Music (HKM) and its renewal has become a major issue for Belgium's top-selling band Clouseau (750,000 albums sold in Belgium and Holland).

Although there were indications the band might sign to EMI Belgium, BMG Ariola MD Derk Jolink comments, "The band signed a contract with BMG Ariola back in 1989. The contract was never declared void. BMG Ariola proposed that the band adapt the existing agreement up to Clouseau's current star status and although we

certainly do not want to affect the band's future career, it is our duty to protect BMG Ariola's business interests."

EMI Belgium says BMG claims to have Clouseau under contract and that the company has announced legal action against both EMI and Clouseau.

Comments EMI Belgium GM Guy Brulez, "We have just signed Clouseau, and the band picked us as record company."

Clouseau's lawyer Paul van der Kroft says the 1989 agreement is without any value as the group decided to destroy the BMG deal in 1989. MM

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AM RECORDS

## EMI, PolyGram Debut Labels

Both EMI Belgium and PolyGram have concluded a deal with EMCO European Marketing Company Paris for the release of two new labels: Marlboro Music and L&M My Way Sound.

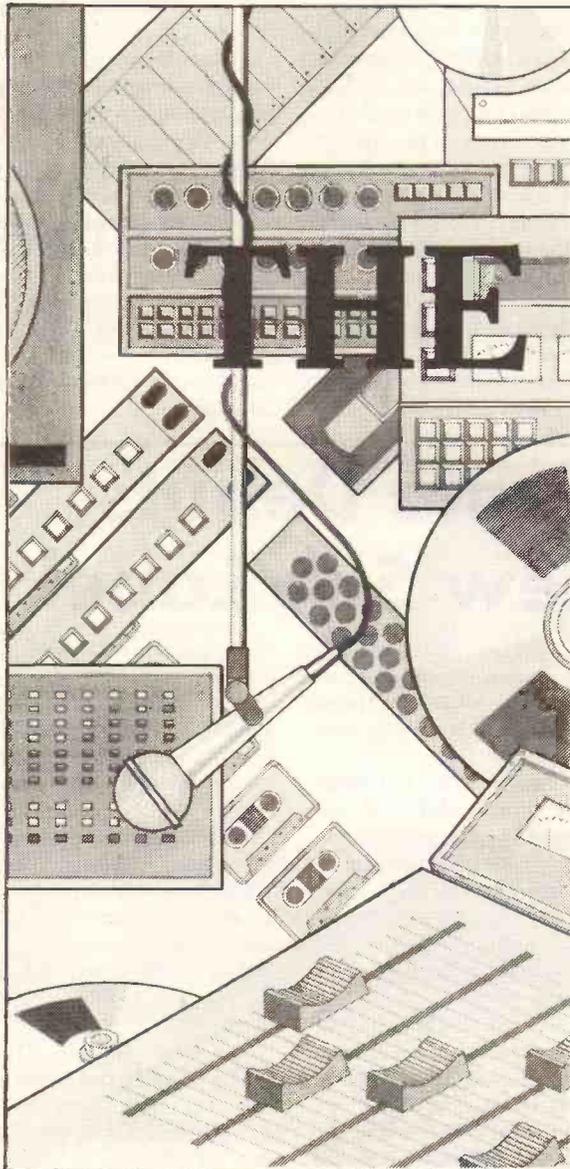
Marlboro Music has released compilation cassettes, while L&M My Way Sound have sponsored local concerts and festivals with

Clouseau and Leyers, Michiels & Soulsister.

A compilation of Belgian talent was released by L&M My Way Sound on April 2 through EMI Belgium titled *16 Belgian Pop Songs* and there are plans for a further three releases. A second release, set for June 15, will be accompanied by billboards and shop displays.

Marlboro Music gives new artists the opportunity to launch debut product backed by PolyGram's support.

Comments PolyGram special marketing manager Kristof Tureksin, "Our first release, set for mid-May, will be a debut single for MC Baker. What L&M My Way has become for rock music, we plan to become for the dance scene." MM



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# The Record Promotion Factfile: Vol 2

*This is designed to give programmers a who's who of record promotion executives involved in promoting to radio. This is the concluding part, added to last week's volume 1. Note: following its restructuring, BCM Records says it will farm out all promotion. A move to new offices is also pending.*

## BMG Munich

**Edith Farkaf**, radio promoter.  
Address: Steinhauser Strasse  
1/3, 8000 Munich 80. Tel: (0)89  
4136378. Fax: (0)89 472238.

## DA Music

**Anja Preun**, radio promoter.  
Address: Kruppstrasse 7, 2840  
Diepholz. Tel: (0)5441 2081.  
Fax: (0)5441 7833.

## East West

**Detlef Lauschke**, radio promoter.  
Address: Heussweg 25,  
2000 Hamburg 20. Tel: (0)40  
490620. fax: (0)40 49062267.

## Intercord

**Rosita Blank**, radio promoter.  
Address: Aixheimer Strasse 26,  
7000 Stuttgart 75. Tel: (0)711  
470050. Fax: (0)711 4700523.

## Italoheat Music Prod.

**Gary Cooper**, radio promoter.  
Address: Kaarsterstrasse 51/3,  
4044 Neuss-Kaarst 2. Tel: (0)2101  
68078. Fax: (0)2101 603750.

## Metronome

**Mul Arcz**, head of promotions.  
Address: Glockengieserwall 3,  
2000 Hamburg 1. Tel: (0)40  
308704. Fax: (0)40 3087346.

## Phonogram

**Inka Esser**, radio promoter.  
Address: Brauweiler Strasse 14,  
5000 Cologne 40. Tel: (0)2234  
4050. Fax: (0)2234 405229.

## Polydor

**Rosita Falke**, radio promoter.  
Address: Glockengieserwall 3,  
2000 Hamburg 1. Tel: (0)40  
308702. Fax: (0)40 3087604.

## Virgin Records

**Petra Steenwarber**, radio promoter.  
Address: Herzogstrasse  
64, 8000 Munich. Tel: (0)89  
3818090. fax: (0)89 345316.

## Warner Music

**Axel Krauser**, radio promoter.  
Address: Arndtstrasse 16, 2000  
Hamburg 76. Tel: (0)40  
228050. Fax: (0)40 22805297.

## Registered Radio Ownership Up

by Mal Sondock

Radio ownership increased 2.3% in Germany last year to 28.1 million, according to the finance department of **Norddeutscher Rundfunk**. There are 634,880 more radios registered in the country, with 626,898 licence-fee-paying radios and 7,982 licence-free radios. (The statistics do not include the newly added five eastern German states.)

The figures mean not only an

increase in the licence revenues of the public stations, but also a greater potential for private outlets. Despite the small increase, the country's public broadcasters are still calling for an increase in licence fees. **Reinhard Gratz**, chairman of Germany's largest radio and TV station, **Westdeutscher Rundfunk**, has asked for a DM5 hike in fees by 1992, part of which will go to fund Eastern Germany's pubcasters.

## Registered Radios On A State-To-State Basis

Public Station	Registered Radios (mil.)	% Of Radios	Total Gain Receivers
Bayerischer Rundfunk	5.064	18.1	121.829
Hessischer Rundfunk	2.596	9.3	50.892
Norddeutscher Rundfunk	5.129	18.3	88.432
Radio Bremen	0.325	1.2	3.044
Saarlandischer Rundfunk	0.456	1.6	3.550
Sender Freies Berlin	0.993	3.5	6.610
Sudwestfunk	3.492	12.4	84.364
Suddeutscher Rundfunk	2.790	9.9	54.021
Westdeutscher Rundfunk	7.215	25.7	222.138
Total	28.060	na	634.880

## Who's no. 1 in EHR?

See page 24.

**MUSIC & MEDIA**



**POPPING THE CORKS** — Ralf-Rene Maue signs a worldwide deal with Sony Music Publishing. The producer and writer behind The London Boys has also written songs for Samantha Fox and Sinitta. From l-r: SMP administration manager Robert Stegmüller, lawyer Balihassar Schramm, SME MD Jochen Leuschner, Maue, and SMP manager Mike Weller.

## Radio Hamburg In Easter Giveaway

The Easter weekend was again the platform for the **Radio Hamburg "Easter Hitparade Marathon"**. DJs **Marzel Becker** and **Stephan Heller** counted more than 26,000 request cards from listeners and picked 802 top hits to play on the 63 hour-long programme from Saturday 07.00 until 22.00 on Easter Monday.

During the mega-broadcast, prizes valued at more than DM36,000 (app. US\$21,000) were given away to listeners. These included a car and a US dream holiday for two.

The annual event, which this year also celebrated the port of Hamburg's 800th anniversary, always draws high listener ratings for the station. MS

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# Labels Join Virgin In Kiss Kiss Blacklist

by David Stansfield

An initial dispute between **Virgin Records** and **Radio Kiss Kiss** is shaping into a major industry war. The record company recently stopped all co-operation with the Naples-based national network. It alleged that Radio Kiss Kiss behaved offensively and lacked respect for national artists with its San Remo Song Contest listener competition to find the male artist "piu cane" (to bark most like a dog) and the "piu mucca" (to moo most like a cow) female artist (M&M April 6).

The issue was raised by Virgin at a subsequent AFI (IFPI) board of directors meeting which resulted in other major labels blacklisting the station. Virgin MD **Luigi Mantovani** claims that **Warner/CGD**, **PolyGram**, **Ricordi**, **BMG Ariola** and **EMI** have stopped all co-operation with Radio Kiss Kiss. Warner,

which was particularly offended, has joined Virgin in investigating legal actions against the station on behalf of its artists. **Marco Bignotti**, president at Warner Music Italy, was unavailable for comment at press time.

**BMG Ariola** and **PolyGram** confirm they have suspended all co-operation with the station. AFT spokesman **Franco Crepax** told M&M that he was in the process of sending a letter to Radio Kiss Kiss informing it of the decision taken by the industry association.

At press time, however, **Sony Music** was working normally with the station. Says **Epic** head of promotion **Andrea Papalia**, "If the president of the company instructs me to withdraw support, obviously I will. But I think it is all a sad affair. I will work with Radio Kiss Kiss until I am told differently. It is one of the most dynamic private stations on

national territory."

But Virgin's Mantovani remains persistent. He has instructed the station, in writing, to cut all his company's product from programming and chart placings.

Radio Kiss Kiss programme director **Gianni Simioli** remains unbowed. He confirms that Virgin artist and San Remo Song Contest winner **Riccardo Cocciante** is still no. 2 in the station's national single charts and that Cocciante's album has entered its Italian album charts at no. 10.

Simioli had received no official notification from AFI at press time, but admits to shock at its decision. "The whole issue has been exaggerated. I am almost at a loss for words. While TV personalities and programmes appear to be able to poke innocent fun at artists, it seems that Radio Kiss Kiss cannot. It was never our intention to offend anyone."



**CAUGHT IN THE ACT** — Polydor and RTL 102.5 Hit Radio team up for a radio ad campaign to promote The Police's "Their Greatest Hits" compilation album. From l-r: A&M product manager Giovanni Arcovito; RTL 102.5 programme director Guido Monti; RTL 102.5 commercial director Giantulio Sclazi; Polydor head of promotion Stefano Zappaterra; RTL 102.5 GM Pino Ruggero.

## Dondoni Returns To Private Radio

**Sony Music Italy** Columbia marketing manager **Luca Dondoni** quit his post on April 15 after six months of service. He has returned to private radio and journalism.

Dondoni shocked the private broadcast sector in October last year when he took up the position with Sony, after working in radio for 14 years. He described his sudden departure as a career move. Dondoni says, "I know everything there is to know about the Italian radio sector and I felt that I couldn't learn any more. I also have 10 years' experience in

journalism and know that sector very well."

Dondoni will resume work at Milan-based private national **101 Network** where he was previously PR manager and DJ. "The station did not take on a replacement when I left. They split my work between various people," says Dondoni. "With this short experience in another sphere I believe that I can now do my previous job better. The newspaper *La Stampa* also wants me to resume writing for it and I will resume work on the TV channel *Rete A*." DS

## Stereo Due Renamed

State radio **RAI** proved the pundits wrong by renaming the EHR-formatted **RAI Stereo Due** programme **Radio Verderai**. It had been suggested it would be called **Auto RAI** because of its focus on motorists (M&M March 30), but the new move was part of a whole restructuring programme introduced by the state broadcaster on March 31.

RAI radio has three networks. **Radiotre**, the third net, which is devoted to culture, remains unchanged. Each of the other two stations now operates with two identities in different dayparts.

**Radiouno**, which broadcasts mornings, is now devoted to news, retaining some programmes aimed at women. **Stereo Rai**, the only station now devoted to pop, rock, jazz and classical music, follows on the same frequencies from 13.20-06.00.

The **Radiodue** morning station will retain its emphasis on variety, while **Radio Verderai**—which takes over the network's afternoon and night programming—has changed its pop music format to broadcast traffic information, news flashes and music. DS

## Polydor Bows Compilation, Seeks Jazz Market Growth

**Polydor Italy** has followed on the heels of its French counterpart with the release of a jazz compilation album. *Jazz A Mezzanotte* is backed by what is believed to be the first national TV advertising campaign for a compilation album featuring music of this genre.

Comments **PolyGram** catalogue exploitation manager **Paolo Franchini**, "The French company released a compilation which sold about 300,000 units. But we did not just copy the idea. Most of the music on the album is different and the cover is not the same."

Polydor's aim is to expand the market for jazz. The album inclu-

des 14 tracks of what Franchini describes as romantic jazz. Artists such as **Ella Fitzgerald**, **Louis Armstrong**, **Stan Getz**, **Sarah Vaughan**, **Chet Baker** and **Nina Simone** are included.

Explains Franchini, "We are not talking about be-bop with this album. We are talking about atmospheric late-night music. There are some real evergreen songs included, such as *Summerime* performed by Ella Fitzgerald and Louis Armstrong."

Sophistication is the key word in the company's TV advertising campaign screened on **Silvio Berlusconi's** private channels.

Says Polydor head of promotions **Stefano Zappaterra**,

"Investment in TV ads was preferred to radio because not enough stations give airtime to this genre of music. Radio ads can reach the public much quicker, especially when it comes to new trends such as new age music. But with the exception of stations like **Radio Monte Carlo**, which gives airtime to certain genres of jazz, little attention is paid to jazz in general."

CDs of the compilation were sent to radio stations. Says Franchini, "The emergence of gold stations which format jazz is encouraging. We are not ruling out working with some of them in the future, but it is still too early." DS



### M&M spotlights JAZZ!

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# EMI/Hispavox Gives Ole Ole Euro Push

by Howell Llewellyn

EMI/Hispavox Spain launched a big European promotion in April with the release of an English-language single *Love Crusaders* by the **Marta Sanchez**-fronted group **Ole Ole**.

## The Nile Rodgers Connection

The LP and CD, which includes five songs in English and five in Spanish, will be released in May. The **Nile Rodgers** production is a re-release of the band's double platinum album *1990*, with the addition of new vocals.

Comments EMI marketing head **Ana Villacorta**, "We believe this

is Spanish pop's most important and ambitious project ever. Never before has a producer of this calibre, who has worked with artists such as **Madonna**, **David Bowie** and **Duran Duran**, been involved so fully in a Spanish group. *1990/Ole Ole* was recorded in New York's Skyline and Marathon studios."

"The important thing in places like Germany or Italy is for a Spanish band to sing in English," says Villacorta. "But the UK market is virtually sealed off to non-British or American artists, except for rare exceptions like **Julio Iglesias**."

Ole Ole have scored four gold albums, as well as three platinum

and one double platinum. Drummer **Juan Tarodo** says, "When you have had our success, you expect the best and that is what Rodgers means to us. It is a real breakthrough and Sanchez sounds as great in English as she does in Spanish."

## Tour Plans

The release will be followed by a mini promotional tour of Germany, Holland, France and Italy with TV appearances in each country.

EMI/Hispavox bands set to follow the Ole Ole trail into Europe include **El Ultimo de la Fila**, **Heroes del Silencio** and **Tam Tam Go!**

# Celtas Cortos Cross Over

by Anna Marie de la Fuente

Eight-piece band **Celtas Cortos** are currently causing quite a stir. The band's second album, *Grupo Impresentable*, on indie label **Twins**, went gold last Christmas, and is set to go platinum, having sold 80,000 units to date.

Distributor **Sony Music's** A&R director **Carlos Narea** says, "We hope to push this band all over Europe and Latin America. But one never knows if a new local sensation will be a hit abroad."

Comments band spokesperson **Eduardo**, "Some of us had classical training, while others studied jazz or folk. What really brought us together was our common love of Celtic music

and the desire to do something fresh, fun and experimental."

Critics have likened **Celtas Cortos** to **The Pogues**, **Van Morrison** and **Gwendal**. The band prefer to dub their synthesis of flutes, violins, bagpipes and electric guitars as "Celtic rock".

**Twins** marketing director **Alejandro Sacristan** says, "In the beginning, their music only appealed to country folk. Now, even the middle and upper classes in the urban areas, especially Madrid, are snapping up the album. Sales are especially brisk at leading retailer **El Corte Ingles**". Sales of the debut album have picked up to 30,000 units in the wake of the success of the second album.

## SCANDINAVIA

# May Chart Debut For Norway Possible If Sponsors Signed

by David Rowley

Norway's proposed airplay chart could be in operation as early as May if one of three possible sponsors agrees to back it.

The chart, proposed by **PolyGram Norway's** head of promotion **David Fishel** (M&M

February 13), would combine airplay information from national public broadcaster **NRK** and selected major local stations.

The plan has gained support following criticism about the accuracy of the two current charts, published in newspapers *VG* and *Dagbladet*.

Comments **Fishel**, "I recently had a meeting with the ad agency which is handling the logistics of the sponsorship and they have talked with three major clients, all of whom are interested. They are a Japanese car manufacturer, a shoe manufacturer and a travel operator.

"Obviously it is going to be dependent on a sponsor, but once that is in place there is no reason why we could not start the following week. We originally talked about May and that is still a strong possibility. Our biggest problem is going to be how to evaluate the worth of plays on a major local station against plays on **NRK**. But we will just get everybody around a table and sort it out."

He says that at the moment there is a divergence of opinion among radio stations about how "hit-orientated" the chart should be.

"Some stations want it to be very much a hit list and others want it to be more 'song-orientated', taking in album tracks that are not necessarily the single," explains **Fishel**.

**Fishel** says the plan is for the chart to begin initially as a top 20, later expanding to a top 30. An album chart may also be introduced at a later stage.

Music & Media Correspondent  
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# Swedish Indies Say Japan March Trip Was A Winner

The recent trade delegation sent to Japan by Swedish independent label association **SOM** (M&M March 2) has been declared a resounding success.

**MNW Records MD Jonas Sjoestrom**, one of two Swedish indie representatives to make the trip, says he is "delighted" with results and quotes five deals which have either been done or are pending as a result of the March visit.

Comments **Sjoestrom**, "We met almost all the Japanese **IFPI** members and a similar number of publishers. Our exhibition at the Swedish Embassy was also extremely successful. We were lucky that our trip coincided with the Swedish prime minister's first trip to Japan and the inauguration of the Swedish Embassy—there were Swedish flags everywhere."

While there, **Sjoestrom** had individual meetings with a total of 45 record and publishing companies.

Says **Sjoestrom**, "The Japanese were very frank. They said they thought the quality of the product was very impressive, but had never really taken it into account before because they had never been confronted with it. Compared to what is coming out of small labels in the US and the UK, I think they were quite surprised."

**Sjoestrom** says the **Radium** label has already struck a deal for the three-album back catalogue of **Union Carbide Productions** with **Teichiku**, one of Japan's larger independents. He says other artists currently under discussion include **Indipop's Sheila Chandra**, **Mistlur** act **Flesh Quarter**, **The Leather Nun (Wire)** and **MNW's own Wannadies**.

**Sjoestrom** credits much of the success of the operation to the organisation done by the Swedish Embassy and Export Council. *DR*

# Dahl Takes Over Nettverk Sales

Norway's leading radio news/ad barter company **Radio Nettverk** has closed its advertising operations following a partnership/rescue package agreement with **Sverdrup Dahl**, the country's leading cinema advertising company.

**Radio Nettverk** editor-in-chief **Arved Weber Skjaerpe** concedes the company was in severe financial difficulties and that the deal will give its editorial section a five-year guarantee to continue.

**Skjaerpe** adds that the decision was also dictated by **Radio Nettverk's** hopes to get a licence for national radio (M&M February 23).

"Dahl has a good image politically and is seen as quite conser-

vative", explains **Skjaerpe**. "This was an important part of our discussions over doing the deal, and can only enhance our chances of getting a national broadcast licence."

**Radio Nettverk** is mainly involved in supplying syndicated news to local radio stations throughout Norway in return for ad time. Dahl will now take over sales.

Prior to the deal there were three major radio advertising agencies in Norway—Dahl, **Nettverk** and **Radio 1/Oslo's Salgsavdelingen**.

This change comes as rumours abound that another major Norwegian ad agency, **Fram**, is hoping to buy **Salgsavdelingen**. *DR*

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# CDU: 'Making Private Radio Possible'

*In his capacity as media political speaker for Germany's ruling CDU party, Bernd Neumann plays a significant role in passing laws. He is also involved in the development of the new dual system in both the public and private radio industry in Germany.*

by Mal Sondock

**Q: How would you describe your job as media political speaker?**

A: First let me tell you what the job is not. I am not the press speaker and am not responsible to or for printed media. Many people confuse this point. I am responsible for the media political direction that the party takes.

For instance, how will the media, both public and private, be allowed to develop in the five new East German states or should and will public radio be allowed to raise the licence fees, etc? I head a commission that develops the media political decisions we try to get through parliament and accepted as law on a state and federal basis.

**Q: Private radio is just a few years old in Germany. What is your perspective of the broadcasting industry and where do you feel it is heading?**

A: The CDU made private radio possible. The socialist party was dead set against it. The normal development is taking place and the private competition is causing the public stations to not only broadcast more popular programmes but also to cut their costs and give up their methods of filling every free frequency with public broadcast programming.

We are for a real dual system. We believe that public radio has its place but that place is not with 37 different programmes dominating the airwaves as well as satellite programmes, but a fair competition between public and private radio. At present, the public stations have more and better frequencies, but that will change. The private stations have brought major changes in radio in Germany and that is something that we heartily support.

## "Present System Is Unfair"

**Q: There has been much criticism of the laws handicapping private radio stations' chances for development.**

In most of the test cases brought before the supreme court, the court decided in favour of public radio. If major changes are to be made, then the laws will have to change also. What are the chances of that happening?

A: Let me tell you two things that I believe should be changed in the

long run. I believe public radio should be financed only through licence fees and not through advertising as is the case in the UK, because I believe that the present system is unfair to the private stations. The public stations are even asking to extend their advertising time into the evening. This can only lead to a strong commercial-

station's right to broadcast. This is also the case in deciding how much advertising the public stations are allowed to sell, if any at all!

**Q: In the states where your coalition holds a majority, all important licences have been awarded to newspaper publishers. Why?**

A: Newspapers in Germany offer a large range of local and regional publications to the readers. This is not the case in most of the world and certainly not in the US, where a single local newspaper survives in most cities. We know that the

*"As far as private radio goes [in Eastern Germany], the development is much too slow for my taste."*



Bernd Neumann

using of the public station programmes and that is not the purpose of public radio. If they have the same type of programmes as the private stations, why should there be public radio?

Secondly, I do not feel that public stations should be allowed to own shares in private radio, as in the case in NRW.

These conditions result in a watering-down of the dual system and a hindrance to private radio. However, we can only change the laws in states where we hold the majority of the seats in parliament.

Radio laws are state rights exclusively and each state can make its own decisions and laws. If a station begins to broadcast on a national basis, it is necessary for each and every state to ratify the

private stations will cut heavily into the advertising income of the local newspapers and this could lead to bankruptcy for some local newspapers. We want to prevent this if possible so we gave the local publishers the chance to participate in this new media.

But I am also of the opinion that, in the long run, newspaper publishers should no longer get first crack at the local licences and frequencies.

**Q: The CDU has the upper hand in the five new Eastern states of the former DDR. What is going to happen regarding public and private radio in those areas?**

A: In principal, the development in the new states will be the same as that in the 10 states of Western

Germany. For economic reasons a dual system will be established with public and private radio. It looks like we will have a three-state broadcaster in the southern regions for Sachsen, Sachsen-Anhalt and Thüringen with headquarters in Leipzig. This is similar to the NDR, which covers Hamburg, Schleswig Holstein and Niedersachsen. This station will be called **Middle German Radio**. It will join the **ARD** and should go on air by the end of the year.

In the northern regions no definite decisions have been made. I am for a second three-state broadcaster covering Mecklenburg, Berlin and Brandenburg, a so-called "Northeast German Radio". There are discussions that Mecklenburg will join NDR as the fourth state, but I am trying to get the three-state programme established.

This would mean the headquarters would be the present public station in Berlin, **SFB**, but it would be a completely different **SFB**. This station would also join the **ARD**. This would establish the public stations.

As far as private radio goes, the development is much too slow for my taste. Especially in view of the political past of that region, I feel it is very important that private media is quickly established. I am sure that the laws will be made this year to allow the rapid development of the private radio industry. Enough frequencies are already available. The next elections are in four years, so we have enough time to establish a real dual system in that area.

**Q: In Berlin it looks like the NRJ group from France is buying a controlling interest in Radio 100. How do you feel about foreign investment in the industry?**

A: We are members of the European Common Market. We are now the largest export country in the world, including the US. We need international business and contacts. I think that a development of the media market in this direction is very healthy.

**Q: Right now, there are several statewide stations covering most of Western Germany. These stations are joining together more and more to establish a type of private station network. How will the strictly local stations compete with this?**

A: I believe the large private stations are doing the right thing in order to compete with the giant public stations. If this does not happen, more and more small private stations will go bankrupt.

The strictly local stations will

have to keep their costs down and make sure their programming is popular, professional and local. They can then easily compete with statewide stations. If their ratings are high enough, especially in the larger markets, advertisers, both local and national, will flock to them. Strictly local stations should have an easier time with local advertisers than the regional stations. They need good programmes, fresh ideas and a professional approach.

## Public Station Neutrality

**Q: The public stations are influenced heavily by politics and many of the privates are controlled by publishers. Can you see a future for this radio where it is free, for the most part, of political pressure?**

A: I think that you paint the picture too black and white. The print media is already in the hands of private persons and is generally free of so-called political pressure. As long as we have public radio with the political influences of the governing party in each state and the income potential through licence fees, this form of media will always be subject to political influences. However, this should be balanced with good private media. I do not want to prohibit public radio to get rid of political control but for public stations themselves to establish a position of political neutrality. You can bet the CDU/CSU will continue to fight for this goal. As the private stations become more widespread and more popular, the public stations will have to pay more attention to the listeners and less to political pressures, or the dual system that keeps them alive is in great danger.

*Bernd Neumann was born on January 6, 1942, in Elbing, Germany. He is married and has two children. Neumann joined the Christian Democratic Union (CDU) party in 1962. In 1987, he became a member of the German parliament. His additional duties include being a member of the committee for inner politics, post and telecommunication; member of the board of the CDU/CSU in parliament; chairman of the committee for cultural and media politics for the CDU/CSU in Bonn; and the media political speaker for the CDU/CSU. He is also chairman of the CDU committee for media, and as of 1991 was appointed party state secretary at the federal ministry for research and technology.*

# Creating Effective On-Air Promotions

*You have the right music, an excellent line-up of presenters, the jingle package sounds right... and everything is in place for a killer rating period. All that remains is an excellent on-air promotion to help your station edge out competitors.*

by Scott Lockwood

Effective promotions start with great prizes. Offering things your listeners really want to win is the first step towards a successful campaign. If the prizes are dull, cheap or easily obtainable, your promotion will go mostly unnoticed, so stick with the best. The Top 5, in order of popularity, are:

1. Money
2. Cars (or other vehicles)
3. Dream holidays
4. Electronic goods, appliances
5. Expensive jewellery

As shallow as it sounds, money makes the world go around. Everyone likes it, everyone needs it. The wide appeal is obvious as it is useful for both men and women, young and old. But there is still another reason why it works well. It is because the winner will be able to buy whatever they want with it, and negotiability is no problem.

Cars and other vehicles do well as a second to money because of their high price tags. Everyone likes cars, but they would rather not buy one if they did not have to. It is usually the second-most expensive purchase in one's life and winning one is like having money in the bank. In the event that the winner already has one or more cars, the prize is easily converted into cash—in which case they buy whatever they like with the new-found funds.

Dream holidays are appealing, providing they really are dream holidays. Giving away weekend trips to the town next door does not count: distance does.

People in the US dream of visiting Innsbruck in Austria one day, but the typical Munich resident does not (no matter how appealing the offer may be). Holidays, in general, are an expensive part of people's yearly budget, but not as necessary as a car. Making travel dreams come true is a better-than-average way of finding new listeners, but the major drawback is that unused vacations cannot usually be converted to cash.

Electronics items are a part of everyday life and well within the range of the buying power for most people. However, chances are they have lived without something or wish to upgrade from their current model without incurring new costs.

The trick here is to offer a luxury model. Women may have a

perfectly good coffee machine, but a professional-style espresso machine would be most welcome in the kitchen. Men may have a decent stereo system in the living room, but have put off buying a high-end entertainment system.

Electronic items and appliances also have the advantage of usefulness. They will think of you every time it is turned on.

Jewellery is one of those things that everyone would like to have, but does not. Perhaps they could never justify the expense, or a wife does not think she could hide it from her husband forever

**If I could convince you of only one thing today in this article, it would be to keep your contests so simple that anyone could play them.**

without losing it! It is true that some people are perfectly satisfied with a US\$5 laser beam wristwatch, but even they see the lasting value of real gold or diamonds. Jewellery is attractive because it is special, and like cars, can easily be converted to cash if necessary.

A final unknown and variable factor is a prize that has a low price but great worth, like sellout concerts, theatre performances, etc. You have to judge these on a case-by-case basis and how valuable they are perceived by your individual listening audience. Perhaps the open-air concert of the year is actually more valuable than money for a short time, be-

**Many good promotions have failed because a station failed to promote them enough.**

cause people would kill to go if they could find a ticket. This type of story occurs once or twice a year and if you are watching carefully there is no reason why you can not profit from it.

## Designing A Contest

Once you have the sought-after prize, you are over halfway there. The next step is designing a contest that is simple, clear and easy to play. If I could convince you of only one thing today in this article, it would be to keep your contests so simple that anyone could play them. We tend to get caught up in

this business with complexity and think that anything difficult will be well-received by the audience when in fact the opposite is true. For maximum success use the K.I.S.S. formula: Keep It Simple, Stupid.

By simple I mean so simple that you can explain the contest to anyone in a maximum of three sentences:

1. Tune into Claudia and Jürgen every morning at 07.15 to hear the song of the day.
2. Listen for us to play the song again later in the day, then call us.
3. If you are call XY we will give you \$1,000 in cash!

The reason why simplicity is superior to complexity is because listeners are busy people and perceive easy contests as winnable.

Therefore, they participate. The most you should ever ask them to do is listen. Winning should be as easy as a postcard or phone call, and always let them enter as often as they like.

With absolute simplicity you can design promotions to strengthen important dayparts. Perhaps your morning show is no. 1, but afternoons are lacklustre. A two-part promotion that starts in the morning and ends in the afternoon can be an effective way of recycling listeners into a new daypart. A "listen for the song" contest would work well in this case.

Maybe you would like to make it easier still to strengthen a weak hour such as 09.00-10.00 week-

days and do not wish to overdo the listen-type contests. Here is a simple idea that really sells:

1. If you are near a phone every morning at 09.00, call us at 12345.
2. We will accept as many calls as possible for one hour. Your call qualifies you to win our daily trip giveaway.
3. Shortly, after 10.00 we will draw a winner. If we call you back, we will send you to Hawaii.

This contest is so simple, it is dull and that is exactly why it works. Listeners do not need to do much just to call. Furthermore, if they do not win today they can try

## Contest Priorities

1. Stick with quality prizes people want
2. Create a contest anyone can play
3. Promote it with power

again tomorrow. By keeping this contest up over time, thousands and thousands of people end up remembering three things:

1. Your telephone number
2. The name of your station
3. The time they listen

I know one successful programme director who likes this contest so much he even promotes the fact that listeners need not listen! He swears by the fact that ratings will improve if listeners are simply thinking of his station at a particular time.

Whatever prize you have and whatever method you use, the important things are to keep it simple and make it useful by improving problem dayparts. Then promote it with power.

## On-Air Promos

Like the entire promotion, your on-air promos should be produced simply with the contest rules in each one. The shorter you can make the promo the better, because you want to promote it often.

Many good promotions have failed because a station failed to promote enough. The failure was caused from that hidden insecure feeling of burning the audience out. Oddly enough, when we think that we have burned out listeners, the truth is that we have just barely begun to get through to the average person. Discard your fears and do not let someone affect your clear thinking.

If you are still worried about saturating your station with on-air promos, simple arithmetic can help guide you towards a comfortable number of promos. First look at the last ratings book. Check the average time spent listening (and even if you do not believe it, completely accept it).

A station with an average time spent listening of 20 minutes has 72 different audiences per day, three per hour. In this case, to reach the entire audience in one single day you should have 72 promos. If this is too much you could run 12 promos a day for six days and you would still reach the entire audience once. Either way, be sure that you have effectively got the message across without losing people.

As a general rule, the longer your time spent listening is, the less you need to run a promo. As

it gets shorter, the more you need to run it. Your calculator is the most sensible, unbiased and reliable friend in this instance.

More than making just a single promo, though, create a three-step campaign:

1. Tell them what you are going to do (pre-promotion)
2. Tell them what you are doing now (promotion)
3. Tell them what you have done (post-promotion)

## Phases 1-2-3

Phase One should occur about a week before the promotion starts so the audience can be ready and prepared to try. Phase Two lets them know it is on now and gives you a lingering advantage of gaining listeners even after the prize has been awarded.

You have tremendous advantage with this system. In each case you can attract a new listener, encourage them to listen longer and, because it is in three parts, the listeners hear the changes in promos. You may even get an extra point for good organisation—listeners sometimes notice.

Most important is to offer proof. If you can do this only in Phase Three, that is fine. But if you can squeeze it somehow into Phase Two, you are just another step ahead of the game. It is because some listeners do not believe that radio stations really do what they say all the time. It is imperative for these people to hear other real people winning a prize. As in advertising, proof is the best sales tool.



Scott Lockwood is president of Scott Lockwood Enterprises, an international programming consulting firm whose radio station clients include Radio Charivari/Nuremberg and Hitradio NI/Nuremberg. Lockwood can be reached in Germany on tel: +49 911 23 87 27.

## SINGLES

**Animo***Bandit-Bandit* - Trema

French outfit provide a strong dance track, dominated by a heavy rock guitar. These bandits are as easy to catch as their melody. Recommended for clubland.

**The Comateens***A Place For Me* - Virgins

It's nice to know that there are still some bands around like The Comateens, who take care of sugar-coated melodies. This song sounds like an Everly Brothers or Buddy Holly revival.

**Ice MC***Happy Weekend* - Polydor

Another anthem to celebrate Saturday night fever. UK rapper Ice MC is bound to party until Monday morning. Produced and written by famous Italian Roberto Zanetti aka Robyx.

**The Nits***Long Forgotten Story* - Columbia

Taken from the album *Giant Normal Dwarf*, again they demonstrate their unique style. Amsterdam-based The Nits succeed in developing a timeless sound, taking their influences from decadent Berlin in the '20s and Dutch folk, but none from Anglo-American pop. Maybe they're the best example of Continental pop.

**Oh Well***Quiet* - Westside/Metronome

German artist who will appeal to the same dance crossover market as The Real Milli Vanilli. It's a spoonful of soul plus a slight touch of rap on top of a pop tune. Top-40 programmers should be alarmed by now.

**Maarten Peters***Playing The Blues* - EMI

Usually this is not his cup of tea, but this Dutch pop singer plays the blues, and he does it confidently. A tribute to his favourite bluesmen, taken from his new album *A Scary Tale*.

**The Real Milli Vanilli***Too Late (True Love)* - Hansa

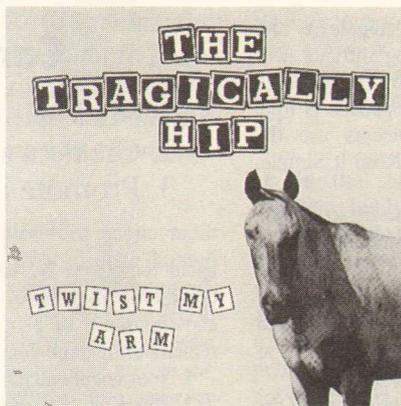
Will the world fall in love with them too? This new, second single off their *Moment Of Truth* album will indeed tell the indisputable verity. One great difference with the past is marked by Gina Mohammed singing the lead vocals.

**School Of Fish***3 Strange Days* - Capitol

A new school of '60s-orientated, guitar-driven pop. Will this Beatlesque type of music become mainstream again in the early '90s? Ask Jellyfish, Lenny Kravitz, Maggie's Dream, The Cavedogs and... School Of Fish.

**Mort Shuman***Promised Land* - East West

Life goes on, Shuman releases his first single in years, just after his famous song-writing partner Doc Pomus died. The horn arrangement on this soul tune gives it a sunny, almost tropical sound. It will soon be summer in hitland.

**The Tragically Hip***Twist My Arm* - MCA

Play this hot, cooking rock & roll track and get addicted to it. Singer Gordon Downie is probably the sensation the world has been waiting for since the death of Jim Morrison. Once they have picked up the irresistible groove of Canada's finest, all your listeners will scream for more. In May they're on a major European tour.

**White Lion***Love Don't Come Easy* - Atlantic

The sound of this hard rock band is built around the gutsy voice of Mike Tramp and the Vitto Bratta's powerplay on guitar. Album rock programmers must give this medium tempo song a spin.

**Pete Wylie (And The Farm)***Sinful* - Siren

One-off collaboration by forgotten cult hero Wylie of The Mighty Wah and celebrated chartbusters The Farm. This remake of a well-known song of the old Wah-days in a fashionable dance version, will put the man back where he belongs: in the charts.

**Pigalle***Pigalle* - Boucherie (LP) (France)

Jolly music, perfect for wild parties. François Hadji-Lazaro is a singer and a shouter too. Well, that's an understatement, because his voice is louder than the noise of a jet aeroplane taking off. It will scare off little children, so warn parents to keep them away from the radio, while you play a track. Licensed by Island for France; in other rights territories still available. Contact Christel on tel. (33) 47 87 95 17; fax: 47 97 25 78.

**The Screech Owls***Desert* - Girl (United Kingdom)

London-based band, though band members hail from California, New Zealand, Ireland and the UK. Lead singer Debbie Skhow excels in this sparse almost acoustic arrangement, a bit reminiscent of Edie Brickell & The New Bohemians. Her fascinating style is somewhere in between just singing and narrating the ly-

**Paul Brady***Trick Or Treat* - Fontana

As popular in his homeland as the Irish national football squad. His new album makes clear why; Brady's MOR pop is as easily recognisable as the "kick and rush" style of his sporting colleagues. *Nobody Knows*, his current Irish hit single, is only an "assist", compared to the track *Can't Stop Wanting You*, which is a classic goal. EHR programmers should join this winning team.

**De Dijk***Nooit Genoeg* - Mercury

The absolute leader when it comes to rockin' in the Dutch language. Extremely talented producers, drummer Antonie Broek and Michiel Hoogenboezem, turned the Wisseloord recording studios into the Muscle Shoals of the lowlands. Singer Huub van der Lubbe has never sounded more passionate than in the ballad *5 Uur*, cover of a song by Amsterdam celebrity Ramses Shaffy. Indeed *Nooit Genoeg*, never enough.

**Sheila E***Sex Cymbal* - Warner Brothers

The rhythm patterns of the royal house of Minneapolis are unmistakable. This time Ms. Escovedo even launches her drum into the red light district, by covering LaBelle's *Lady Marmalade*. A drum solo on a studio album is a rare event in pop music, but she hammers her way confidently all through the track *808 Kate*.

**The Feelies***Time For A Witness* - A&M

Intelligent, basic guitar-driven rock in the best traditions of the Big Apple. The Feelies are able to capture almost all the rock & roll excitement of The Velvet Underground on the track *Decide*. Since the release of their debut album *Crazy*

*Rhythms* back in 1980, these cult heroes haven't made any concessions to their sound. Instead, they have become more mature and less nervous.

**IAM***De La Planète Mars*

Oops, wrong planet! Well, they definitely sound different to trained rap ears. IAM are the leaders of the second generation of French rappers, hoppin' and boppin' in their mother tongue. On their debut album they sound as streetwise as you would expect from kids from Marseilles, the urban jungle where European and African cultures clash. The track *IAM Concept* gives a good idea of their style.

**Massive***Blue Lines* - Circa

The new standard in dance, here are the real talents in an overcrowded scene. The current European hit single of the band, *Unfinished Symphony*, has already established their name. The vibe around the project has only expanded with the release of their nine-track debut album, an impressive melting pot of hip hop, soul and reggae. Produced by Jonny Dollar and bound to change the world as Soul II Soul did. Top-40 programmers be prepared for an attack.

**Rainbirds***Two Faces* - Mercury

On their third album, this German outfit are reduced to two faces, singer/guitarist Katharina Frank and keyboard player Ulrike Haage. The sound is less guitar-inspired than before; the Brecht/Weil theatrical side has increased a lot though. *Ha! Ha! Houdini's Laughing* is illustrative of the new-look Rainbirds, who are now reminiscent of Dutch chanteuse Mathilde Santing. But sometimes they turn up the speed and pick up the rock guitar again (*Head Over Heels*). Well, ain't that the Janus face of contemporary pop?

**Renato Zero***Prometeo* - BMG Ariola

Forza azurri! Double live album by this very popular Italian rock singer, who was second at the recent San Remo Festival with the ballad *Spalle Al Muro*. Side three opens with the audience singing *Happy Birthday* in Italian, pleading their unconditional devotion to their idol. Recorded in Florence with the London Philharmonic Orchestra.

## NEW TALENT

rics. Contact Debbie Skhow on tel. (44) 81-741 9278.

**Trio Töykeät***Päivää* - Sonet (LP) (Finland)

The band leader of this stomping jazz rock trio is Finland's most talented piano player in his genre. Listening to the band's Heiko Savolainen co-produced debut album, the name of Chick Corea comes to your mind immediately. Contact Oy Clave Ab/Täpani Jämsen on tel. (358) 0-539 574; fax: 0-539 476.

**Whipped Cream***& Other Delights* - Radium (LP) (Sweden)

Another "psychotic reaction" on the Swedish rock scene. This four-piece band sounds even more psychedelic than Pink Floyd in the days before Syd Barrett was in the madhouse. The track *Explosion* is living proof their brand hasn't burnt out yet. Contact Ulrich Hillebrand on tel. (46) 764 334 50; fax: 764 300 60.

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.



## Alison Moyet

After a four-year break, April 22 will see the simultaneous European release of the new Alison Moyet album "Hoodoo" on Columbia. The follow-up to "Alf" and "Raindancing", which combined sold over four million copies, marks one of the priority releases for Sony Music this spring.

by Robbert Tilli

Alison Moyet aka Alf, renowned for her cover version of the Billie Holiday classic *That Ole Devil Called Love* in 1985, is back on the tracks again. On the new album *Hoodoo*, the former Yazoo singer is once more a talent in progress. The result is a rich, mature and diverse piece of work, with her most personal lyrics until now.

The song material fluctuates from the smooth sounds on the bluesy ballad *Find Me* to the powerful guitar riffs on tracks like *Rise* and *(Meeting With My) Main Man*. Columbia international marketing manager Mark Tattersall says, "From a songwriter's point of view she's still developing. She won't disappoint her fans with this album, she will rather broaden her audience with it."

Moyet's solo career was an instant success back in 1984 with the three million-selling debut album *Alf*. For the recording of her second album, 1987's *Raindancing*, she went to LA, but for this album she preferred to stay at home in the UK. The album was recorded at various locations in London, and produced by Pete Glenister, also the song-writing partner of Moyet.

Dave Steele and Andy Cox of Fine Young Cannibals produced one track (*Back Where I Belong*), with Dave Dix producing another track (*This House*). A variety of well-established engineers/produ-

cers mixed the album, including Tom Lord-Alge and Steve Lillywhite. The latter mixed the track *It Won't Be Long*, the first single off the album, released on March 25 and currently at no. 72 in the UK.

Apart from producer Pete Glenister playing guitar, guest musicians involved in the project are keyboard player Bob Andrews (ex-Graham Parker & The Rumour), drummers Blake Cunningham and Neil Conti and backing vocalists The Mint Juleps.

From the end of March until the beginning of her UK concert tour—from May 14 to June 6—Moyet goes on an extensive European promo tour, visiting the following countries: Belgium, Holland, Germany and Denmark. Every territory will control its own marketing campaign. A major advertising campaign is being run in the UK in the printed press. Also there will be window displays and in-store material for retail, while a poster campaign covers the London tube system. The single is picking up airplay on all important stations. Moyet appeared on BBC TV show "Wogan" on April 5.

A European concert tour is expected for the autumn, but nothing has been confirmed yet. Tattersall says, "The reason is, she has been away for so long and she has changed her direction. We want to expose that first, just to get people used to that. For the moment we have to concentrate on promotion."

### Track Listing "Hoodoo"

*Footsteps; It Won't Be Long; This House; Rise; Wishing You Were Here; Hoodoo; (Meeting With My) Main Man; Back Where I Belong; My Right A.R.M.; Never Too Late; Find Me.* The majority of the songs were written by Moyet/Glenister.

## NORWAY

### The September When

- Signed to Warner Music Norway.
- Publisher: Second Rail Music.
- Management: Rune Lem for Scandinavia; Pro:Musik for the rest of Europe.
- New Album: *Mother, I've Been Kissed*, released on March 11, currently at no. 1 in the Norwegian album charts after three weeks.
- New Single: *Bullet Me* released on March 11, charted at no. 10 in Norway.
- Recorded at West Audio Studios/Stavanger.
- Producer: Knut Bøhn.
- Marketing: Posters and in-store material. Advertising in the printed press.
- Promotion: At the moment they are working on a showcase in Stockholm scheduled for mid-April. Also they are available for promotion in other territories.
- A Norwegian tour from April until the end of June.
- European Releases: The album is already out in Scandinavia, Holland, Belgium and Greece. A German release isn't awaiting ratification.

The second album *Mother, I've Been Kissed* by Stavanger-based band The September When is a milestone for me-

lodie rock. Their sound is crystal clear, thanks to producer Knut Bøhn, who learned the trade from Nile Rodgers and Lenny Kaye. The acoustic guitar is up-front in the picture, very reminiscent to other bands with great pop sensibility such as REM and Aztec Camera.

The now five-piece band—they used to be a trio—have improved a lot since the release of their eponymous debut album in 1987. All Norwegian papers and magazines gave top scores on the new album. Radio 102/Hagesund was the first station to add tracks of the album on their playlist.

However, the current hit single off the album, *Bullet Me*, is different to the other 13 tracks. It is far more dance-orientated, and demonstrates that the band have also developed their groove.

After having done lots of press promotion in Norway, they are touring home territory throughout April. In the meantime, they will do promotion abroad, featuring a special concert for press and retail in Stockholm in mid-April. The band are already booked for two of the three major Scandinavian rock festivals this summer, Roskilde in Denmark and The Isle Of Calf in Norway. The third, Midtyn in Denmark, has yet to be confirmed.

## UNITED KINGDOM

### James

- Signed to Fontana worldwide.
- Publisher: Blue Mountain Music.
- Management: Martine McDonnagh/Manchester.
- Current Album: *Goldmother*, initially released in June last year.
- Recorded at various locations.
- Producer: James.
- New Single: *Sit Down* released in March, currently at no. 3 in the UK: in only two weeks it has reached no. 14 in the CoCa-Cola Eurochart Hot 100 Singles.
- Recorded at Outside Studios/Berkshire.
- Producer: Gil Norton.
- Marketing: regional TV advertising in the UK. Every market will develop their own marketing plan.
- European promo tour starts early May, kicking off in Italy.
- The band will appear on the major European pop festivals this summer. Also there is a UK tour from September 30 to November 12.
- A recut version of the album will be released in all European territories on April 15.

breakthrough. Unfortunately, the song is not featured on their latest, fourth album *Goldmother*, their label debut for Fontana.

A recut version of the album—including the hit single plus the previous single *Lose Control*—will be released on mainland Europe on April 15. Due to their current success, it will also be re-released in the UK in this new version on the same date. *Sit Down* has always been a live classic; it is also featured on the B-side of the single in a nine-minute live version, recorded at the G-Mex in Manchester last December. PMV will release a 90-minute video of the same gig plus footage on April 15. Granada TV broadcast an hour of it on March 27.

With their country guitar sound, James cannot be typecast as an "indie-dance band". They don't fit in the Madchester scene, they have developed a pop style of their own. The new-look James—formerly signed to Factory, Sire and Rough Trade—have expanded to a seven-piece band with a slightly rawer approach than before.

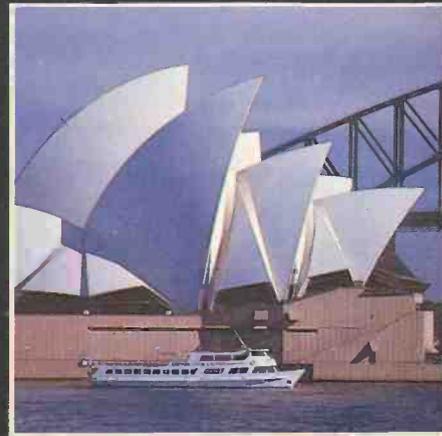
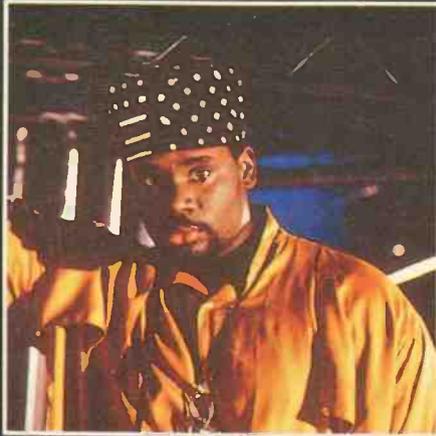
At the moment the band are recording a new album, which is due for release in September. They will then go on a massive UK tour. Before that they will headline the prestigious Reading festival on August 24 and the Metropolis in Rotterdam on August 31.

Cult heroes and press darlings can still become chartbusters. The acclaimed band James have been around from 1983, but have finally reached achieved well-deserved success. The re-recorded version of their "anthem", *Sit Down*, is their definitive

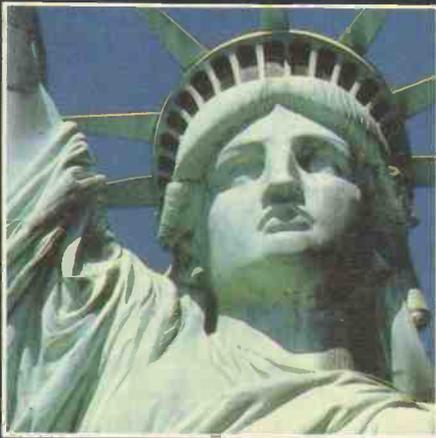
**Pan-European Spotlight:** Artists featured have achieved Top 15 chart status in the European Top 100 Albums within the last five years.

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

# INTERNATIONAL LEADERS



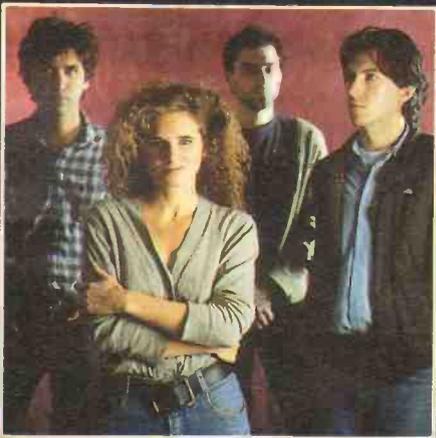
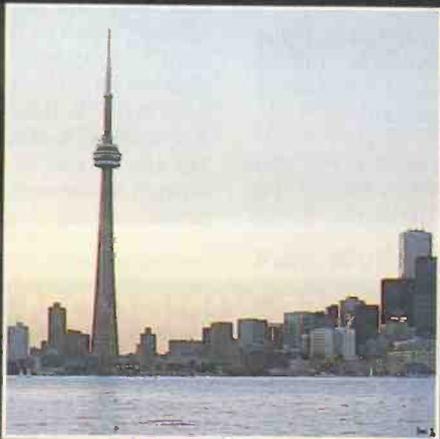
Whitney Houston



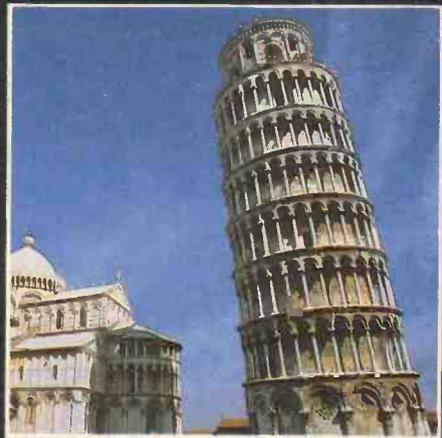
Patrick Bruel



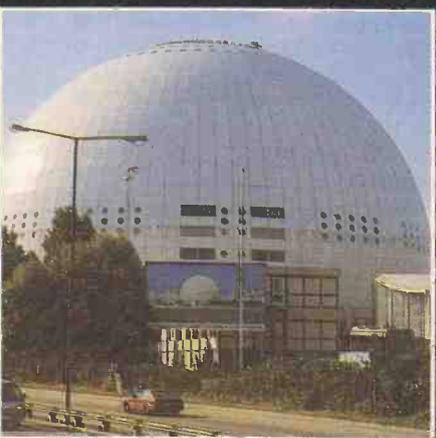
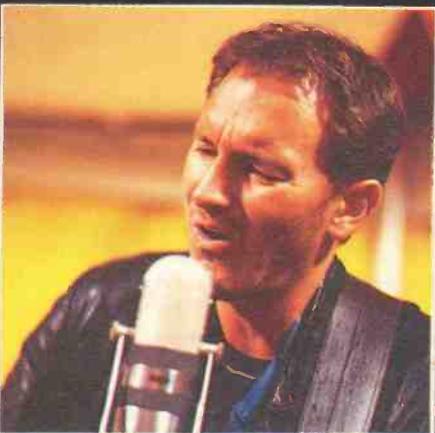
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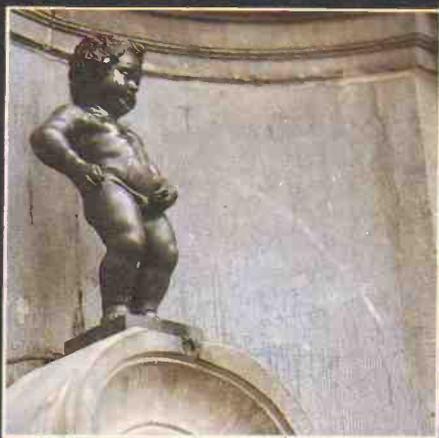
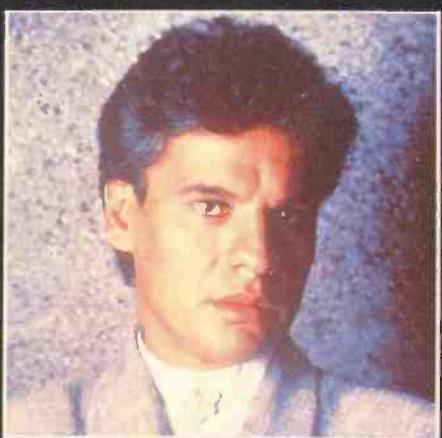
Cowboy Junkies



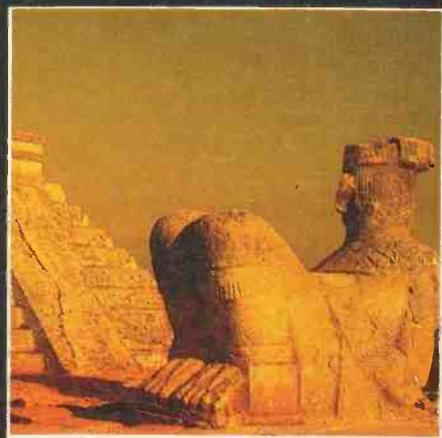
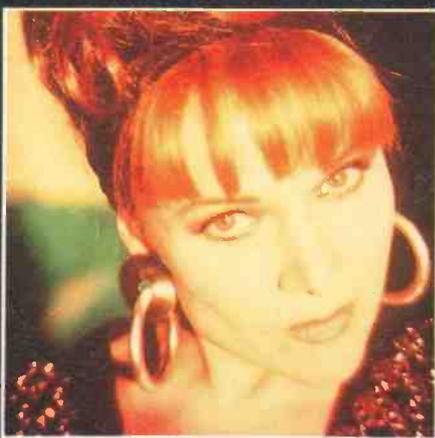
Tomas Ledin



Juan Gabriel

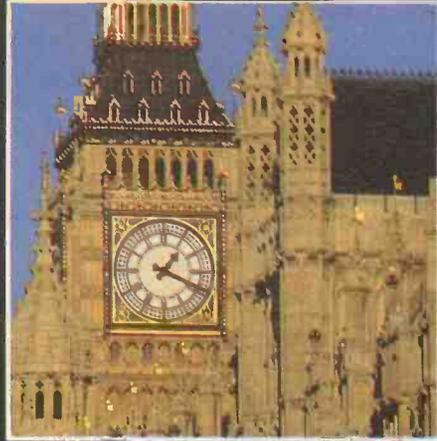
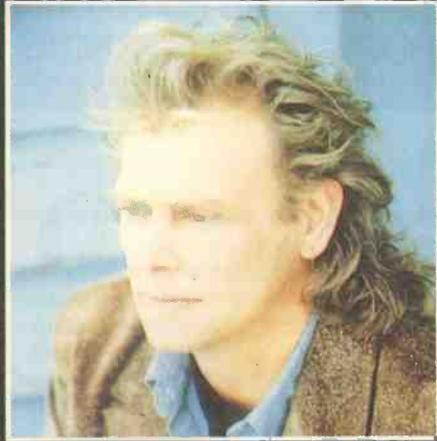


Vaya Con Dios



# INTERNATIONAL LEADERS

John Farnham



Lisa Stansfield



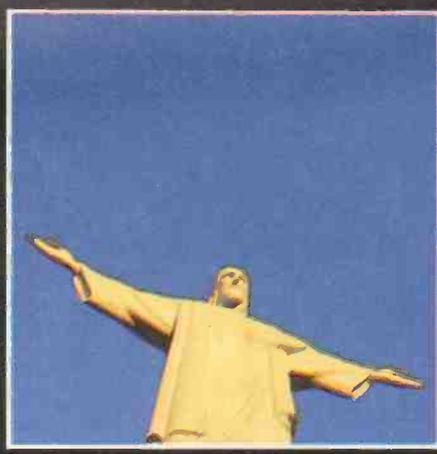
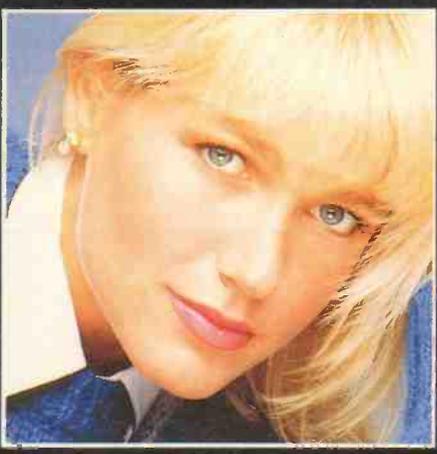
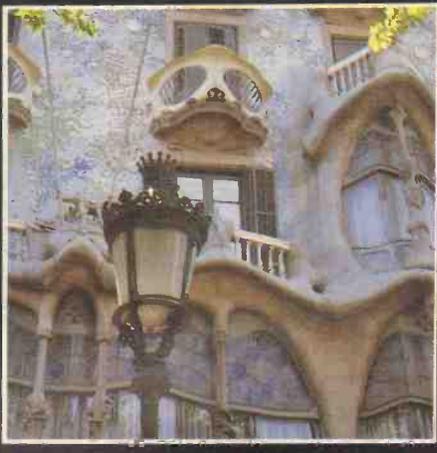
Lucio Dalla



Mecano

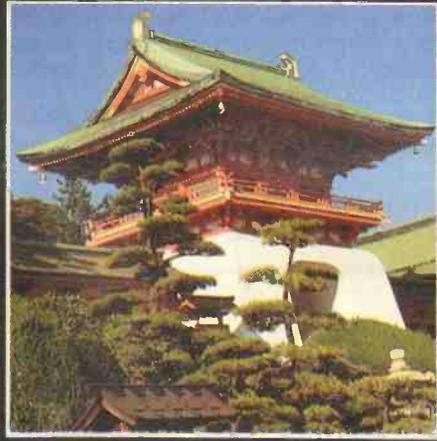


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ONAL

*Radio consultancy is as much a meeting of minds as it is a business contract, bringing experience garnered in a variety of markets. But what does the radio consultant actually do, once he or she gets involved with a station? How do they identify problems, and go about solving them? Two of Europe's leading consultants, Ad Roland and Colin Walters, explain how they work to make the best of available resources to deliver maximum audience and maximum profit.*

# The How, Why And Therefore Of Radio Consultants



**A**d Roland has over 25 years' experience in radio, both in front of and behind the microphone. It has given him clear ideas about the art and the science of broadcasting. Since 1988, he has shared those ideas with his peers across Europe, building Ad Roland Media Services into one of the Continent's leading consultancies.

A close and honest working relationship with his clients is Roland's number one priority. "Consulting a radio station is a trust situation," he says. "It's important to be able to work together on a highly personal level. You have to know that to improve their station, you may need to confront people with truths that will shock them, that affect their attitude towards themselves."

He believes firmly in the total approach. "My work involves virtually every aspect of radio. It's not just developing a programme, but advising on marketing, sales, management, technical operation—all sorts of other things.

knows as much about the station and its context as possible.

"If it's not a new station, we look at all the strengths and weaknesses of its programmes, as well as those of its competitors. In both cases, tune-out and tune-in factors are particularly important. When markets are as competitive as they are now becoming in Europe, finding out what factors turn people off a station is crucial."

## Niche Identified

From there, a demographic niche can be identified for the station to target. Ideally developed from its existing profile, the station's new identity may either be one underserved in its area, or one whose current station can be bettered.

"Taking on competition head-on is no problem," says Roland, "providing it can be beaten. The most important aspect is that the client's format delivers an audience big enough to be profitable."

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***"To improve a station, you may need to confront people with truths that will shock them, affect their attitude towards themselves."***  
Ad Roland.

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***"We are called in to provide experienced management during a transitional phase, or when a station cannot find anybody with the right background."***

Colin Walters.

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## Weakest Link

"You have to do that: they all relate to one another. If you neglect one, it becomes the weakest link in the chain and all the others suffer."

For that reason, Roland dismisses the idea that consultants can offer off-the-shelf solutions. "Standard answers don't work. Every station exists in an individual market, with different competitors, a different audience and using different talents. And each has its own problems. Too many consultants still believe they can sit in an office and send out standard forms by fax. You may as well just sell them a book."

The key to Roland's approach is a process he calls "APMA"—Acoustical Programming Market Analysis. As many statistics, ratings, and market figures are gathered as possible, so that the consultant

## A Case History: One

One of Ad Roland's most recent successes has been at Radio F/Nuremburg. He explains how he took it to the top of the ratings.

"A few years ago, Radio F was at the bottom line. They had a bunch of talented people, but they didn't know how to use their talent.

"We modified the whole station, to build on their talents and use their resources better. We didn't fire one person. What was needed first was a lot of training to bring out hidden abilities. We brought them to our studios, and taught them how to identify the right music to play, how to write a show, how to position and use jingles and liners, what kind of on-air presentation to use and how to handle the equipment.

"The other thing was a full-scale restructuring, setting up the station in a new way. Management structures and responsibilities are now a lot clearer. We also reformatted.

"You can't put a standard title on the format, but the target they are aiming at falls somewhere between hot and soft AC. The main audience target of Radio F is 30-50, and they are now hitting that very hard.

"We built the audience in two steps. The first stage it went from close to the bottom of the ratings to rival the two top stations in the market. Once it had that kind of profile, we were able to attack the market from the front, with a very tight sound and clear identity.

"Radio F now has the highest number of listeners of Nuremburg's local stations."



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**C**olin Walters, CEO of UK-based Laurel Benedict, is a consultant with a very different mission. His speciality is management services, building on a background of advisory help to potential investors in private radio. "One of our main services is to introduce investors to companies seeking licences to put together an application that is viable commercially and acceptable politically."

Working within stations, he says, is a development of this service. "Typically, we are called in by existing or new investors in a station to provide an experienced management during a transitional phase, or when they cannot find anybody with the right background straightaway."

"For instance, next year a number of new private stations are due to be licensed in major UK metropolitan markets. With that expansion in the sector, whoever wins the contracts may find they cannot get enough top people immediately, or that they want to delay employing them until the station is established. That is just the kind of situation where we can help."



## No Head Hunt

Laurel Benedict approaches its tasks from the top. "We put in an MD or CEO on a part-time basis who is our own employee," says Walters. "It is not head-hunting for a full-timer for the station

itself, so the client has the advantage of knowing that we are not instituting some kind of permanent takeover."

Programme consultancy is not the first priority. "We are not providing the kind of service where we design formats or compile playlists. Our clients have different needs--business stability and management expertise."

"We are not turning the station around, but keeping it going forward and upward. When we move into an established station, our work is more often than not a case of building confidence within the organisation, and upping its external profile, without really changing format or target."

"Our main function is to make a station run properly--to kick out bad practices and bring in new, better ones."

Paul Andrews

**"We are not head-hunting a full-timer for the station, so the client has the advantage of knowing we are not instituting a permanent takeover."** Colin Walters.

### Ad Roland Media Services

- Address: Molenvweg 14, 4112 NR Beusichem, Holland
- Phone: +31 3453 2244/2468
- Fax: +31 3453 1569
- Client Stations: Antenne Niedersachsen/Lower Saxony, Charivari/Munich, Radio FFH/Hessen, Radio F/Nuremberg, Radio IN/Ingolstadt, Radio Gong Mainland, Radio NRW/North-Rhine Westphalia, Radio Regenbogen/Mannheim, Radio Tele 1/Augsburg, RSH/Schleswig-Holstein, Antenne 1/Stuttgart
- Leading Personnel: Ad Roland/MD, Peter Nelissen/GM, Hans Drinkenburg/music director
- Contact: Ad Roland/Peter Nelissen

### Broadcast Consulting International (BCI)

- Address: Reichswaldstrasse 52, 8501 Schwaig/Nuremberg, Germany
- Phone: +49 911 500035
- Fax: +49 911 500 9652
- Client Stations: Include: Antenne Bayern/Bavaria; Radio ffn/Lower Saxony; RTL/Germany
- Leading Personnel: Alexander Heitelhack/president; Gert Zimmer/CEO
- Contact: Birgit Heinhoefler

### Bowen Sklar Programming

- Address: Homeground House, 18 Homeground, Woodshaw, Swindon, Wiltshire SN4 8NB, UK
- Phone: +44 793 854395
- Fax: +44 793 854395
- Client Stations: 2CR-FM/Bournemouth, GWR Radio Group, Media First Training
- Leading Personnel: Dave Bowen/MD, Rick Sklar/director
- Contact: Dave Bowen

### Communicate Now

- Address: November Cottage, Ferry Lane, South Stoke, Reading RG8 0JP, UK
- Phone: +44 491 873185
- Fax: +44 491 875180
- Client Stations: Has worked with 70% of UK radio industry. Major recent contracts include Southern Radio Group, Invicta Group, Fox FM/Oxford, Essex Radio, Orchard FM/Taunton
- Leading Personnel: Tony Grundy/owner
- Contact: Tony Grundy

### Jonathan Little Consulting

- Address: 5709 Hempsted Road, Madison, WI 53711, US
- Phone: +1 608 271 8884
- Fax: +1 608 271 9189
- Client Stations: Six US stations, details confidential
- Leading Personnel: Jonathan Little/president & GM
- Contact: Jonathan Little

### Kreativ Kommunikation

- Address: Linneastigen 1, 161 36 Bromma, Sweden
- Phone: +46 8 258498
- Fax: +46 8 327818
- Client Stations: Research for a major media corporation preparing launch of a new station late summer (name confidential)
- Leading Personnel: Daniel Akerman/president; Hakan Molin/sales and marketing; Jonas Sandberg/creative assistant
- Contact: Daniel Akerman

### Laurel Benedict

- Address: 2, Whinmoor Crescent, Redhall, Leeds, West Yorkshire LS14 1AC
- Phone: +44 532 650759
- Fax: +44 532 651414
- Client Stations: Major European and US communications companies, and some of the UK's top radio stations. Clients are assured complete confidentiality
- Leading Personnel: Colin Walters/CEO, Petrina Rance/GM
- Contact: Pam Roberts/operations manager

### Media Objectives International

- Address: 7 Castellain Road, London W9 1EY, UK
- Phone: +44 71 289 2301
- Fax: +44 71 289 1279
- Client Stations: Atlantic 252/Ireland
- Leading Personnel: John N Catlett/president
- Contact: John N Catlett

### OZONE Radio

- Address: 22 Rue De Wattignies, 75012 Paris, France
- Phone: +33 1 47 97 98 01
- Fax: +33 1 47 97 24 27
- Client Stations: Europe 1/France, Europe 2/France, Superloustic/France, Onde Latine/Southern France. Also working with investment company SOFIRAD on creation of a European FM network, and on France's first thematic business network
- Leading Personnel: Patrick Fillioud/GM
- Contact: Patrick Fillioud

### Pollack Media Group

- Address: 984 Monument Street, Suite 105, Pacific Palisades, CA 90272, US
- Phone: +1 213 459 8556
- Fax: +1 213 454 5046
- Client Stations: Over 100 stations worldwide including WNEW-FM/New York, WLUP-FM/Chicago, Pirate Radio/Los Angeles, Europe 2/France, Skyrock/France, Radio Salu/Saarbruecken, Network 105/Italy, Radio Monte Carlo/Italy, Classic 105/Italy, 2MMM/Sydney
- Leading Personnel: Jeff Pollack/chairman & CEO, Tommy Hedges/president
- Contact: Carol Lee Holt/VP operations

### Paragon Research

- Address: 550 S Wadsworth, Suite 401, Denver, CO 80226, US; Top Floor, 15 Apsley Road, Clifton, Bristol BS8 2SH
- Phone: +1 303 922 5600 (US); +44 272 734716 (UK)
- Fax: +1 303 922 1589 (US); +44 272 734716
- Client Stations: 50 US stations across all formats plus BFBS (British Forces Broadcasting), GWR/Swindon & Bristol, Plymouth Sound, 210FM/Reading, 2CR/Bournemouth and various other radio groups and organisations
- Leading Personnel: Chris Porter/executive VP, Bob Pierson/director European projects
- Contact: Chris Porter (US)/Bob Pierson (UK)

### Probe Score International Consultancy (PSCI)

- Address: Maria Theresialei 7-B14, 2018 Antwerp 1, Belgium
- Phone: +32 3 231 9960
- Fax: +32 3 231 9712
- Client Stations: Several Belgian local stations, including Radio Palermo, Radio Maasvallei, Radio Delta, plus Contact Franchising: two unnamed satellite/cable broadcasters (one German, one international); Radio Caribbean International/Saint Lucia; Radio Aruba; FEBA/Seychelles
- Leading Personnel: Marianne van Biesen/MD; Peter van Dam/consultant; Alan West/consultant; AJ Beirens/consultant; Ben Bode/consultant
- Contact: Marianne van Biesen

### Scott Lockwood Enterprises

- Address: 22706 Aspan Street, Suite 703, Lake Forest, CA 92630, US; Unterer Leinritt 13, 8600 Bamberg, Germany
- Phone: +1 714 241 1111 (US); +49 911 238727 (Germany)
- Fax: +1 714 581 1108 (US); +49 911 208717
- Client Stations: Radio Charivari/Nuremberg (Euro AC); Radio N1/Nuremberg (EHR/Dance); Radio Danubia/Straubing (Euro AC); Radio Trausnitz/Landshut (Euro AC)
- Leading Personnel: Scott Lockwood/president-CEO; Matthias Hofmann/music consultant; Mark Martinez/research consultant

## A Case History: Two

When the UK's **Capital Radio Group** bought 20% of Irish national private **Century Radio** in August 1990, a condition of the deal was that Capital could appoint **Colin Walters** as acting CEO.

"When Capital bought in, Century was in trouble. It was obvious a whole shake-up was needed, problems were deep-rooted. Take one example: when I arrived there was literally no promotions department. Virtually every opportunity to publicise the station was being missed. The service had such a bad reputation that it was virtually a national joke, and nothing was really being done to counter it."

"So one of my first moves was to recruit a promotions manager. Even in a few months, that raised the profile of the station dramatically. We are creating a name for the station, names for our DJs and so on."

"The sales department was also very weak, with just a sales manager and two junior executives. There was a good market for national advertising, but they were unable to tap it to its full extent. We now have a properly shaped and ordered sales department, able to follow far more leads and they are now starting to bring in the revenue."

"It now costs considerably less to run and works far more smoothly. We have not necessarily revolutionised the station, but tried to make all its functions work better."

"I think one of our greatest achievements has been to boost morale: when we came in, the mood in the station was at rock-bottom, a disaster. Our people seem much happier now, which is one of the main keys to long-term success."



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# STATION REPORTS

Station reports include all new additions to the playlist, indicated by the abbreviation "AD". Reports from certain stations will also include records on the "A" list (heavy rotation) and, in some cases, on the "B" list (medium rotation). A number of stations feature a "Power Play" ("PP"), a track which receives special emphasis for the week. The "LP" designation reflects the new album(s) added.

## UNITED KINGDOM

### BBC RADIO 1/London

Paul Robinson - Editor Mainstream  
A List:

Gary Clail: Human Nature  
Milltown Bros.: Here I Stand  
Banderas: This Is Your Life  
Happy Mondays: Loose Fit  
Roxette: Joyride  
Jesus Jones: Who? Where? Why?  
Rod Stewart: Rhythm Of My Definition Of Sound - Wear Massive - Unfinished Symphony  
Scritti Politti: She's A  
AD Madonna: Rescue Me

### CAPITAL RADIO/London

Richard Park - Prog. Contr.

A List:  
AD Sting: The Soul Cages  
Rozalla: Faith  
Nomad: Just A Groove  
Belinda Carlisle: Vision Of You  
Michael Bolton: Love Is A  
Free: My Brother Jake  
Lionie Gordon: Ganna  
Robert Palmer: Happiness  
Luther Vandross: Power Of Love  
Katherine E: It's Alright  
B List:  
AD Tracie Spencer: This House  
EMF: Children  
Wonderstuff: Size Of A Cow  
Bananarama: Long Train Running

### ATLANTIC 252/County Meath

Paul Kavanagh - Head Of Music

A List:  
Chesney Hawkes: The One  
Amy Grant: Baby Baby  
Wilson Phillips: You're In Love  
R.E.M.: Losing My Religion  
James: Sit Down

### AD The Simpsons - Deep Deep

Dannii Minogue: Love & Kisses  
Susanna Hoffs: Unconditional  
Zucchero/P.Young: Senza Una  
O.M.D.: Sailing On The Seven  
Keady: Save Some Love  
Clash: Rock The Casbah

### METRO FM/Newcastle

Giles Squire - Prog. Contr.

A List:  
AD Alison Limerick: Where Love  
Waterboys: Whole Of The Moon  
B List:  
AD Bananarama: Long Train  
N-Joi: Anthem  
Shaman: Hyperreal  
Madonna: Rescue Me  
Robert Palmer: Happiness  
Transvision Vamp: I Just  
Nils Lofgren: Valentine  
Joe Jackson: Stranger Than  
Luther Vandross: Power Of Love

### PICCADILLY RADIO/Manchester

Keith Pringle - Head Of Music

A List:  
AD Robert Palmer: Happiness  
Roachford: Get Ready  
Luther Vandross: Power Of Love  
2 In A Room: She's Got Me  
Transvision Vamp: I Just  
Pete Dinklage: The Farm: Sinful  
Morrissey: That's Entertainment  
B List:  
AD Bananarama: Long Train  
Black Box: Strike It Up  
Frances Nero: Footsteps

### GLR/London

Trevor Dann - Head Of Music

A List:  
AD Joe Jackson: Stranger Than  
Robert Palmer: Happiness  
B List:  
AD Steve Winwood: I Will Be Here  
Waterboys: Whole Of The Moon  
Bliss: Watching Over Me

### BRMB/Birmingham

Robin Valk - Head Of Music

A List:  
AD ZZ Top: My Head's In  
Zucchero/P.Young: Senza Una

### Robert Palmer: Happiness

Luther Vandross: Power Of  
Wonderstuff: Size Of A Cow  
Dannii Minogue: Love & Kisses  
Gary Clail: Human Nature

### B List:

AD Nils Lofgren: Valentine  
Bananarama: Long Train Running  
Transvision Vamp: I Just Wanna  
Joe Jackson: Stranger Than  
N-Joi: Anthem  
Monie Love/Adeva: Ring My Bell

### RADIO CLYDE/Glasgow

Alex Dickson - Prog. Dir.

A List:  
AD Bananarama: Long Train  
Michael Bolton: Love Is A  
Pete Dinklage: The Farm: Sinful  
B List:  
AD Bliss: Watching Over Me  
The Clash: Rock The Casbah  
Tracy Spencer: This House  
Wonderstuff: Size Of A Cow  
Titiyo: My Body Says Yes

### RADIO CITY/Liverpool

Tony McKenzie - Head Of Music

AD Jo Gang: Islands  
Pepsie & Shirlee: Someday  
Transvision Vamp: I Just  
Sheena Easton: What Comes  
Wonderstuff: Size Of A Cow  
Cactus Rain: Each Day  
The Love In: Goo Goo Boraba  
Gloria Estefan: Seal Our Fate

### RADIO TRENT GROUP/Nottingham

Ben Groat - Deputy Prog. Dir.

L List:  
AD George Michael: Cowboys And  
Timmy T: One More Try  
INXS: By My Side  
Jan Graveson: Anyone Who Had

### DOWNTOWN RADIO/Belfast

John Rosborough - Head Of Prog.

A List:  
AD Bananarama: Long Train  
Steve Winwood: I Will Be Here  
Madonna: Rescue Me  
Joe Jackson: Stranger Than  
Rembrandts: Just The Way It  
Jackie Quinn: Reconcile  
Jellyfish: Baby's Coming Back  
Carly Simon: You're So Vain

### CHILDREN RADIO & NORTHANTS

CLIVE & SEVERN SOUND/Dunstable/

Northampton/Gloucester

Clive Dickens - Head Of Music

A List:  
AD Electronic: Get The Message  
Bananarama: Long Train  
Luther Vandross: Power Of Love  
Clash: Rock The Casbah  
Rembrandts: Just The Way It

### GWR/Bristol/Swindon

Andy Westgate - Head Of Music

Jo Gang: Islands  
Milltown Bros.: Here I Stand  
Nils Lofgren: Valentine  
Wonderstuff: Size Of A Cow

### RADIO FORTH/Edinburgh

Colin Somerville - Head Of Music

A List:  
AD Bingo Boys: How To Dance  
Cathy Dennis: Touch Me All  
EMF: Children  
High More  
Alison Limerick: Where Love Lives  
Monie Love/Adeva: Ring My  
Dannii Minogue: Love & Kisses  
Shamen: Hyperreal Orbit

### RED ROSE/Preston/Blackpool

Kenneth James - Head Of Music

B List:  
AD Waterboys: Whole Of The Moon  
Tara Kemp: Hold You Tight  
Pepsi & Shirlee: Someday

### HORIZON RADIO & GALAXY RADIO

Milton Keynes/Bristol

Clive Dickens - Head Of Music

A List:  
AD Sheena Easton: What Comes  
Rebel MC: Wickedest Sound  
Tenna Marie: Since Day One  
Nomad: Just A Groove

### RADIO HALLAM/Sheffield

Dean Pepall - Head Of Music

AD Bananarama: Long Train  
Alison Limerick: Where Love  
Waterboys: Whole Of The Moon  
N-Joi: Anthem  
Shamen: Hyperreal Orbit  
Madonna: Rescue Me  
Robert Palmer: Happiness  
Transvision Vamp: I Just  
Nils Lofgren: Valentine  
Joe Jackson: Stranger Than  
Luther Vandross: Power Of Love

### RADIO BROADLAND/ORWELL FM/

SAXON FM/Norwich/Ipswich/

Bury St. Edmunds

Dave Brown - Head Of Music

PP Chesney Hawkes: The One  
Rod Stewart: Rhythm Of My  
George Michael: Cowboys And  
Mike & The Mechanics: Word Of  
Frances Nero: Footsteps  
Mock Turtles: Can You Dig It  
A List:  
AD Harriet: Temple Of Love  
Luther Vandross: Power Of Love

### FOX FM/Oxford

Steve Ellis - Prog. Contr.

A List:  
Banderas: This Is Your Life  
Bee Gees: Secret Love  
Cher: The Shoop Shoop Song  
Chesney Hawkes: The One  
Madonna: Rescue Me  
George Michael: Cowboys And  
Roxette: Joyride  
Rod Stewart: Rhythm Of My

### RTL 208/London

Jeff Graham - Prog. Dir.

PP Cher: The Shoop Shoop Song  
Pete Wylie/The Farm: Sinful  
Queensryche: Silent Lucidity  
Nils Lofgren: Valentine  
A List:  
AD Waterboys: Whole Of The Moon  
Dannii Minogue: Love & Kisses  
Scritti Politti: She's A  
The Simpsons: Deep Deep  
Inspiral Carpets: Caravan  
Rolling Stones: Highwire  
O.M.D.: Sailing On The Seven  
Alison Moyet: It Won't Be Long

### SWANSEA SOUND/Wales

David Thomas - Prog. Contr.

PP Madonna: Crazy For You  
Cher: The Shoop Shoop Song  
B List:  
AD Bananarama: Long Train  
Jackie Quinn: Reconcile  
Joe Jackson: Stranger Than

### INVICTA FM/Canterbury

Johnny Lewis - Head Of Music

A List:  
AD Luther Vandross: Power Of Love  
Chesney Hawkes: The One  
Waterboys: Whole Of The Moon  
Clash: Rock The Casbah  
Robert Palmer: Happiness  
Madonna: Rescue Me

### OCEAN SOUND/POWER FM/Far-

ham

Jim Hicks - Head Of Music

A List:  
AD Pet Shop Boys: How Do You  
Waterboys: Whole Of The Moon

### B List:

AD Bananarama: Long Train  
Black Box: Strike It Up  
Jellyfish: Baby's Coming  
Alison Limerick: Where Love  
The Love-In: Goo Goo Boraba  
Milltown Bros.: Here I Stand

### RED DRAGON FM/Cardiff

Mark Collins - Head Of Music

PP Bee Gees: Secret Love  
James: Sit Down  
Wonderstuff: The Size Of A Cow  
Madonna: Rescue Me  
AD Waterboys: Whole Of The Moon  
RJ & Family: Gloria  
Railway Children: Something  
Jimmy Barnes: Let's Make It  
Celine Dion: Where Does My

### BEACON RADIO/Wolverhampton

Peter Wagstaff - Prog. Dir.

B List:  
AD Roachford: Get Ready  
Gary Clail: Human Nature  
Jimmy Barnes: Let's Make It  
Rembrandts: That's Just The  
Zucchero/P.Young: Senza Una  
Alison Limerick: Where Love  
Transvision Vamp: B with U  
Cher: The Shoop Shoop Song  
Lenny Kravitz: Always On The  
Innocence: Remember The Day

### KISS FM/London

Grant Goddard - Prog. Dir.

A List:  
AD Luther Vandross: Power Of Love  
Nicolette: Waking Up  
Rebel MC: The Wickedest Sound  
Joey Negro: Above & Beyond  
Ed O.G./The Bulldogs: I Got

## FRANCE

### RTL/Paris

Monique Le Marcis - Head Of Prog.  
AD Roger Milla: Sandy

### Mano Negra: King Of Bongo

Frederic Francois: Je Me  
R.E.M.: Losing My Religion  
Bernard Lavilliers: Outre Mer  
LP Mylene Farmer  
Stephanie  
Godfather III Soundtrack

### EUROPE 1/Paris

Yvonne Lebrun - Prog. Dir.

AD Gilbert Ourlve: Leave It  
Sarah Manvienou: Je D'Ai Doute  
Mylene Farmer: Desenchantee

### RMC/Paris

Nathalie Andre - Head Of Music

AD Suzanne Vega: Men In A War  
Soup Dragons: Mother Universe  
Scorpions: Send Me An Angel  
Joe Jackson: Stranger Than  
Thierry Hazard: Brouillards  
Gilbert Montagne: Le Coeur Ep  
Pacifique: Quelque Chose En  
LP Simple Minds  
Rod Stewart  
Lenny Kravitz

### SUD RADIO/Toulouse

Marie Ange Raig - Prog. Dir.

AD George Michael: Cowboys And  
Mano Negra: King Of Bongo  
Nilda Fernandez: Fiancailles  
Soup Dragons: Mother Universe  
LP Mylene Farmer

### NRJ NETWORK/Paris

Max Guazzini - Dir.

AD J. Brown/Heatwave: Feel Like  
Rolling Stones: Highwire  
George Michael: Cowboys And  
Dave Stewart: Love Shines  
Sting: Mad About You

### SKYROCK/Paris

Laurent Bouneau - Prog. Dir.

AD UB40: Homely Girl  
Dana Dawson: Tell Me Bonita  
Serge Gainsbourg: Requiem  
KLF: 3 A.M. Eternal  
Mylene Farmer: Desenchantee

### FUN RADIO/Paris

Bruno Witek - Prog. Dir.

Hervé Lemaire - Prog. Ass.  
AD Rolling Stones: Highwire  
Chri Isaak: Wicked Game

### EUROPE 2 NETWORK/Paris

Marc Garcia - Prog. Dir.

J.P. Michel - Music Dir.  
PP Jane Birkin: Et Quand Bien  
AD George Michael: Cowboys And  
Martin Destree: Black Et Beau  
Sting: Mad About You  
Veronique Riviere: Premiere  
LP Simple Minds

### RFM LA RADIO FM

NETWORK/Puteaux

Jean-Bruno Michaud - Prog. Mgr.

PP Jean-Jacques Goldman: A Nos  
David Hallyday: About You  
Whitney Houston: All The Man  
Chris Rea: Auberge  
Seal: Crazy  
AD Roachford: Get Ready  
Liane Foly: Goodbye Lover  
Feargal Sharkey: I've Got  
Scorpions: Send Me An Angel

### SCOOP/Lyon

Philippe Teissier - Prog. Dir.

A List:  
Mylene Farmer: Desenchantee  
New Kids O/T Black: Let's Try  
Francois Feldman: J'Ai Peur  
Seal: Crazy  
Jackie Quartz: Mais Dis Moi  
AD Sting: Mad About You  
Scorpions: Send Me An Angel  
Mantronix: Don't Go Messin'

### RVS/Rouen

Frank Orcel - Prog. Dir.

A List:  
Mylene Farmer: Desenchantee  
Sting: All This Time  
Elton John: You Gotta  
A-Ha: I Call Your Name  
Serge Gainsbourg: Requiem  
AD Madonna: Rescue Me  
Soup Dragons: Mother Universe  
Sting: Mad About You

### RADIO NANTES/Nantes

Philippe Nossent - Prog. Dir.

PP Veronique Davis: Histoire  
AD Veronique Riviere: Premiere  
UB40: Homely Girl  
Jesus Loves You: Bow Down  
Thierry Hazard: Brouillards  
LP Triston  
The Farm

### RMC COTE D'AZUR/Monte Carlo

AD Simple Minds: Let There Be  
MC Solaar: Bouge De La

### RADIO VIBRATION/Orleans

Jean Francois Villette - Prog. Dir.

AD UB40: Homely Girl  
Rod Stewart: Rhythm Of My  
Chris Rea: Auberge  
Dream Academy: Love  
Madonna: Rescue Me  
Phil Collins: Who Said I

### RIVIERA RADIO/Monaco

Daavid Fortune - Music Dir.

AD Steve Winwood: I Will Be Here  
Thelma Houston: High  
Enigma: Mea Culpa Part 2  
Tina Turner: You Know Who  
Jane Birkin: Et Quand Bien

### RADIO PLUS MONTE CARLO/Monte

Carlo

Oliver Baran - Music Dir.  
A List:  
Seal: Crazy  
Chico Secchi: I Say Yeah  
Kim Appleby: G.L.A.D.  
Enigma: Mea Culpa Part 2  
Cartouche: Feel The Groove

## GERMANY

### BAYERN 3/Munich

Claus-Erich Boetzkes - Head

Ent.Pgms.

A List:  
AD Johann Brings: Nur Mer Zwei  
Klaus Hoffmann: Wer Steht Für  
Karat: Schwerelos  
Mort Shuman: Promised Land  
Will & The Power: Let The  
Zucchero/P.Young: Senza Una

### SWF 3/Baden Baden

Ulli Frank - DJ/Prod.

AD Dream Warriors: Ludi  
Snap: Megamix  
Gloria Estefan: Seal Our Fate  
Joe Jackson: Stranger Than  
LP Lenny Kravitz  
Simple Minds  
Roxette

### NDR 2/Hamburg

Lutz Ackermann - Head Of Music

PP Heinz Rudolf Kunze: Wenn Du  
Roxette: Joyride  
Chesney Hawkes: The One And  
Sting: All This Time  
Seal: Crazy  
Elton John: Easier To Walk  
AD Belinda Carlisle: Vision Of  
Mike Linney: You Saved Me  
Gloria Estefan: Live For  
A-Ha: Early Morning  
Chris Isaak: Blue Hotel

### WDR 1/Cologne

FLIP-ZEIT - Weekdays 4-6 PM

Barbara Gansauge - Prod.

LP Walter "Wolfman" Washington

### WDR 1/Cologne

POP SESSION - Weekdays 6-8 PM

Hans-Holger Knoack - Prod.

Selection Thomas Koch

Young Disciples: Apparently  
Lenny Kravitz: Always On The  
R.E.M.: Losing My Religion  
Womack & Womack: Refusal  
Godfathers: I'll Never Forget

### WDR 1/Cologne

SCHLAGERRALLYE - Sat. 1-3 PM

Wolfgang Roth - Prod.

AD Extreme: More Than Words  
Alison Moyet: It Won't Be

### Belinda Carlisle: Vision Of

Nits: Long Forgotten Story  
Roachford: Get Ready  
Osmond Boys: Reverse

### SDR 3/Stuttgart

Hans Thomas - Prod.

PP Alison Moyet: It Won't Be  
LP Rolling Stones

### SFB 2/Berlin

Jürgen Jürgens - Head Of Music

AD Roger McGuinn: Someone To  
Mike Linney: You Saved Me  
Tina Turner: September  
Karat: Schwerelos  
Marca Masini: Le Razzo Serie  
Father Father: What Is Soul  
Iris Meris: Creative  
Blau Engel: In Tränenschwer  
Klaus Lage: Tief Verwundet

### RB 4/Bremen

Axel Sommerfeld/

Burghard Rausch - DJ/Prod.

AD Will Downing: The World Is  
Father Father: What Is Soul  
White Lion: Love Don't Come

### RIAS 2/Berlin

Henry Gross/Andreas Dorfmann -

Head Of Music

AD Smokie: I Feel Love  
Chesney Hawkes: The One And  
Roxette: Joyride  
Roger McGuinn: Someone To

### RSH/Kiel

Martin Schwebel - Head Of Music

PP Rick Ashley: Move Right Out  
AD Stevie B: Because I Love You  
Bette Midler: From A Distance  
Udo Lindenberg: Ein Herz Kann

### RADIO FFH/Frankfurt

Sabine Neu - Head Of Music

PP Stephanie: Winds Of Change

A List:

Rembrandts: Just The Way It  
Bee Gees: Secret Love  
Robert Palmer: Mercy Mercy  
Rod Stewart: Rhythm Of My  
Cher: The Shoop Shoop Song  
AD Clash: Should I Stay Or  
INXS: By My Side  
Traveling Wilburys: Wilbury  
Heinz Rudolf Kunze: Wenn Du  
Joe Jackson: Stranger Than  
Jesus Loves You: Love Hurts  
Stephan Remmler: Hong 3

### HUNDERT,6/Berlin

Fred Schoenagel - Head Of Music

PP Deuces Wild: This Boy

Mike Linney: You Saved Me  
AD Blau Engel: Tränenschwerer  
Marco Masini: Le Razzoze  
Amadeus: Königin Der Nacht  
Carly Simon: Holding Me  
Klaus Densow: Der Himmel  
Sandra Reemer: La Colegiola  
Stephan Remmler: Fahrt Ein  
Robert Palmer: Happiness  
Jude Cole: House Full Of  
David Hasselhoff: Let's Dance  
Brunner & Brunner: Weil Dein  
Asleep At The Wheel: Dance

### RTL/GERMANY/Luxembourg

Stephan Halfpap - Head Of Music

PP Chris Rea: Auberge

Bee Gees: Secret Love  
Rod Stewart: Rhythm Of My  
AD Smokie: I Feel Love  
Cher: The Shoop Shoop Song  
Amy Grant: Baby Baby



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# STATION REPORTS

**RADIO GONG 2000/Munich**  
**Fredy Kogel - Music Dir.**  
**PP Pet Shop Boys** - Where The Jason Donovan - I'm Doing Fine  
 Madonna - Rescue Me

**A List:**  
**AD Bee Gees** - Secret Love  
 Roxette - Joyride  
 Simple Minds - Let There Be

**B List:**  
**AD Womack & Womack** - Uptown  
 Queen - I'm Going Slightly Mad  
 Kylie Minogue - What Do I Have

**RADIO GONG/Nuremberg**  
**Steffen Meyer - Music Dir.**

**A List:**  
**C&C Music Factory** - Gonno  
 Roxette - Joyride  
 KLF - 3 A.M. Eternal  
 Dr. Alban - No Coke  
 Bee Gees - Secret Love  
**AD Scorpions** - Wind Of Change  
 2 In A Room - Wiggle It  
 Clash - Should I Stay Or  
 O.M.D. - Sailing On The Seven  
**Mike & The Mechanics** - Word Of  
 Camouflage - Heaven I Want You  
**LP Rod Stewart**

**RADIO CHARIVARI/Nuremberg**  
**Mathias Hofmann - Music Dir.**

**PP Roxette** - Joyride  
 Timmy T. - One More Try  
 Rod Stewart - Rhythm Of My  
 Madonna - Rescue Me  
 The Farm - All Together Now  
**AD Scorpions** - Wind Of Change  
 Sting - Mad About You  
 Camouflage - Heaven

**STAR'SAT RADIO/Grünwald**  
**Jo Lueders - Prog. Dir.**

**AD Mike/Mechanics** - Everybody  
 Janet Jackson - Come Back To  
 Robert Cray - Bouncin' Back  
 Mariah Carey - I Don't Wanna  
 Stryx - Love At First Sight

**RADIO 107/Hamburg**  
**Peter Steppich - Head Of Music**

**PP Karl Keaton** - Love's Burn  
 Rembrandts - Just The Way It  
 Rod Stewart - Rhythm Of My  
**AD Nicolas Cage** - Love Me  
 Father Father - What Is Soul  
 Hanne Boel - If You Want My

**RADIO REGENBOGEN/Mannheim**  
**Ralf Balschbach - Music Dir.**

**PP CJ's Arrival** - It Should Have

**A List:**  
 Bee Gees - Secret Love  
 Rod Stewart - Rhythm Of My  
 Hanne Boel - If You Want My  
**Womack & Womack** - Uptown  
 Klaus Lage - Tief Verwundet  
 Wilson Phillips - You're In  
 Robert Palmer - Mercy Mercy  
**Vaya Con Dios** - Night Owls  
 Rick Astley - Move Right Out  
 INXS - By My Side

**HIT RADIO N1/Nuremberg**  
**Cetin Yaman - Prog. Dir.**

**PP Brother Makes 3** - Do You Wanna  
**AD Stereo MC's** - Lost In Music  
 Massive - Unfinished Symphony  
 Banderas - This Is Your Life  
 Will To Power - Boogie Nights

**RADIO XANADU/Munich**  
**Benny Schnier - Head Of Music**

**AD The Fixx** - How Much Is Enough  
 Great White - Call It Rock  
 Gary Moore - Midnight Blues  
 Andy Prieboy - Tomorrow Wendy  
 Tangier - Stranded  
**LP The Law**  
 Klaatu

**SCHWARZWALD RADIO/Freiburg**  
**Pete Traynor - Head Of Music**

**AD Cher** - The Shoop Shoop Song  
 Wilson Phillips - You're In

**RADIO SALÜ/Saarbrücken**  
**Adam Hahne - Prog. Dir.**

**A List:**  
**Tara Kemp** - Hold You Tight  
 Bee Gees - Secret Love  
 Roxette - Joyride  
 Amy Grant - Baby Baby  
 Mantronix - Don't Go Messin'

**RADIO T.O.N./Bad Mergentheim**  
**Reinhard Bärenz - Head Of Music**

**PP Zucchero/P.Young** - Senza Una  
**A List:**  
**AD Wilson Phillips** - You're In  
 River Boys - If I Were A  
 Rembrandts - Just The Way It  
 Hazell Dean - Better Of

**RADIO NRW/Oberhausen**  
**Jeff Van Gelder - Head Of Music**

**AD Freudiana** - Little Hans  
**Gloria Estefan** - Seal Our Fate  
**Jean Jacques Goldman** - A Nos

**Maonbeats** - Bis An's Ende Der  
 Sandra Reemer - La Colegiala  
 Stephanie - Winds Of Change  
**Womack & Womack** - Uptown  
 Pe Werner - Liebe Ist

**RADIO F/Nuremberg**  
**Sigi Hoga - Prog.Dir.**

**A List:**  
**Wilson Phillips** - You're In  
 Amadeus - Königin Der Nacht  
 Lisa Wolf - Alles Wgen Dir  
 Wayne Daisley - Follow Your  
 Stevie Wonder - Keep Our Love

**RADIO RESIDENZ/Karlsruhe**  
**Axel Reimann - Prog.Dir.**

**A List:**  
**AD Divinyls** - I Touch Myself  
**Rod Stewart** - Rhythm Of My  
 Enigma - Mea Culpa Part 2

**A List:**  
**Maureen** - Mesmerise Me  
 Rick Astley - Move Right Out  
**Belinda Carlisle** - Vision Of  
 INXS - By My Side

## ITALY

**RETE 105/Milan**  
**Alex Peroni - Prog. Dir.**

**A List:**  
**Simple Minds** CD  
 Queen CD  
**Elmer Food Beat** CD  
 Secchi/Johnson - Keep On  
 Sting CD  
**AD Keedy** - Save Some Love  
 S-Express - Find'em Fool'em  
 Arthur Miles - Victims Of Your  
 Daniel Ash CD

**PP Umberto Tozzi** - Gli Altri  
**Roxette** - Joyride  
**Rod Stewart** - Rhythm Of My  
**Marco Masini** - Perche' La Foi  
 Sting - Mad About You  
**AD Love Inc.** - Love Is The  
**Fioradalis** - Sarpai  
**C&C Music Factory** - Here We Go  
**Bruce Springsteen** - Chmims Of  
 Big Dish - Big Town

**RADIO DIMENSIONE**  
**SUONO/Rome**

**Carlo Mancini - Music Director**  
**PP Dinivyls** - I Touch Myself  
 R.E.M. - Losing My Religion  
**Simple Minds** - Let There Be  
 The Fixx - How Much Is Enough  
**Voices That Care** - Voices  
**AD Pepsi & Shirley** - Someday  
**Roachford** - Get Ready  
**Michael Bolton** - Love Is A  
**Mariah Carey** - I Don't Wanna  
 Alison Limerick - Where Love

**RADIO MONTE CARLO/Milan**  
**Francesco Migliozzi - Prog. Contr.**

**PP Doobie Brothers** - Something  
**A List:**  
 Queen LP  
**Simple Minds** - Let There Be  
 Chris Rea LP  
 Rick Astley LP  
 Divinyls LP  
**AD Bliss** - Watching Over Me  
**Roachford** - Get Ready

**DEEJAY NETWORK/Milan**  
**Dario Uselli - DJ**

**PP Roxette** - Fading Like A Flower  
**AD Buss** - Watching Over Me  
**Roachford** - Get Ready  
 Blessing - Highways  
 Banderas - She Sells  
**Pepsi & Shirley** - Someday  
 Presence - In Wonder  
 Witness - A House Colled Love  
 Brothers In Rhythm - Shock A

**PETER FLOWERS FM/Milan**  
**Marco Garavelli - Prod.**

**PP Michael Bolton** - Love Is The  
**AD James** - Sit Down  
 Amy Grant - Baby Baby  
 Rembrandts - Just The Way It

**RADIO KISS KISS/Naples**  
**Gianni Simioli - Prog. Dir.**

**PP National Rare Groove** - Talking  
**AD Simple Minds** - Let There Be  
 Infobeat - We Got The Funk  
 Queen - I'm Going Slightly Mad  
 Alison Moyet - It Won't Be  
 Massive - Unfinished Symphony  
 Simpsons - Do The Bartman  
 Monie Love/Adeva - Ring My

**RADIO BABBOLEO/Genova**  
**Lenny - Prog. Dir.**

**PP Roachford** - Get Ready  
**A List:**  
 Banderas - This Is Your Life  
 George Michael - Heal The Pain  
 Dream Academy - Love  
 Cathy Dennis - Touch Me  
 Queen - Innuendo

**ANTENNA DELLO STRETTO/Mes-**  
**sina**

**Filippo Pedeli - DJ**  
**PP Victoria W. James** - Through  
**AD Milltown Brothers** - Wich Way  
 R.E.M. - Out Of Time  
 Roger McGuinn - Someone To

**RADIO CLUB 91/Naples**  
**Franco Mory Russo - Prog. Dir.**

**A List:**  
**Womack & Womack** - Uptown  
 Rolling Stones - Highwire  
 Gary Clail - Human Nature  
 Pet Shop Boys - Where The  
 Divinyls - I Touch Myself

**RADIOLINA/Cagliari**  
**Ivano Canca - Prog. Dir.**

**Andrea Angioni - Head Of Music**  
**A List:**  
 Simple Minds - Let There Be  
 Rolling Stones - Highwire

**POWER RV1 - THE BLACK**  
**RADIO/Venaria**

**Paolo Lauri - Head Of Music**  
**PP TMV/Tyra Lee** - You'd Never  
**AD Teddy Pendergrass** LP  
**Escape Club** - Call It Poison  
 Jeffrey Osborne - If My  
 Wooten Brothers - Tell Me

## HOLLAND

**VERONICA/Hilversum**  
**Hans Van Der Veen - Prog. Dir.**

**Unico Glorie - Prod.**  
**PP Nils Lofgren** - Valentine

**A List:**  
**MC & The Basic Boom** - Baby  
 Roxette - Joyride  
 Clash - Should I Stay Or  
 Nils Lofgren - Valentine  
 Timmy T. - One More Try

**NOS/Hilversum**  
**Tom Blomberg - Prod.**

**PP Chess** - I Dream The Dream  
**A List:**  
 Alison Moyet - It Won't Be  
 Golden Earring - Going To The  
 V.O.F. De Kunst - Dikkerte  
 Chesney Hawkes - The One And  
 Wonderstuff - Size Of A Cow

**VARA/Hilversum**  
**Rolf Kroes - Head Of Music**

**PP James** - Sit Down  
**A List:**  
 Rolling Stones - Highwire  
 Waterboys - Whole Of The Moon  
 Milltown Brothers - Wich Way  
 Nits - Long Forgotten Story  
 Massive - Unfinished Sympathy

**AVRO/Hilversum**  
**Jan Steeman - Head Of Music**

**PP BC & The Basic Boom** - Baby  
 Shooting Party - Bleeding  
**A List:**  
**Happy Mondays** - Loose Fit  
 Quincy Jones - Back On The  
 Tracie Spencer - This House  
 Tragically Hip - Twist My Arm  
 Stef Bos - Wat Een Wonder

**TROS/Hilversum**  
**Ferry Maat - Head Of Music**

**PP Wilson Phillips** - You're In  
**A List:**  
 Scorpions - Wind Of Change  
 Silencers - Bulletproof Heart  
 Corry Konings - Vergeet M'n  
 BB Jerome/Bang Gang - Shock  
 Harry Connick Jr. - Promise You

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

**PP The Big Dish** - Big Town  
**A List:**  
**Mike & The Mechanics** - Word Of  
 Tragically Hip - Twist My Arm  
 Alison Moyet - It Won't Be  
 Joe Jackson - Stranger Than  
 A Tribe Called Quest - I Left

**NCRV/Hilversum**  
**Jaap De Groot - Prod.**

**PP Golden Earring** - Going On The  
**AD Timmy T.** - One More Try  
**Maggie Reilly** - What About  
 UB40 - Tears From My Eyes  
**LP Rod Stewart**

**SKY RADIO/Bussum**  
**Ton Lathouwers - Oper. Mgr.**

**A List:**  
**George Michael** - Cowboys And  
 Timmy T. - One More Try  
 Ten Sharp - You  
 Frank Sinatra - Love And  
**B List:**  
**AD Wilson Phillips** - You're In  
 Warnes/Medley - The Time Of My

**RADIO NOORD-HOLLAND/Haarlem**  
**Peter Buijs - Prod.**

**PP Jean-Jacques Goldman** - Nuij  
**AD Golden Earring** - Going On The  
 Alison Moyet - It Won't Be  
 Rick Astley - Move Right Out  
 Silencers - Bulletproof Heart  
 Joe Jackson - Stranger Than

**CFNB/Brunssum**  
**Lou Rowland - Head Of Music**

**PP Wonderstuff** - Size Of A Cow  
**AD Tragically Hip** - Twist My Arm  
**Pappy Factory** - 7 X 7  
 Tanita Tikaram - I Love The  
**LP Paul Brady**

## BELGIUM

**BRT STUDIO BRUSSELS/Brussels**  
**Jan Hautekiet/Marc Coenen - Prod.**

**A List:**  
**Lenny Kravitz** CD  
 R.E.M. CD  
 Rolling Stones - Highwire  
**Womack & Womack** CD  
**Scrilli Polit** - She's A  
 Niagara - Psycohytrope  
 Jo Lemaire - Un Mot Ne Suffit  
 A Tribe Called Quest - I Left  
 Noordkaap CD  
 Milltown Brothers CD

**BRT RADIO 2/Est Flanders**  
**Rudi Sinia - Prod.**

**AD Pet Shop Boys** - Where The  
 Rod Stewart - Rhythm Of My  
 Massive - Unfinished Sympathy  
 Bart Kaell - Love Me Forever

**BRT RADIO 2/West Flanders**  
**Peter de Groot - Head Of Music**  
**PP Chesney Hawkes** - The One And  
**LP Simple Minds**

**RTBF RADIO 2/Hainaut**  
**A. Birenne/Ph. Jauniaux**

**AD Mylene Farmer** - Desenchantee  
**Rick Astley** - Cry For Help  
**LP Eurythmics**

**BRF/Eupen**  
**Guy Janssens - DJ/Prod.**

**AD Queen** - I'm Going Slightly Mad  
 Soft Cell - Say Hello Wave  
**Mike & The Mechanics** - Word Of  
 Cathy Dennis - Just Another  
**LP Herb Alpert**

**RADIO CONTACT F/Brussels**  
**Jean-Lou Bertin - Prog.Dir.**

**AD Pet Shop Boys** - How Can You  
 Stephanie - Winds Of Change  
**Gipsy Kings** - Hotel California  
**Marc Lavoine** - Je N'Ai Plus  
**Zucchero/P.Young** - Senza Una  
 Jive Bunny - Over To You  
 Roxette - Joyride

**RADIO CONTACT NL/Brussels**  
**Danny De Bruin - Prog. Dir.**

**AD Rick Astley** - Move Right Out  
**Stef Bos** - Papa  
**Stef & Bob** - Breek De Stille  
**Maggie Reilly** - What About  
**C&C Music Factory** - Here We Go  
**Mantronix** - Don't Go Messin'  
 Immense - Comme Une Appel

**RADIO ANTIGOON/Antwerp**  
**Piet Keizer - Dir.**

**AD UB40** - Tears From My Eyes  
 Peter - Peace  
**Candyman** - Melt In Your Mouth  
 Real Milli Vanilli - Too Late  
 Eric Van Neygen - Ademloos

**RADIO ROYAAL/Hamont-Achel**  
**Tom Holland - Prog. Dir.**

**PP Margriet Hermans** - Alle Mooie  
**AD Hanny** - Liede is Lekker  
**George Michael** - Cowboys And  
 Definition Of Sound - Wear Your  
 Candyman - Melt In Your Mouth  
 Maggie Reilly - What About

## SPAIN

**RADIO MADRID/SER**  
**Rafael Revert - Music Mgr.**

**PP Noviembre** - Lejos Del Mar  
 Stephanie - Winds Of Change  
 Los Limones - No Esta Mal  
**Transvision Vamp** - B With U  
**Sergio dalma** - Bailor Pegados  
**Azulejos Cuevas** - Soldadito  
 Sting - Mad About You  
**Desertores** - El Pulpo  
**Simple Minds** - Let There Be

**A List:**  
**AD Roxette** - Joyride  
 Chayanne - Simon Sez  
**La Década Prodigiosa** - El Rey  
 Sinistro Total - Devorao

**B List:**  
**AD Cienfuegos** - Carmen  
 Twenty 4 Seven - You Can Make  
 Los Sencillos - Estuve De Vinos  
 Lejos De Allí - Esto Es Lo  
 Madonna - Crazy For You  
**Righteous Bros.** - Medley  
**Dream Academy** - Love  
 Wilson Phillips - You're In Love

**TOP 97.2/Madrid**  
**Raul Marchant - Music Mgr.**  
**PP M.Rios** - Directo Al Corazon  
**A List:**  
**Heroes Del Silencio** - Maldito  
 Bob Marley - Talkin' Blues  
 Londonbeat - No Woman No Cry  
 Susanna Hoffs - My Side Of The  
**C&C Music Factory** - Gonno Make  
**B List:**  
**AD La Granja** - Consado  
 091 - La Vida Que Mala Es

**RADIO 16/Madrid**  
**Jorge De Antón - Prog. Dir.**

**PP Holly Johnson** - Across The  
 Feargal Sharkey - I've Got  
**Simple Minds** - Let There Be  
 Quincy Jones - Back On The  
**AD Julee Cruise** - Rockin' Back  
 Keith Sweat - I'll Give All My  
**Transvision Vamp** - I Just

## SWEDEN

**RIKSRADION P3/KLANG & C.O**  
**Weekdays 12.30-3 PM**

**Lars Göran Nilsson - Prod.**  
**A List:**  
 Witness - Light At The End Of

# NEWS

\* Udo Dirkschneider & Mathias Dieth of **U.D.O.** finished their extended European promotion trip very successfully. The "Timebomb"-album was released first week of April and is already heading for the charts in Germany.

\* "Funky A m a d e u s" by **DOUBLE W** is being widely accepted in the clubs and is heading for the German DJ-Club-charts.

\* Due to legal action, RIFF had to be renamed. The UK-based band are now called **CRASH'N BURN**.

\* **NEW LEGEND** are currently recording their new LP, which is yet untitled. The album release will be around late summer this year.

\* **SAILOR** produced extended 12"-versions of their new single "La Cumbia". This song definitely has the potential to be THE summer hit of 1991.

"Lets's have a party..."



Telefon: 040 - 490 69-0

Telefax: 040 491 20 60



**RADIO FFB - UKW 91.7/Fürsten-**  
**feldbruck**

**Chris Baumann - Head Of Music**  
**PP Timmy T.** - One More Try  
**Vaya Con Dios** - Night Owls  
 Nicki - Hals Über Kopf  
**AD David Hasselhoff** - Let's Dance  
**Blue Blot** - September  
 Klaus Hoffmann - Wer Steht Für  
 Tanja Jonak - Hand In Die Hand  
 Mike Linney - You Saved Me  
 Kreislser - Disconnected  
 Atlantis 2000 - Diser Traum

**RADIO RT4/Reutlingen**  
**Dorothee Seyser - Head Of Music**

**R.T.L. 102.5 HITRADIO/Bergamo**  
**Luca Viscardi - Head Of Music**

**A List:**  
**George Michael** - Heal The Pain  
**Simple Minds** - Let There Be  
 Rick Astley - Move Right Out  
 R.E.M. - Losing My Religion  
**Rolling Stones** - Highwire  
**Escape Club** - Call It Poison  
**AD Roxette** - Fading Like A Flower  
 Alison Moyet - It Won't Be  
 Novecento - Heort.On The Line

**RAI STEREOUNO/Rome**  
**E.Molinari - Dir.**  
**E.Bellisario - Prog. Dir.**

# STATION REPORTS

**Sheila E** - Sex Cymbal  
**Marc Cohen** - Walking In Memphis  
**Scritti Politti** - She's A  
**Baba Yaga** - All Work & No Play  
**Vagabond** - Även I Mitt Liv  
**Amanda Om-Natten** - Hon Viskar  
**Herberts Hermeliner** - En Dälig  
**AD Bingoboy**s - How To Dance  
**Irma** - Stureplan  
**Jim Jihed** - Kommer Du I Håg

**RIKSRADION P3/TRACKSLUSTAN**  
 Saturdays 2-4 PM  
**Kaj Kindvall** - Prod.  
**A List:**  
**AD Julee Cruise** - Rockin' Back  
**INXS** - By My Side  
**Nomad** - Devotion

**SAF RADIO CITY/Stockholm**  
**Martin Laagna** - Head Of Music  
**PP Dana Dawson** - Romantic World  
**A List:**  
**AD Aswad** - I Shot The Sheriff  
**Lenny Kravitz** - If Ain't Over  
**Rick Astley** - Move Right Out  
**Susanna Hoffs** - Unconditional  
**Sheila E** - Sex Cymbal  
**Pet Shop Boys** - Where The  
**Sheena Easton** - What Comes

**CITY 103/Gothenburg**  
**Lars Bodin** - Music Director  
**PP Sheena Easton** - What Comes  
**A List:**  
**AD Roachford** - Get Ready  
**Pepsi & Shirlie** - Someday  
**Timmy T** - One More Try  
**Joni Mitchell** - Come In From  
**Hi-Five** - I Like The Way  
**Jo Gang** - Islands  
**Willie Nile** - Heaven Help The

**RADIO STOCKHOLM/Stockholm**  
**Ulo Maasing** - DJ/Prod.  
**AD Banderas** - This Is Your Life  
**Cher** - Shoop Shoop Song

**RADIO GOTHENBURG**  
**Leif Wivatt** - Head Of Music  
**PP Jim Jihed** - Kommer Du I Håg  
**AD Chesney Hawkes** - The One  
**Stephanie** - Winds Of Change  
**Sting** - Mad About You  
**LP Roxette**

**HIT FM/Stockholm**  
**Johan Bring** - Prog. Dir.  
**A List:**  
**AD Ultra Naté** - Is It Love  
**George Michael** - Cowboys And  
**C&C Music Factory** - Here We Go  
**Vinegar** - Get Busy  
**Alexander O'Neal** - What Is This

**RADIO P4/Lund**  
**Hans Strandberg** - Music Dir.  
**PP S'Express** - Find "Em Fool 'Em  
**Jesus Loves You** - Bow Down  
**A List:**  
**AD Joe Jackson** - Stranger Than  
**Jim Jihed** - Kommer Du I Håg Mig  
**Timmy T** - One More Try  
**Hi-Five** - I Like The Way  
**David Hanselman** - Soul To Soul  
**Ultra Naté** - Is It Love  
**Monie Love/Adeva** - Ring My Bell

**RADIO MALMÖHUS/Malmö**  
**Olle Nilsson** - Head Of Music  
**PP Amy Grant** - Baby Baby  
**A List:**  
**Orup** - What A Wonderful World  
**Blue Rodeo** - What I'm Doing  
**Chesney Hawkes** - The One  
**Tom Jones** - Carrying A Torch  
**Simple Minds** - Let There Be

**RADIO ÖREBRÖ/Örebro**  
**Arne Holmberg** - Music Dir./DJ  
**A List:**  
**AD P.Wahlgren** - Tvillingstjär  
**Carola** - Fångad Av En Stormvind  
**Izabella** - Brondo Moves  
**Lena Philipsson** - Baby Be Mine  
**Joe Jackson** - Stranger Than  
**Laila Dahl** - Annie

**RADIO LIDINGÖ/Stockholm**  
**Mikael Örnängsberg** - DJ/Prod.  
**A List:**  
**AD Quadrophonia** - Quadrophonia  
**Offshore** - I Can't Take The  
**Red Head Kingpin/FBI** - Get It  
**Scritti Politti** - She's A  
**1 World** - Come Into My Heart

**RADIO VSD/Gothenburg**  
**Leif Pettersen** - Head Of Music  
**AD Pebbles** - Backyard  
**D.Brown/B.Sharpe** - Love Or  
**Bingoboy**s - How To Dance

**RADIO HUDDINGE/Stockholm**  
**Robert Sehberg** - Prog. Dir.  
**PP Roachford** - Get Ready  
**Alison Moyet** - It Won't Be Long  
**B List:**  
**AD Pebbles** - Backyard

**Kenny Thomas** - Outstanding  
**David Lee Roth** - Sensible Shoes  
**George Michael** - Cowboys And  
**Lenny Kravitz** - Always On The

## NORWAY

**NRK/Oslo**  
**Vidar Lonn-Arnesen** - Prod.  
**A List:**  
**Bjelleklang** - Hyttetur  
**Inner Circle** - Bad Boys  
**The Simpsons** - Do The Bartman  
**Roxette** - Joyride  
**Smokie** - In The Middle Of

**P3/Bergen**  
**Per Asbjorn Risnes Jr.** -  
**AD Pet Shop Boys** - Where The  
**The September When** - Bullet Me  
**O.M.D.** - Sailing On The Seven  
**Pat Benatar** - Paying The Cost  
**R.E.M.** - Losing My Religion

**RADIO VEST/Stravanger**  
**Bjarte Tjøstheim** - Head Of Music  
**PP Harriet** - Temple Of Love  
**A List:**  
**AD Wip** - Ghost Jam  
**The Silencers** - I Want You  
**Gloria Estefan** - Seal Our Fate  
**Alison Moyet** - It Won't Be Long

**HIT FACTORY/Oslo**  
**Tony Burton** - DJ/Prod.  
**PP Zucchero/P.Young** - Senza Uno  
**Harriet** - Temple Of Love  
**Alison Moyet** - It Won't Be  
**Bingoboy**s - How To Dance  
**Pat Benatar** - Paying The Cost

**RADIO MOTOR/Oslo**  
**Grete Tarp** - Head Of Music  
**PP Roxette** - Joyride  
**The September When** - Mother  
**Chris Isaak** - Wicked Game  
**Celine Dion** - Unison  
**Sting** - The Soul Cages

**RADIO 102/Haugesund**  
**Egil Houeland** - Head Of Music  
**AD James** - Sit Down  
**Banderas** - This Is Your Life  
**Mock Turtles** - Can You Dig It  
**Gloria Estefan** - Seal Our Fate  
**LP Lenny Kravitz**

**RADIO MOSS/Moss**  
**Kai Roger Ottesen** - Head Of Music  
**A List:**  
**AD Freddie Jackson** - Love Me Down  
**Zucchero/P.Young** - Senza Uno  
**Pat Benatar** - Paying The Cost  
**Harriet** - Temple Of Love  
**The Simpsons** - Deep Deep

**RADIO NORD/Harstad**  
**Tom Berg** - Head Of Music  
**A List:**  
**AD Anita Skorgan** - Jeg Elsker  
**Stephanie** - Winds Of Chance  
**Bjelleklang** - Hyttetur  
**Jahn Teigen** - Jag Vill Ha En  
**Desert Rose Band** - Will This

**RADIO TRONDHEIM/Trondheim**  
**Jon Branaes** - Head Of Music  
**A List:**  
**Bjorn Arfelius** - Vad Bryr Jag  
**Eurythmics** - Thorn In My Side  
**Rembrandts** - Just The Way It  
**Roxette** - Joyride  
**Anita Skorgan** - Jeg Elsker

## DENMARK

**DANMARKS RADIO/Århus**  
**Leif Wivelsted** - Head Of Prog.  
**A List:**  
**Roxette** - Joyride  
**Cut 'n Move** - Take No Crap  
**Travolta/John** - Grease Megamix  
**Enigma** - Sadness Part  
**AD Back To Back** - En Som Dig

**RADIO VOICE/Copenhagen**  
**Bo Berg** - Head Of Music  
**PP Alison Moyet** - It Won't Be Long  
**Cher** - The Shoop Shoop Song  
**Monie Love/Adeva** - Ring My Bell  
**Kudasi** - Situation  
**Lou Ann Barton** - Shake A Hand

**RADIO VIBORG**  
**Henning Kristensen/Poul Foged** -  
 Head Of Music  
**A List:**  
**AD Rick Astley** - Move Right Out  
**Robert Palmer** - Happiness

**RADIO HUDDINGE/Stockholm**  
**Robert Sehberg** - Prog. Dir.  
**PP Roachford** - Get Ready  
**Alison Moyet** - It Won't Be Long  
**B List:**  
**AD Pebbles** - Backyard

**Cher** - The Shoop Shoop Song

**ÅRHUS NÆRRADIO/Århus**  
**ib Buch** - Head Of Music  
**A List:**  
**Johnny Madsen** - Griseriet På  
**Kenny Rogers** - Ruby 91  
**A-Ha** - Early Morning  
**Mike & The Mechanics** - Word Of  
**Lisa Nilsson** - Indestructible

**RADIO HORSENS/Horsens**  
**Jan Boogaloo** - Head Of Music  
**A List:**  
**Chris Isaak** - Wicked Game  
**Roxette** - Joyride  
**Lisa Nilsson** - Only The Heart  
**Joe Jackson** - Stranger Than  
**4 Every 1** - And The Beat Goes

**UPTOWN FM/Copenhagen**  
**Niels Pedersen** - Head Of Music  
**PP Cher** - The Shoop Shoop Song  
**A List:**  
**AD Mike & The Mechanics** - Word Of  
**Bliss** - Watching Over Me  
**Robert Palmer** - Happiness  
**INXS** - By My Side  
**Gloria Estefan** - Seal Our Fate  
**Massive** - Unfinished Sympathy  
**LP Lenny Kravitz**

**RADIO ABC/Randers**  
**Stig Hartvig Nielsen** - Prog. Contr.  
**A List:**  
**AD Izabella** - I Write You A Love  
**INXS** - By My Side  
**Cher** - The Shoop Shoop Song  
**Toys Of Joy** - Watching Your

**RADIO HOLBÆK/Holbæk**  
**Stig Nielsen** - DJ/Prod.  
**A List:**  
**Cut 'n Move** - Take No Crap  
**Seal** - Crazy  
**Amy Grant** - Baby Baby  
**Scritti Politti** - She's A  
**Will To Power** - I'm Not In Love

## FINLAND

**YLE 2/RADIOMAFIA/Helsinki**  
**Jukka Haarma** - Music Coord.  
**AD Pet Shop Boys** - Where The  
**Kolmas Nainen** - Lautalla  
**Aswad** - Best Of My Love  
**Mike & The Mechanics** - Word Of  
**George Thorogood** - Boogie

**YLE SVENSKA/STUDIO 13**  
**Johan Finne/Wille Wilenius**  
**Blue System** - Lucifer  
**Mr.Big** - The Drill Song  
**Izabella** - I Write You A Love  
**The Doors** - Break On Through  
**Roxette** - Joyride

**RADIO 1, 91.1 FM/Helsinki**  
**Joke Linnamaa** - Prog. Dir.  
**A List:**  
**Rolling Stones** - 19th Nervous  
**Go For It** - Somebody  
**Gloria Estefan** - Seal Our Fate  
**Madonna** - Rescue Me  
**Simple Minds** - Let There Be  
**Celine Dion** - If There Was

## AUSTRIA

**OE 3/Vienna**  
**Günther Lesjak** - Head Of Music  
**AD Clash** - Should I Stay Or  
**Nomad/MC Mikee** - Devotion  
**Rod Stewart** - Rhythm Of My  
**Quartz** - It's Too Late  
**Londonbeat** - No Woman No  
**Rolling Stones** - Highwire

**ANTENNE AUSTRIA/Vienna**  
**Mario Weitzl** - Head Of Music  
**A List:**  
**AD Blue System** - Lucifer  
**Etto Scollo** - Io Vivro

**CD INTERNATIONAL/Bratislava**  
**Peter Lossack** - Head Of Music  
**PP Roxette** - Joyride  
**A List:**  
**AD Enigma** - Mea Culpa Part 2  
**Mike & The Mechanics** - Word Of  
**Rapping/Fundamental** - Rapping  
**ZZ Top** - My Head's In  
**Steve Winwood** - I Will Be Here  
**Traveling Wilburys** - Wilbury  
**Feargal Sharkey** - I've Got  
**Karl Keaton** - Love's Burn

## SWITZERLAND

**DR5 3/Basel**  
**Christoph Alispach** - Music Co-ord.  
**A List:**  
**And All Because...** - Say When

**Bob Dylan** - Series Of Dreams  
**Joe Jackson** - Stranger Than  
**Maggie's Dream** - Love & Tears  
**Milltown Brothers** - Wich Way

**COULEUR 3/Lausanne**  
**Gerard Saudan** - Head Of Music  
**PP Roachford** - Get Ready  
**I Am** - Red Black And Green  
**Manu Dibango** - Mincolor  
**Jellyfish** - The Man I Used  
**AD Into Paradise** - Gently Falls  
**G.W. McLennan** - When Word

**RSR LA PREMIERE/Geneva**  
**Catherine Colombara** - Prod.  
**LP Patricia Kaas**  
**Vaya Con Dios**  
**Lucio Dalla**

**RADIO 24/Zurich**  
**Clem Dalton** - DJ/Co-ord.  
**AD R.E.M.** - Losing My Religion  
**Divinyls** - I Touch Myself  
**Vera Kaa** - Lety It Be Good  
**Roachford** - Get Ready  
**Rick Astley** - Move Right Out  
**Joe Jackson** - Stranger Than  
**Checkerboard B.B.** - Rainy

**RADIO FORDERBAND/Bern**  
**Res Hassenstein** - DJ/Co-Ord.  
**PP Bee Gees** - Secret Love  
**AD Joe Jackson** - Stranger Than  
**Gordon Haskell** - The Right Time  
**Steve Winwood** - I Will Be Here  
**Etta Scollo** - Io Vivro  
**Checkerboard B.B.** - Rainy

**RADIO AKTUELL/St. Gallen**  
**Richard Fischbacher** - Head Of Music  
**AD George Michael** - Cowboys And  
**Debbie Gibson** - Anything Is

## PORTUGAL

**RFM/Lisbon**  
**Pedro Tojal** - Head Of Music  
**A List:**  
**George Michael** - Heal The Pain  
**Wilson Phillips** - You're In  
**Rosd Stewart** - Rhythm Of My  
**AD Scritti Politti** - She's A  
**R.E.M.** - Losing My Religion

## IRELAND

**CENTURY RADIO/Dublin**  
**Bob Hopton** - Prog. Contr.  
**A List:**  
**AD Waterboys** - Whole Of The Moon  
**Rolling Stones** - Highwire  
**Robert Palmer** - Happiness  
**Belinda Carlisle** - Vision Of You  
**Definition Of Sound** - Wear  
**Happy Mondays** - Loose Fit  
**N-Joi** - Anthem  
**Clash** - Rock The Casbah  
**C&C Music Factory** - Here We Go

## GREECE

**SEVEN X, 98.7 FM/Athens**  
**Apostolos Laskarides** - Prog. Dir.  
**PP Rembrandts** - Just The Way It  
**AD Rick Astley** - Move Right Out  
**Oleta Adams** - Get Here  
**Mica Paris** - If I Love U 2  
**Gloria Estefan** - Coming Out

**STAR FM/Thessaloniki**  
**Vassilis Turonis** - Prog. Dir.  
**A List:**  
**Rembrandts** - Just The Way It  
**Roxette** - Joyride  
**Divinyls** - I Touch Myself  
**R.E.M.** - Losing My Religion  
**Simple Minds** - Let There Be

## YUGOSLAVIA

**STUDIO D/RADIO NOVO MESTO**  
**Rasto Bozic** - DJ/Prod.  
**AD Chicago** - Chasin' The Wind  
**Teddy Pendergrass** - It Should

## POLAND

**POLSKIE RADIO 3/Warsaw**  
**Marek Niedzwiecki** - Prod.  
**PP Eno/Cale** - One Word  
**AD Rolling Stones** - Highwire  
**George Michael** - Cowboys And  
**Yes** - Lift Me Up  
**Escape Club** - Call It Poison  
**A-Ha** - Early Morning  
**Basia** - Masquerade

**RADIO RMF/Cracow**  
**Piotr Metz** - Head Of Music  
**A List:**  
**Clash** - Rock The Casbah

## EUROPE

**VOA/Europe**  
**June Brown** - Director  
**A List:**  
**Gloria Estefan** - Coming Out



**MTV/London**  
**Brian Diamond** - Prog. Dir.

**Heavy Rotation:**

**The Simpsons** - Do The Bartman  
**Chris Rea** - Auberger  
**Nomad** - Devotion  
**Massive** - Unfinished Sympathy  
**Clash** - Should I Stay Or  
**Enigma** - Mea Culpa  
**Roxette** - Joyride  
**Pet Shop Boys** - Where The  
**Simple Minds** - Let There Be  
**Rod Stewart** - Rhythm Of My  
**Sting** - Mad About You  
**Rolling Stones** - Highwire  
**Scorpions** - Wind Of Change  
**R.E.M.** - Losing My Religion  
**AD George Michael** - Cowboys And  
**Debbie Gibson** - Anything Is

**Active Rotation:**

**Chris Isaak** - Wicked Game  
**Seal** - Crazy  
**KLF** - 3 A.M. Eternal  
**Rick Astley** - Cry For Help  
**Kim Appleby** - G.L.A.D.  
**Banderas** - This Is Your Life  
**Rembrandts** - That's Just The  
**Dr. Alban** - No Coke  
**Queen** - I'm Going Slightly Mad  
**Bee Gees** - Secret Love  
**Rick Astley** - Move Right Out

**Londonbeat** - I've Been  
**Wilson Phillips** - You're In  
**Tara Kemp** - Hold You Tight  
**Tracie Spencer** - This House  
**Amy Grant** - Baby Baby  
**Rick Astley** - Cry For Help  
**Timmy T** - One More Try  
**Oleta Adams** - Get Here  
**AD Rembrandts** - Just The Way It  
**Sheena Easton** - What Comes

**C&C Music Factory** - Here We  
**Susanna Hoffs** - My Side Of  
**Scritti Politti** - She's A  
**INXS** - By My Side  
**Gloria Estefan** - Seal Our Fate

**Buzz Bin:**

**Definition Of Sound** - Wear  
**Jane's Addiction** - Been Caught  
**Rain Tree Crow** - Blackwater  
**Urban Dance Squad** - Fast Lane  
**Lenny Kravitz** - Always On The

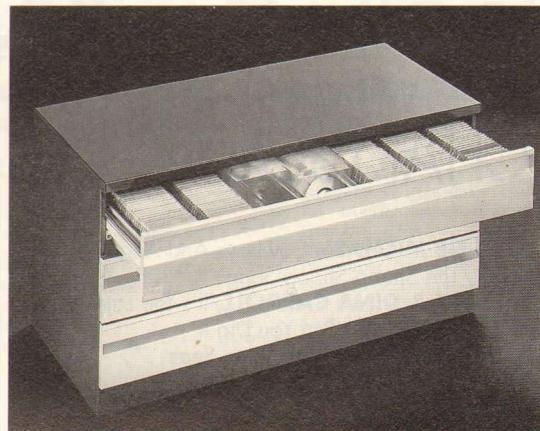
**Medium Rotation:**

**Francois Feldman** - J'ai Peur  
**Lio** - Girl From Ipanema  
**Snop** - Megamix  
**Megadeath** - Hangar 18

**Breakout:**

**The Doors** - Break On Through  
**Chesney Hawkes** - The One  
**Innocence** - Remember The Day  
**Bob Dylan** - Series Of Dreams  
**Zucchero/P.Young** - Senza Uno  
**ZZ Top** - My Head's In  
**Quartz** - Too Late  
**Alison Moyet** - It Won't Be  
**Monie Love/Adeva** - Ring My  
**Prince** - A Question Of You  
**The Simpsons** - Deep Deep  
**Roachford** - Get Ready  
**Jesus Jones** - Who Where Why  
**Warrant** - Uncle Tom's Cabin  
**Stress** - Flowers In The Rain  
**The Rainbirds** - Two Faces  
**Tribe Called Quest** - I Left  
**Extreme** - More Than Words  
**Rebel MC** - The Wickedest Sound

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lockable drawers and stackable.

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**EHR TOP 25**

TW	LW	WOC	Artist/Title	Label
1	1	5	<b>ROD STEWART</b> /Rhythm Of My Heart	(Warner Brothers)
2	2	6	<b>ROXETTE</b> /Joyride	(EMI)
3	3	6	<b>BEE GEES</b> /Secret Love	(Warner Brothers)
4	4	4	<b>SIMPLE MINDS</b> /Let There Be Love	(Virgin)
5	11	2	<b>PET SHOP BOYS</b> /Where The Streets Have No Name	(Parlophone)
6	15	3	<b>CHESNEY HAWKES</b> /The One And Only	(Chrysalis)
7	9	5	<b>BANDERAS</b> /This Is Your Life	(London)
8	6	9	<b>CHRIS REA</b> /Auberge	(East West)
9	7	8	<b>STEVIE B.</b> /Because I Love You	(BCM)
10	8	3	<b>ROLLING STONES</b> /Highwire	(Columbia)
11	12	3	<b>R.E.M.</b> /Losing My Religion	(Warner Brothers)
12	17	3	<b>FEARGAL SHARKEY</b> /I've Got News For You	(Virgin)
13	NE	→	<b>MADONNA</b> /Rescue Me	(Sire)
14	14	13	<b>SEAL</b> /Crazy	(ZTT/WEA)
15	19	3	<b>MIKE &amp; THE MECHANICS</b> /Word Of Mouth	(Virgin)
16	16	3	<b>INXS</b> /By My Side	(Mercury)
17	10	5	<b>CELINE DION</b> /Where Does My Heart Beat Now	(Columbia)
18	5	8	<b>SUSANNA HOFFS</b> /My Side Of The Bed	(Columbia)
19	20	2	<b>SCRITTI POLITTI &amp; SHABBA RANKS</b> /She's A Woman	(Virgin)
20	25	2	<b>RICK ASTLEY</b> /Move Right Out	(RCA)
21	13	5	<b>CLASH</b> /Should I Stay Or Should I Go	(Columbia)
22	22	12	<b>RICK ASTLEY</b> /Cry For Help	(RCA)
23	24	2	<b>ENIGMA</b> /Mea Culpa Part 2	(Virgin)
24	21	13	<b>STING</b> /All This Time	(A&M)
25	18	4	<b>WOMACK &amp; WOMACK</b> /Uptown	(Arista)

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

**CHARTBOUND RECORDS**

<b>GEORGE MICHAEL</b> /Cowboys And Angels	(Epic)	26/7
<b>CHER</b> /The Shoop Shoop Song	(Geffen)	23/8
<b>QUARTZ &amp; DINA CARROLL</b> /It's Too Late	(Mercury) NE	22/2
<b>MOCK TURTLES</b> /Can You Dig It	(Sire)	21/4
<b>O.M.D.</b> /Sailing On The Seven Seas	(Virgin)	21/5
<b>WILSON PHILLIPS</b> /You're In Love	(SBK)	20/2
<b>GLORIA ESTEFAN</b> /Seal Our Fate	(Epic)	19/7
<b>MASSIVE</b> /Unfinished Sympathy	(Wild Bunch/Circa)	19/0
<b>JAMES</b> /Sit Down	(Fontana)	18/8
<b>LONDONBEAT</b> /No Woman No Cry	(Anxious/RCA)	18/0
<b>TIMMY T</b> /One More Try	(Quality)	18/2
<b>ZUCCHERO/PAUL YOUNG</b> /Senza Una Donna	(London) NE	18/4
<b>REMBRANDTS</b> /Just The Way It Is	(Atco) NE	17/5
<b>SNAP</b> /Megamix	(Logic/Ariola) NE	17/6
<b>AMY GRANT</b> /Baby Baby	(A&M)	16/3
<b>LIVING COLOUR</b> /Love Rears Its Ugly Head	(Epic)	16/2
<b>MANTRONIX</b> /Don't Go Messing With My Heart	(Capitol)	16/1
<b>ALEXANDER O'NEAL</b> /What Is This Thing Called Love	(Tabu)	16/2
<b>C&amp;C MUSIC FACTORY FEAT. FREEDOM WILLIAMS</b> /Here We Go	(Columbia) NE	15/5
<b>SCORPIONS</b> /Wind Of Change	(Mercury)	15/1
<b>ALISON MOYET</b> /It Won't Be Long	(Columbia) NE	14/4
<b>ROACHFORD</b> /Get Ready	(Columbia) NE	14/8
<b>DEL SHANNON</b> /Walk Away	(Silvertone) NE	14/2
<b>STING</b> /Mad About You	(A&M) RE	14/2
<b>VANILLA ICE</b> /I Love You	(SBK)	14/2
<b>GARY CLAIL ON-U SOUND SYSTEM</b> /Human Nature	(Perfecto) NE	13/10
<b>JESUS LOVES YOU</b> /Bow Down Mister	(More Protein/Virgin)	13/1
<b>ROBERT PALMER</b> /Happiness	(EMI) NE	11/11

The EHR "chartbound" chart lists the total number of EHR reporting stations playing newer songs that do not yet have enough airplay points to rank among the EHR Top 25. The second number represents how many stations reported it to M&M for the first time. Records which have previously charted and are still active, although forced off the Top 25 by other songs, may qualify for "Chartbounds". Songs which have received no new airplay for two consecutive weeks will be deleted from this chart, but may reappear with new airplay. In the case of a tie, songs are listed alphabetically by artist. Arrows indicate new entries in Chartbound.

**EHR NEW ADD LEADERS**

<b>ROBERT PALMER</b> /Happiness	(EMI)	11
<b>GARY CLAIL ON-U SOUND SYSTEM</b> /Human Nature	(Perfecto)	10
<b>MADONNA</b> /Rescue Me	(Sire)	10
<b>PET SHOP BOYS</b> /Where The Streets Have No Name	(Parlophone)	9
<b>CHER, JAMES, MIKE &amp; THE MECHANICS</b> and <b>ROACHFORD</b> qll have 8 adds each		

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

**EHR "A" ROTATION LEADERS**

<b>ROXETTE</b> /Joyride	(EMI)	42
<b>ROD STEWART</b> /Rhythm Of My Heart	(Warner Brothers)	42
<b>BEE GEES</b> /Secret Love	(Warner Brothers)	37
<b>SIMPLE MINDS</b> /Let There Be Love	(Virgin)	28
<b>CHRIS REA</b> /Auberge	(East West)	26

The EHR "A" Rotation Leaders are those songs which have the highest number of stations playing them in "A" or heavy rotation during the week. Rotation definitions are set by the individual stations. In the case of a tie, songs are listed alphabetically by artist.

**EHR TRACKING REPORT**

Artist/Title	Total	A	B	Add
1 <b>ROD STEWART</b> /Rhythm Of My Heart	65	42	13	5
2 <b>ROXETTE</b> /Joyride	57	42	5	5
3 <b>BEE GEES</b> /Secret Love	53	37	11	3
4 <b>SIMPLE MINDS</b> /Let There Be Love	49	28	11	5
5 <b>PET SHOP BOYS</b> /Where The Streets Have No Name	42	25	5	9
6 <b>CHESNEY HAWKES</b> /The One And Only	35	22	4	5
7 <b>STEVIE B.</b> /Because I Love You	34	24	9	1
8 <b>MIKE &amp; THE MECHANICS</b> /Word Of Mouth	34	19	7	8
9 <b>BANDERAS</b> /This Is Your Life	33	24	7	2
10 <b>MADONNA</b> /Rescue Me	33	16	7	10
11 <b>R.E.M.</b> /Losing My Religion	32	17	9	3
12 <b>RICK ASTLEY</b> /Move Right Out	31	15	9	5
13 <b>CHRIS REA</b> /Auberge	31	26	3	1
14 <b>ROLLING STONES</b> /Highwire	31	21	8	2
15 <b>FEARGAL SHARKEY</b> /I've Got News For You	31	19	7	4
16 <b>CELINE DION</b> /Where Does My Heart Beat Now	30	21	6	2
17 <b>SEAL</b> /Crazy	30	24	5	1
18 <b>SUSANNA HOFFS</b> /My Side Of The Bed	28	19	9	0
19 <b>SCRITTI POLITTI &amp; SHABBA RANKS</b> /She's A Woman	28	21	5	2
20 <b>CLASH</b> /Should I Stay Or Should I Go	27	20	6	1
21 <b>GEORGE MICHAEL</b> /Cowboys And Angels	26	10	8	7
22 <b>RICK ASTLEY</b> /Cry For Help	25	18	6	1
23 <b>INXS</b> /By My Side	25	19	3	3
24 <b>WOMACK &amp; WOMACK</b> /Uptown	24	12	9	3
25 <b>CHER</b> /The Shoop Shoop Song	23	11	3	8
26 <b>STING</b> /All This Time	23	18	3	0
27 <b>ENIGMA</b> /Mea Culpa Part 2	22	10	8	3
28 <b>QUARTZ &amp; DINA CARROLL</b> /It's Too Late	22	15	5	2
29 <b>MOCK TURTLES</b> /Can You Dig It	21	10	7	4
30 <b>O.M.D.</b> /Sailing On The Seven Seas	21	11	5	5

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

**Airplay Action**

by Machgiel Bakker

Despite the many "frozen playlists" during the week due to the holiday weekend, many new records are breaking out. For only the second time this year has there been enough new airplay generated in one week to create 10 new Chartbounds.

There's no question as to which songs are the hottest right now. **Rod Stewart**, **Roxette** and the **Bee Gees** held position for the third week in a row, and **Simple Minds** remains a solid no. 4. Looking to crack inside the Top 5 are this week's biggest movers: **Pet Shop Boys** (5-11) and newcomers **Chesney Hawkes** (6-15) and **Feargal Sharkey** (12-17).

**Madonna** is this week's top debut (13), while other strong performers are **Mike & The Mechanics** (15-19) and **Rick Astley** (20-25). A new face among the Top Add Leaders is **Gary Clail On-U Sound System**, which with **Madonna** tied for second in new adds behind the new **Robert Palmer** single "Happiness". Could RP become the first artist to have three Top 3 EHR hits in one year?

Newer records standing out this week include **Banderas**, **Scritti Politti** and **INXS**, which are receiving "A" rotation airplay over 70% of the stations playing them. Meanwhile, records accumulating enough new airplay to now be wit-

hin reach of the Top 25 are **George Michael**, **Cher**, **Gloria Estefan**, and **James**.

Aside from the Top Add Leaders, songs gaining the most significant new airplay are by **O.M.D.**, **Mock Turtles**, **Zucchero/Paul Young**, **Rembrandts**, **Snap**, **C&C Music Factory**, **Roachford**, and **Alison Moyet**.

A tip of the hat to **Rod Stewart** and **Warner Brothers!** "Rhythm Of My Heart" immediately broke the M&M record it set just last week for "Most Stations On Any Song". EHR airplay increased from 62 to 65 stations this week; that's 74% of our reporters.

THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)
1	2	Joyride	Roxette - EMI (Jimmy Fun Music)	18	15	A Nos Actes Manques	Jean-Jacques Goldman - Columbia (JRG/Marc Lumbroso)	35	24	Heal The Pain	George Michael - Epic (Morrison Leahy Music)
2	1	Secret Love	Bee Gees - Warner Brothers (Gibb Brothers/BMG Music)	19	11	Because I Love You (The Postman Song)	Stevie B - BCM (Soja/Myo-T)	36	32	Night Owls	Vaya Con Dios - Ariola (Vaya Con Dios/BMG Music)
3	3	Rhythm Of My Heart	Rod Stewart - Warner Brothers (WB/Jamm/Bibo)	20	22	Place Des Grands Hommes	Patrick Bruel - RCA (14 Productions)	37	34	J'Ai Peur	Francois Feldman & Janiece Jamison - Phonogram (Marilu/Carol/Line)
4	4	Auberge	Chris Rea - East West (Warner Chappell)	21	13	Cry For Help	Rick Astley - RCA (BMG Music)	38	30	From A Distance	Bette Midler - Atlantic (Julie Gold/Wing & Wheel)
5	5	Where The Streets Have No Name/...Seriously	Pet Shop Boys - Parlophone (a.EMI/Warner Chappell aa.Cage/10)	22	19	This Is Your Life	Banderas - London (One Life/Island/Elysian)	39	31	Le Verrou	Julien Clerc - Virgin (Ed. Crecelles & Sidonie)
6	16	Crazy	Seal - ZTT/WEA (Beethoven Street/Perfect)	23	28	It's Too Late	Quartz introd. Dina Carroll - Mercury (EMI)	40	NE	By My Side	INXS - Mercury (MCA)
7	29	The One And Only	Chesney Hawkes - Chrysalis (Warner Chappell)	24	21	All Together Now	The Farm - Produce (Farm Music)	41	39	Bow Down Mister	Jesus Loves You - More Protein (Virgin)
8	10	Let There Be Love	Simple Minds - Virgin (Virgin Music)	25	17	Unfinished Sympathy	Massive - Wild Bunch/Circa (Island)	42	50	One More Try	Timmy T. - Quality (RM)
9	12	Losing My Religion	R.E.M. - Warner Brothers (Warner Chappell)	26	NE	Cowboys And Angels	George Michael - Epic (Morrison Leahy)	43	NE	Word Of Mouth	Mike & The Mechanics - Virgin (Michael Rutherford)
10	33	Highwire	Rolling Stones - Columbia (Promopub BV)	27	27	The Way You Do The Things You Do	UB40 - Virgin (Jobete Music)	44	40	I'll Be Your Baby Tonight	Robert Palmer feat. UB40 - EMI (Copyright Control)
11	8	Wicked Game	Chris Isaak - London (Warner Chappell)	28	46	Ein Herz Kann Man Nicht Reparieren	Udo Lindenberg - Polydor (Roba Music)	45	NE	Sit Down	James - Fontana (Blue Mountain)
12	14	Just The Way It Is, Baby	The Rembrandts - Atco (WB/Warner-Tamerlane/Tiger God)	29	43	The Shoop Shoop Song (It's In His Kiss)	Cher - Geffen (Aley/Trio/Hudson Bay)	46	25	I'm Going Slightly Mad	Queen - Parlophone (Queen Music)
13	7	My Side Of The Bed	Susanna Hoffs - Columbia (Various)	30	45	I've Got News For You	Feargal Sharkey - Virgin (Copyright Control/Little Shop Of Morgan)	47	26	Do The Bartman	The Simpsons - Geffen (ATV/Sorcerous Labyrinth)
14	9	All This Time	Sting - A&M (Magnetic/Regatta/Illegal)	31	41	Desenchantee	Mylene Farmer - Polydor (Requiem Publishing)	48	37	Disappear	INXS - Mercury (Tal Muziek/MCA Music)
15	6	Wind Of Change	Scorpions - Mercury (Almo/Testatyme Music)	32	42	She's A Woman	Scritti Politti & Shabba Ranks - Virgin (Northern)	49	NE	You	Ten Sharp - Columbia (Sony Music)
16	20	G.L.A.D.	Kim Appleby - Parlophone (Copyright Control)	33	36	Should I Stay Or Should I Go	The Clash - Columbia (Ninaden)	50	RE	You Gotta Love Someone	Elton John - Rocket (Big Pig Music)
17	18	Mercy Mercy Me/I Want You	Robert Palmer - EMI (Jobete/Rondor)	34	23	All The Man That I Need	Whitney Houston - Arista (Warner Chappell)	The European Airplay Top 50 is compiled from the individual national airplay charts below. Circled songs indicate increased or maintained airplay is expected for the following week.			

**NATIONAL AIRPLAY**

UNITED KINGDOM	GERMANY	FRANCE AM	FRANCE FM	ITALY
Most played records on BBC stations and major independents.	Most played records on the ARD stations and major privates. Compiled by Media Control/Baden Baden.	Most played records on AM stations. Compiled by Media Control/Strasbourg.	Most played records on FM stations. Compiled by Media Control/Strasbourg.	Most played records on RAI Stereo Due.
<ol style="list-style-type: none"> <li>(3) Chesney Hawkes - The One And Only</li> <li>(1) Rod Stewart - Rhythm Of My Heart</li> <li>(2) Bee Gees - Secret Love</li> <li>(4) Pet Shop Boys - Where The... Seriously</li> <li>(5) Quartz/Dina Carroll - It's Too Late</li> <li>(6) F.Sharkey - I've Got News For You</li> <li>(7) Roxette - Joyride</li> <li>(17) Mike/The Mechanics - Word Of Mouth</li> <li>(-) James - Sit Down</li> <li>(9) R.E.M. - Losing My Religion</li> <li>(11) Banderas - This Is Your Life</li> <li>(-) Rolling Stones - Highwire</li> <li>(10) Simple Minds - Let There Be Love</li> <li>(15) Rick Astley - Move Right Out</li> <li>(13) Scritti Politti/S.Ranks - She's A Woman</li> <li>(-) Gloria Estefan - Seal Our Fate</li> <li>(6) Stevie B. - Because I Love You</li> <li>(19) George Michael - Cowboys And Angels</li> <li>(-) INXS - By My Side</li> <li>(-) The Mock Turtles - Can You Dig It?</li> </ol>	<ol style="list-style-type: none"> <li>(1) Bee Gees - Secret Love</li> <li>(2) Rod Stewart - Rhythm Of My Heart</li> <li>(4) Roxette - Joyride</li> <li>(9) U.Lindenberg - Ein Herz Kann Man Nicht...</li> <li>(3) Chris Rea - Auberge</li> <li>(6) Rembrandts - Just The Way It Is, Baby</li> <li>(16) Seal - Crazy</li> <li>(5) Rick Astley - Cry For Help</li> <li>(10) Sting - All This Time</li> <li>(17) Cher - The Shoop Shoop Song</li> <li>(15) Chris Isaak - Wicked Game</li> <li>(-) Kim Appleby - G.L.A.D.</li> <li>(13) Vaya Con Dios - Night Owls</li> <li>(7) R.Palmer - Mercy Mercy Me/I Want You</li> <li>(-) Chesney Hawkes - The One And Only</li> <li>(8) Susanna Hoffs - My Side Of The Bed</li> <li>(12) The Farm - All Together Now</li> <li>(18) George Michael - Heal The Pain</li> <li>(-) Pet Shop Boys - Where The... Seriously</li> <li>(11) Bette Midler - From A Distance</li> </ol>	<ol style="list-style-type: none"> <li>(1) J.J.Goldman - A Nos Actes Manques</li> <li>(4) P.Bruel - Place Des Grands Hommes</li> <li>(3) S.Gainsbourg - Requiem Pour Un Con</li> <li>(6) Roch Vaisine - Darling</li> <li>(2) Julien Clerc - Le Verrou</li> <li>(9) Liane Foly - Goodbye Lover</li> <li>(-) Elsa - Pleure Doucement</li> <li>(5) Mylene Farmer - Desenchantee</li> <li>(8) F.Feldman/J.Jamison - J'Ai Peur</li> <li>(-) M.Lavoine - Je N'Ai Plus Rien A Te Donner</li> <li>(7) Jil Caplan - Tout C'Qui Nous Separe</li> <li>(-) Stephanie - Winds Of Change</li> <li>(12) Enzo Enzo - Les Yeux Ouverts</li> <li>(-) Rod Stewart - Rhythm Of My Heart</li> <li>(-) Zuccherco Fornaciari - Diavolo In Me</li> <li>(-) UB40 - Homely Girl</li> <li>(-) Elton John - You Gotta Love Someone</li> <li>(-) Vanessa Paradis - L'Amour En Soi</li> <li>(14) Johnny Hallyday - Diego</li> <li>(-) Seal - Crazy</li> </ol>	<ol style="list-style-type: none"> <li>(1) J.J.Goldman - A Nos Actes Manques</li> <li>(2) Seal - Crazy</li> <li>(6) Elton John - You Gotta Love Someone</li> <li>(3) P.Bruel - Place Des Grands Hommes</li> <li>(5) UB40 - The Way You Do The Things You Do</li> <li>(6) Mylene Farmer - Desenchantee</li> <li>(12) DNA - La Serenissima</li> <li>(10) Vanilla Ice - Ice Ice Baby</li> <li>(7) Phil Collins - Do You Remember</li> <li>(2) Sting - All This Time</li> <li>(11) W.Houston - All The Man That I Need</li> <li>(9) A-Ha - I Call Your Name</li> <li>(15) R.Palmer - I'll Be Your Baby Tonight</li> <li>(-) Seal - Crazy</li> <li>(14) Righteous Brothers - Unchained Melody</li> <li>(-) Enigma - Mea Culpa Part II</li> <li>(20) F.Feldman/J.Jamison - J'Ai Peur</li> <li>(-) New Kids On The Block - Let's Try It Again</li> <li>(-) FMT And Family - Suzanne</li> <li>(17) Mariah Carey - Someday</li> </ol>	<ol style="list-style-type: none"> <li>(1) Queen - The Show Must Go On</li> <li>(2) Raf - Amarti O Non Amarti</li> <li>(3) Free - All Right Now</li> <li>(4) Riccardo Cocciante - Energia</li> <li>(5) Oleta Adams - Got Here</li> <li>(6) Bob Dylan - Series Of Dreams</li> <li>(7) Rick Astley - In The Name Of Love</li> <li>(8) Scritti Politti/S.Ranks - She's A Woman</li> <li>(9) Simple Minds - Let There Be Love</li> <li>(10) Wee Papa Girl Rappers - Best Of My Love</li> <li>(11) Sting - Mad About You</li> <li>(12) M.Masini - Cenerentola Ennamorata</li> <li>(13) Banderas - This Is Your Life</li> <li>(14) P.Bertoli - Spunta La Luna Dal Monte</li> <li>(15) R.E.M. - Losing My Religion</li> <li>(16) Chris Rea - Auberge</li> <li>(17) Enigma - Mea Culpa Part II</li> <li>(18) Susanna Hoffs - My Side Of The Bed</li> <li>(19) U.Tozzi - Gli Altri Siamo Noi</li> <li>(20) Renato Zero - Spalle Al Muro</li> </ol>
SPAIN	HOLLAND	AUSTRIA	SWITZERLAND	
Most played records on Cuarenta Principales, covering the major stations.	Most played records on national stations Radio 2 and Radio 3. Compiled by Stichting Nederlandse Top 40.	Most played records on national pop station O3. Compiled by Media Control/Baden Baden.	Most played records on the national station DRS 3 and major privates. Compiled by Media Control/Basel.	
<ol style="list-style-type: none"> <li>(5) W.Houston - All The Man That I Need</li> <li>(1) C&amp;C Music Factory - Gonna Make You Sweat</li> <li>(4) Gloria Estefan - Coming Out Of The Dark</li> <li>(6) Heroes Del Silencio - Maldito Duende</li> <li>(7) M.C. Hammer - Pray</li> <li>(8) Emilio Arag3n - Cuidado Con Paloma</li> <li>(10) Information Society - How Long</li> <li>(14) Celtas Cortos - Gente Impresionable</li> <li>(17) The KLF - 3 A.M. Eternal</li> <li>(20) Gatos Locos - Corro Hacia Ti</li> <li>(12) Miguel R3os - Directo Al Corazon</li> <li>(16) Presuntos Implicados - Me Das Al Mar</li> <li>(15) Cabaret Pop - Cabaret Pop</li> <li>(-) Roxette - Joyride</li> <li>(-) Chayanne - Simon Sez</li> <li>(-) Decada Prodigiosa - El Rey Del Guateque</li> <li>(-) Sinestro Total - Devorao</li> <li>(18) General Lee - Llega El Tren</li> <li>(19) B.Marley/The Waitlers - Talkin' Blues</li> <li>(-) Susanna Hoffs - My Side Of The Bed</li> </ol>	<ol style="list-style-type: none"> <li>(-) George Michael - Cowboys And Angels</li> <li>(2) Ten Sharp - You</li> <li>(-) The Nits - Long Forgotten Story</li> <li>(3) R.E.M. - Losing My Religion</li> <li>(-) UB40 - Tears From My Eyes</li> <li>(6) M.Reilly - What About Tomorrow's Children</li> <li>(5) Massive - Unfinished Sympathy</li> <li>(-) Frank Sinatra - Love And Marriage</li> <li>(-) Stef Bos - Papa</li> <li>(13) Rene Fruger - Nobody Else</li> <li>(11) Timmy T. - One More Try</li> <li>(6) Simple Minds - Let There Be Love</li> <li>(-) John Spencer - In De Tijd Van De R&amp;R</li> <li>(-) The Big Dish - Big Town</li> <li>(-) Timeless - Who Is Gonna Love Me</li> <li>(16) Rolling Stones - Highwire</li> <li>(-) INXS - By My Side</li> <li>(-) Jesus Jones - Intl. Bright Young Thing</li> <li>(8) Roxette - Joyride</li> <li>(9) Definition Of Sound - Wear Your Love...</li> </ol>	<ol style="list-style-type: none"> <li>(6) Rembrandts - Just The Way It Is, Baby</li> <li>(-) Roxette - Joyride</li> <li>(16) R.Palmer - Mercy Mercy Me/I Want You</li> <li>(-) Kim Appleby - G.L.A.D.</li> <li>(19) Chris Rea - Auberge</li> <li>(6) Bee Gees - Secret Love</li> <li>(-) Cher - The Shoop Shoop Song</li> <li>(-) Del Shannon - Walk Away</li> <li>(12) P.M. Sampson/Double Key - How I Miss You So</li> <li>(8) Londonbeat - A Better Love</li> <li>(11) INXS - Disappear</li> <li>(-) Chesney Hawkes - The One And Only</li> <li>(-) Yo Yo - Games People Play</li> <li>(2) Chris Isaak - Wicked Game</li> <li>(3) Sting - All This Time</li> <li>(4) Rick Astley - Cry For Help</li> <li>(-) Elton John - Easier To Walk Away</li> <li>(-) Beat 4 Feet/K.Cooper - Sister Soul &amp; Mr.Beat</li> <li>(20) Rod Stewart - Rhythm Of My Heart</li> <li>(-) Jesus Loves You - Bow Down Mister</li> </ol>	<ol style="list-style-type: none"> <li>(3) Roxette - Joyride</li> <li>(2) Seal - Crazy</li> <li>(-) Bee Gees - Secret Love</li> <li>(4) Scorpions - Wind Of Change</li> <li>(1) Rod Stewart - Rhythm Of My Heart</li> <li>(6) Chris Isaak - Wicked Game</li> <li>(9) Chris Rea - Auberge</li> <li>(14) Rolling Stones - Highwire</li> <li>(-) Londonbeat - No Woman No Cry</li> <li>(8) Susanna Hoffs - My Side Of The Bed</li> <li>(10) Everyday People - I Guess It Doesn't Matter</li> <li>(5) The Farm - All Together Now</li> <li>(10) Clash - Should I Stay Or Should I Go</li> <li>(-) Jimmy Somerville - To Love Somebody</li> <li>(15) Madonna - Rescue Me</li> <li>(15) C&amp;C Music Factory - Gonna Make You Sweat</li> <li>(16) Dr. Alban &amp; Leila K - Hello Afrika</li> <li>(-) R.Palmer/UB40 - I'll Be Your Baby Tonight</li> <li>(12) Jesus Jones - Right Here, Right Now</li> <li>(18) David Knopfler - Lonely Is The Night</li> </ol>	

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

M&M also surveys nearly 100 contemporary music stations to develop the European Hit Radio chart, which can be found on page 24. That chart and its related statistics detail singles-based airplay at stations specifically targeting 12-34 year-olds on a full-time or part-time basis.

• National product

**UNITED KINGDOM**

- Singles*
- 1 James - Sit Down
  - 2 Chesney Hawkes - The One And Only
  - 3 The Waterboys - The Whole Of The Moon
  - 4 Rod Stewart - Rhythm Of My Heart
  - 5 Bee Gees - Secret Love
  - 6 Dannii Minogue - Love And Kisses
  - 7 Gary Clail On-U Sound System - Human Nature
  - 8 Snap - Snap Megamix
  - 9 Roxette - Joyride
  - 10 Pet Shop Boys - Where The.../..Serious
- Albums*
- 1 Eurythmics - Greatest Hits
  - 2 Rod Stewart - Vagabond Heart
  - 3 R.E.M. - Out Of Time
  - 4 Roxette - Joyride
  - 5 D.Harry/Blondie - The Complete Picture
  - 6 Chris Rea - Auberger
  - 7 B.Pheloung - Music From Inspector Morse
  - 8 The Cure - Entreat
  - 9 Soundtrack - The Doors
  - 10 Ned's Atomic Dustbin - God Fodder

**SPAIN**

- Singles*
- 1 J.Travolta & O.Newton-John - Grease Megamix
  - 2 The Simpsons - Do The Bartman
  - 3 C&C Music Factory - Gonna Make You Sweat
  - 4 The Silencers - Bullet Proof Heart
  - 5 KLF - 3 A.M. Eternal
  - 6 Enigma - Sadeness Part I
  - 7 The Farm - All Together Now
  - 8 Nomad/MC Mikee Freedom - Devotion
  - 9 Dr. Alban - Hello Afrika
  - 10 E.M.F. - Unbelievable
- Albums*
- 1 Juan Luis Guerra & 4.40 - Bachata Rosa
  - 2 Juan Luis Guerra & 4.40 - Djala Que Lueva Cafe
  - 3 Soundtrack - Music From Twin Peaks
  - 4 Righteous Brothers - The Very Best Of...
  - 5 Soundtrack - Grease
  - 6 Enigma - MCMXC A.D.
  - 7 Xuxa - Xuxa
  - 8 Emilio Aragon - Te Huelen Los Pies
  - 9 Heroes Del Silencio - Senderos De Traicion
  - 10 Queen - Innuendo

**DENMARK**

- Singles*
- 1 Roxette - Joyride
  - 2 One-Eyed Jacks - Falling
  - 3 Cut'n Move - Take No Crap
  - 4 Snap - Snap Megamix
  - 5 The Simpsons - Do The Bartman
  - 6 J.Travolta & O.Newton-John - Grease Megamix
  - 7 KLF - 3 A.M. Eternal
  - 8 Back To Back - En Som Dig
  - 9 Simple Minds - Let There Be Love
  - 10 C&C Music Factory - Gonna Make You Sweat
- Albums*
- 1 Sko/Torp - On A Long Lonely Night
  - 2 Simon & Garfunkel - The Collection
  - 3 Back To Back - Glæder Af Håb
  - 4 Eurythmics - Greatest Hits
  - 5 Elvis Presley - Danske Single Hits
  - 6 Gasolin - Rabalderstraede
  - 7 Bee Gees - High Civilization
  - 8 Rod Stewart - Vagabond Heart
  - 9 Peter Belli - Yeah
  - 10 The Sandmen - Gimme Gimme

**SWITZERLAND**

- Singles*
- 1 Roxette - Joyride
  - 2 Seal - Crazy
  - 3 Dr. Alban - Hello Afrika
  - 4 KLF - 3 A.M. Eternal
  - 5 C&C Music Factory - Gonna Make You Sweat
  - 6 Scorpions - Wind Of Change
  - 7 Queen - Innuendo
  - 8 E.M.F. - Unbelievable
  - 9 Dr. Alban - No Coke
  - 10 The Peace Choir - Give Peace A Chance
- Albums*
- 1 Queen - Innuendo
  - 2 Chris Rea - Auberger
  - 3 Sting - The Soul Cages
  - 4 Chris Isaak - Wicked Game
  - 5 Rod Stewart - Vagabond Heart
  - 6 J.Somerville - Singles Collection 1984/1990
  - 7 Enigma - MCMXC A.D.
  - 8 Great White - Hooked
  - 9 Eurythmics - Greatest Hits
  - 10 Gloria Estefan - Into The Light

**GERMANY**

- Singles*
- 1 Roxette - Joyride
  - 2 C&C Music Factory - Gonna Make You Sweat
  - 3 Bee Gees - Secret Love
  - 4 Dr. Alban - No Coke
  - 5 Seal - Crazy
  - 6 KLF - 3 A.M. Eternal
  - 7 The Simpsons - Do The Bartman
  - 8 The Farm - All Together Now
  - 9 Chris Isaak - Wicked Game
  - 10 Stevie B - Because I Love You
- Albums*
- 1 Eurythmics - Greatest Hits
  - 2 Bee Gees - High Civilization
  - 3 Chris Rea - Auberger
  - 4 Queen - Innuendo
  - 5 Chris Isaak - Wicked Game
  - 6 Roxette - Joyride
  - 7 Phil Collins - Serious Hits...Live!
  - 8 Sting - The Soul Cages
  - 9 Edward Simoni - Pan-Traeume
  - 10 J.Somerville - Singles Collection 1984/1990

**HOLLAND**

- Singles*
- 1 Roxette - Joyride
  - 2 Massive - Unfinished Sympathy
  - 3 R.E.M. - Losing My Religion
  - 4 Simple Minds - Let There Be Love
  - 5 R. v.h. Groenewoud - Liefde Voor Muziek
  - 6 J.Travolta & O.Newton-John - Grease Megamix
  - 7 The Clash - Should I Stay Or Should I Go
  - 8 The Simpsons - Do The Bartman
  - 9 Rolling Stones - Highwire
  - 10 Timmy T. - One More Try
- Albums*
- 1 Soundtrack - Grease
  - 2 Eurythmics - Greatest Hits
  - 3 R.E.M. - Out Of Time
  - 4 Chris Isaak - Wicked Game
  - 5 Queen - Innuendo
  - 6 Soundtrack - Tour Of Duty
  - 7 Raymond Van Het Groenewoud - Meisjes/Best Of
  - 8 Lenny Kravitz - Mama Said
  - 9 Phil Collins - Serious Hits...Live!
  - 10 Eric Clapton - The Eric Clapton Story

**NORWAY**

- Singles*
- 1 Roxette - Joyride
  - 2 Inner Circle - Bad Boys
  - 3 The Simpsons - Do The Bartman
  - 4 Rolling Stones - Highwire
  - 5 Stevie B - Because I Love You
  - 6 KLF - 3 A.M. Eternal
  - 7 Cher - The Shoop Shoop Song
  - 8 Seal - Crazy
  - 9 The Clash - Should I Stay Or Should I Go
  - 10 Bjelleklang - Hytteur
- Albums*
- 1 Roxette - Joyride
  - 2 The September When - Mother I've Been Kissed
  - 3 Oystein Sunde - 40 Beste
  - 4 R.E.M. - Out Of Time
  - 5 Oslo Gospel Choir - Get Together
  - 6 Eurythmics - Greatest Hits
  - 7 The Carpenters - Only Yesterday - Greatest Hits
  - 8 Chris Rea - Auberger
  - 9 Lenny Kravitz - Mama Said
  - 10 Rolling Stones - Flashpoint

**AUSTRIA**

- Singles*
- 1 Roxette - Joyride
  - 2 C&C Music Factory - Gonna Make You Sweat
  - 3 Bee Gees - Secret Love
  - 4 Dr. Alban - No Coke
  - 5 Seal - Crazy
  - 6 Jazz Gitti - Kränk Di Net
  - 7 Dr. Alban - Hello Afrika
  - 8 Chris Isaak - Blue Hotel
  - 9 Beat 4 Feet/K.Cooper - Sister Soul & Mr. Beat
  - 10 Dimples D. - Sucker DJ
- Albums*
- 1 Jazz Gitti - A Wunda
  - 2 Dr. Alban - Hello Afrika
  - 3 Ostbahn Kurti - 1/2 So Wued
  - 4 Elton John - The Very Best Of...
  - 5 Phil Collins - Serious Hits...Live!
  - 6 Chris Isaak - Wicked Game
  - 7 Ludwig Hirsch - In Meiner Sprache
  - 8 Queen - Innuendo
  - 9 Bee Gees - The Very Best Of The Bee Gees
  - 10 Chris Rea - Auberger

**FRANCE**

- Singles*
- 1 Scorpions - Wind Of Change
  - 2 Thierry Hazard - Poupee Psychedelique
  - 3 Roch Voisine - Darling
  - 4 Enigma - Mea Culpa Part II
  - 5 Dana Dawson - Romantic World
  - 6 Patrick Bruel - Place Des Grands Hommes
  - 7 Enigma - Sadeness Part I
  - 8 Chico & Roberta - Natal
  - 9 Jean-Jacques Goldman - A Nos Actes Manques
  - 10 The Righteous Brothers - Unchained Melody
- Albums*
- 1 Patrick Bruel - Alors Regarde
  - 2 Enigma - MCMXC A.D.
  - 3 Scorpions - Crazy World
  - 4 J.J.Goldman - Fredericks, Goldman & Jones
  - 5 Roch Voisine - Double
  - 6 Benny B - L'Album
  - 7 UB40 - Labour Of Love II
  - 8 Johnny Hallyday - Dans La Chaleur De Bercy
  - 9 Francois Feldman - Une Presence
  - 10 Elmer Food Beat - 30 Centimeters

**BELGIUM**

- Singles*
- 1 Scorpions - Wind Of Change
  - 2 Mylene Farmer - Desenchantee
  - 3 Isabelle A. - Ik Weet Wat Ik Wil
  - 4 Stevie B - Because I Love You
  - 5 Roxette - Joyride
  - 6 Petra & Co - Jij Bent Zo Mooi
  - 7 Toast - Meisjes
  - 8 Serge Gainsbourg - Requiem Pour Un Con
  - 9 Mister Mixer & Paganel - Dance Computer Four
  - 10 B.B. Jerome & The Bang - Shock Rock
- Albums*
- 1 Eurythmics - Greatest Hits
  - 2 R.E.M. - Out Of Time
  - 3 Chris Rea - Auberger
  - 4 Queen - Innuendo
  - 5 Raymond Van Het Groenewoud - Meisjes/Best Of
  - 6 Enigma - MCMXC A.D.
  - 7 Chris Isaak - Wicked Game
  - 8 KLF - The White Room
  - 9 Rolling Stones - Flashpoint
  - 10 Patrick Bruel - Alors Regarde

**FINLAND**

- Singles*
- 1 Haus-Mylly - Se Mustamies
  - 2 Julee Cruise - Folling
  - 3 Snap - Snap Megamix
  - 4 Rolling Stones - Highwire
  - 5 The Clash - Should I Stay Or Should I Go
  - 6 Roxette - Joyride
  - 7 Pet Shop Boys - Where The.../..Serious
  - 8 Enigma - Mea Culpa Part II
  - 9 Eddie Edwards - Mun Nimeni On Eetu
  - 10 Inner Circle - Bad Boys
- Albums*
- 1 Chris Isaak - Wicked Game
  - 2 Kolmas Nainen - Elämän Tarkoitus
  - 3 Roxette - Joyride
  - 4 Soundtrack - Music From Twin Peaks
  - 5 Eurythmics - Greatest Hits
  - 6 R.E.M. - Out Of Time
  - 7 Queen - Innuendo
  - 8 Chris Rea - Auberger
  - 9 Eppu Normaali - Paskahatun Paluu
  - 10 Enigma - MCMXC A.D.

**GREECE**

- Singles*
- 1 Enigma - Sadeness Part I
  - 2 Enigma - Mea Culpa Part II
  - 3 C&C Music Factory - Gonna Make You Sweat
  - 4 Seal - Crazy
  - 5 KLF - 3 A.M. Eternal
  - 6 Vanilla Ice - Ice Ice Baby
  - 7 Rick Astley - Cry For Help
  - 8 Londonbeat - I've Been Thinking About You
  - 9 Dr. Alban - Hello Afrika
  - 10 Bee Gees - Secret Love
- Albums*
- 1 Enigma - MCMXC A.D.
  - 2 Eurythmics - Greatest Hits
  - 3 Whitney Houston - I'm Your Baby Tonight
  - 4 R.E.M. - Out Of Time
  - 5 Vanilla Ice - To The Extreme
  - 6 Chris Isaak - Wicked Game
  - 7 Helloween - Pink Bubbles Go Ape
  - 8 C&C Music Factory - Gonna Make You Sweat
  - 9 Chris Rea - Auberger
  - 10 M.C. Hammer - Please Hammer Don't Hurt 'Em

**ITALY**

- Singles*
- 1 Riccardo Cocciante - Se Stiamo Insieme
  - 2 Marco Masini - Perché Lo Fai
  - 3 Paolo Vallesse - Le Persone Inutili
  - 4 P.Bertoli/Tazenda - Spunta La Luna Dal Monte
  - 5 Umberto Tozzi - Gli Altri Siamo Noi
  - 6 Raf - Oggi Un Dio Non Ho
  - 7 Fiordaliso - Il Mare Più Grande
  - 8 Al Bano & Romina Power - Oggi Spasi
  - 9 Amedeo Minghi - Nene'
  - 10 Simple Minds - Let There Be Love
- Albums*
- 1 Marco Masini - Malinconia
  - 2 Riccardo Cocciante - Cocciante
  - 3 Queen - Innuendo
  - 4 Umberto Tozzi - Gli Altri Siamo Noi'
  - 5 Eurythmics - Greatest Hits
  - 6 Renato Zero - Prometeo
  - 7 Raf - Sogni...E' Tutto Quello Che C'E'
  - 8 Rolling Stones - Flashpoint
  - 9 Sting - The Soul Cages
  - 10 Eric Clapton - The Eric Clapton Story

**SWEDEN**

- Singles*
- 1 Roxette - Joyride
  - 2 KLF - 3 A.M. Eternal
  - 3 The Simpsons - Do The Bartman
  - 4 Stevie B - Because I Love You
  - 5 Scorpions - Wind Of Change
  - 6 Chris Isaak - Wicked Game
  - 7 Mauro Scocco - Det Finns
  - 8 The Clash - Should I Stay Or Should I Go
  - 9 Simple Minds - Let There Be Love
  - 10 Wilmer X - Vem Får Nu Se Alla Tårar
- Albums*
- 1 Roxette - Joyride
  - 2 Wilmer X - Mambo Feber
  - 3 Eric Gadd - Eric Gadd
  - 4 Orup - Orupeansongs
  - 5 Rod Stewart - Vagabond Heart
  - 6 L.Philippson - A Woman's Gotta Do...
  - 7 Chris Isaak - Wicked Game
  - 8 Chris Rea - Auberger
  - 9 Eurythmics - Greatest Hits
  - 10 Izabella - Iza

**IRELAND**

- Singles*
- 1 The Simpsons - Deep, Deep Trouble
  - 2 Rod Stewart - Rhythm Of My Heart
  - 3 Chesney Hawkes - The One And Only
  - 4 The Waterboys - The Whole Of The Moon
  - 5 The Simpsons - Do The Bartman
  - 6 Snap - Snap Megamix
  - 7 Saw Doctors - That's What She Said Last Night
  - 8 Feargal Sharkey - I've Got News For You
  - 9 The Clash - Should I Stay Or Should I Go
  - 10 Bee Gees - Secret Love
- Albums*
- 1 Eurythmics - Greatest Hits
  - 2 Paul Brady - Trick Or Treat
  - 3 R.E.M. - Out Of Time
  - 4 The Doors - The Best Of The Doors
  - 5 The Simpsons - The Simpsons Sing The Blues
  - 6 Rod Stewart - Vagabond Heart
  - 7 Roxette - Joyride
  - 8 Nigel Kennedy - Brahms Violin Concerto
  - 9 G.Michael - Listen Without Prejudice Vol. 1
  - 10 Joan Armatrading - The Very Best Of...

**PORTUGAL**

- Singles*
- 1 Bobby Vinton - Blue Velvet
  - 2 Enigma - Sadeness Part I
  - 3 Johnny Nash - I Can See Clearly Now (Remix)
  - 4 Roxette - Joyride
  - 5 Queen - Innuendo
  - 6 Whitney Houston - I'm Your Baby Tonight
  - 7 Rui Veloso - A Paixao
  - 8 Rui Veloso - Nao Ha Estrelas No Ceu
  - 9 Sting - All This Time
  - 10 Gregorian - So Sad
- Albums*
- 1 Enigma - MCMXC A.D.
  - 2 Queen - Innuendo
  - 3 Soundtrack - Music From Twin Peaks
  - 4 Soundtrack - The Doors
  - 5 Supertramp - The Very Best Of...
  - 6 Phil Collins - Serious Hits...Live!
  - 7 Chris Isaak - Wicked Game
  - 8 Vanilla Ice - To The Extreme
  - 9 Rui Veloso - Mings & Os Samurais
  - 10 Julee Cruise - Floating Into The Night

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



**COMPETITORS UNITE FOR LITE** - In a rare moment of radio unity, 23 Chicago radio stations visited WLIT/Chicago (Lite FM) to record a special two-hour programme for American troops from the Chicago area stationed in the Middle East. From l-r: JD Spangler, country WUSN; Harold Lee Rush, full-service WGCI-AM; John Hultman and Felicia Middlebrooks, news/talk WBBM-AM; WLIT PD Mark Edwards and programme host Bob Brynteson; and JoBo and Eddie from CHR WBBM-FM.

# AC, Rock Formats Best For Revenues

Power ratios are study tools which measure station listening shares in relation to revenues generated. 1990 findings show that adult contemporary, country, news/talk and gold formats stood above the best in terms of ratings, while AC, album rock and classic rock performed stronger

financially than other formats. The maturation of the overall US population plays the biggest contributory factor, which figures in the low performance of rap and dance-leaning CHRs whose audiences are comprised primarily of the younger, non-employed generation.

## Broadcasters Troubled By Latest Bush Proposals

Frustrated that the Bush Administration "fails to appreciate the role broadcasters play in the mass media marketplace," the National Association of Broad-

casters (NAB) has issued a letter to House Energy & Commerce Committee chairman **John Dingell**, citing several disputed radio issues.

The NAB's complaints concern:

- 1990's proposed spectrum tax for all broadcasters
- 1990's proposed limits on deductibility of advertising
- 1991's new FCC fee schedule

Said NAB president **Eddie Fritts**, "The Administration's proposal in support of spectrum auctions (M&M April 13) continues a particularly troubling pattern of proposed taxes, charges and policy statements, which, if adopted, would relegate broadcast service to a shadowy afterthought in communications policy. In the absence of any policy co-ordination or direction by the Administration, Congress needs to strongly and affirmatively address these crucial issues."

## SINGLES

## Billboard

## ALBUMS

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TW	LW	Artist/Title	Label
1	2	<b>WILSON PHILLIPS</b> /You're In Love	SBK
2	4	<b>AMY GRANT</b> /Baby Baby	A&M
3	1	<b>LONDONBEAT</b> /I've Been Thinking About You	Radioactive
4	3	<b>TARA KEMP</b> /Hold You Tight	Giant
5	6	<b>ROXETTE</b> /Joyride	EMI
6	5	<b>ENIGMA</b> /Sadness Part 1	Charisma
7	7	<b>GERARDO</b> /Rico Suave	Interscope
8	13	<b>HI-FIVE</b> /I Like The Way (The Kissing Game)	Jive
9	11	<b>RICK ASTLEY</b> /Cry For Help	RCA
10	15	<b>C&amp;C MUSIC FACTORY</b> /Here We Go	Columbia
11	16	<b>CATHY DENNIS</b> /Touch Me (All Night Long)	Polydor
12	18	<b>DIVINYLS</b> /I Touch Myself	Virgin
13	9	<b>ANOTHER BAD CREATION</b> /Iesha	Motown
14	19	<b>VOICES THAT CARE</b> /Voices That Care	Giant
15	23	<b>ROD STEWART</b> /Rhythm Of My Heart	Warner Brothers
16	17	<b>ROBERT PALMER</b> /Mercy Mercy Me/I Want You	EMI
17	10	<b>TESLA</b> /Signs	Geffen
18	22	<b>THE REMBRANDTS</b> /Just The Way It Is, Baby	Atco
19	8	<b>GLORIA ESTEFAN</b> /Coming Out Of The Dark	Epic
20	14	<b>TIMMY T.</b> /One More Try	Quality
21	12	<b>TEVIN CAMPBELL</b> /Round And Round	Paisley Park
22	27	<b>QUEENSRYCHE</b> /Silent Lucidity	EMI
23	31	<b>MARIAH CAREY</b> /I Don't Wanna Cry	Columbia
24	28	<b>NELSON</b> /More Than Ever	DGC
25	29	<b>KEEDY</b> /Save Some Love	Arista
26	26	<b>RUDE BOYS</b> /Written All Over Your Face	Atlantic
27	20	<b>TRACIE SPENCER</b> /This House	Capitol
28	21	<b>MARIAH CAREY</b> /Someday	Columbia
29	33	<b>THE TRIPLETS</b> /You Don't Have To Go Home	Mercury
30	37	<b>EXTREME</b> /More Than Words	A&M
31	25	<b>BINGO BOYS FEAT</b> /How To Dance	Atlantic
32	➔	<b>MONIE LOVE</b> /It's A Shame (My Sister)	Warner Brothers
33	32	<b>WHITNEY HOUSTON</b> /The Star Spangled Banner	Arista
34	➔	<b>R.E.M.</b> /Losing My Religion	Warner Brothers
35	49	<b>FIREHOUSE</b> /Don't Treat Me Bad	Epic
36	➔	<b>MICHAEL BOLTON</b> /Love Is A Wonderful Thing	Columbia
37	➔	<b>SHEENA EASTON</b> /What Comes Naturally	MCA
38	24	<b>STEVIE B.</b> /I'll Be By Your Side	LMR
39	➔	<b>THE BLACK CROWES</b> /She Talks To Angels	Def American
40	34	<b>RALPH TRESVANT</b> /Stone Cold Gentleman	MCA

TW	LW	Artist/Title	Label
1	1	<b>MARIAH CAREY</b> /Mariah Carey	Columbia
2	2	<b>C&amp;C MUSIC FACTORY</b> /Gonna Make You Sweat	Columbia
3	3	<b>WILSON PHILLIPS</b> /Wilson Phillips	SBK
4	5	<b>R.E.M.</b> /Out Of Time	Warner Brothers
5	4	<b>THE BLACK CROWES</b> /Shake Your Money Maker	Def American
6	11	<b>WHITNEY HOUSTON</b> /I'm Your Baby Tonight	Arista
7	7	<b>CHRIS ISAAK</b> /Heart Shaped World	Reprise
8	8	<b>SOUNDTRACK</b> /The Doors	Elektra
9	12	<b>ENIGMA</b> /MCMXC A.D.	Charisma
10	6	<b>STING</b> /The Soul Cages	A&M
11	9	<b>VANILLA ICE</b> /To The Extreme	SBK
12	10	<b>GLORIA ESTEFAN</b> /Into The Light	Epic
13	13	<b>QUEENSRYCHE</b> /Empire	EMI
14	15	<b>TESLA</b> /Five Man Acoustical Jam	Geffen
15	14	<b>M.C. HAMMER</b> /Please Hammer Don't Hurt 'Em	Capitol
16	24	<b>SOUNDTRACK</b> /New Jack City	Giant
17	22	<b>ANOTHER BAD CREATION</b> /Coolin' At The Playground	Motown
18	16	<b>BETTE MIDLER</b> /Some People's Lives	Atlantic
19	17	<b>MADONNA</b> /The Immaculate Collection	Sire
20	➔	<b>ROD STEWART</b> /Vagabond Heart	Warner Brothers
21	23	<b>L.L. COOL J</b> /Mama Said Knock You Out	Def Jam
22	21	<b>GREAT WHITE</b> /Hooked	Capitol
23	20	<b>OLETA ADAMS</b> /Circle Of One	Fontana
24	28	<b>AMY GRANT</b> /Heart In Motion	A&M
25	27	<b>DIVINYLS</b> /Divinyls	Virgin
26	19	<b>AC/DC</b> /The Razors Edge	Atco
27	18	<b>THE SIMPSONS</b> /The Simpsons Sing The Blues	Geffen
28	26	<b>GUY</b> /The Future	Uptown
29	33	<b>NELSON</b> /After The Rain	DGC
30	34	<b>LONDONBEAT</b> /In The Blood	Radioactive
31	29	<b>WARRANT</b> /Cherry Pie	Columbia
32	25	<b>INXS</b> /X	Atlantic
33	32	<b>THE DOORS</b> /Best Of The Doors	Elektra
34	31	<b>GARTH BROOKS</b> /No Fences	Capitol
35	40	<b>JESUS JONES</b> /Doubt	SBK
36	30	<b>PAUL SIMON</b> /Rhythm Of The Saints	Warner Brothers
37	35	<b>BELL BIV DEVOE</b> /Poison	MCA
38	36	<b>TRIXTER</b> /Trixter	Mechanic
39	➔	<b>ROLLING STONES</b> /Flashpoint	Columbia
40	38	<b>CARRERAS/DOMINGO/PAVAROTTI</b> /In Concert	London

## More Stations Going Dark

Due to the current difficult US economy, 79 FM and 208 AM stations have gone off the air--a total of 287 licensed stations which are now "dark". There has also been a huge increase in the number of AM/FM stations "simulcasting", now totalling 701 commercial and non-commercial stations. Cross-ownership simulcasts are also on the rise.

## Women Comprise 45% Of Workforce

Women now account for 45% of the US workforce, according to the National Association of Working Women. A full 68% of women aged 16-64 are working, and 21.5 million women with children under 18 are in the workforce (up over 300% in the last 25 years). By 1995, 77% of all school-age children will have working mothers. *Courtesy of Radio Watch.*

The USA Page is edited by Tom Kay, Jane Dyson and Lisa Nordmark.

# EUROPEAN TOP 100 ALBUMS

THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED
1	<b>Eurythmics</b> Greatest Hits - RCA	UK,D,B,NL,E,CH,S,DK,I,N,SF,GR,IR	35	<b>Juan Luis Guerra &amp; 4.40</b> Bachata Rosa - Karen	E	69	<b>Elmer Food Beat</b> 30 Centimeters - Off The Track	F
2	<b>Chris Rea</b> Auberge - East West	UK,F,D,B,NL,A,CH,S,PK,I,N,SF,GR,IR	36	<b>Rondo Veneziano</b> Concerto Per Mozart - Baby Records	D,CH	70	<b>Renato Zero</b> Prometeo - Zerolandia	I
3	<b>Queen</b> Innuendo - EMI ▲	UK,F,D,B,NL,E,A,CH,S,PK,I,SF	37	<b>Ned's Atomic Dustbin</b> God Fodder - Furtive	UK	71	<b>Jesus Jones</b> Doubt - Food	UK
4	<b>R.E.M.</b> Out Of Time - Warner Brothers	UK,D,B,NL,E,CH,S,PK,I,N,SF,GR,IR	38	<b>M.C. Hammer</b> Please Hammer Don't Hurt 'Em - Capitol ●	UK,D,NL,E,P,GR,IR	72	<b>Paul Brady</b> Trick Or Treat - PolyGram	UK,IR
5	<b>Chris Isaak</b> Wicked Game - Reprise	UK,D,B,NL,E,A,CH,S,PK,I,N,SF,GR,IR	39	<b>Vanilla Ice</b> To The Extreme - SBK	D,B,NL,E,A,CH,PK,GR	73	<b>Raf</b> Sogni...E' Tutto Quello Che C'E' - CGD	I
6	<b>Rod Stewart</b> Vagabond Heart - Warner Brothers	UK,D,B,NL,A,CH,S,DK,I,N,SF,IR	40	<b>Nigel Kennedy</b> Brahms Violin Concerto - EMI	UK,IR	74	<b>Supertramp</b> The Very Best Of... - A&M/Arcade ▲2	D,NL,CH,P
7	<b>Roxette</b> Joyride - EMI	UK,D,B,NL,S,N,SF,IR	41	<b>Riccardo Cocciante</b> Cocciante - Virgin	I	75	<b>Frederic Francois</b> Est-Ce-Que Tu Es Seule Ce Soir - Trema	F,B
8	<b>Enigma</b> MCMXC A.D. - Virgin	UK,F,D,B,NL,E,CH,S,PK,I,SF,GR,IR	42	<b>The Simpsons</b> The Simpsons Sing The Blues - Geffen	UK,NL,S,DK,IR	76	<b>Michel Sardou</b> Le Privilege - EMI	F
9	<b>Bee Gees</b> High Civilization - Warner Brothers	UK,D,B,NL,A,CH,S,PK,IR	43	<b>The Clash</b> The Story Of The Clash - Volume 1 - CBS	UK,IR	77	<b>Wilmer X</b> Mambo Feber - EMI	S
10	<b>Sting</b> The Soul Cages - A&M ▲	UK,F,D,NL,E,A,CH,S,PK,I,N,SF	44	<b>Juan Luis Guerra &amp; 4.40</b> Djala Que llueva Cafe - Karen	E	78	<b>Soundtrack - Keep On Running</b> Keep On Running - Columbia	D
11	<b>Phil Collins</b> Serious Hits...Live! - Virgin/WEA	UK,F,D,B,NL,E,A,CH,PK,SF	45	<b>Roch Voisine</b> Double - GM/Ariola	F,B	79	<b>Raymond Van Het Groenewoud</b> Meisjes/Best Of - EMI	B,NL
12	<b>Elton John</b> The Very Best Of... - Rocket	UK,D,B,NL,E,A,CH,S,PK,N,GR	46	<b>INXS</b> X - Mercury	UK,F,D,NL,CH	80	<b>Susanna Hoffs</b> When You're A Boy - Columbia	UK,S,SF,IR
13	<b>Scorpions</b> Crazy World - Mercury	F,D,B,CH,S,SF	47	<b>Jean-Jacques Goldman</b> Fredericks, Goldman & Jones - Columbia ●	F	81	<b>Bob Dylan</b> The Bootleg Series Vol. 1-3 1961-1991 - Columbia	UK,S,I,IR
14	<b>Soundtrack - Twin Peaks/Angelo Badalamenti</b> Music From Twin Peaks - Warner Brothers	UK,E,S,PK,SF,GR,IR	48	<b>Benny B</b> L'Album - PLR	F,B	82	<b>Helloween</b> Pink Bubbles Go Ape - EMI	S,P,SF,GR
15	<b>Jimmy Somerville</b> The Singles Collection 1984/1990 - London ▲	UK,D,B,NL,A,CH	49	<b>Joan Armatrading</b> The Very Best Of... - A&M	UK,IR	83	<b>Living Colour</b> Time's Up - Epic	UK,NL
16	<b>Rick Astley</b> Free - RCA	UK,D,B,NL,E,S,DK,I	50	<b>The Righteous Brothers</b> The Very Best Of The Righteous Brothers - Verve/Polydor	E,A,P	84	<b>Howard Cependale</b> Ganz Ngh - PolyGram	D
17	<b>Rolling Stones</b> Flashpoint - Columbia	D,B,NL,S,I,N,SF	51	<b>Patricia Kaas</b> Scene De Vie - Columbia ▲	F,D,B,CH	85	<b>Oleta Adams</b> Circle Of One - Fontana	UK,NL
18	<b>George Michael</b> Listen Without Prejudice Vol. 1 - Epic ▲2	UK,F,NL,DK,GR,IR	52	<b>Carreras/Domingo/Pavarotti</b> In Concert - Decca	UK,D,E,DK,IR	86	<b>Xuxa</b> Xuxa - RCA	E
19	<b>Deborah Harry &amp; Blondie</b> The Complete Picture - The Very Best Of... - Chrysalis	UK,NL,DK,IR	53	<b>Bee Gees</b> The Very Best Of The Bee Gees - Polydor	UK,D,A	87	<b>Sepultura</b> Arise - Roadracer	UK,D,NL,S,SF
20	<b>Soundtrack - The Doors</b> The Doors - Elektra	UK,B,PK,SF,GR	54	<b>UB40</b> Labour Of Love II - Virgin	F,NL	88	<b>Emilio Aragon</b> Te Huelen Los Pies - CBS	E
21	<b>KLF</b> The White Room - Indisc	UK,D,B,NL,A,CH,S,DK,SF	55	<b>C&amp;C Music Factory</b> Gonna Make You Sweat - Columbia	D,NL,A,CH,S,GR	89	<b>Dana Dawson</b> Paris, New York And Me - Columbia	F
22	<b>Patrick Bruel</b> Alors Regarde - RCA	F,B	56	<b>Eric Clapton</b> The Eric Clapton Story - Polydor	NL,I	90	<b>Great White</b> Hooked - Capitol	D,CH
23	<b>Gloria Estefan</b> Injo The Light - Epic ●	UK,D,NL,E,CH,S,DK,SF,IR	57	<b>Heinz Rudolf Kunze</b> Brille - WEA	D	91	<b>Heroes Del Silencio</b> Senderos De Traicion - EMI	E
24	<b>Whitney Houston</b> I'm Your Baby Tonight - Arista	UK,F,D,B,NL,E,A,CH,GR	58	<b>The Doors</b> The Best Of The Doors - Elektra	UK,S,IR	92	<b>The Police</b> Their Greatest Hits - A&M ▲	D,NL,E,P
25	<b>The Farm</b> Spartacus - Solid	UK,D,B,NL,CH,IR	59	<b>Talk Talk</b> History Revisited - The Remixes - Parlophone	UK,D,NL,DK,IR	93	<b>Eric Gadd</b> Eric Gadd - Metronome	S
26	<b>Soundtrack - Grease</b> Grease - Polydor	B,NL,E	60	<b>Umberto Tozzi</b> Gli Altri Siamo Noi - CGD	I	94	<b>Mike Oldfield</b> Heaven's Open - Virgin	D,CH
27	<b>Madonna</b> The Immaculate Collection - Sire	UK,D,NL,E,DK	61	<b>Westernhagen</b> Live - Warner Brothers	D	95	<b>808 State</b> Ex.El - ZTT	UK
28	<b>Dr. Alban</b> Hello Afrika - Swemix	D,A,CH	62	<b>Udo Lindenberg</b> Ich Will Dich Haben - Polydor	D,CH	96	<b>Chico Et Roberta</b> Frente A Frente - Carrere	F
29	<b>Barrington Pheloung</b> Music From Inspector Morse - Virgin	UK,IR	63	<b>Johnny Hallyday</b> Dans La Chaleur De Bercy - Philips	F	97	<b>Herbert Groenemeyer</b> Luxus - Electrola	D
30	<b>The Cure</b> Entreat - Fiction	UK,D	64	<b>Londonbeat</b> In The Blood - Anxious/RCA ●	F,D,NL,E,DK	98	<b>Orup</b> Orupeansongs - WEA	S,DK
31	<b>AC/DC</b> The Razor's Edge - Atco	D,B,NL,CH,PK,SF	65	<b>Vaya Con Dios</b> Night Owls - Ariola	D,B,CH	99	<b>The Stranglers</b> Greatest Hits 1977-1990 - Epic	UK
32	<b>Lenny Kravitz</b> Mama Said - Virgin	UK,B,NL,S,N	66	<b>Francois Feldman</b> Une Presence - Philips	F	100	<b>Lucio Dalla</b> Cambio - RCA	I
33	<b>Marco Masini</b> Malinconia - Ricordi	I	67	<b>Tanita Tikaram</b> Everybody's Angel - East West	D,NL,A,CH,SF			
34	<b>Edward Simoni</b> Pan-Traeume - Columbia	D	68	<b>Chet Atkins &amp; Mark Knopfler</b> Neck And Neck - Columbia	F,D,NL,E,DK			

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

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



# EUROCHART HOT 100<sup>®</sup> SINGLES



THIS WEEK LAST WEEK WKS on CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED
1	6 Joyride Roxette - EMI (Jimmy Fun Music)	UK,D,B,NL,A,CH,S,PDK,IR,N,SF	35	28 11 Wicked Game Chris Isaak - London (Warner Chappell)	D,B,S	69	88 3 Can You Dig It? Mock Turtles - Siren (Virgin)	UK,IR
2	2 12 Wind Of Change Scorpions - Mercury (Alma/Testatyme Music)	F,D,B,CH,S	36	34 18 All Together Now The Farm - Produce (Farm Music)	D,E,CH	70	81 18 Justify My Love Madonna - Sire (Miss Bessie Music)	F,D,CH,P,GR
3	9 6 Secret Love Bee Gees - Warner Brothers (Gibb Brothers/BMG Music)	UK,D,B,NL,A,IR,GR	37	93 2 Deep, Deep Trouble The Simpsons feat. Bart & Homer - Geffen (Zomba/EMI)	UK,IR,SF	71	83 2 Word Of Mouth Mike & The Mechanics - Virgin (Michael Rutherford)	UK
4	4 17 Gonna Make You Sweat C&C Music Factory - Columbia (Virgin Music)	D,B,E,A,CH,S,DK,SF,GR	38	NE Strike It Up Black Box - deConstruction (Copyright Control)	UK	72	46 8 Liefde Voor Muziek Raymond Van Het Groenewoud - EMI (Not Listed)	B,NL
5	17 7 Mea Culpa Part II Enigma - Virgin (Data Alpha/Mambo/Siegel)	UK,F,D,B,NL,E,A,CH,P,DK,IR,SF,GR,I	39	49 2 Here We Go C&C Music Factory feat. Freedom Williams - Columbia (Clivilles/Cole)	UK,B,NL,IR	73	NE The Size Of A Cow Wonder Stuff - Far Out (PolyGram)	UK
6	6 12 Do The Bartman The Simpsons - Geffen (ATV/Sorcerous Labyrinth)	UK,D,B,NL,E,A,S,DK,IR,N,GR	40	31 12 Innuendo Queen - Parlophone (Queen Music/EMI Music)	D,A,CH,P,I	74	52 8 Tequila Latino Party - Polydor (Copyright Control/P. Simpson)	F,B
7	10 4 Rhythm Of My Heart Rod Stewart - Warner Brothers (WB/Jamm/Bibo)	UK,D,B,NL,A,CH,DK,IR	41	33 6 This Is Your Life Banderas - London (One Life/Island/Elysian)	UK,D,NL	75	87 2 Let's Try It Again/Didn't I New Kids On The Block - CBS (EMI/Mighty Three/Island)	F
8	14 3 Sit Down James - Fontana (Blue Mountain)	UK,IR	42	36 13 Natal Chico & Roberta - Carrere (Adageo)	F	76	68 3 Wiggle It 2 In A Room - SBK (Cutting/Groove On/Dose Rocks/EMI)	D,DK
9	12 4 Let There Be Love Simple Minds - Virgin (Virgin Music)	UK,F,D,B,NL,E,S,DK,IR,I	43	NE Anthem N-Joi - de/Construction (Copyright Control)	UK,IR	77	94 2 Feel The Groove Cartouche - Phonogram (Scorpio)	F
10	5 13 3 A.M. Eternal Live At The SSL/Guns Of Mu Mu KLF feat. The Children Of The Revolution - KLF Communications (E.G./Zoo/WC/Brampton)	D,B,NL,E,A,CH,S,DK,N,GR	44	57 3 A Nos Actes Manques Jean-Jacques Goldman - Columbia (JRG/Marc Lumbroso)	F	78	NE Ring My Bell Monie Love Vs Adeva - Cooltempo (Chrysalis/Copyright Control)	UK
11	11 5 The One And Only Chesney Hawkes - Chrysalis (Warner Chappell)	UK,IR	45	39 22 To Love Somebody Jimmy Somerville - London (Gibb Brothers/BMG Music)	F,D,A,CH	79	NE Caravan Inspirational Carpets - Mute (Chrysalis)	UK
12	22 3 Snap Megamix Snap - Logic/Ariola (Warner Chappell/Zomba/Minder)	UK,D,B,NL,S,DK,IR,SF	46	NE Requiem Pour Un Con Serge Gainsbourg - Phonogram (Hortensia)	F,B	80	53 12 Cry For Help Rick Astley - RCA (BMG Music)	D,B,GR,I
13	8 17 Crazy Seal - ZTT/WEA (Beethoven Street/Perfect)	D,B,NL,A,CH,S,DK,N,GR,I	47	37 22 Ice Ice Baby Vanilla Ice - SBK (Various)	F,D,E,GR	81	NE Spunta La Luna Dal Monte (Disamparados) Pierangelo Bertoli & Tazenda - Ricordi (Fado)	I
14	96 2 The Whole Of The Moon The Waterboys - Ensign (Dizzy Heights/Chrysalis)	UK,IR	48	42 6 About You David Hallyday - Scotti Bros (Maritza Music)	F,B	82	56 18 Il Faut Laisser Le Temps Felix Gray & Didier Barbelivien - Talar (Zone Musique)	F
15	13 11 Because I Love You (The Postman Song) Stevie B - BCM (Saja/Mya-T)	UK,D,B,NL,CH,S,P,N	49	50 14 All This Time Sting - A&M (Magnetic/Regatta/Illegal)	F,D,P,I	83	77 3 So Sad Gregorian - Metronome (Antenna/PolyGram)	F,P
16	7 4 Where The Streets Have No Name/...Serious Pet Shop Boys - Parlophone (EMI/Warner Chappell Cage/10)	UK,D,B,NL,S,DK,IR,SF	50	47 10 G.L.A.D. Kim Appleby - Parlophone (Copyright Control)	D,B,NL,A,CH	84	NE Where Love Lives (Come On In) Alison Limerick - Arista (BMG Music)	UK
17	15 7 Should I Stay Or Should I Go The Clash - Columbia (Ninened)	UK,D,B,NL,A,S,IR,N,SF	51	48 6 J'Ai Peur Francois Feldman & Joniece Jamison - Phonogram (Marilyn/Carol/Line)	F,B	85	60 32 I've Been Thinking About You Londonbeat - Anxious/RCA (Warner Chappell)	F,D,GR
18	3 23 Sadness Part 1 Enigma - Virgin (Data Alpha/Mambo/Siegel)	F,D,E,CH,P,DK,GR,I	52	21 19 Qu'Est-Ce-Qu'On Fait Maintenant Benny B - PLR (Copyright Control)	F	86	58 23 Don't Worry Kim Appleby - Parlophone (Copyright Control)	D,A,CH
19	18 9 Poupee Psychedelique Thierry Hazard - Columbia (Sony Music)	F	53	44 22 Unbelievable E.M.F. - Parlophone (Copyright Control)	D,E,A,CH	87	79 9 Auberge Chris Rea - East West (Warner Chappell)	D,DK
20	19 7 No Coke Dr. Alban - SweMix (SweMix Publishing)	D,A,CH	54	41 16 Bad Boys Inner Circle - Metronome (Madhouse Music)	S,DK,N,SF	88	80 3 Over To You John (Here We Go Again) Jive Bunny & The Mastermixers - Music Factory (Various)	UK
21	38 5 Darling Roch Voisine - Ariola (Ed. Georges Mary)	F,B	55	63 2 Desenchante Mylene Farmer - Polydor (Requiem Publishing)	B	89	54 20 Keep On Running Milli Vanilli - Hansa/Ariola (Far Music-Production)	D,A,P
22	40 5 Rescue Me Madonna - Sire (WB/Blue Disque/Webo Girl)	UK,D,B,NL,CH,DK,IR,SF,I	56	62 23 I'll Be Your Baby Tonight Robert Palmer feat. UB40 - EMI (Copyright Control)	F,D,CH	90	NE Je N'Ai Plus Rien A Te Donner Marc Lavoine - Polydor (Avrep)	F
23	25 3 Highwire Rolling Stones - Columbia (Promo Pub BV)	UK,D,B,NL,S,IR,N,SF	57	73 3 Wear Your Love Like Heaven Definition Of Sound - Circa (Circa/PolyGram)	UK	91	RE Blue Velvet Bobby Vinton - Epic (Chappell Morris)	P
24	66 2 Love And Kisses Dannii Minogue - MCA (Mushroom)	UK,IR	58	70 13 Est-Ce-Que Tu Es Seule Ce Soir Frederic Francois - Trema (Barracato/Lercara)	F	92	92 2 Cowboys And Angels George Michael - Epic (Morrison Leahy)	UK
25	23 16 The Grease Megamix John Travolta & Olivia Newton-John - Polydor (Warner Chappell)	D,B,NL,E,A,P,DK	59	59 4 She's A Woman Scritti Politti & Shabba Ranks - Virgin (Northern)	UK,DK	93	RE Do You Remember Phil Collins - Virgin/WEA (Phil Collins/Hit And Run)	F
26	20 11 (I Wanna Give You) Devotion Nomad feat. MC Mikee Freedom - Rumour (Skrotch/Copyright Control)	UK,D,B,NL,E,A,S	60	65 4 Se Stiamo Insieme Riccardo Cocciante - Virgin (Boventoon/L'Altra Meta)	I	94	NE One More Try Timmy T. - Quality (RMI)	D,NL
27	24 16 Hello Afrika Dr. Alban - SweMix (Progressive/Misty/SweMix)	D,E,A,CH,GR	61	32 6 It's Too Late Quartz introd. Dina Carroll - Mercury (EMI)	UK	95	NE Le Persone Inutili Paolo Vallesse - Sugar (Sugar Music)	I
28	26 11 Romantic World Dana Dawson - Columbia (CBS Music/Romus S.A.R.L.)	F,B	62	76 2 The Way You Do The Things You Do UB40 - Virgin (Jobete Music)	F,D	96	RE Blue Hotel Chris Isaak - Reprise (Warner Chappell)	D,A,SF
29	43 2 Human Nature Gary Clail On-U Sound System - Perfecto (Perfecto/PolyGram)	UK	63	69 4 Perché Lo Fai Marco Masini - Ricordi (Bigallo/Fado)	I	97	RE Give Peace A Chance The Peace Choir - Virgin (Northern Songs)	D,CH,GR
30	29 5 Losing My Religion R.E.M. - Warner Brothers (Warner Chappell)	UK,B,NL,IR,SF	64	72 3 Ik Weet Wat Ik Wil Isabelle A - CNR (Not Listed)	B	98	NE Heaven Chris Rea - Magnet (Warner Chappell)	UK,IR
31	16 24 Unchained Melody The Righteous Brothers - Verve/Polydor (MPL Communications)	F,D,E,A,CH	65	67 2 By My Side INXS - Mercury (MCA)	UK,B,NL	99	NE Sailing On The Seven Seas O.M.D. - Virgin (Raw Unlimited/Virgin)	UK,D
32	27 7 Unfinished Sympathy Massive - Wild Bunch/Circa (Island)	UK,D,NL	66	51 4 I'm Going Slightly Mad Queen - Parlophone (Queen Music)	UK,D,NL	100	RE You Gotta Love Someone Elton John - Rocket (Big Pig Music)	F
33	45 6 Place Des Grands Hommes Patrick Bruel - RCA (14 Productions)	F,B	67	NE Zehn Kleine Negerlein Time To Time - Power Brothers (Nosferatu)	D			
34	35 4 I've Got News For You Feargal Sharkey - Virgin (CC/Little Shop Of Morgan)	UK,IR	68	61 7 Sucker DJ Dimples D. - FBI (ARL Music/Screen)	D,A			

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

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Oui Or Non?

Rumours along the Seine are increasing that there could be changes afoot at local **Oui FM/Paris**. **PolyGram** and **Virgin Broadcasting** each has an option to convert investment of Ffr3 million into a 17% shareholding this July (see story page 1). The word is they reportedly want to use that clout to move the format from progressive rock/new music towards the mainstream, but that station management doesn't much like the idea—despite ratings below 1%. Will hard rock or hard cash win?

Yank To Luxembourg

**John Catlett**, consultant to **Atlantic 252** and **Jazz FM/London**, has been appointed GM at **Radio Luxembourg**. It marks probably the first time an American has been named to run a European-licensed radio station.

Radio 1 Goes Local

**BBC Radio 1 FM** is to begin testing a regional opt-out starting April 22. Head of music **Chris Lycett** details how the station's breakfast show will broadcast a specially pre-recorded travel bulletin for London and the South East. "It will go out at the same time as the national travel news." Lycett says the move is motivated by the station's desire to overcome its one main handicap: that of broadcasting nationally. The service will only be promoted on the air.

Sony Defends Decision

The **Sony Awards** committee has defended the judges' decision not to select a winner in two categories this year: "Radio Reporter Of The Year" and "Best Classical Music Programme". Both sets of judges decided that the entries were not of a high enough quality.

Sony spokesman **Paul Camp-**

**bell** says he was surprised by the decision. "We try our best to get the right nominations and get them judged in the fairest and best possible manner." Sony will consider reviewing the nomination procedure, which limits entries to those put forward by station controllers or department heads.

Six entries, all from the **BBC**, were nominated and two will receive special commendations.

Rough Choice April 17

While **BMG UK** recovers from its traumatic job losses (see **M&M** April 13), the remaining **Rough Trade** staff will on April 17 find out who wants to buy the UK's largest independent label and distribution company. **Rough Trade** has been managed by accountants **KPMG Peat Marwick McLintock** since running into financial problems earlier this year. **KPMG's Dave Murrell**, who has been managing **Rough Trade**, says there is one offer for

the whole group and a number of bids for parts of it. He won't reveal any names, but **Pinnacle MD Steve Mason** is believed to be among those interested in the distribution arm.

**Rough Trade Records** has already shed 10 staff.

Sting Live On Metro

**Metro FM/Newcastle** is broadcasting **Sting's** home-town show in front of 150 people at **Buddle Arts Centre, Wallsend**, on April 20 and syndicating it live by satellite to 35 stations around the UK.

Sting is playing a one-hour acoustic set accompanied by five other musicians. He performed a similar small show in the US a few weeks ago which was relayed by radio stations across the country. He decided to repeat the experience in the UK and approached **Metro FM** to broadcast the show.

It's the first time **Metro** has

syndicated a live concert and **Capital, Clyde, Trent, Piccadilly, City FM, Forth, Chiltern, Southern, GWR, Signal, Beacon, Red Rose, Invicta and County Sound** are among the stations who will be transmitting the concert simultaneously.

Double Gold

And congratulations to **Herbert Gronemeyer**, whose album **Luxus** hit double platinum (sales one million plus), a rare event in the German record industry. **Gronemeyer (I)** celebrates with **EMI Electrola MD Helmut Fest**.



First-Quarter Report

(continued from page 1)

American **Susanna Hoffs** with **My Side Of The Bed**. The others are all UK talent: **George Michael's Freedom**, **Sting's All This Time**, **Rick Astley's Cry For Help**, **Chris Rea's Auberger**, and **Rod Stewart's Rhythm Of My Heart**, which is still on top for the third consecutive week.

Rapid Climbers

Who scaled the no. 1 peak the fastest? In **EHR**, it took **Sting** only two weeks to get there. He also stayed the longest of the seven, holding onto no. 1 for four weeks. Meanwhile, **Roxette** needed only three weeks to be crowned on the **Eurochart Hot 100**.

Who made the biggest one-week chart jumps? **EHR** programmers wasted no time recognising **Chris Rea's Auberger**, boosting it in early March from no. 24 to no. 6 before its ascent to the peak.

On the **Eurochart**, the **Clash's Should I Stay Or Should I Go** skyrocketed last month from no. 67 to no. 8 in one week. The fastest-climbing female artist was **Rozlyne Clarke** with **Eddy Steady Go**, which in seven days catapulted 52 notches from no. 94 to no. 42 during late January. In the same week, the top male honour in this category was achieved by **Robert Palmer**, whose **Mercy Mercy Me/I Want You** roared 48 positions from no. 86 to no. 38.

For The Record

**BMG Records UK** has made redundant 24 staff, not 28 as it was stated last week (**M&M** April 13). The company points out that those figures equate to under 8% of the total workforce, including those in distribution, of 307.

Which songs debuted the highest? In the **Eurochart**, **Queen's Innuendo** leaped in at no. 3, a feat that will be difficult to beat this year. Top male entry went to **Rod Stewart's Rhythm...**, which entered at no. 21. **Madonna's Crazy For You** and **Kylie Minogue's What Do I Have To Do** tied for the top female debut at no. 36, arriving three weeks apart.

On the **EHR** side, **Roxette's Joyride** claimed top entry at no. 4. Top female was **Kim Appleby's G.L.A.D.** at no. 8; the highest male debut was **Robert Palmer's Mercy Mercy Me/I Want You** at no. 11.

Champions of chart longevity in **EHR** is a four-way tie between **Enigma**, **Whitney Houston's All The Man That I Need**, **Sting's All This Time** and **Seal's Crazy**. Each of them stayed on the **EHR** Top 25 for 11 weeks in the first quarter, and **Sting** is presently in his 13th week on the chart.

The title for **Eurochart** stamina

Cassingles

(continued from page 1)

lion) last year, it represented only 6.5% of the industry's turnover.

Explains **SNEP** head of market research **Jean-Yves Mirski**, "The main buyers of singles are 12-18 year-old females. Two-thirds have a Walkman, so the logical attitude is to present them with a new format. Cassette sales are up in France, and young consumers are all equipped with cassette players, be they Walkman, hi-fi or car radio."

Adds **CPG** director **Jan Gaasterland**, "If Dutch cassingle sales continue at the current rate, they will reach 750,000 this year. But I am confident they could continue rising, and perhaps even pass one million."

"We looked carefully at the UK and US situation, where the cassingle is quite successful, and comparison with our market showed there was no reason why it couldn't work here too, pro-

vided it was given a good start. It has all gone much better than expected."

**Gaasterland** says the top-selling cassingles in Holland thus far has been **The Simpsons' Do The Bartman (Warner)** and **KLF's 3am Eternal (Indisc)**.

A key element in the Dutch campaign is a co-ordinated production and distribution arrangement. Special point-of-sale displays and extensive press, TV and radio promotion have backed the operation, and the **CPG** has begun publishing a cassingle Top 25.

Under the special arrangements, tape production for all titles is being undertaken by **PolyGram** and **Sony Music**, and **Sony** is handling distribution. **Gaasterland** says many more stores are now taking the product, in addition to the 200 selected for the pilot scheme.

In Belgium, **Sony Music MD Bert Cloeckert** has been appointed co-ordinator of **IFPI's** cassingle committee with the **Belgian IFPI**. Comments

**Cloeckert**, "We are currently issuing a proposal for other record companies to join in. A first step will be releases based on the current charts, and we want to stress the new carrier's presence at retail outlets and through an extensive media campaign." Adds **IFPI Belgium** president **Charles Licoppe**, "CDs now make up 10% of singles sales in Belgium. I hope that by the end of its test period we will have another 20% of vinyl converted to the cassingle."

The only previous cassingle release in Belgium was **De Kreuners' Ik Wil Je**, from **EMI** last year.

The **Ffr5 million SNEP-funded** French campaign also involves the co-ordinated release of singles from all major labels on vinyl and two-track cassette, backed by an extensive PR campaign. **SNEP** has set up a task force of marketing, sales and product specialists to prepare the launch and evaluate its problems.

Radio

(continued from page 1)

Investment banker **Communications Equity Associates'** senior associate, **Carsten Philipson**, says the Czech precedent is unlikely to prompt the Western music industry to make deeper inroads into radio. "The East is developing its own rules in these things," he says. "The private radio sector is developing fast, very much as a free-for-all, and the new record companies are well-placed to become heavily involved. In the West, the ethical question still has a strong influence."

**Czechoslovakia** has had no such qualms, with private entertainment group **Bonton** awarded its own radio licence. Says **Bonton** president **Martin Kratochvil**, "Radio **Bonton** will be an integral part of

the company, actively promoting our product—although it won't, of course, just play **Bonton** releases. In this country we have only had state radio before now, which has not been good at giving access to the new independent labels."

But **CEA's Philipson** says that strategy is not attractive to the West. "Record companies do see radio investments as a natural step forward in the chain of distribution, but examples are still not very common and there is no discernable trend."

"There is enough synergy between the two industries to encourage bigger firms to take stakes of up to about 25% in one or two stations. That gives them operational experience, and a chance to get involved in activities such as co-promotions. But a bigger investment might be seen to make the station a tool of

the record company."

**Sony Music France** deputy MD **Jacques Canpet** agrees. "We put money into radio to help develop new formats for which we consider there is a need, and of course to bring in a return. It is a complement to our main business, not a central part of it. **Cherie FM** was a new format [developed by the **NRJ** group] that we thought could find a market, and **Metropolis** was already a successful network in France that needed investment to go national."

"We have no interest in taking a stake of more than 20% in any station," affirms **Canpet**. "It's not healthy or sensible for a station to be controlled by a label—if it were seen as an outlet for one firm's product, it would lose credibility and so become a bad investment."

**NRJ** president **Jean-Paul**

**Baudécroux** welcomes **Sony's** involvement, but is cautious about how far the music industry should get involved in radio. "I favour statutory limits on their involvement to avoid any misunderstanding of their intentions. But as far as **Sony** are concerned, they are a good partner in **Cherie FM**—they don't interfere, and we are very careful not to be seen to favour their product on air."

**Virgin Broadcasting MD Charles Levison** emphasises his firm's detachment from **Virgin Records**. "We are both part of the same group of companies, but operate independently. Our diversification into radio should be seen in that context rather than from the music angle. We are looking into further radio investment opportunities in Europe, but with no definite projects lined up as yet."

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## Guido Monti Programme Controller RTL 102.5 Hit Radio

*Guido was born in 1960 and started his broadcasting career in 1976. In 1980 his major break came when he joined Radio Peter Flowers. Three years later he was elevated to Programme Controller.*

*Guido left RPF to join Rete 105 in 1987, and in 1990 was named PD and evening drive personality at RTL 102.5*

*In the little free time he has available Guido is a keen reader of whatever he can get his hands on. Apart from radio, the major loves in his life are his Yorkshire terrier, Poppy, and his wife, Dania (not necessarily in that order!).*



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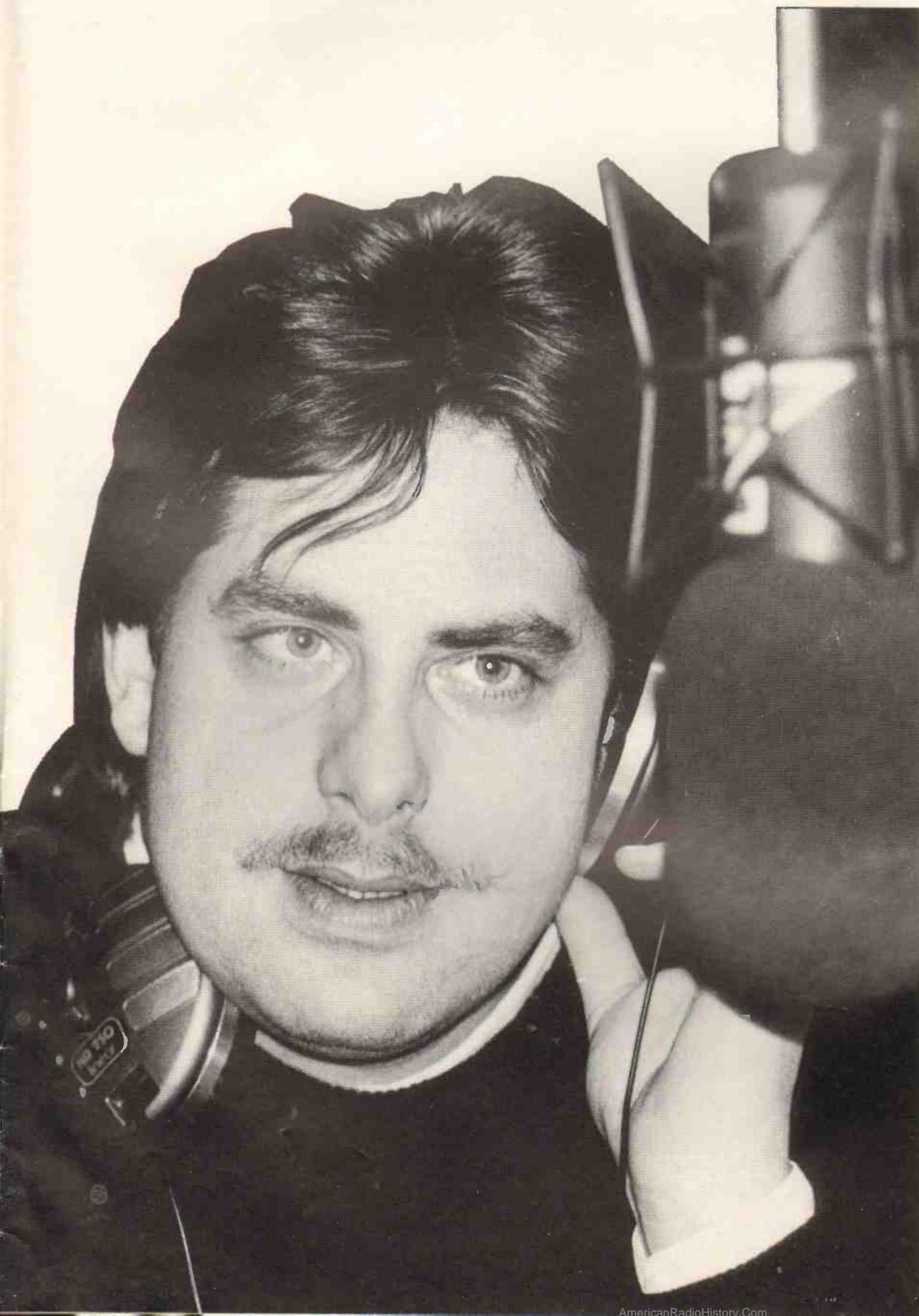
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