

MUSIC & MEDIA

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Courts Will Decide Who Controls BCM

by the M&M Staff

The BCM Records saga has taken a dramatic new turn, with the very ownership of the German independent dance label now in dispute. As M&M went to press, a Dusseldorf court on May 23 was due to consider a petitions by both founder **Brian Carter** and **Sam Kleinman**, each seeking to gain control of the company.

Kleinman, owner and president of Los Angeles-based **Romance Records**, says that since January 30 he has controlled the firm after buying an 88.5% stake for DM481.000 (app. US\$283.000) from Carter. However, sources close to the situation say that while Kleinman has signed a letter of intent to buy the stake, he has yet to invest the money in BCM.

Carter, however, disputes Kleinman's position. Says Carter, "All of the claims [by Kleinman], as far as I'm concerned, are false" (continues on page 30)

Radio's Newest DJ?



NOT JUST A MICKEY MOUSE SHOW — Sunday morning visitors to Rete 105/Italy are being greeted by Walt Disney character Minnie Mouse. This follows the introduction of new DJ Arianna, who launched her new half-hour programme 'Siamo Forte' on April 28. The 15-year-old Arianna is also the first signing on the new national Walt Disney record label.

REPORTING LINES CHANGE?

Larsen Exits Sony; New Structure Due

by Adam White

Sony Music International is planning a radical reorganization of its Continental European operations, which appears likely to strip away a layer of regional senior management.

In future, the heads of the company's leading affiliates in Germany, France, Italy and Spain are expected to report directly to the international division's head-

quarters in New York.

In a related development, **Jorgen Larsen**, president of **Sony Music International Europe**, has resigned. He has headed the company's regional European operations since 1984, and was appointed president of the unit in January 1990.

Larsen will be leaving his post in early July. He says he intends to launch a venture capital-backed (continues on page 30)

Three Bids For UK Radio Licence

by Hugh Fielder

The UK's first national commercial radio station (INR1) could open up the radio market to a new range of advertisers.

Diane Gault, head of radio at leading media independent CIA/Billett, says despite the obvious advertiser appeal of an EHR format, the "non-pop" format could work in INR1's favour. "What's exciting about INR1 for advertisers is that it provides a national audience at one stop. It can open up the market for advertisers who haven't used radio before." She adds, "After all, advertisers were falling over themselves to get onto **Jazz FM** when it was first launched.

Three bidders turned up on May 22 to apply for the franchise: **UKFM**, which includes

Radio Clyde Holdings, French radio net **NRJ** and **Lord Hanson**; **Classic FM**, backed by **GWR Group**; and **First National Radio (FNR)**, with investors (continues on page 30)

TV Loses Its Edge As Record Industry Promotion Tool

by the M&M staff

The power of terrestrial TV as a promotional tool for the European record industry is diminishing, based on a survey of major markets by M&M. Those countries—namely France, Germany, Italy and the UK—lack regular, specialised TV pop shows, and that's hurting the chances for

breaking new talent.

The situation is probably most critical in Germany. The numerous variety shows of pubcasters **ARD** and **ZDF** feature mostly established artists. To make the situation even worse, two important shows have been dropped: the weekly chart show *Formel 1* and, most recently, *Mensch Meier*.

The only national video clip

programme is "Ronny's Pop Show", hosted by a chimpanzee. At most, this show is aired twice a year for half an hour.

German private TV has two regular shows: **RTL Plus** with the Saturday afternoon feature "Ragazzi", and **Tele 5's** "P.O.P."

For **Sony Music** promotion head **Manfred Haller** this is (continues on page 30)

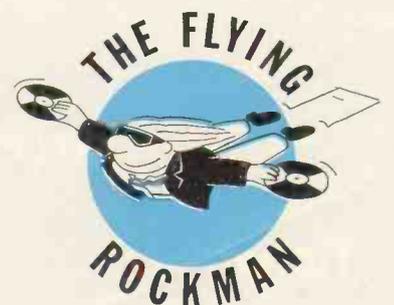
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UK Court Rules In Favour Of Roses

by Hugh Fielder

The Stone Roses signed to Geffen Records worldwide on May 20, after a UK High Court judge ruled that their contracts with Silvertone Records and Zomba Music Publishing were "an unjustifiable restraint of trade."

The five-week case has been closely watched within the UK music business because of possible implications for recording contract law. Attorneys contacted

by M&M after the ruling were divided over its significance.

The Manchester band, whose debut album has sold 300,000 copies in the UK, had been prevented from signing a deal by a court injunction. They are now recording a single for release "as soon as possible". A second album is due later this year.

The group were not in court to hear the judgement, but their manager Gareth Evans said, "They are obviously pleased with the outcome." There was no comment at presstime from Silvertone and Zomba, which face costs that could reach £700,000 (app. US\$ 1.2 million). They have yet to decide whether or not to appeal.

Judge Humphries described The Stone Roses' 1988 contracts with Silvertone and Zomba as "entirely one-sided and unfair." He said there had been no

equality of bargaining power between the inexperienced group and the companies' "considerable resources". Mr. Evans, their solicitor at the time, was not an experienced music business lawyer and was "no match whatsoever" for the expertise of the companies' lawyers. Judge Humphries added, "No one on the group's side was competent enough to negotiate this contract."

The seven-year contract the band signed with Zomba, which subsequently assigned the group to its Silvertone label, could have been indefinite, without a US release. Zomba's counsel Peter Prescott QC accepted that part of the contract had become "garbled" and, read literally, could bind the group for life. But read as a whole, it was not unfair. But the judge said that the "garbled" part of the contract was "entirely clear

and unambiguous." In 1989, after the band had achieved success, Zomba tried to amend the contract, to make it "suitable for court scrutiny", but it was never signed by the band. A cheque sent to Evans was "a bait", the judge said, and cashing it did not constitute acceptance.

Humphries accepted that record companies take "a considerable risk spending money to support comparatively unknown artists, who may never succeed. But these considerations did not justify taking such complete and exclusive control of The Stone Roses."

John Kennedy, the music business lawyer who began advising the band after Zomba's proposed revisions to the contract, says the case has no great legal implication for the record industry. "It shouldn't have record companies shaking in their shoes. It was a surprising case to come to court."

Other music industry lawyers agree. James Ware at Davenport Lyons says, "The ability to sterilise an artist can weigh heavily with a judge. Record companies too often blind themselves to the law, until it is stuffed up their noses."

Simon Long at the Simkins Partnership comments, "Judges feel the period of exclusivity is too long. This places UK companies in a difficult position because if they want to licence an artist to the US they will want a similar number of options. I have worked with successful dance acts and we've had to go back to the UK company and give them more options because the US companies want three or four albums."

Paul Woolf at Woolf Seddon Roscoe Phillips believes that any contract over seven years could be a risk. "Record companies know that, and they are moving away from the obligation on an artist to record within a fixed period to an obligation to record a certain amount. It's a fudge on restraint of trade."

EMI Records director of business/legal affairs Gareth Hopkins says, "We tend not to specify time periods because, if you really want to stifle creativity you tell an artist to deliver an album in six months. But there is a question mark as to how long is a reasonable contract."

The Trend Of Remix Albums

More and more remix albums are being released by the major labels. After **New Kids On The Block** (*No More Games: The Remix Album*), **Talk Talk** (*History Revisited*), **Salt 'N' Peppa** and **Technotronic**, three more remix releases are scheduled. **Kraftwerk**, the pioneers of synthesizer pop, release a new EMI album, *The Mix*, containing their greatest hits. *The People's Instinctive Remixes* is a six-track album by **A Tribe Called Quest**, out now on Jive. Also, Parlophone releases *Brilliant* by Kym Mazelle.

Also, there are three live albums to be released this fortnight. Megastar **Vanilla Ice** shows his stage capabilities on the album *Extremely Live* (SBK), tracks recorded at several live shows. Two more live albums are supplied by **New Model Army** (*Raw Melody Man* on EMI) and **Paul McCartney** with *Unplugged, The Official Bootleg* (Parlophone), a limited-edition pressing of half-a-million copies of the recent acoustic set on MTV.

German **Metronome** releases the *Satisfaction* album by **Gregorian**, moulded after **Enigma's** recent European hit single *Sadeness*. Small wonder, as producer **F. Gregorian** (alias **F. Petersen**) co-wrote the latter track with **Michael Cretu**, the mastermind behind the Enigma project.

Upcoming Album Releases

Artist	Title	Label	Producer
Tony Banks	Still	Virgin	Tony Banks/Nick Davis
Andy Baum	Extra Feathers	Polydor	Polio Brezina
Daryl Braithwaite	Higher Than Hapa	Epic	Simon Hussey
Peaba Bryson	Can You Stop The Rain	Columbia	Not listed
Buddy Guy	Damn Right I've	Silvertone	John Porter
Dangerous Toys	Hellacious Acres	Columbia	Not listed
Deacon Blue	Fellow Hoodlums	Columbia	Not listed
Samantha Fox	Just One Night	Jive	Voracious
Gregorian	Satisfaction	Metronome	F. Gregorian
Clive Griffin	Inside Out	Mercury	Voracious
Indigo Girls	Back On The Bus Y'All	Epic	Not listed
Lavine Hudson	Between Two Worlds	Virgin	Voracious
Vinnie James	All American Boy	RCA	Tom Ponunzio
Kingdom Come	Hands Of Time	Polydor	Not listed
Kraftwerk	The Mix	EMI	Ralf Huetter
Kym Mazelle	Brilliant	Parlophone	Voracious
Paul McCartney	Unplugged, Official Bootleg	Parlophone	Geoff Emmerick
N.W.A.	Eth 4 Sreggin	Priority/4th & Broadway	Not listed
Aaron Neville	Warm Your Heart	A&M	L. Ronstadt/G. Massenburg
New Model Army	Raw Melody Men	EMI	Voracious
Aldo Nova	Blood On The Bricks	Phonogram	Not listed
Louis Prize	Louis Prize	WestGrand	Voracious
Shabba Ranks	As Row As Ever	Epic	Not listed
Runrig	Big Wheel	Chrysalis	Not listed
Screaming Targets	Hometown Hi-Fi	Island	Not listed
Shakatak	Bitter Sweet	Polydor	Nigel Wright
Starship	Greatest Hits	RCA	Voracious
Terry Hoax	Life In Times Of...	Metronome	Jens Krouse
T'Pau	The Promise	Virgin	Andy Richards
Kik Tracee	No Rules	RCA	Dana Strum
A Tribe Called Quest	The People's Instinctive	Remixes	ATCQ
Vanilla Ice	Extremely Live	SBK	Voracious
Steve Winwood	Keep On Running	Island	Voracious
Stevie Wonder	Jungle Fever	Motown	Stevie Wonder
The Wonder Stuff	Never Loved Elvis	Polydor	Mick Glossop

European album releases for the period of May 27 - June 10. Please send your information to Robbert Tilli before May 30 for inclusion in the next release schedule (issue 22). Fax (31) 20 669 1951.



NEM SIGNS WITH BMG - NEM Entertainment has just concluded an exclusive sub-publishing agreement with BMG Music Publishing for the world outside the US, Canada and Japan. Pictured during the company's recent international repertoire meeting in New York are BMG Music Publishing Worldwide president Nick Firth and NEM president Ira Jaffe.

Virgin Buys EG's Back Catalogue

Virgin Records has acquired worldwide rights to the EG back catalogue, which includes the entire **Roxy Music** and **King Crimson** output, as well as recordings from **Brian Eno**, **Robert Fripp**, **Killing Joke**, **Penguin Cafe Orchestra**, **Toyah** and the **Editions EG** catalogue.

An EG spokesperson says, "For some time we have looked for a suitable long-term home for our back catalogue which would

guarantee its continued availability of this wealth of great music on a worldwide basis. Virgin provided that opportunity."

EG continues to operate as an independently-owned label licensed worldwide through Virgin and its current release schedule includes albums by Robert Fripp and Toyah Wilcox, Robert Fripp's **League Of Crafty Guitarists** and **Bill Bruford's Earthworks**. HF

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Ofredia Renews Jazz Deal With Brazil AM

by Emmanuel Legrand

Paris-based radio producer and syndicator Ofredia has announced that the Brazilian station Radio Jornal Do Brasil, one of the most important AM stations in Brazil, has renewed for the third season its commitment to the successful series *Le Jazz Club From Paris*.

Radio Jornal Do Brasil will broadcast a series of 13 one-hour programmes on Sunday nights at 22.00 hrs. Jazz specialist and radio personality from Rio, Celio Alzer, will host it. The station is Adult Contemporary and belongs to the communication group *Jornal Do Brasil*.

The programme, consists of recorded live concerts by French and American musicians in Paris jazz clubs. The Brazilian series features performances by Rhoda Scott, Ray Bryant, Martial Solal,

René Urteger, Johnny Griffin, among others. Ofredia's Elisabeth Blair says this programme is one of the most successful products made by the company, but it has not been broadcast on French radio stations.

Ofredia has produced more than 100 episodes of the programme, and its been broadcast in the US on National Public Radio stations and some commercial jazz stations such as WGBO/New York.

Other stations: Channel 3/The Soviet Union (the series was sponsored there by hotel chain Meridien), Australian Broadcasting Corporation and TSF Lisbon in Portugal.

It was hosted by singer Dee Dee Bridgewater for the English-speaking countries, but for non-English speaking countries it is produced with 30-second breaks for local announcers.

MUSIC & MEDIA BUSINESS CALENDAR

- 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 20 -Advertising In Europe, Palais Des Congres, Brussels, Belgium.
- June 21-24 - Euro FM 1991, CNIT-La Defosse, Paris, France. Tel: +33 1 3485 7878.
- June 28 - Talking Radio, The Portman Hotel, Portman Square, London, UK. Tel: +44 71 486 5884.
- 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.

- August 30-September 8 - Internationale Funkausstellung (International Broadcasting Fair), Berlin, Germany. Tel: +49 30 3038 2052
- September 10-13 - Copenhagen Music Seminar, Barons Boltens Gaard, Kongens Nytorv/Nyhavn, Copenhagen, Denmark.
- September 11-14 - NAB Radio 1991 Convention, Moscone Convention Center, San Francisco, US. Tel: +1 202 4295405.
- September 25-28 - RTNDA 46th International Conference & Exhibition, Denver Convention Center, US.
- October 3 - 16th Sound Broadcasting Equipment Show, Albany Hotel, Birmingham, UK.
- October 3-6 - Society of Broadcast Engineers National Convention, Hyatt Regency, Houston, US.
- October 14-19 - Medien Tage (Media Days), Munich. Tel: +49 89 950 82101/2
- October 30-November 3 - Interfest '91 Clarion Hotel, New Orleans, US. Fax: +44 51 709 4916
- November 15-16 - Broadcast Promotion & Marketing Executives UK, Conference & Awards Moat House International Hotel, Glasgow, Scotland. Tel: +44 423 520 404
- November 16-17 - NAB GM Roundtable, Sheraton Imperial Hotel & Towers, Research Triangle Park, NC, US.
- December 2 - Independent Radio Advertising Awards Grosvenor House Hotel, London, UK. Tel: +44 71 486 4533.

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Planet Signs Licensing Deal With Baby For Thysper

Leading Swedish independent Planet Records has just completed a Europe-wide licensing deal with Milan-based independent Baby Records for its teen-rock act Tommy Thysper.

Distribution will be handled by BMG in the G/A/S territories and by PolyGram elsewhere. Scandinavia is not included in the deal.

Planet's head of A&R Frederik Olsson says the deal, which was signed on May 16, will be tied up with summer touring and promotion by the 15-year-old Thysper.

Olsson adds that the deal, which is for three records, is "very promising. It wasn't until we advertised in Music & Media in February that we had any response, but that was when Baby let us know they were interested."

The album will be released in Germany at the end of May, with other territories following shortly thereafter.

DR

Boosting National Repertoire Top Priority For Labels

by Mal Sondock

In a recent letter to the editor, (M&M May 18) **Sony Music Germany MD Jochen Leuschner** pointed out that although sales in the G/A/S territories were the highest in industry's history, national repertoire still has much smaller share of sales than in other countries. He said the lack of broadcast media, the uneasy relationship with "our own" language and that most young performers hoping for international success perform in English is causing the problem.

He is not alone with those fears. Remarks **East-West GM Jürgen Otterstein**, "The situation is very depressing. The 'Neue Deutsche Welle', our most successful period of German language pop, gained real public interest. The record companies have to learn from the past and develop and promote local artists properly.

"We need a better infrastructure; better artist management, agencies and certainly more cooperation from the broadcast media. There is almost no new pop music on TV, and radio playlists are compiled from charts here and abroad as well as foreign language oldies. Our goal is to

change this situation."

The demand for German pop has never been stronger. For the first time ever a live album (by **Westernhagen**, a German rock artist) has achieved double platinum status. The first album by **Matthias Reim** was awarded triple platinum.

Comments **Electrola MD Holger Müller**, "The 'Neue Deutscher Welle' failed because we copied the Anglo-Saxon pop scene. There's just not enough interesting local product on the market to make the necessary impact.

"There is plenty of talent around, but new artists are not marketed as well as international stars. Other companies have a limited amount of time and money for local artists due to the demands by their international stars. We are concentrating on national product and are devoting the time, finances and manpower to achieve our goals.

"We are working more closely with producers, publishers and concert promoters to give local artists the same chance as international ones to break onto the market. In fact, their chances are increased, by their availability for promotional activities."

BMG-Ariola-Munich GM

Thomas Stein sees a reason for the situation. Says Stein, "Political problems and wars have turned contemporary pop music into more of a sponge than a unique and innovative entity. Germany has been willing to take in everything. No other major market will do this.

"It's logical that small countries such as Austria and Switzerland should have their sales charts dominated with foreign material, as they have a small local pop industry. That's not the case in Germany. We have had considerable success exporting hard rock and disco product and there is an increase of national product in our album charts.

"But we have a problem with single hits as radio here usually plays foreign chart hits and rarely listens to local production when it is offered to them. We are setting our goal on upping the present figure of a 25% share of the market for national product to 40-50%. And we are more than willing to cooperate with other German record companies in order to achieve this aim."

With the national repertoire market share hovering at 40% in all the major markets in Europe, the German record industry goal seems very realistic.



KEEP ON BAPPING — At a concert in Zurich, EMI-Electrola GM Helmut Fest awarded Cologne-based rock group BAP with a platinum award (sales over 500,000) for their record "X für 'e' U". Pictured seated (l-r): Electrola marketing manager Willi Bongard; "Effendi" Büchel of BAP and Steve Borg of BAP. Standing (l-r) are: musician Julian Dawson; BAP manager Balou; BAP's "Major" Heuser; EMI Records Switzerland MD Peter Mampell; EMI-Electrola MD Helmut Fest; BAP's "Schmal" Boecker; BAP's Renate Otta; and BAP's Wolfgang Niedecken.

Radio Salü's Boulder Stance Reaps Promo Prize

One of the few **EHR** stations in Germany, private **Radio Salü/Saarbrücken**, has come up with a unique promotion idea and it's working. The jury of "Werby '91", a contest for the best advertising campaign, were so impressed with the station's efforts they awarded it first prize.

The station has the motto "One Station-All The Hits" and they feel that the best way to hear

them is with the sound turned up.

Salü GM **Dr. Herbert Winkel** remarks, "If the best way to listen to our station is loud we needed a poster to shout our message. For us advertising can only be effective if it's fun". Therefore, the station came up with a citywide poster campaign showing a huge boulder falling on a car with the caption "Shame about the radio".

MS

German Publishers Strike Back At SWF's Schlager Take-Off

by Robert Lyng

The **Association of German Music Publishers** has struck back in response to a **Südwestfunk** advertising campaign in which **SWF 3** presenters strongly criticise German schlager repertoire. The Association's director **Dr. Hans Henning Wittgen**, in an official statement, accuses the Baden Baden-based public pop station of attempting to censor listeners taste and of boycotting a professional group.

The advertising campaign shows **SWF 3** presenters saying

"Yodel Yokels, schlager apes and jolly music monsters increasingly frighten peaceful pop fans. Our ever-alert **SWF 3** presenters have recognised this danger and warn: listeners, forget about the schlager." One presenter has written, "I've broken with schlager because I don't want to be cruel to my cat."

Wittgen says "German-language schlager has enjoyed considerable popularity for years and is currently experiencing a renaissance, as attested to by increasing viewer and listener ratings for folk music and schlager program-

mes. An increasing number of stations broadcast this genre.

"Such artists as **Wildecker Herzbuben** and **Matthias Reim**, whose *Verdammt, Ich Lieb' Dich* was last year's best-selling record, are achieving multi-platinum sales."

Wittgen adds, "It is shocking that presenters from a public station have polemicised against those involved in German-language music in such a rude and unqualified manner, as well as calling on their listeners to boycott these composers, lyricists, artists and their music."

Eye Q Steps Out With WEA

Eye Q, a new Frankfurt-based independent dance label founded by **Mattias Hoffmann**, **Heinz Roth** and **Sven Väh**, has signed a special distribution deal with the Hamburg-based major **WEA**. Väh and Hoffmann have already had artistic international dance-floor success under the names **Off**

and **Musaic**, respectively.

The deal is similar to the one between **Logic Records (SNAP)** and **BMG Ariola Munich**. Once an **Eye Q** release has passed the DJ/dancer test in selected clubs, and demand grows in specialised record shops, **WEA** will use its power as a major to "assure that

the latest trends quickly reach dancefloors all over the world." **Eye Q** joins **WEA's** recently founded **Club Culture** dance label, as the company's second foot on the dancefloor. The first acts to appear on **Eye Q** include **Sunchil**, featuring **Joanne Shenandoah**, **Te Atua** and **Blu Love**. **RL**

Music & Media Upcoming Specials

Issue 26: Financial Consultants / Mergers & Acquisitions

Publication date: June 29

Ad deadline: June 4

Issue 28: Benelux Studios

Publication date: July 13

Ad deadline: June 18

Issue 30: Australia

Publication date: July 27

Ad deadline: July 2

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Labels Explore Expanding Regional Radio Promotion

by Hugh Fielder

Record companies are poised to increase their regional radio promotion teams to reflect independent radio's growing audience figures. While the economic climate makes it hard for them to add extra staff, promotion heads are looking for opportunities to improve their coverage outside London.

Comments RCA promotions director **Nick Godwyn**, "Independent radio is becoming more important in helping to break records. Before I left **Virgin** last year we put an extra person on the road with full office back-up and I have been having the same discussions here. It is difficult in the wake of the redundancies that have just happened at **BMG**, but I would really like to have someone on the road full-time."

Godwyn stresses the importance of getting new acts to undertake radio promo tours. "It's a strong element in our marketing strategy. We are asking all our acts to visit radio stations whenever possible or,

if they don't have the time, to do as many phone interviews as they can. **Londonbeat**, **Rick Astley** and **Dave Stewart** have done it and know the benefits. I am convinced that the impact **Londonbeat** make when they show up in person has directly affected the number of hits they've achieved."

IR Growth Trends

Claire Farrell at **AVL** regional radio promotions says his label has been aware of the IR trend for the past year. "You can see from the **JICRAR** figures that in many big cities there are more people listening to the IR stations than to **[BBC] Radio 1**. Getting on the A-list at the top five or six regional stations can be as effective as the **Radio 1** playlist. **Maxi Priest's Close To You** and **Chris Isaak's Wicked Game** are good examples of singles that broke on regional playlists first."

Adds Farrell, "I am lucky because, both **Matthew Austin** (head of promotion) and **Charlie Dimont**

(MD) understand the importance of regional radio. In fact they have both been out on the road with me." Austin confirms that **AVL** has been devoting more time and money to regional radio in the past year. "The problem is convincing other departments that it can have a strong effect. What we've done is to tie our radio reports in with sales reports. And we've been able to demonstrate the effect with the **Divinyls' I Touch Myself**, which registered good sales in the North East after getting excellent rotation on **Metro Radio**."

Q Phonogram promotion director **Martin Nelson** is also thinking of expanding his regional promotion team. "The new audience figures for independent radio are very encouraging and I've got somebody out on the road now, researching the effect it can have on sales, by talking to stations and retail outlets. People should be shouting about how well local radio is doing at the moment and we should be supporting them."



JAZZED BREAKFAST — Jazz FM programme controller **Malcolm Laycock** (right), breakfast show presenter **Andy Lloyd** (centre) and controller of direct revenue **Katy Turner** gather in the studio during the on-air final of the station's 'Hot Notes' listener competition.

Jazz FM Battles Down Ratings With Contests

Jazz FM/London is running two more listener promotions in an attempt to improve its audience figures over the last **JICRAR** ratings. Recent unofficial London surveys have given the station the lowest audience of all city-wide stations, equal to less than half of **Melody's** audience and two-thirds of **Kiss FM's**.

Its 'Hot Notes' competition did not find a winner for the £1 million (app. US\$1.7 million) first prize, although one listener won £10,000 and 20 others were awarded between £100 and £2,000 during the four-week run. More competitions are expected to follow.

The station is now running another contest to win the **Jazz FM Porsche** for a year. Every weekday for two weeks listeners will have

to spot the sound of a revving Porsche engine during a particular programme. **Jazz FM** controller of direct revenue **Katy Turner** says the car was featured in a contest last year but could not be given away outright because of existing prize rules. "We could only let the winner have it for a year."

The station's other contest involves the 2200-0200 "Somethin' Else" show and *The Guardian* newspaper. Listeners are being asked to submit their "perfect hour" of jazz tracks, together with two coupons from *The Guardian* and the answers to questions set by the show's presenters **Jez Nelson**, **Chris Phillips** and **Gilles Peterson**. The winner gets to present his winning selections on the show. **HF**

Century Radio Warned By Irish Regulators Over News Content

by Paul Easton

Irish national commercial station **Century Radio** has been warned by Ireland's **Independent Radio and Television Commission** that it could lose its licence if it fails to maintain its news output.

All Irish commercial stations are legally required to provide news and current affairs for 20% of their output. Last month Century let go three people from the newsroom amid allegations that the station

was reducing its news output.

The **IRTC** liberally defines news output to include weather forecasts, traffic reports, community information and even phone-ins. CEO **Michael O'Keefe** says the **IRTC** is keeping a close watch on Century's performance. "We will be monitoring them very closely to make sure that their assurances on quantity and quality will be maintained. If not, we have made it clear that their licence would be revoked."

Century has been plagued by problems and poor audience figures since its launch in 1989. But operations director **Ivan Tinman** says the station is entering a new phase. "We are currently drafting a revised programme schedule, although we have not yet fixed an introduction date. New programme controller **Paul Cooney** from **Radio Clyde** is replacing **Bob Hopton**, whose contract has ended. He is involved in planning the new schedule."

NEWS IN BRIEF

Atlantic 252 To Rock Around The Clock

Atlantic 252 starts 24-hour **EHR** broadcasting from May 20, just 18 months after coming on air.

Station manager **Travis Baxter** says, "We have been delighted by our listeners' enthusiastic response and by the increasing support of **Atlantic 252** from the industry. We are very pleased to be in a position to announce plans for round-the-clock broadcasting and to have reached our objective so soon."

Rough Trade Update

Pinnacle is taking over **Rough**

Trade Distribution in a deal agreed by the main independent labels including **Rough Trade Records**, **Mute**, **4AD** and **Situation Two**.

But **Big Life** has followed **Rhythm King** into major distribution, signing to **PolyGram**. **Rough Trade Distribution** is setting up a new company offering sales, marketing and label management, but the distribution warehouse is closing down, resulting in some 70 redundancies.

Pinnacle will handle distribution for the main labels but smaller labels will have the option of using another, as-yet-un-

named company. The future of **Rough Trade Germany** has still not been determined.

Finalists Chosen In 'Write Note' Contest

Four finalists have been selected from the 1,500 entries for the 'Hit The Write Note' competition sponsored by **Our Price**, **BBC Radio 1**, **Polydor** and **PolyGram Publishing**. Pop/rock band **Crossland**, indie rock group **Catch 23**, singer/songwriter **Cindy Stratton** and heavy rockers **Preacher John** will play at London's **Marquee** in the final on May 31, which will be broadcast live by **Radio 1**.

Partner For East End Radio?

Glasgow community station **East End Radio** is considering a £50,000 (app. US\$87,000) offer by **Allan McNeill**, manager of local band **Hue & Cry**.

Chairman **Rev Jon Ainslie** says the station is seeking certain conditions on any possible takeover. "As well as **Radio Authority** approval, we have also asked for guarantees on staff jobs and community involvement. We hope that the community programming will be protected. In fact, it is part of our promise of performance." **McNeill** was not

available for comment at press time.

Ainslie admits that the full-service station has been suffering financial problems and has been approached by several interested parties. "The current recession has probably affected us more than other stations. We are a community business with no shareholders. We have some support from **Strathclyde Community Businesses**, a local enterprise company, but there have perhaps been expectations of a higher degree of profitability from the station than was feasible. **PE**

Talent Changes At BBC GLR

BBC Greater London Radio presenters **Janice Long** and **Tim Smith** are out and former **Jazz FM/London** breakfast presenter **Diana Luke** is in as part of **GLR's** new programming.

Regular fill-in presenter **Kevin Greening** is taking over the breakfast show from **Janice Long** and there is a new hour-long lun-

chtime news programme with news editor **James Cameron**. **Luke** will present a new afternoon show, replacing **Tim Smith**, who moves to a new show on **BBC's Radio 5**. **Richard Skinner** keeps the mid-mornings and **Tommy Vance** continues with the afternoon drive show. **HF**

Cadena COPE Outlines New Religious Ideology

by Howell Llewellyn

Spain's second biggest radio group, the 120-station **Cadena COPE** network, must consider itself as the "loudspeaker" and not the voice of the Catholic Church, an Episcopal Conference has announced.

The Conference's Media Commission, chaired by **Bishop Antonio Montero**, published its "COPE Ideology" on May 6 in a bid to balance the ethical and commercial needs of the network, in which the Church holds an 80% stake (**M&M** March 30).

The "Ideology" reads, "It supposes a missionary presence towards its general audience, who are not necessarily religious. By considering itself to be Catholic it places itself in the framework of the general aims of the Church, and more concretely, maintains an evangelical presence amongst the public."

COPE director of religious and social programming **Padre Jose Luis Gago** says there would be no change in format as a result of the new "Ideology", which he described as a normal document. "There

will be no functional changes. It is a question of consolidating a philosophy that is already there, a question of feel. The issue is more mental and intellectual than practical."

But does it mean that DJs on COPE's 66 FM pop stations will be quoting "The Bible" between songs? "No," says Padre Gago, "although it is true that the aims of

the "Ideology" will be more difficult to achieve on the FM stations."

Padre Gago says there may well be Christian commentary or analysis on some news programmes, "and even on FM if music from, say, *Godspell*, is played, then I'm sure there may be room for a Biblical reference."

Carlos Mata Revs Up Spain Promo Tour

Venezuelan singer **Carlos Mata** flew into Madrid to be presented with a gold disc for sales of his fourth LP, *Cautivo*, which has sold 70,000 copies in Spain, where it is distributed by the indie label **Home Records**.

While in the country, Mata has appeared on several TV shows and given numerous radio interviews. He goes on tour here from June until September, and will do more than 20 concerts.

Mata also announced his plans to record *Cautivo* in Italian, which is to be released in Italy in

June. Like the Spanish version, it will be recorded and produced in Miami by **Rudy Perez**, who won a Grammy award for producing a **Jose Feliciano** album.

During the past couple of years, Mata has had chart success, reaching number one in the **Billboard** Latin charts with *Porque Te Quiero* and a number three with *Mia*. He has also notched up two golden discs and one platinum disc.

His popularity in Spain, Italy and Germany is not just for his romantic ballads; he has built up

RNE 3 Airs Live Marquee Concerts From London

by Anna Marie de la Fuente

State-run **RNE 3** has been airing a five-day series of concerts on its music news programme **Diario Pop**. Taped live on digital audio tape (DAT) at London's Marquee Club during May 13 and 17, it was presented by DJs **Jesus Ordovas**, **Thomas Fernando Flores**, **Carlos Pina**, **Jose Maria Rey** and **Julio Rey**, and featured performances by British bands, **The La's**, **Definition of Sound**,

Gary Clail, **Little Angels**, **Soup Dragons**, **Love God** and the **House of Love**.

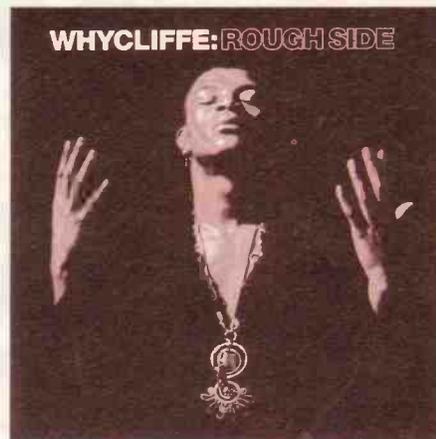
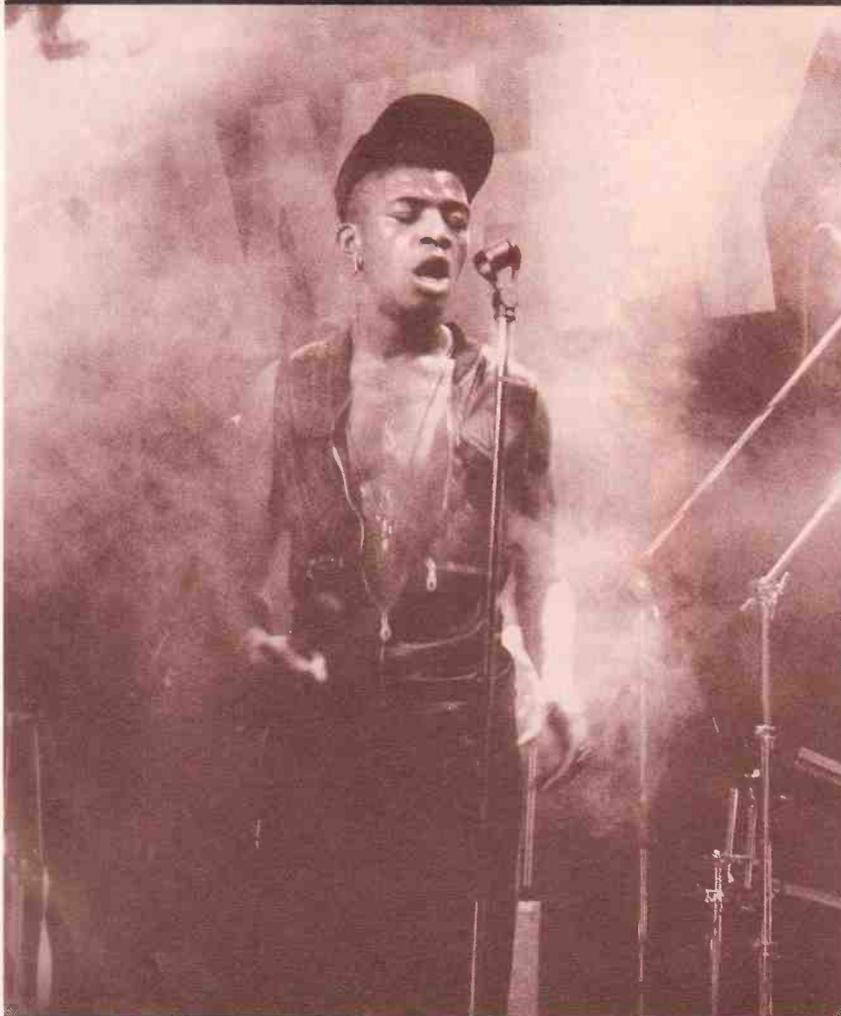
RNE 3 head of music programming **Carlos Garrido** admits, however, that it's difficult to gain an edge over powerhouse pop station **Los 40 Principales**. "They're usually the first to obtain the exclusive rights to concerts".

Since last October, RNE 3 has shifted its programming to appeal to a younger audience. It has aimed to drop its previous 25-44 age bracket to 14-25.

In its bid for younger listeners, it broadcast live the premiere "Rockopop Un Ano De Rock ('A Year Of Rock') Awards" night on May 9. "Rockopop" is the top music programme on state TV station **TVE** which recorded the show for later transmission. Performers included **Michael Bolton**, **Kylie Minogue**, **Holly Johnson** and top local acts **Miguel Bose** and **Ultimo De La Fila**.

The awards were divided into international and national categories. The top award, Best Artist, went to Miguel Bose, Spain's pop idol, while the Best International Artist prize went to **Madonna**.

WHYCLIFFE: ROUGH SIDE



The debut album includes the singles 'Whatever It Is' and 'Magic Garden'
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'One can predict that almost unknown... he has an excellent future awaiting him'.
EL PAIS

'He's rolling in talent and lays down an exciting show'.
HET NIEUWSBLAD

'Look out for his debut album "Roughside"'.
L'UNITA

'Whycliffe displayed all his splendid style and elegance... a real star!'
EL OBSERVADOR

MCA®

Excellent Radio Vintage, Says New Carat Report

by Emmanuel Legrand

"The '90-'91 radio vintage will be excellent." That is the conclusion of an analysis of the recent national **Médiamétrie** radio ratings results for the first quarter of 1991 (**M&M**, May 4), conducted by advertising research firm **Carat Radio**.

Comments the report, "In a year, almost all stations have increased their audience, confirming the September 1990 results. This period has been favourable to the 'périphérique' [private AM] stations against FM stations. **France Info** is ahead of **NRJ**, and **RMC** has improved its figures. "The beginning of 1991 confirms the maturity of the FM networks that have stable audiences, and the strengthened advertising efficiency of 'traditional' stations."

Carat notes two strong trends emerging from the first-quarter ratings:

● The overall growth in both total audiences (radio in total reached 79% of the 15+ French population on an average weekday, compared to 76.4% in November-December 1990, a gain of more than half a

million listeners) and listening time (to 196 minutes daily).

● A new balance between the different radio sectors, with audiences growing for "youth-oriented" music networks (**NRJ**, **Skyrock**, **Fun Radio**), but declining for "adult" FM stations (**Europe 2**, **Nostalgie**, **RFM**) due to strong competition from AM "generalists" (**RTL**, **Europe 1**, **France Inter** and **RMC**) and all-news station **France Info**.

Carat's analysis shows that the daypart with the biggest increase in audience is 12:00-14:00, up 13%. Audience growth is noted for **Europe 1** and **France Inter** in the morning, at lunch-time for **RTL** and in the late afternoon for **Europe 1** and **RMC**.

Even if **RTL** has lost some ground, it still dominates all the different time slots. For Carat, the doubling of **France Info**'s audience at 7:00, 9:00, 12:00 and 18:00 has "weakened mainly **Europe 2** and **Nostalgie**".

But, says the report, "Fortunately, **Europe 2** has increased between 10:00-15:30 and **Nostalgie** between 13:00-17:00", adding that on the

other hand, **RFM**'s audience "has decreased throughout the whole day". **NRJ** shows three peaks, at 7:00, 10:00 and 18:00, with 700,000+ listeners. **Carat Radio** says that the next quarter figures will show if these are serious trends or just "accidents" for some stations.

PARIS/ILE-DE-FRANCE

Average 15+ weekday audience reach (%)

	Ile-De-Franc (1% = 82.170)		Paris (1% = 18.160)	
	Sep-Dec '90	Jan-Mar '91	Sep-Dec '90	Jan-Mar '91
All radio	81.4	82.8	81.5	82.1
AM privates	38.6	38.0	28.5	30.7
FM privates	37.7	38.8	34.7	34.6
Radio France	25.8	27.6	38.4	39.1
RTL	26.3	25.1	16.9	17.1
Europe 1	16.7	17.7	13.6	18.0
France Inter	13.9	13.6	19.7	19.3
France Info	9.3	13.3	15.3	19.0
NRJ	8.6	9.6	4.5	6.6
Skyrock	6.7	6.9	4.8	5.6
Europe 2	7.2	6.6	8.9	9.7
RFM	4.2	4.1	5.0	4.1
Cherie FM	4.1	3.7	2.8	2.7
Fun Radio	3.8	3.5	2.6	2.7
Nostalgie	3.4	3.1	3.4	1.8

Source: Médiamétrie

RVS Plans Own 10-Year Celebration

by Jacqueline Eacott

The regional FM network **RVS** plans to celebrate 10 years of existence with a weekend of festivities in its home town of Rouen. The independent radio leader in the Normandy region started broadcasting on June 14, 1981, shortly after the new **Mitterrand** government had been authorised the freedom of the airwaves.

"The end of the broadcasting monopoly was a highly symbolic moment," recalls **Christophe Barber**, **RVS** director of communication. "We were ready to take the initiative. Our objective in 1981 was to be the leading radio in the Normandy region which, after being granted the status of a commercial radio, we achieved."

Success Secrets

Staying autonomous was the secret of survival, says Barber. "We knew that it was important to keep our independence. Now

we are one of the few radios to have succeeded in staying independent, while remaining a regional leader."

Looking ahead to the next 10 years, Barber remains optimistic. "We are still increasing our coverage of the region, and have been pre-selected for a number of new frequencies. Now that we are well known in Normandy, our objective is to gain a greater notoriety on a national level."

During the weekend of June 14-15, **RVS** will entertain its listeners in Rouen's Parc des Expositions with motorcross racing and 4 x 4 rally races, competitions, and free evening concerts organised in collaboration with **Ricard SA Live Music**. The June 14 line-up includes French artists **Thierry Hazard** and **Gerard Blanc**, and **Rozlyne Clarke**. The most recent gala event hosted by **RVS** and **Ricard Live Music** in Rouen—with acts including **Debut de Soiree**, **Avalanche** and **Enigma**—attracted some 26,000 spectators.

EMF



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JUNE

2nd - Cologne - E Werk
4th - Berlin - Loft
5th - Hamburg - Docks
6th - Copenhagen - Saga
7th - Stockholm - Paladium
9th - Seinajoki - Provinssi Rock Festival (Finland)
11th - Brussels - Ancienne Belgique
12th - Bielefeld - PC 69
13th - Rotterdam - Nighttown
29th - Roskilde Festival (Denmark)

PARLOPHONE

EMI

Indie Label Funding Continues

For the second year running, France's Ministry of Culture is to allocate funds to support independent labels. A total of Ffr2.5 million (app. US\$430,000) will be distributed to labels this year to ensure "the development of small production structures whose main goal is to discover new talents".

Labels wishing to benefit from these grants had until May 24 to register with the ministry. Applications will be studied by a commission, which is scheduled to announce its decisions in June.

To qualify for these non-recoupable grants, a label must be at least one year old, have a yearly turnover below Ffr10 million, and present details of its activity for this year showing that it plans to produce at least three albums that are the first or second recordings of new artists.

This plan was first announced in September 1989 by Minister of Culture Jack Lang and implemented in 1990. Ffr3.25 million was allocated in 1990 to 18 different labels covering a wide range of styles. They included *Bleu*

Citron (jazz), *New Rose* (rock), *Mandé* (African music) and *Boucherie Productions* (rock). Labels received between Ffr150,000 and Ffr450,000. These funds were used to invest in materials as well in production but they did not prevent one of the recipients, *Closer*, from going bankrupt.

Boucherie Productions, which received the maximum Ffr450,000 in 1990, says it will request Ffr700,000 this year. International manager *Luc Natali* comments, "There are no compromises involved. The ministry of culture didn't ask for anything in return. It has brought us some cash flow and helped us to produce more records, and in better conditions."

Boucherie is one of the most active independent labels. Last year it produced 13 albums by such bands as *Garçons Bouchers*, *Pigalle*, *Tetines Noires*, *BB Doc*, *Happy Drivers* and *Roadrunners*. Its 1990 turnover was Ffr2.5 million. The label is licensed to *Island* in France, and distributed by *PolyGram*. *EL*

Eurovision Pushes Amina Onto International Stage

She didn't win, but she is the winner. That's the general feeling in France after *Phonogram* artist *Amina* was placed second in the Eurovision Song Contest with the song *Le Dernier Qui A Parlé Qui A Raison*, after a tie-break with Swedish entrant *Carola*.

The gamble of sending a Tunisian-born artist to represent France in the contest with a song that owed as much to Arabic melodies as French chanson seems to have paid off. *Amina's* independent promoter in France, *Tony Krantz*, says that ever since the Rome contest the phone has been "ringing off the hook" with callers including former French defence minister *Jean-Pierre Chevènement* and the Tunisian minister of education.

Amina's album, *Yalil*, released throughout Europe by *Phonogram* 18 months ago, is to be reissued with the addition of a version of the Eurovision entry.

In France, the single is taking

off on radio. AM stations were very quick to add it to their playlists, and within eight days of the contest was at no. 5 in *Media Control's* AM airplay chart. FM stations have been "slow to react", says *Krantz*, but a promotional push is planned, with a remix of the song to be made for FM radio.

Elsewhere in Europe, countries such as Austria, Sweden and Belgium did not wait for the Eurovision contest to fall for *Amina*, says *PolyGram France* international manager *Marie-Agnès Beau*. "And Eurovision has given a fantastic boost to her career. She really made a strong impression to the audience. Now all the countries in Europe, and even Japan, want her for promotion. There is still a lot of work to do, but doors are now opening."

An unexpected reaction came from *BBC Radio 1* in the UK, with DJs pushing the song and eager to break *Amina*. Says *Beau*,

"We really have the impression that there is great potential for *Amina* in the UK. The record company is motivated there, and the media are keen. *Amina* will be going there soon for promotion." *EL*



Amina

SCANDINAVIA

Labels Vie To Trap King Rat

by David Rowley

New Swedish hard rock act *Great King Rat* have sparked off a major international A&R battle, with several major international companies understood to be vying to snap them up for a worldwide deal.

A&R personnel from both the UK and the US have been flocking to Stockholm to see the band, resulting in a bidding war not seen in Scandinavia since the 1989 flurry of excitement around Danish act *D.A.D.*

The rockers, who are signed to Swedish independent *Planet*, are being shopped for a long-term licensing deal for the world, excluding Scandinavia. *Great King Rat* signed a worldwide publishing deal with *Rondor Music* in London during early March. (*M&M*, May 18).

But, says *Planet* head of A&R *Frederik Olsson*, who discovered the band, there is a significant difference between the buzz surrounding *Great King Rat* and the attention paid to other Scandinavian acts in the past. "What is so special is that we haven't even released a single yet. In most cases when you get this level of interest on an international basis it's because the act has already achieved a strong domestic sales base.

Olsson says he began taking the act to US labels last October after completion of a debut album—as yet unnamed and unreleased—last summer. "The first company to give us any interest was *Atco* in the States, and from there things have just snowballed."

"Obviously, we had some contacts before, but we have a lot more now. People we've never approached have been contacting us after hearing fourth-generation cassettes. The real buzz came at the beginning of February when different companies got moving again after the Christmas break."

It is understood leading contenders in the race for the band include *Warner Music*, *East-West*, *Phonogram*, *A&M* and *Sony*. But *Olsson* says the main priority for *Planet* and the band is getting the strongest possible company to handle the act.

"Obviously no one says no to big money, but we want to go with the best. However, if you've got the best competing, who knows how things will develop?"

Olsson adds that the best reactions have come from the US rather than the UK. "The US companies are certainly more open towards Europe. England has always been a trendsetter; they

tend to look more for things in their own backyard. I think the Americans know this and are more prepared to look outside.

"Obviously, all this interest is good for the label's future and profile." *Olsson* adds that he wants to speak to every possible label that is interested in the group, but says he expects a deal to be concluded by mid-June.



Great King Rat

Jørgensen To Leave BMG

Ernst Jørgensen, who set up *BMG Denmark* from scratch almost three years ago, is to quit as MD at the end of September. However, he will continue with the company in a non-exclusive role.

Says *Jørgensen*, "My contract expires on September 30. I had a three-year contract with a brief to build *BMG* in Denmark."

"During that period we tripled turnover, acquired the leading independent *Genlyd*, launched acts like *The Poets*, *Simcess* and *The One-Eyed Jacks* and bought a share of the distribution company *GDC*."

"When you reach that point you either renegotiate or you don't. I've been discussing this with my boss for a year now and I've decided that if you want to achieve something in this business where your heart is, you can't do it with your

left hand while you're running a record company with your right.

"So we've reached an ideal solution where I have a non-exclusive relationship with *BMG* and continue to work on acts like *The One-Eyed Jacks*, *The Poets*, *Simcess* and *Lis Sørensen*."

Jørgensen, who boasts an encyclopaedic knowledge of *Elvis Presley*, also remains part of the five-member *BMG* committee which handles the worldwide exploitation of the *Presley* back catalogue.

"I've also got room for two or three other things but I haven't decided what yet," he adds.

Jørgensen, who previously worked for *PolyGram* and owned his own independent label, *It's Magic*, will be succeeded by *Dietmar Glodde*, formerly with *BMG International* in Japan.

Labels Launch Scandinavian Powerdance Label

Three Scandinavian labels have teamed up to form a new pop and dance label called *Powerdance Records*. The label is a creation of Finnish label *Power Records*, Danish *Kavan Music* and Swedish *Itchy Music*.

The first release is the production

Can't Help Myself by Dutch act *2 Brothers On The 4th Floor*. *Powerdance* has also just signed a licensing deal with the Italian company *Media Records* for future product releases from acts such as *49'ers*, *Capella* and *Mauritso Pavesi*. The three companies will

handle distribution in their respective territories; both *Kavan* and *TMT* will take care of Norwegian distribution.

The new label will be controlled by *Markus Ollikainen* of *Power Records*, in co-operation with *Itchy's* *Stig Waldemarsson* and *Kavan's* *Gert Holmfred*.

Radio Kiss Kiss Solidarity Pleas Fall On Deaf Ears

by David Stansfield

Key private network stations have snubbed pleas for solidarity from **Radio Kiss Kiss** following the boycott of the network by all major record companies.

The action by the majors was approved at a recent AFI (IFPI Italy) meeting where it was decided that a San Remo Song Contest listener competition, organised by the station was offensive and lacking in respect for national artists (see *M&M* April 6, 20).

Radio Kiss Kiss has followed up the blacklisting by sending letters to all leading stations requesting support, but had received no replies at presstime. Stations are refusing to comment officially,

preferring to remain anonymous, but one programme director at a leading network was prepared to say, "The whole episode may have been blown out of all proportion but you can't expect solidarity from a competitor."

Radio Kiss Kiss programme director **Gianni Simioli** admits to being saddened by the silence but says he is not surprised. "We feel a little bit betrayed, but it proves that the provincial mentality of the country even reaches down to the radio sector. It's OK for stations to keep their heads down and do their own thing, just as long as something similar doesn't happen to them in the future. What we did was not revolutionary."

Simioli claims that the station

is still receiving records despite the total lack of communication; product is coming from companies that include **Warner Music Italy**, **CGD** and **BMG**. All three deny this and Warner radio promotions manager **Sandor Mallasz** adds, "We instructed our depot to stop all product going to the station. Some records may have slipped through, but our decision rests until AFI states otherwise."

Ernesto Magnani, GM at the Association, made it clear that any change of stance is unlikely, adding "The station will be black-listed forever as far as we are concerned. There will be no negotiations. Dignity is not negotiable."

Stations To Choose Acts For Arezzo Wave Rock Festival

A network of regional and local stations has been created to participate in selecting national "new-comer" groups to perform at this year's **Arezzo Wave European Rock Festival**.

Each station will select the best bands from its region and a group of industry experts, selected by the festival organisers will choose 16 from the total of 100. These groups will perform live at the festival alongside established acts. Stations taking part include **Radio Popolare/Milan**, **Radio Rock/Rome**, **Radio Nuova/Trieste**, **Contro Radio Florence**, **Radio Citta 103/ Bologna**, **Radio Studio 96/ Cagliari**, **Sardinia**, **Radio Med/ Naples** and **Radio Day/ Palermo**.

Mauro Valenti festival organiser confirms that 530 demo-cassettes have been submitted to stations, far higher than last year's total of 256. He describes the chain of stations involved as **Le Antenne Di Arezzo Wave Italia**, adding that regional and local broadcasters are often the only point of reference for listeners attracted to new genres of rock music.

This event has been staged annually for five years and is rapidly becoming a focal point for European talent. Entrance is free and this year the festival lasts for five days from June 26-30. An evening dedicated to French rock is being sponsored by France's Ministry of Culture. Bands

Elmer Food Beat and **Babylon Fighters** were confirmed appearances at presstime.

Arezzo Wave has a number of sponsors including the **EEC**, **SIAE** (Italian Society of Authors and Publishers), Swiss station **Radio Suisse Romande** and state radio **RAI**.

A series of workshops will run alongside the Festival and a live album of acts appearing is to be produced.

Valenti recently received an award from the EC's Department of Culture, he says. "It's the first time it's been awarded for rock music, so it's a proud moment for everyone involved in the **Arezzo Wave** event." *DS*

RTL 102.5 In A Kurdish Coup

RTL 102.5 Hit Radio achieved a seemingly insurmountable task by organising exclusive live coverage of **The Simple Truth** Kurd benefit concert, staged at **Wembley** in London on May 12.

The station admits to initial uncertainty about broadcasting the event because of state **RAI TV's** intended coverage. Pressing ahead regardless, it discovered **RAI** had dropped transmission plans at the last minute.

The station received the music from the show via satellite while live comments and interviews from **DJ Grant Benson** at **Wembley** were received by telephone. Benson says, "We have to thank the **Unique Broadcast Company** and the **BBC** for giv-

ing us broadcast facilities. Most stations will have taken the show by land line, but the inefficiency of telephones would have meant it would have taken months, not days, to organise."

DJs Guido Monti, Ronnie Jones and **Nicoletta De Ponti** were the anchors for the show, which ran from 20.30 to 02.00 hours.

Journalists and an Italian Red Cross official also made live contributions at the Bergamo-based station.

It is the first time that **RTL 102.5** has broadcast a live concert. Programme director/**DJ Monti** comments, "We are proud of the fact that the public could learn more about the Kurdish pro-

blem and also enjoy the concert. With **RAI** dropping out at the very last minute, the event would have been missed if we had not pressed ahead with the programme."

Audience reaction was so strong that the station repeated the music part of the programme from 21.00-24.00 hours on May 19. **RAI's** failure to deliver the programme has come under attack from some of the national press. They are claiming that because of its status as state broadcaster it receives priority screening options and reserves its decision until the last minute in order to block out competition. **RAI** is refusing to comment on these accusations. *DS*



NEW DEAL FOR NEW MUSIC — Italian indie New Music has signed a distribution deal with Carrere Disques for France, Angorra, Monaco, Belgium, Switzerland and French-speaking Africa. Pictured are New Music owner Pippo Landro (right) and Carrere Italy MD Rosanna Berganzi.

Bianca Plans More Benelux Deals

Indie company **Ala Bianca** is aiming to expand on the international market by releasing **Denis Azor's** single, *Ala Li La Segá*, and album, *Segá, Music Of Mauritius*, throughout Benelux.

The move is the first in a series of projects intended to establish the label on that territory. Company **MD Maurizio Bettelini** describes the venture as an experiment, as the records are being released through a licensing deal. "We now have our man **Henry Lessing** in the Netherlands, who will take care of various aspects of business, including pressing, and **IMS** will distribute product. This way we

remain in control of the masters and publishing."

Ala Bianca previously tried to establish an umbrella group of European independents in order to combat the dominance of major companies. These included **Dureco** (Benelux), **Sonet** (Scandinavia), **Blanco Y Negra** (Spain) and **Global Records** (Germany), but Bettelini concedes that the efforts were unsuccessful. "Perhaps they were organised differently, but we may try again in the future. In the meantime our eyes are on 1993. We are forging ahead with our own expansion because we cannot afford to lag behind anyone." *DS*

Wanted: Your Face In M&M!

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Steve Wonsiewicz, managing editor
Music & Media
Rijnsburgstraat 11, 1059 AT Amsterdam, Holland
Tel: +31-20-669-1961
Fax: +31-20-669-1951

VAR, RMB Join Forces In Radio Ad Campaigns

by Marc Maes

The two sales houses of Belgium's public broadcasters, the Flemish BRTN's **Vlaamse Audiovisuele Regie (VAR)** and French RTBF's **Régie Média Belge (RMB)**, have agreed to team up to organise national radio advertising campaigns.

VAR marketing manager **Anny Wuyts** explains, "From our very start, VAR has been collaborating

with the RMB. We have been using its technical infrastructure to develop our plans and have always intended to work together in selling advertising in Belgium.

"The recent go-ahead for commercials on RTBF radio allows further collaboration, as we are now able to offer advertisers space across BRT, RTBF and German language broadcaster **BRF**, for which RMB also handles the advertising."

Wuyts adds that national advertisers are offered a 5% discount provided they book campaigns for a minimum amount of Bfr 1.5 Million (US\$50,000) on both BRT and RTBF radio, with at least 40% of the expenditure on each.

She adds, "Some potential clients have waited until we could offer national campaigns. This deal makes us the biggest radio sales house in Belgium."

September 1 Debut For Contact

The full launch of Belgian **Radio Contact's** satellite-delivered service into the Netherlands (**M&M**, April 6) is not now expected to be complete before September 1 although test broadcasts were scheduled to begin May 22.

Radio Contact head of programming in Belgium **Danny de Bruyn** says that from 05.00 on that date, a round-the-clock "music-only" programme was to be broadcast from Contact's Brussels headquarters to the

Netherlands via a Eutelsat satellite. Previous technical problems with the satellite transmission have been solved, claims de Bruyn. But although all the facilities are in place, he adds, "We want to wait until all deals [such as cable carriage and authors' rights] are concluded before we go ahead with a full service on September 1."

The station has also opened a new Dutch office in Amsterdam. **Radio Contact Nederland** is

headed by **Frank Brandt** of **Brandt, Kalusche & Partners**.

Brandt says, "We will take on all commercial exploitation of the new station, and are negotiating with both **BUMA/STEMRA** and the Dutch cable companies. We also plan to take on an advertising sales force." Brandt adds that although he could not reveal exact figures, he believes strongly in the Radio Contact marketing concept. **MM**



SCOTT EXPRESSIONS — Dutch hip hop/rap artist Tony Scott (second right) presents his new CNR album 'Expressions Of The Soul' (see for review *M&M* May 25), to the Dutch media. From l-r: manager Hans van Pol, AVRO Radio DJ Romeo Altenberg, and producers Haro Slok and Fabian Lensen. Photo courtesy of Chris van de Vooren.

Netherlands Teenagers Write Lyrics For The Stars

by Robbert Tilli

Stichting BulkBoek, a Dutch organisation to stimulate youngsters to read literature, recently organised a competition for teenagers to write their own song lyrics. The prize includes a recording of the song by Dutch artist **Frank Boeijen** as part of on a special sampler CD compilation.

Apart from Boeijen, the jury featured leading NOS DJ **Frits Spits**, NCRV radio programmer **Jelle Koolstra** and music critic **Harry van Nieuwenhoven** of Dutch rock magazine **OOR**.

Tom Bergevoet was the winning lyricist, with his poem *Het Verhaal Van De Zee* ("The Story Of The Sea").

The NCRV radio programme **Paperclip** initiated the project. It collaborated with BulkBoek and Dutch pop music foundation **Stichting Conamus**. The five-track CD sampler, *Bulk-SongBoek/Paperclip*, contains songs written by "a new generation of lyrics-writers" and recorded by musicians such as TV star **Sylvia Millecam** and Dutch rock act **Tröckener Kecks**.

Cassette-Single Launch Postponed For One Week

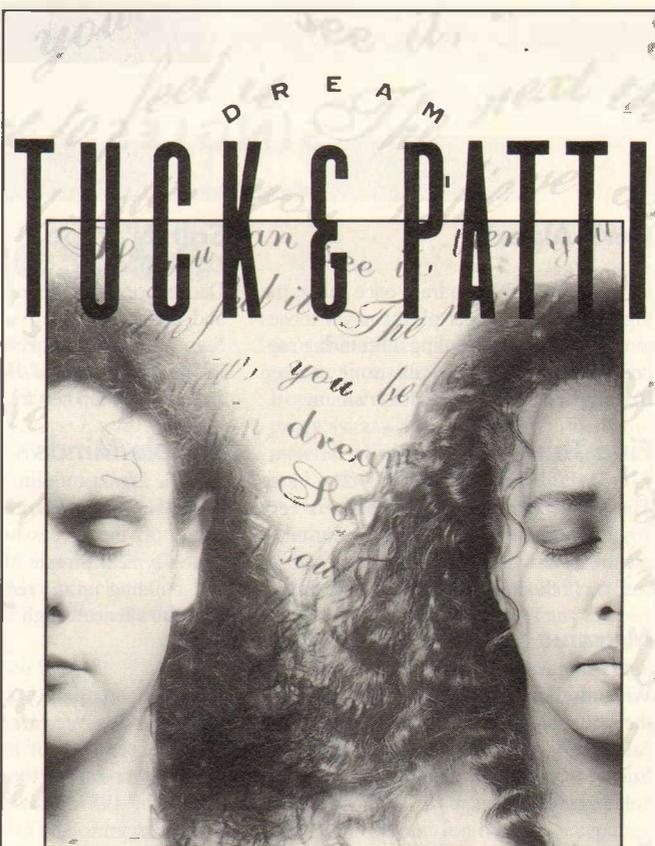
The launch of the cassette-single in Belgium (*M&M*, April 20) was temporarily delayed, for technical reasons.

Sony Music Belgium MD and chairman of the **IFPI Belgium** cassette-single committee **Bert Cloeckaert** comments, "We were not able to have the full line of product out by the scheduled date [May 15], and rather than start with a limited amount of product, we have decided to wait for a full launch a week later."

Cloekaert adds that IFPI's campaign is estimated to be costing Bfr 3.5 million (app.

US\$110,000) in press and media advertising. Consultancy agency **FCP's Jan Florizoone** is co-ordinating the campaign, which he says will focus on both **RTBF's** national **Radio 21** and the 40-station **Radio Contact** network, plus adverts in consumer publications such as *Joepie* and *7Extra*.

Florizoone adds that a competition, with 150 **Philips** personal stereos as prizes, has been planned for the campaign, which will run for at least six months. The cassette-singles will be manufactured by **Polygram**, **Sony** and the Belgian company **Druco**. **MM**



ONE GUITAR. ONE VOICE.

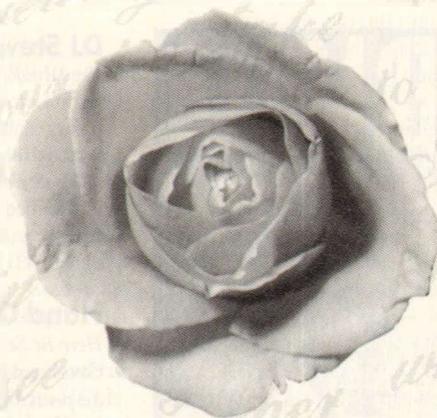
"...the whole enterprise oozes perfection"
—Q

"Tuck & Patti: Plus cool, tu meurs"
—MAX

"Tuck & Patti ist das sicherlich hochkaratigste Duo im Bereich Jazz seit Ella Fitzgerald und Joe Pass"
—Fachblatt

"Lui è un virtuoso dello strumento, lei una cantante prodigiosa"
—Amica

"Tuck & Patti deserve airplay"
—Music & Media



APPEARING AT
THE UMBRIA JAZZ FESTIVAL JULY 9TH-13TH
AND THE NORTH SEA JAZZ FESTIVAL JULY 14TH



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SINGLES

Herb Alpert*Jump Street* - A&M

Jumping on the dance train once more, the highly lauded trumpet player never loses touch with his surroundings. Featuring rapper Yvonne De La Vega, this song is taken from the *North On South Street* album.

Five Thirty*13th Disciple* - East West

The perspective of this young trio is very 70s influenced: rhythm guitars are used in combination with a wah-pedal. Could do well on both alternative formats and EHR.

Massive Attack*Safe From Harm* - Circa

With the atmospheric synthesizer sounds, the hefty bassline and the irresistible vocals by Shara Nelson, this follow-up to the European hit *Unfinished Sympathy*, is likely to be as big.

Tom Jones*I'm Not Feeling It Anymore* - Dover

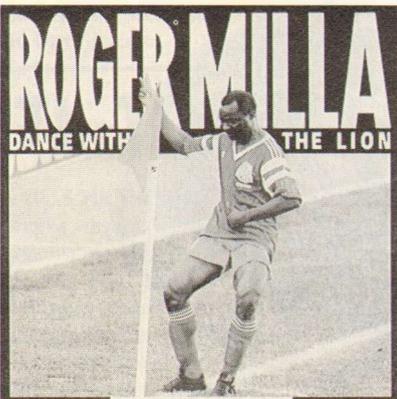
The result of the fruitful collaboration between two veterans of rock & roll. Produced and written by Van Morrison and sung by Jones as in his top days. Just the quality EHR programmers are craving for.

Kirsty MacColl*Walking Down Madison* - XL Talent/Virgin

Medium-paced song co-written with Johnny Marr and produced by husband Steve Lillywhite. The new styled MacColl is someone quite different from the folk-tongued singer she used to be. This song matches modern dance material as supplied by acts like Massive Attack or The Banderas. Also check out the club mix.

Paolo Mendonca

What's On Your Mind - Polar/PolyGram
Swedish production somewhere between contemporary acts like Lenny Kravitz, Roachford and Living Colour. A big rocking guitar underpins the captivating melody.

Roger Milla

Dance With The Lion - Columbia
He was the star at the 1990 World Cup with the Cameroon squad. Remember his dances next to the corner flag after celebrating another goal? If not, ask Maradona. Now Milla is swinging on a modern dance beat with a jangle approach.

Salt 'N' Pepa*Do You Want Me* - Next Plateau

Dance orientated remix by Ben Liebrand and taken from their sampler *A Blitz Of Salt 'N' Pepa Hits*. Featuring male rapper Alpha Omega, who's almost takes over from the girl hip hop trio.

Simple Minds*See The Lights* - Virgin

Follow-up to *Let There Be Love* and second single off the successful album *Real Life*, this is typical Simple Minds fare. Melodic and building up the tension towards a climax in silence. High in Chartbound this week.

T'Pau*Whenever You Need Me* - Siren

Serious comeback of the band who had a huge European hit with *China In My Hands* in 1987. This new single, which sounds as grotesque as melodic, is already picking up airplay across Europe, and is doing especially well on UK and German stations. A new entry in Chartbound this week.

Temper Temper*It's All Outta Lovin' You* - Ten

On the follow-up to *Talk Much*, the modern soul duo sure know how create a hypnotising sound. The intro is modeled after Mike Oldfield's *Tubular Bells*, but wait until the beat starts pumping. After that the melody slips in, and this is (again) reminiscent of Womack & Womack.

Tol & Tol*Sedalia* - Indisc

Featuring The Thesalonikis on vocals, the two former Dutch BZN members Cees and Thomas Tol go Greek on their new single. The melody is very reminiscent of Jan Hammer's *Crockett's Theme* from the popular TV series "Miami Vice", and was included on M&M's music Monitor CD-insert in issue 14.

NEW TALENT

DJ Stevie B.*The Wanderer* - Columbia (Austria)

Remix of Dion's 60s classic in a contemporary dance mould with a rap on top. Sounds like a novelty hit with the same reach as *Edelweiss*. The "back to live" mix is recorded in front of a (simulated?) live audience. Contact Heinz-Joseph Canibol on tel. (43) 1-60 157-0; fax: 1-602 3615.

Hand Of Glory*Here Be Serpents* - SilenZ (LP) (Holland)

Good news from Austin, Texas; *Here Be Serpents* marks the welcome comeback of long lost former LeRoi Brothers member Joe Doerr with a brand new band. *Fight Fire With Fire* and *Pow* are remakes of old LeRoi classics and illustrative of their brand: music on the borderline of garage rock and characteristic Austin R&B. Contact tel. (31) 20-6622 735; fax: 20-6629 580.

Elvis Costello*Mighty Like A Rose* - Warner Brothers

This new album harks back to the underrated album *Imperial Bedroom* from 1981. The song material on the Mitchell Froom/Kevin Killen/MacManus co-produced album ranges from ultimately catchy pop songs like *How To Be Dumb* and *Georgie Had A Rival* to over-the-top weirdness on *Hurry Down Doomsday* (*The Birds Are Taken Over*). The latter track features James Burton (of Elvis Presley fame) on lead guitar, and guitarist Marc Ribot, who's responsible for the giant insect mutation and bug attack sound. This is an album, not just a randomly compiled set.

I Travel*As The Crow Flies....* - NT/Phonogram

Chrystal-clear pop by this talented Dutch band. The single *Dancing Alone* leads a pack of seven songs of which *Cinderella* is the most striking; the catchy melody gains more impact thanks to the tambourin/drum sound and the addition of an accordeon.

Ziggy Marley & The Melody Makers*Jahmekya* - Virgin America

Innovative reggae with the single *Kozmic* as the most perfect funky crossover track. A modern sound without using too many Hi-tech studio tricks. The irresistible tune *Drastic* will make all EHR and dance programmers "bop till they drop".

Matia Bazar*Anime Pigre* - DDD

EHR programmers should welcome the DDD label debut of this Italian band who had a big European hit with *Ti Sento* in 1986. Listening to their new album, there's really no reason why they shouldn't cross over again. The voice of singer Laura Valente has improved ever since and the best bet for EHR airplay is the cheerful track *Lungo Il Po*. The clear production by Maurizio Bassi is a welcome bonus.

ALBUMS

The Duke Robillard Band*Turn It Around* - Rounder

Last year master guitarist Robillard replaced "Good Texan" Jimmie Vaughan in The Fabulous Thunderbirds. He still found some time to record a new album with his own band. Now Susann Forrest has joined the band and they're no longer called The Pleasure Kings. The excitement is multiplied on the tracks, she features on. Give a listen to *Down By The Delta* and the title track, and find out that La Forrest is able to compete with Lou-Ann Barton and Angela Strehli in the Austin R&B ladies department.

Seal*Seal* - ZTT/WEA

Young, black and gifted. The single *Crazy* was no. 1 for five consecutive weeks in the Eurochart this year, his current single *Future Love Paradise* is already top 10. Both are featured on Seal's eponymous debut album produced by Trevor Horn together with seven more equally strong songs. The atmospheric song *Violet* shows Seal can be an excellent balladeer as well. Also included a new version of Adamski's 1990 UK no. 1 hit *Killer*, probably the best description for the album.

Vinx*Rooms In My Fatha's House* - IRS

The classic story, but this time it's true. Vinx was personally discovered by Sting, who saw him playing in a pub while hiding from a sudden shower. Sting is credited as co-producer on the album from the singing percussionist, who also featured as support act on his current world tour. The sparse arrangements on the album treat the songs just right. All the tracks sound like Harry Belafonte in search of his African roots. *My TV* with all those African talking drums will sound well on any radio format. Just amazing.

The Wonder Stuff*Never Loved Elvis* - Polydor

Third album by the band who have emerged from the "indie pop" sector and developed into something big. They still express the same irrepressible enthusiasm as in their early days. The funny single *The Size Of A Cow* was top 10 in the UK and Ireland. That's not the only perfect pop melody, there are 12 more. Album rock programmers should pay attention and add some tracks to their playlists. *Here Comes Everybody*, a fast folk-tinged song could be a good suggestion, as well as the violin dominated track *38 Line Poem*.

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.



Stevie Wonder

Of all the Motown acts throughout the years, Stevie Wonder has been the most loyal. His new album 'Jungle Fever', to be released May 28, is the soundtrack to the new Spike Lee movie and marks his 24th studio album for the label in a career spanning 30 years.

Motown is rapidly updating its image. Having lost its trendsetting role in the mid 80s, recent new signings have given the label a more contemporary profile. With soul singers like **Johnny Gill**, **Colin England** and hip hop acts like **Boyz II Men** and **Another Bad Creation**, Motown is ready for the 90s. **Stevie Wonder** has not only proven to be Motown's flagship artist over three decades, but also managed to keep up with the trends.

Although a "normal" studio project was scheduled, Wonder suddenly delivered a soundtrack album. This has happened before. In 1984, *In Square Circles* was postponed for a year in favour of *Selections From The Original Motion Picture Soundtrack The Woman In Red*, that stayed at no. 1 in the **European Top 100 Albums** chart for six weeks. The single *I Just Called To Say I Love You*, taken from that album, was probably his biggest ever worldwide hit. In the Eurochart, it occupied the top slot for 13 consecutive weeks, a record only beaten by **Kaomo's Lambada** in 1989 (14 weeks). Wonder's last recording was 1987's *Characters*.

It was prolific black US filmmaker **Spike Lee**, renowned for the controversial 1989 movie *Do The Right Thing*, who suggested to Wonder the idea of a soundtrack. Wonder quickly agreed, as the two share a common interest in social issues. In 1986, Wonder managed to convince the US government to proclaim **Martin Luther King's** birthday (January 15) a public holiday (a wish he had already expressed on the 1981 hit single *Happy Birthday*).

The *Jungle Fever* movie deals with two families—one African-American, the other Italian-American—who are struggling with

the reality of an interracial love affair. Starring **Wesley Snipes** as the successful architect Flipper Purify and **Annabella Sciorra** as Angie Tucci, his working-class lover, the film also features **Anthony Quinn** and **Spike Lee**.

The soundtrack album was produced by Wonder in his own **Wonderland Studios**. It contains four ballads that should work well in nighttime shows, especially the tracks *Lighting Up The Candles* and *Make Sure You're Sure*. On top of that, Wonder supplies his usual recipe of strong dance floor and EHR-friendly material: *Gotta Have You* (the first single) and the title track with its heavy percussion arrangements. The former track presents Motown's new hope for the future **Boyz II Men**—who have just released their own debut album *Cooley High Harmony*—on backing vocals.

The movie premiered at the Cannes Film Festival on May 16, where it was nominated for a Golden Calf award. At press time, the winners had not been announced. "Jungle Fever" will be opening at European box offices in mid-June.

The release was sudden and unexpected for most Motown/RCA label managers in Europe. Motown European release co-ordinator **Otta Baeten** says, "Things had to be organised in a rush. The emphasis is on the movie and bringing Wonder over to Cannes. We also organised some European key press days in London from May 21-25."

Marketing campaigns are currently in preparation and the album was launched at an international press party in London on May 23. Wonder is managed by **Melvin Clark Jr.** of **Stevland Morris Music** in L.A. RT

SPAIN

Tennessee

- Signed to **EMI Spain**.
- Publisher: **EMI Music**.
- Management: **Eliseo Peris/Madrid**.
- New album: *Llueve En Mi Corazon* released on April 15, currently at no. 8 in the Spanish album charts. Also at no. 74 in the **European Hot 100 Albums**
- Promo single: *Llueve En Mi Corazon* released the end of March.
- Recorded at **Elite Producciones/Madrid**.
- Producer: **Eliseo Peris**.
- The band is currently on a Spanish tour.

The doo-wop style of rock & roll now has a Spanish equivalent: "du-dúa". On their second album for EMI, *Llueve En Mi Corazon* (Raining In My Heart), the follow-up to the 1989 label debut *Una Noche En Malibu* (A Night In Malibu), the four-piece vocal group **Tennessee** keep the genre fresh. Although faithful to

their '50s roots, they don't have to rely on covers. From their early days as the "Elvis Boys", the band have made a big artistic progression. Now they write their own material which has already resulted in a gold award in Spain (50,000 units).

Over the years, they have built up an enormous fan base of school kids—all dedicated followers of the Tennessee fashion, the updated college look. The teenagers are back-combing their hair; the boys wear pull-overs, and the girls petti-coats.

Band members **Isidro Arenas**, **Gregorio Garcia**, **Amancio Jiminez** and **Roberto Gil** are absolute superstars, who appear on all major TV shows. **EMI**, however, is not considering European releases at the moment. The Spanish language is seen as a barrier for outside acceptance. Therefore, the first releases abroad will be in South-America, starting with Mexico in June. The Mexican market is highly receptive to what is called "Fresa" music, meaning "music as sweet as strawberries".

AUSTRIA

Bingoboyz



Number One The Easy Way). And it worked: under the banner **The Timelords**, they enjoyed the no. 1 UK hit *Doctorin' The Tardis*. One of the readers of the handbook was a young Austrian producer called **Martin Neumayer**.

He subsequently transformed **ABBA's S.O.S.** into the rap/yodel novelty hit *Bring Me Edelweiss*. The song was a hit for the band **Edelweiss**, selling two million copies worldwide.

History repeats itself, as Neumayer is now involved in another impressive dance project: the **Atlantic** act **Bingoboyz** from Vienna.

The band are currently on their way to world domination with the single *How To Dance*. Using tricks and running gags to draw mass attention, step by step they follow KLF's path to stardom. And Bingo! The song is a hilarious lesson in dance-floor behaviour featuring black New York rap talent **Princessa**. She gives the three pale Bingoboyz, **Klaus Biedermann**, **Paulie Pfab** and **Helmut Wolfgruber**, the extra push to survive on crowded dance-floors.

For a debut album the title is striking: *The Best Of Bingoboyz*, subtitled *The Ultimate Lesson*. Causing confusion seems to be one the band's golden rules for success. Although reggae-tinged, the track *No Woman No Cry* is not a cover of the **Bob Marley** song.

- Signed to **Atlantic**.
- Publisher: **Beat To Beat**.
- Management: **Matthias Schweger** at **World Entertainment/New York**.
- New album: *The Best Of Bingoboyz* released across Europe on May 6.
- New single: *How To Dance* released on March 11, currently charted in Austria at no. 3, Germany (no. 35), Holland (no. 10), Sweden (no. 38) and Finland (no. 4). In **The Coca-Cola Eurochart Hot 100** the single is at no. 28.
- Recorded at **Unique; I.N.S.; Sorcerer Sound; Electric Lady; Prime Cuts**, all in New York, and **Popart/Frenzendorf, Austria**.
- Producer: **Martin Neumayer**.
- Marketing: In-store campaigns vary from market to market.
- Promotion: In May the band did a UK promo tour, highlighted by their appearance at the **Disco Mix Club** convention (DMC) in London.

The **KLF** set a trend with their 1988 handbook *The Manual (How To Have A*

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.

WAKE-UP CALL

Making The Most Of Mornings

If you're dead set on being a no. 1 radio station, the key to your success is through mornings. Morning shows are worth your extra time and effort, and success can be yours if you concentrate on the basics.

by Scott Lockwood

You probably know it instinctively, but there's more than one compelling reason to concentrate your efforts on the morning time:

1. This is radio's prime time. Your largest audience is there—higher and better than any other daypart.
2. People who start listening to you in the morning are likely to continue with you throughout the day, raising all your numbers across the board.
3. Diarykeepers often forget different stations heard throughout the day, but their wake-up station remains top of mind.

Understanding Your Morning Audience

A lot of the mystery surrounding content for a morning programme can be solved by simply taking an honest look at human nature. Take a few moments to think through what people do early in the day, and how long they take to do it.

Most people wake up a little later than they would really like and seek to prepare themselves for the day adequately, but quickly. From "wake up" to "out the door" the general scenario is as follows:

1. Get out of bed
2. Get under the shower
3. Eat a bite
4. Brush teeth, shave, etc.
5. Choose appropriate clothing
6. Check the mirror
7. Go

Of course, this written scenario doesn't always work perfectly, or exactly in this order. For instance, some people never eat breakfast in the morning, or they eat in a restaurant, etc. Some eat first and shower later. Women (and mothers in particular) have even more responsibilities, and thus a longer "to do" list. It is fair to say, however, that most people do at least these things, if not more, and radio is a perfect companion because of deadline pressure. You should make your own custom list based on your station's particular target group. ^A

In general, men and young people will give you about 30 minutes at the house. Single women about 45 minutes, housewives responsible for the family even longer. Your average time to grab

them at home is probably somewhere between 20 to 40 minutes.

Doing The Basics

Given the hectic nature of things for people in the morning, your best shot is to serve them as a secondary activity and occasionally bring them to the point of making radio their primary activity. In the first instance, you have all their morning time. With the latter, you'll get two to three minutes per day.

By consistently working on it day to day, the listening public come to know the station for being "the one with the time when you need it".

In other words, most of the time you should do the basics (as brilliantly as possible), then look to occasionally capture their attention as a primary listener with service and/or frosting type of highlights (humour, etc.).

The basics (for a music station), in their order of importance are: music, news, time, weather and traffic (in metro areas).

You can talk a little bit more in the morning, even on a music station. People expect it and need it, but music is still priority one for the listener. Long talk sets usually won't work because people don't have the time to devote to it. Play a couple of extra songs every hour and you'll certainly win listeners.

Stick with the hits, too. Save your newer entries for later in the day when people have more time to experiment.

News is an essential ingredient, but should be as tight and compact as possible. Stick to top stories, whether they are international or local. Most people want the news in the morning to feel informed, but not overwhelmed. One shorter newscast every half hour works better than a single long one each hour.

The time, as basic as it is, can help dramatically improve numbers. Even though people have clocks at home they don't often have time to look at them. Therefore, they depend on you to give it often and accurately.

In the morning it's a good idea to say it twice every time. This is because people don't always catch it the first time. They merely hear

that you're doing the time, then start listening. In morning drive there's no such thing as overdoing it.

The weather, done cleverly, will always be your top feature in every hour. Actually, you should look to present it several times in slightly different styles. Don't just give people the weather, tell them what to do as a result of it.

Traffic in most metro areas is a valuable service to offer, but be careful. Traffic for many is either uninteresting or not useful. Commuters tend to know the traffic pattern on their route. Non-commuters would rather hear music. To succeed with traffic you need to stay with the unexpected. Similar to the weather,

you should never just report traffic, but offer alternative routes to avoid jams.

Most listeners are passive and will be pleased with these items as entertainment and information. However, you still have the opportunity of offering still more value through highlights.

Moving To The Next Level

Beyond the basics you have numerous other opportunities to shape and form the image of your mornings. They include humour, contests, news features, interviews.

Humour has always been a big favourite in the morning, perhaps because most people have a hard time feeling good just out of bed.

Humour is an emotion that sells effectively because of its wide appeal, but beware. Really good humour is difficult and only a relative few have a sense for it. If your morning presenters aren't sure of themselves, stay away from it. If they're good with it, balance the hour with just enough and focus on quality. Three to four good bits an hour is plenty. One major gag in the morning is all it takes.

Contests can be fun for listeners. Oddly enough, you do not need to offer tremendous prizes (although the trend seems to be going the other way). A short quiz with a good twist and a decent prize is enough to capture the imagination. The type of contest you do depends on your goal. A huge contest in the morning with a big cash prize is fine, but perhaps you

Morning Show Set-Up

Basics

1. Music
2. News
3. Time
4. Weather
5. Traffic (in metro areas)

Advanced

1. Humor
2. Contests
3. News Features
4. Interviews

would rather recycle listeners to another time point with money.

News features can be another great way to draw listeners into primary listenership, providing its truly topical and interesting. The top news story of the day is all you should really deal with here. A good news feature should have an interesting angle to it to qualify as a feature, otherwise it should stay in a regular newscast. Pay attention to brevity here, and don't overdo it. One really great feature per day (the hottest story) is worth four small features that no one cares about.

Interviews, closely related to features, provide the chance to build image. These could be interviews with prominent newsmakers, celebrities, or musicians. Again, keeping it tight and to the point provides the best result. Like features, interviews should be topical. Don't interview yesterdays heroes.

As highlights for your morning show, each of these elements are important ingredients. Know, however, that these are still second level to basics. Man can live on basics alone, but the frosting makes it far more interesting.

Making The Basics Brilliant

You're probably doing the basics already. Just about everyone does instinctively. What sets the winners apart from the losers is how good the basics are done and how well they can be remembered.

The world's great radio stations understand these basics well and have presenters who build a special and interesting package around them. Therein lies their key to success. Truly great personalities can fail unless they concentrate their efforts in the right direction.

The time is a terrific example of a basic that can always be improved upon. Most presenters see the time as being a dull basic, something that's rather uninteresting. Right they are, the time is dull, especially after years and years of doing it. Presenters sometimes forget, unfortunately, how useful it is. Its importance is overshadowed by the latest news story,

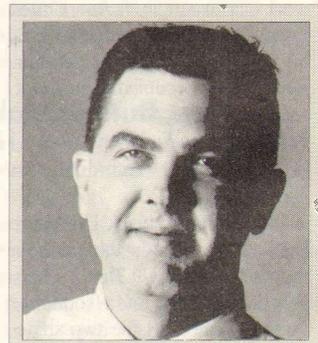
a funny joke, etc. Suddenly the time is just something that has to be done quickly and "thrown away".

The successful station and presenter never forget this as a basic and constantly look for new ways of presenting it in a unique and memorable fashion. By consistently working on it day to day, the listening public come to know the station for being "the one with the time when you need it".

Sit down for an hour and do a time exercise. Write down 20 different ways to present the time. You'll be surprised at how many new possibilities you'll come up with.

What's true for time is also true for weather and other basics. Weather can be greatly improved by telling people how to dress, what clothes to put on the kids, whether or not to take an umbrella. Sound effects can help build a visual and more memorable mental picture for the listener. A good weather jingle will raise awareness, too.

In conclusion, the ability to create or improve a morning package lies with the simple basics. Taking these basics and packaging them well will attract and keep listeners. Getting listeners started with your station early in the morning will ensure a success day for you and your staff.



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.

Opening Up The Video Windows

This year video companies are releasing many products on laserdisc as well as VHS. Music video, the record industry's "fourth format", presently accounts for only 3% of total revenue. This could all change drastically with the introduction of the shining gold laserdiscs which deliver perfect sound and pictures.

Music video concerts, biographies, interviews and clip compilations offer a variety unparalleled in the audio sector. And even when video product is released in parallel with its audio counterpart, audio sales are not adversely affected.

Video usually offers buyers something exclusive to the format—dressing-room chat, stars linking the clips or extra live tracks.

Next stop: convincing both retailer and customer.

BMG, EMI, PolyGram, Virgin and Warner all have international video companies based in London, and are opening offices in other countries to speed up marketing and promotions since consumers and retailers in each territory have different needs and customs.

Comments **BMG Video International VP Adrian Workman**. "Video companies are not set up any longer as ancillary divisions to record companies. We're independent profit centres in our own right. Video has its own life and consumer-dedicated fan base."

The UK is still the most-developed market with the highest sales. But France, Germany and Italy are fast-growing markets and other European countries are developing steadily, although they have a lot of catching up to do.

Says **Warner Music Vision VP Ray Still**, "The UK is very highly developed. You see music racked side-by-side with audio and film titles, something continental Europe has yet to see."

What Sells, What Doesn't

All styles of music have proven viable on video in varying degrees, although success on the fourth format doesn't always reflect a genre's audio popularity.

Dance is a case in point. Virgin's *Soul II Soul* video, filmed live at Brixton Academy and marketed as a stand-alone release, only managed to sell 25,000 units, whereas *Soul II Soul's Club Classic* album was a smash hit in many countries, including the US. This performance contrasts with the *Simple Minds' In Verona*, again a stand-alone release, which sold 100,000 units.

Traditionally, heavy metal/hard rock is a guaranteed steady seller. Scandinavia has always had a soft spot for heavy metal, and the genre sells better in Germany and Italy than France and Spain.

Executives say it's not hard to market a new **Iron Maiden**

Europe is already embracing VHS. Markets are expanding rapidly, with the exclusion of the UK, which has reached saturation point.

The industry hopes that laserdisc, with its digital format, will have the same effect on VHS as CD has had on vinyl.



or **Guns 'n' Roses** video because retailers are aware that a loyal fan base will be ready and waiting.

Explains **PMI UK marketing manager Guy Warren**, "A strong fan base always buys all product. If **Iron Maiden** have got an album out fans will buy the video. But if there's a gap between albums a video will give the band 'media focus' and fans will buy. If you do go for the gap, you get a complete focus on the video. But traditional thinking is to sell the video along with the album; retailers are more keen to take it."

There are certain artists who always sell well. PolyGram's international marketing manager **Nadia Ostacchini** cites **The Cure** as a good example of a band whose fan base ensures high sales. "Bands like The Cure can get away with it [releasing a compilation video] as they have a loyal fan base. I don't think they'll secure any more fans by releasing this programme. Their fans will buy it because they want it and have to have it. However, you only find this with certain artists."

Cliff Richard also benefits from a dedicated fan base. This factor, plus some creative marketing for the limited edition double video released last Christmas saw it reach triple platinum sales of 150,000 in the UK. Originally, PMI considered marketing Cliff in the UK at £19.99 (app. US\$35.00). However, research showed sales doubled by dropping the price to £16.99. The video set was designed as a gift with an accompanying booklet in an easy-to-wrap box.

For some, video is central to their image. Artists have become far more conscious of the importance of the video in marketing their image and are more creatively involved. Says **Ray Still**, "For some acts the video is instrumental to their success. The videos give them a particular look. **Sisters of Mercy**, **ZZ Top** and **Madonna** have created videos which have been vital to their success."

Specialist music needs a different approach. **Warner Music Video** and **MCEG Virgin Vision** are marketing series of jazz videos without going for a large media spend.

MCEG Virgin Vision UK marketing manager **John Paisley** says, "There's a much more direct market for specialist music. So for jazz we'd target jazz fan magazines and jazz shops."

BMG currently has only one jazz title, but **Workman** says this will change. "Jazz is one area that doesn't seem to sell, probably because our video label hasn't made the product available, so we haven't yet stimulated jazz buyers to the video habit. Get catalogue out there and there is no logical reason why they won't turn to it. But it will be a small market because jazz albums sell in small quantities."

Compilations

Music video compilations, unlike their audio counterparts, are proving increasingly harder to market unless there is some unique selling point, such as by decade—music from the '70s or '80s—or by genre. As a genre, glam rock has a strong fan base so retailers are keen to stock it. **Paisley** says Virgin's Glam Rock videos consistently sell well.

Multi-artist compilations, however, are unpopular with retailers as consumers tend to prefer a single artist compilations or long-form. *Now 19* is the first **Now** compilation album without an accompanying video.

PMI and Virgin take turns in producing the video, even though the album sold in large quantities. **Paisley** says the reason was because "sales dropped by 75% between *Now 13* and *18*." PMI wouldn't sanction a video either. **Warren** says, "Sales of multi-artist compilations have completely dropped out of the window. There's a lack of retail support and a lack of consumer support, but we can't say which comes first. With multi-artist tapes where's the loyalty factor? Where are the heart-throbs to sell them in quantity?"

Most dance videos are multi-artist compilations, and consequently the videos are sluggish sellers despite the popularity of dance records. **Paisley** notes that compilation album *Awesome* "did brilliantly on vinyl, but didn't sell on video." He adds, "We don't do any dance tapes, full stop. My personal opinion is dance doesn't sell in the video format. Dance may have dominated the scene in many countries for



"We don't do any dance tapes, full stop. My personal opinion is dance doesn't sell in the video format... video sales have not matched audio sales." - John Paisley



"Bands like The Cure can get away with it [releasing a compilation video] as they have a loyal fan base." - Nadia Ostacchini



"If there's a gap between albums a video will give the band 'media focus' and fans will buy. If you do go for the gap, you get a complete focus on the video." - Guy Warren

the last two years, but video sales have not matched audio sales."

Says Warren, "Sales started to decline as dance took over from pop, so retailers got less keen. It became less available and now no major retailers will stock it. Plus there is more competing product available. Space is very competitive in retail outlets and with the sorts of sales dance gets on video it's not worth the effort."

BMG is so far the only company to put out a dance compilation magazine. Despite slow sales so far, Adrian Workman remains committed to the concept, "I feel with the *Dance International Video Magazine* we have created something up-to-date and state of the art. But it's difficult to get across to the consumer that it's a worthwhile product. Most dance buyers are spending their money on 12" singles or nightclubs.

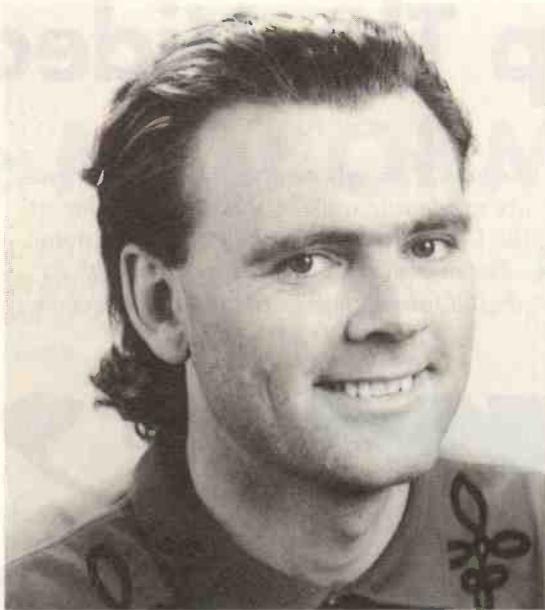
"I feel dance product needs more commitment from retailers to break open the market. Lots of dance product tends to be racked obscurely at the bottom of shelves. It should be treated with the respect it deserves."

Workman says he is convinced that successful long-term artists will come out of the dance scene and that the dance video market will explode. He says, "Dance video in North America is really happening. Retailers have seen dance sell well and rapidly. In some places in middle America dance videos are doing better than rock. Once some of these acts cross over then attitudes are going to change. Record companies put so much unexposed time and energy into dance tracks and videos. One reason we continue is because eventually dance is going to happen and we want to be a part of it."

Video Magazines

The bi-monthly video magazine is a fairly new concept and sales have so far been minimal. With their mix of big-name artists, concert footage and interviews, they are extremely expensive to produce.

Hard 'N' Heavy, the heavy metal market leader, is no exception, with costs running between £60,000-£100,000 per issue. *Hard 'N' Heavy* is produced by **Directors Interna-**



"Video companies are not set up any longer as ancillary divisions to record companies. We're independent profit centres in our own right. Video has its own life and consumer-dedicated fan base."

- Adrian Workman

tional and has had a gamut of distributors: PMI took the first six, Virgin the next and Warner has just picked it up. Sales estimates vary but Virgin say that per issue it was achieving 8,000 in the UK and 2,000 around the rest of Europe, with Italy leading the way.

PMI dropped it because it didn't generate enough sales to make it worthwhile to distribute while Virgin, although firmly behind the concept, found it required a lot of marketing in Europe and the company was hindered by video magazines not having their own retail space in stores. Paisley says, "We found it a bit of an uphill struggle to convince both retailer and public why they should buy video magazines month after month. I think Warner will do well on issue 13 because it features Guns 'n' Roses. Then sales will tail off over following issues."

Ray Still disagrees. He foresees *Hard 'N' Heavy* sales improving consistently and adds, "*Hard 'N' Heavy* performed particularly well with PMI in the first six issues but lost a bit with Virgin. We have some substantial items in the next two or three issues including Guns 'n' Roses live from Rio (concurrent with their new **Geffen** album) and an extended Donington feature. We have further ideas for the next six issues which will raise the profile of the magazine."

Selling advertisements or sponsorship is generally agreed to be the only way video magazines will ever break even or make a profit. BMG has negotiated with magazine *Rock Power* to advertise in the US edition of its heavy metal video mag *Metal Head*.

All agree that consumer awareness of video is growing and that taste has matured. In the past BMG considered that hard rock music would be a big seller in the GAS countries and Scandinavia. But now the individual BMG video operations in each country have expanded their product range and everything sells, with **Depeche Mode** and **The Eurythmics** currently outselling everything else.

Companies are also concentrating more on domestic product, as it sells well when marketed by staff based in the home territory. Warner's Italian team has been pursuing a local campaign with great success. BMG, which is very supportive of its local staff, reports **Roch Voisine** is a best seller in France, a country where French-language product is always popular. Workman says, "Previously, we'd be reactive to the success of an artist—we're much more proactive now. You've got to fight for your position—and it's a position worth fighting for."

by Sarah Davis



BELINDA CARLISLE

A 9 TRACK VIDEO COMPILATION

TRACKS INCLUDE:

HEAVEN IS A PLACE ON EARTH

I GET WEAK

(WE WANT) THE SAME THING

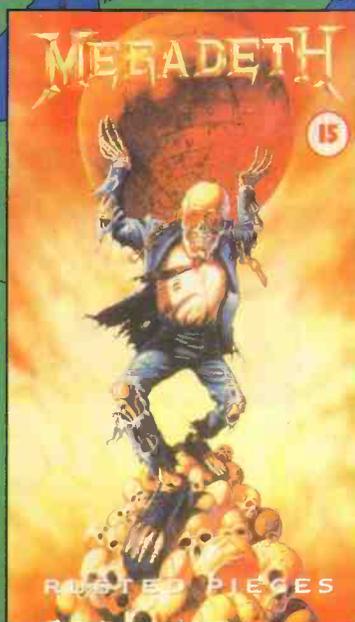
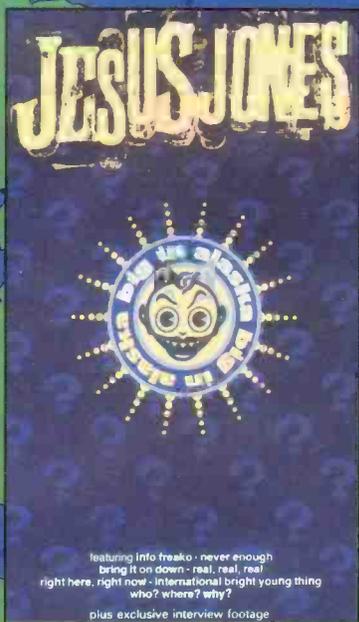
VVD 903



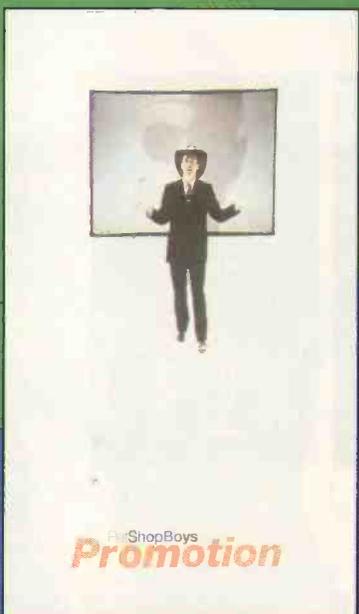
RUNAWAY VIDEOS

EMI
PICTURE MUSIC
INTERNATIONAL

EURO-VISION



ON VIDEO



AVAILABLE EURO-WIDE FROM EMI

Music Video Product Update

BMG Video International

Although most videos are released to coincide with an audio release or tour, BMG Video International is releasing a number of stand-alone products. Out in June are rap magazine *Slammin' Rap III*, featuring LL Cool J, Big Daddy Kane and Eric B & Rakim; a Jerry Lee Lewis anthology and *Pop Will Eat Itself*. Catering for the niche market, in September BMG will release *Deep Blues*, a blues anthology and *Messin' With The Blues - 1974 Montreux Jazz Festival* featuring Buddy Guy, Junior Wells and Muddy Waters. There will also be a video of Little Richard in concert.

In October there are what BMG VP Adrian Workman refers to as "timeless" releases: Lennon - *One on One* (with Stevie Wonder and Roberta Flack) and Muddy Waters.

In June BMG is releasing *Whitney*, a live video to tie in with her tour, and *Stray Cats: Live* - a clip compilation released alongside the Stray Cats new album. A six-track clip compilation from *Starship* will be released in August and there are plans for a new album.

In September BMG is releasing *Hendrix - Plays Berkeley*: many consider this concert to be Jimi Hendrix's best performance; a corresponding live album will be out on Polydor. Gearing up for Christmas, there will be a *Mute* clip compilation. Bands include Depeche Mode, Erasure, Bo Diddley - *In Concert*, and an eight-track Whitney Houston clip compilation.

MCEG Virgin Vision

The company has lined up lots of new product, tied in with upcoming albums or tours. The video *S'Express* will be released in July preceding a new album of the band on *Rhythm King*, scheduled for early September. The video is a mix of live footage and clips.

September sees a compilation of Feargal Sharkey clips to tie in with a single. In October there will be *The Story of the Sex Pistols*, a retrospective video of singles and live tracks charting the band's progress from day one and including the break-up and solo projects. The video ties in with an album release and there will be heavy cross promotions with Virgin Records on the album.

There will be a UB40 live tape filmed at a special one-off in Finsbury Park, London on June 22, 1991. There will also be a video of *Simple Minds* clips to follow their tour in August. The video is closely linked to back catalogue and tour promotion. There will be TV advertising to re-promote the last album.

Virgin is also releasing the eight-part *Music Makers* series: four in June and four in July. The well-known "how-to-play" tapes are hosted by Jools Holland and will be subtitled for Europe. UK marketing manager John Paisley says, "These are good for summer: when people are sitting around with nothing to do they can learn to play guitar."

PMI

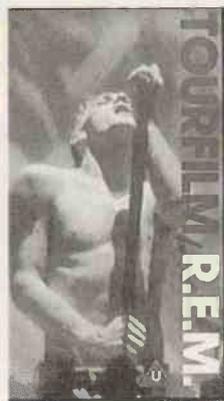
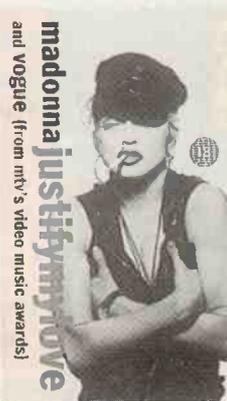
A range of classical videos have been released by PMI in May on both VHS and LD formats including Nigel Kennedy's *Brahms Violin Concerto* with The London Philharmonic and *Schubert: Symphony No. 9* performed by The Vienna Philharmonic Orchestra and conducted by Riccardo Muti. Also, PMI has released *Maria Callas: Debut a Paris* as a stand-alone product. It features original film from national archives and digitally remastered sound. The Callas video was developed for laserdisc and is being released simultaneously on LD and VHS.

On the pop/rock side, there is the Megadeth's *Rusted Pieces* video.

In June PMI is releasing *Jesus Jones* - a "humorous"

Summer is a traditionally slow time for music video releases. There tends to be a surge in May and early June and then a lull until the Autumn. Here's what the major labels have in store:

mv MUSIC VIDEOS

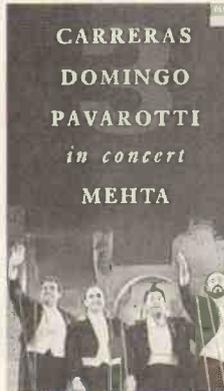
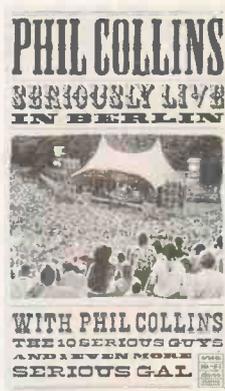


blend of promo clips plus interview footage and a promo clip compilation from the Pet Shop Boys, released in conjunction with their world tour and the forthcoming single *Jealousy*.

PMI is releasing a series of six Karaoke videos. *Volume 1* is already out and the rest will be released over the summer with the final release timed for Christmas.

PMV

PolyGram Music Video has released *Soft Cell* and *Marc Almond: Memorabilia (Best Of)* in May. In June PMV is



releasing *The Cure - Picture Show* and *James. Rita MacNeil* is being filmed in June for video release in September with her new album. Also due out in September/October is *Bob Marley - Time Will Tell*, a video commemorating the tenth anniversary of Marley's death. It is both a TV and video project and uses material including newsreel, archive film and live footage, performances and interview footage—some never seen before. PMV is wor-

king towards releasing everything simultaneously on LD.

PMV hopes to build on the success of *The Three Tenors* last year, which was PolyGram's biggest selling video worldwide. It was marketed with special events and shown on TV, which gave it excellent exposure.

SMV

Sony Music Video released *Harry Connick Jr. and his Orchestra Swinging Out Live* on May to complement his double A-sided single and European tour. For release in June several new music videos are scheduled.

These include *John Hammond: From Bessie Smith To Bruce Springsteen*; the documentary *Coming Out Of The Dark* by Gloria Estefan, *Warrant with Cherry Pie..Quality You Can Taste*; *Mötörhead's Live..Everything Louder Than Everything Else*; *Meatloaf's Hits Out Of Hell*; and Australian act *Black Sorrows* with *Live At The Palace*.

Following a first batch of two releases in December, SMV has scheduled the release of another two sets of *New Kids On The Block* cartoons. A series in 13 episodes of 25 minutes each, June sees the release of *In Step..Out Of Time/Kissed, Missed and Double Dissed* and *Overnight Success/New Heroes On The Block*.

Currently, SMV Europe product manager Fiona Fairbanks is putting together a Techno-tronic video entitled *Move That Body* coinciding with the May 27 release of the band's new album *Body To Body*.

Possible future videos for CMV—although not confirmed—are *Bros* and *Roachford*.

Warner Music Vision

The company has a strong range of titles due between now and the end of the year. First, there will be a concert video on *Ray Charles*.

There will also be series of rock profiles. The June issue of *Hard 'N' Heavy* will feature *Guns N' Roses*, *Anthrax*, *Faith No More*, *Dogs D'Amour*, *Hanoi Rocks*, and will be the platform for a music video rock campaign including titles from *Mr. Big*, *AC/DC*, *Kings X*, *Aerosmith* and *Motley Crue*. Scheduled for the last quarter of the year are *Eric Clapton* live from the Albert Hall, which will be released with an album; a *Decade of Motley Crue*, again released with an album; a *Chris Rea* clip compilation; a clip compilation of *Sisters of Mercy* from their earliest days and possibly a *Rod Stewart Greatest Hits* compilation for later this year.

MD *Ray Still* also expect a Christmas release for *Seal*.

Warner Music Vision Italy, Still says, "has been contracting local artists which has enabled them to make a successful campaign." Artists include *Pooh Live*, *Enrico Ruggeri*, *Francesco de Gregori* and *Paolo Conti*. "From my point of view it's so important that the market in the rest of Europe develops; for example in Germany sales from *Westenhagen Live* significantly exceeded the *Collins* and *Madonna* titles."

Warner is also in discussion with *Pioneer* over laserdisc. *Pioneer* is mounting a significant hardware campaign in the UK, France, Germany and Italy in the autumn. Still says, "We're going to support them with software in conjunction with Warner Home Video. And on the music side, we're already selling LD in France and Germany."

Additionally, Warner has released a series of jazz titles in the *Jazz Master Series* in May that included *Stan Getz*, *Miles Davis*, *Count Basie* and *Duke Ellington*.

Warner is also starting a series of rock profiles. Bands include *Foreigner*, *Yes* and *Cream* and it expects to release the definitive *Led Zeppelin* later this year featuring unseen concert footage and interviews with the band.

by Sarah Davis

MUSIC & MEDIA READER PROFILE

“ If discovery consists of looking at the same thing as everyone else and thinking something different... thank you, Music & Media. ”

Giles Squire **Associate Director of Programmes** **Metro Radio Group**

Giles Squire embarked on his career in radio at the age of 16 with the United Biscuits Network. He moved to the Northeast for the launch of Metro Radio in July 1974, where he was the youngest DJ. Giles progressed through the station to eventually become METRO FM's programme controller in January 1988. He is now also an Associate Director of the company and programme controller of GNR (Great North Radio). In nearly 17 years with METRO, Giles has helped create the most successful radio group in the country for generating audience and revenue.



Metro Radio Group (Tyne Tees) has a 50.4% audience share - the highest ratings achieved by a radio group in a major market.

MUSIC & MEDIA

Europe's Music Radio Newsweekly
Rijnsburgstraat 11, 1059 AT Amsterdam, The Netherlands
Tel: (+31) 20.669 1961 - Fax: (+31) 20.669 1941



STATION REPORTS

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

UNITED KINGDOM

BBC RADIO 1/London

Paul Robinson - Editor Mainstream

A List:
AD Color Me Badd - I Wanna Sex
 Deacon Blue - Your Swaying Arms
 Definition Of Sound - Now Is Flowered Up - Take It
 Gang Starr - Lovesick
 Kylie Minogue - Shocked
 Wilson Phillips - You're In

CAPITAL RADIO/London

Richard Park - Prog. Contr.

A List:
AD Gary Clail - Escape
 Clannad - Why Worry
 Lonnie Gordon - Gonna Catch You
 Lenny Kravitz - It Ain't Over
 Mariah Carey - There's Got To Be A Way
 Marc Cohn - Walking In Memphis
 Jason Donovan - R.S.V.P.
 Jesus Loves You - Generations
 Dannii Minogue - Success
 R.E.M. - Shiny Happy People
 Scorpions - Wind Of Change
 Sonia - Only Fools
B List:
AD Definition Of Sound - Now Is
 BB Queen - Blueshouse
 Wonderstuff - Caught In My
 Shawn Christopher - Another
 Deep C - Chill To The Panic
 Johnny Parker - Love It Forever
 Kenny Thomas - Thinking About
 Xpansions - What You Want
 Light Of The World - Keep The

ATLANTIC 252/County Meath

Paul Kavanagh - Head Of Music

A List:
AD Rude Boys - Written All Over
 Doors - Light My Fire
 Marc Cohn - Walking In Memphis
 Soft Cell - Tainted Love
 TPau - Whenever You Need Me

METRO FM/Newcastle

Giles Squire - Prog. Contr.

A List:
AD Soft Cell - Tainted Love
 Crystal Waters - Gypsy Woman
B List:
AD Color Me Badd - I Wanna Sex
 Sonia - Only Fools
 MC Hammer - Yo Sweetness
 Hue & Cry - My Salt Heart
 Kym Mazelle - No One Can Love
 Wonderstuff - Caught In My
 Kylie Minogue - Shocked
 Praise - Love Without Reason
 Technotronic - Move That Body
 Mariah Carey - There's Got To Be A Way
 Johnny Hates Jazz - Let Me Change
 Alison Moyet - Wishing You Were
 Xpansions - What You Want
 Gary Clail - Escape

PICCADILLY RADIO/Manchester

Keith Pringle - Head Of Music

A List:
AD Color Me Badd - I Wanna Sex
 Lenny Kravitz - It Ain't Over
 Soft Cell - Tainted Love
 TPau - Whenever You Need Me
 MC Hammer - Yo Sweetness
 Dannii Minogue - Success
 Northside - Take 5
 Pop Will Eat Itself - 92 Degrees
 Labi Siffre - Most People Sleep
B List:
AD Hue & Cry - My Salt Heart
 Alison Moyet - Wishing You Were
 R.E.M. - Shiny Happy People
 Siouxsie & The Banshees - Kiss

BRMB/Birmingham

Robin Valk - Head Of Music

A List:
AD Waterboys - Fisherman's Blues
 Lenny Kravitz - It Ain't Over
 Kenny Thomas - Thinking About
 Color Me Badd - I Wanna Sex
B List:
AD Mariah Carey - There's Got To Be A Way
 Living Colour - Saloce Of You
 Chris De Burgh - The Simple
 T-99 - Anasothia
 Sweet Addiction - Enough Is
 RPLA - Unnatural Woman
 Big Dish - 25 Years
 Atom Seed - Rebel
 The Fat Lady Sings - Twist
 Xpansions - What You Want
 Sold Out - Shine On
 Daddy Freddy - Daddy Freddy's
 Gary Clail - Escape

RADIO CLYDE/Glasgow

Alex Dickson - Prog. Dir.

A List:
AD Big Dish - 25 Years
 Lenny Kravitz - It Ain't Over
 Praise - Love Without Reason
 Mariah Carey - There's Got To Be A Way
 Kenny Thomas - Thinking About
B List:
AD Donna Gardner - Good Thing
 Doors - Light My Fire

RADIO CITY/Liverpool

Tony McKenzie - Head Of Music

A List:
AD Kirsty MacColl - Walking Down
 Living Colour - Saloce Of You
 Extreme - More Than Words
 Paul Weller - Into Tomorrow
 Triplets - You Don't Have To Go
 The Fixx - How Much Is Enough
 St Etienne - Nothing Can Stop
 Another Day - Creation Playground
 Marc Cohn - Walking In Memphis
 Rodeo Jans - Get Wise
 Vanity Kills - Give Me Your

RADIO TRENT GROUP/Nottingham

Len Groat - Deputy Prog. Dir.

A List:
AD Soft Cell - Tainted Love
 Queen - Headlong
 R.E.M. - Shiny Happy People
 De La Soul - Ring Ring Ring
 Elvis Costello - Other Side Of
 Sonia - Only Fools
 Wonderstuff - Caught In My
 Crystal Waters - Gypsy Woman
 Fixx - How Much Is Enough
 Kym Mazelle - No One Can Love
 Triplets - You Don't Have To Go
 Roxette - Fading Like A Flower
 Alison Moyet - Wishing You Were
 Tony Banks - I Wanna Change
 Hue & Cry - My Salt Heart
 Mariah Carey - There's Got To Be A Way
 Alexander O'Neal - Shame On Me
 Jane's Addiction - Classic Girl
 Steve Booker - Wedding Day
 Labi Siffre - Most People Sleep

DOWNTOWN RADIO/Belfast

John Rosborough - Head Of Prog.

A List:
AD Deacon Blue - Your Swaying Arms
 Hue & Cry - My Salt Heart
 Bob Marley - One Love/People
 Chris de Burgh - Simple Truth
 Kirsty MacColl - Walking Down
CHILTERN RADIO & NORTANTS RADIO & SEVERN SOUND/Dunstable/Northampton/Gloucester
 Clive Dickens - Head Of Music
A List:
AD Omar - There's Nothing Like
 Lenny Kravitz - It Ain't Over
 Nikke - Nikke Does It Better
 Soft Cell - Tainted Love
B List:
AD Kenny Thomas - Thinking About
 Big Dish - 25 Years
 Doors - Light My Fire
 Pet Shop Boys - Jealousy
 Kirsty MacColl - Walking Down
 Salt 'N' Pepa - Do You Want Me

GWR/Bristol/Swindon

Andy Westgate - Head Of Music

A List:
AD New Kids On The Block - Call It
 Sold Out - Shine On
 Paul Weller - Into Tomorrow
 Divinyls - I Touch Myself

RADIO FORTH/Edinburgh

Colin Somerville - Head Of Music

A List:
AD Color Me Badd - I Wanna Sex
 Big Dish - 25 Years
 Blessing - Highway 5
 Doors - Light My Fire
 Dannii Minogue - Success
 Nightcrawlers - Living Inside A
 Soul Family Sensation - I Don't
 Wonderstuff - Caught In My
B List:
AD MC Hammer - Yo Sweetness
 M-People - Colour My Life
 Alison Moyet - Wishing You Were
 Salt 'N' Pepa - Do You Want Me
 Fat Lady Sings - Twist
 Technotronic - Move That Body

RED ROSE/Preston/Blackpool

Kenni James - Head Of Music

B List:
AD Marc Cohn - Walking In Memphis
 Tracie Spencer - This House
 Soft Cell - Tainted Love
 Crystal Waters - Gypsy Woman
 Tevin Campbell - Round & Round
 Color Me Badd - I Wanna Sex
 Hi-Five - I Like The Way
 Dannii Minogue - Success
 Soul Family Sensation - I Don't
 Party - That's Why

HORIZON RADIO & GALAXY RADIO

Milton Keynes/Bristol

Clive Dickens - Head Of Music
A List:
AD Soft Cell - Tainted Love
 Omar - There's Nothing Like
 Kenny Thomas - Thinking About
 Nikke - Nikke Does It Better
 Dannii Minogue - Success
 Hue & Cry - My Salt Heart
 Technotronic - Move That Body
 Jesus Loves You - Generations

RADIO HALLAM/Sheffield

Dean Peppil - Head Of Music

A List:
AD Soft Cell - Tainted Love
 Keedy - Save Some Love
 Color Me Badd - I Wanna Sex
 G.W. McClennan - Easy Come Easy Go
 Quadrophonia - Quadrophonia
 Sat 'N' Pepa - Do You Want Me
 Clive Griffin - I'll Be Waiting
 T-99 - Anasothia
 Blessing - Highway 5
 Sonia - Only Fools
 MC Hammer - Yo Sweetness
 Jellyfish - Baby's Coming Back
 That Petrol Emotion - Sensitize
 Soul Family Sensation - I Don't
 Tracie Spencer - This House
 Hue & Cry - My Salt Heart
 Siouxsie & The Banshees - Kiss
 Queen - Headlong
 Crystal Waters - Gypsy Woman
 Flowered Up - Take It
 Wonderstuff - Caught In My
 BB Queen - Blueshouse
 Kylie Minogue - Shocked
 Praise - Love Without Reason
 Technotronic - Move That Body
 Mariah Carey - There's Got To

Johnny Hates Jazz - Let Me

Alison Moyet - Wishing You Were
 Xpansions - What You Want
 Gary Clail - Escape

RADIO BROADLAND/ORWELL FM/SAXON FM/Norwich/Ipswich/Bury St. Edmunds

Dave Brown - Head Of Music
PP Beverly Craven - Promise Me
 Cathy Dennis - Touch Me
 Wilson Phillips - You're In
 Michael Bolton - Love Is A
 Roxette - Fading Like A Flower
 Amy Grant - Baby Baby

A List:

AD Tom Jones - I'm Not Feeling
 Will Downing - I Go Crazy
 Hue & Cry - My Salt Heart
B List:
AD Mariah Carey - There's Got To Be A Way
 Lenny Kravitz - It Ain't Over
 Alison Moyet - Wishing You Were
 Kenny Thomas - Thinking About

FOX FM/Oxford

Steve Ellis - Prog. Contr.

A List:
AD Blur - There's No Other Way
 Mariah Carey - There's Got To Be A Way
 Lenny Kravitz - It Ain't Over
 Dannii Minogue - Success
 TPau - Whenever You Need Me
 Gang Starr - Love Sick
 MC Hammer - Yo Sweetness
 Johnny Hates Jazz - Let Me
 Kylie Minogue - Shocked
 Triplets - You Don't Have To Go
 Yello - Rubberbandman

RTL 208/London

Jeff Graham - Prog. Dir.

PP Queen - Headlong
 Candy Skins - Freedom Bus
 Shabba Ranks - Trator Load A Girl
 Gloria Estefan - Seal Our Fate
A List:
AD Crystal Waters - Gypsy Woman
 Soft Cell - Tainted Love
 New Kids On The Block - Call It
 Dannii Minogue - Success
 Jason Donovan - R.S.V.P.
 Wilson Phillips - You're In Love
 TPau - Whenever You Need Me
 R.E.M. - Shiny Happy People
 Paul Weller - Into Tomorrow
 Kylie Minogue - Shocked

SWANSEA SOUND/Wales

David Thomas - Prog. Contr.

PP Tony Banks - I Wanna Change
 Paul Simon - Born At The Right
A List:
AD Crystal Waters - Gypsy Woman
B List:
AD Alison Moyet - Wishing You Were

INVICTA FM/Canterbury

Johnny Lewis - Head Of Music

A List:
AD Tony Banks - I Wanna Change
 Soft Cell - Tainted Love
 Praise - Love Without Reason
 Frances Nero - Footsteps
 Seal - Future Love Paradise
 TPau - Whenever You Need Me
 Roxette - Fading Like A Flower
 Simple Minds - See The Lights
 Cher - The Shoop Shoop Song
 Big Dish - 25 Years
 New Kids On The Block - Call It
 Elvis Costello - Other Side Of
 Amy Grant - Baby Baby
 Crystal Waters - Gypsy Woman
 Queen - Headlong
 Divinyls - I Touch Myself
 Wilson Phillips - You're In
 Triplets - You Don't Have To Go
 Bee Gees - When He's Gone
 Beverly Craven - Promise Me
 R.E.M. - Shiny Happy People
 Rolling Stones - Ruby Tuesday
B List:
AD Kenny Thomas - Thinking About
 Clive Griffin - I'll Be Waiting
 Technotronic - Move That Body
 Chris De Burgh - Simple Truth
 Mariah Carey - There's Got To Be A Way
 Wonderstuff - Caught In My
 Alison Moyet - Wishing You Were
 Siouxsie & The Banshees - Kiss
 Enya - Edie
 Johnny Hates Jazz - Let Me
 Living Color - Saloce Of You
 Kirsty MacColl - Walking Down
 Cathy Dennis - Touch Me
 Harry Connick Jr. - Recipe Of

OCEAN SOUND/POWER FM/Faraham

Jim Hicks - Head Of Music

B List:
AD Flowered Up - Take It
 Amy Grant - Baby Baby
 Kylie Minogue - Shocked

RED DRAGON FM/Cardiff

Mark Collins - Head Of Music

PP Roxette - Fading Like A Flower
 Beverly Craven - Promise Me
 Crystal Waters - Gypsy Woman
A List:
AD Soft Cell - Tainted Love
 Color Me Badd - I Wanna Sex
 Kylie Minogue - Shocked
 Hue & Cry - My Salt Heart
 Queen - Headlong

BEACON RADIO/Wolverhampton

Peter Wagstaff - Prog. Dir.

A List:
AD Alison Moyet - Wishing You Were
 Doors - Light My Fire
 Big Dish - 25 Years
 Hue & Cry - My Salt Heart
 Mariah Carey - There's Got To Be A Way
 Kirsty MacColl - Walking Down
 De La Soul - Ring Ring Ring
 Sonia - Only Fools
 Tom Jones - I'm Not Feeling It
 Blessing - Highway 5
 Crystal Waters - Gypsy Woman

KISS FM/London

Grant Goddard - Prog. Dir.

A List:
AD Salt 'N' Pepa - Do You Want Me
 Technotronic - Move That Body
 MC Hammer - Yo Sweetness
 Kym Mazelle - No One Can Love
 Plus One - The Song Will Always
 Kirsty MacColl - Walking Down
 Sue Chaloner - Answer My Prayer
B List:
AD Frankie Paul - Friends
 Wendell Williams - So Groovy
 Galliano - The Power & The

COOL FM/Belfast

John Paul Ballantine - Head Of Music

A List:
AD Chesney Hawkes - I'm A Man
 Elvis Costello - Other Side Of
 Kirsty MacColl - Walking Down
 Siouxsie & The Banshees - Kiss
 Triplets - You Don't Have To Go
B List:
AD Roachford - Get Ready
 Deacon Blue - Your Swaying Arms

FRANCE

RTL/Paris

Monique Le Marcis - Head Of Prog.

AD Jean-Luc Lahaye - Il Faut
 Michel Fugain - Chaque Jour
 Phil Barney - Il Est Paris
 Love Bizarre - Trop D'Amour
 Piggalle - Dans La Salle Du Bar
 Gic Gic - The Great Song
 MC Hammer - Have You Seen Her
 Paul Abdul - Rush Rush
 David Halliday - Oo La La
 Mike & The Mechanics - Word Of

EUROPE 1/Paris

Yvonne Lebrun - Prog. Dir.

PP Jean-Luc Lahaye - Il Faut Vivre
AL Harry Connick Jr.

RMC/Paris

Nathalie Andre - Head Of Music

AD Chico & Roberta - Fiesta No Mor
 Joelle Ursull - Position
 Francois Valery - Qu'Est-Ce
 Christophe Deschamps - Chacun
 Heatwave - Feel Like Making
AL Louise Feron
 E.M.F.
 Christophe Deschamps

SUD RADIO/Toulouse

Marie Ange Raig - Prog. Dir.

AD Massive - Unfinished Symphony
 Inconnus - Auteuil Passy
 Chris Isaak - Wicked Game
 France Cartigny - Sensation
 Heatwave - Feel Like Making
 William Sheller - Un Homme
AL Linton Kwesi Johnson
 Paula Abdul

NRJ NETWORK/Paris

Max Guazzini - Dir.

AD Paula Abdul - Rush Rush
 Francois Feldman - Le Serpent

SKYROCK/Paris

Laurent Bouneau - Prog. Dir.

AD Roger Milla - Sandy
 Dream Warriors - My Definition
 Milltown Brothers - Applegreen
C&C Music Factory - Gonna

FUN RADIO/Paris

Bruno Witek - Prog. Dir.

Hervé Lemaire - Prog. Ass.
PP Manie Love - It's A Shame
 Beverly Craven - Promise Me
 Whitney Houston - All The Man
 Jean-Jacques Goldman - A Nas
C&C Music Factory - Gonna
 Kim Appleby - Don't Worry
 Vanilla Ice - Ice Ice Baby
 Mylene Farmer - Desenchantée
 UB40 - Hamey Girl
 Seal - Crazy
AD R.E.M. - Losing My Religion

EUROPE 2 NETWORK/Paris

Marc Garcia - Prog. Dir.

J.P. Michel - Music Dir.
PP Beverly Craven - Promise Me
AD William Sheller - Un Homme
 Pauline Ester - Une Porte
 Zucchero/Young - Senzo Una
 Feargal Sharkey - I've Got
AL William Sheller

SCOOP/Lyon

Philippe Teissier - Prog. Dir.

AD Jil Caplan - Tout C'Qui Nous
 Jim Hicks - Head Of Music
B List:
AD Flowered Up - Take It
 Amy Grant - Baby Baby
 Kylie Minogue - Shocked

RVS NORMANDIE/Rouen

Frank Orcel - Prog. Dir.

AD Inconnus - Auteuil Neully
 Roch Vaissine - On The Outside
 Reddy - Save Some Love

RADIO NANTES/Nantes

Philippe Nasset - Prog. Dir.

PP Lisa Fisher - How Can I Ease
AD Francois Feldman - Le Serpent
 Alain Chamarot - Ce Ne Sera
 Anima - Bondit
 Righteous Bros. - You've Lost
 Mecano - Hijo De La Luna
 Chris Isaak - Wicked Game
LP Amar Sunby

RMC COTE D'AZUR/Monte Carlo

KLF - 3 A.M. Eternal

Zucchero/Young - Senzo Una
O.M.D. - Sailing On The Seven
 Louise Feron - Sauvenis De
 Vanilla Ice - Play That Funky
 MC Hammer - Have You Seen Her
 Abyalé - I Wanna Be Your Lover

RIVIERA RADIO/Monaco

Daavid Fortune - Music Dir.

AD Zucchero/Young - Senzo Una
 Pasadenas - Another Lover
 Cher - The Shoop Shoop Song

VOLTAGE FM/Paris

Olivier Allardet - Prog. Mgr.

AD MC Hammer - Have You Seen Her
 Pepsi & Shirley - Someday
 Real Milli Vanilli - Too Late
 Vanilla Ice - Play That Funky
 Banderas - This is Your Life
 Paula Abdul - Rush Rush
 Kava Rea - Sommeil Chaud

WDR 1/Cologne

HIT CHIPS - Weekdays 1-3 PM

Werner Hoffmann - Prod.
AD Roxette - Fading Like A Flower
 Jason Donovan - R.S.V.P.
 AC/DC - Are You Ready
 Simple Minds - See The Lights
 Sheena Easton - What Comes
 Susanna Hoffs - Unconditional
 Cathy Dennis - Touch Me
 Sassy B - Beam Me Up
 Latino Party - Tequila
 Nina Hagen - Berlin

NEWS

* First reactions on U.D.O.'s "Timebomb" album in Japan are fantastic: The album got an outstanding review in Japan's leading metal mag BURRN!

* The comments from German radio stations on SAILOR's new album are also excellent. "La Cumbia", the first single cut from the album, is very hot. The video for this track will be available very soon.

* The sound at the Munich Musicland Studio is currently Hard'n'Heavy: BONFIRE are recording their new album with German producer MACK, who also worked with QUEEN, The STONES and BILLY SQUIRE.

* CHINCHILLA GREEN are recording first demos for their second album in Berlin.

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 BMG Ariola Hamburg GmbH A Bertelsmann Music Group Company
RCA Telefax: 040 491 20 60

GERMANY

SWF 3/Baden Baden
 Ulli Frank - DJ/Prod.
AD Roxette - Fading Like A Flower
 AC/DC - Are You Ready

NDR 2/Hamburg
 Luz Ackermann - Head Of Music
PP Brings - Nur Mer Zwei
 Jesus Loves You - Bow Down
 Mike & The Mechanics - My Crime
 Roxette - Joyride
 Cher - The Shoop Shoop Song
 Prinzen - Gabi & Klaus
 Elton John - Easier To Walk
 Bee Gees - Secret Love
 Scorpions - Wind Of Change
AD Achiom Reichel - Aloha
 Soul Kitchen - Sweet Soul
 Fury/Slaughterhouse - Trapped
 Huey Lewis - It Hit Me Like A
 Rita Coolidge - I'm Still
 Extreme - More Than Words
 Seni - Wenn Du Gehst

HR 3/Frankfurt
 Markus Hertle - DJ/Prod.
AD Pepsi & Shirley - Someday
 Bananarama - Long Train

WDR 1/Cologne
 SCHLAGERRALLYE - Sat. 1-3 PM
 Wolfgang Roth - Prod.
AD Simple Minds - See The Lights
 Roxette - Fading Like A Flower
 Susanna Hoffs - Unconditional
 Cathy Dennis - Touch Me
 Fury/Slaughterhouse - Trapped
 Brings - Nur Mer Zwei

SDR 3/Stuttgart
 Hans Thomas - Prod.
PP Caron Wheeler - Blue
AL Bananarama

SFB 2/Berlin
 Jürgen Jürgens - Head Of Music
AD Hue & Cry - My Salt Heart
 Simple Minds - See The Lights
 Ziggy Marley - Kozmik
 Rita Coolidge - I'm Still
 Vorch Band - Ich Denk An Dich
 Born 2 Gether - Voices In The
 Seven Stories - Sleeping
 Susanna Hoffs - Unconditional
 Joni Mitchell - Come In From
 Chris De Burgh - Simple Truth
 Van Morrison - I Can't Stop
 Cathy Dennis - Touch Me
 Ramesh - Open Wide

STATION REPORTS

Aaron Neville: Everybody
Soul Kitchen: Sweet Soul
Vic Reeves: Born Free
AL Ruby Turner

RB 4/Bremen
Axel Sommerfeld/
Burghard Rausch - DJ/Prod.
AD Banks/Kershaw: I Wanna Change
Francie Conway: New York
Rita Coolidge: I'm Still
Cathy Dennis: Touch Me
Food For Feet: Cross Culture
Johnny Hates Jazz: Let Me
Model & Crazy For You
Aaron Neville: Everybody
Sheila E.: Droppin' Like
Soul Kitchen: Sweet Soul
Technocrat: Move That Body
Luther Vandross: Power Of

RADIO 4U/Berlin
Peter Radzuhn - Prog. Dir.
Bernad Albrecht - Prog. Dir.
A List:
AD DE La Soul: Ring Ring Ring
Roxette: Fading Like A Flower
Transvision Vamp: B With U
Alison Moyet: It Won't Be
Temper Temper: It's All Outta
Johnny Hates Jazz: Let Me
Anthony: Meine Jahre Mit
R.E.M.: Shiny Happy People

B List:
AD Jesus Loves You: Bow Down
Coron Wheeler: Blue
Vic Reeves: Born Free
George McRae: Calling Love
Food For Feet: Cross Culture
Got To Be: Freedom
Tony Scott: From Da Soul
Soul Family Sensation: I Don't
A Man Called Adam: I Want To
Luther Vandross: Power Of
Seven Stories: Sleeping
Ralph Tresvant: Stone Cold
Fury/Slaughterhouse: Trapped
AL Alarm
Paula Abdul

RIAS 2/Berlin
Henry Gross/Andreas Dorfmann -
Head Of Music
AD Soul Kitchen: Sweet Soul
Banks/Kershaw: I Wanna Change
Luther Vandross: Power Of
Beverley Craven: Woman To
Cathy Dennis: Touch Me
Roxette: Fading Like A Flower

RSH/Kiel
Martin Schwebel - Head Of Music
PP Black: Feel Like Change
AD Roxette: Fading Like A Flower
Achim Reichel: Aloha
Karl Keaton: Love's Burn
Cher: The Shoop Shoop Song

RADIO FFH/Frankfurt
Sabine Neu - Head Of Music
PP Roxette: Fading Like A Flower
AD J.J.: If This Is Love
Beverley Craven: Woman To
Jellyfish: Baby's Coming Back

HUNDERT,6/Berlin
Fred Schoenagel - Head Of Music
PP Jet Set Band: Say Goodbye To
Blue Blot: September
AD Harry Connick Jr.: We Are In
Dennise: Mel Atrounat Sein
Jason Donovan: R.S.V.P.
Eddie Rabbit: B-B-Burnin'
Guys Next Door: I've Been
Nils Lofgren: Valentine
Andy Borg: Liebe Auf Den
Xanadu: Ein Tag Ein Nacht
Dave Dudley: Im Slou
Soul Kitchen: Sweet Soul
Blau Engel: In Tränenschwerer
Atkins/Knopfler: Next Time I'm

DT 64/Berlin
Wolfgang Martin - Head Of Music
AD Kim Appleby: G.I.A.D.
R.E.M.: Losing My Religion
Clash: Should I Stay Or
Electronic: Got The Message
C&C Music Factory: Gonna
Roman Blue: Moonbeam
Fury/Slaughterhouse: Revelation
Keimzeit: Farben
Throw That Beat: A Kiss From
Big Savod: Ladies
Keimzeit: Zu Wenig
Gala: Prinz Um 12
Deka Dance: Coca Cola
Strangemen: 1 4 U
Piano Has Been: Dousand Jahr
Poems For Laila: Nights In
Camouflage: Heaven
Karl Keaton: Love's Burn
Swimming The Nile: Monkey In
Keimzeit: Amsterdam

RTL/GERMANY/Luxembourg
Stephan Halfpap - Head Of Music
AD Chesney Hawkes: The One And
Michael Bolton: Love Is A
Deuces Wild: This Boy
Jesus Loves You: Bow Down
Vaya Con Dios: Night Owls

RADIO GONG 2000/Munich
Freddy Kogel - Music Dir.
PP Michael Bolton: Love Is A
Rembrandts: Just The Way It
Cher: The Shoop Shoop Song

A List:
AD Paula Abdul: Rush Rush
Celine Dion: Where Does My
Roxette: Fading Like A Flower

B List:
AD INXS: By My Side
Luther Vandross: Power Of
Everyday People: Second

RADIO GONG/Nuremberg
Steffen Meyer - Music Dir.
PP Karl Keaton: Love's Burn
T'Pau: Whenever You Need Me
AD R.E.M.: Losing My Religion
Seal: Future Love Paradise
Dr. Alban: U & Me
Real Milli Vanilli: Too Late
Black Box: Strike It Up
Zucchero/Young: Senza Una
Bingo Boys: How To Dance
AL La Roque

RADIO CHARIVARI/Nuremberg
Mathias Hofmann - Music Dir.
AD Roxette: Fading Like A Flower
Jesus Loves You: Bow Down
Rick Astley: Move Right Out
Karl Keaton: Love's Burn

STAR'SAT RADIO/Grünwald
Jo Lueders - Prog. Dir.
AD E.L.O.: If For The Love Of A
Terry Steele: Tonight's The
Skip Ewig: I Get The Picture
Michael Bolton: Love Is A

RADIO 107/Hamburg
Peter Steppich - Head Of Music
PP Rod Stewart: Rhythm Of My
Chris Isaac: Blue Hotel
Cher: The Shoop Shoop Song
Bee Gees: Secret Love
Michael Bolton: Love Is A
AD Herbert Grönemeyer: Haarscharf
Paul Simon: Born At The Right
Johnny Hates Jazz: Let Me

RADIO REGENBOGEN/Mannheim
Ralf Bolschbach - Music Dir.
PP Roxette: Fading Like A Flower
A List:
AD Piero Brunetti: Come Stai
Milltown Brothers: Here I Stand
Susanna Hoffs: Unconditional
Beverley Craven: Woman To
Pet Shop Boys: Where The

B List:
AD R.E.M.: Near Wild Heaven
Elvis Costello: Other Side
Vaya Con Dios: Night Owls
Sting: All This Time
Susanna Hoffs: My Side Of The

HIT RADIO N1/Nuremberg
Cetin Yaman - Prog. Dir.
PP Roachford: Get Ready
AD Nomad: Just A Groove
Karl Keaton: Love's Burn
Rick Astley: Move Right Out
Definition Of Sound: Wear

RADIO XANADU/Munich
Benny Schriener - Head Of Music
AD Doobie Brothers: Dangerous
Jellyfish: Baby's Coming Back
Huey Lewis: Couple Days Off
Restless Heart: Long Lost
Dave Stewart: On Fire
AL Doobie Brothers

SCHWARZWALD RADIO/Freiburg
Pete Traynor - Head Of Music
AD Maureen: Mesmerise Me
Real Milli Vanilli: Too Late
Mike Linney: Save Me
Seal: Future Love Paradise
Chris De Burgh: Simple Truth

RADIO SALÜ/Saarbrücken
Adam Hahne - Prog. Dir.
PP Roachford: Get Ready
Rembrandts: Just The Way It
FMT/Camilla: Suzanne
Michael Bolton: Love Is A
Tanita Tikaram: I Love The
AD Zucchero/Young: Senza Una
AL Mike & The Mechanics

RADIO T.O.N./Bad Mergentheim
Reinhard Bärenz - Head Of Music
PP Viktor Lazlo: Teach Me To
A List:
AD Michael Bolton: Love Is A
Tanita Tikaram: I Love The
François Feldman: J'AI Peur

B List:
AD Lili & Susie: Boyfriend
Joe Jackson: Stranger Than
Claudio Baglioni: Dagli Al

RADIO NRW/Oberhausen
Jeff Van Gelder - Head Of Music
AD Virch Band: Ich Denk An Dich
T'Pau: Whenever You Need Me
Vaya Morrison: With The
Soul Kitchen: Sweet Soul
Chris Thompson: Beat Of Love
Carola: Captured By A

RADIO F/Nuremberg
Sigi Hago - Prog. Dir.
AD Amadeus: Königin Der Nacht
Lady Lily: Morning Evening
Mixed Emotions: Lonely Lover
Stephanie: You Don't Die From

RADIO RT4/Reutlingen
Dorothee Seyser - Music Director
AD Paul Abdul: Rush Rush
T'Pau: Whenever You Need Me
Roxette: Fading Like A Flower
Carola: Captured By A
Hue & Cry: My Salt Heart
Phil & The Noise: Second
Aaron Neville: Everybody
Stephanie: You Don't Die From

RADIO FFB - UKW 91.7/Fürstentfeld-
bruck
Chris Baumann - Head Of Music
PP Howard Carpendale: Vielleicht
UB40: The Way You Do The
Susanna Hoffs: My Side Of The
AD Xanadu: Ein Tag Ein Nacht
Meier/Müller/Schmitz: Maria
Rembrandts: Just The Way It
Matia Bazar: Valo Anchio
Frank Zappa: Bobby Brown
Jürgen V/D Lippe: Nur Wenn
Zeo: L'Amore
AL Truck Stop

RETE 105/Milan
Alex Peroni - Prog. Dir.
AD Rodeo Jones: City Life
Army Of Lovers: Crucified
Xymox: Phoenix

RAI STEREOUNO/Rome
E.Malinari - Prog. Dir.
PP Lenny Kravitz: Always On The
Marco Masini: Ti Vorrei
Zucchero/Young: Senza Una
R.E.M.: Losing My Religion
Sting: Muoio Per Te
AD Yes: Lift Me Up
Michael Bolton: Love Is A

Raf: Siamo Nell'Immenso
Loredana Berté: Trascorrendo
Teddy Pendergrass: It Should
Keith Nunnally: Seasons Of
Pepsi & Shirley: Someody
Urban Soul: Alright
Crystal Waters: Gypsy Woman
Timaria: Nata Al Muore
Roxette: Fading Like A Flower
Will Downing: The World Is A
BoDeans: Black White & Blond

RADIO DIMENSIONE SUONO/Rome
Carlo Mancini - Music Director
PP Queensryche: Silent Lucidity
Roxette: Fading Like A Flower
Huey Lewis: Couple Days Off
Seal: Future Love Paradise

AD Soul Family Sensation: I Don't
R.E.M.: Shiny Happy People
Hue & Cry: My Salt Heart
T'Pau: Whenever You Need Me
Banks/Kershaw: I Wanna Change

R.T.L. 102.5 HIRTRADIO/Bergamo
Luca Viscardi - Head Of Music
Ralf Bolschbach - Music Dir.
PP Amy Grant: Baby Baby
Raf: Siamo Soli Nell'Immenso
Lonnie Gordon: Gonna Catch
Roachford: Get Ready
Simple Minds: See The Lights
Secchi/Johnson: Keep On Jammin'
Bingo Boys: How To Dance
Seal: Future Love Paradise
Crystal Waters: Gypsy Woman
Sting: Muoio Per Te
Zucchero/Young: Senza Una

AD Tara Kemp: Piece Of My Heart
Tanita Tikaram: I Love The
Kaballa: In Gloria
Umberto Tozzi: Gli Innamora
Alessandro Bono: Rotolare
R.E.M.: Shiny Happy People

RADIO MONTE CARLO/Milan
Francesco Migliozzi - Prog. Contr.
PP R.E.M.: Losing My Religion
Bliss: Watching Over Me
Michael Bolton: Love Is A
Patti LaBelle: We Haven't
AL Simple Minds
Rod Stewart
Bee Gees
Amy Grant

DEEJAY NETWORK/Milan
Dario Uselli - DJ
PP Hue & Cry: My Salt Heart
AD Stevie Wonder: Gotta Have You
Rozalla: Faith
Rembrandts: Just The Way It
Sue Chaloner: Answer My
Rodeo Jones: Get Wise
Spooie: I - A Peace For Unity
Paul Weller: Into Tomorrow
Spiders: Who Do Ya Love

PETER FLOWERS FM/Milan
Marco Garavelli - Prod.
PP Triplets: Sunrise
AD R.E.M.: Shiny Happy People
Yes: Lift Me Up
Joy Salinas: Rocking Romance
LP Beverley Craven
Triplets

RADIO VERDE RAI/Rome
Maurizio Riganti - Dir.
Antonella Condorelli,
Isabella Arati,
Francesco Acampora
DJs
AD Banderas: She Sells
Stevie Wonder: Gotta Have You
Joe Jackson: Stranger Than
Roachford: Get Ready
Yes: Lift Me Up
Pepsi & Shirley: Someody
James: Sit Down
Blessing: Highway 5
Elvis Costello: Other Side
AL Paul McCartney

101 NETWORK/Milan
Gigio D'Ambrosio - Prog. Dir.
AD Paula Abdul: Rush Rush
Sound Of Blackness: Optimistic
Why?liffe: Whatever It Is
Color Me Badd: I Wanna Sex
Phil Berry: Amozin' Love

RADIO KISS KISS/Naples
Gianni Simioli - Prog. Dir.
PP Those Guys: Tanite
AD Bananarama: Long Train
Whycliffe: Magic Garden
Soft Cell: Tainted Love
Joe Jackson: Stranger Than
R.E.M.: Shiny Happy People
Paul Weller: Into Tomorrow
Huey Lewis: Couple Days Off
Transvision Vamp: B With U
MC Hammer: Here Comes The
Danii Minogue: Love & Kisses
To Be House: B.B.R.
Ipso Facto: Movin' On
De La Soul
Bananarama
Joe Jackson

RADIO BABBOLEO/Genova
Lenny - Prog. Dir.
PP Lamont Dozier: The Quietest To
R.E.M.: Losing My Religion
Roachford: Get Ready
Michael Bolton: Love Is A
Roxette: Joyride
Simple Minds: Let There Be
Banderas: This Is Your Life
Rod Stewart: Rhythm Of My
Cathy Dennis: Touch Me
Triplets: You Don't Have To
George Michael: Heal The Pain

ANTENNA DELLO STRETTO/Messina
Filippo Pedeli - DJ
PP Luca Modona: Solo Come Pare
Mario Lavezzi: Succede
Luther Vandross: Power Of
Albertino: Your Love Is Crazy
AD Silencers: I Want You
Anna E. Le Sorelle: La Vito Che
Bobby: Black White & Blond
AL Mietta

RADIO STAR/Vicenza
Maurizio Maresi - Prog. Dir.
PP Womack & Womack: Uptown

AD Simple Minds: Let There Be
Keith Nunnally: Seasons Of
Scritti Politti: She's A
Umberto Tozzi: Gli Altri
Ladri Di Biciclette: Sbatti
Sheena Easton: What Comes
Brothers In Rhythm: Such A
Banders: This Is Your Life
Wap Bap Torledo: Kissaway

RADIO CLUB 91/Naples
Franco Mary Russo - Prog. Dir.
AD Andrea True: More More More
Black Crowes: She Talks To
Firehouse: Don't Treat Me Bad
Voices That Care: Voices That
Amy Grant: Baby Baby
Triplets: You Don't Have To
Tony Toni Tone: Whatever You
Paula Abdul: Rush Rush
Mock Turtles: Can You Dig It
Roachford: Get Ready
ALP Arthur Miles

RADIOLINA/Cagliari
Ivana Conca - Prog. Dir.
Andrea Angioni - Head Of Music
AD Queensryche: Silent Lucidity
Seal: Future Love Paradise
E.M.F.: Lies
Technoatic: Move That Body
Real People: Looking At You
AL Roachford

POWER RV1 THE BLACK RADIO/Turin
Paolo Lauri - Head Of Music
PP Karl Keaton: Love's Burn
AD Chris Williams: I'm Dreaming
Lenny Kravitz: It Ain't Over
Art Of Soul: Everybody And
Triple Nickel: Movin' In Time
AL Jon Lucien

HOLLAND

VERONICA/Hilversum
Hans Van Der Veen - Prog. Dir.
Unico Glorie - Prod.
PP Pilgrims: White Men
B/C Basic Beats: Baby Come Back
King Bee: Cold Slamm'n'
Stereo MC's: Lost In Music
Chesney Hawkes: The One And
Electronic: Get The Message
Cathy Dennis: Touch Me
Freedy Johnston: No Violins
Nomad: Just A Groove

NOS/Hilversum
Tom Blomberg - Prod.
PP Maarten Peters: Fighting For
AD Cher: The Shoop Shoop Song
Simple Minds: See The Lights
De Dijk: How Me Vast
Roxette: Fading Like A Flower
Pasadenas: Another Lover
Het Goede Doel: Als Ik De Bouw

VARA/Hilversum
Rolf Kroes - Head Of Music
PP Queensryche: Silent Lucidity

AVRO/Hilversum
Jan Steeman - Head Of Music
PP World Party: Thank You World
Feel: Wonderful

TROS/Hilversum
Ferry Maat - Head Of Music
PP Tol & Tol: Setaio
AD Cher: The Shoop Shoop Song
Simple Minds: See The Lights
Dr. Alban: No Coka
Amy Grant: Baby Baby
Chris De Burgh: Simple Truth
Will To Power: Fly Bird
Queen: Headlong
Queensryche: Silent Lucidity
Funky Ninja: Vacation Escape
Galliano: Nothing Has Changed
Mannekoor Karrespoor: Mooi

KRO/Hilversum
Paul Van Der Lugt - Head Of Music
AD Scene: Blaw
Queensryche: Silent Lucidity
Paula Abdul: Rush Rush
Rembrandts: Someone
De Dijk: Hou Me Vast

NCRV/Hilversum
Jaap De Groot - Prod.
Crystal Waters: Gypsy Woman

SKY RADIO/Bussum
Ton Lathouwers - Oper. Mgr.
PP Timmy T.: One More Try
Ten Sharp: You
R.E.M.: Losing My Religion
George Michael: Cowboys And
Zucchero/Young: Senza Una
AD Bob Marley: Could You Hear

RADIO NOORD-HOLLAND/Haarlem
Pieter Buijs - Prod.
AD Goede Doel: Als Ik De Bouw
Sting: The Soul Cages
Will To Power: Fly Bird
Roger McGuinn: Someone To
Soul Family Sensation: I Don't

CFNB/Brussum
Lou Rowland - Head Of Music
PP T'Pau: Whenever You Need Me
AD Black: Feel Like Change
Living Colour: Solace Of You
Queensryche: Silent Lucidity
AL Gregory Hoskins & Stickpeople

BELGIUM

BRT STUDIO BRUSSELS/Brussels
Jan Hautekiet/Marc Coenen - Prod.
AD Blue Blot: Bridge To Your
Mock Turtles: Can You Dig It
Roxette: Fading Like A Flower
Simple Minds: See The Lights
Stone Funkers: Can U Follow
Richie Havens: Love Sometimes
Arianna: La Dernier Qui A Parle
Kinks: Callaid Heroes
LP Elvis Costello
De La Soul

Charles & Les Lulue
Bliss
E.M.F.
Primus
Fat Lady Sings
Vinx
Richard Thompson

Pe Werner: Liebe Ist
Rainbirds: Two Faces
Bananarama: Long Train
Party: That's Why
Roachford: Get Ready
LP Chris Rea
Paul Brady
Pe Werner
Shirley Bassey

BRT RADIO 2/East Flanders
Rudi Sinia - Prod.
AD Carola: Captured By A
Black Box: Strike It Up
T99: Anesthesia
New Kids On The Block: Call It
Jason Donovan: R.S.V.P.
Golden Earring: Going To The
Cher: The Shoop Shoop Song
Jive Bunny: Over To You John
Jo Vally: In Een Droom Zog Ik
Kreuners: Laylo

RADIO CONTACT F/Brussels
Jean-Lou Bertin - Prog. Dir.
AD Bingo Boys: How To Dance
Keedy: Save Some Love
Pasadenas: Another Lover
Elsa: Qu'Est-Ce Que Ca Peut
Simple Minds: See The Lights
Secchi/Johnson: I Say Yeah
Jason Donovan: R.S.V.P.

RADIO CONTACT NL/Brussels
Danny De Bruin - Prog. Dir.
Carola: Captured By A
Huey Lewis: Couple Days Off
Jason Donovan: R.S.V.P.
Tsoo: Aquarius
Leopold III: Groter Dan Ik

BRF/Eupen
Guy Janssens - DJ/Prod.
AD Rembrandts: Just The Way It
Paula Abdul: Rush Rush

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Enterprises

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Zucchero/Young - Senza Una
Scorpions - Wind Of Change
Chesney Hawkes - The One And
Rod Stewart - Rhythm Of My
AD Carola - Captured By A
BB Jerome/Bang Gang - You Can

RADIO ANTIGOON/Antwerp
Piet Keizer - Dir.
PP Pat Benatar - True Love
AD T99 - Anesthesia
Sousister - Comony
Julee Cruise - Falling
Gloria Estefan - Seal Our Fate
Cher - The Shoop Shoop Song
RADIO ROYAAL/Hamont-Achel
Tom Holland - Prog. Dir.
PP Boy Meets Girl - Waiting For
AD New Kids On The Block - Call It
Pat Benatar - True Love
T99 - Anesthesia
Tony Scott - From Da Soul
Cathy Dennis - Touch Me
Will To Power - Fly Bird
Amy Grant - Baby Baby
Bob Marley - Could You Be
Labi Saffri - Most People
Samantha Fox - But The Pants

SPAIN

RADIO MADRID/SER
Rafael Revert - Music Mgr.
A List:
AD Simple Minds - Let There Be
B List:
AD La Unión - Dame Yo
Sergio Dalma - Bailar Pegados
Transvisión Vamp - I Just Wanna
Terapia Nacional - loco Por Ti
Los Limones - No Esta Mal
Noviembre - Lejos Del Mar
Un Pingüino - Por La Marañita
Stephanie - Winds Of Chance
Los Desertores - El Pulpo
Danny Pacheco - Carne De Cañon
Nils Lofgren - Valentine
Holly Johnson - Across The

POPULAR FM/CADENA COPE/Madrid
Carlos Finoly - Music Director
A List:
AD Michael Bolton - Love Is A
Miguel Rios - Libres
Los Flechazos - Lo Conseguí
AL Rolling Stones

TOP 97.2/Madrid
Raul Marchant - Music Mgr.
A List:
AD Los Manolos - All My Loving
La Busqueda - Volver

RADIO 16/Madrid
Jorge De Anton - Prog. Dir.
PP Tahures Zurdos - Tocare
Status Quo - Anniversary Waltz
Fixx - How Much Is Enough
Los Manolos - All My Loving
A List:
AD La Frontera - Palabras De Fuego
Susanna Hoffs - Unconditional
Black - Feel Like Change

SWEDEN

RIKSRADION P3/TRACKSLISTAN
Saturdays 2-4 PM
Kaj Kindvall - Prod.
Mauro Scocco - Ingen Vinner
KLF - Last Train To Trancentral
De La Soul - Ring Ring Ring
Seal - Future Love Paradise
Zucchero/P.Young - Senza Una
Orup - It's A Wonderful World

SAF RADIO CITY/Stockholm
Martin Loogna - Head Of Music
A List:
AD P.Almgren/W.Liksom - Omåomigen
T'Pau - Whenever You Need Me
Kym Mazelle - No One Can Love
Amina - Le Dernier Qui A Parlé
Extreme - More Than Words
Attooz - See-Saw
Johnny Hates Jazz - Let Me
Desmond Foster - My Love Is
Ankie Bagger - If You Are Alone
Tevin Campbell - Round And Round
Simple Minds - See The Lights
Monette Evans - Tighten Up Your
Tommy Nilsson - The Long Lasting
Tony Banks - I Wanna Change The
Thelma Houston - Throw You Down
Lisa Fischer - Save Me
Paulo Mendonca - What's On Your
TechnoTronic - Move That Body

CITY 103/Gothenburg
Lars Bodin - Music Director
A List:
AD Nils Lofgren - Valentine
TechnoTronic - Move That Body
Boy Meets Girl - Waiting For A
Queensryche - Silent Lucidity
P.Almgren/W.Liksom - Omåomigen
Paulo Mendonca - What's On Your
Mr. Big - Green Tinted Sixties

Ashley Cleveland - Willy
Anna Nederdal - I Hjärtats
Webstrarna - Ladda Om
Lili & Susie - Evelyn
AL Seal

RADIO GOTHENBURG
Leif Wivatt - Head Of Music
A List:
AD The Knack - Serious Fun
Huey Lewis - Couple
Pelle Almgren - Om A Om
The Law - Tough Love
Amina - La Dernier
Rebel Pebbles - Dream Lovers
AL P. McCartney

RADIO P4/Lund
Hans Strandberg - Music Dir.
PP Pelle Almgren - Omåomigen
Johnny Hates Jazz - Let Me
A List:
Dana Dawson - Tell Me Bonita
Yes - Lift Me Up
Rhythm Tribe - Gotta See Your Eye
Tommy Ekman - Finns Här Inom
Lamont Dozier - Altitude Up
Lisa Fischer - Save Me
Hue & Cry - My Salt Heart
Blur - There's No Other Way
Black - Learning How To Hate
Big Plant - Hush Little Baby
Biscuit - Biscuit's In The

RADIO ÖREBRÖ/Örebro
Arne Holmberg - Music Dir./DJ
A List:
AD Army Of Lovers - Crucified
Tommy Nilsson - Long Lasting
Dan Hylander - Din Man Kommer
Webstrarna - Ladda Om
Amina - Le Dernier Qui A Parlé
Paul Young - Heaven Can Wait
Electric - Get The Message
Extreme - More Than Words
Kym Mazelle - No One Can Love
Tam Jones - I'm Not Feeling It
Voices That Care - Voices

RADIO LIDINGÖ/Stockholm
Mikael Orjansberg - DJ/Prod.
A List:
AD Scorpions - Wind Of Change
Kym Mazelle - No One Can
Roxette - Fading Like A Flower
Tribe Called Quest - I Left My
Cathy Dennis - Touch Me
Amy Grant - Baby Baby
Tara - Feel So Good
Mauro Scocco - Ingen Vinner
Michel Bolton - Love Is A
Eric Gadd - Deadstone
Kool And The Gang - Victory
Paula Abdul - Rush Rush
Definition Of Sound - Now Is
TechnoTronic - Move That Body

RADIO RYD/Linköping
Malin Josephson - Head Of Music
PP Blur - There's No Other Way
A List:
AD Johnny Hates Jazz - Let Me
Queensryche - Silent Lucidity
Oven And Stove - Somebody Must
Anna Nederdahl - I Hjärtats
Stolt - Crawl Like An Animal
AL Dan Hylander

RADIO HUDDINGE/Stockholm
Robert Sehlberg - Prog. Dir.
PP Tony Banks - I Wanna Change
Rebel Pebbles - Dream Lover
B List:
AD Paula Abdul - Rush Rush
Tommy Ekman - Finns Här Inom
Eric Gadd - Deadstone
T'Pau - Whenever You Need Me
AL Ruby Turner

NORWAY

NRK/Oslo
Vidar Lønn-Arnesen - Prod.
A List:
AD Tre Små Griser - Papa Jag Vill
Candyman - Knockin' Boots
Carola - Fångad Av En Stormvind
BDA - Desert Dance
Anita Skorgan - Jeg Elsker

RADIO 1/Oslo
Bjoern Faarlund - DJ
A List:
AD Chris De Burgh - Simple Truth
Cathy Dennis - Touch Me
Mariah Carey - I Don't Wanna
Triplets - You Don't Have To Go
Huey Lewis - It Hit Me Like
Queensryche - Silent Lucidity
Sko/Torp - On A Long & Lonely
Karl Keaton - Love's Burn

RADIO OST/Rode
Siw Mariann Olsen - DJ/Prod.
A List:
AD Rock Voisine - Darling
Bananamaram - Long Train Running
TechnoTronic - Move That Body
AL Louise Hoffsten

RADIO VEST/Stavanger
Bjarte Tjøstheim - Head Of Music
PP Simple Minds - See The Lights
A List:
AD Orup - It's A Wonderful World
Hi-Five - I Like The Way
Susanna Hoffs - Unconditional
Chris De Burgh - Simple Truth
Marva Hicks - Got You
Beverly Craven - Promise Me
Bliss - Watching Over Me
Robert Palmer - Happiness
Triplets - You Don't Have To Go
Cathy Dennis - Touch Me

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Global networking isn't just a good idea in the music industry, it's a necessity.

And despite the convenience of modern telecommunications, there's nothing like having dinner with a new foreign contact or meeting a potential client over drinks. Unfortunately, independent entrepreneurs often can't afford the time and expense of extended international travel.

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STATION REPORTS

RADIO MOTOR/Oslo

Grete Torp - Head Of Music
A List:
AD Del Shannon- Walk Away
Scorpions- Wind Of Change
Michael Bolton- Love Is A

RADIO 102/Haugesund

Egil Houeland - Head Of Music
A List:
AD Cathy Dennis- Touch Me
Huey Lewis- Couple Days Off
Triplets- You Don't Have To Go
Chris De Burgh- Simple Truth
AL Enuff Z'Nuff

RADIO MOSS/Mass

Kai Roger Ottesen - Head Of Music
A List:
AD Triplets- You Don't Have To
Nomad- Just A Groove
Chesney Hawkes- The One & Only
Cathy Dennis- Touch Me
Cato Sanden

B List:
AD Orup- It's A Wonderful World
Secret Mission- Runaway Machine
Bliss- Watching Over Me
Marva Hicks- I Got You Where
AL Huey Lewis

STUDENTRADIOEN TROMSO/Tromsø

Rune Hagen - Head Of Music
A List:
AD Chris De Burgh- Simple Truth
Hi-Five- I Like The Way
Spencer Davis- Keep On Running

RADIO NORD/Harstad

Tom Berg - Head Of Music
A List:
AD Chris De Burgh- Simple Truth
Triplets- You Don't Have To Go

RADIO TRONDHEIM/Trondheim

Jon Branaes - Head Of Music
A List:
AD Sananorama- Long Train Running
Susanna Hoffs- Unconditional
Roxette- Fading Like A Flower
Robert Palmer- Happiness
Bjørn Jens- No Må Du Skjærpe

DENMARK

DANMARKS RADIO/Århus
Leif Wivelsted - Head Of Prog.
No New Additions

RADIO YIBORG

Henning Kristensen/Paul Faged -
Head Of Music
A List:

AD Julio Iglesias- Vincent
T'Pau- Whenever You Need Me
Gloria Estefan- Seal Our Fate
Lei mae- Midsommer Rock
Keedy- Save Some Love

B List:
AD Savage Rose- Det Største
Simple Minds- See The Lights
Laban- Laban Mix

ÅRHUS NÆRRADIO/Århus

Ib Buch - Head Of Music
A List:
AD Orup- It's A Wonderful World
Tony Banks- I Wanna Change
BZN- Help Me
Anne Linnet- De' Sa Dansk
Roxette- Fading Like A Flower
Peppino Di Capri- Comme E'
Sanne- Where Blue Begins

UPTOWN FM/Copenhagen

Niels Pedersen - Head Of Music
PP Master Fatman- SOS
Hanne Boel- A Hard Rain's

A List:
AD Sanne- Where Blue Begins
Roxette- Fading Like A Flower
Seal- Future Love Paradise

B List:

AD Lonnie Gordon- Gonna Catch You
Orup- It's A Wonderful World
Color Me Badd- I Wanna Sex
Daryl Braithwaite- Rise
Tony Banks- I Wanna Change
Marc Cohn- Walking In Memphis
Color Me Badd- I Wanna Sex

RADIO ABC/Randers

Stig Hartvig Nielsen - Prog. Contr.
A List:
AD Rod Stewart- The Motown Song
Mariah Carey- I Don't Wanna
Jellyfish- Baby's Coming Back
Daryl Braithwaite- Rise
Celine Dion- Any Other Way
Rebel Pabbles- Dream Lover
Marc Cohn- Walking In Memphis
Color Me Badd- I Wanna Sex

B List:

AD Sting- Mad About You
Scorpions- Wind Of Change
Carola- Fångad Av En Stormvind
Sanne- Where Blue Begins
T'Pau- Whenever You Need Me
Tony Banks- I Wanna Change
Dana Dawson- Romantic World

RADIO ROSKILDE/Roskilde

Jesper Jensen - Head Of Music
PP Elvis Costello- Other Side Of
Oscar- What's Going On

A List:
Allison Moyet- It Won't Be Long
Sheena Easton- What Comes
Izabella- I Write You A Love
Cher- The Shoop Shoop Song
Eric Gadd- Do You Believe In

RADIO HOLBÆK/Holbæk

Stig Nielsen - DJ/Prod.
PP Lannie Gordon- Gonna Catch
A List:
AD Technotronic- Move That Body
Cathy Dennis- Touch Me
De La Soul- Ring Ring Ring
Bingo Boys- How To Dance

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Cathy Dennis- Touch Me
De La Soul- Ring Ring Ring
Bingo Boys- How To Dance

FINLAND

DISCOPRESS/Tampere
Pentti Teravainen - Mgr.
A List:
AD C&C Music Factory- Here We Go
KLF- 3 A.M. Eternal
Black Box- Strike It Up
Hausmylly- Se Musta Mies
Dr. Alban- No Coke
Pet Shop Boys- Where The
Inner Circle- Bad Boys
Madonna- Rescue Me
C&C Music Factory- Gonna Make'

COULEUR 3/Lausanne
Gerard Saudan - Head Of Music
B List:
AD This Martal Coil- You And
Ziggy Marley- Kozmik
Real People- Open Your Mind
Violent Femmes- Do You Really
Throw That Beat- Call Me
Transvision Vamp- B With U

RSR LA PREMIERE/Geneva
Catherine Colombara - Prod.
AL Doors O.S.T.
Joe Jackson
Thierry Mulin
Riccardo Cocciante



SAMANTHA FOX

New album "JUST ONE NIGHT" out now!
Includes the new smash single
"HURT ME! HURT ME!) BUT THE PANTS STAY ON"
CD contains extra bonus only available on Euro-
pean version

DEL SHANNON

New single "ARE YOU LOVIN' ME TOO"
released in June from his album "ROCK ON!"

BUDDY GUY

"DAMN RIGHT I'VE GOT THE BLUES" is his Sil-
vertone debut with a little help from Jeff Beck,
Eric Clapton, Mark Knopfler and The Memphis
Horns. The blues album of 1991!

HI-FIVE

The US Number 1 "I LIKE THE WAY", now
exploding in Europe. Produced by Swingbeat
maestro Teddy Riley. Extensive promo trip
throughout Europe in May/June

RUBY TURNER

New album "THE OTHER SIDE" containing the
first single "THE VIBE IS RIGHT". On tour in Ger-
many June 22 - June 26.

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AUSTRIA

ANTENNE AUSTRIA/Vienna
Mario Weitzl - Head Of Music
AD Carola- Captured By A Love

CD INTERNATIONAL/Bratislava

Peter Lissack - Head Of Music
AD Cher- The Shoop Shoop Song
AD Frank Zappa- Bobby Brown

Peter Carnella- Lass' Mi'Heut
KLF- Last Train To Trancentral
Phon Roll- Three Martini
Frank Zappa- Bobby Brown
Chris De Burgh- Simple Truth

AUSTRIA

DRS 3/Basel
Christoph Alispach - Music Co-ard.
PP De La Soul- Ring Ring Ring
AD Marc Cohn- Walking In Memphis
Comateens- A Place For Me
Swimming The Nile- The Monkey

AL Kentucky Headhunters

RADIO 24/Zurich
Clem Dalton - DJ/Co-ard.
AD Terry Ronald- One More Dollar
Sailor- La Cumbia
Scritti Politti- She's A
Klaus Hoffmann- Sie Schwiengen
Johnny Hates Jazz- Let Me
T'Pau- Whenever You Need Me

RADIO FORDERBAND/Bern
Res Hassenstein - DJ/Co-Ord.
PP Elvis Costello- Other Side
AD KLF- Last Train To Trancentral
Phon Roll- Three Martini
Frank Zappa- Bobby Brown
Chris De Burgh- Simple Truth

RADIO BASILISK/Basel
Nick Schulz - DJ/Co-Ord.
PP Banderas- This Is Your Life
Farm- Don't Let Me Down
Seal- Future Love Paradise
AD Nomad/MC Mikee- Devotion
MC Eugster- Zillertaler
Chesney Hawkes- The One And

RADIO AKTUELL/St. Gallen
Richard Fischbacher- Head Of Music
AD E.L.O. II- Honest Men
Roxette- Fading Like A Flower
Mezzek/Richard- To A Friend
Susanna Hoffs- Unconditional

PORTUGAL

RFM/Lisbon
Pedra Tjal - Head Of Music
AD Seal- Future Love Paradise
Zucchero/P.Young- Senza Una
Joe Jackson- Stranger Than
Quartz- It's Too Late

CORREIO DA MANHA/Lisbon
Rui Pego - Prog. Dir.
A List:
AD R.E.M.- Shiny Happy People
Electronic- Get The Message
Delfins- Cartas De Portugal
Elvis Costello- Other Side
Paul Simon- Born At The Right

B List:
AD A Man Called Adam- I Want To
E.M.F.- Children
Sheena Easton- What Comes

IRELAND

CENTURY RADIO/Dublin
Graeme Moreland - Deputy Prog.
Contr.

A List:
AD Hue & Cry- My Salt heart
Van Morrison- I Can't Stop
Chris De Burgh- Simple Truth
Simple Minds- See The Lights
Marc Cohn- Walking In Memphis
Crystal Waters- Gypsy Woman

GREECE

ERA 2/Athens
Vassilis Loukas - Head Of Music
AD Little Angels- She's An Angel
Gloria Estefan- Seal Our Fate
Massive- Safe From Harm
MC Hammer- Here Comes The
Paula Abdul- Rush Rush
De La Soul- Ring Ring Ring
Rolling Stones- Flashpoint

ANTENNA 97.1 FM/Athens
Elias Xinaoulas
DJ
AD Cathy Dennis- Touch Me
Rick Astley- Move Right Out
Zucchero/Young- Senza Una
De La Soul- Ring Ring Ring
Womack & Womack- Uptown
Banderas- This Is Your Life
Lannie Gordon- Gonna Catch
Dee-Lite- Good Beat
Seal- Future Love Paradise

JGRS JERONIMO GROOVY/Athens
Takis Fotiou - DJ/Prod.
AD R.E.M.- Losing My Religion
Simpsons- Deep Deep Trouble
Michael Bolton- Love Is A
Sofia Vassou- Tell Me
New Kids On The Block- Call It
Seal- Future Love Paradise
Xpansion- Call It What You
Cher- The Shoop Shoop Song
Gerardo- Rico Suave

SEVEN X, 98.7 FM/Athens
Apostolos Laskarides - Prog. Dir.
PP Terry Ronald- Calm The Rage
XLD:True- So Much Trouble In
AD Michael Bolton- Love Is A

STAR FM/Thessaloniki
Vassilis Turonis - Prog. Dir.
A List:
AD Roxette- Fading Like A Flower
Harriet- Woman To Man
Cher- The Shoop Shoop Song

B List:
AD Zucchero/Young- Senza Una
Allison Moyet- It Won't Be

POP 92.4 FM/Athens
Isaac "Easy" Cautiyl - Prog. Mgr.
PP Amine- Le Dernier Qui A Parle
AD Gerardo- We Want The Funk
Oleta Adams- Circle Of One
Riccardo Cocciante- Se Stiamo
Atozzi- See-Saw
Samantha Fox- But The Pants
O.M.D.- Sailing On The Seven
François Feldman- J'AI Peur

POP 92.4 FM/Athens
Isaac "Easy" Cautiyl - Prog. Mgr.
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AD Gerardo- We Want The Funk
Oleta Adams- Circle Of One
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AD Roxette- Fading Like A Flower
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YUGOSLAVIA

STUDIO D/RADIO NOVO MESTO
Rasta Bozic - DJ/Prod.
AD Sting- The Soul Cages

POLAND

POLSKIE RADIO 1 & 2/Warsaw
Bagdan Fabianski - DJ/Prod.
PP Anita Tikaram- I Love The
Mixed Emotions- Lonely Lover
Roxette- Fading Like A Flower
Carola- Captured By A
Party- That's Why
Amy Grant- Baby Baby
Sheena Easton- What Comes

AD KLF- Last Train To
Liz Mitchell- Mocking Bird
Guys Next Door- I've Been
De La Soul- Ring Ring Ring
2 In A Room- She's Got Me
Chris Rea- Heaven

AL Simpsons
O.M.D.
Holly Johnson

POLSKIE RADIO 3/Warsaw
Marek Niedzwiecki - Prod.
PP The The- Jealous Of Youth
AD Michael Bolton- Love Is A
Massive Attack- Thankful For
Joe Jackson- Oh Well
Paul Brady- Nobody Knows

EUROPE

VOA/Europe
June Brown - Director
AD Rude Boys- Written All Over
Simple Minds- See The Lights
Londonbeat- A Better Love

VOA/Europe
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Simple Minds- See The Lights
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VOA/Europe
June Brown - Director
AD Rude Boys- Written All Over
Simple Minds- See The Lights
Londonbeat- A Better Love



MTV/London
Brian Diamond - Prog. Dir.
Heavy Rotation:

Scorpions- Wind Of Change
R.E.M.- Losing My Religion
Zucchero/P.Young- Senza Una
De La Soul- Ring Ring Ring
Roxette- Fading Like A Flower
Seal- Future Love Paradise
Simple Minds- See The Light

Active Rotation
Rod Stewart- Rhythm Of My Heart
Rembrandts- That's Just The Way
Bee Gees- Secret Love
O.M.D.- Sailing On The Seven
KLF- Last Train To Trancentral
Massive- Unfinished Sympathy
C&C Music Factory- Here We Go
Lenny Kravitz- Always On The Run

MTV/London
Brian Diamond - Prog. Dir.
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Scorpions- Wind Of Change
R.E.M.- Losing My Religion
Zucchero/P.Young- Senza Una
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MTV/London
Brian Diamond - Prog. Dir.
Heavy Rotation:

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R.E.M.- Losing My Religion
Zucchero/P.Young- Senza Una
De La Soul- Ring Ring Ring
Roxette- Fading Like A Flower
Seal- Future Love Paradise
Simple Minds- See The Light

UNITED KINGDOM

- Singles**
- 1 **Crystal Waters** - Gypsy Woman
 - 2 **Cher** - The Shoop Shoop Song
 - 3 **KLF** - Last Train To Trancentral/The Iron Horse
 - 4 **Beverley Craven** - Promise Me
 - 5 **Cathy Dennis** - Touch Me
 - 6 **Soft Cell/Marc Almond** - Tainted Love/Where Did...
 - 7 **O.M.D.** - Sailing On The Seven Seas
 - 8 **Color Me Badd** - I Wanna Sex You Up
 - 9 **Roxette** - Fading Like A Flower
 - 10 **Z.Fornaciari/P.Young** - Senza Una Donna

- Albums**
- 1 **Michael Bolton** - Time, Love & Tenderness
 - 2 **Eurythmics** - Greatest Hits
 - 3 **E.M.F.** - Schubert Dip
 - 4 **R.E.M.** - Out Of Time
 - 5 **Elvis Costello** - Mighty Like A Rose
 - 6 **Roxette** - Joyride
 - 7 **O.M.D.** - Sugar Tax
 - 8 **De La Soul** - De La Soul Is Dead
 - 9 **The Waterboys** - Best Of 81-90
 - 10 **KLF** - The White Room

SPAIN

- Singles**
- 1 **J.Travolta/O.Newton-John** - Grease Megamix
 - 2 **The Farm** - AllTogetherNow
 - 3 **KLF** - 3 A.M. Eternal
 - 4 **Pet Shop Boys** - Where The.../..Seriously?
 - 5 **Nomad feat. MC Mikee Freedom** - Devotion
 - 6 **C&C Music Factory** - Gonna Make You Sweat
 - 7 **The Simpsons** - Do The Bartman
 - 8 **Gipsy Kings** - Hotel California
 - 9 **Afrika Bambaataa** - Just Get Up And Dance
 - 10 **Valli/Travolta/Newton-John** - Grease The Dream Mix

- Albums**
- 1 **Soundtrack** - Grease
 - 2 **J.L.Guerra/4.40** - Bachata Rosa
 - 3 **J.L.Guerra/4.40** - Djala Que Lluvea Cafe
 - 4 **Emilio Aragon** - Te Huelen Los Pies
 - 5 **R.E.M.** - Out Of Time
 - 6 **Eurythmics** - Greatest Hits
 - 7 **Sergio Dalma** - Sintiendo La Piel
 - 8 **Modestia Aparte** - Historias Sin Importancia
 - 9 **Roxette** - Joyride
 - 10 **Tennessee** - Lluève En Mi Corazon

DENMARK

- Singles**
- 1 **KLF** - Last Train To Trancentral/The Iron Horse
 - 2 **K'n Move** - Take No Crap
 - 3 **Cher** - The Shoop Shoop Song
 - 4 **Brian** - De Sku' Ha' No'En Bank
 - 5 **Roxette** - Joyride
 - 6 **Roxette** - Fading Like A Flower
 - 7 **Hugo** - Hugo Er En Skærmtrøld
 - 8 **De La Soul** - Ring Ring Ring
 - 9 **Paula Abdul** - Rush Rush
 - 10 **Clash** - Should I Stay Or Should I Go

- Albums**
- 1 **Roxette** - Joyride
 - 2 **Anne Linnet** - Det' Så Dansk
 - 3 **Eurythmics** - Greatest Hits
 - 4 **Sko/Torp** - On A Long Lonely Night
 - 5 **Michael Bolton** - Time, Love & Tenderness
 - 6 **Henning Staerk** - Hard To Handle
 - 7 **Johnny Madsen** - Bounty Blue
 - 8 **Moonjam** - 1991
 - 9 **Rod Stewart** - Vagabond Heart
 - 10 **Gasolin** - Rabalderstraede

SWITZERLAND

- Singles**
- 1 **Roxette** - Joyride
 - 2 **Scorpions** - Wind Of Change
 - 3 **Pet Shop Boys** - Where The.../..Seriously?
 - 4 **Dr. Alban** - No Coke
 - 5 **Seal** - Crazy
 - 6 **Nomad/MC Mikee Freedom** - Devotion
 - 7 **Clash** - Should I Stay Or Should I Go
 - 8 **The Peace Choir** - Give Peace A Chance
 - 9 **Snap** - Snap Megamix
 - 10 **Rod Stewart** - Rhythm Of My Heart

- Albums**
- 1 **Roxette** - Joyride
 - 2 **Simple Minds** - Real Life
 - 3 **Eurythmics** - Greatest Hits
 - 4 **Rod Stewart** - Vagabond Heart
 - 5 **Chris Rea** - Auberge
 - 6 **Bee Gees** - High Civilization
 - 7 **Lenny Kravitz** - Mama Said
 - 8 **Scorpions** - Crazy World
 - 9 **Queen** - Innuendo
 - 10 **Rolling Stones** - Flashpoint

GERMANY

- Singles**
- 1 **Roxette** - Joyride
 - 2 **Scorpions** - Wind Of Change
 - 3 **Time To Time** - Zehn Kleine Negerlein
 - 4 **Rod Stewart** - Rhythm Of My Heart
 - 5 **Bee Gees** - Secret Love
 - 6 **the Rembrandts** - Just The Way It Is, Baby
 - 7 **Z.Fornaciari/P.Young** - Senza Una Donna
 - 8 **Clash** - Should I Stay Or Should I Go
 - 9 **Timmy T.** - One More Try
 - 10 **Cheyne Hawkes** - The One And Only

- Albums**
- 1 **Roxette** - Joyride
 - 2 **Eurythmics** - Greatest Hits
 - 3 **Rod Stewart** - Vagabond Heart
 - 4 **Simple Minds** - Real Life
 - 5 **Bee Gees** - High Civilization
 - 6 **Scorpions** - Crazy World
 - 7 **Chris Rea** - Auberge
 - 8 **Flippers** - Liebe Ist... 2
 - 9 **Rolling Stones** - Flashpoint
 - 10 **R.E.M.** - Out Of Time

HOLLAND

- Singles**
- 1 **Timmy T.** - One More Try
 - 2 **Scorpions** - Wind Of Change
 - 3 **De La Soul** - Ring Ring Ring
 - 4 **R.E.M.** - Losing My Religion
 - 5 **Golden Earring** - Going To The Run
 - 6 **Seal** - Future Love Paradise
 - 7 **Nomad** - Just A Groove
 - 8 **Ten Sharp** - You
 - 9 **Bingoboy/Princessa** - How To Dance
 - 10 **KLF** - Last Train To Trancentral/The Iron Horse

- Albums**
- 1 **Eurythmics** - Greatest Hits
 - 2 **R.E.M.** - Out Of Time
 - 3 **Roxette** - Joyride
 - 4 **Golden Earring** - Bloody Buccaneers
 - 5 **Soundtrack** - Grease
 - 6 **Soundtrack** - Tour Of Duty
 - 7 **Lenny Kravitz** - Mama Said
 - 8 **Rolling Stones** - Flashpoint
 - 9 **Ten Sharp** - Under The Waterline
 - 10 **Simple Minds** - Real Life

NORWAY

- Singles**
- 1 **Cher** - The Shoop Shoop Song
 - 2 **Scorpions** - Wind Of Change
 - 3 **Roxette** - Joyride
 - 4 **Clash** - Should I Stay Or Should I Go
 - 5 **Cheyne Hawkes** - The One And Only
 - 6 **Z.Fornaciari/Paul Young** - Senza Una Donna
 - 7 **KLF** - 3 A.M. Eternal
 - 8 **M.Bolton** - Love Is A Wonderful Thing
 - 9 **Frank Zappa** - Bobby Brown
 - 10 **Inner Circle** - Bad Boys

- Albums**
- 1 **Michael Bolton** - Time, Love & Tenderness
 - 2 **Roxette** - Joyride
 - 3 **Oystein Sunde** - 40 Beste
 - 4 **Soundtrack** - The Doors
 - 5 **Scorpions** - Crazy World
 - 6 **Gasolin** - Rabalderstraede
 - 7 **September When** - Mother I've Been Kissed
 - 8 **Rod Stewart** - Vagabond Heart
 - 9 **R.E.M.** - Out Of Time
 - 10 **Bjelleklang** - Dang Dang

AUSTRIA

- Singles**
- 1 **Roxette** - Joyride
 - 2 **Bingoboy/Princessa** - How To Dance
 - 3 **Bee Gees** - Secret Love
 - 4 **Dr. Alban** - No Coke
 - 5 **Cheyne Hawkes** - The One And Only
 - 6 **Seal** - Crazy
 - 7 **Rod Stewart** - Rhythm Of My Heart
 - 8 **Cher** - The Shoop Shoop Song
 - 9 **Beat 4 Feet/K.Cooper** - Sister Soul & Mr. Beat
 - 10 **Clash** - Should I Stay Or Should I Go

- Albums**
- 1 **Eurythmics** - Greatest Hits
 - 2 **Roxette** - Joyride
 - 3 **Kastelruther Spatzen** - Wahrheit Ist Ein...
 - 4 **Dr. Alban** - Hello Afrika
 - 5 **Bee Gees** - High Civilization
 - 6 **Stefanie Weger** - Stille Wasser
 - 7 **Jazz Gitti** - A Wunda
 - 8 **Rod Stewart** - Vagabond Heart
 - 9 **Rolling Stones** - Flashpoint
 - 10 **Ludwig Hirsch** - In Meiner Sprache

FRANCE

- Singles**
- 1 **Mylene Farmer** - Désenchantée
 - 2 **Fredericks/Goldman/Jones** - A Nos Actes Manques
 - 3 **Roch Voisine** - Darling
 - 4 **Patrick Bruel** - Place Des Grands Hommes
 - 5 **Thierry Hazard** - Poupee Psychedelique
 - 6 **Scorpions** - Wind Of Change
 - 7 **Benny B** - Qu'Est-Ce-Qu'On Fait Maintenant
 - 8 **Jil Caplan** - Tout C'Qui Nous Separe
 - 9 **UB40** - Homely Girl
 - 10 **Vanilla Ice** - Ice Ice Baby

- Albums**
- 1 **Mylene Farmer** - L'Autre
 - 2 **Patrick Bruel** - Alors Regarde
 - 3 **UB 40** - Labour Of Love II
 - 4 **Enigma** - MCMXC A.D.
 - 5 **Fredericks/Goldman/Jones** - Fredericks, Goldman & Jones
 - 6 **Rolling Stones** - Flashpoint
 - 7 **Scorpions** - Crazy World
 - 8 **Roch Voisine** - Double
 - 9 **Soundtrack** - Grease
 - 10 **Simple Minds** - Real Life

BELGIUM

- Singles**
- 1 **Stef/Bob** - Brek De Stille
 - 2 **Wamblee** - Anitouni
 - 3 **Z.Fornaciari/P.Young** - Senza Una Donna
 - 4 **Scorpions** - Wind Of Change
 - 5 **B.B. Jerome/The Bang Gang** - You Can Rock It
 - 6 **Clouseau** - Geef Het Op
 - 7 **Mylene Farmer** - Désenchantée
 - 8 **KLF** - Last Train To Trancentral/The Iron Horse
 - 9 **Nomad** - Just A Groove
 - 10 **Carola** - Fångad Av En Stormvind

- Albums**
- 1 **Mylene Farmer** - L'Autre
 - 2 **Simple Minds** - Real Life
 - 3 **Roxette** - Joyride
 - 4 **Eurythmics** - Greatest Hits
 - 5 **Rondo Veneziano** - Concerto Per Mozart
 - 6 **Stef Bos** - Is Dit Nu Later
 - 7 **Rolling Stones** - Flashpoint
 - 8 **Isabelle A** - Isabelle A
 - 9 **Bart Kaell** - Gewoon Omdat Ik Van je Hou
 - 10 **R.E.M.** - Out Of Time

FINLAND

- Singles**
- 1 **Pepeda** - Punaista Ja Makeaa
 - 2 **KLF** - Last Train To Trancentral/The Iron Horse
 - 3 **De La Soul** - Ring Ring Ring
 - 4 **Bingoboy/Princessa** - How To Dance
 - 5 **Klamydia** - Söynävynäviä
 - 6 **Haus-Mylly** - Se Mustamies
 - 7 **Monie Love Vs Adeva** - Ring My Bell
 - 8 **Pet Shop Boys** - Where The.../..Seriously?
 - 9 **Roxette** - Joyride
 - 10 **Seal** - Future Love Paradise

- Albums**
- 1 **Eppu Normaali** - Paskahatun Paluu
 - 2 **Roxette** - Joyride
 - 3 **Kolmas Nainen** - Elämän Tarkoituks
 - 4 **J. Karjalainen** - Päiväkirja
 - 5 **R.E.M.** - Out Of Time
 - 6 **Time Turunen** - Pieni Ystävään
 - 7 **Kikka** - Kikka 3
 - 8 **Michael Bolton** - Time, Love & Tenderness
 - 9 **Huey Lewis/The News** - Hard At Play
 - 10 **Inspirial Carpets** - The Beast Inside

GREECE

- Singles**
- 1 **KLF** - Last Train To Trancentral/The Iron Horse
 - 2 **Dr. Alban** - Hello Afrika
 - 3 **De La Soul** - Ring Ring Ring (Ha Ha Hey)
 - 4 **Nomad/MC Mikee Freedom** - Devotion
 - 5 **Gipsy Kings** - Hotel California
 - 6 **KLF** - 3 A.M. Eternal
 - 7 **Paula Abdul** - Rush Rush
 - 8 **Dr. Alban** - No Coke
 - 9 **Enigma** - Mea Culpa Part II
 - 10 **C&C Music Factory** - Gonna Make You Sweat

- Albums**
- 1 **R.E.M.** - Out Of Time
 - 2 **Dr. Alban** - Sweet Reggae
 - 3 **Eurythmics** - Greatest Hits
 - 4 **Scorpions** - Crazy World
 - 5 **The Simpsons** - The Simpsons Sing The Blues
 - 6 **Rolling Stones** - Flashpoint
 - 7 **KLF** - The White Room
 - 8 **Gipsy Kings** - Mosaïque
 - 9 **Enigma** - MCMXC A.D.
 - 10 **Gipsy Kings** - Gipsy Kings

ITALY

- Singles**
- 1 **Riccardo Cocciante** - Se Siamo Insieme
 - 2 **Simple Minds** - Let There Be Love
 - 3 **Roxette** - Joyride
 - 4 **Umberto Tozzi** - Gli Altri Siamo Noi
 - 5 **Pet Shop Boys** - Where The.../..Seriously?
 - 6 **P.Bertoli/Tazenda** - Spunta La Luna Dal Monte
 - 7 **Marco Masini** - Perché Lo Fai
 - 8 **Banderas** - This Is Your Life
 - 9 **Joy Salinas** - Rockin' Ramona
 - 10 **Raf** - Oggi Un Dio Non Ho

- Albums**
- 1 **Marco Masini** - Malinconia
 - 2 **Gino Paoli** - Matto Come Un Gatto
 - 3 **Antonio Venditti** - Il Diario
 - 4 **Simple Minds** - Real Life
 - 5 **R.E.M.** - Out Of Time
 - 6 **P.Bertoli** - Spunta La Luna Dal Monte E...
 - 7 **Riccardo Cocciante** - Cocciante
 - 8 **Sting** - The Soul Cages
 - 9 **Eurythmics** - Greatest Hits
 - 10 **Roberto Vecchioni** - Per Amore Mio

SWEDEN

- Singles**
- 1 **Scorpions** - Wind Of Change
 - 2 **Cheyne Hawkes** - The One And Only
 - 3 **Carola** - Fångad Av En Stormvind
 - 4 **R.E.M.** - Losing My Religion
 - 5 **Timmy T.** - One More Try
 - 6 **Roxette** - Joyride
 - 7 **Jim Jidhed** - Kommer Du Ihåg Mig?
 - 8 **Roxette** - Fading Like A Flower
 - 9 **Clash** - Should I Stay Or Should I Go
 - 10 **KLF** - Last Train To Trancentral/The Iron Horse

- Albums**
- 1 **Roxette** - Joyride
 - 2 **Rod Stewart** - Vagabond Heart
 - 3 **Michael Bolton** - Time, Love & Tenderness
 - 4 **Mauro Scocco** - Dr. Space Dagbok
 - 5 **Scorpions** - Crazy World
 - 6 **R.E.M.** - Out Of Time
 - 7 **Simple Minds** - Real Life
 - 8 **Wilmer X** - Mambo Feber
 - 9 **Eric Gadd** - Eric Gadd
 - 10 **Eurythmics** - Greatest Hits

IRELAND

- Singles**
- 1 **Cher** - The Shoop Shoop Song
 - 2 **Z.Fornaciari/P.Young** - Senza Una Donna
 - 3 **R.E.M.** - Shiny Happy People
 - 4 **Soft Cell/Marc Almond** - Tainted Love/Where Did...
 - 5 **Cathy Dennis** - Touch Me
 - 6 **Roxette** - Fading Like A Flower
 - 7 **O.M.D.** - Sailing On The Seven Seas
 - 8 **New Kids On The Block** - Call It What You Want
 - 9 **Beverley Craven** - Promise Me
 - 10 **Crystal Waters** - Gypsy Woman

- Albums**
- 1 **The Waterboys** - Best Of 81-90
 - 2 **Michael Bolton** - Time, Love & Tenderness
 - 3 **The Fat Lady Sings** - Twist
 - 4 **E.M.F.** - Schubert Dip
 - 5 **Christy Moore** - Smoke & Strong Whiskey
 - 6 **Eurythmics** - Greatest Hits
 - 7 **The Simpsons** - The Simpsons Sing The Blues
 - 8 **R.E.M.** - Out Of Time
 - 9 **G.Michael** - Listen Without Prejudice Vol. 1
 - 10 **Elvis Costello** - Mighty Like A Rose

PORTUGAL

- Singles**
- 1 **Johnny Nash** - I Can See Clearly Now
 - 2 **Dr. Alban** - Hello Afrika
 - 3 **Bobby Vinton** - Blue Velvet
 - 4 **Snap** - Snap Megamix
 - 5 **Enigma** - Sadness Part I
 - 6 **Stevie B** - Because I Love You
 - 7 **Enigma** - Mea Culpa Part II
 - 8 **Roxette** - Joyride
 - 9 **Dream Warriors** - My Definition...
 - 10 **Queen** - Innuendo

- Albums**
- 1 **Enigma** - MCMXC A.D.
 - 2 **Supertramp** - The Very Best Of...
 - 3 **Simple Minds** - Real Life
 - 4 **Rolling Stones** - Flashpoint
 - 5 **Soundtrack** - Music From Twin Peaks
 - 6 **Dr. Alban** - Hello Afrika
 - 7 **R.E.M.** - Out Of Time
 - 8 **Chris Isaak** - Wicked Game
 - 9 **Soundtrack** - The Doors
 - 10 **Queen** - Innuendo

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).

AMERICAN MODEL - THE FINAL CHAPTER

Narrowcasting Finds Its Niches

by E Karl

Auditorium music testing started working its way into radio station research plans in the early to mid-'80s, and by the middle of the decade, programmers were able to separate narrowcast formats into other compartments. Rock programmers noticed that there was a whole field of "rock and roll oldies" that could stand alone as a format—with no new music at all—and that brought Classic Rock onto the airwaves. There was a field of AC music that was all soft and easy-going: that posturing gave birth to Soft AC; and on and on.

Today, in America, niche formats abound, all with specific targets, each offering special format

elements designed by those target listeners through research, and each positioned tightly in the realm of radio.

Listeners can choose between AOR, Classic Rock, Rock 40, New Rock, Rock AC, Lite Rock, Hot AC, ("Mix" usually), Mainstream AC, Oldies-Based AC, Soft AC, Standard Easy Listening, Adult Spectrum Radio, (Easy, Soft AC, and New Age combined), New Age alone, Modern Country, Traditional Country, Country Rock, Soft Country, Oldies (now split into either '50s or '60s based), Top 40 (CHR), Urban, Churban, Jazz, Classical, and so on. There are at least 25 distinct formats in America today, and possibly as many as 40. With more to come.

Now programmers talk about their targets like this: "We're going after FM exclusive listeners in the Soft AC sub-Lifegroup who are all working women, as long as they are between the ages of 30 and 40."

That kind of targeting is commonplace, and it works as long as stations "stay true to their skew." Indeed, 12+ is a family reunion in America today. As programmers in the USA watch what is happening in European radio, it is easy to see why they believe that an "explosion" is about to occur. Will the explosion that creates niche radio in Europe be one from a "smart" bomb or a "dumb" bomb? Some programmers and marketers in the USA feel that the "American

Model" will work overseas, and American-based consulting and research firms are setting up shop to import that "model". It will be interesting to watch, especially since the "Here's what you do, just plug in these clocks, it worked in Los Angeles" attitude may be just too much for European radio programmers to resist.

Radio in Europe will grow. It will fractionise into narrowcast formats, which will break up into other tightly-targeted niches. But, if European programmers are not careful, and if they don't take the American Model with a pinch of salt, their programming explosion will become an implosion, and the Ugly American will just walk away unscathed.

NEWS BRIEFS FROM THE USA

by Tom Kay

Bedroom 'Pirate' FM Station Seized

A Boston FM station was started for fun by teenager **Scott Gallagher** in 1982, was run out of his bedroom, and was recently discovered by the FCC after increasing from a few to 80 watts. Gallagher was fined \$750,000 for lack of license, and could be hit for \$10,000 and a year's jail time if the station is turned back on.

New Competition for Arbitron and Birch

California-based **SuperRatings Research**, headed by President **Mark Olson**, is predicting to monitor 50 markets by fall, and is offering subscribers six books a year based on 4-week surveys. The largest number of books released by **Arbitron** or **Birch** in any particular market over the course of a year has been four. SuperRatings will draw qualitative data from solicited samples of at least 1,500 people, offering an alternative to the random-sampled nature of existing research services. Station investment is \$7,500 per year.

Imagination Stations Again A Reality

It was reported several weeks ago that the Imagination Satellite Network had suspended broadcasting operations. Financial burdens were to blame, including in large part the cost of running live telephone with children. However, **WXJO-FM/St. Louis, MO** never ceased the kids' programming, and the satellite is back up and running with **KKDS-AM/Salt Lake City, UT** and a possible Springfield, MO station on board. Former satellite participants have claimed that response from children and advertisers alike was more than positive. Round two begins.

Stiff Fine for Nuclear No-No At KSHE

The FCC has imposed a \$25,000 fine against **Emmis Broadcasting**-owned **KSHE/St. Louis, MO** for the airing of a mock nuclear attack during the AOR station's morning show on January 29th, a day in the life of the actual Persian Gulf war. Morning co-host **John Uleff** aired alerting tones similar to those used by the Emergency Broadcast System in an effort to create what he termed an awareness of the "potentially devastating ramifications" of nuclear assault in the Gulf. The audience was not notified of the alert's false nature until two hours later. The FCC has cited the station on the basis of a ruling prohibiting the broadcasting of deceptive emergency warnings.

SINGLES

TW	LW	Artist/Title	Label
1	1	MARIAH CAREY /I Don't Wanna Cry	Columbia
2	3	EXTREME /More Than Words	A&M
3	8	COLOR ME BADD /I Wanna Sex You Up (From New Jack City)	Giant
4	9	MICHAEL BOLTON /Love Is A Wonderful Thing	Columbia
5	13	PAULA ABDUL /Rush Rush	Virgin
6	4	HI-FIVE /I Like The Way (The Kissing Game)	Jive
7	11	R.E.M. /Losing My Religion	Warner Brothers
8	2	CATHY DENNIS /Touch Me (All Night Long)	Polydor
9	10	QUEENSRYCHE /Silent Lucidity	EMI
10	5	ROD STEWART /Rhythm Of My Heart	Warner Brothers
11	16	WHITNEY HOUSTON /Miracle	Arista
12	17	EMF /Unbelievable	EMI
13	6	DIVINYLS /I Touch Myself	Virgin
14	7	C&C MUSIC FACTORY /Here We Go	Columbia
15	12	AMY GRANT /Baby Baby	A&M
16	21	BLACK BOX /Strike It Up	RCA
17	23	LUTHER VANDROSS /Power Of Love/Love Power	Epic
18	18	RUDE BOYS /Written All Over Your Face	Atlantic
19	20	FIREHOUSE /Don't Treat Me Bad	Epic
20	24	HUEY LEWIS & THE NEWS /Couple Days Off	EMI
21	15	ROXETTE /Joyride	EMI
22	19	SHEENA EASTON /What Comes Naturally	MCA
23	28	ANOTHER BAD CREATION /Playground	Motown
24	14	THE TRIPLETS /You Don't Have To Go Home Tonight	Mercury
25	29	L.L. COOL J /Mama Said Knock You Out	Def Jam
26	33	SALT-N-PEPA /Do You Want Me	Next Plateau
27	32	UB40 /Here I Am (Come And Take Me)	Virgin
28	25	RIFF /My Heart Is Failing Me	SBK
29	37	JESUS JONES /Right Here, Right Now	SBK
30	38	MARC COHN /Walking In Memphis	Atlantic
31	39	GERARDO /We Want The Funk	Interscope
32	36	STYX /Love At First Sight	A&M
33	27	VOICES THAT CARE /Voices That Care	Giant
34	42	LISA FISCHER /How Can I Ease The Pain	Elektra
35	41	CELINE DION /If There Was Any Other Way	Epic
36	26	NELSON /More Than Ever	DGC
37	50	CRYSTAL WATERS /Gypsy Woman (She's Homeless)	Mercury
38	31	THE BLACK CROWES /She Talks To Angels	Def American
39	49	STEELHEART /I'll Never Let You Go	MCA
40	46	SURFACE /Never Gonna Let You Down	Columbia

Billboard

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ALBUMS*

TW	LW	Artist/Title	Label
1	1	THE RIGHTEOUS BROTHERS /Best Of The Righteous Brothers	Curb
2	2	STEVE MILLER BAND /Greatest Hits	Capitol
3	3	MEATLOAF /Bat Out Of Hell	Cleveland
4	5	AEROSMITH /Greatest Hits	Columbia
5	8	JIMMY BUFFETT /Songs You Know By Heart	MCA
6	7	JOURNEY /Journey's Greatest Hits	Columbia
7	9	THE EAGLES /Greatest Hits 1971-1975	Elektra
8	6	PATSY CLINE /Greatest Hits	MCA
9	10	AC/DC /Back In Black	Atlantic
10	4	ERIC CLAPTON /Time Pieces - The Best Of Eric Clapton	Polydor
11	11	JAMES TAYLOR /Greatest Hits	Warner Brothers
12	13	BILLY JOEL /Greatest Hits Vol. I & II	Columbia
13	12	ELTON JOHN /Greatest Hits	MCA
14	16	LED ZEPPELIN /Led Zeppelin IV	Atlantic
15	15	ROD STEWART /Downtown Train/Selections	Warner Brothers
16	17	BAD COMPANY /10 From 6	Atlantic
17	19	THE EAGLES /Greatest Hits Vol. 2	Elektra
18	20	PINK FLOYD /The Wall	Columbia
19	NE	LED ZEPPELIN /Led Zeppelin	Atlantic
20	28	GUNS N' ROSES /Appetite For Destruction	Geffen
21	NE	SOUNDTRACK /Jungle Book	Walt Disney
22	14	BON JOVI /Slippery When Wet	Mercury
23	24	PINK FLOYD /Dark Side Of The Moon	Capitol
24	27	AC/DC /Who Made Who	Atlantic
25	NE	THE JUDDS /Collector's Series	RCA
26	25	INXS /Kick	Atlantic
27	30	DIGITAL UNDERGROUND /Sex Packets	Tommy Boy
28	33	DEF LEPPARD /Hysteria	Mercury
29	36	LUTHER VANDROSS /Best Of Luther: The Best Of Love	Epic
30	26	CHICAGO /Greatest Hits 1982-1989	Reprise
31	32	QUEENSRYCHE /Operation: Mindcrime	EMI
32	21	ORIGINAL BROADWAY CAST /Les Miserables	Geffen
33	43	THE EAGLES /Hotel California	Elektra
34	35	GEORGE STRAIT /George Strait's Greatest Hits	MCA
35	34	THE JUDDS /Heartland	RCA
36	29	THE CHARLIE DANIELS BAND /A Decade Of Hits	Epic
37	38	FOREIGNER /Records	Atlantic
38	18	RUSH /Moving Pictures	Mercury
39	40	JANIS JOPLIN /Greatest Hits	Columbia
40	37	LINDA RONSTADT //Cry Like A Rainstorm. . .	Elektra

*The Top Pop Catalog Albums listing appears this week as a reader service. The Billboard Top 40 Albums Chart will return next week.

EHR TOP 25

TW	LW	WOC	Artist/Title	Label
1	1	11	ROD STEWART /Rhythm Of My Heart	(Warner Brothers)
2	2	5	MICHAEL BOLTON /Love Is A Wonderful Thing	(Columbia)
3	3	9	CHESNEY HAWKES /The One And Only	(Chrysalis)
4	4	12	ROXETTE /Joyride	(EMI)
5	6	5	SEAL /Future Love Paradise	(ZTT/WEA)
6	5	6	CHER /The Shoop Shoop Song (It's In His Kiss)	(Epic)
7	9	6	ZUCCHERO FORNACIARI/PAUL YOUNG /Senza Una Donna	(London)
8	10	5	ROACHFORD /Get Ready	(Columbia)
9	12	4	AMY GRANT /Baby Baby	(A&M)
10	7	12	BEE GEES /Secret Love	(Warner Brothers)
11	8	10	SIMPLE MINDS /Let There Be Love	(Virgin)
12	13	4	WILSON PHILLIPS /You're In Love	(SBK)
13	19	3	DE LA SOUL /Ring Ring Ring (Ha Ha Hey)	(Tommy Boy)
14	16	4	THE REMBRANDTS /Just The Way It Is, Baby	(Atco)
15	17	3	BANANARAMA /Long Train Running	(London)
16	18	5	O.M.D. /Sailing On The Seven Seas	(Virgin)
17	20	2	ELVIS COSTELLO /The Other Side Of Summer	(Warner Brothers)
18	14	6	JAMES /Sit Down	(Fontana)
19	NE	➔	ROXETTE /Fading Like A Flower	(EMI)
20	11	9	MIKE & THE MECHANICS /Word Of Mouth	(Virgin)
21	15	6	GLORIA ESTEFAN /Seal Our Fate	(Epic)
22	23	2	KLF /Last Train To Trancentral	(KLF Communications)
23	NE	➔	DIVINYLS /I Touch Myself	(Virgin)
24	25	2	LUTHER VANDROSS /Power Of Love/Love Power	(Epic)
25	21	7	MADONNA /Rescue Me	(Sire)

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

R.E.M. /Losing My Religion	(Warner Brothers)	29/4
CATHY DENNIS /Touch Me	(Polydor)	28/5
SIMPLE MINDS /See The Lights	(Virgin)	27/9
BLACK BOX /Strike It Up	(de/Construction)	26/1
THE WATERBOYS /The Whole Of The Moon	(Ensign)	26/1
JOE JACKSON /Stranger Than Fiction	(Virgin)	25/5
ELECTRONIC /Get The Message	(Virgin)	25/3
HUEY LEWIS & THE NEWS /Couple Days Off	(EMI USA)	24/7
NOMAD /Just A Groove	(Rumour)	24/4
BEVERLY CRAVEN /Promise Me	(Epic)	24/3
T'PAU /Whenever You Need Me	(Siren)	NE 23/8
R.E.M. /Shiny Happy People	(Warner Brothers)	NE 22/8
MYLENE FARMER /Désenchantée	(Polydor)	21/3
MARC COHN /Walking In Memphis	(Atlantic)	21/1
LONNIE GORDON /Gonna Catch You	(Supreme)	21/1
FRANCES NERO /Footsteps Following Me	(Debut)	21/0
THE WONDERSTUFF /The Size Of A Cow	(Polydor)	20/1
BANDERAS /This Is Your Life	(London)	20/1
SCORPIONS /Wind Of Change	(Mercury)	20/0
RICK ASTLEY /Move Right Out	(RCA)	19/3
SHEENA EASTON /What Comes Naturally	(MCA)	18/1
TRACIE SPENCER /This House	(Capitol)	18/1
E.L.O. II /Honest Men	(Telstar)	17/3
PAULA ABDUL /Rush Rush	(Virgin)	16/5
THE FARM /Don't Let Me Down	(Produce)	16/2
NEW KIDS ON THE BLOCK /Call It What You Want	(Columbia)	NE 15/5
INXS /By My Side	(Mercury)	15/3
JELLYFISH /Baby's Coming Back	(Charisma)	15/0
DEACON BLUE /Your Swaying Arms	(Columbia)	NE 14/11

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 by new adds. Arrows indicate new entries in Chartbound.

EHR NEW ADD LEADERS

DEACON BLUE /Your Swaying Arms	(Columbia)	11
SIMPLE MINDS /See The Lights	(Virgin)	9
R.E.M. /Shiny Happy People	(Warner Brothers)	8
ROXETTE /Fading Like A Flower	(EMI)	8
T'PAU /Whenever You Need Me	(Siren)	8
HUEY LEWIS & THE NEWS /Couple Days Off	(EMI USA)	7

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

EHR "A" ROTATION LEADERS

ROD STEWART /Rhythm Of My Heart	(Warner Brothers)	45
CHER /The Shoop Shoop Song (It's In His Kiss)	(Epic)	39
ROXETTE /Joyride	(EMI)	38
CHESNEY HAWKES /The One And Only	(Chrysalis)	37
MICHAEL BOLTON /Love Is A Wonderful Thing	(Columbia)	36

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

1	ROD STEWART /Rhythm Of My Heart	58	45	12	0
2	MICHAEL BOLTON /Love Is A Wonderful Thing	56	36	11	6
3	CHESNEY HAWKES /The One And Only	49	37	9	3
4	CHER /The Shoop Shoop Song (It's In His Kiss)	47	39	4	2
5	ZUCCHERO FORNACIARI/PAUL YOUNG /Senza Una Donna	47	29	13	5
6	ROXETTE /Joyride	46	38	5	2
7	SEAL /Future Love Paradise	45	32	10	2
8	WILSON PHILLIPS /You're In Love	38	26	8	3
9	AMY GRANT /Baby Baby	38	23	11	1
10	MIKE & THE MECHANICS /Word Of Mouth	37	25	9	3
11	BEE GEES /Secret Love	36	27	9	0
12	ROXETTE /Fading Like A Flower	36	18	6	8
13	DE LA SOUL /Ring Ring Ring (Ha Ha Hey)	35	22	8	5
14	JAMES /Sit Down	33	24	7	2
15	ELVIS COSTELLO /The Other Side Of Summer	31	22	8	1
16	MADONNA /Rescue Me	30	24	6	0
17	O.M.D. /Sailing On The Seven Seas	30	21	8	1
18	BANANARAMA /Long Train Running	30	19	9	2
19	GLORIA ESTEFAN /Seal Our Fate	30	18	11	1
20	REMBRANDTS /Just The Way It Is, Baby	29	19	10	0
21	KLF /Last Train To Trancentral	29	18	4	6
22	R.E.M. /Losing My Religion	29	18	3	4
23	SIMPLE MINDS /Let There Be Love	28	22	5	0
24	CATHY DENNIS /Touch Me	28	14	6	5
25	LUTHER VANDROSS /Power Of Love/Love Power	27	13	11	3
26	DIVINYLS /I Touch Myself	27	15	6	6
27	SIMPLE MINDS /See The Lights	27	9	9	9
28	THE WATERBOYS /The Whole Of The Moon	26	18	6	1
29	BLACK BOX /Strike It Up	26	13	11	1
30	ELECTRONIC /Get The Message	25	16	6	3

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 "A" rotation.

Airplay Action

by Machgiel Bakker

A static top 5 this week. **Michael Bolton** has not yet taken over **Rod Stewart's** (record) domination of the EHR top slot but continues to be a prime candidate. The **Fornaciari/Young** duet has moved up from 9 to 7 this week, its highest position so far. EHR stations in the UK are leading the pack with 87% of our reporter field playlisting the track. Also German, Benelux and Scandinavian airplay has slightly increased.

Amy Grant has moved into top 10 (9->12) and is in "A" rotation on 23 playlists (an increase of 35% compared to last week). It has also added 3 new stations to its total.

Roxette have built a steady base with EHR radio. While the duo's *Joyride* single refuses to leave the top 5 (and is still third best "A" rotation leader), the new single *Fading Like A Flower* is this week's highest entry in the EHR Top 25 (19). The single is played on 36 stations while *Joyride* is on 46. This means that almost all EHR stations are playing either one or two tracks from the Swedish act—not a bad achievement.

One of this year's 'sleepers' is Australian band **Divinyls's** *I Touch Myself*, released in January of this year, it took the duo four months to break into

EHR's playlists and the single is doing well in Italy and the UK. Ready to break into next week's EHR Top 25 are **Simple Minds's** *See The Lights*, **Huey Lewis & The News's** *Couple Days Off*, the long-awaited **T'Pau** single *Whenever You Need Me* and **R.E.M.** (who would have thought last year they would fit the EHR format?) with *Shiny Happy People*.

French-language records do not often cross borders especially not into EHR formats. A recent exception is **Polydor** singer **Mylene Farmer** whose *Désenchantée* is now getting good airplay on both German and Danish EHR stations.



EUROCHART HOT 100 SINGLES



THIS WEEK	LAST WEEK	TITLE	ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	TITLE	ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	TITLE	ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED
1	1	12	Joyride Roxette - EMI (Jimmy Fun Music)	D.B.NL.A.CH.S.PDK.N.SF.I	35	34	15	Poupee Psychedelique Thierry Hazard - Columbia (Sony Music)	F	69	INF	RSVP Jason Donovan - PWL (All Boys Music)	UK,Ir	
2	2	18	Wind Of Change Scorpions - Mercury (Almo/Testatyme Music)	F.D.B.NL.CH.S.N	36	21	13	Mea Culpa Part II Enigma - Virgin (Data Alpha/Mambo/Siegel)	F.D.E.P.GR.I	70	57	8	Deep, Deep Trouble The Simpsons feat. Bart & Homer - Geffen (Zomba/EMI)	UK,D.S.DK
3	4	4	Last Train To Trancentral/The Iron Horse KLF - KLF Communications (EG/Zoo/WC/Wandee/BMG)	UK,D.B.NL.S.DK.SF.GR	37	40	5	Love Is A Wonderful Thing Michael Bolton - Columbia (Warner Chappell)	UK,CH.S.DK.N	71	RE	Feel The Groove Cartouche - Phonogram (Scorpio)	F	
4	3	6	The Shoop Shoop Song (It's In His Kiss) Cher - Epic (Alley/Trio/Hudson Bay)	UK,D.A.S.DK,Ir,N	38	INF	1	I Wanna Sex You Up Color Me Badd - Giant (Hip Hop/Hifrost)	UK	72	44	5	Children E.M.F. - Parlophone (Warner Chappell)	UK,D.CH,Ir
5	5	6	Senza Una Donna (Without A Woman) Zucchero Fornaciari & Paul Young - London (Warner Chappell/PolyGram/EMI)	UK,D.B.NL.P,Ir,N	39	39	17	(I Wanna Give You) Devotion Nomad feat. MC Mikee Freedom - Rumour (Skratch/Copyright Control)	D,E,A,CH,GR	73	60	17	Because I Love You (The Postman Song) Stevie B - BCM (Saja/Mya-T)	D,B,P
6	30	2	Gypsy Woman (La Da Dee) Crystal Waters - A&M PM (BMG)	UK,Ir,I	40	47	22	Hello Afrika Dr. Alban - SweMix (Progressive/Misty/SweMix)	NL,E,CH,P,GR	74	61	7	Blue Hotel Chris Isaak - Reprise (Warner Chappell)	D,A,DK
7	12	11	The One And Only Chesney Hawkes - Chrysalis (Warner Chappell)	UK,D,B,NL,A,CH,S,DK,Ir,N	41	59	3	Anaesthesia T99 - Who's That Beat (P&M)	UK,B,Ir	75	INF	Your Swaying Arms Deacon Blue - Columbia (Poor)	UK,Ir	
8	17	10	Rhythm Of My Heart Rod Stewart - Warner Brothers (WB/Jamm/Bibo)	UK,F,D,B,A,CH,S,DK,Ir	42	88	2	Call It What You Want New Kids On The Block - Columbia (EMI)	UK,B,S,Ir,GR	76	INF	Diego Libre Dans Sa Tete Johnny Hallyday - Phonogram (Apache)	F	
9	9	8	Désenchantée Mylène Farmer - Polydor (Requiem Publishing)	F,B	43	42	7	Ring My Bell Monie Love Vs Adeva - Cooltempo (Chrysalis/Copyright Control)	D,NL,CH,S,SF	77	53	9	So Sad Gregorian - Metronome (Antenna/PolyGram)	F,P
10	14	10	Where The Streets Have No Name/„Seriously?' Pet Shop Boys - Parlophone (a.EMI/Warner Chappell aa.Cage/10)	D,B,E,A,CH,S,PDK,SF,I	44	24	18	Do The Bartman The Simpsons - Geffen (ATV/Sorcerous Labyrinth)	D,E,A,CH,S,DK,GR	78	43	6	Geef Het Op Clouseau - EMI (EMI)	B,NL
11	10	4	Future Love Paradise Seal - ZTT/WEA (Beethoven Street/Perfect)	UK,D,B,NL,CH,S,DK,Ir,SF	45	45	25	Qu'Est-Ce-Qu'On Fait Maintenant Benny B - PLR (Copyright Control)	F	79	RE	Let's Try It Again/Didn't I New Kids On The Block - CBS (EMI/Mighty Three/Island)	F	
12	27	3	Fading Like A Flower (Every Time You Leave) Roxette - EMI (EMI)	UK,D,B,NL,S,DK,Ir,I	46	31	5	Get The Message Electronic - Virgin (Warner Chappell)	UK,D,GR	80	INF	Caught In My Shadow The Wonderstuff - Polydor (PolyGram)	UK	
13	11	7	One More Try Timmy T. - Quality (RMI)	D,B,NL,A,CH,S	47	81	2	Baby Baby Amy Grant - A&M (Age To Age/Edward Grant/Yellow Elephant)	UK,Ir	81	INF	Success Dannii Minogue - MCA (Mushroom/EMI)	UK	
14	6	13	Should I Stay Or Should I Go The Clash - Columbia (Ninaden)	D,B,NL,A,CH,S,PDK,N,SF,GR	48	94	2	Fångad Av En Stormvind Carola - Rival (Rival Music)	B,S	82	85	2	I Can See Clearly Now (Remix) Johnny Nash - Epic (Rondor Music)	P
15	13	5	Ring Ring Ring (Ha Ha Hey) De La Soul - Tommy Boy (WC/Tea Girl/Curio/Chelsea/Island/MCA)	UK,D,B,NL,S,DK,SF,GR	49	58	22	The Grease Megamix John Travolta & Olivia Newton-John - Polydor (Warner Chappell)	F,E,DK	83	38	4	Born Free Vic Reeves & The Roman Numerals - Sense (EMI)	UK,Ir
16	36	3	Promise Me Beverly Craven - Epic (Warner Chappell)	UK,F,Ir	50	46	9	Highwire Rolling Stones - Columbia (Promopub BV)	F,D,A,CH,PI	84	73	2	Long Train Running Bananarama - London (Warner Chappell)	UK,D,DK,SF
17	7	7	Sailing On The Seven Seas O.M.D. - Virgin (Raw Unlimited/Virgin)	UK,D,S,Ir	51	66	3	Breek De Stilte Stef & Bob - HKM (Hans Kusters)	B	85	75	13	Unfinished Sympathy Massive - Wild Bunch/Circa (Island)	D,B,NL
18	18	23	Crazy Seal - ZTT/WEA (Beethoven Street/Perfect)	F,D,A,CH,DK	52	52	3	Tout C'Qui Nous Separe Jil Caplan - Epic (Jay Alanski)	F	86	91	3	Lucifer Blue System - Hansa/Ariola (Hanseatic)	D,A
19	20	9	A Nos Actes Manques Fredericks, Goldman & Jones - Columbia (JRG/Marc Lumbroso)	F	53	37	23	Gonna Make You Sweat C&C Music Factory - Columbia (Virgin Music)	D,E,A,CH,GR	87	RE	The Simple Truth (A Child Is Born) Chris De Burgh - A&M (Rondor Music)	UK,Ir	
20	19	11	Darling Roch Voisine - Ariola (Ed. Georges Mary)	F,B	54	51	17	Romantic World Dana Dawson - Columbia (CBS Music/Romus S.A.R.L.)	F,S	88	92	2	Punaista Ja Makeaa Popeda - Poko (Poko)	SF
21	8	3	Touch Me (All Night Long) Cathy Dennis - Polydor (Chrysalis/Memory Lane)	UK,Ir	55	INF	1	Move That Body Technotronic - ARS (ADM/SOF)	UK,D,B,DK,Ir	89	78	4	Grease The Dream Mix. Valli/Travolta/Newton-John - Polydor (Warner Chappell)	NL,E,DK
22	16	10	Let There Be Love Simple Minds - Virgin (Virgin Music)	F,D,NL,CH,S,PDK,GR,I	56	62	5	Homely Girl UB40 - Virgin (Virgin/Intersong)	F	90	INF	La Musclada Les Muscles - A-B/Polydor (ABeditions)	F	
23	15	12	Secret Love Bee Gees - Warner Brothers (Gibb Brothers/BMG Music)	D,B,A,CH,GR	57	50	3	Se Stiamo Insieme Riccardo Cocciante - Virgin (Boventoon/L'Altra Meta)	NL,I	91	54	8	The Whole Of The Moon The Waterboys - Ensign (Dizzy Heights/Chrysalis)	UK,Ir
24	INF	1	Tainted Love/Where Did Our Love Go? Soft Cell/Marc Almond - Some Bizarre (Burlington/Warner Chappell)	UK,Ir	58	49	4	There's No Other Way Blur - Food (MCA)	UK,Ir	92	RE	Take No Crap Cui'n Move - Medley (Casqadida)	DK	
25	28	5	How To Dance Bingoboy & Princessa - Atlantic (Copyright Control)	D,NL,A,S,SF	59	48	11	Rescue Me Madonna - Sire (WB/Blue Disque/Webo Girl)	UK,F,D,CH	93	INF	Whenever You Need Me T'Pau - Siren (Virgin)	UK	
26	22	13	No Coke Dr. Alban - SweMix (SweMix Publishing)	D,B,A,CH,GR	60	97	28	Ice Ice Baby Vanilla Ice - SBK (Various)	F	94	90	3	Perché Lo Fai Marco Masini - Ricordi (Bigallo/Fado)	I
27	29	7	Zehn Kleine Negerlein Time To Time - Power Brothers (Nosferatu)	D	61	56	8	Here We Go C&C Music Factory feat. Freedom Williams - Columbia (Clivilles/Cole)	D,CH,SF	95	64	9	Sit Down James - Fontana (Blue Mountain)	UK
28	41	12	Place Des Grands Hommes Patrick Bruel - RCA (14 Productions)	F	62	63	24	AllTogetherNow The Farm - Produce (Farm Music)	D,E	96	INF	You Can Rock It B.B. Jerome & The Bang Gang - Creastars (EMI)	B	
29	26	11	Losing My Religion R.E.M. - Warner Brothers (Warner Chappell)	B,NL,S,Ir	63	33	5	Footsteps Following Me Frances Nero - Debut (Kastlekat/WC/With Love From Detroit)	UK,Ir	97	67	3	Going To The Run Golden Earring - Columbia (Bouncin' Balls)	NL
30	23	19	J.A.M. Eternal Live At The SSL/Guns Of Mu Mu KLF feat. The Children Of The Revolution - KLF Communications (EG/Zoo/WC/Brampton)	D,E,A,CH,S,DK,N,GR	64	82	2	Anitouni Wamblee - PLR (PLR)	B	98	INF	Je Me Battraï Pour Elle Frederic Francois - Trema (Barracato/Lercara)	F,B	
31	INF	1	Shiny Happy People R.E.M. - Warner Brothers (Warner Chappell)	UK,Ir	65	55	29	Sadness Part 1 Enigma - Virgin (Data Alpha/Mambo/Siegel)	F,P,GR,I	99	72	12	About You David Hallyday - Scotti Bros (Maritza Music)	F
32	35	5	Just The Way It Is, Baby the Rembrandts - Atco (WB/Warner-Tamerlane/Tiger God)	D,A,S	66	69	7	Strike It Up Black Box - deConstruction (Warner Chappell/Copyright Control)	D,B,NL,SF	100	86	2	U & Mi Dr. Alban - SweMix (SweMix/Misty Music)	D
33	25	3	Just A Groove Nomad - Rumour (Skratch)	UK,D,B,NL,S	67	80	2	You're In Love Wilson Phillips - SBK (EMI/MCA)	UK,D,Ir					
34	32	9	Snap Megamix Snap - Logic/Ariola (Warner Chappell/Zomba/Minder)	D,NL,A,CH,S,PDK	68	74	12	This Is Your Life Banderas - London (One Life/Island/Elysian)	D,PI					

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.

INF = FAST MOVERS RE = NEW ENTRY
RE = RE-ENTRY

EUROPEAN TOP 100 ALBUMS

THIS WEEK	ARTIST	COUNTRIES CHARTED	THIS WEEK	ARTIST	COUNTRIES CHARTED	THIS WEEK	ARTIST	COUNTRIES CHARTED
LAST WEEK	TITLE - ORIGINAL LABEL		LAST WEEK	TITLE - ORIGINAL LABEL		LAST WEEK	TITLE - ORIGINAL LABEL	
WKS on CHARTS			WKS on CHARTS			WKS on CHARTS		
1	Eurythmics Greatest Hits - RCA ▲2	UK, D, B, N, L, E, A, CH, S, P, DK, I, SF, GR, Ir	35	Phil Collins Serious Hits...Live! - Virgin/WEA	UK, F, D, N, L, P, DK	69	Bob Marley Legend - Island	UK, NL, Ir
2	Roxette Joyride - EMI	UK, D, B, N, L, E, A, CH, S, DK, I, N, SF, Ir	36	Jimmy Somerville The Singles Collection 1984/1990 - London ▲	UK, D, B, N, L, CH	70	Benny B L'Album - PLR	F, B
3	R.E.M. Out Of Time - Warner Brothers	UK, D, B, N, L, E, A, CH, S, P, DK, I, N, SF, GR, Ir	37	UB40 Labour Of Love II - Virgin	F, NL	71	Bee Gees The Very Best Of The Bee Gees - Polydor	UK, D, A, Ir
4	Simple Minds Real Life - Virgin	UK, F, D, B, N, L, E, A, CH, S, P, DK, I, N, SF, GR, Ir	38	George Michael Listen Without Prejudice Vol. 1 - Epic ▲2	UK, F, N, L, Ir	72	Roberto Vecchioni Per Amore Mio - EMI	I
5	Michael Bolton Time, Love & Tenderness - Columbia	UK, D, N, L, E, CH, S, P, DK, N, SF, GR, Ir	39	Madonna The Immaculate Collection - Sire	UK, D, N, L	73	Liane Foly Reve Orange - Virgin	F
6	Rod Stewart Vagabond Heart - Warner Brothers	UK, F, D, B, N, L, E, A, CH, S, P, DK, N, SF, Ir	40	Juan Luis Guerra & 4.40 Bachata Rosa - Karen	E	74	White Lion Mane Attraction - Atlantic	D, CH, S, DK, SF
7	Rolling Stones Flashpoint - Columbia	UK, F, D, B, N, L, E, A, CH, S, P, DK, SF, GR	41	Kastelruther Spatzen Wahrheit Ist Ein Schmalter Grat - Koch	D, A, CH	75	The Fat Lady Sings Twist - East West	UK, Ir
8	Scorpions Crazy World - Mercury	F, D, B, N, L, CH, S, DK, N, GR	42	Antonello Venditti Il Diario - Philips	I	76	Sergio Dalma Sintiendos La Piel - Horus	E
9	Soundtrack - The Doors The Doors - Elektra	UK, F, D, B, N, L, E, A, P, DK, N, SF, Ir	43	Jean-Jacques Goldman Fredericks, Goldman & Jones - Columbia ●	F, B	77	Roachford Get Ready! - Columbia	UK
10	Chris Rea Auberge - East West	UK, F, D, B, N, L, A, CH, S, P, SF	44	Blue System Seeds Of Heaven - Hansa/Ariola	D, A, SF	78	Vaya Con Dios Night Owls - Ariola ▲	D, CH
11	Chris Isaak Wicked Game - Reprise	UK, D, B, N, L, E, A, CH, S, P, DK, SF, GR	45	James Gold Mother - Fontana	UK, Ir	79	Rondo Veneziano Concerto Per Mozart - Baby Records	D, B, CH
12	E.M.F. Schubert Dip - Parlophone	UK, D, N, L, CH, S, SF, Ir	46	Mike & The Mechanics Word Of Mouth - Virgin	UK, D, A, CH, P	80	Modestia Aparte Historias Sin Importancia - PolyGram	E
13	Enigma MCMXC A.D. - Virgin	UK, F, D, B, N, L, E, P, DK, I, GR, Ir	47	Joe Jackson Laughter & Lust - Virgin	UK, D, B, N, L, I	81	Johnny Hallyday Dans La Chaleur De Bercy - Philips	F
14	Lenny Kravitz Mama Said - Virgin	UK, F, D, B, N, L, A, CH, S, DK, N, SF, Ir	48	Mano Negra King Of Bongo - Virgin	F, B, N, L, CH, S	82	The Farm Spartacus - Produce	UK, D
15	O.M.D. Sugar Tax - Virgin	UK, D, B, S, Ir	49	Luther Vandross Power Of Love - Epic	UK	83	Eppu Normaali Paskahatun Paluu - Poko	SF
16	Soundtrack - Grease Grease - Polydor	F, B, N, L, E	50	Gino Paoli Matto Come Un Gatto - WEA	F	84	Gipsy Kings Mosaïque - PEM	D, P, GR
17	Sting The Soul Cages - A&M ▲	UK, F, D, N, L, E, CH, P, DK, I, GR	51	Juan Luis Guerra & 4.40 Djala Que Lluvea Cafe - Karen	E	85	C&C Music Factory Gonna Make You Sweat - Columbia	D, E, CH, DK
18	Bee Gees High Civilization - Warner Brothers	D, B, N, L, A, CH, DK	52	Roch Voisine Double - GM/Ariola ▲	F, B	86	Golden Earring Bloody Buccaneers - Columbia	NL
19	Queen Innuendo - EMI ▲	UK, F, D, N, L, E, CH, P, I, SF	53	AC/DC The Razor's Edge - Atco	D, CH, DK, SF, Ir	87	M.C. Hammer Let's Get It Started - Capitol	D, A, PGR
20	Mylene Farmer L'Autre - Barclay	F, B, S	54	Massive Blue Lines - Wild Bunch/Circa	UK, D, N, L, S	88	Umberto Tozzi Gli Altri Siamo Noi - CGD	I
21	The Waterboys Best Of 81-90 - Chrysalis	UK, D, N, L, S, N, Ir	55	Soundtrack - Twin Peaks/Angelo Badalamenti Music From Twin Peaks - Warner Brothers	B, E, P, DK, SF	89	Dr. Alban Sweet Reggae - Swemix	GR
22	KLF The White Room - KLF Communications	UK, D, B, N, L, A, CH, S, DK, GR	56	Wildecker Herzbuben Zwei Kerle Wie Wir - Hansa/Ariola	D	90	Michel Sardou Le Privilege - EMI	F
23	M.C. Hammer Please Hammer Don't Hurt 'Em - Capitol ●	UK, F, D, E, PGR, Ir	57	Eric Clapton The Eric Clapton Story - Polydor	D, N, L, A	91	Gasolin Rabalderstraede - Columbia	DK, N
24	Yes Union - Arista	UK, D, N, L, S, DK, Ir	58	Emilio Aragon Te Huelen Los Pies - CBS	E	92	Running Wild Blazon Stone - Electrola	D, CH, SF
25	Huey Lewis & The News Hard At Play - EMI USA	UK, D, CH, S, DK, SF, Ir	59	Edward Simoni Pan-Traeume - Columbia	D	93	Deborah Harry & Blondie The Complete Picture - The Very Best Of - Chrysalis	UK
26	Elvis Costello Mighty Like A Rose - Warner Brothers	UK, N, L, Ir	60	Riccardo Cocciante Cocciante - Virgin	I	94	Bananarama Pop Life - London	UK, S, Ir
27	Patrick Bruel Alors Regarde - RCA ▲	F, B	61	The Doors The Best Of The Doors - Elektra	UK, B, N, L, Ir	95	Tennessee Llueve En Mi Corazon - EMI	E
28	The Simpsons The Simpsons Sing The Blues - Geffen	UK, N, L, E, DK, GR, Ir	62	Alison Moyet Hoodoo - Columbia	UK, N, L, CH, S, DK	96	Dana Dawson Paris, New York And Me - Columbia	F
29	Elton John The Very Best Of... - Rocket ▲5	UK, D, B, E, A, CH, DK, N	63	Soundtrack - Dances With Wolves Dances With Wolves - Columbia	D, B, N, L, E, CH, DK	97	Zucchero Fornaciari Zucchero - London	UK, NL
30	Dr. Alban Hello Afrika - Swemix	D, N, L, A, CH, P, DK	64	Inspirational Carpets The Beast Inside - Solid	UK, SF, GR, Ir	98	Roch Voisine Helene - GM/Ariola	F, B
31	De La Soul De La Soul Is Dead - Tommy Boy	UK, N, L, Ir	65	The Stranglers Greatest Hits 1977-1990 - Epic	UK	99	Soundtrack - Tour Of Duty 2 Tour Of Duty - Magnum	NL
32	Flippers Liebe Ist... 2 - Bellaphon	D, A	66	Pierangelo Bertoli Spunta La Luna Dal Monte E I Grandi Successi - Ricordi	I	100	Xuxa Xuxa - RCA	E
33	Marco Masini Malinconia - Ricordi	I	67	The Cure Entreat - Fiction	F, D, B, A			
34	Gloria Estefan Into The Light - Epic ●	UK, D, N, L, CH, Ir	68	Carreras/Domingo/Pavarotti In Concert - Decca	UK, D, DK, GR			

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

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	1	4 Love Is A Wonderful Thing Michael Bolton - Columbia (Warner Chappell)	18	13	5 One More Try Timmy T. - Quality (RMI)	35	38	3 Get The Message Electronic - Virgin (Warner Chappell)
2	3	9 The Shoop Shoop Song (It's In His Kiss) Cher - Epic (Alley/Trio/Hudson Bay)	19	14	5 Get Ready Roachford - Columbia (PolyGram)	36	47	2 Whenever You Need Me T'Pau - Siren (Virgin)
3	2	8 The One And Only Chesney Hawkes - Chrysalis (Warner Chappell)	20	17	13 A Nos Actes Manques Fredericks, Goldman & Jones - Columbia (JRG/Marc Lombroso)	37	NE	Last Train To Trancentral/The Iron Horse KLF - KLF Communications (EG/Zoo/WC/Wandee/BMG)
4	4	13 Joyride Roxette - EMI (Jimmy Fun Music)	21	29	2 You Don't Have To Go Home Tonight The Triplets - Mercury (Various)	38	30	16 My Side Of The Bed Susanna Hoffs - Columbia (Various)
5	5	11 Rhythm Of My Heart Rod Stewart - Warner Brothers (WB/Jamm/Bibo)	22	15	14 Auberger Chris Rea - East West (Warner Chappell)	39	37	16 Place Des Grands Hommes Patrick Bruel - RCA (14 Productions)
6	6	4 Future Love Paradise Seal - ZTT/WEA (Beethoven Street/Perfect)	23	36	2 Promise Me Beverly Craven - Epic (Warner Chappell)	40	NE	Call It What You Want New Kids On The Block - Columbia (EMI)
7	9	12 Just The Way It Is, Baby the Rembrandts - Atco (WB/Warner-Tamerlane/Tiger God)	24	NE	Fading Like A Flower (Every Time You Leave) Roxette - EMI (Jimmy Fun)	41	48	2 Requiem Pour Un Con Serge Gainsbourg - Phonogram (Hortensia)
8	7	13 Secret Love Bee Gees - Warner Brothers (Gibb Brothers/BMG Music)	25	23	6 You're In Love Wilson Phillips - SBK (EMI/Warner Chappell)	42	34	2 Just A Groove Nomad - Rumour (Skratch)
9	10	19 Wind Of Change Scorpions - Mercury (Almo/Testatyme Music)	26	28	5 Rescue Me Madonna - Sire (WB/Blue Disque/Webo Girl)	43	21	7 Cowboys And Angels George Michael - Epic (Morrison Leahy)
10	8	5 Senza Una Donna (Without A Woman) Zucchero Fornaciari & Paul Young - London (Warner Chappell/PolyGram/EMI)	27	39	2 Footsteps Following Me Frances Nero - Debut (Kastlekat/WC/With Love From Detroit)	44	NE	The Other Side Of Summer Elvis Costello - Warner Brothers (Plangeant Visions)
11	16	20 Crazy Seal - ZTT/WEA (Beethoven Street/Perfect)	28	NE	Couple Days Off Huey Lewis - EMI USA (EMI)	45	33	5 The Whole Of The Moon The Waterboys - Ensign (Dizzy Heights/Chrysalis)
12	11	4 Sailing On The Seven Seas O.M.D. - Virgin (Row Unlimited/Virgin)	29	27	8 Ein Herz Kann Man Nicht Reparieren Udo Lindenberg - Polydor (Roba Music)	46	NE	The Simple Truth (A Child Is Born) Chris De Burgh - A&M (Rondor Music)
13	25	4 Baby Baby Amy Grant - A&M (Age To Age/Edward Grant/Yellow Elephant)	30	40	2 Touch Me (All Night Long) Cathy Dennis - Polydor (Chrysalis/Memory Lane)	47	NE	Nothing Has Changed Galliano - Phonogram (MCA)
14	12	8 Désenchantée Mylène Farmer - Polydor (Requiem Publishing)	31	31	7 Sit Down James - Fontana (Blue Mountain)	48	22	19 Mercy Mercy Me/I Want You Robert Palmer - EMI (Jobete/Rondor)
15	19	4 Ring Ring Ring (Ha Ha Hey) De La Soul - Tommy Boy (WC/Tea Girt/Chelsea/Island/MCA)	32	24	7 Word Of Mouth Mike & The Mechanics - Virgin (Michael Rutherford)	49	NE	True Love Pat Benatar - Chrysalis (Chrysalis)
16	18	9 Where The Streets Have No Name/Seriously? Pet Shop Boys - Parlophone (a.EMI/Warner Chappell aa.Cage/10)	33	26	9 Losing My Religion R.E.M. - Warner Brothers (Warner Chappell)	50	NE	Tout C'Qui Nous Separe Jil Caplan - Epic (Joy Alanski)
17	20	10 Let There Be Love Simple Minds - Virgin (Virgin Music)	34	35	4 Blue Hotel Chris Isaak - Reprise (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

Most played records on BBC stations and major independent.

- (1) M.Bolton - Love Is A Wonderful Thing
- (2) Frances Nero - Footsteps Following Me
- (3) Cher - The Shoop Shoop Song
- (14) Wilson Phillips - You're In Love
- (5) Roachford - Get Ready!
- (11) Beverly Craven - Promise Me
- (20) Roxette - Fading Like A Flower
- (-) Amy Grant - Baby Baby
- (4) Seal - Future Love Paradise
- (6) Cathy Dennis - Touch Me
- (7) Zucchero/Paul Young - Senza Una Donna
- (10) Electronic - Get The Message
- (8) O.M.D. - Sailing On The Seven Seas
- (9) Chesney Hawkes - The One And Only
- (15) E.Costello - The Other Side Of Summer
- (12) James - Sit Down
- (17) The KLF - Last Train To Trancentral
- (-) Simple Minds - Let The Lights
- (-) R.E.M. - Shiny Happy People
- (-) De La Soul - Ring Ring Ring

GERMANY

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

- (3) Rod Stewart - Rhythm Of My Heart
- (1) Bee Gees - Secret Love
- (2) Roxette - Joyride
- (5) Cher - The Shoop Shoop Song
- (4) Rembrandts - Just The Way It Is, Baby
- (7) Zucchero/Paul Young - Senza Una Donna
- (9) M.Bolton - Love Is A Wonderful Thing
- (6) Chesney Hawkes - The One And Only
- (12) Scorpions - Wind Of Change
- (11) O.M.D. - Sailing On The Seven Seas
- (10) U.Lindenberg - Ein Herz Kann Man Nicht...
- (12) Chris Isaak - Blue Hotel
- (18) Triplets - You Don't Have To Go Home...
- (15) Timmy T. - One More Try
- (16) Pet Shop Boys - Where The J...Seriously?
- (17) Amy Grant - Baby Baby
- (-) Everyday People - Second Nature
- (-) Mike/The Mechanics - Word Of Mouth
- (8) Chris Rea - Auberger
- (13) Susanna Hoffs - My Side Of The Bed

FRANCE AM

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

- (1) Mylene Farmer - Desenchantée
- (2) Fredericks/Goldman/Jones - A Nos...
- (12) Seal - Crazy
- (6) P.Brueel - Place Des Grands Hommes
- (-) Francois Feldman - Serengeti Qui Danse
- (4) Jil Caplan - Tout C'Qui Nous Separe
- (3) S.Gainsbourg - Requiem Pour Un Con
- (10) Michel Sardou - Le Veteran
- (11) Liane Foly - Goodbye Lover
- (-) George Michael - Cowboys And Angels
- (-) Jesus Loves You - Bow Down Mister
- (-) Martin Destree - Black Et Beau
- (-) Patricia Kaas - Regarde Les Riches
- (-) Vanessa Paradis - L'Amour En Soi
- (5) Amina - Le Dernier Qui A Parle
- (14) J.Hallyday - Diego Libre Dans Sa Tete
- (16) Roch Voisine - Darling
- (18) Chris Rea - Auberger
- (-) Milda Fernandez - Nos Fiancailles
- (13) Enzo Enzo - Les Yeux Ouverts

FRANCE FM

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

- (2) UB40 - Homely Girl
- (1) Fredericks/Goldman/Jones - A Nos...
- (3) Mylene Farmer - Desenchantée
- (6) W.Houston - All The Man That I Need
- (4) Elton John - You Gotta Love Someone
- (7) Simple Minds - Let There Be Love
- (11) Beverly Craven - Promise Me
- (15) Rod Stewart - Rhythm Of My Heart
- (12) Sting - Mad About You
- (10) Monie Love/True Image - It's A Shame
- (13) George Michael - Cowboys And Angels
- (9) FMT - Suzanna
- (14) Kim Appleby - G.L.A.D.
- (8) DNA - La Serenissima
- (16) Madonna - Rescue Me
- (17) Mariah Carey - Someday
- (-) Chris Rea - Auberger
- (17) Vanilla Ice - Ice Ice Baby
- (-) Dave Stewart - Love Shines

ITALY

Most played records on RAI Stereo Due.

- (-) Banderas - She Sells
- (-) Stevie Wonder - Gotta Have You
- (-) Paul McCartney - Unplugged (LP)
- (-) Joe Jackson - Stranger Than Fiction
- (-) Roachford - Get Ready!
- (-) Yes - Lift Me Up
- (-) Pepsi/Shirley - Someday
- (-) James - Sit Down
- (-) The Blessing - Highway 5
- (-) E.Costello - The Other Side Of Summer
- (1) Seal - Future Love Paradise
- (2) George Michael - Cowboys And Angels
- (3) Mike/The Mechanics - Word Of Mouth
- (4) Bliss - Change In The Weather
- (5) Huey Lewis/The News - Hard At Play (LP)
- (12) Riccardo Cocciante - Se Siamo Insieme
- (17) Marco Masini - Perché Lo Fai
- (8) Lenny Kravitz - Always On The Run
- (14) P.Bertoli/Tazenda - Spunta La Luna...
- (10) Alison Limerick - Where Love Lives

SPAIN

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

- (4) J.Travolta/O.Newton-John - Grease Megamix
- (1) Celtas Cortos - Gente Impresentable
- (3) Roxette - Joyride
- (5) Modestia Aparte - Como Te Mueves
- (6) The Farm - All Together Now
- (7) Pet Shop Boys - Where The J...Seriously?
- (8) Tennessee - L'ueve En Mi Corazon
- (10) Enigma - Mea Culpa Part II
- (9) Freddy Noise - Yo Soy Freddy Noise
- (11) La Trampa - Si Pudiera
- (12) Londonheat - No Woman No Cry
- (13) Rick Astley - Move Right Out
- (14) Hombres G - Move Right Out
- (16) Aerolineas Federales - No Sigas Mi Camino
- (15) The Doors - Break On Through
- (20) Nomad/MC Mikee Freedom - Devotion
- (18) Antonio Vega - Esperando Nada
- (19) 091 - La Vida Que Mala Es
- (-) Simple Minds - Let There Be Love
- (-) R.E.M. - Losing My Religion

HOLLAND

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

- (-) Chris De Burgh - The Simple Truth
- (-) Huey Lewis/The News - Couple Days Off
- (-) Galliano - Nothing Has Changed
- (-) Pat Benatar - True Love
- (-) De Dijk - Hou Me Vast
- (3) Seal - Future Love Paradise
- (7) De La Soul - Ring Ring Ring
- (4) R.E.M. - Losing My Religion
- (-) Roxette - Fading Like A Flower
- (-) New Kids O/T Block - Call It What You Want
- (-) Chris Isaak - Dancin'
- (12) Triplets - You Don't Have To Go Home...
- (9) Het Goede Doel - Als Ik De Bouw Van A.S. Had
- (10) Scorpions - Wind Of Change
- (17) The Scene - Blauw
- (18) Timmy T. - One More Try
- (2) Nomad - Just A Groove
- (8) Clouseau - Geef Het Op
- (12) Golden Earring - Going To The Run
- (13) Chesney Hawkes - The One And Only

AUSTRIA

Most played records on national pop station O3.

- (11) Kim Appleby - G.L.A.D.
- (3) Chesney Hawkes - The One And Only
- (12) Rembrandts - Just The Way It Is, Baby
- (6) Bee Gees - Secret Love
- (9) Cher - The Shoop Shoop Song
- (7) Roxette - Joyride
- (4) M.Bolton - Love Is A Wonderful Thing
- (-) Seal - Crazy
- (2) Rod Stewart - Rhythm Of My Heart
- (8) Timmy T. - One More Try
- (15) Bingoboy/Princessa - How To Dance
- (-) Chris Isaak - Wicked Game
- (13) Elton John - Easier To Walk Away
- (18) Chris Rea - Auberger
- (5) Mike/The Mechanics - Word Of Mouth
- (16) Amy Grant - Baby Baby
- (17) Jesus Loves You - Bow Down Mister
- (8) R.Palmer - Mercy Mercy Me/H Want You
- (10) Beat 4 Feet/K.Cooper - Sister Soul & Mr Beat
- (-) Pet Shop Boys - Where The J...Seriously?

SWITZERLAND

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

- (6) Rod Stewart - Rhythm Of My Heart
- (2) M.Bolton - Love Is A Wonderful Thing
- (1) Roxette - Joyride
- (4) Rembrandts - Just The Way It Is, Baby
- (10) Scorpions - Wind Of Change
- (3) Bee Gees - Secret Love
- (9) Simple Minds - Let There Be Love
- (7) Seal - Crazy
- (5) Seal - Future Love Paradise
- (20) Pet Shop Boys - Where The J...Seriously?
- (-) Huey Lewis/The News - Couple Days Off
- (-) Dr. Alban - No Coke
- (8) Mylene Farmer - Desenchantée
- (-) Roxette - Fading Like A Flower
- (11) Monie Love vs Adeva - Ring My Bell
- (15) Joe Jackson - Stranger Than Fiction
- (16) Banderas - This Is Your Life
- (12) Clash - Should I Stay Or Should I Go
- (13) Dream Warriors - My Definition Of A...
- (-) Roachford - Get Ready!

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 26. 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

Irish Radio Changes

Big changes going on at the major private stations in Ireland. **Capital Radio**/Dublin reportedly has relaunched as **Rock 104.4** and hopes to attract an older companies that audience.

Also, **Century Radio**/Dublin has reportedly drafted "Independent DJ of the Year" **Scott Williams** from Capital. Williams will host a lunch-time show and be named assistant programme controller. He will be joined by **Greg Gaughren**, who currently hosts a mid-afternoon programme on **98FM**/Dublin. These changes follow recent high-level appointments (M&M May 11).

Havas Ups Stake In Capital Radio

French media conglomerate **Havas** has concluded its purchase of 51% of **Dominfast Investment**, which owns about 20% of London's **Capital Radio** (M&M March 2). **Havas** also has the option to purchase the remaining 49% over the next five years. The purchase now gives **Havas** about 10% of **Capital**.

Havas reportedly says it will not increase its stake, which puts any purchase of the station on hold because **London Stock Exchange** rules would prevent it from buying **Capital** after such a statement is made public.

Asia Gets Its MTV

Viacom's MTV Networks and HutchVision Ltd have launched an Asian version of **MTV**. The channel will be carried on **HutchVision's STAR TV** service and will be received via direct-to-home, cable, **SMATV** and terrestrial distribution. Potential audience on **STAR TV**: two billion people in 31 countries, ranging from Saudi Arabia to Taiwan and South Korea to Singapore.

Dutch Music On Cable

Dutch legendary pirate from the '70s, **Radio Noordzee**, has returned to the airwaves. Now called **Radio Noordzee Nationaal**, the 24-hour cable station is exclu-

sively programming Dutch product. Run by **Guus Jansen**, MD of publishing company **Streng-holt**, the channel is an initiative of national copyright organisation **BUMA/STEMRA**, foundation **Conamus** and authors' body **PALM**. Also, it seems that the Dutch record industry is involved to some point. Details next week.

Eurocharts In Portugal

The **Coca-Cola Eurochart Hot 100** has entered another market--Portugal. London-based **MCM** has syndicated the show to **Radio Comercial/Lisbon**. The programme will be aired weekly, moderated by **Antonio Sergio**. The show is now on 263 radio stations across Europe.

Meanwhile, congrats to **MCM**, nominated for the **Radio Festival** in New York (category: "Talk/Interview") for their satellite-interview programme "Rocksat".

California Wine Safari

US-based radio syndicator **Radio Express** is organising a tour of wineries in California's Napa Valley and Sonoma County on September 15-17 following the **NAB** convention in San Francisco. Only 50 more spaces (total of 60) were available at presstime. Call **Radio Express** at 213-850-1003 or fax them at 213-874-7753 if you want to sip chardonnay and talk radio in The Valley Of The Moon.

Video

(continued from page 1)

clearly not enough. "The big shows only take super MOR stars. The lack of pop TV is making **MTV** much more important, in spite of the language barriers.

"The days when we had a show that automatically sold records are over. We need a *Top of the Pops* that can create hits. Right now, radio is our most important sales promotion tool."

Warner Music head of TV promotion **Susanne Kleinke** says that a combination of TV with radio and press can maximise sales. "We know that the ratio of established artists to new artists is, at best, 80-20%. But connections with producers and a good presentation can get the right shows."

Holm Dressler, one of Germany's leading independent TV producers, says that German TV executives are convinced that pop music has little to offer in terms of large groups of viewers. "So they drop the shows. The days are coming to an end where you can program for the 8-80 age groups. As more and more TV stations are available, narrowcasting will become very important. The print media has already discovered this."

Mike Leckebusch producer of two regional TV programmes, says, "Young people have turned their backs on TV for music because there are hardly any shows for this huge target group; and what there is, is no good.

"The stations look for the intellectual approach. Youth programmes featuring alternative music groups and folk singers are ignoring mainstream pop and dance acts completely. This is not what the kids want, so the stations say that no one wants pop music on TV. Wrong."

Over in the UK, most music industry executives agree that only two shows really matter--**BBC1's "Top Of The Pops"** and **ITV's "The Chart Show"**. **Chrysalis** promotions director **Judd Lander** describes the situ-

ation as "restrictive". "Producers on other shows, like the Saturday morning kids shows, are playing it very safe at the moment. They only want big names so it's very hard to get a new act on.

"Someone should come up with a late-night video show which would be both watchable and cheap. If **MTV** can do it, then so can the national channels."

AVL head of promotion **Matthew Austin** is questioning the quality of pop TV shows. "TV companies say that music programmes don't pull big viewing figures. But the fact is that it's cheap TV. Even though there are shows like 'Metro, Paramount City' and 'Rock At The Dome', there's no adult rock video show."

A similar problem exists in Italy, where most guest appearances on TV variety shows are reserved for major acts. The key shows that do exist are: the weekday **Rock Cafe** on **Rai 2**, **Italia 1's** weekly chart programme **Top Venti** and **Canale 5's** Sunday chart slot **Superclassifica Show**. The 24-hour music channel **Videomusic** includes the weekday shows **Hot Line** and **Bluenight**.

Polydor head of promotions **Stefano Zappattera** says there are not enough outlets for music videos. "Broadcasters use the same old argument that music doesn't attract audiences so why bother? But Italy is a strange country. **Sting** got much exposure. But an artist like him can get his video screened on the TV news and on a programme like **Tele Mike** which has nothing to do with music."

CGD head of promotions **Luciano Linzi** also says he feels there is a lack of music shows. "Those that exist tend to concentrate on major acts. There was a great increase in the production of videos for local acts last year so only those with quality stand a chance of being screened." **Andrea Olcese**, creator and director of the news-based show **Rock Cafe**, has a policy of pre-viewing new videos--mostly by established acts--exclusively on

his show. Three videos are premiered each week but only a maximum of two minutes of each are shown. New talent may be featured if the video is unusual and of excellent quality. **Seal** is a recent example.

For some years France has been in a situation where prime-time TV variety shows were numerous and have become essential outlets to break artists commercially. Private channel **TF 1** runs no less than four weekly prime-time variety shows each week: "Stars 90", "Sacree Soiree", "Tous à la Une" and "Succès Fous". These programmes are usually among the top three highest-rated programmes of the week and catch an audience of 30%. The programmes feature between 6-10 acts of which 80% is national product.

But public channel **Antenne 2**, on the other hand, has decided to completely suppress variety shows, measure that worries some producers.

Virgin France marketing manager **Alain Artaud** says the commercial impact of these shows has been reduced during the past years due to the number of shows. Says Artaud, "As the number of shows have increased and as they feature more or less the same acts, their presence has become banal. These shows have lost their sales impact." Artaud recalls times in the mid-80s when a good performance on a TV show could have instant sales effects, as happened with **Rita Mitsouko** or **Boy George**.

Phonogram joint GM/promotion director **Philippe Vidalenc** says if these shows have indeed now a limited commercial impact, they still can give a boost to sales. He cites the recent case of **Amina**, who arrived second at the Eurovision show. After the Eurovision contest, **Amina's** sales were good but not exceptional. However, two weeks after she performed on "Sacree Soiree", the sales force of **PolyGram** was flooded with orders from retailers the next morning. "It all depends on the product and the timing."

INR

(continued from page 1)

London American Ventures, Legal & General, Gartmoor Investors, Pinwest Nominees, Australian Mutual and Phoenix Assurance.

Gault's optimism is shared by **James Gordon**, MD at **Radio Clyde/Glasgow**. **UKFM** plans to broadcast "contemporary easy listening, movie theme tunes and stage musicals, popular classical music and big band music."

Gordon says **Melody** and other **IR** stations have already demonstrated the success of easy listening. "Our research shows that the vast majority of those who wish to hear light and popular classics want to listen to them in the evening."

UKFM will be able to cut costs by broadcasting from **Clyde's** studio complex in Glasgow.

The return of **Classic FM** (M&M May 25) has broadened the range of formats being offered by the three bidders. **David Marker** for **Classic FM** says that the **GWR's** expertise has been instrumental in "getting the application back on the rails". But he would not give details of the new backers behind **Classic FM's** bid or of **GWR's** future involvement.

Classic FM will broadcast "easy-access listening to the popular masterworks of the great composers" and **Marker** says it will feature short pieces of light classical music. It will be aimed at the 25-45 age-group and will broadcast from London.

First National Radio (FNR) - The Showtime Station will provide "a popular entertainment service including music from stage, film, the concert hall and records."

FNR's daytime programming will come from central London studios, but the overnight service will be provided from **Chiltern Radio's** Milton Keynes studios. The Authority plans to award the licence in July and it will go to the highest bidder unless there are

Sony

(continued from page 1)

firm "to buy and manage existing media and entertainment companies in Europe."

In London, **Sony Music International** president **Bob Summer** confirmed that a "revised organization structure" for **Sony Music Europe** is in the works, saying it will be announced "prior to **Larsen's** departure." He was not available to discuss further details.

The mainland European affiliates of **Sony Music (CBS)** have long reported to regional management in London, along with subsidiaries in Africa, the Middle East and Southeast Asia. With the major affiliates accountable directly to **Summer**, it is not yet known how other reporting lines will be drawn. The UK company, under chairman **Paul Russell**, is already responsible to **Summer**.

Asked about the new structure, **Larsen** says, "Something along those lines will happen," but declines to elaborate. "This is a plan triggered by my departure, rather than the other way around."

Sony Music's 1991 revenues in Europe will be around the US\$800 million mark, according to **Larsen**, with profits in excess of US\$130 million.

BCM

(continued from page 1)

and wholly inaccurate. We've had a successful injunction filed against **Kleinman** preventing him from representing **BCM** and its internal affairs. Further court proceedings will conclusively prove, once and for all, who really controls this company."

Kleinman says he has "ousted" **Carter** as GM. **Kleinman** says, "Under German law, although I am majority shareholder, **GM Carter** was able to forcibly bar me from company premises. I invited him to meet me, but as he failed to show I was forced to hold this 'meeting' with just myself, since we are the only two shareholders. I have now appointed myself GM, but **Carter** fails to recognise this."

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