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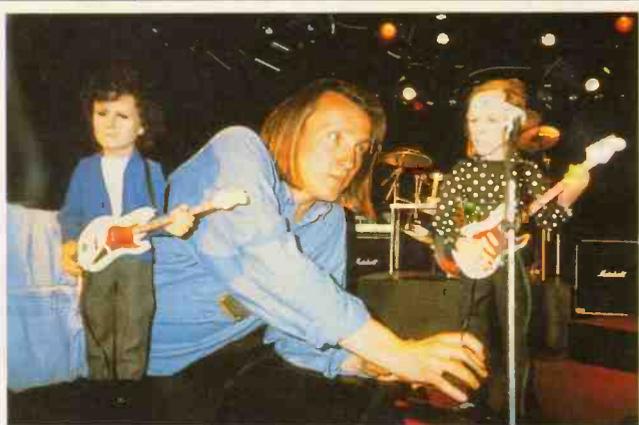
Europe's Music Radio Newsweekly . Volume 8 . Issue 35 . August 31, 1991 . £ 3, US\$ 5, ECU 4

MAXWELL SELLS

Viacom Gets 100% Of MTV Europe

by Steve Wonsiewicz

Viacom has bought the remaining 50.01% of MTV Europe from Robert Maxwell Group, giving the US-based multi-media company 100% ownership of Europe's largest cable/satellite network. Under terms of the agreement, announced on August 20, Viacom will pay Maxwell between US\$60-65 million, payable in cash or Viacom B (continues on page 30)



NO STRINGS ATTACHED — Steve Barron, who directed the "Money For Nothing" video, may not be pulling Dire Straits' strings but he has also directed their new "Calling Elvis" video, the first single taken from the new album "On Every Street". The puppets were made by Gerry Anderson of "Thunderbirds" fame. Photo courtesy Dean Freeman.

FNR Loses INR1 To Classic FM

by Hugh Fielder

Classic FM was awarded the contract for the UK's first national commercial radio network INR1 by the Radio Authority last week after the original winner, First National Radio—The Showtime Station, failed to secure its funding.

Classic FM CEO David Maker says the station, which bid £670,000 (app. US\$1 million) for INR1 (about £1 million less than Showtime), will have "no

problem" raising its finance, which must be unconditionally secured by September 30. He confirms that Classic FM's launch costs are budgeted at £6 million, much less than Showtime's projected £15.7 million launch costs.

The Radio Authority already has accepted the company's business plan. The station plans to broadcast from Jazz FM's London headquarters and Maker says that he has received lower priced

(continues on page 30)

Radio Escapes Soviet Coup

by the M&M Staff

For the affiliates of French broadcasters in the USSR and other radio operators, it was mostly business as usual in Moscow during the Soviet crisis. At press time, it seems that the failed coup had few effects on the day-to-day operations of Moscow stations M Radio and Europa Plus, set up by Skyrock and Europe 2, respectively.

At its stations in Moscow and Leningrad, Europe 2 general manager Martin Brisac says both stations were operating normally during the attempted coup. At Europa Plus/Moscow, located in the building housing state broadcaster Gosteleradio (Gosteleradio is also a partner in the venture), the station continued to play its normal music programming. And, since it does not air news reports, it was not affected by any censorship.

"The station was functioning

normally, with DJs doing their job and, according to what they told me on the phone, without any outside pressure," says Brisac.

At Europa Plus/Leningrad, there were even fewer problems. That station is located in the town hall and the venture was set up with the mayor of the city, which opposed the coup.

Laurent Bouneau, programme director of Skyrock, reports that M Radio stopped its programmes for half an hour the first day of the coup and has since been broadcasting pre-recorded music programmes, though that is likely to change quickly now in the new political climate. Bouneau says he had been able to talk with the station's manager and that the mood was good during that tense period. However, with the station being located in the Soviet Ministry of Post, Bouneau was not certain about how much freedom his managers

might have been given to describe the situation.

One other station had similar experiences operating during the crisis. Oslo-based cable/satellite outlet Radio Roks, which beams into the Soviet Union, was still broadcasting into the country during the crisis, according to Radio Roks DJ and head of English-language broadcasting Peter Efimov. "We were apprehensive we would be cut off immediately. All they have to do is pull a plug, but Leningrad and Riga were still going strong. We did get switched off in Riga on the day of the coup, but we were on the air again at 06.00 the next day."

Efimov says the station only marginally increased its news coverage during the crisis, up to about three minutes in the hour, and was receiving news/information mainly from its own office, the Interfax independent news agency and the Russian Infor- (continues on page 30)

MCM, PHONOGRAM ROLLOUT

It's Showtime For Dire Straits

The new Dire Straits album, *On Every Street*, will be previewed exclusively on radio worldwide on September 5. The one-hour programme, sponsored by Philips, is being aired via satellite by syndicator MCM Network-

ing. Says MCM European director Doug Adamson, "This is the first global radio sponsorship deal and will reach the biggest radio audience in the world. In Europe alone over 500 stations will be taking the show. Only Romania, Bulgaria and Albania are missing."

The programme features an interview with Mark Knopfler and tracks from the album, which is released worldwide on September 9. Adamson says it is the first time an album has been launched

this way. "Most stations in Europe are taking it straight off the satellite and broadcasting live. Advertisement breaks have been (continues on page 30)

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Everything I Do / *I Do It For You*
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R.E.M.
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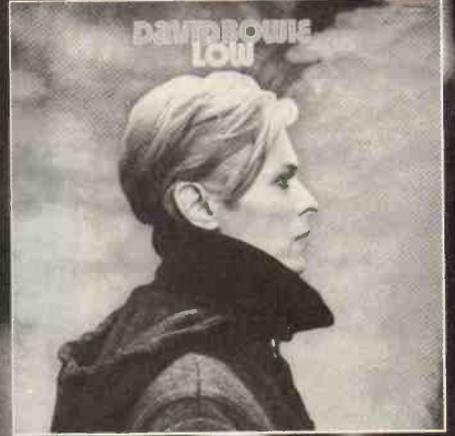
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DAVID BOWIE

SOUND with VISION



LOW



HEROES



LODGER

In the late 70's David Bowie collaborated with Brian Eno on three albums that broke new ground in music & style. These classic albums are now available again specially digitally re-mastered in deluxe packaging. All three albums include unreleased bonus tracks & feature archival photographs from the period.

BONUS TRACKS

LOW - Some Are · All Saints · Sound & Vision (1991 Remix) **HEROES** - Abdulmajid · Joe The Lion (1991 Remix)

LODGER - I pray, Ole' · Look Back In Anger (1988 Version)

OTHER TITLES AVAILABLE

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M&M is a publication of

BPI Communications BV,
 a subsidiary of **BPI Communications Inc.**
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 International Editor-In-Chief: **Adam White**

SUBSCRIPTION RATES:

United Kingdom UK£ 135
Germany DM 399
Austria OS 2800
Switzerland Sfr 337
France Ffr 1395
Benelux Dfl 397
Rest of Europe US\$ 249
USA/Canada US\$ 270
Other territories US\$ 288
 All prices for 50 issues including postage (airmail)

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Kemp To Direct New 'Hit Product' M-Street Label

by Chris White

Metronome has announced its new imprint **M-Street Records** will be headed by **Gibson Kemp**. He joins as MD from his post as director/artist development for **PolyGram International** from September 1.

Kemp says his A&R policy at M-Street will be to sign "quality not quantity" and he anticipates making three signings to the label in the next 12 months. "My initial strategy is to sign domestic acts, and angle them towards the German-language market. It will be German music for Germans, and an international market too.

"I believe that the quality of music coming from young German musicians is very high, and there is a big market internationally for great records, whether they are performed in Swahili, English, German or Chinese. Obviously, though, if I came across an act from outside of Germany, I'd consider signing it if the potential was there."

Metronome MD **Albert Slenderbroek** says, "Talks with Gibson about joining Metronome and starting a new label have been

going on for some time. We've offered him the opportunity to do A&R—something he has wanted for a long time—but which was difficult in his previous role. Gibson's got a free hand with the new label, and there's no way I'm going to be interfering with his decisions. If I knew more about A&R than him, I'd be doing the job myself."

Explaining the structure, Slenderbroek continues, "Initially, Gibson will be working with just an assistant, and the actual marketing of M-Street will go through Metronome. Although he will be reporting to me, my only involvement will be in contractual matters. The Metronome A&R department will continue as before; M-Street will be operating autonomously from it."

Regarding the label's focus, Slenderbroek says he has not yet had the time to discuss in depth with Kemp what kind of acts he'll be recruiting, but reports that M-Street will consider signings from outside Germany as well as domestic talent.

"Gibson will be looking for good hit product," says Slenderbroek. "I don't like label type-

Eclipse-FM To Target Men 16-30

Normandie Sound Ltd.'s new pan-European cable station, **Eclipse FM**, is scheduled to debut on September 4, providing international sports news and rock aimed at 16-30 year-old men.

MD **Spencer Pryor** reports, "This target group is traditionally a very difficult market to hit, but we feel that our mixture of rolling sports news and rock music will appeal both to this age group and the advertisers who want to reach them."

The UK-based studios and offices are in Jersey in the Channel Islands, and will broadcast on Astra transponder 20 (**Sky Sports**) on the 7.56 MHz subcarrier 24 hours a day.

The programme director is **Peter McInton**, who will be responsible for all non-news output; ex-BBC **Radio Guernsey** news editor **John Higgs** is head of news. Sports news will be supplied by the **Press Association**, while UK advertising sales and sponsorships are represented by **Satellite & Radio Sales Co. Ltd.**, headed by **Gary Miele**.

The primary financing for the station has been handled by **Reads Management Consultants Ltd.**, while negotiations are being finalised with several merchant banks and venture capital houses for additional financing. For further details, contact Pryor at +44-534-37066.

JG

casting and M-Street won't be geared towards any one type of music.

"There's no deep philosophy behind M-Street, but Gibson does have a good pair of ears for music, and we are giving him the opportunity to exploit that. It's an adventure for him and for us, as Gibson's got a lot of music industry experience and fits in with the Metronome team."

Sony Opens 2nd Austria CD Plant

by Mike Hennessey

Sony formally opened its second Austrian CD plant in Thalgau on August 14, giving the company a potential European production capacity of 144 million units a year. The investment reflects its belief that the global CD market—currently running at one billion units annually—could double before the end of the century.

Notwithstanding indications of current production capacity outstripping demand, Sony's projection is that additional output will be needed for western Europe and the slow but steady CD take-up in eastern Europe. **Sony Software** president **Michael Schulhof** notes that European CD player penetration is substantially lower than in the US and Japan.

The new **Digital Audio Disc Corp.** facility at Thalgau and its existing site at Anif are both near Salzburg. Schulhof attended the formal opening ceremonies, as did **Sony Music International** president **Robert Summer**, DADC Austria managing director **Otto Zich** and various federal and local Austrian government officials.

At present, DADC's four-year-old Anif plant is producing 90 million optical discs a year, and working to full capacity in the fall months. It supplies 100% of Sony Music's European needs and also has a substantial custom business; it has an annual capacity of 120 million CDs.

The new \$24 million Thalgau facility, employing 60 people, will have an initial capacity of 24 million CDs a year, but there is provision for increased output as demand dictates. It is understood that, as with the Anif plant, Sony benefitted from some financial aid from the Austrian government for the new operations. DADC Austria is a wholly owned subsidiary of **Sony Austria**.

Upcoming Album Releases

Artist	Title	Label	Producer
All About Eve	<i>Touched By Jesus</i>	Mercury	Warne Livesey
Bad English	<i>Backlash</i>	Epic	Ron Nevison
Bell Biv DeVoe	<i>WBBB-Boot City</i>	MCA	Various
Joe Cocker	<i>Night Calls</i>	Capitol	D. Kortchmar/D. Tickle/J. Lynne
Neil Diamond	<i>Lovescape</i>	Columbia	Neil Diamond/Various
Dire Straits	<i>On Every Street</i>	Vertigo	Mark Knopfler/Dire Straits
Steve Earle	<i>Shut Up And Die</i>	MCA	Steve Earle
EG & Alice	<i>Twenty Four Years Of...</i>	WEA	EG & Alice
Laurie Freelove	<i>Smells Like Truth</i>	Chrysalis	L. Freelove/B. Hewerdine
Miguel Gallardo	<i>1+1=3</i>	Metronome	Nick Patrick
The Golden Palominos	<i>Drunk With Passion</i>	Virgin	Anton Fier
David Hasselhoff	<i>David</i>	BMG Ariola	Jack White
Heart	<i>Rock The House Live</i>	Capitol	Richard Erwin/Heart
Robin Hitchcock	<i>Persplex Island</i>	A&M	Paul Fox
John Lee Hooker	<i>Mister Lucky</i>	Silvertone	Roy Rogers
Horse Flies	<i>Gravity Dance</i>	MCA	Not listed
Infectious Grooves	<i>The Plague That...</i>	Epic	Not listed
Chris Isaak	<i>Blue Spanish Sky</i>	Reprise	Erik Jacobsen
Jerry Garcia Band	<i>Jerry Garcia Band</i>	Arista	J. Garcia/J. Kahn/J. Cutler
Jet Circus	<i>Step On It</i>	Epic	Not listed
Jethro Tull	<i>Catfish Rising</i>	Chrysalis	Ian Anderson
Jon & Vangelis	<i>Page Of Life</i>	Arista	Vangelis
Julian Joseph	<i>The Language Of Truth</i>	East West	The Joseph Family
Level 42	<i>Guaranteed</i>	RCA	Wally Badarou/Level 42
Kenny Loggins	<i>Leap Of Faith</i>	Columbia	Not listed
Barry Manilow	<i>Showstoppers</i>	Arista	Eddie Arkin/Barry Manilow
Martika	<i>Martika's Kitchen</i>	Columbia	Various
Richard Marx	<i>Richard Marx</i>	Capitol	Richard Marx/David Cole
Paul McCartney	<i>Russian Album</i>	Parlophone	Paul McCartney
Sarah McLachlan	<i>Solace</i>	Arista	Pierre Marschand
Margareth Menezes	<i>Kindala</i>	Polydor	Nestor Madrid
Mezzoforte	<i>Fortissimo</i>	RCA	Various
Eddie Money	<i>Right Here</i>	Columbia	Not listed
Gianna Nannini	<i>Giannissima</i>	Metronome	David M. Allen/G. Nannini
Robbie Nevil	<i>Day 1</i>	EMI USA	Robbie Nevil
Stevie Nicks	<i>The Best Of...</i>	EMI	Various
Noiseworks	<i>Love Versus Money</i>	Epic	Randy D. Jackson
OST	<i>Dying Young</i>	Arista	Various
OST	<i>Pump Up The Volume</i>	MCA	Various
Pearl Jam	<i>Ten</i>	Epic	Not listed
Richie Sambora	<i>Stranger In This Town</i>	Mercury	Neil Dorfsman/R. Sambora
Bob Seger	<i>The Fire Inside</i>	Capitol	D. Was/B. Beckett/B. Seger
Mark Shaw	<i>Almost</i>	EMI	Andy Taylor/Mark Shaw
Shaka	<i>Shaka</i>	Arista	Mike Mangini
The Smithereens	<i>Blow Up</i>	Capitol	Ed Stasium
Southern Sons	<i>Southern Sons</i>	BMG Ariola	Ross Fraser
Spandau Ballet	<i>Best Of...</i>	Chrysalis	Various
The Specials	<i>The Specials Singles</i>	2 Tone	Jerry Dammers/The Specials
Chrissy Steele	<i>Magnet To Steel</i>	Chrysalis	Brian MacLeod
Timbuk 3	<i>Big Shot In The Dark</i>	IRS	Timbuk 3
Karyn White	<i>Ritual Of Love</i>	Warner Bros	Not Listed
XYZ	<i>Hungry</i>	Capitol	George Tutko
Paul Young	<i>From Time To Time</i>	Columbia	Various

European album releases for the period of August 26 - September 9. Please send your information to Robbert Tili before August 29 for inclusion in the next release schedule (issue 37). Fax (+31) 20.669 1951.

UK Indies Mine US Deals

by Hugh Fielder

UK independent labels are taking advantage of the interest being shown in them by US companies, following American chart successes by **Happy Mondays**, **Jesus Jones** and **EMF**.

US law firm **Mayer Katz Baker & Leibowitz** partner **Marvin Katz** cites several examples of how the US majors are now looking outside their own A&R departments for creative input. "There's a lot of excitement and enthusiasm in doing deals with the UK independent labels. **Beggars Banquet** has made an agreement with **BMG** and we recently completed a deal for **One Little Indian**, who have placed their artists with different labels. The

Sugar Cubes and **The Heart Throbs** are now with **Elektra**, **Soul Family Sensation** and **The Shamen** go to **Sony** and **Kitchens Of Distinction** go to **A&M**. We are doing a deal right now for (former **Rough Trade Records** chief) **Geoff Travis'** new label."

According to Katz, indie labels must work out the pros and cons of doing multi-artist deals, instead of signing individual artists to different labels. He explains, "The advantage of a single, multi-artist deal is that it's much easier to pick up the phone and talk to one label and know all the people, rather than to have to make five different calls. Also, the US label may keep the accounting together, so that if one act does really well it could end up paying for all the others. The disadvantage, depending on how the deal is structured, is whether the US label will like all of your acts.

"More important, the label should consider whether the big US company, with its large roster, can devote the time and attention needed to break the acts. Consequently, some independent labels are concluding distribution deals prior to setting up a small US office, just to ensure that the records get a proper shot."

Katz admits that breaking alternative acts who don't fit conventional US radio formats remain a problem.

"It can take a long time. But **Jesus Jones** is a good example. **SBK** was initially reluctant to take them on after achieving multi-platinum albums with **Vanilla Ice** and **Wilson Phillips**. However, they have worked the record and now it's going gold.

"Another reason why US companies are looking to do

deals with UK indies is that by the time a major label starts chasing a particular band, the chances are that other majors also know about it, so the price goes up. The independent labels may sign the artists before the majors get to hear about them, so it makes sense for the majors to use the independents to find artists for them."

The UK independents' ability to control costs gives them an advantage, Katz explains. "A lot of US labels start with high capitalisation and staff, whereas the UK companies only add to staff once they have their turnover established.

"However, if a group has achieved any success in the UK, the label will probably be asking for an advance of US\$125,000-US\$200,000 for North America. By the time you've added a couple of videos at US\$25,000 each, tour support between US\$50,000-US\$100,000 and marketing and promotion costs, you are looking at an investment of around US\$400,000," says Katz, whose corporate client roster includes US majors **Warner Music International**, **Atlantic** and **Elektra**; European indie labels **Noise** (Germany), **Rhythm King**, **One Little Indian** and **China** (UK); and leading Australian indie **rooArt**.

"In comparison, you have bands like **The Stone Roses**, who have done these massive deals. I've heard talk of US\$2 million per album, but it's hard to sell that number of records. Some US labels are now reluctant to sign artists just for North America because they need more than that to make their investment work. It's difficult if the UK label has already assigned the rights for the rest of the world."



SO WHERE'S THE POOL? — Here's **Invicta Radio/Kent's** formidable new **Whitstable** complex, housing the **FM** and **Supergold** services as well as part of the programming for the **Ashford** and **Thanet** opt-outs and **Mel-low 1557/Essex**. The facility sports seven on-air studios, commercial production suite, engineering facilities, newsroom, and a merchandise shop. Says MD **Nigel Reeve**, "Radio House has been designed with **Invicta's** expected expansion over the next decade firmly in mind."

Piccadilly, Today Cook Breakfast Contest

by Paul Easton

Piccadilly Key 103/Manchester has joined with the **Today** national newspaper for a major competition on the station's breakfast show. Each morning the newspaper names a song which is played on the show. Listeners can call the station and, after answering a qualifying question, one caller takes part in the contest on-air.

Says assistant programme controller **Keith Pringle**, "The

contestant is offered a choice of four envelopes, three of which contain a major prize such as a camcorder, a holiday or up to £3,000 in cash (app. US\$5,000); the fourth contains a booby prize. Before the chosen envelope is opened the presenter offers to buy it back for an increasing cash bid."

Meanwhile, **Piccadilly Key 103** presenter **Spence Macdonald's** "Whyzit" comedy features have been chosen by the **Radio Authority** as this year's IR entry

for the "Premios Ondas" international radio awards, being held in Barcelona in November.

The sketches, which are featured in **Macdonald's** daily 19.00-21.00 show, portray some of the more inexplicable aspects of human behaviour, such as "Whyzit people steal items from hotel bedrooms?"

Comments **Pringle**, "Spence has been running these pieces for the past couple of years. They are perfect for the show."

PE

Signal Positive For KFM Buy-Out

Management at **KFM/Stockport** are putting together a financial package for a buy-out from the station's current owners **Signal Radio/Stoke** on Trent. **Signal**, which rescued the ailing station from financial collapse only months after it came on-air last year, recently bought **EMAP's** shares in **KFM**, giving it a 100% stake. Soon afterwards **KFM** management approached **Signal** with a buy-out proposal.

Says **Signal MD Barry Machin**, "We agreed in principle to sell all our shares to the management team and we are now waiting for them to return with the details. The key to the station's success is its staff. If they prefer to put together a buy-out package and look after themselves, then we will not stand in their way."

KFM station manager **Lester Jefferson** was not available for comment at presstime. HF

Kiss Goes To The Carnival

London dance station **Kiss FM** broadcast live from this year's "Notting Hill Carnival", Europe's largest street event that attracted over 1.5 million people.

Kiss provided live reports from the Carnival, as well as a series of concerts featuring **Mica Paris**, **PM Dawn**, **Driza Bone** and **Sounds of Blackness**.

According to MD **Gordon McNamee**, "It's great to be involved on such a grand scale. We have the top DJs for the

event, and an audience that appreciates this."

The **Reading Festival**, staged over the same weekend, had its own FM station broadcasting 24 hours a day and financed by advertising, mostly from record companies. **Festival FM** was operated under a restricted services licence from the **Radio Authority** and featured interviews with artists and guest celebrities as well as festival information. PE

McCartney USSR CD Westbound

Paul McCartney's Russian album, **CHOBAB CCCP**, is to get a Western release by **EMI** at the end of September. Exclusively issued in the Soviet Union on the **Melodyia** label in 1988, **CHOBAB CCCP** features 13 rock 'n' roll standards recorded by **McCartney** during a two-day jam session.

The planned "official bootleg" was not marketed by **EMI** because **McCartney's All The Best** album had just been released and he was just about to record **Flowers In The Dirt**. However, a deal was struck with **Melodyia** to press 500,000 copies, solely for sale in the USSR.

Apart from some illegal exports, the album has never been available in the West. The **EMI** release will include an additional track and will be available on CD for the first time. HF

Invicta-Southern Merger Next Month?

Although talks have resumed this month, any agreed merger between **Invicta Radio/Kent** and neighbouring **Southern Radio Holdings** (SRH) is at least a month away.

Invicta finance director **John Parker** says, "Auditors are currently examining the books of both companies, but there's nothing further to report at present. We hope to be able to make an announcement around the end of September or early October."

Parker describes the discussions as "friendly and equitable with a lot of goodwill on both

sides. We have both been talking about it for several years and felt now was the time to take things seriously."

Invicta is a quoted firm on the **London Stock Exchange**; **SRH** is not. "The new company would be structured using **Invicta** shares; "in effect, a reverse takeover," explains **Parker**. **Invicta** would offer new stock for **SRH** equity. The newly merged company would also include **SRH's** stake in **Orchard FM/Somerset** and **Invicta's** interests in **France**, **Belgium** and **Mel-low 1557/Essex**. PE

Austria Sales Rise 22%

by Bob Lyng

According to the IFPI sales statistics for the first half of 1991, the Austrian music market has increased its turnover by 22.1%, bringing the total value of sales to Sch558.322.000 (app. US\$45 million).

As in the past, international pop dominated the market, making up 75.6% of the total turnover, representing a 2% gain over the same period last year.

Unfortunately, this increase was achieved at the expense of Austria's national pop artists, who made up only 6.7% of the turnover, compared with last year's 8.4%. Folk music also suffered a significant loss of 2.3%, sinking to a mere 6.2%, while classical music held steady at 11.5%.

In terms of unit sales, CDs were once again at the forefront with 2.760.937 units, up 50.4% over last year's 1.8 million units in the first six months. Following similar developments in other European markets, cassettes scored an increase of 15.6%, putting cassette sales ahead of LPs for the first time.

Due to the market developments in the former East Block countries and the consistent demand for LPs there, the Austri-

an national IFPI group is confident that the sales development of the CD, and now the cassette, does not necessarily mean the demise of the LP.

Vinyl singles, on the other hand, may not survive so long. Seven-inch singles sales dropped by 31.3%, with maxis taking an additional 11% in units sold.

The sales development of the cassette does not necessarily mean the demise of the LP.

This represents a drop in turnover of 29.9% and 8.8%, respectively. Some of these losses could be recovered through the CD singles, which increased 46.2% in unit sales.

With deepening concern over

the amount of pirated product on the market, particularly the Eastern European markets, where as much as 50% of the market is dominated by such illegal products, the Austrian national IFPI group hosted the first international Eastern European Antipiracy meetings in Vienna at the end of July.

The result of these meetings was an appeal to legislators to tighten not only copyright laws, but also trade laws to regulate the import of illegal sound carriers. It is hoped that more countries will empower their customs officials to act appropriately with confiscation of unlawful products.

Regarding the alleged losses in turnover due to home taping, the Austrian national IFPI has also made an appeal to Austrian artists not to support or advertise the sale of blank cassettes.

Austrian Record Sales, First Half 1991

	Units	%Change	Turnover (Aus.Sch.)	%Change
Singles	552.737	-31.3%	14.803.000	-9.9%
Maxis	209.711	-11%	10.947.000	-8.8%
CD Singles	172.876	+52%	9.388.000	+52%
LP	1.207.547	-22.9%	91.679.000	-19.3%
Cassettes	1.452.085	+15.6%	93.738.000	+15.8%
CD	2.760.937	+50.4%	335.767.000	+51.3%

Source: IFPI



25 OR SO TO 40 — Twenty years in the music biz, five years as an indie music publisher and a 40th birthday are enough good reasons for a celebration. Hille Hillekamp started his career in 1971 as press officer at BMG Ariola Munich. He moved to Polydor Records in 1974, then became head of promotion at Polydor Int'l in Hamburg. In 1981 he was named head of the Int'l Dept. of Intersong; five years later he formed his own company. Helping Hille (second from right) celebrate are German record executives (from left): Warner Music MD Gerd Gebhardt, Virgin MD Udo Lange, and Metronome MD Albert Slenderbroek.

Kick Boots Up New Lineup

by Mal Sondock

Music publisher Kick, along with its EM Press department, has restructured the company's promotion team. Serving as head of promotion is co-MD Goetz Elbertzhagen. His right hand assistant will be Claudia Beuttner.

Biggi Fischer remains at the

central office in Cologne, while the Hamburg and Berlin offices are run by Dagmar Ziegenbarth and Gerd Sonntag, respectively.

Oliver Jaeger is in charge of radio promotion in the west; Sandra Kirst oversees the southwest of the country.

Press relations will be undertaken by Susanne Lubben.

ITALY

Radio Dimensione Suono Adds More News

by David Stansfield

EHR-formatted Radio Dimensione Suono is to give more airtime to news coverage as part of its new autumn programming schedule.

PD Bruno Ployer says he also intends to improve the news presentation's overall quality, and is keen to implement changes before the Audiradio listener survey, which commences in mid-September. The radio research organisation, sharply criticised in

the past by private stations, will introduce new methodology (M&M, July 27). Says Ployer, "It's definitely the most important radio survey on national territory because it's recognised by the national ad agencies. The fact that it is introducing new strategies must be welcomed with interest."

RDS is the commercial station with the largest financial investment in news, according to Ployer. It has broadcast news since 1987 and has a commitment of two- to three-minute slots aired

on the hour live from 06.00-20.00. From September, a 60-second news update will be aired every half-hour, and specials devoted to particular issues will be broadcast during weekends.

"We are different from other stations because our audience likes to be updated about what's going on in the world."

Government broadcast legislation approved last year stipulates that all broadcasters must offer a news service. It remains unclear, however, when this regulation comes into force. Ployer rejects the notion that RDS's increased commitment to news has anything to do with government regulations. "Our research shows our listeners have an interest in news. We are different from other stations because our audience likes to be updated about what's going on in the world."

The threat of competition from other stations is of little concern to Ployer. He believes that only now are they beginning to think seriously about news and ads. "I don't know whether certain demographic targets want news. But I know my audience."

Ployer is also working to

improve DJ talk content, which will also affect news presenters. "Every DJ/presenter is the official voice of the station," he says. "We need to be serious with our content and announcements, and need to tell the truth. We can't have listeners asking, 'What's he saying?'"

SME Sets Dance Club Vol. 2

Italy's Sony Music Entertainment has released its second rare dance-track compilation album, *Dance Club Volume 2* (Columbia).

Dance Club Volume 1, released in June (M&M June 15), has sold between 25-30,000 units so far, according to Sony Music special marketing product manager Francesco Bottoni. It was promot-

ed on national/regional stations throughout Italy. Bottoni says he was completely surprised at the amount of airplay it received, particularly on local stations. He highlights Radio One/Florence and Radio Antenna Liguri/Gen Kova as two local broadcasters which gave full backing to the album.

DS

THE DANCE CLUB VOLUME 2

Patrick Hernandez -	Born To Be Alive
A Taste Of Honey -	Boogie Oogie Oogie
Toto -	Georgie Porgie
Chilly -	For Your Love
Marilyn McCoo & Billy Davis Jr. -	Shine On Silver Moon
Santa Esmeralda -	Don't Let Me Be
George McCrae -	Rock Your Baby
Bill Summers -	Straight To The Bank
Sugarhill Gang -	Rappers Delight
Rubettes -	Sugar Baby Love
Dan Hartman -	Instant Replay

Modugno On The Rebound

National singing legend Domenico Modugno is making a live comeback following a serious illness in 1984.

Modugno sold 22 million copies of the single, *Volare*, after winning the 1958 edition of the "San Remo Song Festival" with the song. *Volare* went to the top of the US singles charts, and Modugno followed that success with another worldwide hit *Ciao Ciao Bambina*.

The 63-year-old artist will tour the US in September and play concerts in Chicago, Boston, Philadelphia, San Francisco and Los Angeles. He will also perform at New York's Carnegie Hall, where the concert will be screened live by the TV network HBO.

Modugno will then continue with live dates in Mexico City, Venezuela, Peru, Argentina and Brazil. DS

MUSIC & MEDIA READER PROFILE

“Since the start of the magazine, **M&M** has been the only link which keeps me in contact with the rest of my European colleagues every week. Through it you learn about radio and records.”

Rafael Revert
Director
Cadena 40 Principales

Rafael Revert began his career with 40 Principales in 1966 when it was only a two-hour programme on Radio Madrid. Now, 25 years later, 40 Principales broadcast 24 hours a day on 61 stations.

He is Director of El Gran Musical magazine, which is published fortnightly with a circulation of 65.000. Revert is also Head of Music at the SER, DIAL and MINUTO networks. He also participates in the musical operations at private TV channel CANAL PLUS.



Cadena 40 Principales reaches over 5 million people every day with a 23.9% share of the Spanish radio market (60% of its target audience).
Source: Estudio General de Medios

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France Leads US Immigration Law Rebellion

by Emmanuel Legrand

France is taking the lead in a battle against the new US immigration regulations for performers, with Ireland and Holland also strongly opposed to the new rules.

In October 1990, a new Immigration Act was presented by the **Immigration and Naturalisation Service (INS)** and endorsed by President **Bush**. On July 12, INS opened the 30-day window during which the law can be contested. Following this period, the text will be adopted and put into effect starting October 1, 1991. European countries opposed to the rules will take advantage of the window to try to reverse them or at least obtain a one-year rollback of the law.

The new regulations change the previous H-1 and H-2 visas for performers to new 'O' and 'P' visas for musicians, dancers and sportsmen. 'O' is for those with superstar status, while 'P' is for all others. In addition, INS has fixed a limited number of 'P' visas to 25,000 each year. Prior to these new regulations it was possible to complete one petition for a band or whole orchestra (including technical staff). With the new regulations,

each person will have to complete separate forms.

What European countries question is not only the principle of limiting the free flow of artists, but also the fact that quotas of visas are, for the first time, implemented for artists. "It is now easier to play in Moscow than in New York," says **Jack Lang** the French minister of culture.

According to Lang's assistant **Bruno Lion**, France has always welcomed American artists and will continue to do so. They are even invited to perform in festivals which receive subsidies from the ministry of culture."

On the other hand, Lion says there are countless examples of French actors, musicians or even graphic designers like **Philippe Stark** who have been confronted with INS regulations. Last year the French band **Niagara** was forced to cancel a US show because visa authorisation did not arrive in time. French bands performing at the **NMS** have for the past three years faced difficulties in getting visas on time, caused by the long delay between the moment a visa petition is completed and the approval from the INS.

Frequently, the ministry of cul-

ture has been forced to call upon the highest US authorities in France to help artists get their US visas. "The minister of culture has more important things to do than calling the US Ambassador in France to solve visa problems," said Lang. "To us," says Lion, "this situation is incomprehensible. There is always a specific adaptation of the immigration laws regarding artists."

Lion says that the idea of retaliatory measures is already "in the pipeline". For example, each European country would only grant visas for American performers equal to the number granted by the INS.

According to Lion, the total number of visas for European artists would reach about 7,000 to 8,000 a year under the new regulations. If these measures were implemented, Germany would grant US artists some 1,100 visas a year, while France would give about 1,000, Portugal 400 and Luxembourg less than 200. So, warns Lion, if Europe passes retaliatory measures, "American artists have much more to lose than we do."

France, through the **French Music Office (FMO)**, representing

the French music industry in the US, has also been in contact with members of the US music industry organisation **RIAA**, Congress, the INS in Washington and the powerful **AFL-CIO** union.

FMO lawyer **Kevin MacCarthy** observes that France hopes to take advantage of the 30-day period to comment on the new law and stress the European position. He says, "We are trying to explain to the INS that it seems ridiculous to limit the number of visas to 25,000, and that the presence of foreign artists will create jobs in America because all these acts will require a proper professional environment. These positions would be filled by Americans."

Adds MacCarthy, "By limiting the number of entry visas to 25,000 per year, and by limiting the issuance of this small number of visas to a select, elite group of performers, this new protectionist legislation will prevent a great number of performers who currently enjoy popularity in the US from ever performing there again. The elimination of their performances would be catastrophic to American promoters, concert halls, record companies, film studios, concessionaires, ticket agencies and

dozens of other American firms and businesses whose livelihoods depend on the continued availability of European talent in the US."

The second aspect of the lobbying is more political. The purpose is to obtain at least a one-year delay before the law is implemented so that all questions can be evaluated. "We are making progress, and this could be a good compromise," says MacCarthy.

Last, but not least, there are steps underway to start negotiations with the musician's union to see if a direct agreement is possible.

Recently, the **AFL-CIO** sent a letter to the Congress Judiciary Committee reportedly saying that the implementation of the law should be postponed for two years, because of the "vagueness" of the text. MacCarthy views this letter as a positive move, proving that the outcome of the case could be favourable to Europe. "If the INS could reduce the number of petitions to one for a whole band or an orchestra, instead of one petition for each musician, it would be seen as a positive step forward. But if this quota system remains, it seems to me that the **NMS** will be forced to programme only US bands."

Entertainment

Daily!

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Rosy Forecast For Sweden Commercial Radio Prospects

by David Rowley

The future for commercial radio in Sweden looks brighter as the country's September elections approach, with many pundits predicting defeat for the ruling **Social Democrats**. They are faced with an array of opposition

comes less than a week after head of **Radio Nova Claes Nydahl** faces trial following the station's decision last year to begin accepting advertising in contravention of the law.

Moderaterna spokesman on media affairs **Anders Björk**, the man tipped by many to be the

"We would give the 'naerradios' (local private stations) the choice to continue as they are—funded by specific community or business organisations or to become commercial stations."

Björk describes the pending court case against Nova's Nydahl as "a frame". "To have someone facing jail on the eve of a change in that legislation is ridiculous. Don't forget we had people sent to jail during the '60s for exactly what Nydahl is doing."

Björk dismisses the newly established Social Democrats' commission of possible radio deregulation as "pure window dressing. There's nothing the Social Democrats love more than a commission."

The **Folkeparti**, one of the most likely parties to combine with Moderaterna in a coalition government after September 15, has a similar approach but wants to keep the current existing Sveriges Radio regional stations and the naerradios as they are and create a completely new tier of private commercial local stations.

Says Folkeparti media affairs spokesman **Jan Erik-Wikström**, "Our plans to create commercial radio could happen by mid-1992. In fact, there are many groups in different parts of Sweden preparing for this. We can't predict if there will be space for the different types of stations but what we can do is change the legislation."

All the major opposition parties—Moderaterna, Folkepartiet, Centerpartiet and the Christian Democrats—have voiced their support for commercial radio.

parties, most of which are pro-radio deregulation.

The September 15 election will almost certainly end in a centre-right coalition of some kind, but exactly which parties would be involved is uncertain. Whatever the outcome, all the major opposition parties—**Moderaterna, Folkepartiet, Centerpartiet** and the **Christian Democrats**—have all voiced their support for commercial radio.

The Social Democrats have eased their hardline attitude towards commercial radio by setting up a committee, headed by **Göran Landegren**, to look into the possibilities of commercial radio, although most observers have dismissed this as too little too late. Ironically, the election

next communications minister, says any government he is involved in would immediately take steps to deregulate radio, possibly as early as next spring.

"We have developed a plan to deregulate regional and local radio from May next year, which means that they could be financed by advertising. We would be doing the same with TV."

Björk says part of the proposal involves the sale of the existing regional radio stations, which are currently government-owned and financed and in the process of being combined with government national radio (**Sveriges Radio**). "We would make the offer first to employees and then to other local interested parties.

Norway's Locals Fear DAB Impact

by Kai Roger Ottesen

Following the announcement of the digital radio conference in Oslo on September 5, uncertainty over the future of Norwegian local radio has grown. **NRK**, local radio association **NNF** and **Norwegian Telecom** will be some of the attendants discussing how DAB should be introduced in Norway.

NNF Secretary **Odd Arne Joe** says, "We think that local radio could be redundant. As the FM band is being digitalized, there will be space for national radio only. However, this will depend on how the tele-network is constructed."

Joe says there are two possibilities: "A network for national radio only, leaving local radio with no space; or a network for regional stations. It is a question of how effective this becomes. We'll discuss this at the conference."

However, Norwegian Telecom representative **Theis Theissen** counters, "Joe does not know what

he is talking about when he says that local radio could be redundant. With the new DAB system digitalizing the FM band, it will be a greater utilization of the frequency spectrum.

"The local radio stations are already interested in the DAB system because of its utilities. It will mean a revolution for Norwegian radio. The DAB system [will allow], for instance, album rock, EHR and AC formats in every market."

But **Radio Moss** chief engineer **Kent Hedberg** cautions, "If the proposed DAB system is identical with the satellite system implemented at the **BBC**, it will be very expensive for local radio to link itself to the satellite. The DAB system should be based on satellite transmission because the quality will be better. Also, there will be strict delegation of frequencies because there is only a certain number of stations allowed on each frequency."

Radio FF Revived By Fresh Funding

In an extra-ordinary board meeting held on August 8, it was decided that Norway outlet **Radio FF** should be rescued from its financial difficulties. Its long-term business partner, **Radio Nettverk**, has decided to give Radio FF financial support. The amount has not been disclosed. Co-inciding with the deci-

sion, FF's new chairman will be **Frank De Kinder**, replacing **Svein Simonsen**.

Radio FF owes Nkr100,000 (app. US\$14,000) to several business partners and Nkr15,000 to its listeners. Radio FF editor-in-chief **Per Fredriksen** says, "We are very satisfied with how things have worked out." *KRO*

SPAIN

RTVE Rescinds Layoff Decision; Strike Disrupts Programming

by Anne Marie de la Fuente

Public radio/TV broadcaster **RTVE** has backed down from its plan to discontinue around 1,500 temporary contracts, following night-long talks which began at 21.00 August 12 and concluded the following morning at 08.45.

RTVE unions **UGT**, **CCOO** and **APLI** called off the scheduled August 14 strike after its leaders drew up a six-point formal agreement with RTVE secretary-general **Ricardo Visedo** that night.

On August 7, a strike disrupted the broadcaster's radio and TV programme. **RNE Radio's 1, 2, 3** and **5** resorted to news breaks and taped music programmes, while **TVE** shortened its news programmes, cancelled some shows

and signed off an hour early.

Comments RTVE press officer **Fina Simon**, "We can look back and laugh now, but there were some really tense moments, especially when the picketers refused entry to some employees outside the Madrid centre, **Torrespana**."

6 Negotiable Issues

The accord lays the foundation for more detailed negotiations which began the following week. The six points are:

- RTVE revokes its decision to cancel temporary contracts, if the unions agree to forced retirement for employees over 63 years old and voluntary retirement for those over 60.
- Each retired employee will be replaced by a temporary worker who then becomes a permanent member of staff.

ment member of staff.

- RTVE will study other staff-reducing alternatives. Jobs left vacant will be occupied by the temporary contract employees.

- Those whose temporary contracts are renewed three consecutive times will automatically become a permanent member of staff.

- The fate of the Radio 4 personnel will be studied on a case-by-case basis.

- RTVE pledges not to carry out any measures that will affect its employees without previous consultation with the syndicates.

RTVE Intercentre Committee president **Manuel Nolla** believes the agreement was nothing exceptional, but it had "at least paralysed RTVE's aggressive measures."

Los 40 Stages First Battle Of The Bands

Cadena SER EHR network **Los 40 Principales** is co-ordinating the first nationwide pop-rock talent search competition with sponsor **Gordon's Gin** and organizer **Creativos Promotores**.

Since late June, Spain's leading radio broadcaster has been receiving demo tapes and promoting the contest through its national network of 61 stations. **SER** assistant music programming head **Luis Merino** explains, "We've received about 800 demo tapes from all over Spain, 230 from Madrid alone."

Contestants were required to send in their entries and data to the **Los 40 Principales** station closest to them. Four bands have been chosen from each of Spain's 14 regions by a jury of DJs and music critics.

According to **Creativos Promotores** co-ordinator **Oscar Martin**, "To date, 13 regions have

already presented their four bands. All the bands sing in Spanish and not in their regional language of dialect. However," **Martin** adds, "there's one band from Seville with a song in English."

Los 40 Principales has staged concerts in each region, where one band is chosen out of the four to compete in the semi-finals. These are to be held August 29 in Malaga and September 5 in Barcelona. "Seven bands from the Southern regions will meet in Malaga while the rest convene in Barcelona," explains **Martin**.

The network has aired the concerts over its regular Sunday programme, "El Gran Musical". The top finalist selected September 11 in the Madrid club "Universal Sun", will be awarded Pta1 million (app. US\$9,000) and an album recording; the runner-up wins Pta500,000 and the recording of a single. *AMdF*

Second Round For 134 Flemish Privates

by Marc Maes

August 8 was the deadline fixed by the Flemish government for all private radio stations to comply with the new media law. Of the 393 stations, only 134 have to pass a second round to be approved by the "Dienst Media" of the **Flemish Cultural Minister's office**.

The main issue of "Decree Van Rompuy"—the prohibition of networks in Flanders—was voted last November to become effective on February 8, 1991. Stations were given a six-month deadline to give proof of their compatibility with the new decree.

According to a government spokesperson at the "Dienst Media", "We have discovered several stations within the 134 which either carry the same (network) name or that haven't filed proof that they operate independently."

According to the spokesperson, all of the 134 stations were notified that their files would be submitted to the **Private Radio Council**, in preparation for a first meeting in early September. The Council will consist of only 13 members and will be chaired by **Mario Verstraete**.

Radio Contact, with 24 Flemish stations, of which only one—

Radio Contact Brussel—passed the first round, has decided to wait for a decision by the "Arbitragehof" before changing its network policy. Says Radio Contact's **Danny De Bruyn**, "We have mailed a letter to the minister of culture saying we are willing to adapt ourselves to those paragraphs of the decree we agree upon. We have also agreed to wait for the Court's decision on the specific items of networking and joint programming."

De Bruyn added that a negative result with the "Arbitragehof" could lead to the withdrawal of Radio Contact's broadcast permits within 30 days following the decision.

CPG Plans 'An Evening In Vienna' For Holland

by Chris White

The Dutch music industry organization **CPG** is launching an off-beat project for younger pop fans.

"Ein Abend In Wien" (An Evening In Vienna), is the name for CPG's latest promotion, which involves an 18-track sampler CD and cassette, and ties-in with a live event to be held in Rotterdam's Doelen concert hall August 31 to September 1.

CPG MD **Jan Gaasterland**

admits it is a ridiculous title for an event and promotion in Holland. "Many people would associate it more with classical music, but why not use a ridiculous name if it is going to attract attention? It is a little bit of fun with a serious aim."

Previous CPG campaigns have concentrated more on general pop, classical and MOR music titles.

The campaign starts on August 21 and runs through until the end of September. "Our target age group is 15-30 year-olds," adds

Gaasterland. "It's a generic campaign which we hope is a lot of fun but will have very positive results."

The festival "Ein Abend In Wien" sampler (the CD costs Dfl 9.95 [app. US\$5]; the cassette Dfl 6.95), contains a mix of both Dutch and international progressive pop bands, including **Jesus Jones**, **Fishbone**, **Freedy Johnson**, **Dinosaur Jr.**, **Wonderstuff**, **De Raggende Mannen**, **Gotcha!**, **Charmin' Children** and **James**.

Skyrock Is 'Healthy'

Following **Radio Metropole's** announcement to stop broadcasting as **Skyrock**, (see M&M August 17), **Skyrock Liege MD Michel Vanstall** said that the station was "healthier than ever in Belgium, with expansion plans set for September."

Vanstall was upset by **Skyrock Charleroi** former MD **Eric Pierrard's** description of the station's situation in Belgium. "The Charleroi-operation, which was set-up by the French-based **ACTV**, was given permission by one of Skyrock's executives to launch a Belgian operation. They opened stations in Couvin and Bertrix, close to the French border. When they began talks with Metropole's board they were loaded with promises on ratings. The station simply could not fulfill these dreams."

Vanstall added that he had been dealing with Skyrock MD **Pierre Belanger** in Paris, as well as with network manager **Patrice Belonquin**, to launch his operation in Liege. Both parties have planned to meet in September to discuss a further expansion of Skyrock in Belgium.

Contrary to Pierrard, Vanstall thinks the current Skyrock-format is very popular with the French audience. "My station was first launched as a TOP FM-outlet in Liege," says Vanstall "and nobody knew us. Since the launch we have enjoyed solid popularity, allowing us to break even."

Skyrock Liege is currently broadcasting by satellite approximately 20 hours per day, but plans to fill at least seven hours of in-house broadcast by September are in the pipeline, by which time Vanstall expects to have five people employed on a full-time basis.

"I want to do everything to develop a full-scale Skyrock network here," says Vanstall, "and rather than talking about a French invasion, I would point out that purely 'Belgian' stations are forced to adapt the satellite system because making radio here has become very expensive. Stations are looking for other possibilities, and French satellite broadcasters fill the gap. We can now air top-quality programmes costing only 10% of our annual turnover." MM



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NEW MARKETING AND PROMOTIONAL STRATEGIES EXPLORED

Seven Ways To Chart A Dance Track

Last year some people predicted the burst of the dance music bubble. But in 1991 there have been more charting dance music releases than ever, and more tracks are charting higher and faster. Why? Changes in the demographics and tastes of singles buyers (particularly in the UK), the expansion of DJ/house music culture all over Europe, white-label talent scouting, and the broadening, improving tastes of the supportive music media. These factors have led to significant shifts in the way dance tracks are marketed and promoted by the increasingly experienced dance divisions of record labels. Here are examples of seven approaches to marketing dance product.

1. COLA BOY 7 Ways To Love (Arista/BMG)

7 Ways was one piano-driven house promo among many back in April. Last month it reached the top 10. The charting strategy of the major label that picked up the record was standard: Buy up a record with a big DJ buzz, keep it out of the shops while DJs build up popular knowledge of the track through club plays, and then give it the coordinated national release that only a major can. What was unusual with 7 Ways was the way the track was promoted--as a white label--to DJs.

The press release on the tune claimed mendaciously but intriguingly that the track was written by a Hong Kong ex-pat who'd sold a rare 1956 Chinese cola can to finance a trip to the UK in search of house music.



"That got people very curious," says independent promoter John Paule, "but then we started leaking stories that famous people were actually behind the track. That really worked. DJs, music journos, clubbers - everyone started talking about the press release."

Given the enormous quantity of dance music 12-inch releases, the most difficult part of dance music promotion is no longer selling a club track to the singles buyers, but drawing the DJs' attention to it.

2. CRYSTAL WATERS Gypsy Woman (A&M)

No one had to draw DJs' attention to the Basement Boys' production. The day that import

arrived in London, DJs were forecasting a massive hit. The single's dance beat, song structure and irresistible vocal hook made it a chart certainty. A&M's quick-response marketing strategy, however, capitalised on the buzz in a way never before applied with such force to a dance track: they rush-released it in the UK just a fortnight after the imports arrived, mailing promos in four figures to DJs and immediately transforming an underground club hit into a charty pop song.

"Gypsy Woman was a really hot record on the east coast in the States before it picked up in Britain," explains A&M marketing manager Richard Marshall. "We released it on UK as quickly as possible because of the unique situation it generated. Gypsy Woman broke all pre-set standards in the dance charts. The amount of pole positions occupied on DJ-returns charts was the highest ever. We were in danger of being swamped with imports. There was no need to wait for the normal six-week club build-up." A&M was, therefore, able to drop the majors' golden rule on dance tracks - to always delay national release while club pressure mounts. Result: top slot.

3. T99 Anastasia (XL)

It used to take months before the latest underground dance music trends made an impact in the national charts. Not in 1991. Belgian 'hardbeat' (techno) was scarcely a buzzword in the DJ and club mags before three tracks--Quadrophonia's *Quadrophonia*, T99's *Anastasia* and Cubik 22's *Party-time*--headed into the top 20. Quadrophonia are a full-fledged pop project licensed to Sony Music from ARS, so a chart entry was not surprising.

But T99, the work of Quadrophonia producer/writer Oliver Aboloos, started off simply as an underground club cut. It was up to XL, a Brit independent, to license Anastasia for UK release and chart it. In time-honored

fashion XL remixed the tune, added both rap and female vocal hooks to the roaring instrumental hook. However, what allowed Anastasia to chart so quickly was one signal change in singles buyers over the last two years--the vast increase in club-going singles-buyers. This allows a club smash to be swiftly transformed into a chart hit. Furthermore, as proven by the case here, cracking the UK top 40 is a precondition to large-scale European dance sales, thanks to the London orientation of European DJs and dance media.

4. MASSIVE ATTACK Daydreaming, etc. (Wild Bunch/Circa)

Massive Attack are definitely not a pop act. Their dubby soul sound, arty videos and whispered raps are not for kids. But they have had three charting singles to date from their debut album.

Like XL, Massive's label Circa has benefitted from a demographical shift in the dance market: namely, the new mature 20s dancers, independent of clubland and pop mags. Club music has now had a broad audience in the UK for a decade. Like the mature rock buyers growing up in the '70s, there is now a budding market of mature dance music fans who grew up in the '80s. Circa have recognised that the UK and European quality music press and magazines are crucial to address this market.

"We went for the main magazines, marketing-wise, like *The Face*, says Circa marketing coordinator Richard Hales. "There was never any point putting Massive Attack in *Clubland* or anything like that; they're not a club act. It was a very expensive promotion overall, but it's paid off."

"The triad of the significant listening dance music market, UK & Euro music press and MTV create massive potential."

For around a year Circa pushed Massive Attack's name in the international style and music press, benefitting from the band's close association with Neneh Cherry. For their part, the press are now equally keen to support the kind of stylish, quality dance music represented by Massive Attack.

In the UK there are now a quantity of journalists able to

push quality dance music without an eye on chart positions. More than that, a wealth of new 'CD' music magazines are aiming at a new listening audience in their 20s, distinct from the club and pop market. In Europe, the leading style magazines and MTV are eager to promote quality dance and soul acts. In short, the triad of the significant listening dance music market, UK & Euro music press and MTV create massive potential, if you'll excuse the pun.

5. PRIMAL SCREAM Don't Fight It, Feel It! (Creation)

There was a legendary moment in dance music history in 1989 when Primal Scream delivered a raw guitar tune for a remix by a DJ called Andrew Weatherall. Weatherall kept a couple of guitar chords with some added echo on top and built up the rest of the tune himself, including beats, keyboards and samples. It was a hit and 'indie house' was born.

Record labels have always been known that a DJ/producer record is tricky to promote because DJs lack that pop group identity. The most popular solution, of course, has been to hire some extras and pretend that the DJ is a band, and that's worked for Black Box, Snap, Nomad, etc. But Creation seems to have gone one step further: they've effectively got a band to front a DJ. Some people allege that it's



the same thing with Happy Mondays producer Paul Oakenfold. I'm not so sure.

6. THE SHAMEN Progen '91 (Move Any Mountain) (One Little Indian)

When the re-release of The Shamen's *Move Any Mountain* hit the UK top three, the old myth of the short lifespan of a dance track was finally blown sky-high. After 18 months of continuous remix releases since early 1990, *Move...* had become a club anthem. The remixes, far from exhausting the supply of buyers or alienating the fan base, built up

belief in the track.

"The dance scene is so upfront that sometimes it takes a while for the rest of the media to catch up with it," says band manager Charles Cosh, "but if it's a really strong tune like *Move Any Mountain*, then it won't go away." Today record labels have far more flexibility in timing the release of dance tracks than they do with pop or rock singles.

7. TRANSGLOBAL UNDERGROUND Templehead (Nation)

My last selection hasn't charted yet, but it's such an extraordinary example of how open the music market has become recently that I had to include it. Transglobal started out as a left-of-field studio project on the obscure London Nation label, known for combining dance and world music. Transglobal sandwiched a rap about peace and a catchy chorus hook sampled from a world music record between hip-hop beats.

With step-by-step promotion, the track was listed in DJ charts, reviewed in the dance press, made 'record of the week' in *Melody Maker*, topped the *Mix-mag* buzzchart, and played as a video by MTV and by Music Box. The buzz by this time was enormous.

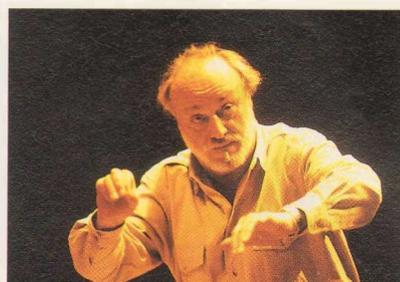
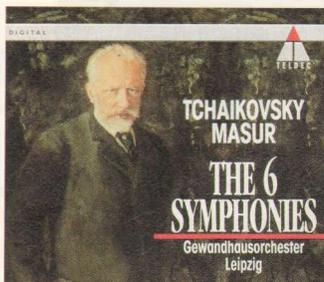
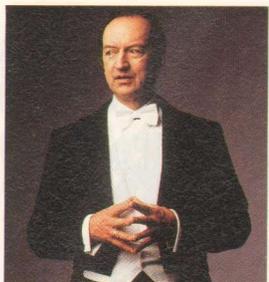
After four years of piano/techno house there is an eagerness in the music press for new sounds. The record was picked up by Deconstruction/BMG. To start with, the record companies weren't interested. Then certain key taste-making DJs picked up on the track and got people to listen to it again. It snowballed from there, right up to Gary Davis' 'record of the week' on BBC Radio 1.

The buzz was, of course, what prompted the licensing deal, but equally important was Deconstruction's new A&R strategy. They reserve a weekly bag of white labels in Zoom, London's most progressive dance music shop. Transglobal was in one of their bags and they liked it. Record labels' interest in A&R white labels and the open attitude of the music press are combining at the moment to generate and accelerate interest in radical new dance sounds in an unprecedented way.

Ben Lewis is a freelance music researcher. He currently contributes to BBC Radio 5's Euromix and is involved in projects linking the British dance scene with Japan.

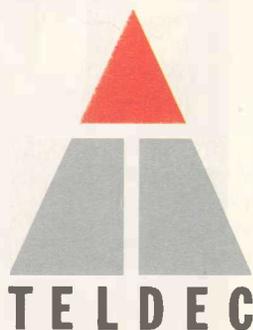
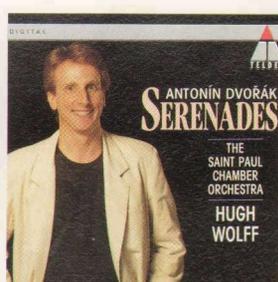
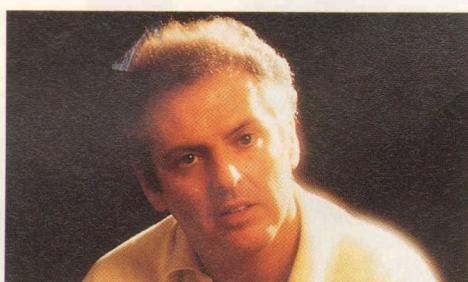
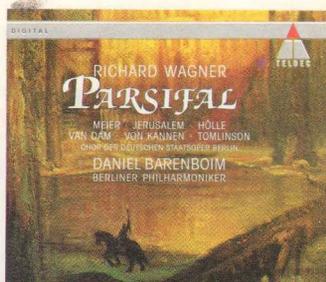
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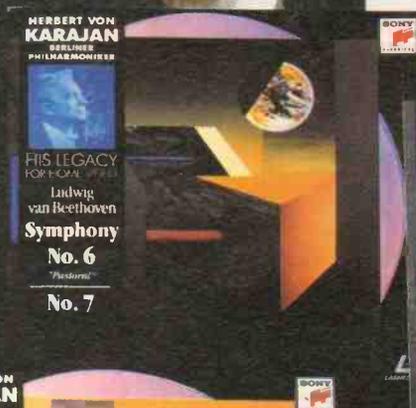
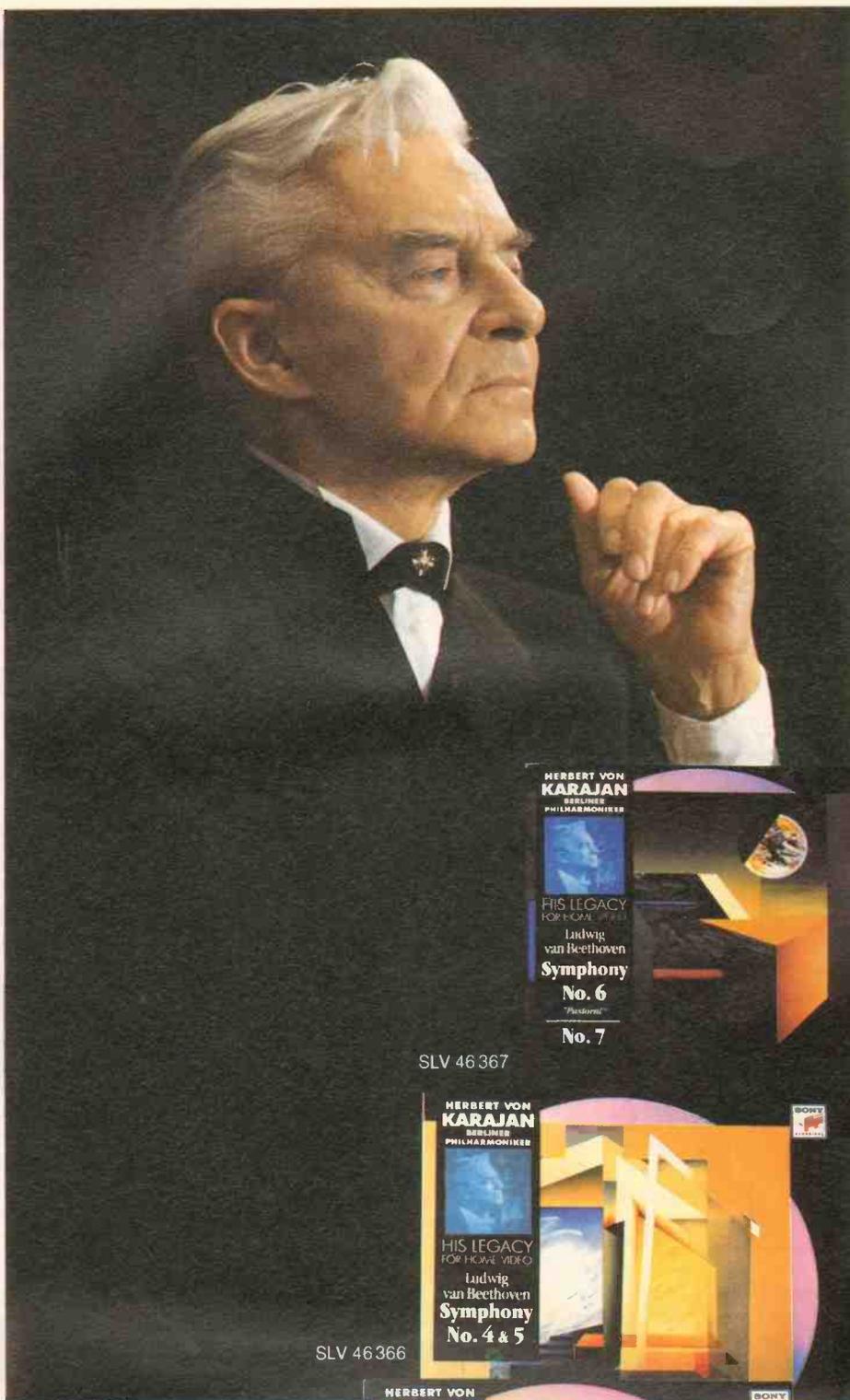
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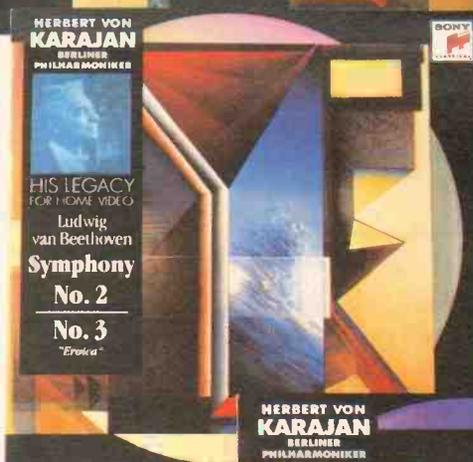
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Radio Taps Into The Classical Market

Hold the Dial! Classical Music is finding its way out of the concert hall and into the home, and commercial radio stations are starting to capitalise on what appears to be a new trend among youth - the classical approach.

Nine months ago, **Klassik Radio** in Hamburg launched its new station, and in September, will acquire terrestrial frequencies in five additional German cities (Munich, Regensburg, Nuremberg, Wuerzburg and Augsburg), allowing it to reach some 10 million potential listeners. **Concert Radio** in Amsterdam, a revival of the old **Radio 10 Klassiek**, officially launched its new effort April 11 of this year and has a potential listening audience of some 4.4 million cable households in Holland and parts of Belgium. And while originally losing the bid for the **INRI** licence last July, the UK's **Classic FM** hopefuls reportedly lined up revenue which clearly outweighed that of the winner—**FNR-The Showtime Station**, which has since failed to come up with the money (see front page for full story).

What's going on? Why the sudden upsurge of interest in classical music? What makes the newest entries into the classical radio field, **Klassik Radio** and **Concert Radio**, so optimistic of success in a market which has traditionally been, if not highbrow in every sense of the word, at least quite specialised. To begin with, on a technical level, the sophistication of CD technology has made high quality listening a real possibility outside the concert hall for the first time. Both **Klassik Radio** and **Concert Radio** use state of the art **Sony** hardware and have a computerised CD-only policy. In addition, classical music, with its ability to cross international boundaries without language difficulties, is now being seen as perhaps the great equaliser, the international formatting trump card for the coming common market.

"The main reason listeners like our station is that we do not talk during the music." — Walter Spijker

This aside, a host of artists like **Pavarotti** and **Nigel Kennedy** are beginning to capture the imagination of a public which goes well beyond traditional classical station demographics, says **Klassik Radio PD Ingrid Rosen**, "It is a trend which you can feel has been happening now for several years. Last year at the soccer championships, **BBC** broadcast **Pavarotti's Caruso**, and as a result, people went out, bought the record and it jumped into the pop charts. Talented young people, like cello player **Matt Heimelwitz** and violinist **Kennedy** are fueling the trend. **Kennedy's** only 25 and he looks like a punk. Also, TV commercials and movies are using more classical pieces. **Carmina Burana** was part of the soundtrack for the recent movie, **"The Doors."**

Audience Demographics

Tied into this is what might be called "the yuppie factor". Classic music has traditionally appealed to a highly educated, high income group which spends accordingly. Now, with the "baby-boom" generation coming of age, people much younger are beginning to fit into those selective demographics. **Concert Radio's** public relations manager **Mark Out** says his station is aware of the appeal to youth, but for the moment is concentrating its marketing efforts on the "serious classical listener." However, the age of that listener is now dropping dramatically, **Out** admits, from the traditional 45+ age demographic, to as low as 30. **Rosen** puts the age group even lower. "Yuppies are the group we want to get, people as young as 25, highly educated, and fairly affluent. The typical yuppie would be the typical **Klassik Radio** listener," she says.

Rosen's station aims to capitalise on the growing interest of younger, more affluent people, with a programming policy intentionally borrowed from **Top 40**. The station has its own presenters, with a new show every three hours on

24-hour broadcast. "With an 80/20% music/speech ratio, our presenters, says **Rosen** "try to find the hits in classical music. We take one piece - one song or one movement - and play that. The most popular artists are **Mozart, Vivaldi, Handel and Bach**, but they also play small pieces of opera like *O Solo Mio*, sung by **Pavarotti**, pieces from **Strauss** and **Grieg** and many others."

One or two hits by 'people who are starry', like Pavarotti and Kennedy, does not mean you have won over a whole generation."

— John Drummond

Says **Rosen**, "We tell listeners after each piece what they have heard - the name of the piece, the composer, the movement, the orchestra, the conductor and the soloist, if there is one. Normally in standard broadcasts, they go into much great detail, the opus, etc., who's on each instrument. That's part of our success. We are not so serious. We have a

lighter, younger tone. We are more into the sound presenters have in a pop radio station."

At **Klassik Radio**, says **Rosen**, "You have the feeling the presenters are not music professors, but instead, just young people sitting at a microphone presenting classical programmes in a way you are used to hearing pop music." Another part of the popular appeal is that when her station does give background, presenters explain so that the audience can identify with the composer, "We try to compare the life of a musician 200 years ago to one today. These were just regular guys. They didn't have much money, and had to write sometimes things they didn't want to write to survive," she adds.

Concert Radio, an all-music "serious" classical station, is aiming for a success story with a different angle. Head of music **Walter Spijker** says, "The main reason listeners like our station is that we do not talk during the music." The station has no presenters, but instead publishes its complete programme in the Dutch music publication, *Luisiter*. The magazine's circulation has gone up by 50% since **Concert Radio** went on the air. Ninety percent of its music

(continues on page 16)

Labels Consider Going For Youthful Appeal

In 1990 the unexpected happened: Opera and classical music conquered the pop charts. The crossover success of "The Three Tenors" - Carreras, Domingo, Pavarotti- and violinist Nigel Kennedy was astonishing. And Kennedy, with his rock star image even made it on to posters in teenage magazines.

The 1990 World Cup not only brought "The Three Tenors" together, but also it introduced them to the widest possible audience. The trio's concert on the night before the final was broadcast worldwide and the album *In Concert* reached 6 million units worldwide, making it a best seller for **Decca**.

Luciano Pavarotti's concert in London's Hyde Park this July was attended by more than 150,000 people, further emphasising his stature.

A New Trend?

Decca president **Roland Kommerell** is very satisfied with the trend. "I'm very positive about it, because it brings this music to a bigger audience. It is a trend to the extent that TV and events play an increasing role in the musical business. You just have to think about the **Pavarotti Hyde Park** concert to understand that. The only reason that I hesitate talking of a trend is that I don't see this happening to chamber music for quite a while.

"I must say that I don't like the word 'crossover'. Certain repertoire and certain artists lend themselves better to a broader audience. Mistakes will be made in marketing by overdoing particular elements. On the one hand you gain a new audience, on the other hand you lose the old fans. There's absolutely no doubt about **Nigel Kennedy's** artistic integrity - he's a very fine player who included a fashion element in his music - but there's a thin line between what is acceptable and what's not. I think everybody in this business is aware of this danger."

EMI Classics struck gold with **Kennedy**. Says international marketing manager **Andrew Little**, "I suppose trend is the right word for it. There always has to be access for old music to new markets. But we don't expect these young people now to buy a heavy **Wagner** opera. They might go out and buy compilations. We must be very careful with this new audience. We need to change marketing strategies,

points of sale and distribution towards pop. Images have to be changed, but don't think **Nigel Kennedy** is a devised image. That would be very wrong, **Nigel** is just **Nigel**. It's his decision, nothing is prompted by us."

Little is aware of the danger of exaggerating an image. "Of course we do benefit from this imagery, but you can't act like **Nigel** does in every circumstance. We must not forget that this is serious music, where the mainstream audience is very highbrow."

From August to the end of November **Kennedy** is on a world tour. Adds **Little**, "In the UK we've already sold 700,000 copies of *The Four Seasons*. We target to repeat that outside the UK as well. His new album *Brahms: Concerto In D* is not regarded as the real follow-up to his hit album, because this is much more difficult repertoire, not directly aimed at the crossover market. To find a follow-up will be quite a challenge for our A&R."

Not everybody is as enthusiastic about the **Nigel Kennedy** phenomenon. **Teldec Classics** international marketing manager **Joachim Leuften** is rather skeptical. "It's true at the moment he's successful, but what will his chances be in the future?"

Investing In The Artist

"Of course every company wants to have such a million seller, and unfortunately we haven't got one now. But our policy is to go for long term careers for our artists. You have to invest three or four years in an artist, before you

There always has to be access for old music to new markets. But we don't expect these young people now to buy a heavy Wagner opera.

— Andrew Little

will profit from it. We expect a lot of **Maxim Wangerow**, a Russian violinist who is only 18 years old. Together with the **Israel Philharmonic Orchestra** conducted by **Zubin Mehta** he recorded *Paganini: Violin Concerto*. He could be our 'superstar' for next year, without giving him a pop image.

Deutsche Grammophon VP marketing **Hanno Rinke** is very careful with the status the company has achieved

(continues on page 14)

(continued from page 13)

over the years. "When people hear the name of our label, they think about only one thing: classical music. That's what we are identified with, Decca can also be associated with the **Rolling Stones**. So we don't want to disrupt the picture people have of us, by forcing ourselves to cross over to a new audience.

"I think classical music always had young audiences too. I've seen many young people at **Horowitz** concerts. We don't follow a special strategy for these youngsters. Deutsche Grammophon just cannot afford to be coquettish with trends. Young people would find us ridiculous and the older generation would simply turn their backs. The trend of today is old fashioned tomorrow.

"There's no point in manufacturing a 'Nigel no. 2', just like it is stupid to try to create a 'Bardot' or 'Monroe no. 2'. We cannot force an artist into an image. An unusual image in classical music only works when the artist is still himself. We never pushed **Ivo Pogorelich** to be different, he simply is different.

"You can't press a young artist to do the same as Kennedy," says Leuften. "The way to market a young musician is always the same. You have to get as much media coverage as possible. But we certainly do want to change our cover designs. We want to show Wangerow in a more private atmosphere."

Presentation And Design

Virgin Classics international marketing manager **Liam Toner** points out the importance of updated style of sleeve designs and presentation in general. "Classical music is catching up with the presentation of today. In fact it hasn't changed in ages. In the past many people were intimidated by the classical approach. But now **Nigel Kennedy** and our own signing the **London Chamber Orchestra** perform in a rather informal atmosphere. The members of LCO even talk with the audience in between the pieces they play. The visual presentation is more of a pop concert. Well, isn't this the visual age?"

"We're about to launch a new "budget classical series" in October. It will contain popular classics like **Vivaldi's The Four Seasons** and **Bach** violin concertos. We will present it in the new style. We won't use the classical cover with the conductor in a tuxedo but abstract designs. We will also go for more approachable sleeve notes, without presuming people understand difficult classical terms."

According to **Sony Classics** senior VP marketing **Elmar Lindemann** the breakthrough of classical artists in the pop charts demands new marketing strategies. "The whole mood is more classical-driven now, but you can't just repeat the success of **Nigel Kennedy** or **The Three Tenors**. Even **Decca** hasn't come up with a real follow-up to the latter's tremendous success yet. Events like **World Cups** don't just fall out of trees. Marketing people have to be inventive now. But we must not forget that we have to sell records to our normal buyers.

Marketing Strategies

"We have also released compilations with "The Three Tenors", like *Encore!*, but it is not the same. All the three are on board, but it lacks the magic of their concert together. We need new ideas, new visions for the future. The worst thing we can do now is to do things on purpose. This needs some good thinking and a careful look at the market. We will have to find out what happens in rock, in order to cross over. At least we have learned that it's possible. Three years ago nobody would have believed that.

We will have to find out what happens in rock, in order to cross over. At least we have learned it's possible. — **Elmar Lindemann**

"It will be hard to get this music on the pop stations. The bottleneck will always be the programmer. They're not really into playing it, because it doesn't fit the format or whatever. Also, they might think they're not familiar with it. They feel unable to give the right information to the listeners."

"A lot has changed in marketing classical music," says **Kommerell**. "These days we use several pop strategies. We

put a lot more thought into the timing and sequencing of releases and events. The **Pavarotti** concert was precluded by the release of *The Essential Pavarotti 2*. Radio is important of course, but for classical music TV is the medium to promote our artists. Concerts are broadcast in prime time shows; in the past this music has always been hidden away in late night slots."

"Radio is an interesting medium, if they can give more than the music," says **Leuften**. "We would like to have special features in programmes, because that will make it easier for the listeners to remember the artist. The absolute medium is TV. We must get our artists on as many stations as possible. That's a job for our local companies."

For **Leuften** free open air concerts have proved to be good tools to draw the attention of a younger audience. Concerts in Central Park in New York in front of 50,000 people demonstrated these possibilities. "Youngsters in jeans visit these concerts, no longer afraid of the conventional atmosphere, because it's not there," he says. Now **Teldec** is benefiting from the "Berlin Wald Bühne Concert" by pianist **Daniel Barenboim** last year, which was released in March.

New in classical music is the rise of sponsorship, which used to be limited to sports events. "Everybody sees that classical music has its own superstars. **Pavarotti** is a superstar in his own right," says **Kommerell**. He believes there are two ways to promote classical music to a young audience. "There is the Kennedy way: make beautiful music in a modern context, which doesn't interfere with the artistic side. The other way is: look for a contemporary kind of classical music. **Michael Nyman** for instance is an artist who hails from the same minimalistic music scene as **Steve Reich**. Also, the **Penguin Café** and **Ute Lemper's Kurt Weil** project have attracted young people.

Contemporary Composers

"90% of our business is still concentrated on the well established classical composers. For the new contemporary style we've revitalised the old **Argo** label. We won't change the world in one day, but we aim to open some eyes with **Michael Torke**, **Alan Feinberg** and the **Piano Circus**. They're all very exciting young artists with a natural youth appeal. None of them has been developed on the drawing board of the marketing department."

The next big project for **EMI** will be **Paul McCartney's Liverpool Oratoria**, which was premiered at the Liverpool Anglican Cathedral on June 28 and repeated the day after. The album will be released in October as well as a double A-side single (yet untitled), sung by **Kiri Te Kanawa**, with more vocal singles to follow. "It will be much easier to get these vocal singles on pop radio, than the Kennedy promo-single we serviced to **EHR** stations last year," says **Little**. "But isn't it a problem to get instrumental rock songs on the radio as well?"

At **Virgin**, the US based **Variations** label, a subdivision of **Virgin Classics**, will be the base for young emerging artists. Best example is probably **The Green String Quartet**, featuring Los Angeles session musicians, who have also played C&W and rock, with music ranging from **Bartok** to **Guns N' Roses' Welcome To The Jungle**. **Leif Ove Andsnes**, a young pianist in his early twenties is another important artist for a young audience. Lute player **Christopher Wilson's** album *Rosa* already got a lot of coverage in the pop press and airplay on station's outside the classical's field.

Adds **Toner**, "It's our policy to work on a long term base. That's the great difference with pop music. We try to build up our artists gradually. Patience is the keyword. In classical music you can't get away with gimmicks. **Kennedy** is the sole exception, but he's a great musician as well."

The ace for **BMG Classics** during the autumn will be the album *Händel: Sonatas* by the striking combination of **Michala Petri** and **Keith Jarrett**, one of the few artists who is to be found in both the jazz and the classical charts. Very appealing to the crossover market will be the new album *Dancin'* by young percussionist **Evelyn Glennie**. In the UK cellist **Ofra Harnoy** has already been marketed as a pop artist for her 1990 solo album. Russian violinist **Yuri Bashmat** is another artist on the top of the crossover mountain.

BMG Classics UK promo manager **Michael Deacons** says all these musicians have outstanding abilities. "We

are lucky with the state of the market at present. The audience is highly receptive to classical music now. It's great how exceptional musicianship is now more clearly identified. It speaks for itself, that we aim at the younger audience these days. If you really want to broaden your market, you have to step into the markets which have not been strong before. We try to make the genre as mainstream as possible."

Sony hopes the walls between pop and classical music can be broken by **Katia & Marielle Labeque** who play jazz composers on their album *Love Of Colours*. Jazz pianist **Friedrich Gulda**, who played with **Chick Corea** also has great crossover potential with his interpretations of **Mozart** Sonatas.

Celebrating Mozart

In the 1950s **Philips** started their prestigious *Mozart Edition*, containing 16 albums. In the 1970s it grew to 150 albums. In the new fully updated series - to commemorate the 200th anniversary of his death - 180 CDs are included, more than 200 hours of music and two metres on the shelves at home, taking this release into the **Guinness Book Of Records**.

If you really want to broaden your market, you have to step in the markets which have not been strong before. We try to make the genre as mainstream as possible. — **Michael Deacons**

Says **Philips** product manager **Mozart Edition Stef Collignon**, "The 'Amadeus' film and soundtrack was very helpful in the 'breakthrough' of classical music. It showed that it also meant adventure, stardom and sensation. It was no longer for an elite group only. You can hear pop music almost everywhere, but classical music still needs special events like such a movie or the World Cup.

"Our new *Complete Mozart Edition* is being marketed in a very brash way. We have more than 1000 pre-release orders for Holland alone. It will be an enormous commercial success; we expect to get 30,000 subscriptions worldwide. We're talking about 6 million CDs! The whole release will be spread out over a period of 14 months, with boxes of four or five CDs each month. We started this project five years ago and while pessimists may think this series will only be bought by rich collectors or schools, the CDs will also be available separately. We're sure that many young people will go for them."

Collignon thinks that 28 years old Russian baritone **Dmitri Hvorostovsky** will also entice the youngsters and he expects the same from the **Hollywood Bowl Orchestra**, of whom a 15-part series will be released over the next five years. "Hvorostovsky has fabulous good looks. His recitals already have an Elvis-like magic for the audience. Cover designs will be aimed at these younger people. We will advertise in different magazines than before. We're even considering plugging the records the pop way."

"In general there are two ways how an audience can look at an artist," says **Rinke**. "They can see him as the 'boy or girl next door'. That's the **Nigel Kennedy** phenomenon. The other way is to see the artist as a leading figure, far above the rest. **Von Karajan** was the untouchable hero of classical music, enormously admired for his abilities. People could not identify themselves with him, because he was a star. That's the other approach.

"Our policy is to release exciting performances in tasteful covers: quality in sound and music. Young people will be reached anyway. We will never lure them into the shops and disappoint them. Our new mid-price series *3D Classics* will be a nice introduction for many of these young people. If you use the word 'crossover' in a strict sense, our current no. 1 in the **Billboard** Top Crossover Albums with the **Battle, Norman** album *Spirituals In Concert* shows that we don't neglect the genre completely."

"We will have to make clear that classical music is just nice music to listen to," says **Lindemann**. "It's not music for a small highbrow group. Everybody can whistle *Nessun Dorma* with **Pavarotti**. It's just a pop tune which sounds nice. Classic music is easy to digest." - **Robbert Tilli**

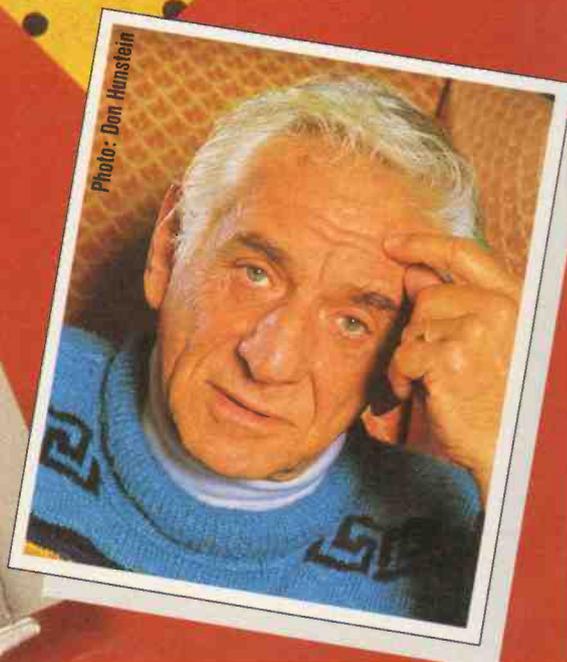
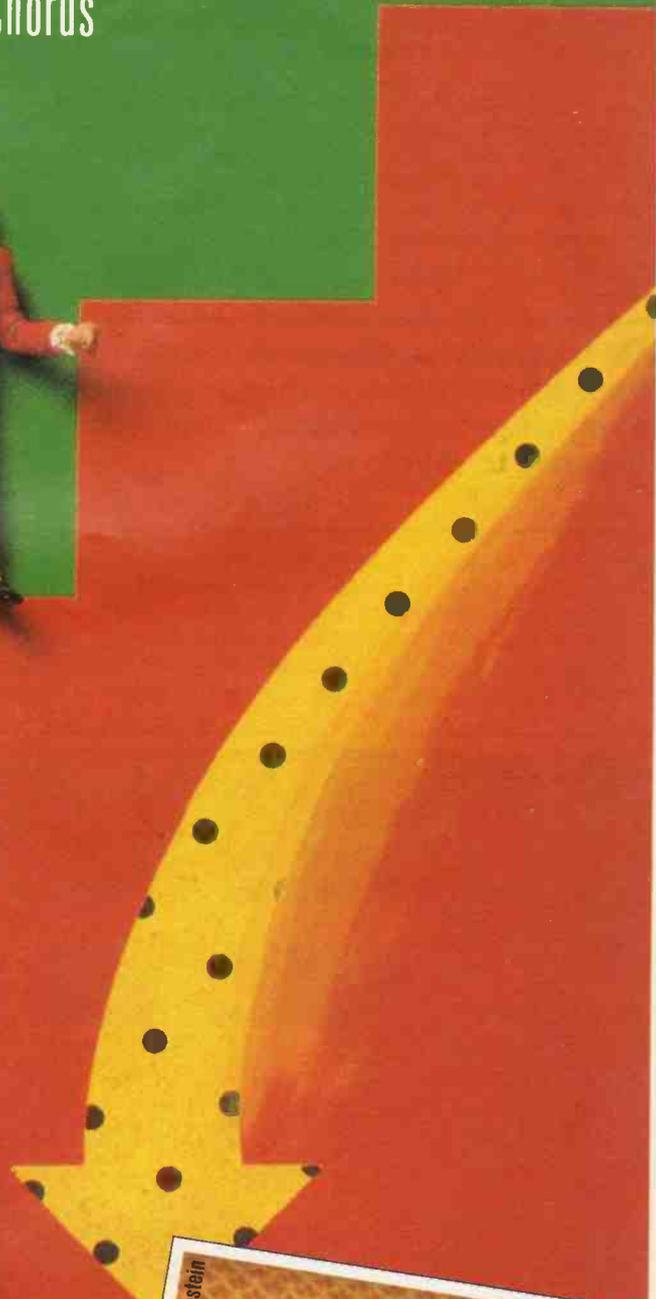


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2 Compact Discs	429 734-2		2 Laser Discs	072 423-1	
2 LP	429 734-1		(3 sides) PAL		
2 MC (CrO2)	429 734-4		VHS · PAL	072 423-3	

Some configurations may not be available in all countries.

(continued from page 13)

is focussed on the period from 1650-1940, but some programming changes are on the horizon, says Out. The station plans to introduce opera into its repertoire in the autumn, and has also put together a unique panel to advise it on programming policies, which includes internationally famous violinist **Theo Olaf** (see M&M August 10). Out, however, does not think that classical radio stations will be a serious competitor to the Top 40 market. "The numbers are too small. We know for sure, as an example, that 10% of the Dutch population is interested in classical music." The station, one of a triad of **Radio 10** outlets, plans to set up a marketing study in the autumn, and is expected to be out with its first ratings at the end of this month.

Commercial Success?

Advisory panels and special marketing aside, can commercial classic stations survive in Europe? **BBC Radio 3** classical station controller **John Drummond** is dubious on several counts. "I'm concerned about the connection between broadcasting and live broadcasts. We've spent over £40 million (app. US\$67.2 million) to support five orchestras. I remain skeptical as to whether commercial

"Most of our audience consists of executives, mainly chief executives. Our advertisers use us because of that."

— Marie Castaing

classical stations will end up being anything more than just disc players," he says. Drummond is also dubious about the continued interest of young people in classical hits. "There is an awful lot of music that matters, like Mozart's Mass in B Minor. One or two hits by 'people who are starry', like Pavarotti and Kennedy, does not mean you have won over

a whole generation."

But Drummond believes there is room in the market place for both commercial and non-commercial classic stations, but says the big question is whether, in the current economic climate, there is, in fact, enough ad revenue to go around.

His hesitation is shared by others. Last April, UK Classic FM consortium chairman **David Astor**, after dropping out of the race for INR1 independent FM Licence, told M&M that the numbers simply did not add up. Said Astor, "Despite the most encouraging results from an exhaustive consumer research programme, we are not convinced that the current economic climate would allow a successful bidder to charge the price for advertising which would have been necessary to meet the costs of the station and provide an acceptable return."

One month later, Classic FM, with new backers, tossed its hat back in the ring as one of three hopefuls. The license was awarded in July to the highest bidder, FNR-The Showtime Station, despite revenue projections for the early years which were said to be lower than that of Classic FM.

Despite doubts, both **Klassik Radio** in Hamburg and **Concert Radio** in Holland are tackling the advertising end of the picture with enthusiasm. **Klassik Radio** currently has 60-90 second ad spots limited to six minutes per hour, but both stations have ambitious plans for corporate sponsorship.

Mark Out says **Concert Radio** is on the verge of signing its first corporate sponsors, and predicts that while this approach is new in Holland, it will be attractive to advertisers. "The target group we reach is a special one. These people are decision makers," he says. Out reports that the station plans to offer 60-90 second "infomercials" identifying sponsors in-between its two-hour programming spots.

Klassik Radio's **Rosen** admits getting advertisers interested in classical sponsorship is a new idea in Germany. "We have only been on the air for eight months. We have a two-to-three year plan to achieve our advertising goal," she

says. Station director **Bernd Reichstein**, agrees. "At this moment, the advertising angle is not a success story," he says, but adds he anticipates getting the advertising needed to make the station successful by using a 2:3 ratio of commercial and corporate advertising. **Katherina Sandmann** of **Radio Marketing Service** in Hamburg, which handles the (RMS) stations advertising, predicts, "It will be a long, slow process, because German advertisers are not used to the idea of corporate sponsorship," but adds that RMS is hopeful. Says Sandmann about **Klassik Radio**, "We call it our little jewel".

"We try to compare the life of a musician 200 years ago to one today. These were just regular guys."
— Ingrid Rosen

There is good reason to be optimistic, if staying power is a measure of success. France's **Radio Classique**, on-air since 1983, now has a network which includes 12 terrestrial frequencies, and the station will add five more in September. The station is flourishing, according to **DG Marie Castaing**, because it broadcasts entire musical works without comment, it has a large repertoire, and a very good knowledge of classical records. Its advertisers include computer companies, car dealers, newspapers, institutional investors, and financial institutions such as banks. **Mediametrie** reports indicate that 54% of **Radio Classique's** audience is aged 35-64, and that most are highly educated.

Says Castaing, "Most of our audience consists of executives, mainly chief executives. Our advertisers use us because of that. There is no special interest by advertisers in classical stations, but rather, in the unique target audience." — **Marlene Edmunds**



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Making The Most Of Transmitters And Aerials

by Andy Bantock

Often ignored by the programming fraternity, the "business end" of radio stations—the transmitter and antenna—are really the most important links in the chain from microphone to listener. Without them, your station is totally ineffective, yet generally only the station's engineer has any knowledge of the transmission set-up.

Increasingly, with the deregulation and privatisation of radio in Europe, we are beginning to see many stations choosing to not employ engineers. As a result, the initial decisions on setting up a transmission system are being made by programming and financial staff, sometimes—but not always—with the help of consultants.

Most of the new stations coming on-air are fairly small FM outfits with relatively straightforward transmission systems, and the initial transmission planning can easily be undertaken by non-technical staff. In this article, we will outline some of the terms and, with an accent on cost-effectiveness, introduce a few of the major European manufacturers.

Siting the Transmitter

One of the earliest decisions a station makes is the siting of the transmitter or transmitters. This, along with the power and directional pattern of the aerial, has a direct effect on the number of listeners you reach. Naturally, the ideal site for a small FM station would be on top of a large hill, right in the middle of your projected service area, but since such a site rarely exists, we have to compromise.

For a station just starting, erecting your own aerial mast is an expensive game unless, of course, you have the previously described "perfect site," where a relatively small mast will suffice. It is more usual to look around for a mast that is already up and perhaps housing another station's antenna, a TV transmitter or some mobile radio system. This may mean a bit of a compromise but, initially, it will save you money, which is important for fledgling stations.

Once you have found a site, you have to negotiate with the owner regarding rental/lease of space on the mast for aerials, and in the transmitter hall for your equipment. The cost of mast space is usually worked out in relation to wind loading. A mast has a theoretical maximum loading and the bigger the antenna, the more it costs. Hall space is usually worked in with the total

cost, and provision of electricity must either be made by you or sometimes is included, often with a separate consumer meter. If you need to know how much electricity you require, a rough total can be found by doubling the output power of your transmitter(s).

Antenna Playing

As previously mentioned, mast space is charged by the antenna wind loading, so what sort of aerials should you use? This is where the "black art" of antenna planning comes into play. It is impossible to cover all aspects of the subject, so I'll generalise. Basically there is a trade-off between transmitter power and antenna gain. Antenna gain means the amount of "amplification" that an aerial gives you. A basic dipole (two arms sticking out from a central point) will give you no gain at all. In fact, it may well give a loss, so you will need to put in more power than you get out.

Various designs and combinations of aerials will give you selective amounts of gain in different ways. The Yagi aerial (the classic FM-receiver type) gives you gain in a forward direction with dead spots behind and to the side. A folded dipole (like the normal one, but folded into a flat loop) affords a degree of gain, but

directional antenna array—one that pushes all the power out in one direction, with none going behind or to the side. If, however, you want to cover a city and your best site is at the top of a tower block in the centre, then you want an omni-directional array which sends signal out all around in equal amounts. Of course, these are the two simplest scenarios and, in reality, you will require something in-between.

Although a lot can be achieved by careful antenna planning, it is not possible to perform miracles, especially as you will no doubt have a very strict limitation put upon you by your country's regulating authority. It will usually have made transmission coverage surveys (normally by computer) to determine the maximum power allowed so as to avoid interference with other stations on the same frequency. There is normally, however, some room for negotiation and knowledge of what is possible can be helpful in discussions with regulators.

Standby Arrangements

One of the main decisions regarding transmitters is the standby arrangements. If your transmitter decides to break down, it can mean the loss of valuable airtime and even more

Although a lot can be achieved by careful antenna planning, it is not possible to perform miracles, especially as you will no doubt have a very strict limitation put upon you by your country's regulating authority.

when they are combined in stacks above each other, they offer much greater gain in all directions.

The trade-off comes with the fact that one can use a smaller transmitter and make up the power with a suitable antenna system, but the money saved on the transmitter will often be offset by increased cost of aerials and mast space rental due to the physical size of the resultant array. Of course, it works the other way, too. A smaller antenna will require a bigger transmitter to get the required output or ERP (effective radiated power).

Antenna Systems Design

Design of antenna systems is also dictated by aerial site in relation to coverage area. If your hoped-for coverage area is in a valley with a good, high site at one end, then you will need a

important, advertisers. One way to alleviate the danger is to have a complete standby chain of equipment ready to take over automatically should the main one fail. This, of course, has major cost implications, and other solutions do exist.

One is to have a lower-powered standby transmitter with perhaps half the power, sufficient until the main equipment can be mended. Another way is to combine the outputs of two or more lower-powered transmitters to give your required ERP. In the event of one of the units failing, all that will result is a slight reduction on power and no break in transmission.

Risks do, of course, have to be taken. When one considers exactly how much equipment there is in the average transmission chain—landline termination, audio processor, stereo encoder, exciter, power amplifier and

antenna—it is plain that duplication of all the parts would not only be costly, but also probably not really necessary. The use of remote-controlled switching can be cost-saving. The ability to bypass the audio processor (or switch to a simple limiter instead) and stereo encoder would save on permanent standby units and would be acceptable for the short period before an engineer could

safety and EMC specifications if you are considering importing this sort of thing.

As regards antennae, there are again a number of mainly small manufacturers, most of whom, like the transmitter people, are in Italy. **Telecomunicazione Aldena** is probably the most serious in terms of export and technical compatibility with the rest of Europe. In France, **Alcatel** is very

Some people swear by solid-state transmitters, accusing the tube variety of unreliability but, generally speaking, well-built and maintained valve transmitters can be every bit as good as the solid state variety.

get to the site.

The next decision regarding transmitters on FM is valves (tubes) or solid-state. The development of high-powered, solid-state amplifiers has come a long way and in many installations, valves are no longer used. These transmitters usually use the combining system with several modules added together to produce the required output.

The inevitable trade-off is price. The solid state units are expensive and the valve alternative, although it cannot be combined due to phase problems and needs a replacement of tube every year or so, is often much cheaper. Some people swear by solid-state transmitters, accusing the tube variety of unreliability but, generally speaking, well-built and maintained valve transmitters can be every bit as good as the solid-state variety.

popular. In the UK, the higher end of the market is served by the likes of **Alan Dick**, while **Jay-beam** and newcomers from **Singapore Antenna Engineering Ltd.** serve the lower end well.

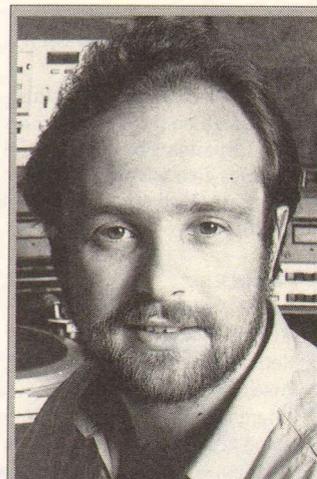
Transmitters and antennae are a very difficult subjects to cover in general terms; each individual installation can be so different. It is a good idea to seek the advice of an independent consultant if you can find one.

Failing that, find an equipment supplier who will take the time to discuss your requirements and not simply send you a quotation. Above all, if you are in an existing station, take the time to learn a bit about your transmission system. After all, without it, you're just a very quiet disco!

What's On The Market

What is available and from whom? The list of European transmitter manufacturers' wares is voluminous, so I'll be brief. The big boys in Europe are **Marconi**, **Rhode & Schwartz** and **Eddystone**. They produce FM equipment at all powers but are pretty expensive. Further down the line are the middle-range manufacturers such as **TEM**, **CTE**, **Elenos**, **Thompson**, **DB** and **Itelco**. The small manufacturers are almost too numerous to mention, but **HCD Research** and **Sound Broadcast Services** are two UK outfits.

Of course, there are a host of FM manufacturers in the US with **Gates**, **Bext** and **Harris** foremost among a long list of names. There are a couple of companies in the States that specialise in second-hand equipment—one is **Armstrong**—but watch the electrical



Andy Bantock started in radio with the BBC in 1980 as a technical operator. He has worked as a presenter, manager, engineer, operator and designer. More recently, Bantock set up his own broadcast consultancy, handling both engineering and programming. He can be reached on 44 - 424 - 434 - 626.

SINGLES

PAULA ABDUL

The Promise Of A New Day - Virgin **EHR/D**
 PRODUCER: V. Jeffrey Smith/Peter Lord
 This follow-up to the smash ballad, *Rush Rush*, marks a steady return to the fast foot-work. Memo to dance and EHR programmers: thread your needle or burn your laser on this cheerful track from the current *Spellbound* album.

BARRY ADAMSON & ANITA LANE

These Boots Are Made For Walking - Mute **D/EHR**
 PRODUCER: Barry Adamson
 You would swear this is the latest outing by Massive Attack, but it is the solo project of Bad Seeds/ex-Magazine bassist Barry Adamson. Sensual Lane moans this unusual Nancy Sinatra cover into the dance era.

DIRE STRAITS

Calling Elvis - Vertigo **EHR/R**
 PRODUCER: Mark Knopfler/Dire Straits
 Returning to recording after a six-year hiatus, Knopfler and Co. are about to challenge the success of *Brothers In Arms*. This is the first single of the September 9 *On Every Street* album release. The song has the same shuffle rhythm as *Southbound Again*, a track on their 1978 debut album.

LEVEL 42

Guaranteed - RCA **AC/EHR**
 PRODUCER: Level 42/Wally Badarou
 It's a new label for the well-known chart-busters, but you'll find no major changes in the sound. **Mark King** is still hammering the bass. There's a good melody as well, so satisfaction guaranteed. An EHR debut this week at number 25.

AARON NEVILLE

Somewhere, Somebody - A&M **EHR/AC**
 PRODUCER: George Massenburg/Linda Ronstadt
 Here's the second single from Neville's first solo album in over 20 years. Backed by the **Tower Of Power Horns**, the nightingale of New Orleans sings his song like no one else does: warm and soulful.

PM DAWN

Set A Drift On Memory Bliss - Gee Street/Island **EHR/D**
 PRODUCER: PM Dawn
 It's one of those "déjà vu" things currently riding high on the UK charts: a slow rap on top of **Spandau Ballet's** big 1983 hit *True*. It means free advertising for Spandau's own *Best Of* album, which will be released on **Chrysalis** on September 16.

PRINCE

Get Off - Warner Brothers **EHR/D**
 PRODUCER: Prince
 Nothing can stop Prince and The New Power Generation, the sleeve says. Dance programmers better believe it, because this is real heavy, funky stuff. It's lifted from his forthcoming album *Diamonds And Pearls*.

SECRET MISSION

Silent Spring - EMI **R/EHR**
 PRODUCER: Mick Ronson
 Goodbye, long hot summer. The musical climate this Norwegian duo operate in is not very different from Edie Brickell & The New Bohemians. But you can tell by

singer **Kjerstie Bergesen's** gravelly voice, that it's more chilly up there in Scandinavia. A song as beautiful as, say, a budding flower in May?

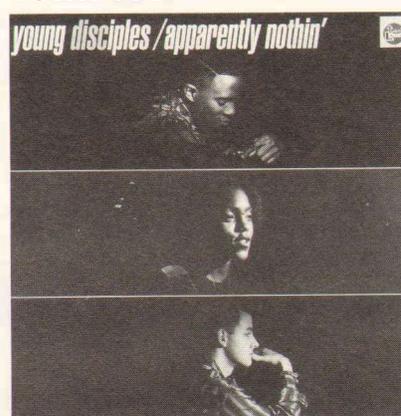
WALTER TROUT BAND

The Love That We Once Knew - Provogue **R/EHR**
 PRODUCER: David Anderson
 The one-time **John Mayall** sideman is now on his own. This song, taken from his second album, *Prisoner Of A Dream*, will fit in the current rock ballad craze. **Daniel "Mongo" Abrams's** Hammond organ and the female back-up vocalists give the song a more soulful dimension.

MIDGE URE

Cold, Cold Heart - Arista **EHR**
 PRODUCER: Midge Ure
 Long time no see and, of course, no hear. Ure sounds rejuvenated on this happy tune, like a teenage Billy Joel. Imagine a marching band through the Scottish Highlands with Ure in front waving the banner. Among this week's EHR New Add Leaders and rising in Chartbound.

YOUNG SOUL DISCIPLES



Apparently Nothin' - Talkin' Loud **EHR/D**
 PRODUCER: Young Disciples/Demus
 Following Omar and Incognito, this is the third European hit single for the **Phonogram**-associated label. It's an addictive groovy stomper, featuring former **Style Council** keyboardist **Mick Talbot**.

ANIMAL LOGIC

Animal Logic II - IRS **R/EHR**
 PRODUCER: Animal Logic/Tony Berg
 Excellent musicians do not always guarantee fine music. On the other hand, this superb trio do not freak out at all. The dream rhythm section, consisting of jazz rock bassist **Stanley Clarke** and the "most sampled drummer in history after Phil Collins", **Stewart Copeland**, keep their patterns simple and even EHR-friendly. Atop this pyramid stands singer **Deborah Holland**, and she also can never be accused of "gallery play". The reggae-tinged track, *Talking Is Good*, is her composition and the album's best bet for a future hit.

BROS

Chapping Faces - Columbia **EHR**
 PRODUCER: Gary Stevenson
 Appropriately titled, the twins are indeed changing direction. Just like other former teeny boppers, such as George Michael and Rick Astley, **Matt** and **Luke Goss** are apparently growing with their audience. The opening track, *Try*, is a gospel-framed tune you would have never heard on their earlier albums. This surprisingly mature album includes the current UK smash ballad *Are You Mine?*.

CRASH TEST DUMMIES

The Ghosts That Haunt Me - Arista **R**
 PRODUCER: Steve Berlin
 The name is very misleading. This is not a death metal band, but a delicate folky guitar group. The arrangements are coloured with lots of acoustic instruments such as banjo, piano, violin and cello. Their music sounds as vulnerable as fellow Canadians **Cowboy Junkies**, but here fronted by a man. The atmosphere is also very much like Bruce Springsteen in his *Nebraska* period. Lead singer **Brad Roberts** wrote eight out of 10 tracks. The beautiful John Cale-moulded ballads, *Superman's Song* and *At My Funeral*, especially deserve the attention of album rock programmers, as well as **The Replacements'** cover *Androgynous*.

BRENDAN CROKER



The Great Indoors - Silverstone **R/EHR**
 PRODUCER: Barry Beckett
 Croker is an anagram for "rocker". If that's not enough, he's one of Britain's most underrated songwriters. Without his band **5 O'Clock Shadows**, he went to the songwriter's capital of the world, Nashville, to write and record 13 new songs (the lovely tune *Darlin'* is a re-recorded Croker oldie). The whole set reflects the man's incredible ability to deal with different musical styles. *Nothing But Time*, with its sunny reggae beat, is the first single, and EHR should go for it. Meanwhile, *I Guess That Says It All* deserves the "tearjerker of the year award". Produced by Muscle Shoals and Nashville veteran Barry Beckett and featuring the best sessioners around, Croker gets a little help from his longtime friend and **Notting Hillbillies** colleague **Mark Knopfler**, who brought his mentor **Chet Atkins** along. What more can we say about this masterpiece?

METALLICA

Metallica - Vertigo **M**
 PRODUCER: Bob Rock/Heffield & Ulrich
 Metallica's fifth album is their most accessible to date. This sounds like a cross between the menacingly meaningful Alice Cooper, evident in their current single, *Enter Sandman*, and the heavy doomful beat of **Black Sabbath**. They hammer home their top position in metal and stand a fair chance of broadening their audience beyond their hardcore roots. The Gothic power ballad *The Unforgiven* will put you under a sorcerer's spell. The intro of *Don't Tread On Me* quotes from **Leonard Bernstein's** *West Side Story* and shows cynicism towards their own America.

TERRY REID

The Driver - WEA **R**
 PRODUCER: Various
 Those not familiar with Reid's 25-year career might not know he was once highly recommended by the Stones, The Who and Led Zeppelin. Even after 12 years of recording inactivity, his is still one of the classic voices in rock 'n' roll. The only thing this man's ever needed is good song material. No problem here: he covers such great rock tracks as the **Spencer Davis Group's** *Gimme Some Lovin'* and the **Waterboys'** *The Whole Of The Moon*. At the same time, a sparse acoustic arrangement, like his own composition *Hand Of Dimes* (one of the five tracks produced by Trevor Horn) also is enough for him to excel.

NEW TALENT

GEORGE REINECKE & THE PURPLE ASSED BABOONS

Senseless - Cuachal (LP) (Germany)
 PRODUCER: George Reinecke
 Everyone into "desperate rock & roll" surely knows his name. This is the first solo album by the American guitarist who plays in weird band **Tav Falco's Panther Burns** and on several **Alex Chilton** albums. In short, these are the guys who really care for the Memphis rock sound, but don't mind if they miss a beat or play a false note. Contact tel.: (+49) 30.392 1134; fax: 30.215 9098

SCATTI

Vocalize - DWA (Italy)
 PRODUCER: Robyx
 Introducing a new invention by the famous Robyx production team: house

with scat vocals. Thanks to the unidentified girl singer, this is really something special, if not irresistible. Alert dance programmers: press your repeat button. Licensing and sub-publishing are still available. Contact **Roberto Zanetti** on tel.: (+39) 585.46989; fax: 585.498 067.

STRAW PEOPLE

Blue - Pagan (New Zealand)
 PRODUCER: Straw People
 Remember the compilation *Pagan In A Pagan Land II?* The Straw People were featured on it with the song *One Good Reason*. Well, here's another good reason to listen to them. The "madchester" dance beats obviously have found their way to New Zealand. Contact **Trevor Reekie** on tel.: (+64) 9.302 3228; fax: 302 3229.

Singles and albums featured in New Releases are listed alphabetically. Each record is recommended for format or programme suitability. Abbreviations used include: EHR, AC, R (Rock), D (Dance), C (Country), J (Jazz), EZ (Easy Listening), NAC (New Adult Contemporary), A (Alternative) and M (Metal). Records mentioned in New Talent are by acts signed to independent labels for which license and/or publishing rights are available, except as noted. Please send your samples to Robbert Tilli/Machgiel Bakker, PO Box 9027, 1006 AA Amsterdam, Holland.

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O, it's lonely at the top...

IMAGE BUILDING
Creative Atelier



Sleeve Design - The Great Cover-Up

So you've signed the artist, booked the studio and commissioned the producer - but how are you going to package your product? In this special promotion M&M looks at two of the Benelux's most successful design houses.

Antwerp based **Image Building** and **Hotline** in Utrecht have both built up solid reputations for imaginative design, from the record sleeve to the in-store displays.

Image Building is one of the most popular design houses in Belgium and says **Patrick Gypen**, he has achieved it without any formal training in that area, becoming involved with sleeve designs almost by accident.

"I was a DJ in Antwerp for almost 20 years, and naturally built up a huge record collection. As an extension of this I became very interested in sleeve designs, and sometimes even bought records for the sleeves alone," he says. "You can judge a good record by its cover - it should reflect the quality of the music, and I have found this to be true in many cases."

It is this philosophy that Gypen has brought to his company, **Image Building**, founded two years ago with business partner **Chris Matheus**. "He looks after the finance side of the company while I am very much on the creative side - we work very well together," says Gypen, having surrounded himself with a key team of around eight people, "who all have their own very personal style".

Gypen became involved with sleeve design when, as a DJ, he found that many of the US and Canadian 12" import singles that he was playing were packaged in plain white sleeves. "I started doing sleeve designs for several Belgian dance labels who were buying in their product from across the Atlantic. It was really just a side line between my DJing."

"I sometimes even bought records for the sleeve alone. You can tell a good record by its cover."

— Patrick Gypen

Gypen's work was soon being commissioned by labels like **ARD** and **Ariola**, and he also designed the sleeve for **Mike Anthony's** *Why can't We Live Together Again* on US Import Music which sold 1.5 million units. After deciding to go into design professionally, Gypen started his own company **Grafiek Patrick**.

A Major Break

His first break came when he did the sleeve design for **Technotronic's** *Pump Up The Jam* for **ARS**. "The maxi single alone did 7.3 million copies worldwide," and Gypen's special lettering for the sleeve design was also used on the US promo videos and posters. "It did not make me a rich man but it was good for the prestige. The problem is that in Belgium designers do not get copyrights like they do in other countries. Hopefully that situation will change in the future."

After investing in an Apple Mackintosh computer, Gypen's weekly output increased from two sleeve designs a week to almost 20. He started **Image Building** with just his partner but now employs a team of eight. "I do not try to push them into any certain style, they all have their own identity and that is why the company is so successful. We do have competition but the answer is to have a wide spectrum of design talent to cover the different styles of music."

Ruud de Kemp started the Dutch art design company **Hotline** 12 years ago and has seen it grow to become one of the most successful in the country, employing around 36 people including five designers and several photographers. His own personal roots lie in the advertising industry followed by a spell doing freelance design work for various record companies in Holland including **Phonogram**, **EMI**, **Chrysalis**, **Arista/BMG**, **RCA**, **Motown** and **EVA**, the TV

merchandising arm of **EMI**, **Virgin** and **Ariola**.

"Hotline is not just involved with sleeve designs either," says de Kemp. "Our business policy is to offer a complete start to finish package to clients. We like, if possible, to be involved from the very beginning with any project and see it through to the finished product. Apart from the actual sleeve design, Hotline also does advertising displays, showcards, mobiles, point of sale material and in-lay cards. "Many of the acts that we design for are Dutch names but we have also done sleeve designs for some international names, including **Joe Cocker**. Hotline did the artwork and packaging for the *20 Years Of Joe Cocker* compilation."

The 1990s

"When I started doing sleeve designs they were mainly for dance music records and that kind of product is trendy but short lived," says Gypen at **Image Building**. "Now we do designs for compilation albums, classical music and mainstream pop and they need a very different approach. We are also facing the challenge of the 90s when sleeve packaging is going to be very different from that of the 80s."

"Record companies are facing increased problems of how to promote their product at retail level. There is a big difference in the sizes of an album sleeve and a CD in-lay for display purposes and the punter has to be tempted by the product. We are working on some new design ideas for the companies but it is too early to give any secrets away."

Says Hotline's de Kemp, "It is much more satisfying for us as a company to be involved with a project from start to finish. We like to have regular meetings with the record company people, so that everyone is aware of what is happening. It is not just the actual packaging that we are concerned with, there is the advertising campaign as well, and the in-store promotion which is very important to the prospects of any artist's latest release."

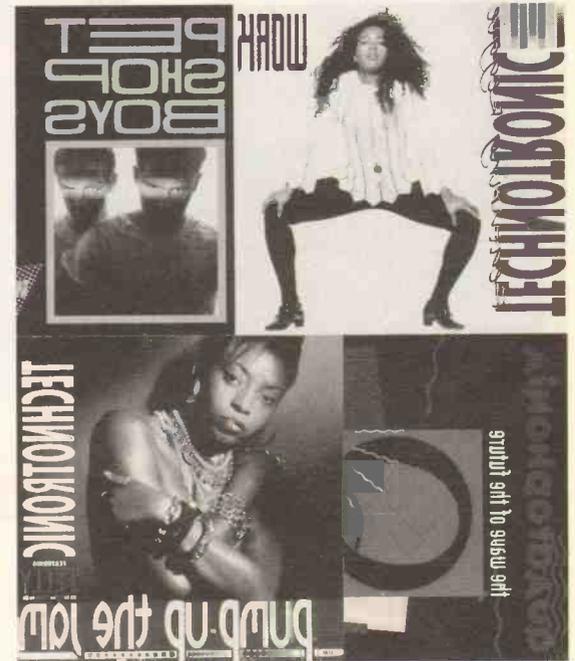
"We employ enough people to operate around the clock if necessary. Obviously Hotline often works on several projects at the same time but the policy is to ensure that our clients are all given very individual attention."

Image Building's music industry clients include **Indisc**, **Multy**, **Clever Records**, **Arcade**, **EMI**, **ARS**, **PolyGram** and **Hi-Tension Records** and the company has done designs for such recording acts as **Plaza**, **Confetties**, **Roslyn Clarke**, **Kid Safari** and **Hithouse**. The company has also diversified into other areas of design.

Gypen adds, "We probably design around 150 sleeves a year but only around 15% of our business is music related. **Image Building** also designs for hi-fi companies like **Pana-**

services that Hotline has supplied for the Dutch record industry and trade include flyers for **Stevie Wonder's** *Jungle Fever*, mobiles to promote the **Whitney Houston** single *My Name Is Not Susan*, plus promotional material for **Fine Young Cannibals' Don't Look Back**.

Hotline has also designed special booklets to fit in with **Pavarotti's** Dutch concert, providing retailers with all the



Hotline

necessary information about the singer's product; information leaflets about **Tina Turner**, and classical violinist **Nigel Kennedy**. The company has also designed and produced all the promotional material for **EVA's** "Play My Music" campaign, the *Move Your Body* dance compilation and the *The British Invasion* (both **EVA** promotions).

Image Building can turn around a basic sleeve design in 24 hours and if a picture is involved, 48 hours. "It takes about four days to come up with a really good cover," says Gypen. "We do not work along the lines of having standard design styles, you could put 20 of our sleeve designs together and no one would guess that they all originated from the same company."

"The companies don't always have the necessary talent and resources to do this kind of all-round design work in-house."

— Ruud de Kemp

"I think that we have succeeded because we can offer a very good price to our customers, and we can turn something around very quickly if necessary," says de Kemp. "I believe our clients like us and what we do - that is one of the benefits of working so closely together."

Hotline is based in the middle of Utrecht, only 40 kilometres from Amsterdam, and less than 20 kilometres from Hilversum, the heart of the Dutch record industry. "Our geographical positioning has been very much to our advantage," de Kemp says. "It means that we can also do good business with record companies outside Holland if necessary."

"Obviously we want to increase our business and reputation within the Dutch record industry and I think that a lot of our success so far has been due to having a good team of people working for Hotline, and the fact that we do liaise so closely with the companies," de Kemp says. "The companies do not always have the necessary talent and resources to be able to do this kind of all-round design work in-house, which is why they prefer to leave it to a company like Hotline which specialises in designing for the entire music industry."

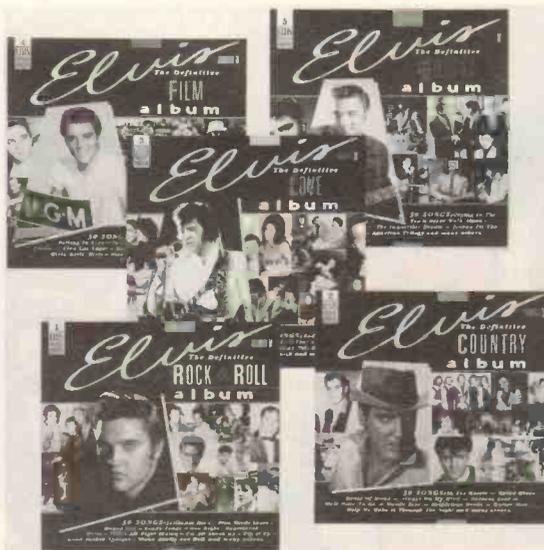
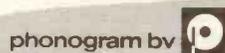


Image Building

sonic, the film company **Agfa-Gevaert** and also various tobacco companies. The problem is that most major record companies have their sleeves designed either in the US or the UK and local Belgian product accounts for only 5-10% of their total product line. However music sleeve design is what we all enjoy doing the best." Recent all-round design

Hotline

**H
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HOT *line*

ART STUDIO & PRINTING
Computerweg-11, 3606 AV Maarssen, Holland
Phone: 03465 - 74555 • Fax: 03465 - 74666

STATION REPORTS

Station reports include all new additions to the playlist, indicated by the abbreviation "AD." Reports from certain stations will also include a "Power Play" (PP), a track which receives special emphasis for the week, as well as featured new CD's and LP's indicated by the designation "AL." All playlists must be received by Tuesday at 1 o'clock.

UNITED KINGDOM

BBC RADIO 1/London

Paul Robinson - Prog Dir

A List:

AD Prince - Gett Off
Roxette - The Big L

B List:

AD Arneinaters - I'll Be
Black Crowes - Hard To Handle
E.M.F. - Lies
Kylie Minogue - Word Is Out
Paula Abdul - The Promise Of A
Rod Stewart - Broken Arrow
Sonia - Be Young Be Foolish

CAPITAL FM/London

Richard Park - Prog Contr

A List:

AD J.T. Taylor - Long Hot Summer
Jamestown - She Got Soul
Julian Lennon - Saltwater
Lindy Layton - Without You
Mica Paris - Young Soul Rebels
Ricky Nelson - Hello Mary Lou
Rod Stewart - Broken Arrow
Roxette - The Big L
Sabrina Johnston - Peace
Texas - Why Believe In You
Zoe - Sunshine On A Rainy

B List:

AD Kylie Minogue - Word Is Out
Soupdragons - Electric Blues
Wonderstuff - Sleep Alone

METRO RADIO GROUP/Newcastle

Liz Elliott - Music Organiser

A List:

AD Billy Bragg - You Woke Up
Crystal Waters - Makin' Happy
Kylie Minogue - Word Is Out
Lindy Layton - Without You
Luther Vandross - Don't Wanna
Rod Stewart - Broken Arrow
Roxette - The Big L
Sonia - Be Young Be Foolish
Status Quo - Can't Give You

PICCADILLY RADIO/Manchester

Keith Pringle - Head Of Music

A List:

AD Des'ree - Feel So High
E.M.F. - Lies

Farm - Mind

Level 42 - Guaranteed
Marc Bolan - 20th Century Boy
Soupdragons - Electric Blues
Young Disciples - Apparently Nothin'

B List:

AD Dire Straits - Calling Elvis
Mike & The Mechanics - Get Up

BRMB FM/Birmingham

Robin Valk - Head Of Music

A List:

AD Kylie Minogue - Word Is Out
Sonia - Be Young Be Foolish

B List:

AD Atom Seed - Get In Line
Big Country - Republican
Billy Bragg - You Woke Up
Dylans - Planet Love
E.M.F. - Lies
Eg & Alice - Indian
Farm - Mind
Ian McNabb - Great Dreams
Lloyd Cole - She's A Girl
Motherland - River Of Life
Paul Brady - Blue World
Queensryche - Jet City Woman
Soupdragons - Electric Blues
Texas - Why Believe In You
Wonderstuff - Sleep Alone

RADIO CLYDE/Glasgow

Alex Dickson - Prog Dir

A List:

AD Farm - Mind
Kylie Minogue - Word Is Out
Lindy Layton - Without You
Marky Mark - Good Vibrations
Paula Abdul - The Promise Of A
Rod Stewart - Broken Arrow
Roxette - The Big L
Sonia - Be Young Be Foolish

Status Quo - Can't Give You

B List:

AD Big Country - Republican
Black Crowes - Hard To Handle
E.M.F. - Lies
Marc Bolan - 20th Century Boy
Texas - Why Believe In You

RADIO CITY/Liverpool

Tony McKenzie - Head Of Music

A List:

AD Manic Street Preachers - Stay Beautiful

B List:

AD Brothers In Rhythm - Such A
Farm - Mind
Heartland - Carrie Ann
Kylie Minogue - Word Is Out
Paula Abdul - The Promise Of A
Surface - The First Time

RADIO TRENT/Nottingham

Len Groat - Dep Prog Dir

A List:

AD Dire Straits - Calling Elvis
Flowered Up - It's On
Karyn White - Romantic
Lloyd Cole - She's A Girl

B List:

AD Des'ree - Feel So High
Dream Academy - Angel Of Mercy
Eg & Alice - Indian
Mica Paris - Young Soul Rebels
Paula Abdul - The Promise Of A
Skin Lagoon - Dance With Me
Sweetmouth - Fear Is The Enemy Of Love

DOWNTOWN RADIO/Belfast

John Rosborough - Head Of Programmes

A List:

AD Bryan Adams - Everything I Do
Dire Straits - Calling Elvis
Lloyd Cole - She's A Girl
Roxette - The Big L
Sonia - Be Young Be Foolish
Zoe - Sunshine On A Rainy

CHILTERN NETWORK/

Dunstable/Northampton/Gloucester

Clive Dickens - Head Of Music

A List:

AD Kylie Minogue - Word Is Out
Roxette - The Big L

B List:

AD Crystal Waters - Makin' Happy
Lindy Layton - Without You
Texas - Why Believe In You
Wonderstuff - Sleep Alone

GWR FM/Bristol/Swindon

Andy Westgate - Head Of Music

A List:

AD R.E.M. - Near Wild Heaven
Rod Stewart - Broken Arrow

B List:

AD Dare - We Don't Need A
Des'ree - Feel So High
Julian Lennon - Saltwater
Karyn White - Romantic
Lloyd Cole - She's A Girl
Mica Paris - Young Soul Rebels
Stevie Nicks - Sometimes It's
Zoe - Sunshine On A Rainy

RADIO FORTH/Edinburgh

Colin Sammerville - Head Of Music

A List:

AD Big Country - Republican
Black Crowes - Hard To Handle
Blessing - Flomes
Flowered Up - It's On
Luther Vandross - Don't Wanna
Rod Stewart - Broken Arrow
Tin Machine - You Belong In
Utah Saints - What Can You Do

RED ROSE RADIO/Preston/Blackpool

Kenni James - Head Of Music

B List:

AD Luther Vandross - Don't Wanna

ATLANTIC 252/County Meath

Paul Kavanagh - Head Of Music

A List:

AD Aaron Neville - Everybody
BEF - Family Affair
Level 42 - Guaranteed
Midge Ure - Cold Cold Heart
PM Dawn - Set Adrift
Simple Minds - Stand By Love

RADIO BROADLAND/Norwich

Dave Brown - Head Of Music

A List:

AD Des'ree - Feel So High
Dire Straits - Calling Elvis
Gene Rice - You're Gonna Get
Luther Vandross - Don't Wanna
Marillion - No One Can
Rod Stewart - Broken Arrow

B List:

AD Karyn White - Romantic
Lindy Layton - Without You
Motherland - River Of Life
Paula Abdul - The Promise Of A

Sonia - Be Young Be Foolish

Stevie Nicks - Sometimes It's

FOX FM/Oxford

Steve Ellis - Prog Contr

A List:

AD Dire Straits - Calling Elvis
Jason Donovan - Happy Together
Midge Ure - Cold Cold Heart
R.E.M. - Near Wild Heaven

B List:

AD 808 State - Lift
Celine Dion - Where Does My
E.M.F. - Lies
Lindy Layton - Without You
Lloyd Cole - She's A Girl
Luther Vandross - Don't Wanna
Marc Bolan - 20th Century Boy
Martika - Love Thy Will
Mica Paris - Young Soul Rebels
Paula Abdul - The Promise Of A
Simple Minds - Stand By Love
Tin Machine - You Belong In

AL Seal

RTL 208/London

Jeff Graham - Prog Dir

A List:

AD Blur - Bang
Dire Straits - Calling Elvis
R.E.M. - Near Wild Heaven
Sophie Lawrence - Love's Unkind
Vanilla Ice - Satisfaction

B List:

AD DJ Jazzy Jeff - Summertime
E.M.F. - Lies
Feargal Sharkey - To Miss Someone
Julian Lennon - Saltwater
Karyn White - Romantic
Kirsty MacColl - My Affair
Midge Ure - Cold Cold Heart
Mike & The Mechanics - Get Up

SWANSEA SOUND/Wales

Rob Rendry - Head Of Music

A List:

AD Karyn White - Romantic
Martika - Love Thy Will
R.E.M. - Near Wild Heaven

B List:

AD Dire Straits - Calling Elvis
Luther Vandross - Don't Wanna
Mica Paris - Young Soul Rebels
Sonia - Be Young Be Foolish

INVICTA RADIO/Canterbury

John Lewis - Head Of Music

A List:

AD Escape Club - I'll Be There
Lloyd Cole - She's A Girl
Midge Ure - Cold Cold Heart
Roxette - The Big L

B List:

AD Cut 'N' Move - Spread Love
Des'ree - Feel So High
Farm - Mind
Luther Vandross - Don't Wanna
Marc Bolan - 20th Century Boy
Martika - Love Thy Will
Rod Stewart - Broken Arrow
Stevie Nicks - Sometimes It's

OCEAN SOUND/Fareham

Jim Hicks - Head Of Music

A List:

AD Midge Ure - Cold Cold Heart

B List:

AD Army Of Lovers - Crucified
Doves - I Wouldn't Know
E.M.F. - Lies

RED DRAGON FM/Cardiff

John Dash - Head Of Music

PP Color Me Badd - All 4 Love

Level 42 - Guaranteed

Midge Ure - Cold Cold Heart

PM Dawn - Set Adrift

A List:

AD Jason Donovan - Happy Together
Lloyd Cole - She's A Girl
Marc Bolan - 20th Century Boy
Mica Paris - Young Soul Rebels
Rod Stewart - Broken Arrow
Sonia - Be Young Be Foolish
Utah Saints - What Can You Do
Zoe - Sunshine On A Rainy

B List:

AD Army Of Lovers - Crucified
Black Crowes - Hard To Handle
Luther Vandross - Don't Wanna
Richie Sambora - Ballad Of Youth
Saraya - Seducer
Shola - Hold On

KISS FM/London

Gordon McNamee - Prog Dir

B List:

AD Definition Of Sound - Dream Girl
Jocelyn Brown - Day Dreaming
Joey Negro - Do What You Feel
Lisa Lisa & Cult Jam - Let The Beat Hit 'Em
Pam Hall - I Won't Stop
Sindicat - Simple Jealousy
Sounds Of Blackness - The Pressure

GLR/London

Trevor Dann - Head Of Music

A List:

AD Billy Bragg - You Woke Up
Bill Pritchard - In The
Brendan Croker - Nothing But Time
Julia Fordham - I Thought It Was
Paul Brady - Blue World
Poppy Factory - Fabulous Beat
Rod Stewart - Broken Arrow
Texas - Why Believe In You
Wonderstuff - Sleep Alone

HORIZON RADIO/Milton

Keynes/Bristol

Clive Dickens - Head Of Music

A List:

AD Crystal Waters - Makin' Happy
Lindy Layton - Without You

B List:

AD Lisa Lisa - Let The Beat Hit 'Em
Massive - Be Thankful
Trans-Global Underground - Templehead

COOL FM/Belfast

John Paul Ballantine - Head Of Music

A List:

AD 28 If - Top Of The Pops
Kirsty MacColl - All I Ever Wanted
Mark Shaw - Under Your Spell
PM Dawn - Set Adrift
R.E.M. - Near Wild Heaven
Roxette - The Big L
Soupdragons - Electric Blues
Tin Machine - You Belong In

FRANCE

INRJ NETWORK/Paris

Max Guazzini - Dir

A List:

AD Bananarama - Long Train Running
Bryan Adams - Everything I Do
Dire Straits - Calling Elvis

SKYROCK NETWORK/Paris

Laurent Bouneau - Prog Dir

A List:

AD Bryan Adams - Everything I Do
Color Me Badd - I Wanna Sex
Jean-Jacques Goldman - Ne En 17
Mecano - Hijo De La Luna

RADIO VIBRATION/Orleans

Jean-Francois Vilette - Prog Dir

A List:

AD Amy Grant - Baby Baby
Bryan Adams - Everything I Do
Extreme - More Than Words
Rod Stewart - The Motown Song
Sydney Youngblood - Hooked On

EUROPE 2 NETWORK/Paris

Marc Garcia - Prog Dir

J.P. Michel - Music Dir.

A List:

AD Dire Straits - Calling Elvis
Farmer/Murat - Regrets
Lenny Kravitz - It Ain't Over
Scorpions - Send Me An Angel

RADIO NANTES/Nantes

Philippe Nossent - Prog Dir

PP

AD Bryan Adams - Everything I Do

A List:

AD Images - Nasty

AL Cher

RMC COTE D'AZUR/Monte Carlo

A List:

AD Bernard Lavilliers - Outremer
Heavy D & The Boyz - Now That
Sara Mandiano - J'AI Des Doutes
Seal - Future Love

RADIO SERVICE MARSEILLE/Marseille

Christian Vichi - Prog Dir

A List:

AD Dire Straits - Calling Elvis
George Michael - Waiting For
Jimmy Somerville - Run From
Jon Bon Jovi - Dyin' Ain't Much
Stephan Eicher - Dejeuner En
Sydney Youngblood - Hooked On

RADIO MANCHE/St. Lo

Thierry Lat - Prog Dir

A List:

AD Bernard Lavilliers - Outremer
Bryan Adams - Everything I Do
Chesney Hawkes - The One And Only
Cher - The Shoop Shoop Song (It's In His Kiss)
Color Me Badd - I Wanna Sex
OMD - Pandora's Box
Pleasure Game - Le Doreur
Seal - Future Love
Shamen - Move Any Mountain

GERMANY

SWF/Baden Baden

Ulli Frank - DJ/Producer

A List:

Bryan Adams - Everything I Do
Cher - Love & Understanding
Chris Rea - Looking For The
Dire Straits - Calling Elvis
Extreme - More Than Words
Frank Zappa - Bobby Brown
Huey Lewis - It Hit Me
Kate Yanai - Bacardi Feeling
Marc Cohn - Walking In Memphis
Tom Petty - Learning To Fly

WDR1/Cologne

Werner Hoffmann - Producer

A List:

38 Special - The Sound Of
Clash - London Calling
Fixx - Crucified
Foreigner - I'll Fight For You
Jellyfish - Now She Knows
Katrina And The Waves - Pet
Level 42 - Guaranteed
R.E.M. - Near Wild Heaven
R.S.F. - I'm Too Sexy
The Cross - New Dark Ages

WDR1/Cologne

Wolfgang Roth - Producer

PP

Brings - Nur Ner Zwei
E.L.O. - Thousand Eyes
Erasure - Chorus
Gesocks - Zigeunerjunge
Gipsy King - Baila Me
Marc Cohn - Walking In Memphis
New Kids On The Block - Games
OMD - Pandora's Box
Pet Shop Boys - Jealousy
Pur - Lena
Roxette - Fading Like A Flower
White Heart - Powerhouse

A List:

Ava - Light Of The World
Blow Up - World
Deuces Wild - Living In
Heavy D & The Boyz - Now That
Johnny Hates Jazz - The Last To Know

SDR 3/Stuttgart

Hans Thomas - Producer

PP

AD Dire Straits - Calling Elvis
AL ABC
Ray Parker Jr. - I Love Like

SFB 2/Berlin

Bernd Albrecht - Head Of Music

A List:

AD Deacon Blue - Twist And Shout
Dire Straits - Calling Elvis
Electronic - Feel Every Beat
Julian Lennon - Saltwater
Julian Dawson - How Can I Sleep
Roachford - Innocent Eyes
The Cross - New Dark Ages

B List:

Divinyls - Make Out Allright
Jellyfish - Now She Knows
Jesse Lee Davis - Get Up On
Karyn White - Romantic
Simple Minds - Stand By Love
Squeeze - Sunday Street
Wilson Phillips - The Dream Is

RB 4/Bremen

Axel Sommerfeld - Dj/Producer

A List:

AD Dire Straits - Calling Elvis
Guns N' Roses - You Could Be
Omar - There's Nothing Like
Right Said Fred - I'm Too Sexy

B List:

AD Army Of Lovers - Crucified
De La Soul - Roller Skating
Electronic - Feel Every Beat
Firehouse - Love Of A Lifetime
Foreigner - I'll Fight For You
Jeremy Days - Give It
Kenny Thomas - Thinking About
Marc Cohn - Silver Thunderbird
Martika - Love Thy Will
Matt Bianco - Macumba
Michael Van Dyke - Tell Him
Paula Abdul - The Promise Of A
Peter Maffay - Ich Will Bei
PM Dawn - Set Adrift
Primal Scream - Don't Fight It -
Rembrandts - Burning Timber
Roachford - Innocent Eyes
Simple Minds - Stand By Love
Udo Lindenberg - Club Der
Wolfsheim - The Sparrows

RIAS 2/Berlin

Henry Gross - Head Of Music

A List:

AD Martika - Love Thy Will
Mike & The Mechanics - Everybody

RADIO SCHLESWIG-HOLSTEIN/Kiel

Martin Schwebel - Head Of Music

STATION REPORTS

PP
AD Thomas Anders- Can't Give You
B List:
 Midge Ure- Cold Cold Heart
 Omar- There's Nothing Like
 Pe Werner- Kribbeln Im Bouch
 Toni Childs- I've Got To Go

RADIO GONG 200/Munich
Fredy Kogel - Music Dir
PP
 Bryan Adams- Everything I Do
 Rod Stewart- The Motown Song
A List:
AD ABC- Love Conquers All
B List:
AD Gipsy Kings- Baila Me
B List:
AD Nine Below Zero- On The Road

RADIO XANADU/Munich
Benny Schnier - Head Of Music
A List:
 Ashley Cleveland- Willy
 Bliss- Watching Over Me
 Daryl Braithwaite- Higher Than Hope
 Enuff Z'Enuff- Mother's
 Foreigner- Lowdown & Dirty
 John Farnham- Burn For You
 Lynyrd Skynyrd- Smokestack
 Marc Cohn- Walking In Memphis
 R.E.M.- Shiny Happy People
 Rembrandts- Someone

SCHWARZWALD RADIO/Freiburg
Pete Traynor - Head Of Music
A List:
 Bee Gees- The Only Love
 Bryan Adams- Everything I Do
 Crystal Waters- Gypsy Woman
 Deuces Wild- This Boy
 Maureen- Mesmerise Me
 Mike Linney- You Saved Me
 Paula Abdul- Rush Rush
 Rod Stewart- The Motown Song
 Roxette- Fading Like A Flower
 Tony Banks- I Wanna Change The

RADIO F/Nuremberg
Ziggie Hoga - Prog Dir
A List:
 Bernd Clover- Das Mit Der
 Bette Midler- The Gift Of Love
 David Hasselhoff- Do The Limba
 Katia Maria Yelin- No Lubida

AD Blue System- Testamente
 Claudia Jung- Schmetterlinge
 Dieter Krebs- Ich Bin Der
 Grant & Forsyth- Don't Stay
 Nicole- Und Ich Denke
 Sacco & Mancetti- What They Call Love

DT64/Berlin
Wolfgang Martin - Head Of Music
A List:
AD Die Vision- Gimme Al Your
 Extrabreit- Joachim Muss
 Ina Morgan- Jeannie
 Keimzeit- So
 King Rocko Schamoni- Nacht In
 Romeos- 7th Heaven
 Toni Kruse Band- Heimat Lied
 AC/DC- Are You Ready
 Alice Cooper- Hey Stoopid
 Amy Grant- Baby Baby
 Cher- The Shoop Shoop Song
 Doors- Light My Fire
 INXS- Bitter Tears
 Kylie Minogue- Shocked
 New Kids On The Block- Call It
 OMD- Pandora's Box
 Paula Abdul- Rush Rush
 Pet Shop Boys- Jealousy
 R.E.M.- Shiny Happy People
 Rembrandts- Someone

RADIO FFB/Fuerstenfeldbruck
Chris Baumann - Head Of Music
PP
 Aaron Neville- Everybody
 Gipsy Kings- Baila Me
 Jason Donovan- R.S.V.P.
 Lenny Kravitz- It Ain't Over
 Rod Stewart- The Motown Song
AD Bryan Adams- Everything I Do
 Cher- Love & Understanding
 OMD- Pandora's Box
A List:
AD Johnny Hates Jazz- The Last To Know
 Julian Dawson- How Can I Sleep
 Michael Bolton- Time Love &
 Valerie's Garten- Sanfte
 Wilkins- Sopa De Caracol

RADIO NRW/Oberhausen
Jeff Gelder - Head Of Music
A List:
AD Achim Reichel- Aloha Heja He
 Omar- There's Nothing Like

ITALY

RAI STEREOUNO/Rome
Elio Molinari - Prog Dir
PP

Bryan Adams- Everything I Do
 Cher- Love & Understanding
 DJ Jazzy Jeff- Summertime
 Seal- The Beginning
AD Gino Paoli- Un Soriso
A List:
AD Dannii Minogue- Jump To The Beat
 Level 42- Guaranteed
 Lio- The Girl From Ipanema
 Martika- Love Thy Will
 Natalie Cole- Unforgettable

RTL 102.5 - HIT RADIO/Bergamo
Grant Benson - Head Of Music
A List:
AD Dire Straits- Calling Elvis
 R.E.M.- Near Wild Heaven

RAI STEREO DUE/Rome
Maurizio Riganti - Dir
A List:
 ABC- Love Conquers All
 Crystal Waters- Makin' Happy
 Diana Ross- The Force
 Dire Straits- Calling Elvis
 Heavy D & The Boyz- Now That
 Incognito- Always There
 Level 42- Guaranteed
 Omar- There's Nothing Like
 Paulo Abdul- The Promise Of A
 Yasmin- Wanna Dance

RADIO CLUB 91/Naples
Franco Russo Mary - Prog Dir
A List:
 Alice Cooper- Hey Stoopid
 Bruce Hornsby- Set Me In
 Firehouse- Love Of A Lifetime
 INXS- Bitter Tears
 Michael Bolton- Time Love &
 Natalie Cole- Unforgettable
 Nelson- Only Time Will Tell
 Rolling Stones- Sex Drive
 Rubino- Povere Donne

HOLLAND

VERONICA/Hilversum
Hans Veen - Prog Dir
PP

AD Prince- Gett Off
A List:
AD Color Me Badd- All 4 Love
 Culture Beat- No Deeper
 Dire Straits- Calling Elvis
 Michele- Work It Out
 Shamen- Move Any Mountain
 Sonic Surfers- Beat Of Zen

NOS/Hilversum
Tom Blomberg - Dj/Producer
PP
AD Henry Thijssen- Cold Night
A List:

Army Of Lovers- Crucified
 Brendan Croker- Nothing But Time
 Dire Straits- Calling Elvis
 OMD- Pandora's Box
 Pater Moeskraen- Roodkapje
 Tin Machine- You Belong In
 Van Vollenhoven- Ik Wou Dat
AL Brendan Croker
 Elvis Presley- Collectors

AVRO/Hilversum
Jan Steenman - Head Of Music
PP
AD Dire Straits- Calling Elvis
 The Feel- Forbidden Fruit

TROS RADIO 3/Hilversum
Ferry Maat - Head Of Music
PP
AD Mannekoor Karrenspoor- Lekker Op
A List:
AD Bingoboy- Na Woman No Cry
 Dire Straits- Calling Elvis
 Juan Luis Guerra- Como Abeja
 Julio Iglesias- Un Canto A
 Karyn White- Romantic
 Living Colour- Talkin' Loud
 MC Miker G & DJ Sven- Holiday
 Prince- Gett Off
 Quadrophonia- Wave Of The

KRO/Hilversum
Paul Lugt - Head Of Music
PP
 Zucchero- Wonderful World

NCRV/Hilversum
Jaap Groot - Dj/Producer
PP
AD BZN- It Happened

HIT RADIO/Bussum
Koen Van Tijn - Music Dir
PP

Bryan Adams- Everything I Do
 De La Soul- Roller Skating
B List:
AD MC Miker G & DJ Sven- Holiday
 Party- Summer Vacation
 Quadrophonia- Wave Of The
 Shamen- Move Any Mountain

VARA/Hilversum
Rolf Kroes - Head Of Music
PP
AD Shamen- Move Any Mountain

SKY RADIO/Bussum
Tom Lathouwers - Operations Mgr
A List:
 Bryan Adams- Everything I Do
 Extreme- More Than Words
 Juan Luis Guerra- Burbejas De
 Paula Abdul- Rush Rush

RADIO NOORD-HOLLAND/Haarlem
Pieter Buijs - Producer
A List:
AD Brendan Croker- Nothing But Time
 Celine Dion- The Last To Know
 Galliano- Welcome To My
 Gianna Nannini- Soridi
 Jesus Loves You- Generation's
 Juan Luis Guerra- Como Abeja
 Marc Cohn- Walking In Memphis
 Martika- Love Thy Will
 Patrick Bruel- Decale
 R.E.M.- Near Wild Heaven
 Van Vollenhoven- Ik Wou Dat

CFNB/Brunssum
Lou Rowland - Head Of Music
PP
AD Bingoboy- Na Woman No Cry
A List:

Aaron Neville- La Vie
 Daryl Braithwaite- Higher Than Hope
 Terry Reid- Fifth Of July
AD Blur- Bang
 Celine Dion- The Last To Know
 Womack & Womack- My Dear
AL Crash Test Dummies

BELGIUM

BRT STUDIO BRUSSELS/Brussels
Jan Hautekiet - Producer
A List:
AD Gaye/Terrell- Ain't Nothing
 Ice-T- Original Gangster
 Prince- Gett Off
 Susanna Hoffs- Only Love
AL Georgie Fame

RADIO CONTACT F/Brussels
Jean Lou Bertin - Prog Dir
B List:
AD Juan Luis Guerra- Burbejas de Amor

RADIO CONTACT N/Brussels
Danny Bruin - Prog Dir
B List:
AD BB Jerome/Bang Gang- Havin' A
 BC/Basic Boom- Your Hair
 Color Me Badd- All 4 Love
 Frankie Knuckles- Whistle Song
 Gorky- Lieve Kleine
 Gunther Neefs- Ik Laat Me
 John Terra- Nee Ik Laat Je
 Politicians- Take It Easy
 Robin Nills- Een Brug
 Shamen- Move Any Mountain
 Sommers/Van Wanten- Kijk Eens
 Zucchero- Wonderful World

RADIO EXPRES/Antwerp
Marc Dhollander - Head Of Music
B List:
AD OMD- Pandora's Box

RADIO ANTIGOON/Antwerp
Piet Keizer - Dir
PP
AD Omar- There's Nothing Like
B List:
AD Bros- Are You Mine?
 Cher- Love & Understanding

martika

love... thy will be done

The New Smash Hit
 Composed by Martika and Prince

COLUMBIA

STATION REPORTS

Calla Boy 7 Ways To Love
Clara Strain Calling Elvis
DJ Jazzy Jeff Summertime
John Otis In The Level 42 Guaranteed
Los Manolos All My Loving
Martika Love Thy Will
Powercut Girls
Will Tura Die Zomer Van Zucchero Wonderful World

RADIO ROYAAL/Hagort-Achel
 Tom Holland - Prog Dir
 PP

AD Gregorian-Once In A Lifetime

A List:
 AD DJ Jazzy Jeff-Summertime

Stefano Secchi-I Soy Yeah

B List:
 AD Amy Grant-Every Heartbeat

Erasure-Chorus

Jesus Loves You-Generations

John Otis-In The

Linda De Mol-Beethoven

Martika-Love Thy Will

Metallica-Enter Sandman

Pierre Van Dam-Jij Maakt

Powercut-Girls

Quadrophonia-Wave Of The

Sonic Surfers-Beat Of Zen

Zucchero-Wonderful World

BRT RADIO 2/East Flanders

Rudi Sinia - Producer

A List:
 AD Cher-Love & Understanding

Color Me Badd-All 4 Love

De La Soul-Roller Skating

Incognito-Always There

Lisa Lisa & Cult Jam-Let The Beat Hit 'Em

OMD-Pandora's Box

Pleasure Game-Le DORMEUR

Sommers/Van Wanten-Kijk Eens

BRT RADIO 2/West Flanders

Peter Groot - Head Of Music

PP
 AD Electronic-Get The Message

RTBF RADIO 2/Hainaut

Philippe Jauniaux - Music Dir

A List:
 AD Judy-Un Baiser Sur La Bouche

Lenny Kravitz-It Ain't Over

Natalie Cole-Unforgettable

SPAIN

RADIO MADRID/Madrid

Rafael Revert - Music Mgr

A List:
 AD R.E.M.-Shiny Happy People

B List:
 Carola-Captured By A

Cathy Dennis-Touch Me

Dulce Yenganza-Se Acabo

El Frente-Tan Calentito

Extreme-More Than Words

Los Pajaros-En Carretera

Los Que Fallaban-Ne Me Rendire

Los Confidentes-Cree En Mi

UB40-Tears From My Eyes

TOP 97.2/Madrid

Raul Marchant - Music Mgr

A List:
 AD Antonia Vega-Hoblome A Los

Dire Straits-Calling Elvis

La Frontera-Hombre De Tu

Lisa Lisa & Cult Jam-Let The Beat Hit 'Em

Martika-Love Thy Will

Yello-Rubberband Man

POPULAR FM/CADENA COPE/Madrid

Carlos Finaly - Music Dir

A List:
 AD Seal-The Beginning

Seguridad Social-Solo Tu

RADIO 16/Madrid

Jorge Anton - Prog Dir

A List:
 AD De La Soul-Roller Skating

Deacon Blue-Twist And Shout

Los Rebeldes-La Noche

R.E.M.-Shiny Happy People

AL Beverley Craven

SWEDEN

CITY 103/Gothenburg

Lars Bodin - Music Dir

PP
 Tara Kemp-Someone To Love

A List:
 AD Army Of Lovers-Obsession

Bonfire-The Stroke

Celine Dion-The Last To Know

Dana Dawson-Tell Me Bonito

Deacon Blue-Twist And Shout

Girls-Don't Say No
 Ian Dury-Hit Me With Your
 Lloyd Cole-She's A Girl
 M.A.D.-Spy Versus Spy
 Paula Abdul-The Promise Of A
 Pelle Almgren-Vild MC Flicka
 Quadrophonia-Wave Of The
 Wilson Phillips-The Dream Is

AL James Brown

Londonbeat-In The Blood

RADIO P4/Lund

Hans Strandberg - Music Dir

PP
 AD Katrina And The Waves-Pet

Lisa M-People

A List:
 AD Bonfire-The Stroke

Celine Dion-The Last To Know

Lloyd Cole-She's A Girl

RIKSRADION

P3/TRACKSLISTAN/Stockholm

Kaj Kindvall - Producer

A List:
 AD Alice Cooper-Hey Stoopid

C&C Music Factory-Things That

Cher-Love & Understanding

Just D-Relalolaxa

Michael Bolton-Time Love &

Tomas Ledin-En Dag På På Stranden

RADIO STOCKHOLM/Stockholm

Ulo Maasing - Dj/Producer

A List:
 AD Army Of Lovers-Obsession

Brand New Heavies-Never Stop

Crystal Waters-Makin' Happy

De La Soul-Roller Skating

Double Trouble-Gimme Some More

Doves-I Wouldn't Know

Eg & Alice-Indian

Hawk & Wonder-Baby It's You

Queen Latifah-Fly Girl

RADIO GÖTEBORG/Gothenburg

Leif Wivatt - Head Of Music

A List:
 AD Girls-Don't Say No

Gladys-Made Up My Mind

Katrina And The Waves-Pet

Level 42-Guaranteed

Lloyd Cole-She's A Girl

Metallica-Enter Sandman

Pelle Almgren-Vild MC Flicka

Suzzies Orkestra-Hon Malor

RADIO MALMÖHUS/Malmö

Olle Nilsson - Head Of Music

A List:
 AD Dire Straits-Calling Elvis

Escape Club-I'll Be There

Huey Lewis-It Hit Me

Jackie Quinn-Deep Water

Ric Ocasek-Come Back

Taj Mahal-Mustang Sally

RADIO RYD/Linköping

Malin Josephson - Head Of Music

PP
 Huey Lewis-It Hit Me

A List:
 AD Bryan Adams-Everything I Do

Deacon Blue-Twist And Shout

Lloyd Cole-She's A Girl

Marillion-No One Can

Squeeze-Sunday Street

This Perfect Day-Postcard

AL Amy Grant

Mock Turtles-Two Sides

RADIO HUDDINGE/Stockholm

Robert Sehlberg - Prog Dir

PP
 AD Dire Straits-Calling Elvis

Wilson Phillips-The Dream Is

A List:
 AD Celine Dion-The Last To Know

Roxette-The Big L

AL Father Father

NORWAY

RADIO VEST/Stavanger

Bjarte P Tjostheim - Head Of Music

PP
 AD Katrina And The Waves-Pet

A List:
 AD Brendan Croker-Nothing But Time

Cher-Love & Understanding

Clannad-Both Sides Now

Dire Straits-Calling Elvis

Go For It-Don't Turn Away

Huey Lewis-It Hit Me

Lynni Treekrem-Te Solo Rinn

Primitives-You Are The Way

Secret Mission-Silent Spring

Shamen-Move Any Mountain

RADIO 102/Haugesund

Egil Houeland - Head Of Music

A List:
 AD Midge Ure-Cold Cold Heart

R.E.M.-Near Wild Heaven

B List:
 AD Huey Lewis-It Hit Me

Katrina And The Waves-Pet

Secret Mission-Silent Spring

Squeeze-Sunday Street

RADIO NORD/Harstad

Tom Berg - Head Of Music

A List:
 AD Rod Stewart-The Motown Song

RADIO OSLO/Oslo

S.E. Sutterud - Prog Dir

A List:
 AD De La Soul-Roller Skating

Katrina And The Waves-Pet

Level 42-Guaranteed

STUDENTRADIOEN/Tromsø

Rune Hagen - Head Of Music

PP
 AD Katrina And The Waves-Pet

A List:
 AD Clannad-Both Sides Now

Dire Straits-Calling Elvis

James Brown-Move On

Manhattan Transfer-Offbeat

Rembrandts-Someone

Secret Mission-Silent Spring

Siouxie & The Banshees-Shadowtime

Zucchero-Wonderful World

RADIO TRONDHEIM/Trondheim

John Branaes - Head Of Music

A List:
 AD Cut 'N' Move-Spread Love

Dire Straits-Calling Elvis

Extreme-More Than Words

Huey Lewis-It Hit Me

Katrina And The Waves-Pet

Paula Abdul-Rush Rush

Rhythm Syndicate-P.A.S.S.I.O.N.

Right Said Fred-I'm Too Sexy

RADIO MOSS/Moss

Kai Roger Ottesen - Head Of Music

A List:
 AD Brendan Croker-Nothing But Time

Huey Lewis-It Hit Me

Katrina And The Waves-Pet

Kenny Thomas-Thinking About

Marc Cohn-Silver Thunderbird

Scorpions-Send Me An Angel

B List:
 AD Right Said Fred-I'm Too Sexy

Vanilla Ice-Rollin' In My

DENMARK

THE VOICE/Copenhagen

Lars Kjæber - Prog Dir

A List:
 AD Martika-Love Thy Will

Prince-Gett Off

RADIO VIBORG/Viborg

Poul Foged - Head Of Music

A List:
 AD Escape Club-I'll Be There

Kaya-Walk Away Renee

Stevie Nicks-Sometimes It's

Susanne Lana-Tro Ikke

B List:
 AD Alberte-Taender Po Et Kys

Bellamy Brothers-All In The Name

Lagoon-I Do U

ARHUS NAERRADIO/Århus

Ib Buch - Head Of Music

A List:
 AD Aske Jacoby-What In The

Lars Lilholt-Liv Eter Liv

Madonna-Holiday

Michael Bolton-Time Love &

Triplets-Dancing In The

Wizdom 'N' Motion-Head To Toe

DANMARKS RADIO/Copenhagen

Leif Wivelsted - Head Of Program-

mes
 A List:
 AD Amy Grant-Baby Baby

Bryan Adams-Everything I Do

Chesney Hawkes-The One And Only

Crystal Waters-Gypsy Woman

Scorpions-Wind Of Change

RADIO SYDKYSTEN/Copenhagen

Peter Hold - Head Of Music

A List:
 AD Fenders-Hvis Jeg Sku

Henning Sthæbrk-We Believe In

Huey Lewis-It Hit Me

Kenny Thomas-Thinking About

Scorpions-Send Me An Angel

T'Pau-Walk On Air

Tony Banks-The Gift

RADIO VICTOR/Esbjerg

Lars Meibom - Head Of Music

PP
 Kaya-Walk Away Renee

A List:
 Morrissey-Pregnant For The

AD Cut 'N' Move-Spread Love

Twins-All Mixed Up

RADIO NIELBAECK/Holbaeck

Stig Nielsen - Dj/Producer

A List:
 AD Cut 'N' Move-Spread Love

Extreme-More Than Words

Luther Vandross-Emotional

R.E.M.-Shiny Happy People

Scorpions-Wind Of Change

Technotronic-Work

FINLAND

YLE 2/RADIOMAFIA/Helsinki

Jukka Haarma - Music Co-Ord

B List:
 AD Allman Brothers-Bad Rain

Aretha Franklin-Ever Changing

Blue Aeroplanes-Yr Own

Bomb The Bass-Winter In July

Boyz II Men-Motownphilly

Cool Sheiks-I'm In The Mood

Coupe De Ville-Get On

De La Soul-Roller Skating

Dire Straits-Calling Elvis

Fabulous Thunderbirds-Paralyzed

Jackie Quinn-Deep Water



EUROCHART HOT 100 SINGLES



THIS WEEK LAST WEEK WKS ON CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS ON CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS ON CHARTS	TITLE ARTIST - ORIGINAL LABEL (PUBLISHERS)	COUNTRIES CHARTED
1	8 (Everything I Do) I Do It For You Bryan Adams - A&M (MCA/Rondor/Zomba)	UK,D,B,NL,A,CH,S,PK,IR,N,SF,I	35	45 8 Always There Incognito feat. Jocelyn Brown - Talkin' Loud (Carlin)	UK,D,B,NL	69	63 6 I Like It DJH feat. Stefy - RCA (Carlin/Rondor/Perfecto)	UK,I
2	4 7 You Could Be Mine Guns N' Roses - Geffen (Warner Chappell)	UK,D,B,NL,E,A,CH,S,PK,IR,N,SF	36	35 13 Bow Down Mister Jesus Loves You - More Protein (Virgin)	D,A,CH	70	NE Happy Together Jason Donovan - PWL (Robbins)	UK
3	2 15 Gypsy Woman (La Da Dee La Da Da) Crystal Waters - Mercury/A&M (BMG Music/Basement Boys)	F,D,B,E,A,CH,S,PK,I	37	39 11 Bobby Brown Goes Down Frank Zappa - Zappa (Weinberger)	D,A,CH	71	72 8 Omåomigen Pelle Almgren & Wow Leksom - Metronome (Sonet)	S
4	3 10 More Than Words Extreme - A&M (Rondor)	UK,D,B,NL,A,CH,S,PK,IR,N	38	40 4 Twist & Shout Deacon Blue - Columbia (Poor)	UK,IR	72	78 4 Décale Patrick Bruel - RCA (14 Productions)	F,B
5	5 19 Senza Una Donna (Without A Woman) Zucchero Fornaciari & Paul Young - London (Warner Chappell/PolyGram/EMI)	F,D,B,A,CH,S,DK,N	39	32 21 Désenchantée Mylene Farmer - Polydor (Requiem Publishing)	F,D,B,A	73	31 11 E Vado Via Felix Gray & Didier Barbelivien - Multi/Talar (Zone Musique)	F,B
6	6 31 Wind Of Change Scorpions - Mercury (PolyGram Music)	D,A,CH,S,DK	40	77 2 Near Wild Heaven R.E.M. - Warner Brothers (Warner Chappell)	UK,IR	74	47 14 Move That Body Technotronic feat. Reggie - ARS (ADM/SOF)	F,E,P,GR
7	8 7 Now That We've Found Love Heavy D & The Boyz - MCA (Warner Chappell)	UK,D,B,NL,CH,S,IR,N	41	28 6 The Beginning Seal - ZTT/WEA (Beethoven Street/Perfect)	UK,D,NL,DK,SF	75	75 2 Bang Blur - Food (MCA)	UK,IR
8	13 3 Enter Sandman Metallica - Vertigo (Creeping Death/PolyGram)	UK,D,B,NL,S,DK,IR,N	42	34 9 Chorus Erasure - Mute (Sonet/Sony)	UK,D,CH,PK,SF,GR	76	NE Love...Thy Will Be Done Martika - Columbia (Warner Chappell)	UK,IR
9	7 19 The Shoop Shoop Song (It's In His Kiss) Cher - Epic (Alley/Trio/Hudson Bay)	D,B,A,CH,S,DK,N	43	29 8 Tell Me Bonita Dana Dawson - Columbia (Sony)	F,B	77	73 10 The Motown Song Rod Stewart - Warner Brothers (MCA/Geffen)	D,A,S
10	17 4 All 4 Love Color Me Badd - Giant (Rondor)	UK,D,NL,DK,IR,SF	44	42 16 Fading Like A Flower (Every Time You Leave) Roxette - EMI (EMI)	D,A,CH,S	78	NE My Day Will Come The Dinky Toys - EMI (EMI)	B
11	12 4 I'm Too Sexy Right Said Fred - Tug (Hit & Run)	UK	45	57 3 Apparently Nothin' Young Disciples - Talkin' Loud (MCA)	UK	79	NE Cold, Cold Heart Midge Ure - Chrysalis (Mood/Warner Chappell)	UK
12	10 11 Auteuil, Neuilly, Passy (Rap B.C.B.G) Les Inconnus - Productions Lederman (Lederman)	F,B	46	60 7 Dis Moi Bébé Benny B - PLR (PLR)	F,B	80	83 4 Taras E Manias Marco Paulo - EMI (EMI Songs)	P
13	11 12 La Zoubida Lagaf - Flarenasch (Copyright Control)	F,B	47	50 3 Every Heartbeat Amy Grant - A&M (Various)	UK,S,DK,IR	81	NE 20th Century Boy Marc Bolan & T-Rex - Marc On Wax (Wizard)	UK,DK,IR
14	25 2 Set Adrift On Memory Bliss PM Dawn - Gee Street (MCA/Reformation)	UK	48	27 6 Pandora's Box O.M.D. - Virgin (Virgin)	UK,D,B	82	NE Aloha Heja He Achim Reichel - WEA (Gorilla Musik)	D
15	9 14 I Wanna Sex You Up Color Me Badd - Giant (Hip Hop/Hifrost)	F,D,B,NL,A,CH,S,DK	49	NE Charly Prodigy - XL (Copyright Control)	UK	83	69 3 J'Ai Des Doutes Sarah Mandiano - Polydor (Kondo Music)	F,B
16	16 3 Bacardi Feeling (Summer Dreaming) Kate Yanai - WEA (LaFrette Musique Paris)	D	50	36 18 Ring Ring Ring (Ha Ha Hey) De La Soul - Tommy Boy (WC/Tee Girl/Curio/Chelsea/Island/MCA)	F,D,A,CH,GR	84	84 5 Monsters And Angels Voice Of The Beehive - London (Virgin)	UK
17	24 15 Baby Baby Amy Grant - A&M (Age To Age/Edward Grant/Yellow Elephant)	D,B,A,CH,S,DK,N	51	59 10 Any Dream Will Do Jason Donovan - Really Useful (Really Useful)	UK,D,B,A,P	85	76 3 Time, Love & Tenderness Michael Bolton - Columbia (EMI)	UK
18	21 24 Losing My Religion R.E.M. - Warner Brothers (Warner Chappell)	F,B,A,N,I	52	52 14 Shiny Happy People R.E.M. - Warner Brothers (Warner Chappell)	D,S,P	86	49 7 Driver's Seat Sniff 'N' The Tears - Sound Products (Rockin' Music/BMG Two P jeters)	B,NL
19	14 13 Rush Rush Paula Abdul - Virgin America (EMI Songs)	UK,F,D,B,NL,S,DK,GR	53	46 25 Joyride Roxette - EMI (Jimmy Fun Music)	F,D,CH,P,I	87	94 11 It Ain't Over 'Til It's Over Lenny Kravitz - Virgin America (Miss Bessie Music)	F,D,S
20	30 3 Summertime DJ Jazzy Jeff & The Fresh Prince - Jive (WC/Second Decade/Zomba)	UK,D,NL,IR	54	51 7 Le Dormeur Pleasure Game - Touch Of Gold (Scorpio/Now Disc)	F,B	88	55 3 Work Technotronic feat. Reggie - ARS (MCA)	UK,B,SF
21	19 17 Last Train To Trancentral/The Iron Horse The KLF - KLF Communications (EG/Zoo/WC/Wandee/BMG)	D,B,E,A,CH,S,DK,GR	55	56 11 Hijo De La Luna Mecano - RCA (Ba Ba Blaxi Music)	F	89	89 6 Let The Beat Hit 'Em Lisa Lisa & Cult Jam - Columbia (Virgin)	UK,B,NL
22	18 4 Winter In July Bomb The Bass - Rhythm King/Epic (Rhythm King/Virgin/Copyright Control)	UK,NL,IR	56	71 2 Satisfaction Vanilla Ice - SBK (Westminster)	UK,D,IR,SF	90	RE Logo Que Passe A Monção Rui Veloso - EMI (EMI Songs)	P
23	15 5 Move Any Mountain - Progen 91 The Shamen - One Little Indian (Amokshasong)	UK,IR	57	58 23 Rhythm Of My Heart Rod Stewart - Warner Brothers (WB/Jamm/Bibo)	F,D,CH,DK	91	80 17 Future Love Paradise Seal - ZTT/WEA (Beethoven Street/Perfect)	D,A,CH,I
24	20 12 Saga Africa Yannick Noah - Carrere (Copyright Control)	F,B	58	87 2 Love's Unkind Sophie Lawrence - I.Q. (Say Yes/Sweet Summer Nights/Intro)	UK,IR	92	88 3 Principles Of Lust Enigma - Virgin (Data/Alpha/Mambo)	UK,F
25	22 7 Love And Understanding Cher - Geffen (EMI)	UK,D,B,NL,A,S,DK,IR	59	67 5 Do The Limbo Dance David Hasselhoff - White Records/Ariola ("Young" Musikverlag)	D,A	93	NE Regrets Mylene Farmer & Jean-Louis Murat - Polydor (Requiem Publishing)	B
26	26 3 A Roller Skating Jam Named "Saturdays" De La Soul - Tommy Boy (Various)	UK,D,B,NL,DK,IR,SF	60	65 8 Rapput (Senza Fiato) Claudio Bisio - Epic (Aspirine/Sony)	I	94	RE Sing Shi-Wo-Wo Dr. Alban - Logic (Swemix)	CH,SF
27	38 4 Danca Tago Mago Kaoma - Columbia (Adageo/BM Productions)	F,B,NL,P	61	64 6 Burbujas De Amor Juan Luis Guerra & 4.40 - Karen (Karen)	B,NL	95	62 16 Promise Me Beverly Craven - Epic (Warner Chappell)	F
28	23 11 Send Me An Angel Scorpions - Mercury (PolyGram Music)	F,B,NL	62	53 6 La Cumbia Sailor - RCA (K-Works)	D,B,NL	96	82 4 Holding On Beverly Craven - Epic (Warner Chappell)	UK
29	86 2 Guaranteed Level 42 - RCA (Findhaven/WC/Island/CC/BMG)	UK,NL,DK,IR	63	NE Romantic Karyn White - Warner Brothers (Copyright Control)	UK	97	NE Sunshine On A Rainy Day Zoe - W.A.U/Mr Modo/M&G (EG/Copyright Control)	UK
30	33 20 Sailing On The Seven Seas O.M.D. - Virgin (Raw Unlimited/Virgin)	D,A,S	64	74 4 Ala Li Là (Segã) Denis Azor - Ala Bianca (Ala Bianca/Aisha Music)	F,B,NL	98	90 2 Love's Burn Karl Keaton - Ariola (BMG)	D,S
31	41 4 Ich Bin Der Martin, Ne Dieter Krebs & Gundula - RCA (EMI Music)	D	65	66 4 Né En 17 A Leidenstadt Fredericks, Goldman & Jones - Epic (JRG/Marc Lumbroso)	F	99	RE Hotel California Gipsy Kings - Columbia (Long Run/Fingers/Warner)	E,P
32	43 4 Baila Me Gipsy Kings - P.E.M./Columbia (PEM)	F,D,B,NL,P,GR	66	48 24 The One And Only Chesney Hawkes - Chrysalis (Warner Chappell)	D,A,S,DK	100	98 3 Family Affair B.E.F. feat. Lalah Hathaway - Ten (Warner Chappell)	UK
33	54 8 Les Brouillards De Londres Thierry Hazard - Columbia (Sony)	F	67	NE Misery Indra - Carrere (Carrere/Orlando)	F			
34	44 7 Things That Make You Go Hmmm.... C&C Music Factory feat. Freedom Williams - Columbia (Virgin)	UK,D,NL,CH,IR	68	70 5 All My Loving Los Manolos - RCA (Northern Songs)	NL,E			

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	8	(Everything I Do) I Do It For You	Bryan Adams - A&M (MCA/Rondor/Zomba)	18	26	All 4 Love	Color Me Badd - Giant (Copyright Control)	35	34	Guaranteed	Level 42 - RCA (Findhaven/WC/Island/CC/BMG)
2	7	Love And Understanding	Cher - Geffen (EMI)	19	20	It Hit Me Like A Hammer	Huey Lewis & The News - Chrysalis (Zomba/Chrysalis)	36	43	Monsters And Angels	Voice Of The Beehive - London (Virgin)
3	6	More Than Words	Extreme - A&M (Rondor)	20	15	Learning To Fly	Tom Petty & The Heartbreakers - MCA (MCA/EMI)	37	30	La Cumbia	Sailor - RCA (K-Works)
4	5	It Ain't Over 'Til It's Over	Lenny Kravitz - Virgin America (Miss Bessie Music)	21	16	I Wanna Sex You Up	Color Me Badd - Giant (Hip Hop/Hifrost)	38	46	There's Nothing Like This	Omar - Talkin' Loud (PolyGram/Congo)
5	4	Senza Una Donna (Without A Woman)	Zucchero Fornaciari & Paul Young - London (Warner Chappell/PolyGram/EMI)	22	14	The Shoop Shoop Song (It's In His Kiss)	Cher - Epic (Alley/Trio/Hudson Bay)	39	49	Holding On	Beverley Craven - Epic (Warner Chappell)
6	9	Every Heartbeat	Amy Grant - A&M (Various)	23	35	Move Any Mountain - Progen 91	The Shamen - One Little Indian (Amokshasong)	40	NE	Regrets	Mylene Farmer & Jean-Louis Murat - Polydor (Requiem Publishing)
7	8	The Beginning	Seal - ZTT/WEA (Beethoven Street/Perfect)	24	19	Always There	Incognito feat. Jocelyn Brown - Talkin' Loud (Carlin)	41	50	Jump To The Beat	Dannii Minogue - MCA (Warner Chappell)
8	3	Rush Rush	Paula Abdul - Virgin America (EMI Songs)	25	23	Losing My Religion	R.E.M. - Warner Brothers (Warner Chappell)	42	NE	Love...Thy Will Be Done	Martika - Columbia (Warner Chappell)
9	7	Gypsy Woman (La Da Dee La Da Da)	Crystal Waters - Mercury/A&M (BMG Music/Basement Boys)	26	NE	Calling Elvis	Dire Straits - Vertigo (Chariscourt/Rondor)	43	NE	Take Me In Your Arms And Love Me	Scritti Politti & Sweetie Irie - Virgin (Jobete)
10	13	Baila Me	Gipsy Kings - P.E.M./Columbia (PEM)	27	21	Décale	Patrick Bruel - RCA (14 Productions)	44	38	Thinking About Your Love	Kenny Thomas - Cooltempo (EMI/Rondor)
11	11	Pandora's Box	O.M.D. - Virgin (Virgin)	28	25	Walking In Memphis	Marc Cohn - Atlantic (Copyright Control)	45	37	Mama	Kim Appleby - Parlophone (C N'K/Perfect)
12	10	Fading Like A Flower (Every Time You Leave)	Roxette - EMI (EMI)	29	33	Twist & Shout	Deacon Blue - Columbia (Poor)	46	RE	Dejeuner En Paix	Stephan Eicher - Barclay (Electric Unicorn)
13	22	Wind Of Change	Scorpions - Mercury (PolyGram Music)	30	28	I'm A Man Not A Boy	Chesney Hawkes - Chrysalis (Trinifold/Plangent Visions)	47	31	A Better Love	Londonbeat - Anxious/RCA (Warner Chappell/Blue Mountain)
14	12	The Motown Song	Rod Stewart - Warner Brothers (MCA/Geffen)	31	24	Né En 17 A Leidenstadt	Fredericks, Goldman & Jones - Epic (JRG/Marc Lumbroso)	48	NE	Peter, Ik Vertrouw Je Voor Geen Meter	Hanny - Telstar (Vader Abraham/Fonds LOL)
15	17	Now That We've Found Love	Heavy D & The Boyz - MCA (Warner Chappell)	32	45	Bacardi Feeling (Summer Dreaming)	Kate Yanai - WEA (LaFrette Musique Paris)	49	NE	Zeven Jaren	Bonnie St. Claire - Dino Music (Nobile/Norman Ascot)
16	18	Summertime	DJ Jazzy Jeff & The Fresh Prince - Jive (WC/Second Decode/Zomba)	33	27	Winter In July	Bomb The Bass - Rhythm King/Epic (Rhythm King/Virgin)	50	NE	Cold, Cold Heart	Midge Ure - Chrysalis (Mood/Warner Chappell)
17	29	Time, Love & Tenderness	Michael Bolton - Columbia (EMI)	34	32	Just Another Dream	Cathy Dennis - Polydor (Colgems/Blackwood/EMI)	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 independents.
- (9) Amy Grant - Every Heartbeat
 - (2) Extreme - More Than Words
 - (17) M.Bolton - Time, Love & Tenderness
 - (3) Bryan Adams - I Do It For You
 - (1) Cher - Love And Understanding
 - (10) Voice Of The Beehive - Monsters And Angels
 - (4) Deacon Blue - Twist & Shout
 - (5) Cathy Dennis - Just Another Dream
 - (7) O.M.D. - Pandora's Box
 - (11) Seal - The Beginning
 - (12) Beverley Craven - Holding On
 - (8) Color Me Badd - All 4 Love
 - (15) The Shamen - Move Any Mountain
 - (18) Young Disciples - Apparently Nothin'
 - (20) Heavy D/The Boyz - Now That We've Found Love
 - (14) Dannii Minogue - Jump To The Beat
 - (4) Right Said Fred - I'm Too Sexy
 - (-) De La Soul - "Saturdays"
 - (19) Level 42 - Guaranteed
 - (-) Midge Ure - Cold, Cold Heart

GERMANY

- Most played records on the ARD stations and major private. Compiled by Media Control/Baden Baden.
- (1) Bryan Adams - I Do It For You
 - (12) Kate Yanai - Bacardi Feeling
 - (6) L.Kravitz - It Ain't Over 'Til It's Over
 - (3) Scorpions - Wind Of Change
 - (4) Cher - Love And Understanding
 - (5) Rod Stewart - The Motown Song
 - (2) Roxette - Fading Like A Flower
 - (7) Marc Cohn - Walking In Memphis
 - (8) Gipsy Kings - Baila Me
 - (15) H.Lewis/The News - It Hit Me Like A Hammer
 - (9) Cher - The Shoop Shoop Song
 - (16) O.M.D. - Pandora's Box
 - (10) Extreme - More Than Words
 - (20) Glenn Frey - Part Of Me, Part Of You
 - (8) Zucchero/Paul Young - Senza Una Donna
 - (13) T.Petty/Heartbreakers - Learning To Fly
 - (-) Amy Grant - Every Heartbeat
 - (11) Sailor - La Cumbia
 - (14) Pe Werner - Kribbeln Im Bauch
 - (17) Paula Abdul - Rush Rush

FRANCE AM

- Most played records on AM stations. Compiled by Media Control/Strasbourg.
- (-) Stephan Eicher - Dejeuner En Paix
 - (-) Dire Straits - Calling Elvis
 - (5) Sarah Mandiano - J'ai Des Doutes
 - (-) M.Farmer/J.L.Murat - Regrets
 - (1) Patrick Bruel - Décale
 - (6) R.E.M. - Losing My Religion
 - (12) Zucchero/Paul Young - Senza Una Donna
 - (13) Jill Caplan - Nathalie Wood
 - (19) Bernard Lavilliers - Outremer
 - (3) Fredericks/Goldman/Jones - Né En 17 A...
 - (-) T.Hazard - Les Brouillards De Londres
 - (10) Pauline Ester - Une Fenetre Ouverte
 - (-) Kaonn - Danca Tago Mago
 - (-) MC Solaar - Bouge De La
 - (6) L.Kravitz - It Ain't Over 'Til It's Over
 - (18) Crystal Waters - Gypsy Woman
 - (11) Yannick Noah - Saga Africa
 - (-) William Sheller - Un Homme Heureux
 - (-) Enzo Enzo - 2 Mn De Soleil
 - (-) Chris Isaak - Wicked Game

FRANCE FM

- Most played records on FM stations. Compiled by Media Control/Strasbourg.
- (1) L.Kravitz - It Ain't Over 'Til It's Over
 - (4) Paula Abdul - Rush Rush
 - (2) Zucchero/Paul Young - Senza Una Donna
 - (3) R.E.M. - Losing My Religion
 - (6) Banderas - This Is Your Life
 - (10) UB40 - Here I Am
 - (5) Patrick Bruel - Décale
 - (16) Color Me Badd - I Wanna Sex You Up
 - (13) Crystal Waters - Gypsy Woman
 - (9) M.Farmer/J.L.Murat - Regrets
 - (7) Fredericks/Goldman/Jones - Né En 17 A...
 - (12) Aswad - Best Of My Love
 - (8) Beverley Craven - Promise Me
 - (11) R.Palmer - Mercy Mercy Me/I Want You
 - (17) Rod Stewart - Rhythm Of My Heart
 - (19) Rembrandts - Just The Way It Is, Baby
 - (-) Lonnie Gordon - Gonna Catch You
 - (15) Scorpions - Send Me An Angel
 - (14) Simple Minds - See The Lights
 - (18) De La Soul - Ring Ring Ring

ITALY

- Most played records on RAI Stereo Due.
- (3) Dire Straits - Calling Elvis
 - (4) Level 42 - Guaranteed
 - (2) Diana Russ - The Force Behind The Power
 - (14) Omar - There's Nothing Like This
 - (5) Yasmin - Wanna Dance
 - (-) Incognito/Jocelyn Brown - Always There
 - (9) Crystal Waters - Makin' Happy
 - (12) Paula Abdul - The Promise Of A New Day
 - (1) ABC - Love Conquers All
 - (-) Heavy D/The Boyz - Now That We've Found Love
 - (6) Natalie & Nat 'King' Cole - Unforgettable
 - (7) Kirsty MacColl - Walking Down Madison
 - (8) DJ Jazzy Jeff/Fresh Prince - Summertime
 - (10) Prince - Get Off
 - (11) Cola Boy - 7 Ways To Love
 - (13) De La Soul - "Saturdays"
 - (10) Peter Lemarc - Sängen De Spelar När...
 - (16) Alberto - Your Love Is Crazy
 - (17) The Girl From Ipanema
 - (17) Love & Money - My Love Lives In A Dead House
 - (18) Roachford - Stone City

SPAIN

- Most played records on Cuarenta Principales, covering the major stations.
- (3) Chesney Hawkes - The One And Only
 - (5) No Me Pises Que Llevo Ch. - El Amoro
 - (1) Héroes Del Silencio - Despertar
 - (4) Mecano - El 7 De Septiembre
 - (6) Various - Skate Board 2
 - (7) KLF - Last Train To Trancentral
 - (9) Duncan Dhu - Mundo De Cristal
 - (10) Paula Abdul - Rush Rush
 - (11) Azúcar Moreno - Mambo
 - (14) The Farm - Don't Let Me Down
 - (12) Technonronic/Reggie - Move That Body
 - (16) Loquillo Y Los Trogloditas - Hombres
 - (15) Various - Max Mix 11
 - (17) Tennessee - Tu Debes Decidir
 - (20) Revelos - Vas A Volverte A Enamorar
 - (18) Silencers - The Art Of Self Deception
 - (-) Crystal Waters - Gypsy Woman
 - (-) Roxette - Fading Like A Flower
 - (-) R.E.M. - Shiny Happy People
 - (-) Sopa De Cabra - Si Et Quedes Amb Mi

HOLLAND

- Most played records on national stations Radio 2 and Radio 3. Compiled by Stichting Nederlandse Top 40.
- (3) Incognito/Jocelyn Brown - Always There
 - (9) Bomb The Bass - Winter In July
 - (2) Color Me Badd - All 4 Love
 - (-) Bonnie St. Claire - Zeven Jaren
 - (-) Hanny - Peter, Ik Vertrouw Je Voor...
 - (5) Bryan Adams - I Do It For You
 - (11) Seal - The Beginning
 - (-) Andre Hazes - Zomer
 - (4) Cher - Love And Understanding
 - (-) Rumba Tres - Baila Mi Rumba
 - (10) Mariika - Love...Thy Will Be Done
 - (12) The Shamen - Move Any Mountain
 - (-) Gerard Joling - Tu Solo Tu
 - (8) DJ Jazzy Jeff - Summertime
 - (12) Gipsy Kings - Baila Me
 - (-) Goede Doel - België/Een Eigen Huis
 - (1) Heavy D/The Boyz - Now That We've Found Love
 - (14) Denis Azor - Ala Li La
 - (-) Zucchero/Eric Clapton - Wonderful World
 - (-) Omar - There's Nothing Like This

AUSTRIA

- Most played records on national pop station Ö3.
- (1) Londonboys - Sweet Soul Music
 - (2) Gary Lux - The Colours of '69
 - (3) Bryan Adams - I Do It For You
 - (4) R.E.M. - Losing My Religion
 - (5) Smoke - In The Middle Of A...
 - (6) Oak Ridge Boys - Baby On Board
 - (7) Vergessene Kinder - Vergessene Kinder
 - (8) El Fisher - Cryin' No More
 - (9) Soulsister - Sweet Dreamer
 - (10) Wolfgang Ambros - Abwärts Und Bergauf
 - (11) Simone - Träume
 - (12) Sailor - La Cumbia
 - (13) Cher - Love And Understanding
 - (14) Ronnie Milsap - Turn That Radio On
 - (15) Joesi Prokopetz - My Benny
 - (16) Daryl Braithwaite - One Summer
 - (17) H.Lewis/The News - It Hit Me Like A Hammer
 - (18) Jason Donovan - Any Dream Will Do
 - (19) Bee Gees - The Only Love
 - (20) R.E.M. - Shiny Happy People

SWITZERLAND

- Most played records on the national station DRS 3 and major private. Compiled by Media Control/Basel.
- (1) Bryan Adams - I Do It For You
 - (6) Extreme - More Than Words
 - (2) T.Petty/Heartbreakers - Learning To Fly
 - (9) Color Me Badd - I Wanna Sex You Up
 - (18) Jesus Loves You - Bow Down Mister
 - (20) Scorpions - Wind Of Change
 - (7) Cher - I'm A Man Not A Boy
 - (8) Gipsy Kings - Baila Me
 - (13) Zucchero/Paul Young - Senza Una Donna
 - (4) Cher - The Shoop Shoop Song
 - (7) Crystal Waters - Gypsy Woman
 - (11) Roxette - Fading Like A Flower
 - (12) Bonnie Raitt - Something To Talk About
 - (14) Amy Grant - Baby Baby
 - (15) Jason Donovan - Any Dream Will Do
 - (-) Martika - Love...Thy Will Be Done
 - (-) Dire Straits - Calling Elvis
 - (11) Roxette - Joyride
 - (17) Rembrandts - Someone
 - (-) H.Lewis/The News - It Hit Me Like A Hammer

SWEDEN

- Most played records on Swedish national and local stations. Compiled by Airplay Sweden.
- (1) Bryan Adams - I Do It For You
 - (2) Rod Stewart - The Motown Song
 - (12) T'Pau - Walking On Air
 - (8) M.Bolton - Time, Love & Tenderness
 - (10) Peter Lemarc - Sängen De Spelar När...
 - (15) Seal - The Beginning
 - (-) Scritti Politti - Take Me In Your Arms...
 - (6) Amy Grant - Every Heartbeat
 - (16) M.Dozier/P.Collins - The Qui's To Loud
 - (-) Willie Nile - Everybody Needs A Hammer
 - (13) Just D - Relalaxaxa
 - (4) DJ Jazzy Jeff/Fresh Prince - Summertime
 - (5) Kenny Thomas - Thinking About Your Love
 - (16) Mauro Scocco - Någon Som Du
 - (-) Cher - Love And Understanding
 - (20) Bingoboy - No Woman No Cry
 - (-) Pontus & Amerikanska - Kapten Sol
 - (-) Omar - There's Nothing Like This
 - (11) Ulf Lundell - Pojkarna Längst Fram
 - (-) Jesus Jones - Right Here, Right Now

UNITED KINGDOM

- Singles**
- 1 **Bryan Adams** - I Do It For You (A&M)
 - 2 **Right Said Fred** - I'm Too Sexy (Tug/BMG)
 - 3 **PM Dawn** - Set Adrift On Memory Bliss (Gee Street)
 - 4 **Color Me Badd** - All 4 Love (WEA)
 - 5 **Extreme** - More Than Words (A&M)
 - 6 **Shamen** - Move Any Mountain (One Little Indian)
 - 7 **Bomb The Bass** - Winter In July (Epic)
 - 8 **DJ Jazzy Jeff/The Fresh Prince** - Summertime (Jive)
 - 9 **Level 42** - Guaranteed (RCA)
 - 10 **Metallica** - Enter Sandman (Phonogram)

- Albums**
- 1 **Metallica** - Metallica (Phonogram)
 - 2 **L.Pavarotti** - Essential Pavarotti II (Decca)
 - 3 **Cher** - Love Hurts (MCA)
 - 4 **R.E.M.** - Out Of Time (WEA)
 - 5 **Seal** - Seal (WEA)
 - 6 **O.M.D.** - Sugar Tax (Virgin)
 - 7 **Deacon Blue** - Fellow Hoodlums (Columbia)
 - 8 **Eurythmics** - Greatest Hits (RCA)
 - 9 **Cathy Dennis** - Move To This (Polydor)
 - 10 **Extreme** - Extreme II Pornograffiti (A&M)

SPAIN

- Singles**
- 1 **Crystal Waters** - Gypsy Woman (PolyGram)
 - 2 **Guns N' Roses** - You Could Be Mine (RCA)
 - 3 **Los Manolos** - All My Loving (RCA)
 - 4 **Chino Bayo** - Asi Me Gusta (Aria)
 - 5 **KLF** - Last Train To Trancentral (Blanco Y Negro)
 - 6 **Gipsy Kings** - Baila Me (Sony Music)
 - 7 **Soca Factory** - Sopa De Caracol (Hispavox)
 - 8 **Afrika Bambaataa** - Just Get Up And Dance (Blanco Y Negro)
 - 9 **Mecano** - El 7 De Septiembre (Ariola)
 - 10 **Various Artists** - Aquest Any Si (Ginger)

- Albums**
- 1 **Mecano** - Aidalai (Ariola)
 - 2 **J.L.Guerra & 4.40** - Bachata Rosa (BMG)
 - 3 **J.L.Guerra & 4.40** - Ojala Que Lleva Cafe (BMG)
 - 4 **Los Manolos** - Pasion Condal (RCA)
 - 5 **R.E.M.** - Out Of Time (Warner Music)
 - 6 **Sergio Dalma** - Sintiendo La Piel (Horus)
 - 7 **Soundtrack** - Grease (PolyGram)
 - 8 **Soundtrack** - Skateboard VII (Blanco Y Negro)
 - 9 **Status Quo** - Rocking All Over The Years (PolyGram)
 - 10 **Emilio Aragon** - Te Huelen Los Pies (Sony Music)

DENMARK

- Singles**
- 1 **Bryan Adams** - I Do It For You (PolyGram)
 - 2 **Scorpions** - Wind Of Change (PolyGram)
 - 3 **Guns N' Roses** - You Could Be Mine (BMG)
 - 4 **Metallica** - Enter Sandman (PolyGram)
 - 5 **Color Me Badd** - I Wanna Sex You Up (Warner Music)
 - 6 **Crystal Waters** - Gypsy Woman (PolyGram)
 - 7 **Lis Sørensen** - 100 Gange Til (BMG)
 - 8 **Zucchero/Paul Young** - Senza Una Donna (PolyGram)
 - 9 **De La Soul** - "Saturdays" (Mega)
 - 10 **Marc Bolan/T-Rex** - 20th Century Boy (Mega)

- Albums**
- 1 **Roger Whittaker** - The Very Best Of (PolyGram)
 - 2 **Paul McCartney** - Unplugged (EMI)
 - 3 **Sanne** - Where Blue Begins (Virgin)
 - 4 **Cut'N'Move** - Get Serious (Medley)
 - 5 **Roxette** - Joyride (EMI)
 - 6 **Metallica** - Metallica (PolyGram)
 - 7 **Rod Stewart** - Vagabond Heart (Warner Music)
 - 8 **Scorpions** - Crazy World (PolyGram)
 - 9 **R.E.M.** - Out Of Time (Warner Music)
 - 10 **Soundtrack** - The Doors (Warner Music)

SWITZERLAND

- Singles**
- 1 **Bryan Adams** - I Do It For You (PolyGram)
 - 2 **Crystal Waters** - Gypsy Woman (PolyGram)
 - 3 **Scorpions** - Wind Of Change (PolyGram)
 - 4 **Guns N' Roses** - You Could Be Mine (BMG)
 - 5 **Cher** - The Shoop Shoop Song (Sony Music)
 - 6 **Zucchero/Paul Young** - Senza Una Donna (PolyGram)
 - 7 **Extreme** - More Than Words (PolyGram)
 - 8 **Color Me Badd** - I Wanna Sex You Up (Warner Music)
 - 9 **Los Suissos** - Schnapp! (Atina)
 - 10 **KLF** - Last Train To Trancentral (Echo)

- Albums**
- 1 **Stephan Eicher** - Engelberg (PolyGram)
 - 2 **Gipsy Kings** - Este Mundo (Sony Music)
 - 3 **R.E.M.** - Out Of Time (Warner Music)
 - 4 **Cher** - Love Hurts (Ariola)
 - 5 **Roxette** - Joyride (EMI)
 - 6 **Scorpions** - Crazy World (PolyGram)
 - 7 **Alice Cooper** - Hey Stoopid (Sony Music)
 - 8 **Rod Stewart** - Vagabond Heart (Warner Music)
 - 9 **Seal** - Seal (Warner Music)
 - 10 **Zucchero Fornaciari** - Zucchero (Phonogram)

GERMANY

- Singles**
- 1 **Kate Yanai** - Bacardi Feeling (WEA)
 - 2 **Bryan Adams** - I Do It For You (Polydor)
 - 3 **Scorpions** - Wind Of Change (Phonogram)
 - 4 **D.Krebs/Gundula** - Ich Bin Der Martin, Ne (Ariola)
 - 5 **Guns N' Roses** - You Could Be Mine (MCA)
 - 6 **Heavy D/The Boyz** - Now That We've Found Love (MCA)
 - 7 **Crystal Waters** - Gypsy Woman (Phonogram)
 - 8 **Cher** - The Shoop Shoop Song (Sony Music)
 - 9 **Color Me Badd** - I Wanna Sex You Up (WEA)
 - 10 **Extreme** - More Than Words (PolyGram)

- Albums**
- 1 **Scorpions** - Crazy World (Phonogram)
 - 2 **R.E.M.** - Out Of Time (WEA)
 - 3 **Gipsy Kings** - Este Mundo (Sony Music)
 - 4 **Roxette** - Joyride (Electrola)
 - 5 **Metallica** - Metallica (Phonogram)
 - 6 **Cher** - Love Hurts (MCA)
 - 7 **Rod Stewart** - Vagabond Heart (Warner Music)
 - 8 **Eurythmics** - Greatest Hits (RCA)
 - 9 **O.M.D.** - Sugar Tax (Virgin)
 - 10 **T.Petty/Heartbreakers** - Into The Great... (MCA)

HOLLAND

- Singles**
- 1 **Bryan Adams** - I Do It For You (Polydor)
 - 2 **Heavy D/Boyz** - Now That We've Found Love (RCA)
 - 3 **Incognito/J.Brown** - Always There (Phonogram)
 - 4 **Scorpions** - Send Me An Angel (Phonogram)
 - 5 **J.L.Guerra & 4.40** - Burujas De Amor (Ariola)
 - 6 **Gipsy Kings** - Baila Me (Sony Music)
 - 7 **Sniff'N' The Tears** - Driver's Seat (Sound Products)
 - 8 **Guns N' Roses** - You Could Be Mine (RCA)
 - 9 **Kaoma** - Danca Tago Mago (Sony Music)
 - 10 **Seal** - The Beginning (Warner Music)

- Albums**
- 1 **J.L.Guerra & 4.40** - Bachata Rosa (Ariola)
 - 2 **Gipsy Kings** - Este Mundo (Sony Music)
 - 3 **Bob Marley** - Legend (Ariola)
 - 4 **Julio Iglesias** - The 24 Greatest Songs (Sony Music)
 - 5 **Scorpions** - Crazy World (Phonogram)
 - 6 **Seal** - Seal (Warner Music)
 - 7 **Doe Maar** - Doe Maar De Beste (Telstar)
 - 8 **Lenny Kravitz** - Mama Said (Virgin)
 - 9 **R.E.M.** - Out Of Time (Warner Music)
 - 10 **Crowded House** - Woodface (EMI Bovema)

NORWAY

- Singles**
- 1 **Bryan Adams** - I Do It For You (PolyGram)
 - 2 **Guns N' Roses** - You Could Be Mine (BMG)
 - 3 **Metallica** - Enter Sandman (PolyGram)
 - 4 **Zucchero/Paul Young** - Senza Una Donna (PolyGram)
 - 5 **Extreme** - More Than Words (PolyGram)
 - 6 **Amy Grant** - Baby Baby (PolyGram)
 - 7 **Cher** - The Shoop Shoop Song (Sony Music)
 - 8 **Heavy D/Boyz** - Now That We've Found Love (PolyGram)
 - 9 **A.Barton/K.Pettersen** - Carry Your Heart (NA)
 - 10 **R.E.M.** - Losing My Religion (Warner Music)

- Albums**
- 1 **Cher** - Love Hurts (BMG)
 - 2 **Metallica** - Metallica (PolyGram)
 - 3 **R.E.M.** - Out Of Time (Warner Music)
 - 4 **Roxette** - Joyride (EMI)
 - 5 **Zucchero Fornaciari** - Zucchero (PolyGram)
 - 6 **T.Petty/Heartbreakers** - Into The Great... (BMG)
 - 7 **Toni Childs** - House Of Hoop (PolyGram)
 - 8 **Alice Cooper** - Hey Stoopid (Sony Music)
 - 9 **Rod Stewart** - Vagabond Heart (Warner Music)
 - 10 **M.Bolton** - Time, Love & Tenderness (Sony Music)

AUSTRIA

- Singles**
- 1 **Scorpions** - Wind Of Change (PolyGram)
 - 2 **Frank Zappa** - Bobby Brown Goes Down (Echo)
 - 3 **O.M.D.** - Sailing On The Seven Seas (BMG)
 - 4 **Crystal Waters** - Gypsy Woman (PolyGram)
 - 5 **Cher** - The Shoop Shoop Song (Sony Music)
 - 6 **Jesus Loves You** - Bow Down Mister (BMG)
 - 7 **R.E.M.** - Losing My Religion (Warner Music)
 - 8 **Bryan Adams** - I Do It For You (PolyGram)
 - 9 **Roxette** - Fading Like A Flower (EMI)
 - 10 **Zucchero/Paul Young** - Senza Una Donna (PolyGram)

- Albums**
- 1 **Scorpions** - Crazy World (PolyGram)
 - 2 **R.E.M.** - Out Of Time (Warner Music)
 - 3 **Roxette** - Joyride (EMI)
 - 4 **Cher** - Love Hurts (BMG)
 - 5 **Eurythmics** - Greatest Hits (BMG)
 - 6 **Seal** - Seal (Warner Music)
 - 7 **Rod Stewart** - Vagabond Heart (Warner Music)
 - 8 **Gipsy Kings** - Este Mundo (Sony Music)
 - 9 **Yello** - Baby (PolyGram)
 - 10 **Alice Cooper** - Hey Stoopid (Sony Music)

FRANCE

- Singles**
- 1 **Lagaf** - La Zoubida (Flarensch)
 - 2 **Zucchero/Paul Young** - Senza Una Donna (PolyGram)
 - 3 **Les Inconnus** - Auteuil, Neuilly, Passy (Sony Music)
 - 4 **Yannick Noah** - Saga Africa (Carrere)
 - 5 **T.Hazard** - Les Brouillards De Londres (Columbia)
 - 6 **R.E.M.** - Losing My Religion (Warner Music)
 - 7 **Dana Dawson** - Tell Me Bonita (Sony Music)
 - 8 **Benny B** - Dis Moi Bébé (Sony Music)
 - 9 **Kaoma** - Danca Tago Mago (Columbia)
 - 10 **Mecano** - Hijo De La Luna (BMG)

- Albums**
- 1 **Mylene Farmer** - L'Autre (Polydor)
 - 2 **R.E.M.** - Out Of Time (Warner Music)
 - 3 **Fredericks/Goldman/Jones** - Fredericks, Goldman & Jones (Sony Music)
 - 4 **Patrick Bruel** - Alors Regarde (BMG)
 - 5 **Elmer Food Beat** - Je Vais Encore Dormir... (OTT/Polydor)
 - 6 **F.Gray/D.Barbelvieu** - Les Amours Cassees (Talar)
 - 7 **Francois Feldman** - Magic' Boul'vard (Phonogram)
 - 8 **Soundtrack** - Grease (Polydor)
 - 9 **Thierry Hazard** - Pop Music (Sony Music)
 - 10 **UB40** - Labour Of Love II (Virgin)

BELGIUM

- Singles**
- 1 **Bryan Adams** - I Do It For You (PolyGram)
 - 2 **Les Inconnus** - Auteuil, Neuilly, Passy (Distrisound)
 - 3 **Cher** - The Shoop Shoop Song (Sony Music)
 - 4 **Dinky Toys** - My Day Will Come (Creastars)
 - 5 **M.Farmer/J.L.Murat** - Regrets (A&M)
 - 6 **Pleasure Game** - Le Dormeur (MMI)
 - 7 **Scorpions** - Send Me An Angel (Phonogram)
 - 8 **Isabelle A** - Blank Of Zwart (CNR)
 - 9 **Extreme** - More Than Words (Polydor)
 - 10 **Kaoma** - Danca Tago Mago (Sony Music)

- Albums**
- 1 **Gert En Samson** - Gert En Samson (CNR)
 - 2 **Julio Iglesias** - The 24 Greatest Songs (Sony Music)
 - 3 **Jo Vally** - In Een Droom (Indisc)
 - 4 **Stef Bos** - Is Dit Nu Later (CNR)
 - 5 **R.E.M.** - Out Of Time (Warner Music)
 - 6 **Mylene Farmer** - L'Autre (Polydor)
 - 7 **Gipsy Kings** - Este Mundo (Sony Music)
 - 8 **Bob Marley** - Legend (BMG)
 - 9 **Roxette** - Joyride (EMI)
 - 10 **Eurythmics** - Greatest Hits (BMG)

FINLAND

- Singles**
- 1 **Bryan Adams** - I Do It For You (Finnlevy)
 - 2 **De La Soul** - "Saturdays" (Mega)
 - 3 **Eppu Normaali** - Lensin Matalalla (Poko)
 - 4 **Guns N' Roses** - You Could Be Mine (BMG)
 - 5 **Technotronic feat. Reggie** - Work (EMI)
 - 6 **Dr. Alban** - Sing Shi-Wo-Wo (Sonet)
 - 7 **Dr. Alban** - U & Mi (Sonet)
 - 8 **Blue System** - Testamente D'Amelia (BMG)
 - 9 **Icy Blue** - Pump It (Warner Music)
 - 10 **Haus-Myly** - Se Mustamies (Power)

- Albums**
- 1 **Bad Boys Blue** - The Best Of (BMG)
 - 2 **Arja Koriseva** - Me Kaksi Vain (Audiobox)
 - 3 **Raptor** - Tulevat Tänne Sofkemaan (Sony Music)
 - 4 **Beach Boys** - Very Best Of (EMI)
 - 5 **Alice Cooper** - Hey Stoopid (Sony Music)
 - 6 **Juice Leskinen Grand Slam** - Terve Kappaleita (Sony Music)
 - 7 **Rod Stewart** - Vagabond Heart (Warner Music)
 - 8 **T.Petty/Heartbreakers** - Into The Great... (BMG)
 - 9 **Roxette** - Joyride (EMI)
 - 10 **Mikko Kuustonen** - Musta Jalokivi (Sony Music)

GREECE

- Singles**
- 1 **De La Soul** - Ring Ring Ring (Warner Music)
 - 2 **KLF** - Last Train To Trancentral (KLF)
 - 3 **Dr. Alban** - No Cake (BMG)
 - 4 **Dr. Alban** - Hello Afrika (BMG)
 - 5 **Nomad** - Just A Groove (Rumour)
 - 6 **Paula Abdul** - Rush Rush (Virgin)
 - 7 **Nomad/MC Mikee Freedom** - Devotion (Rumour)
 - 8 **Gipsy Kings** - Baila Me (Sony Music)
 - 9 **Black Box** - Strike It Up (BMG)
 - 10 **KLF** - 3 A.M. Eternal (KLF)

- Albums**
- 1 **R.E.M.** - Out Of Time (Warner Music)
 - 2 **KLF** - The White Room (KLF)
 - 3 **Dr. Alban** - Hello Afrika (BMG)
 - 4 **Eurythmics** - Greatest Hits (BMG)
 - 5 **Massive Attack** - Blue Lines (Virgin)
 - 6 **Roxette** - Joyride (EMI)
 - 7 **Alice Cooper** - Hey Stoopid (Sony Music)
 - 8 **Scorpions** - Crazy World (PolyGram)
 - 9 **Aimi Stewart** - Dusty Road (NA)
 - 10 **N.K.O.T.B.** - No More Games (Sony Music)

ITALY

- Singles**
- 1 **Claudio Bisio** - Rapput (Sony Music)
 - 2 **Crystal Waters** - Gypsy Woman (Polydor)
 - 3 **DJH feat. Stefy** - I Like It (Disco Inn)
 - 4 **Raf** - Siamo Soli Nell'Immenso Vuoto Che C'E' (CGD)
 - 5 **Giorgio Faletti** - Lupo Mannaggia (Five)
 - 6 **Fiorello** - La Canzone Del Sole (Five)
 - 7 **Joy Salinas** - Rocking Romance (Flying)
 - 8 **Riccardo Cocciante** - Vivi La Tua Vita (Virgin)
 - 9 **L.U.P.O.** - So Hard (FMA)
 - 10 **Scialpi** - A...Amare (BMG)

- Albums**
- 1 **R.E.M.** - Out Of Time (WEA)
 - 2 **Marco Masini** - Malinconia (Ricordi)
 - 3 **Gino Paoli** - Matto Come Un Gatto (WEA)
 - 4 **Spagna** - No Way Out (Sony Music)
 - 5 **Paolo Vallesi** - Paolo Vallesi (PolyGram)
 - 6 **Adriano Celentano** - Il Re Degli Ignoranti (CGD)
 - 7 **Umberto Tozzi** - Gli Altri Siamo Noi (CGD)
 - 8 **Fiorello** - Veramente Falso (CGD)
 - 9 **Scorpions** - Crazy World (PolyGram)
 - 10 **Metallica** - Metallica (Virgin)

SWEDEN

- Singles**
- 1 **Bryan Adams** - I Do It For You (PolyGram)
 - 2 **Guns N' Roses** - You Could Be Mine (BMG)
 - 3 **P.Almgren/W.Liksom** - Omåmigen (Warner Music)
 - 4 **Zucchero/Paul Young** - Senza Una Donna (PolyGram)
 - 5 **Color Me Badd** - I Wanna Sex You Up (Warner Music)
 - 6 **O.M.D.** - Sailing On The Seven Seas (Warner Music)
 - 7 **Amy Grant** - Baby Baby (PolyGram)
 - 8 **Extreme** - More Than Words (PolyGram)
 - 9 **Paula Abdul** - Rush Rush (Warner Music)
 - 10 **Scorpions** - Wind Of Change (PolyGram)

- Albums**
- 1 **T.Petty/Heartbreakers** - Into The Great... (BMG)
 - 2 **Dan Reed Network** - The Heat (PolyGram)
 - 3 **Cher** - Love Hurts (BMG)
 - 4 **Roxette** - Joyride (EMI)
 - 5 **Rod Stewart** - Vagabond Heart (Warner Music)
 - 6 **O.M.D.** - Sugar Tax (Warner Music)
 - 7 **Beach Boys** - Very Best Of (EMI)
 - 8 **Alice Cooper** - Hey Stoopid (Sony Music)
 - 9 **M.Bolton** - Time, Love & Tenderness (Sony Music)
 - 10 **Paula Abdul** - Spellbound (Warner Music)

IRELAND

- Singles**
- 1 **Bryan Adams** - I Do It For You (A&M)
 - 2 **Extreme** - More Than Words (A&M)
 - 3 **R.E.M.** - Near Wild Heaven (Warner Music)
 - 4 **Metallica** - Enter Sandman (Phonogram)
 - 5 **Kathy Durkin** - Working Man (Harmac)
 - 6 **M.Black/D.Keene/M.L.Harris** - Sonny (Chart)
 - 7 **Clannad/Paul Young** - Both Sides Now (MCA)
 - 8 **Color Me Badd** - All 4 Love (Warner Music)
 - 9 **Goats Don't Shave** - Las Vegas In... (Chart/EMI)
 - 10 **Sophie Lawrence** - Love's Unkind (BMG)

- Albums**
- 1 **Mary Black** - Babes In The Wood (Dolphin)
 - 2 **Saw Doctors** - If This Is Rock & Roll (Solid)
 - 3 **Metallica** - Metallica (Phonogram)
 - 4 **T.Petty/Heartbreakers** - Into The Great... (BMG)
 - 5 **J.MacCarthy** - Song Of The Singing Horseman (Gael Linn)
 - 6 **Christy Moore** - Smoke & Strong Whiskey (Newberry)
 - 7 **Cher** - Love Hurts (BMG)
 - 8 **Rod Stewart** - Vagabond Heart (Warner Music)
 - 9 **Mary Black** - The Best Of Mary Black (Dolphin)
 - 10 **R.E.M.** - Out Of Time (Warner Music)

PORTUGAL

- Singles**
- 1 **Marco Paulo** - Taras E Manias (EMI)
 - 2 **Rui Veloso** - Logo Que Passe A Moncao (EMI)
 - 3 **Bryan Adams** - I Do It For You (PolyGram)
 - 4 **Crystal Waters** - Gypsy Woman (PolyGram)
 - 5 **Gipsy Kings** - Hello California (Sony Music)
 - 6 **Gerard Joling** - No More Bolero's (PolyGram)
 - 7 **Ban** - Mundo De Aventuras (EMI)
 - 8 **One Eyed Jacks** - Twin Peaks Dance Mixes (Ariola)
 - 9 **Roxette** - Joyride (EMI)
 - 10 **Gipsy Kings** - Baila Me (Sony Music)

- Albums**
- 1 **R.E.M.** - Out Of Time (Warner Music)
 - 2 **Marco Paulo** - Maravilhoso Coracao (EMI)
 - 3 **Santana** - The Very Best Of Santana (Sony Music)
 - 4 **Beach Boys** - The Collection (EMI)
 - 5 **Enigma** - MCMXC A.D. (Edison)
 - 6 **Juan Luis Guerra & 4.40** - Bachata Rosa (Ariola)
 - 7 **T.Petty/Heartbreakers** - Into The Great... (Ariola)
 - 8 **Gipsy Kings** - Este Mundo (Sony Music)
 - 9 **Onda Choc** - Férias Grandes (Sony Music)
 - 10 **Ministars** - É Demais (Edison)

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/AFVYE (Spain); Seuro/IFPI (Finland); IFPI (Ireland); AFP (Portugal); Austria Top 30 (Austria); Media Control/Musikmarkt (Switzerland); IFPI (Greece).

EUROPEAN TOP 100 ALBUMS

THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED
1	23	R.E.M.	Out Of Time - Warner Brothers	UK, F, D, B, NL, E, A, CH, S, P, DK, I, N, SF, GR, IR	35	86	Marc Cohn	Marc Cohn - WEA	UK, D, IR	69	68	Carreras/Domingo/Pavarotti	In Concert - Decca	UK, D, P
2	NE	Metallica	Metallica - Vertigo	UK, D, B, NL, S, DK, I, N, IR	36	24	Cathy Dennis	Move To This - Polydor	UK	70	RE	Soundtrack - 21 Jump Street	21 Jump Street - Control	D
3	4	Scorpions	Crazy World - Mercury ▲	F, D, B, NL, A, CH, S, DK, I, N, GR	37	44	Enigma	MCMXC A.D. - Virgin ▲	UK, F, P, DK	71	85	Sergio Dalma	Sintiendonos La Piel - Horus	E
4	5	Gipsy Kings	Este Mundo - Columbia	UK, F, D, B, NL, E, A, CH, S, P, DK, I, GR	38	31	Patrick Bruel	Alors Regarde - RCA ▲	F, B	72	71	UB40	Labour Of Love II - Virgin	F
5	3	Cher	Love Hurts - Geffen	UK, D, B, NL, A, CH, S, P, DK, N, IR	39	47	Sting	The Soul Cages - A&M ▲	F, D, I, GR	73	NE	ABC	Abracadabra - Parlophone	UK, D, IR
6	2	Roxette	Joyride - EMI ▲	UK, D, B, NL, E, A, CH, S, P, DK, N, SF, GR, IR	40	34	C&C Music Factory	Gonna Make You Sweat - Columbia	UK, GR	74	70	Soundtrack - Buddy's Song	Buddy's Song - Chrysalis	D, A, DK, SF
7	6	Seal	Seal - ZTT/WEA	UK, F, D, B, NL, A, CH, S, P, DK, GR, IR	41	38	Gino Paoli	Matto Come Un Gotto - WEA	I	75	75	Sanne	Where Blue Begins - Virgin	S, DK
8	7	Eurythmics	Greatest Hits - RCA ▲2	UK, D, B, NL, E, A, CH, DK, GR, IR	42	37	Marillion	Holidays In Eden - EMI	UK, D, NL, CH, S	76	73	Aretha Franklin	What You See Is What You Sweat - Arista	A, CH, S, DK, N
9	9	Tom Petty & The Heartbreakers	Into The Great Wide Open - MCA	UK, D, B, NL, A, CH, S, P, DK, N, SF, GR, IR	43	49	Amy Grant	Heart In Motion - A&M	UK, D, S, DK, N	77	56	Foreigner	Unusual Heat - Atlantic	D, CH
10	8	Rod Stewart	Vagabond Heart - Warner Brothers	UK, F, D, A, CH, S, DK, N, SF, IR	44	41	Marco Masini	Malinconioia - Ricordi	I	78	76	Mary Black	Babes In The Wood - Dolphin	Ir
11	11	O.M.D.	Sugar Tax - Virgin	UK, D, A, CH, S, DK, IR	45	46	Natalie Cole	Unforgettable - Elektra	UK, B, NL, DK, N, IR	79	77	Phil Collins	Serious Hits...Live! - Virgin/WEA	UK, D, B, NL, DK
12	12	Alice Cooper	Hey Stoopid - Epic	UK, D, B, NL, A, CH, S, DK, N, SF, GR	46	43	Beach Boys	Very Best Of - Capitol	D, NL, A, S, DK, SF	80	72	Crowded House	Woodface - Capitol	NL, S, DK, N
13	14	Michael Bolton	Time, Love & Tenderness - Columbia	UK, D, E, A, CH, S, P, DK, N, SF, GR, IR	47	40	De La Soul	De La Soul Is Dead - Tommy Boy	UK, D, B, NL, A, CH, DK, GR	81	63	Bee Gees	High Civilization - Warner Brothers	D, CH
14	13	Simple Minds	Real Life - Virgin	UK, F, D, E, CH, P, DK, I	48	52	Stephan Eicher	Engelberg - Barclay	F, CH	82	NE	Voice Of The Beehive	Honey Lingers - London	UK
15	10	Luciano Pavarotti	The Essential Pavorotti II - Decca	UK	49	39	The Jam	Greatest Hits - Polydor	UK, IR	83	74	AC/DC	The Razor's Edge - Atco	D, DK
16	15	Extreme	Extreme II Pornografiti - A&M	UK, D, B, NL, A, CH, DK	50	57	Elmer Food Beat	Je Vais Encore Dormir Seul Ce Soir - Off The Track	F	84	48	Michel Sardou	Bercy '91 - Treme	F
17	19	Juan Luis Guerra & 4.40	Bachata Rosa - Karen	B, NL, E, P	51	58	Julio Iglesias	The 24 Greatest Songs - Columbia	B, NL	85	79	Fiorello	Veramente Falso - Epic	I
18	16	Mylene Farmer	L'Autre - Barclay ●	F, B, NL	52	96	Achim Reichel	Melancholie Und Sturmflut - WEA	D	86	NE	Spagna	No Way Out - Columbia	I
19	20	Lenny Kravitz	Mama Said - Virgin America	UK, F, D, B, NL, CH, S, DK, GR	53	42	Felix Gray & Didier Barbelivien	Les Amours Cassees - Talar	F, B	87	84	Roger Whittaker	The Very Best Of Roger Whittaker - Polydor	DK
20	21	Beverly Craven	Beverly Craven - Epic	UK, F, D, CH	54	55	Juan Luis Guerra & 4.40	Ojala Que Lleva Cafe - Karen	E	88	78	Soundtrack - Skateboard VII	Skateboard VII - Blanco Y Negro	E
21	17	Zucchero Fornaciari	Zucchero - London	F, D, B, NL, CH, S, DK, N, GR	55	45	Skid Row	Slave To The Grind - Atlantic	D, A, CH, S, DK, SF	89	69	Vasco Rossi	Vosco Live 10.7.90 San Siro - EMI	I
22	18	Paula Abdul	Spellbound - Virgin America	UK, D, B, NL, S, DK, GR	56	50	Francois Feldman	Magic' Boul'vard - Philips	F, B	90	RE	Paolo Vallesi	Paolo Vallesi - Sugar/PolyGram	I
23	22	Soundtrack - The Doors	The Doors - Elektra	F, D, B, NL, E, A, CH, DK, SF	57	54	Dr. Alban	Hello Afrika - Swemix	D, A, P, SP, GR	91	87	Bryan Adams	Reckless - A&M	UK, NL, DK, IR
24	26	The KLF	The White Room - KLF Communications	UK, D, B, NL, A, S, P, DK, GR	58	60	Dan Reed Network	The Heat - Mercury	UK, D, S	92	91	Status Quo	Rocking All Over The Years - Vertigo	E
25	23	Yello	Baby - Mercury	D, NL, A, CH, S, GR	59	61	Soundtrack - Robin Hood: Prince Of Thieves	Robin Hood: Prince Of Thieves - Morgan Creek	UK, B, S, DK, N, IR	93	RE	The Saw Doctors	If This Is Rock & Roll - Solid	Ir
26	25	Mecano	Aidalai - Ariola	F, B, E	60	59	Los Manolos	Pasion Condal - RCA	E	94	83	Gloria Estefan	Into The Light - Epic ●	UK, NL, IR
27	27	Van Halen	For Unlowlful Carnal Knowledge - Warner Brothers	D, NL, A, CH, S, SF, GR	61	65	Herbert Grönemeyer	4630 Bochum - Electrola	D	95	93	Bad Boys Blue	The Best Of - Coconut/Ariola	SF
28	29	Soundtrack - Grease	Grease - Polydor ●	F, NL, E	62	53	The Stranglers	Greatest Hits 1977-1990 - Epic	UK	96	94	Gert En Samson	Gert En Samson - CNR	B
29	35	Deacon Blue	Fellow Hoodlums - Columbia	UK	63	36	Kraftwerk	The Mix - EMI	D, A, S, SF	97	89	Meatloaf	Bat Out Of Hell - Epic	UK
30	NE	Color Me Badd	C.M.B. - Giant	UK, D, NL, DK	64	64	Luciano Pavarotti	The Essential Pavarotti - Decca	UK, IR	98	99	Emilio Aragon	Te Huelen Los Pies - CBS	E
31	28	Fredericks, Goldman & Jones	Fredericks, Goldman & Jones - Columbia ▲	F, B	65	62	Adriano Celentano	Il Re Degli Ignoranti - Clan	I	99	88	Massive Attack	Blue Lines - Wild Bunch/Circa	D, A, GR
32	30	Bob Marley	Legend - Island	UK, B, NL, IR	66	81	Thierry Hazard	Pop Music - Columbia	F	100	NE	Crystal Waters	Surprise - A&M PM	D, B, A, CH
33	32	Chris Rea	Auberge - East West	UK, D, B, NL, SF	67	51	Rolling Stones	Flashpoint - Columbia ●	F, D, NL, CH, 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.				
34	33	Madonna	The Immaculate Collection - Sire	UK, B, NL, DK, IR	68	80	Umberto Tozzi	Gli Altri Siamo Noi - CGD	J	○ = FAST MOVERS NE = NEW ENTRY RE = RE-ENTRY				

FCC Cracks Down On Drug Violators

Broadcasters who refuse to heed the omnipresent anti-drug messages of the '90s are receiving more than just a slap on the wrist from the FCC. License revocations have gone into effect in Georgia and South Carolina over the past couple of weeks, and there are more pending as hearings are awaited.

The FCC cites convictions due to illegal drug activity as grounds for license revocation or renewal refusal, this based on the commission's character qualification policy. A current case of highlighted interest involves the plight of WFXL-TV/Albany, GA owner Timothy Brumlik, who was con-

was convicted in 1990 of laundering \$12 million worth of drug-spawned dollars.

The FCC has not only ordered a revocation hearing, but has denied Brumlik's request to sell the station under the FCC's distress sale policy, which permits a station in the red to sell to a minority purchaser for no more than 75% of market value. Brumlik's attorney declares such authoritarian tactics illegal, citing the distress sale policy as one which was devised to blanket all licensees. Seems hindsight makes it so much easier to adopt the popular anti-drug theme and "just say no."

NAB Asks FCC To Loosen Limits

The National Association of Broadcasters (NAB) has asked the radio regulatory body FCC to liberalize radio ownership limits and take actions allowing radio stations to share resources.

Because more than half of the US's 10,000 radio stations lost money in 1990, the NAB wants to see the FCC enlarge group ownership limits (presently 12 AM and 12 FM). The NAB says that as more and more media outlets compete for limited ad revenue, "ownership restrictions ultimately result in less diversity of programming by preventing struggling stations from (reaping) the

full advantages of group ownership."

Presently only a handful of companies are at the full limit. The NAB also called on the FCC to reject policies that prevent ownership of AM-AM or FM-FM combinations in local markets.

To give struggling stations the resources and expertise to compete effectively, the NAB further encourages the FCC to continue its policies permitting joint operations among stations, saying, "Collaborative efforts have often made it possible for marginal stations to remain on the air."

Country Top US Radio Format

Which commercial radio format is the most popular in the US? In terms of mainstream formats, here's the latest box score:

Country	2,438
AC	1,803
Gold	696
CHR	688
News/Talk/Business	522
Religious	442
Adult Standards	406
Gospel	340
Rock	339
Spanish	319

According to year-to-year 12+ Arbitron survey ratings, the country format surfaced as the only one to gain significantly, rising from 11.6 share of the audience a year ago to a 13.2. CHR not only drops out of the top three in physical presence, but the youth format also showed a sharp decline from a 12.6 to 9.6. Other findings show AC dropped from 10.6 to 9.6, soft AC slipped 7.0 to 6.1, Gold held even at 5.2, Spanish dipped 7.5 to 6.9 and Urban fell 7.8 to 6.6.

SINGLES

Billboard

ALBUMS

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TW	LW	Artist/Title	Label	ECO
1	1	BRYAN ADAMS/(Everything I Do) I Do It For You	A&M	
2	4	ROXETTE/Fading Like A Flower (Every Time You Leave)	EMI	S
3	2	LENNY KRAVITZ/It Ain't Over 'Til It's Over	Virgin	
4	7	SCORPIONS/Wind Of Change	Mercury	D
5	8	PAULA ABDUL/The Promise Of A New Day	Captive	
6	3	AMY GRANT/Every Heartbeat	A&M	
7	9	THE KLF/3 A.M. Eternal	Arista	UK
8	10	HI-FIVE/I Can't Wait Another Minute	Jive	
9	11	BOYZ II MEN/Motownphilly	Motown	
10	12	C&C MUSIC FACTORY FEAT. FREEDOM WILLIAMS/Things That Make You Go Hmmm...	Columbia	
11	5	D.J. JAZZY JEFF & THE FRESH PRINCE/Summertime	Jive	
12	13	SEAL/Crazy	Sire	UK
13	16	MICHAEL BOLTON/Time, Love And Tenderness	Columbia	
14	14	NATALIE COLE & NAT 'KING' COLE/Unforgettable	Elektra	
15	18	COLOR ME BADD/I Adore Mi Amor	Giant	
16	17	CATHY DENNIS/Too Many Walls	Polydor	UK
17	6	CORINA/Temptation	Cutting	
18	22	MARKY MARK & THE FUNKY BUNCH/Good Vibrations	Interscope	
19	21	HEAVY D. & THE BOYZ/Now That We Found Love	Uptown	
20	20	ROD STEWART/The Motown Song	Warner Brothers	
21	23	FIREHOUSE/Love Of A Lifetime	Epic	
22	15	THE ESCAPE CLUB/I'll Be There	Atlantic	UK
23	24	WHITNEY HOUSTON/My Name Is Not Susan	Arista	
24	27	R.E.M./Shiny Happy People	Warner Brothers	
25	25	ROBBIE NEVIL/Just Like You	EMI	
26	29	HUEY LEWIS & THE NEWS/It Hit Me Like A Hammer	EMI	
27	19	RYTHM SYNDICATE/P.A.S.S.I.O.N.	Impact	
28	34	BONNIE RAITT/Something To Talk About	Capitol	
29	30	3RD BASS/Pop Goes The Weasel	Def Jam	
30	28	TOM PETTY & THE HEARTBREAKERS/Learning To Fly	MCA	
31	36	KARYN WHITE/Romantic	Warner Brothers	
32	37	EXTREME/Hole Hearted	A&M	
33	35	AARON NEVILLE/Everybody Plays The Fool	A&M	
34	40	NATURAL SELECTION/Do Anything	East West	
35	NE	MARIAH CAREY/Emotions	Columbia	
36	33	GUNS N' ROSES/You Could Be Mine	Geffen	
37	26	JESUS JONES/Right Here, Right Now	SBK	UK
38	NE	METALLICA/Enter Sandman	Elektra	
39	NE	.38 SPECIAL/The Sound Of Your Voice	Charisma	
40	NE	JOMANDA/Got A Love For You	Big Beat	

TW	LW	Artist/Title	Label	ECO
1	1	NATALIE COLE/Unforgettable	Elektra	
2	2	BONNIE RAITT/Luck Of The Draw	Capitol	
3	5	BOYZ II MEN/Cooleyhighharmony	Motown	
4	4	C&C MUSIC FACTORY/Gonna Make You Sweat	Columbia	
5	11	COLOR ME BADD/C.M.B.	Giant	
6	3	VAN HALEN/For Unlawful Carnal Knowledge	Warner Brothers	
7	10	MICHAEL BOLTON/Time, Love And Tenderness	Columbia	
8	7	PAULA ABDUL/Spellbound	Captive	
9	8	SOUNDTRACK/Robin Hood: Prince Of Thieves	Morgan Creek	
10	6	R.E.M./Out Of Time	Warner Brothers	
11	15	AMY GRANT/Heart In Motion	A&M	
12	9	GARTH BROOKS/No Fences	Capitol	
13	13	D.J. JAZZY JEFF/Homebase	Jive	
14	12	SOUNDTRACK/Boyz N The Hood	Qwest	
15	17	EXTREME/Extreme II Pornograffiti	A&M	
16	14	SKID ROW/Slave To The Grind	Atlantic	
17	16	THE BLACK CROWES/Shake Your Money Maker	Def American	
18	18	N.W.A./Efil4zaggin	Ruthless	
19	19	TOM PETTY & THE HEARTBREAKERS/Into The Great Wide Open	MCA	
20	20	MARIAH CAREY/Mariah Carey	Columbia	
21	26	HEAVY D. & THE BOYZ/Peaceful Journey	MCA	
22	23	EMF/Schubert Dip	EMI	UK
23	25	SCORPIONS/Crazy World	Mercury	D
24	29	3RD BASS/Derelicts Of Dialect	Def Jam	
25	22	CANDY DULFER/Saxuality	Arista	NL
26	21	ANOTHER BAD CREATION/Coolin' At The Playground	Motown	
27	24	LUTHER VANDROSS/Power Of Love	Epic	
28	27	QUEENSRYCHE/Empire	EMI	
29	32	FIREHOUSE/Firehouse	Epic	
30	31	ROXETTE/Joyride	EMI	S
31	40	TRISHA YEARWOOD/Trisha Yearwood	MCA	
32	37	ROD STEWART/Vagabond Heart	Warner Brothers	
33	28	SOUNDTRACK/Bill & Ted's Bogus Journey	Interscope	
34	34	WILSON PHILLIPS/Wilson Phillips	SBK	
35	33	THE GETO BOYS/We Can't Be Stopped	Rap-A-Lot	
36	38	JESUS JONES/Doubt	SBK	UK
37	NE	SEAL/Seal	Sire	UK
38	36	TRAVIS TRITT/It's All About To Change	Warner Brothers	
39	35	ANTHRAX/Attack Of The Killer B's	Megaforce	
40	NE	LENNY KRAVITZ/Mama Said	Virgin	

RIAA Sets EP Awards

Awards for short-form albums, otherwise known as EPs (extended plays), have been added to the Recording Industry Association of America's (RIAA) gold and platinum stratification.

In order to qualify, recordings must contain more than two, but no more than six, different arrangements, and running time must not exceed 30 minutes. Gold status requires the sale of 250,000 units, platinum 500,000, and one million units sold garners multi-platinum acclaim.

Billboard

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OH NO, NOT AGAIN: Is Germany following France's lead and thinking about implementing national product quotas on radio?

RESTRUCTURING AT OUI FM: After the OK from French radio regulator CSA to a new plan presented by PolyGram and Virgin regarding Oui FM, it seems that the station will be going through changes both in structure and in management. A shareholder meeting was planned before the end of August and might see the arrival of new investors. PolyGram and Virgin, who were previously only outside investors, will become shareholders but with a small share. It appears station director Pierre Raiman has lost his fight to gain the control of the station and has been ousted. He will be replaced by a "professional in the radio field."

QUALITY EUROPE FM DEBUTS: Quality Europe FM, the UK-backed, pan-European satellite radio service, has begun regular transmissions. Station manager Roy Litchfield claims the station is offering something different from other satellite services (see M&M June 22). "We will be operating the first full-service radio station on Astra and have had a good response to the test transmissions."

RUMBLINGS AT RADIO 107: What was the staff of Radio 107/Hamburg doing at consultancy European Media Services in Holland? Details are expected to reveal themselves next week.

DAB, DCC AT NSST: The 15th Nordic Symposium of Sound Technique is held from September 26-29 1991 in Heggedal, Norway. As usual, there will be an exhibition with all the major manufacturers of audio equipment present, but this time there'll be a special introduction of DCC and details about DAB receivers.

AIRC BACKS BPME-UK: Good news for the association of Broadcast Promotion & Marketing Executives-UK, which debuted its European presence in Leeds last fall. The Association of Independent Radio Contractors (AIRC) has formally announced its support for BPME-UK, with collaboration planned for the latter's awards program at this year's conference on November 15-16 in Glasgow. For details, contact Ian Mayor at +44-274-680888.

SIX FOR LE DISQUES SHOWCASE: Les Disques Du Crepuscule plan to organise a showcase in September featuring six label artists, including Los Ojos De Carmen, The Candymen and Perry Rose. The show will be backed by Radio 21/Brussels, and four Los Ojos tracks will be used for Radio 21's 'Plan Langue', where pop songs are translated word-by-word into French.

Classic FM

(continued from page 1)

transmission packages from foreign companies.

The Classic FM consortium includes Time Warner, Brian Brolly's ROSC Holdings and GWR FM as investors, with Hambros acting as financial advisers.

Classic FM chairman David Astor says that the consortium's research shows "there is a substantial and largely untapped audience for the programming we have proposed. As one might expect, given the nature of the programming material, that audience is younger, wealthier and more upmarket and is one in which advertisers have already expressed great interest.

"Our aim will be to promote the new station widely in advance of opening and to sustain promotion throughout the eight-year period of the licence. But at the same time we shall operate efficiently, keeping our overheads as low as possible."

Maker says that Classic FM will introduce a whole new presentation of classical music which will attract a new audience. "The

trouble is that in this country our perception of classical music is dominated by BBC Radio 3, which is a very esoteric station. In fact, it has the lowest average hours of any national network, which means that their audience is not staying with them.

"We will offer a variety of classical music. It will be a station for lovers of classical music rather than knowledgeable students. We won't carry pieces of music that are longer than four minutes during the day, but in the evening we will be broadcasting complete concerts which will be sponsored."

Commenting on the new operator of INR1, IRS group sales director Stan Park says, "Commercially, everyone must breathe a sigh of relief that Showtime hasn't got the licence. Classic FM's challenge is to get a younger upmarket audience profile. Otherwise it will fall into the same trap as Showtime.

Capital Radio sales director David Lees agrees. "We have always believed that new radio stations should be complementary to existing services. In terms of expanding the status, image and audience for commercial radio,

Soviet Coup

(continued from page 1)

mation Agency, which is under the control of Boris Yeltsin.

"We are doing our best. We're not a news station, but we're just trying to be as objective as possible," he says.

During the coup, there were reports that the first private radio station in the USSR, Radio Echo/Moscow, was closed. At presstime there was no word whether or not the station was

Dire Straits

(continued from page 1)

built in for them, in addition to the two minutes of advertising from Philips CD at the beginning and end."

The show has been produced in conjunction with Phonogram UK, which is mounting its biggest-ever marketing campaign in support of the album, running over the next two years. Says international marketing director Bernadette Coyle, "We asked each of our territories to come up with the ideal slot for this show, bearing in mind that because of the band's hectic schedule stations were unlikely to get individual interviews."

MCM's worldwide syndication already includes 11 South American countries and deals have also been confirmed with six stations in Australia and three in New Zealand. In the US Westwood One is syndicating the show.

The radio programme marks the start of Phonogram's international marketing campaign, which will run through 1992 and into 1993, as Dire Straits undertake a massive world tour, playing to over seven million people.

Classic FM is a much better bet than Showtime, which was, frankly, ill-conceived. Classic FM should take listeners from the BBC and bring in a new audience.

"BBC Radio 3 has a 7% reach but a very low 4.8 average hours per week. To be commercially viable Classic FM will need a 15% reach and 9-10 average hours. The question is how much money they are prepared to spend to attract that kind of audience."

Steve Hyde, head of media at leading media buyer Zenith, says he believes Classic FM could be "a good sell if it doesn't stick too rigidly to a classical format. Wall-to-wall classics would be a turn-off. The station will have to veer towards the Melody easy-listening format as well. They must aim for popular classics in the broadest sense, and take listeners from BBC Radio 2.

"The popular classics format is untried and untested in this country. If it can gain a 10% reach within 12-18 months it could be successful. But it will need a substantial marketing budget to achieve this. It could even attract a younger audience down to 25-year-olds."

back on the air. Radio Echo is backed by politicians supporting Yeltsin.

News of the attempted coup was first broadcast by then-Soviet vice president Genady Yenyayev on the English service of Radio Moscow at about 03.30 UTC on August 19. At that time, Radio Moscow was airing two parallel programmes. Programme 1 appeared to be pre-recorded and continued to operate as if nothing had happened. Programming included stories about Soviet

workers in Japan and a roundtable discussion about the policies of Gorbachev.

Programme 2 aired piano music immediately after the first news of the coup, and then at half-hour intervals broadcast more news on the crisis. However, two hours later during one broadcast, the programme was cut off the air for a while, but reception deteriorated during the net few days.

Emmanuel Legrand and David Rowley contributed to this story.

Explains Coyle, "The album should ship platinum in most territories where *Brothers In Arms* went platinum. Our goal is to create maximum impact at the front end of the campaign while placing equal emphasis on longevity. While we expect to have a number one album worldwide, the challenge is to maintain a very high chart profile for the duration of the project.

"The initial reaction to the *Calling Elvis* single is fantastic; it is already on radio playlists throughout the world. We have identified at least three further singles from the album and expect to have shot video clips for all three prior to the tour."

To co-ordinate the campaign and the sponsorship involvement from MTV and Philips, Phonogram has dedicated marketing executive Christine Dwyer to work exclusively on the project. "It is important for all the overseas territories to have one person they can channel everything at," says Coyle. "Obviously, she will farm out many of the queries to other Phonogram departments but every piece of paper regarding Dire Straits will have to pass by her."

Each European territory is setting up its own campaign for the Dire Straits album. These include competitions for tickets to concerts on the first leg of the band's European tour, which runs through to mid-October. The band is doing very little direct

MTV

(continued from page 1)

common, non-voting stock. The deal effectively values MTV Europe, which currently reaches 29 million homes via cable, satellite and terrestrial distribution, at between US\$120-130 million.

While Viacom now has total control of the music channel, MTV Networks chairman/CEO Tom Freston says it's business as usual at its European sister. "There are absolutely no programming changes planned for the MTV Europe. It's important to know that we were the operating partner to begin with, so we don't plan to change what we've already been doing," says Freston.

Freston says the goal for the network is 40 million homes by the end of next year, noting key growth markets as northern Europe, the UK and Italy.

promotion once the album is released and Coyle says, "We have put together a number of promotional tools which create maximum media opportunities. These include a CD interview disc, a 12-minute documentary film on the making of the *Calling Elvis* video, plus a 30-minute, broadcast-quality electronic press kit."

MTV's sponsorship deal gives them access to footage of Dire Straits in rehearsal and one of the opening shows in Dublin. The station is running a Dire Straits weekend in early October, at which it may be announcing details of the second leg of the European tour next summer. MTV is also branded on tickets, posters and advertising for the concerts and will have a presence at the shows."

The Philips commercial for its new soundbox is airing from this weekend and features the *Calling Elvis* single and the puppets from the video.

Coyle expects most countries to go with two singles from the album before Christmas and there are plans for further TV exposure next spring, in advance of next summer's European stadium tour. "We aim to keep the band in the spotlight consistently throughout the campaign. *Brothers In Arms* sold 20 million copies worldwide. With *On Every Street* the band has delivered another terrific album and our expectations at Phonogram are running high." HF

The US\$60-65 million price tag, or US\$5 per household, for half of the network didn't surprise most analysts. Recent deals—such as the sale of a 25% stake in The Children's Channel and W.H. Smith's divestiture of its sports/entertainment network interests—have valued European cable/satellite networks at between US\$3-4 per household. That premium seems justified, says Bill Marchetti, an analyst at media research firm Kagan World Media. "It's the crown jewel of the European cable and satellite programming business."

MTV Europe last year billed an estimated £5 million in ad revenue, and is expected to triple that. Editor's notes: At presstime, MTV Europe MD/CEO Bill Roedy was out of the country and unavailable for comment. French radio net NRJ on March 19 had expressed an interest in the network (see M&M March 30).

EHR TOP 25

TW	LW	WOC	Artist/Title	Label
1	1	8	BRYAN ADAMS /(Everything I Do) I Do It For You	(A&M)
2	3	7	CHER /Love & Understanding	(Geffen)
3	2	11	PAULA ABDUL /Rush Rush	(Virgin America)
4	7	5	EXTREME /More Than Words	(A&M)
5	5	6	OMD /Pandora's Box	(Virgin)
6	13	5	SEAL /The Beginning	(ZTT/WEA)
7	10	4	HUEY LEWIS & THE NEWS /It Hit Me Like A Hammer	(EMI USA)
8	6	11	LENNY KRAVITZ /It Ain't Over 'Til It's Over	(Virgin America)
9	9	4	AMY GRANT /Every Heartbeat	(A&M)
10	12	4	MICHAEL BOLTON /Time Love & Tenderness	(Columbia)
11	8	12	CRYSTAL WATERS /Gypsy Woman (La Da Da La Da Dee)	(A&M)
12	16	2	HEAVY D & THE BOYZ /Now That We Found Love	(MCA)
13	19	4	C&C MUSIC FACTORY /Things That Make You Go Hmm...	(Columbia)
14	17	7	ERASURE /Chorus	(Mute)
15	21	2	INCOGNITO FEAT. JOCELYN BROWN /Always There	(Talkin' Loud)
16	11	14	ROXETTE /Fading Like A Flower (Everytime You Leave)	(EMI)
17	14	11	COLOR ME BADD /I Wanna Sex You Up	(Giant)
18	4	10	ROD STEWART /The Motown Song	(Warner Brothers)
19	NE	➔	DJ JAZZY JEFF & THE FRESH PRINCE /Summertime (Jive)	
20	22	3	NATALIE COLE & NAT 'KING' COLE /Unforgettable	(Elektra)
21	NE	➔	DEACON BLUE /Twist And Shout	(Columbia)
22	18	11	R.E.M. /Shiny Happy People	(Warner Brothers)
23	NE	➔	COLOR ME BADD /All 4 Love	(Giant)
24	15	19	ZUCCHERO/YOUNG /Senza Una Donna	(London)
25	NE	➔	LEVEL 42 /Guaranteed	(RCA)

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.

EHR NEW ADD LEADERS

LEVEL 42 /Guaranteed	(RCA)	10
COLOR ME BADD /All 4 Love	(Giant)	9
DIRE STRAITS /Calling Elvis	(Vertigo)	9
BRYAN ADAMS /(Everything I Do) I Do It For You	(A&M)	8
SIMPLE MINDS /Stand By Love	(Virgin)	8
MIDGE URE /Cold, Cold Heart	(Arista)	8

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

BRYAN ADAMS /(Everything I Do) I Do It For You	(A&M)	45
CHER /Love & Understanding	(Geffen)	36
PAULA ABDUL /Rush Rush	(Virgin America)	31
EXTREME /More Than Words	(A&M)	31
HEAVY D & THE BOYZ /Now That We Found Love	(MCA)	26

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

EHR TRACKING REPORT

Artist/Title	Total	A	B	Add
1 BRYAN ADAMS /(Everything I Do) I Do It For You	60	45	7	8
2 CHER /Love & Understanding	53	36	13	4
3 PAULA ABDUL /Rush Rush	46	31	14	1
4 EXTREME /More Than Words	43	31	9	3
5 SEAL /The Beginning	38	25	12	1
6 OMD /Pandora's Box	37	24	10	3
7 HEAVY D & THE BOYZ /Now That We Found Love	35	26	6	3
8 MICHAEL BOLTON /Time Love & Tenderness	35	23	10	2
9 HUEY LEWIS & THE NEWS /It Hit Me Like A Hammer	34	23	10	1
10 AMY GRANT /Every Heartbeat	32	24	5	3
11 C&C MUSIC FACTORY /Things That Make You Go Hmm...	30	22	7	1
12 ERASURE /Chorus	30	19	10	1
13 INCOGNITO FEAT. JOCELYN BROWN /Always There	30	18	12	0
14 LENNY KRAVITZ /It Ain't Over 'Til It's Over	29	16	8	5
15 LEVEL 42 /Guaranteed	29	12	7	10
16 CRYSTAL WATERS /Gypsy Woman (La Da Dee La Da Da)	28	21	6	1
17 NATALIE COLE & NAT 'KING' COLE /Unforgettable	28	17	9	2
18 DJ JAZZY JEFF & THE FRESH PRINCE /Summertime	27	17	4	6
19 DEACON BLUE /Twist And Shout	26	18	5	3
20 COLOR ME BADD /I Wanna Sex You Up	25	20	4	1
21 COLOR ME BADD /All 4 Love	25	13	3	9
22 ROD STEWART /The Motown Song	24	15	7	2
23 ROXETTE /Fading Like A Flower (Everytime You Leave)	24	15	7	2
24 BOMB THE BASS /Winter In July	23	14	4	5
25 R.E.M. /Shiny Happy People	21	12	8	1
26 MARTIKA /Love...Thy Will Be Done	21	8	10	3
27 VOICE OF THE BEEHIVE /Monsters And Angels	20	15	4	0
28 GIPSY KINGS /Baila Me	20	15	5	1
29 SAILOR /La Cumbia	19	15	1	3
30 SCORPIONS /Send Me An Angel	19	13	3	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 by "A" rotation.

EHR REPORTERS

The following stations are weekly contributors to Music & Media's European Hit Radio chart. The reporting deadline is 1400 CET on Tuesdays.

- 101 Network/Milan, I
- Aalborg Noeradio/Aalborg, DK
- Antenne Austria, A
- Aarhus Naeradio/Aarhus, DK
- Atlantic 252/County Meath, IRL
- AVRO/Hilversum - National, NL
- Bayern 3/Munich, D
- BBC Radio 1/London, UK
- BRMB/Birmingham, UK
- Capital Radio/London, UK
- CD International/Braislava, A/C/S
- Century Radio/Dublin, IRL
- Chiltern R. & Northants R. & Severn Sound, UK
- City 103/Gothenburg, CH
- Downtown Radio/Belfast, UK
- Europe 1/Paris, F
- Fox FM/Oxford, UK
- Fun Radio/Paris, F
- GWR/Bristol/Swindon, UK
- Hundert,6/Berlin, D
- Invicta FM/Canterbury, UK
- KRO/Hilversum - National, NL
- Metro FM/Newcastle, UK
- NCRV/Hilversum - National, NL
- NOS/Hilversum - National, NL
- NRJ Network/Paris, F

- Ocean Sound/Power FM/Farahana, UK
- OK Radio/Hamburg, D
- Piccadilly Radio/Manchester, UK
- Radio 1/Oslo, N
- Radio 102/Haugesund, N
- Radio 24/Zurich, CH
- Radio T.O.N./Bad Mergentheim, D
- Radio P4/Lund, S
- Radio Antigoon/Antwerp, B
- Radio Babbaleo/Genoa, I
- Radio Basilisk/Basel, CH
- Radio Broadland/Norwich, UK
- Radio Charivari/Nuremberg, D
- Radio City/Liverpool, UK
- Radio Clyde/Glasgow, UK
- Radio Contact Network F, B
- Radio Contact Network NL, B
- Radio Dimensione Suono/Rome, I
- Radio Express/Antwerp, B
- Radio Forth/Edinburgh, UK
- Radio Gang/Nuremberg, D
- Radio Hallam/Sheffield, UK
- Radio Jyväskylä/Jyväskylä, SF
- Radio Lidingo/Stockholm, S
- Radio Madrid SER/Madrid, E
- Radio Musa/Tampere, SF
- Radio Nord/Harstad, N
- Invicta FM/Canterbury, UK
- KRO/Hilversum - National, NL
- Metro FM/Newcastle, UK
- NCRV/Hilversum - National, NL
- NOS/Hilversum - National, NL
- NRJ Network/Paris, F

- Radio Solo/Saarbruecken, D
- Radio Trent Group/Nottingham, UK
- Radio Uptown FM/Copenhagen, DK
- Radio Vest/Stovanger, N
- Radio Viborg/Viborg, DK
- Radio Vibration/Orleans, F
- Radio Vitamine/Toulon, F
- Radio Voice/Copenhagen, DK
- Radiomafia (YLE)/Helsinki, SF
- RAI Stereo 1/Rome, I
- Red Dragon/Cardiff, UK
- Red Rose Radio/Blackpool, UK
- Rete 105/Milan, I
- RIAS 2/Berlin, D
- RPR/Ludwigshafen, D
- RSH/Kiel, D
- RTE Radio 2FM/Dublin, IRL
- RTL 102.5 Hit Radio/Bergamo, I
- RTL 208/London, UK
- RVS/Rouen, F
- SAF Radio City/Stockholm, S
- SDR 3/Stuttgart, D
- SFB 2/Berlin, D
- Skyrock/Paris, F
- SR 1/Europawelle Saar/Saarbr., D
- Star*Soft/Munich, D
- Sud Radio/Toulouse, F
- Swansea Sound/Swansea, UK
- Top 97.2/Madrid, E
- TROS/Hilversum - National, NL
- Uptown FM/Copenhagen, DK
- Veronica/Hilversum - National, NL
- VOA Europe/Munich, D

CHARTBOUND RECORDS

BOMB THE BASS /Winter In July	(Rhythm King/Epic)	23/5
MARTIKA /Love...Thy Will Be Done	(Columbia)	21/3
VOICE OF THE BEEHIVE /Monsters And Angels	(London)	20/1
GIPSY KINGS /Baila Me	(Columbia)	20/0
MIDGE URE /Cold Cold Heart	(Arista) NE	19/8
ABC /Love Conquers All	(Parlophone)	19/4
SAILOR /La Cumbia	(RCA)	19/3
SCORPIONS /Send Me An Angel	(Vertigo)	19/3
BEVERLY CRAVEN /Holding On	(Epic)	18/0
JASON DONOVAN /Any Dream Will Do	(Really Useful)	18/0
DE LA SOUL /A Roller Skating Jam Called..	(Tommy Boy) NE	17/4
BEF FEAT. LALAH HATHAWAY /Family Affair	(Ten) NE	17/2
RHYTHM SYNDICATE /P.A.S.S.I.O.N.	(Impact American EMI)	17/1
PM DAWN /Set Adrift On Memory Bliss	(Gee Street) NE	16/7
MARC COHN /Walking In Memphis	(Atlantic)	16/2
DANNI MINOGUE /Jump To The Beat	(MCA)	16/2
SCRITTI POLITTI/SWEETIE IRIE /Take Me In Your Arms And Love Me	(Virgin) NE	16/2
CATHY DENNIS /Just Another Dream	(Polydor)	16/0
SHAMEN /Move Any Mountain	(One Little Indian)	15/1
SMIFF N' THE TEARS /Driver's Seat	(Sound Products)	15/0
OMAR /There's Nothing Like This	(Talkin' Loud) NE	14/4
RIGHT SAID FRED /I'm Too Sexy	(Tug/BMG) NE	14/4
JIMMY SOMERVILLE /Run From Love	(London) NE	14/4
JESUS JONES /Right Here Right Now	(Food) NE	14/2
WILSON PHILLIPS /The Dream Is Still Alive	(SBK)	14/2
MARC COHN /Silver Thunderbird	(Atlantic) NE	13/6
MARILLION /No One Can	(EMI) NE	13/4
R.E.M. /Near Wild Heaven	(Warner Brothers) NE	13/4
SQUEEZE /Sunday Street	(Sire) NE	13/3

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.

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