Jazz Extends Deadline For Astor, Maker

by Mike McGeever

The David Maker/David Astor-led consortium Golden Rose Radio (GRR) has been given its second deadline to line-up the £1 million (app. US$1.7 million) financing to acquire Jazz FM/Eden.

The group failed to complete the buyout on September 30, the same day it satisfied the UK Radio Authority that funding was secured for Classic FM, the UK’s first independent national radio licence (INR1).

(continues on page 34)

Holland Keeps CD Lead

by Maaike Bakker

The Netherlands continues its position as the worldwide leader in CD soundcarrier penetration. During the first half of 1991, CDs (including CD-singles) accounted for 95% of total turnover, the highest figure in the world. Japan is next with 85% (over 1990 figures), followed by Switzerland with 75%.

According to figures released by local IFPI-body NVPI, total shipments over the first six months was Dhfl 615 million (app. US$300 million), an increase of 20% compared to the same period last year. Total volume grew by 15% to 24 million units.

CD shipments (excluding CD-singles) grew by 27% in value (reaching Dhfl 561 million) and 30% in units to 19.5 million.

As expected, vinyl album sales were almost non-existent in the Netherlands, representing a mere 1.3% of the total market value. With a decrease of 61% in value, the vinyl album shipments were valued at Dhfl 7.7 million for the first six months. The vinyl single has lost impact too with only 665,000 copies sold. Its share of total shipment turnover is only 0.6%, accounting for a value of Dhfl 3.4 million.

While globally the music cassette still is the no. 1 soundcarrier, its influence in the Netherlands is somewhat limited. With total shipments of 1.5 million (Dhfl 18 million), volume dropped by 7% and the cassette now takes only 3% of total shipment turnover.

The CD-maxi-single (3.6% of turnover) has not yet been able to compensate for the loss of vinyl, mainly because of its high price. However, NVPI MD Rob Edwards sees an important role for the cassinale, introduced on the national market in March of this year. In four months, it managed to sell 150,000 units with a market value of Dhfl 1 million.

If the current growth figures are anything to go by, Edwards expects total shipment turnover to be around Dhfl 1.4 billion by the first half of 1992, an increase of 4% over 1991 figures. While some performers are satisfied with this growth, the CD market in the Netherlands is only 0.6%, accounting for a market value of Dhfl 3.4 million.

(continues on page 34)

Warner Hopes Music Pirates Go Hungry

Warner Music hopes to deliver pirates a blow in Hungary by including the country in its worldwide release schedule for two new records.

Both the new Prince album Diamonds And Pearls (see review on page 23) and Simply Red’s Stars (page 24) hit Hungarian record stores on September 27, the same as the rest of Europe.

(continues on page 34)
So you think there are too many conferences already?

We beg to differ.

Sure, these days it seems like someone announces a new music conference about once every two months. Trumpets are blown. Brave words are uttered. Each new conference is going to be the biggest and the best. Each is going to blow the New Music Seminar away.

Still, the conference trade is booming.

What we have seen in Europe – in Florence and Dublin, Cologne and Copenhagen, Glasgow and maybe next year in Manchester – is a healthy growth in national and regional music meetings. And in serving their various markets, most of them do a pretty good job, too.

But if you want to make the very most of Europe, get beyond the various national horizons, connect with the emerging single market, make contacts with people from East of the old Iron Curtain, there is still only one conference to attend.

Never mind the bollocks, here are the facts:

Last year at Berlin Independence Days there were 2238 delegates representing 622 companies from 18 countries and including 325 media people from 19 countries.

There was a trade fair of 83 stands with 114 exhibitors from 21 countries. And 185 panelists from 19 countries chewed things over in 22 seminars.

We are thus pleased to announce that BID, now venturing its fourth year, ranks as the world’s third largest international music conference, while our massive showcase programme (last year 141 acts from 22 countries played in 12 different venues) clocks in proudly as Europe’s largest music festival.

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THE ONE CONFERENCE THAT ISN'T ONE TOO MANY
Two Rooms Targeted At TV

by Machigel Bakker

While Dire Straits' On Every Street has already landed in the top spot at no. 1 in the newly released album I'm Your Fan. Out in Europe, the album brings together many of the bands contacted are on the labels involved, but were all into the idea."'}

"So we discussed the whole project that's not TV-advertised."'}

"For me it est was quickly aroused. For me it is proof that an affiliate can generate "many millions" across Europe and TV campaigns are scheduled to run in all European markets up until Christmas. The London-based company has already produced TV spots of 10, 30, and 60-seconds, and a video/CD will be released by PolyGram Video, including rare performances, archive footage and interviews. In addition, coinciding with the publication of a 128-page hardback book on the partnership, a limited-edition box set is planned, containing the book, album and video. The album's first single Oleta Adams' Don't Let The Sun Go Down On Me, has already charted in the UK at no. 37, and is this week's highest entry in the UK Chart section. "That single gives us the perfect launch for the album release," says PolyGram UK marketing director Nick Rowe. "I don't see why we can't do as well with the Dire Straits album." It's potential is enormous, and will appeal to people who like Phil Collins, Dire Straits and Eric Clapton—the 25-50 year old market."'}

Robbie Dennis, the album should generate "many millions" across Europe and TV campaigns are scheduled to run in all European markets up until Christmas. The London-based company has already produced TV spots of 10, 30, and 60-seconds, and a video/CD will be released by PolyGram Video, including rare performances, archive footage and interviews. In addition, coinciding with the publication of a 128-page hardback book on the partnership, a limited-edition box set is planned, containing the book, album and video. The album's first single Oleta Adams' Don't Let The Sun Go Down On Me, has already charted in the UK at no. 37, and is this week's highest entry in the UK Chart section. "That single gives us the perfect launch for the album release," says PolyGram UK marketing director Nick Rowe. "I don't see why we can't do as well with the Dire Straits album." It's potential is enormous, and will appeal to people who like Phil Collins, Dire Straits and Eric Clapton—the 25-50 year old market."'}

"rowe expects to sell one million copies before the end of the year. Although not disclosing details, the album will be advertised on TV until Christmas, and will be tied in with a one-hour special on ITV, at the beginning of December. In Holland, expectations are equally confident. With a total investment of Dfl. 250.000 (US$132.000), the album should reach the platinum status (100.000 units) by the end of this year. According to Phonom Holland marketing manager international repertoire Dries van der Schuyt, Dfl. 150.000 will be spent on TV advertising, Dfl. 40.000 on radio spot campaigns (including 14 commercials on both the national chain and commercial cable station Sky Radio), while the remaining is used for print and point-of-sale advertising. Radio ads will run from mid-November through to mid-December. Chris George, GM of Poly- Gram Germany's TV merchandising arm Polystar, is aiming to sell close to 500.000 copies of the album before the end of the year. No less than DM600.000 (approx. US$330.000) will be spent on a four-week radio and TV advertising campaign, while another 150.000 is added for print and in-store campaigns. According to George, "the split between TV and radio will be 50/50. Radio, however, is still the best medium to promote music, unless you want to reach an older [50plus] demographic." Both the ARD stations as well as the major privates will be targeted. The French Phonogram company could not be reached at press time, but is believed to be spending FFr64 million (approx. US$650.000), likely to be the biggest in the company's history."

Music

- Eamon Sherlock is the new director of administration for MCA Records International.

- Nan Schurig has been appointed international A&D director at Arcade International. Svenno Koecmans is the new creative director, while Arcade Renexus, and Niel van Hoff is the new product director.

- Rüdiger Fleige has been appointed sales director at Sony Music Germany, replacing Horst Bartels, who left the company late last year.

- Axel Krausser has taken over as head of promotion at Mabmusik. Tanja Suhrmann, Annamaree Schobert, and Helga Krausser are now in charge of promotion for the west/southwest, south and central, respectively.

Radio

- Mike Henfield, station director at GWR FM (West/Bristol and GWR Group Classic Gold Radio, has been appointed new MD at Trans World Communications' Red Rose Radio/Preston. Henfield fills the post left vacant by Dave Lincoln, new MD at Radio City/Liverpool.

- Andy Archer has been appointed programme controller at Invicta SuperGold AM/Kent. Industry veteran Archer joins SuperGold from sister station Mellow 1527 AM/Essex.

- Violaine Boutellier replaces Ian Travaille as the new GM for radio analyst Carat Radio. Travaille remains with Carat to set up an as-yet-unnamed new structure within the company.

- Karen Woods has been appointed news manager at Ocean Sound. She has been with the station since it opened in 1986, and replaces Chris Carney, who is now programme controller at 2CR (Two Counties Radio)/Bourne-mouth.

- Metro Radio Group has made some changes to its sales team. Liz Chapman is sales director for Metro FM/Newcastle, TFM/Stockton and its joint AM service Great North Radio (GNR). Mike Lynch becomes associate director of regional sales. 
**Radio Investments Eyes Smaller Stations**

by Mike McGeever

Radio Investments Ltd (RI), the UK radio investment firm, has set its sights on smaller incremental stations (less than 250,000 total service area), following the company's recent friendly buyout of KCBC/Kettering for £130,000 (app. US$211,000). KCBC, rated second behind BBC Radio 2 in a market of 25 stations, is the first station in which RI has a 100% stake.

RI bought KCBC after the UK Radio Authority decision forced the majority share holder—the Chiltern Radio Network (CRN)—to sell its shares. Because CRN's total service area extends into KCBC's, they would be allowed only a 20% share of the station, a minority stake that did not interest CRN. However, CRN management expressed "delight" and "enthusiasm" that the station was in the hands of RI.

RIA chairman/CEO Robert Stiby dismisses some of the industry pundits' claims that stations with total service areas of less than 250,000 are not viable. "If the stations are run properly with low operating and start-up costs, if the stations are run properly they can be successful," he says.

The "keen interest" to take stakes in and purchase smaller stations while bidding for new licenses is a new avenue the firm is pursuing, according to Stiby. "The acquisition of KCBC is our first operational venture and marks a significant departure by RI. We see it as a blueprint for developing other small stations."

Prior to the purchase, RI's interest in stations was focused on investment, rather than the hands-on, day-to-day operations.

Established in 1972, RI's portfolio includes shares in metro-area broadcasters Capital Radio /London, Invicta Radio/Kent and East Anglia Radio/Norwich, Bright FM: Those behind the group are Paul Easton of Net-

cast some of their programmes from various locations at the theme park. More than 150 broadcast hours were racked up over five consecutive days.

According to project coordinator Tim Jibson of Tim Jibson Broadcast Marketing/York, the broadcasters were sponsored by Disney World. Both 2FM RTE/Dublin and Radio 21/Berlin, along with 160 others, was pulled by chairman Maurice Osterstein and Polydo's senior director of commercial affairs, Andrew Jenkins.

**Quality Europe To Provide News**

by Paul Easton

Cheltenham-based satellite broadcaster Quality Europe FM is offering its hourly European International news bulletins to other stations. This will make them a third news provider, alongside Independent Radio News (IRN) and Network News.

Unlike the other two services, Quality will be charging stations £416 (app. US$690) per month, on a 12-month minimum contract basis. IRN and Network News are financed through the sale of a commercial spot during peak-time bulletins.

**Network News Offers 20% Incentive To Subscribers**

Network News, one of the UK's latest news services, will distribute 20% of its national revenue to subscribers on an audience-delivered basis.

It was following a letter from Network News joint MD Paul Cantler to the MMs of the 20 stations on the network, the bulletin service will begin carrying commercials when a "critical mass" of stations are committed to using the service.

Network News was launched on July 6, the day after the plug was pulled on ITN Radio News. The network is partly managed and operated by former ITN staff, and is based at Chiltern Radio Network/Dunstable.

**Three Vie For Kings Lynn Licence**

The first year revenue forecast is estimated at £261,000.

X-Cel: The main person behind this group is Tony Buckingham, who runs his own builder's business. He has been involved in mobile disco's in the past, and the application says that he "has accumulated a wealth of knowledge in all aspects of radio over the years, due to his almost fanatical interest in all areas of radio broadcasting."

X-Cel would provide its own programming 24-hours a day. During the day the stations would take AOR music format with specialist programming during the evening and night. They also plan to have a Sunday evening specialist music slot.

The launch date is expected to be 12 months from the award of the licence. X-Cel's first year revenue forecast is estimated at £286,000.

**Indies Broadcast Disney's Birthday**

The report concludes that "radio advertising needs to become more financially rewarding for agencies, if it is to take a larger slice of the advertising cake. Radio airtime remains so cheap that it is not cost effective, making a radio campaign unprofitable for an agency. Thus advances in radio sales technique should solve the problems as to disparate rate cards, for example."
Media Industry Treads Poor Profit Waters In 1990

by Emmanuel Legrand

EHR FM net NRJ achieved the highest profit margin in the French radio and music industry in 1990, according to an analysis of the top 100 communication companies by trade magazine Stratégies.

The magazine found that when compared with 1989, all sectors of the media—press, TV, cinema and radio—suffered from poor profits and turnover figures as a result of the recession.

Stratégies has produced a table ranking the companies according to turnover and profitability. The number one communication company in France is publishing group Groupe de la Cité, with Frf6.2 billion (app. US$10 million) turnover, followed by advertising company la Cité, with Frf5.9 billion (app. US$9.2 million) turnover, and Virgin France (74) with Frf5.8 billion (app. US$9.1 million) turnover.

On the advertising side, the French radio and music industry is also suffering, with only two outlets showing profits. Canal Plus and TF1. Most other channels are reporting massive losses.

Stratégies has called for "stabilisation" and "consolidation" in the radio industry, noting that advertising revenues for FM networks are down, with stations as a whole reportedly grabbing about 6.6% of the overall advertising expenditure in France in 1990. However, only one third of this amount was allocated to FM stations.

Communication Industry Results For 1990

<table>
<thead>
<tr>
<th>Company</th>
<th>Turnover</th>
<th>% Chg.</th>
<th>Profit</th>
<th>% Chg.</th>
<th>Profit Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canal Plus (3)</td>
<td>6.130</td>
<td>15.9</td>
<td>857.9</td>
<td>12.1</td>
<td>14.2</td>
</tr>
<tr>
<td>TF1 (4)</td>
<td>5.829</td>
<td>9.8</td>
<td>303.1</td>
<td>37.7</td>
<td>5.2</td>
</tr>
<tr>
<td>FR3 (6)</td>
<td>3.735</td>
<td>12.7</td>
<td>180.0</td>
<td>96.2</td>
<td>NA</td>
</tr>
<tr>
<td>Antenne 2 (10)</td>
<td>3.017</td>
<td>5.9</td>
<td>744.3</td>
<td>-126</td>
<td>NA</td>
</tr>
<tr>
<td>Radio France (15)</td>
<td>2.063</td>
<td>3.4</td>
<td>63.3</td>
<td>-361.5</td>
<td>NA</td>
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<td>PolyGram (22)</td>
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<td>14.7</td>
<td>200.0</td>
<td>-16.7</td>
<td>12.2</td>
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<tr>
<td>La CinQ SA (29)</td>
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<td>646.2</td>
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<td>EMI France (33)</td>
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<td>58.6</td>
<td>-14.8</td>
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<tr>
<td>RTL (34)</td>
<td>1.140</td>
<td>7.6</td>
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<td>NA</td>
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<td>86.0</td>
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<td>7.8</td>
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<td>M6 (36)</td>
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<td>100.8</td>
<td>(159.0)</td>
<td>55.2</td>
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<td>Europe 1 (55)</td>
<td>708</td>
<td>7.7</td>
<td>NA</td>
<td>NA</td>
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<tr>
<td>RMC (63)</td>
<td>472</td>
<td>-5.9</td>
<td>(12.0)</td>
<td>-109.6</td>
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<td>La Sept (68)</td>
<td>433</td>
<td>26.2</td>
<td>0.5</td>
<td>-118.6</td>
<td>NA</td>
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<tr>
<td>RTL (70)</td>
<td>402</td>
<td>9.8</td>
<td>0.1</td>
<td>180.0</td>
<td>0.0</td>
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<tr>
<td>NRJ (73)</td>
<td>367</td>
<td>12.9</td>
<td>97.2</td>
<td>14.9</td>
<td>26.5</td>
</tr>
<tr>
<td>Virgin France (74)</td>
<td>365</td>
<td>12.5</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
</tr>
</tbody>
</table>

Overall media rank in brackets; profit and turnover are in Frf millions

Kaas Heads For Platinum With 'Scenes'

Patricia Kaas has sold over 500,000 copies of her latest album Scenes de Vie outside of France, Sony Music reports. The sales make the artist a heavy contender for the best French exporting act award at the Victoire, which she had previously won in 1990 and 1991.

Currently, the album has achieved double platinum status in France (600,000 copies), and is heading for triple platinum. Kaas is also doing well outside of France, having sold 170,000 copies so far.

Sony Music France international promotion coordinator Annick Geisler stresses that the German success has been achieved without radio support.

Geisler adds, "Kaas has been selling through her good press coverage. Stations tell us that the songs are too traditional, too bluesy. I believe the day she has a hit radio song, she will make it big."

Kaas's album sales are likely to be boosted in Germany when she embarks on a one-month European tour at the end of September. The tour will include 12 gigs in Germany and two in Moscow.

Sony Music is expected to release Kaas's next album, entitled Cercles de Soleil, in Europe at the beginning of November.
The second show will run during Sunday evenings between 23.00-01.00 and will be presented by Uwe Dirk.

According to Yaman, techno is increasingly popular in the Nuremberg region. "We toyed with the idea, however, after running a little promotion on the show. Listener response was so good that we decided to go ahead."

Club DJs will also give their programming input to the show and Frankfurt-based Torsten Sensau will be the first to be featured. Artists to be played include T'99 and Quadrophonia. Says Yaman, "We'll play the underground dance stuff 'industrial house', as they call it in the US."

Also, two new DJs have been recruited, Stephan Schwenk and Lisa Stansfield, Black Box, Candy Duffer, Urban Dance Squad and from Germany, Milli Squad and from Germany, Milli Senslau, Marky Mark and BG The Prince Of Rap. The current playlist features artists such as Eurythmics, Canibol, Geffen product manager Eva Ries, Geffen director of international Mel Posner, MCA senior VP Stuart Watson, controller Wolfgang Ptaetz and MCA product manager Frank Pagen.

THE NEW TEAM — MCA Music Entertainment presents some of its new staffers. The Hamburg-based company will be fully operational by the end of this year. From lr: marketing manager Jorg Eisen, MD Heinz Canibol, Geffen product manager Eva Ries, Geffen director of international Mel Posner, MCA senior VP Stuart Watson, controller Wolfgang Ptaetz and MCA product manager Frank Pagen.

N1 Gets Two New Weekend Dance

by Machgiel Bakker

As of October 5, dance station Hit Radio N1/Nuremberg has added two new shows to its weekly programming, entitled "Top 30 Dance Trax" and "NI Techno Club."

The first is an adaptation of the previous top 20 countdown show and mixes listener requests and current airplay of the station. Running every Saturday afternoon, the three-hour show will be hosted by PD Cetin Yaman.

The second show will run during Sunday evenings between 23.00-01.00 and will be presented by Uwe Dirk.

According to Yaman, techno is increasingly popular in the Nuremberg region. "We toyed with the idea, however, after running a little promotion on the show. Listener response was so good that we decided to go ahead."

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BMG 'NOW NUMBER 2' IN EUROPE

Crossborder Promotion Credited As Key To Success

by Mul Sondonck

BMG International's G/A/S operations have the largest share in the company in terms of both turnover and profits, according to the label's president/CEO Rudl Gassner. And breaking acts internationally has been the key.

Speaking during the company's August 21-24 sales conference, Gassner said BMG is now no. 2 in Europe. "Our company is one of the very few that has been able to establish international product from artists such as Eurythmics, Lisa Stansfield, Black Box, Candy Duffer, Urban Dance Squad and from Germany, Milli Vanilli, and Snap, in the American market," said Gassner. "Our strategy is not to buy market share, but to develop one and look not only at turnover, but especially at the profit margin."

According to BMG Ariola MD Thomas M. Stein, who opened the conference, the good sales for radio and TV-promoted product and sales of national productions were the major reasons for the DM330 million (app. US$193 million) turnover of BMG Ariola Munich — by far the largest turnover within the group.

Stein also pointed to the work of Berlin-based Hansa, the folk music production company, the growth in sales of music video and the Ariola Import Service (ARIS) (in particular the work of their national A&R team) as keys to the group's success. Stein also announced key signings of former east German stars and exceptionally good results in sales in the five new east German states.

Future goals for the next few months include a strengthening of the already high market share, increasing CD sales, and further developing the music video business. The establishment of new affiliates is also planned, along with a more in-depth look at the merchandising business.

BMG Ariola Munich deputy GM Christoph Schmidt emphasized the healthy relationship between cost and turnover within the group which, he says will be the basis for large investment in the future.

BMG Ariola Munich deputy GM Christoph Schmidt emphasized the healthy relationship between cost and turnover within the group which, he says will be the basis for large investment in the future.

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Radio 16/Madrid Flips To News-Talk Format

by Anne Marie de la Fuente

The first all-news station in Madrid is set to hit the airwaves in early 1992.

Madrid station Radio 16, owned by media publishing company Grupo 16, has already stopped alternating music with hourly news breaks, delegating instead the entire 07.00-14.00 morning block to a mix of international, national and local news. Between 14.00-23.00, the station is playing music interspersed briefly every hour by news bulletins. The early morning slot between 23.00-07.00 consists of a phone-in programme.

The station plans to continue to put into effect gradual changes over the next few months to lead to the all news format.

Says Radio 16 MD Angel Mosterion, citing the relative success of French 24-hour news station France Info. "It's only natural for a newspaper publisher like Grupo 16 to eventually opt for a more news-oriented station."

Radio 16 announced its programming shift at the same time SER's AM/FM news/talk network, SER Convencional, increased its news programmes to fill a total of 10 hours a day. (See M&M October 5). The continuous news block opens with "Matinal Ser" between 06.00-09.00, followed by "Hora 14" from 14.00-16.00 and finishes with "Hora 25" between 19.00-24.00. According to SER director Augusto Delkader, "Hora 25" targets those who want to arrive home [from work] well-informed. With this move, SER reaffirms its commitment towards specialization.

While SER Convencional is interested in its news coverage, pop station Los 40 Principales is attempting to focus its format on the Spanish youth market.

BMG Hopes Pinned On Complices

BMG Spain's hopes for a significant boost in units sales of recorded domestic talent reportedly rest on a group called Complices.

The group's second album, La Danza de la Ciudad (The Dance of the City), has sold more than 200,000 copies in Spain, and much is expected of the third album, Esta Llorando el Sol (The Sun is Crying), due out in late October.

At the company's annual sales convention in Madrid, BMG MD Jose Maria Camara briefly outlined the company's plans for the Christmas 1991 sales period.

Among the artists with new releases that BMG will be handling in Spain are Lisa Stansfield, Dave Stewart & the Spiritual Cowboys, Level 42, Guns N' Roses and U2.

Camara revealed that BMG's market share in fiscal year 1990/91 had risen from 14.2% to 15.9%. However, it is expected to improve in fiscal 1991/92 because three of BMG's acts have already dominated the summer charts in Spain. Mecano's album Alineadi has sold more than 600,000 copies (more than one million worldwide) since its June release, merengue-salsa star Juan Luis Guerra was no.1 for eight weeks with the Bachata Rosa album, and Los Maselos became a successful novelty act with the Beatles' All My Loving and sold 300,000 albums this summer in Spain.

Dischi Ricordi Promo For Nannini Album

Record company Dischi Ricordi has reinforced the release of Giannina, the new live album by major artist Gianna Nannini, with a free cassette inserted in the September issue of Tutto Musica e Spettacolo, a monthly magazine with a readership of 300,000.

The tracks on the tape include Sorridi, Avventuriera and Buon Bum Bum, the same as a CD-single released in most other European countries. However, no commercial single has yet been released on the local market.

Comments the company's promotions director Maurizio Miretti, "Quite simply there's no singles market locally. Con- sumers prefer to wait for an album release. If you think our artist Marco Masini can sell 800,000 units of his latest album Madison, but only sell 20,000 copies of the single Perché Lo Fai, his San Remo song, it gives you the picture."

Ricordi has invested in radio and TV advertising campaigns to promote Giannissima. The company chose the national music-only station, Radio Italia Solo Musica Italiana, because Miretti believes it has developed into the perfect channel to promote locally produced music.

New Music, CGD Sign Distribution Deal

Indie firm New Music has signed a national distribution deal with local major record company CGD.

New music president Pippo Landro says the number of acts and artists signed to him has increased to the extent that distribution was becoming hard to handle. He describes CGD as a classic Italian company who he believes will be given a boost with the addition of his large catalogue of dance music.

New Music produces a variety of dance music ranging from house to 1970s disco.

It has also moved into the production of local talent with the recent signing of Andrea Mora.

Landro reveals that he has signed the 1970s disco star Stas- sio Sledge for a one-off album deal. Slated for release this month on the national and international markets, it will include re-mixes of classics such as We are Family, Lost in Music and Everybody Dance.
Sweden's Amigo Creates Finland Branch In Lahti

by Kari Helopalo

Swedish record company Amigo Musik AB has branched out and formed Finnish sister company Amigo Music (Finland) Oy.

The parent company reportedly owns 85% and Finnish MD Martti Heikkinen holds the remaining 15%. The new company is located in Lahti.

Heikkinen reports the total number of labels available through his Finnish operations is some 400, including such companies as Fantasy, Charlie, Rhino, Arboole, Alternative Tentacle, Cooking Vinyl, Sonodisc and VeraBra. Amigo Music Oy reportedly has some 14,000 titles.

"We concentrate on wholesale and promotion, while the actual warehouse and distribution centre is located in Stockholm," Heikkinen says. "Our reaction among Finnish dealers has been very positive because we have product they've never dreamt of."

Amigo's initial business partners in Finland include Discus, the retailing arm of Fazer Music, Inc., which looks after a number of specialist outlets across the country.

Westwood's L.A. Radio Takes Finnish Bow

L.A. Radio, a new syndication show created by US-based Westwood One and its Finnish partners PYN Oy and Radio City, is being carried by 13 Finnish indie stations following its recent premiere.

"The programme is modeled after Westwood's "Future Hits Show," but has Finnish speaking DJ Jussi Ratsula moderating, with comments on the US entertainment industry and L.A. sandwiched between "future hits."

The show is sponsored in Finland by Vallo milk products. Westwood International head Bill Stoller says in the future more of its projects will be geared toward international needs, such as language and programme contents.

ANTENNE 4 LAUNCHES NEWS SERVICE

News Competition Heats Up In Norway

by Kari Roger Øftesen

Antenne 4, the newly launched Norwegian news network, aims to give rivals Radio Nettverk a run for its money.

Norwegian satellite news distributors Riksnytt and Radio Nettverk merged on September 16, the same date Antenne 4 began transmitting. The new service is now called simply Radio Nettverk.

Ex-Journalist Arvid Weber Skjærpe, "Until now it has been impossible to make money out of this. Today's market is only big enough for one solid news station, besides pubcaster NRK. We can now give NRK competition on behalf of the local." NRK won't be the only station feeling the market pinch, however. Says Antenne 4's director Morien Osberg Andersen, "We want to give Riksnytt/Radio Nettverk competition." Skjærpe has a solid news staff now with 20 journalists. But Antenne 4 and the subscribing radio stations will make money out of this. We can manage with five journalists."

According to Andersen, the subscribing radio stations will be paid by Antenne 4 for the advertising spots run each news bulletin. Radio stations can air 19 headline news bulletins each day focusing on national news. The timing of each bulletin is estimated to be two to two-and-a-half minutes. Norsk Telegrambyrå (NTB) is supplying the news.

The news service is currently aired on MOR-formatted Radio Limelight in Oslo, Bergen, Stavanger and Trondheim. Andersen, station manager for all of these outlets, aims to include 20 stations in one year. Continues Andersen, "We do not want any more than 20 stations. That is enough for us."

He does, however, have his eye on winning over some of the Nettverk/stations, as well.

Antenne 4 is a private company owned by several radio stations. Andersen says only some of the stations are among the Number One Radio stations, a group said to be eying Norway's proposed national commercial radio station.


Some of those stations may play a central role in Antenne 4. Says Andersen, "Originally, the Number One Radio's were interested in building up its own news staff. That is impossible right now. We have launched this new service in order to service these stations (plus other stations not included in this organisation) and also to break down Riksnytt/Radio Nettverk/"

Continues Andersen, "I am convinced that the company should be run with a profit the first year, while estimating the costs will run US$300,000. "That is 25% of what Radio Nettverk is operating with," he estimates.

Antenne 4's editorial staff is headed by Hendrik Steen, formerly with the newspaper Akerhus Arbeiderblad and Radio Kristiania in Oslo.

Nydahl Fined Skr2,000 By Swedish Courts: Plans Appeal

by David Rowley

Ad rebel Radio Nova head Claes Nydahl has been slapped on the wrist with a Skr2,000 (app. US$300) fine after being convicted for breaking the broadcasting laws.

According to local regulator Nydahl has been slapped on the Nova holding company's per-

The "war" started in March 1990, when Nydahl told Swedish National Radio that Radio Nova's "war" against Radio National had been "inappropriate." Nydahl was yanked after Radio Nova aired local regulator's conviction.

Judge Karl Fogelqvist's nine-page judgment was seen in some quarters as a softening in attitude in the wake of the defeat of the Social Democrat government—a fall expected to signal the advent of commercial radio in Sweden.

Three Major Finnish Stations To Simulcast During Primetime

Radio Etta/Helsinki, Radio Sataple/Tampere and Radio Auran Aallon/Turku are joining forces to beat the on-going recession.

The trio will call itself Radio RunhakaSuomi and will simul- cast at primetime for two hours daily to a potential listening audience of over one million in the more populated south, a factor that the new group hopes will attract advertisers.

Accoding to local regulator Board of Radio and Telecommu- nications, simulcast is allowed between a maximum of three local stations and can't exceed 25% of their normal transmission time. Earlier week- end experiments of local simul- cast weren't successful.

Hard economic times have resulted in eight indie local stations going dark since 1990 and a 21%--27% drop in the industry's annual ad income from Fmk215 million (app. US$487,000) in 1990 to between Fmk200-195 million in 1991. KH

September 9, but a verdict was postponed until September 21 after the Swedish elections. 1991-92
GRIB Grim Over Launch Of Capitale

by Marc Maes

The Groupement des Radio Independantes de Belgique (GRIB), a private radio organisation with some 30 members, including all of the French language Radio Contact stations, Bel RTL and Nostalgie, among others, has critized the September 2 launch of the new RTBF outlet for the Brussels area—Bruxelles Capitale.

According to GRIB president Pierre Houtmans, "We had concluded a kind of gentleman's agreement on the media decree of last January, whereby the official broadcaster would be authorized to advertise in return for more antenna power and stereo-broadcast for the private stations."

Houtmans explains that, with Bruxelles Capitale, the public service is using community funds to compete with private initiatives such as Bel RTL. He adds, "Then we hear that they have abolished RTBF 4 (the French community's world service) due to lack of funds. I think that the real task of a public station is to run a programme like RTBF 4, as private broadcasters don't have the means to do so."

Houtmans adds that Bruxelles Capitale will also affect regional advertising, "because the same cake will now be split between more partners." He thinks that stations like Top FM, Chérie FM and Nostalgie will suffer from the new competitor. "They have even adapted Chérie FM's format, and both the head of music, as well as the three new hosts, worked with Cherie FM. On the other side, I am happy to see that every step the public station has made was inspired by the private stations. They launched Radio 21 to compete with Radio Contact, and now we have Bruxelles Capitale. It is more than obvious that private stations are the ones bringing in the initiatives here."

Both Bel RTL and Radio Contact have officially applied to be recognised as networks for the French Belgian community. A positive reaction could influence the pending situation in Flanders, where networks are forbidden by law.

BMG, EMI, Virgin Launch New Merchandise Company

BMG Ariola's MD Derk Jolink has announced that BMG Ariola, EMI Music and Virgin Belgium have decided to launch EVA after a separate company was located in the same building as BMG Ariola, but on a separate floor.

"EVA has now been channelled into one company, with distribution handled on a 'four-role' basis by each of the three companies. EVA Belgium will also work separately from EVA in Holland, but I don't exclude any future collaboration on certain projects," says de Jamblinne, adding that his assistant An de Keyzer will also join him at the new company.

EVA was also involved in the September 15 debut of a series of re-runs of the very popular BRTN TV series "De Pré-Histoire." It will be followed by another 10 programmes beginning December 1, taking viewers from 1975—with music and news clips from the year in question—to 1984. The series, hosted by Guy de Pré, has been one of BRTN's most popular programmes.

The series was accompanied by the PEVA (PolyGram, EMI, Virgin, Ariola) release of 11 CDs based on the TV-shows. At preseastine, over 330,000 units had been sold.

Prior to performing in Berlin, the band has been invited to Studio Brussel's daily "Update" show (September 24) and to Jacques De Pier-pont's "Rock a GoGo" on October 1.

VPRO, Ariola Compile Villa 65

Dutch public broadcaster VPRO and BMG Ariola have teamed up for the release of the compilation Villa 65. Named after the recording and coming studio of the same name, the 19-track CD sampler features live recordings of national talents such as Urban Dance Squad, Gochat!, Herman Brood & His Wild Romance, Claw Bows Claw and The Scene. Part of the proceeds of the album will go to the AIDS Foundation.

The album was compiled by Ladj Ijzermans, who ploughed through hundreds of live sessions from the VPRO library for their three-hour Wednesday afternoon programme "Nozems A Go Go."

It marks the second time that a Dutch public broadcaster is cooperating with a label, following the release earlier this year of VARA's live registrations of the programme Twee Meter De Lucht In (Varagram/Phonogram).
THE BEST OF

THE BEST OF 'COMPILATIONS

CANNONBALL ADDERLEY 7954822
CHET BAKER SINGS 7929322
CHET BAKER/GERRY MULLIGAN 7954812
ART BLAKEY 7932052
DEXTER GORDON 7911392
DEXTER GORDON BALLADS 7965792
HERBIE HANCOCK 7911422
JOE HENDERSON 7956272
FREDDIE HUBBARD 7932022
EARL KLUGH 7466252
THelonious MONK 7956362
LEE MORGAN 7911382
BUD POWELL 7932042
SONNY ROLLINS 7932032
WAYNE SHORTER 7911412
HORACE SILVER VOL.1 7911432
HORACE SILVER VOL.2 7932062
JIMMY SMITH 7911402
STANLEY TURRENTINE 7932012

THE BLUE SERIES

BALLADS IN BLUE 7960982
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LOVE ME BLUE 7948612
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AND ... NEW ON CD,

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- OVER 70 MINUTES OF THE FINEST IN JAZZ -

For further information on EMI Jazz product contact Tony Harlow at EMI International, 20 Manchester Square, London W1A 1ES. Tel: 071-486 4488. Fax: 071-465 0714.
Quincy Jones: Educator

Quincy Jones: composer, arranger, player, and producer extraordinaire, is without doubt one of the most important forces in American popular music of the past four decades. Born in Chicago 58 years ago, reared in Seattle, he was a childhood friend of Ray Charles, with whom he formed his first band. Student of Basie trumpeter Clark Terry, as a teenager he performed with Billie Holiday and Lionel Hampton. Years of sessions work with the likes of Duke Ellington, Count Basie, Cannonball Adderley, and Charles Mingus followed.

In the sixties he began scoring films, eventually composing the music to more than 30 movies. His production and arranging credits are legion and legendary, spanning both the jazz and pop spectrums, from Ella to Aretha, the Beatles to the Rolling Stones.

For Jazz Station Reports see Page 27

Jazz Waves

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Joe Lovano

Landmarks: Joe Lovano

Lansmarks - Blue Note

Intangibles are an important factor in jazz. Technique, of course, is something tangible, and all great players have great technique. But style and authority are something else - they are an expression of personality, and lend music both its immediate command beyond mere mastery of his instrument. It's there in the writing, on songs such as "Thanksgiving," and it's there in the playing, on songs like "The Owl & The Fox and Emperor Jones." Jazz is defined by moments like these.

Ken Werner plays piano in the same subtle yet passionate way. The combination is a real discovery. Tony Harlow on tel. (+44) 71-468-4498; fax: 71-465-0770.

Tough Young Tenors

"Tough" and "young" don't mix.
Midem Radio is where the international radio industry comes to meet. Conference sessions, seminars, new product demonstrations and the chance to exchange ideas with colleagues working in the fastest developing radio markets in the World. Can you afford not to be there? Get the latest on Midem Radio in January 1992. Keep in Touch at Midem!
Syndication - The Rise Or Fall?

The concept of pan-European syndicated programming seems, at first, to be ideal. Make a programme, sell it to radio stations in 10 different countries, and reap the rewards. In fact, it has not been so easy.

Despite the optimism of a few years ago, most radio syndicators would now agree that the programmes must be as unique as the individual European markets themselves. Even though more syndicated shows are now being heard on European stations than were a year ago, syndicators must localise their products to the individual country and market if audiences, broadcasters and advertisers are to reap the benefits. According to Ed Mann, vice chairman at Premiere Radio Network (PRN)'s Paris operations, programme makers must listen to what the broadcasters have to say in order to fashion an effective tool for the potential advertiser.

Says Mann, "On the surface of it, things are taking off for syndication compared to a year ago. I think having information at hand from broadcasters working day-to-day in these markets is a tremendous help. Knowing broadcasters want programmes that are localised and tailored to each market opens more doors for syndicators. We will see a decrease in the 'no thank yous' from stations and a sharp increase in the 'maybes' and 'yeses'.”

Mann uses PRN's "Plan Wasp" as an example of tailoring a programme for the European market. The show, scripted in German, has just been re-started in Nuremberg and will be heard in three more German markets next month. The weekly programme features 70 songs and offers airtime to individual networks and stations for their listeners better than the stations themselves.” Mike McGeever

Marketing Strategy

International advertisers, particularly from the US, are starting to see the advantage of planning a country-by-country and market-by-market strategy. "We have advertisers asking us 'Can we go pan-European?',” says Mann, "But instead of blanketing Europe with a campaign, we give them a country-by-country look. Also, I believe another key to attracting advertisers is granting them exclusivity in the particular market. Look at the UK. Only 2% of the total advertising spend is on radio. Syndicators have to look for new money.

Mann adds the bottom line is to "keep focused on the audience of three million. Guests, who have included Phil Collins and Paul McCartney, answer telephone questions from listeners in between tracks from their latest releases. "Nobody knows what appeals to the listeners better than the stations themselves.” Mike McGeever

Station Identity

Tangible evidence of successful syndicated programming in Europe came in the form of a silver medal for MCM’s "Rockstar" at this year’s New York Festival’s Radio Programming and Promotions Awards. The series, broadcast in English to 400 stations in 20 countries, claims to be Europe’s first interactive satellite radio programme with an audience of three million. Guests, who have included Phil Collins and Paul McCartney, answer telephone questions from listeners in between tracks from their latest releases. Although still seeking major sponsorship, the programme offers airtime to individual networks and stations for their sales staff to sell.

Crampsey concedes that even though the English broadcast of "Rockstar" is successful, a regularly scheduled programme such as MCM’s "Coca Cola Hot 100 Chart Show" must be multilingual to work. "Although the contents of the programme could be similar for each station, it has to be scripted and tailored for each market and country. This is first of all so that people know what station they are listening to,” she says.

"With every project you have to work closely with the broadcasters. It might take five or six visits to a station or network but it makes things a lot easier. Nobody knows what appeals to the listeners better than the stations themselves. It is OK for the syndicators to have a central idea. But we have to be flexible enough to adapt and tailor that idea for individual markets.”

Tom Rounds, VP of Radio Express (RE) (which produces the American Top 40 show), thinks Europe is a potential goldmine. "I think Europe is developing as quickly as we can accommodate it. But like anything, you just can't start it up overnight.”

Rounds concurs with Mann and Crampsey that a concept must be moulded to fit an individual station or market. "The days of an international star playing hits are fading. Flexibility is the key word. We want to establish an environment, but we don’t want to rock the boat. We want to work into their structure to localise a programme.”

One of RE’s latest packages is "Love Songs," a five-hour nightly request and dedication show which has proved successful on Coast FM in Los Angeles. RE plans to train hosts from stations in several countries to manage and localise the programme. "Sure, it’s an American concept, but the love songs in the show are established international hits presented by local hosts,” Rounds explains.

"Love Songs,” which targets the 18-35 female audience, has tapped multi-national sponsorship support from a personal care product company, according to Rounds.

Sponsorship

Language and cultural barriers aren’t the only obstacles syndicators must face, according to Crampsey. "It is a challenge to get sponsored programmes out to Europe. Advertisers have to realise the potential of radio. Pan-European syndication is relatively new, so we have the responsibility of showing the advertiser what can be done.”

Since the pan-European programmes are distributed on a barter system, like most in the US, where the stations don’t receive compensation for airing the programmes, it is up to the syndicators to come up with a separate budget for each syndication project, apart from their regular radio budgets. "Our aim is to get a larger spend on radio. We appeal to sponsors that support radio across the board—those using radio at the present time,” Crampsey explains.

Another frustration is waiting for an answer from a sponsor of a programme that will be distributed to several different markets in Europe. "Sometimes we have to wait for a response from the sponsor’s office in each market. It can’t start it up overnight.”

"Nobody knows what appeals to the listeners better than the stations themselves.”

Siobhan Crampsey would be an advantage if we could go to just one pan-European contact,” Crampsey says.

Again, the real problem in distributing pan-European programmes is money, Rounds says. "The only limitation is trying to get advertisers to divert money from other mediums to radio. We have to show them radio is a good buy.” Another drawback in the development of syndication in Europe—is the lack of concise data on what advertisers are doing in a specific market or country.

Rounds points out, "What is needed is cohesive research for each country, then combined and made available to sponsors. Right now, they don’t have a clue.”

Rounds maintains that syndication is competition-driven and, therefore, everybody benefits. "Programme quality is what makes it.” A quality and popular programme that is exclusive to a station and advertiser in a particular market is ideal.

There is, however, some dissension among the ranks. PD Tim Blackmore at UK-based Unique Broadcasting thinks only the occasional live performance by a major artist will stimulate any real pan-European interest. Multi-lingual scripts are all well and good, but the market’s musical wants are as diverse as their cultures.

Says Blackmore, "I never expected syndicated programming to take off around Europe, and I don’t think it has. It is limited to the live music events. There are so many things working against you like the language barriers. Besides, the programming is different. What works in London won’t be appealing in Frankfurt. It’s different in the UK. We share a common language and lifestyle. It would be arrogant of us to assume that the French should use programmes produced and aired in Britain when they are capable of producing the programming themselves.”

Mike McGeever
规划一个杀手级第四季度

by Irwin Pollock

Ask more than 60% of salespeople what their fourth-quarter goal is and they’ll typically say, “My goal is to bill as much as possible this quarter.” That’s all any marketer’s programming department is interested in, because it knows that you’ll make them do the math. At the same time, they’ll typically say, “My goal is to reach a sales goal. Here’s a step-by-step method to get there.”

Ten Steps To Closing More Cold Calls

by John Fellows

Here’s a step-by-step method to get you high-quality appointments and a shortened selling process. It lets the decisionmaker feel in control and positions you as a real person with nothing personally valuable to offer (not a sales weasel with product to move).

1. Start tearing down buyer barriers with the first words you speak. Identify who you are and what you represent. Ask if the individual knows of any concerns or needs that you can help with. Then, give them something of value—perhaps a magazine or article of interest to the buyer.

2. Divide interviewing responsibilities to help reduce repetitive questions.

3. Help out-of-town applicants with transportation and hotel reservations to reduce their stress level.

4. Don’t dwell on negative aspects of the resume. Ask applicants what they have learned from negative experiences.

5. Avoid keeping candidates waiting before the interview. If it takes him longer than 10 minutes, let them know this.

6. Conduct a Quality Interview In Today’s Job Market

Today’s job market is more competitive than ever before. While this means radio stations are likely to find more qualified employees, it also means they typically open their ranks wide, separating good candidates from less capable ones. No station can afford to lose the interest of qualified applicants due to poor interviewing techniques.

Here are some interviewing tips, courtesy of NAB and Small Business Reports:

1. Have the job description clearly defined so that you know what qualities you want in a candidate.

2. Short Lehman: This could include inventory management, getting to decisionmakers, etc.

3. Fears: Let the salesperson interject concerns. Let the air be interesting.

4. Appeal to the buyer’s best interests. Let the individual know you have something (i.e., an “opportunity”) he or she may find interesting.

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AXXIS
Access All Areas/Live - Electrola
Dortmund-based Axxis is a real European hard rock band. Imagine them marching through the gates of Valhalla while Harry Oellers' keyboards boast the sound of a clarion-call. The track Little Look Back on their new live album Access All Areas explains this bombastic style. Although they have a style of their own, you can clearly identify the Uriah Heep and Iron Maiden overtones. This third album, after 1985's Kingdom Of The Knight and 1989's II, captures the best moments of their previous efforts, plus two new songs, Back To The Wall and Trains In Tibet. It confirms their status as one of the leading German hard rock bands.

B.E.F
Music Of Quality And Distinction Volume 2 - Ten
After nine years, Heaven 17's Martyn Ware is finally out with this unexpected follow-up to the special British Electronic Foundation (B.E.F.) project. For those who are not familiar with Music Of Quality And Distinction Volume 1, Ware carefully selected international artists to cover classic pop songs, with unforgettable soul songs as the common thread. Only Tina Turner and Billy MacKenzie have remained of those first sessions back in 1982, with the first singing a smashing version of Sam Cooke's A Change Is Gonna Come. The most striking contribution is Terence Trent D'Arby's soulful adaption of Bob Dylan's It's Alright Mama, I'm Only Bleeding. Sly Stone's unbreakable song Family Affair, aptly covered by Lalah Hathaway—daughter of soul legend Donny Hathaway—was the first single to be released from this album. The second single I Don't Know Why I Love You, featuring Scritti Politti's Green Gartside, evokes all the vitality of the original artist Stevie Wonder. Other artists involved on this musical document are Chaka Khan, Billy Preston, Richard Darbyshire, Tashan, Mavis Staples and Ghida De Palma.

THE BEATMASTERS
Life And Soul - Rhythm King/Epic
This London-based three-piece, two guys—Paul Carter and Richard Walsh—created an album of UK dance hits at the end of the '80s. Because those singles were fronted by new artists, they fueled many careers. It marked the first taste of chart success for the Cookie Crew (Rock Da House), MC Merlin (Who's In The House) and Betty Boo (Hey DJ! Can't Dance To The Music You're Playing). Also, they helped PP Arnold (Burn It Up) back in the saddle.

THE BLUE AEROPLANES
Beatsongs - Esign
Maybe R.E.M.'s Popmog 89 was two years too early. With the endless string of good pop albums this year, it will definitely be "Popmog 91." This eight-piece outfit from Bristol delivers a worthy follow-up to last year's album Swagger. With American producer Larry Hirsh (Los Lobos), a "pupil" of George Clinton on his recent tour and gives a stunning performance on the first single Boulevard Of Broken Dreams.

BLAQUE
It's A Blaque Thing - Strictly Dance/Electro
Based in Germany, the American army is a fertile ground for musicians. Soul singer Karl Kinston and rapper B.G. The King Of Rap is just two recent examples of artists who started their careers in Germany after having debuted as a soldier first. New hip hop act Blaque is another. Two American DJs, TAM.C and C-Rose, team up with Blaque and Tizzy Bee, one of the best German DJs.

Their debut Eberhard Hartenstein-produced album, It's A Blaque Thing, successfully blending hip hop with electro, funk, soul and jazz, is not your average hip hop album. Call it what you want, they call it "black grooves." Because of the variety of styles on this album, it has a multi-format appeal, changing from one song to the next. The one moment the atmosphere is calm and moody, as evident on the ballads, The Heart Of Passion and Leaving You Again; the next moment it's explosive thanks to the funky stomper This Is How It Should Be Done. A Ben Liebrand-remixed first single Party Up—hip hop on a solid electro foundation—is also included on the CD-insert, enclosed with this week's issue.

Here Music & Media presents the fourth Music Monitor, a quarterly round-up of new album releases. All known European major and independent labels were invited to submit material, and features run alphabetically by artist. The emphasis is on new talent or acts with a label debut. Although Music Monitor intends to be a summary of new album releases for the quarter of 1991, the release schedule for certain records varies by country; they are not always marketed simultaneously across Europe. All submissions received before deadline are included. Certain selections appear on the CD insert that comes with this issue, and are indicated by a shaded box. Companies that wish to be included in the next Music Monitor are asked to send details and photographs by December 4 to Robbert Tilli, Music & Media, Rijnsburgstraat 11, 1059 AT Amsterdam, Holland. Fax: 31 20 669 1951.

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which means spray painting, and Tim Simeon, the creative mastermind, bounces the baseline with ideas. His work could be easily compared to Massive Attack or to the soundscapes of On-U-Sound staff producer Adrian Sherwood (The Popgroup, African Headcharge and Gary Chil). On the second Bomb The Bass album, Unknown Territory, the On-U-Sound sessioners make their mark, with the most prominent being the contribution of the Tackhead rhythm section percussionist Keith LeBlanc and (former Sugar Hill Gang) bassist Doug Wimbish.

**THE BUTTERFLY EFFECT**

Trip - Radius/MNW

Butterfly Effect's debut album Trip is not meant to be some reference to a drug trip, but instead, to travelling through dreams, through fantasies and journeys off the album. The difference between Butterfly Effect and this act is the song structure, and the vocals are more at the forefront of the material. Sometimes music and lyrics have the same accessible monotony of UK pop points, and the band have been working on it with male vocals. There is also a leaning to the '60s psychedelic music where Syd Barrett/Pink Floyd and the Beatles create through many of the sounds. This collection is really interesting stuff for alternative programmers, while EHR should check out the poppy track We Are One Forever.

**BZN**

Congratulations - Mercury

The CD Congratulation marks the 25th anniversary of Holland's most popular pop band. The news that there's a new album out is enough for a rush at the shops. There is, in fact, no need for big marketing campaigns. The new album is the day of its release (100,000 copies) - was preceded by the single It Happened 25 Years Ago, a medley containing big rock and roll hits, plus one of their own hits, 1976's Mon Amour. Because BZN hails from the fishing village Volendam, their style is called 'ed pop,' inspired by both rock 'n' roll and traditional Dutch music. Together with the now defunct band the Cats, they have proved to be the village's best ambassadors throughout the years.

**THE CROSS**

Belek Rock - Electrota

Roger Taylor, drummer with the legendary rock band Queen, lives a dual existence with two souls. Apart from his everyday job, he's also the lead/singer/guitarist of The Cross. An excellent singer, just remember him crooning the Queen crowd pleaser I'm In Love With You. On the third album, Blue Rock, his voice comes out best on the David Bowie moulded ballad Hand Of Fools. The Cross is something completely different than Queen. Is less over the top and theatrical, and far more down to earth. Sometimes they sound like a '90s version of Mott The Hoople, as demonstrated on the track Life Changes. On their new album the group has refined their classic rock sound in lively up-tempo numbers like Dirty Mind and Bad Attitude, and melodic straight rock songs like Millionaire and the first single, New Dark Ages. The latter track is also included on the CD-insert, enclosed with this issue.

**D-WORD**

Da I & Only - Bito/CNR

Dutch hip hop collective The Ultimate Alliance is the nursery-stock for many talented rappers, who later embark on solo careers. The female rap duo Def La Desh & The Fresh Witness and male rapper D-Word are two acts who recently broke out of the alliance. Nevertheless, they still collaborate with producer DJ Cooly D, the mastermind behind all the projects. D-Word's solo album Da I And Only marks a new milestone in Dutch rap history. The single Get's Funk E, enhanced with samples of Chic's Good Times, is a good bet for the dance format.

**DARE**

Blood From Stone - A&M

This is another rockbird to rise from the ashes of Phil Lynott's legendary rock legacy. Thin Lizzy. After Dare's very promising debut album, Out Of The Silence, the group returns with the more mature, harder-edged effort Blood From Stone.

British melodic rock in the best tradition, the album gives us plenty of twin guitar leads and classic-inspired riffing. Sometimes reminiscent of Gary Moore, and thus echoing old standards of Thin Lizzy, Dare's music can stand in its own right, thriving on outstanding musicianship and the ability to write great rock songs in today's increasingly over-saturated environment. Darren Wharton's voice and compositions somehow manage to sound perfect for the adult-oriented rock circuit, yet are never polished or contrived. Keith Olsen, lately of Scorpions fame, was the man that managed to package and enhance these qualities into the fine effort Blood From Stone has become. With a band like Dare, that couldn't have been too difficult.

**DEF LA DESH & THE FRESH WITNESS**

Check Out The Ska - CNR

This Dutch female rap duo in a Cookie Crew mould started their career as a part of hip hop collective Ultimate Alliance, a project of producer DJ Cooly D. Now they have recorded Check Out The Ska, their first single under their own name. They have at least as much crossover potential to other markets as their fellow countrymen Tony Scott, who is Holland's most famous rap ambassador.

**MICHEL VAN DYKE**

One Life - Chrisalis

After his first self-titled solo album (1989), half German, half Dutch artist Michel van Dyke formed his live band, with whom he toured the USSR, and afterwards, recorded the follow-up, One Life in Normandy.
The album is produced by Mike Hodges (The Cure, Beautiful South and Marc Almond), who has been able to capture every nuance of this set of well-crafted pleasant pop songs. The track 'Darkness' is especially a pop jewel. The single, 'Tell Him', is charted in Germany. Recently van Middendorp's heavy rocking gui-  
synthesizer, melodic tracks are based on strong bassist Frank Pels  
plays the biggest role. Most of the 15 melodic tracks are based on strong synthizer books, spiced with Middendorp's heavy rocking gui- 

tar. Check out the title track, which is a Van Halen-moulded piece of hard rock. The tracks 'Best Friend' and 'Somewhere In Time' show their more sensitive sides. The first single will be 'Keyed Up'.

**E.Z. MONEY**

Getcha Hands On - Columbia

This year Sony Music Holland increased their local A&R activities. Pop/rock outfit The Pilgrims and pop duo Ten Sharp were prime examples of this new and successful venture. The future will bring the debut album Getcha Hands On by rock band E.Z. Money, which was formed by Norwegian singer Chris Nesjar and Dutch rock guitarist Frank Middendorp.

Of all guest musicians, keyboardist Frank Pels plays the biggest role. Most of the 15 melodic tracks are based on strong synthizer books, spiced with Middendorp's heavy rocking gui- 

**LA FILLE D'ERNEST**

La Fille D'Ernest - Ariola

Vévé "Shake" Mazimpaka (vocals), originally hailing from Zaire, and Belgian rocker Lack (guitar) started blending African music and rock 'n' roll. Later bassist Bruno Melon and drummer Julien Dieudonné joined them. In a way, La Fille D'Ernest does the the same thing as Los Lobos; these L.A. inhabitants also mix their (Mexican) roots with the music they hear on the radio every day. As a little girl, Shake was raised with African music and the records of French rock star John- 
ny Halliday, so for her it's a natu- 

ral mix. From day one, Belgium's most demanded rock producer Jean- 

Marie Aerts (of TC Matic and Urban Dance Squad fame) encouraged them to continue their activities. Finally, he produced their debut album, to be released in November. The first single, 'Tout Bouge', gives a good idea of this high-profile product.

**Laurie Freelove**

Smells Like Truth - Ensign

American singer/songwriter Laurie Freelove debuts with a debut album full of "difficult music." Album rock programmers will have a hard time fitting Smells Like Truth in, but they should start with the most accessible track, the Dylan-esque 'O My Heart', and then increasingly add some more. Freelove's voice is as flexible as her introspective song material. Like a chameleon, her colour changes with every track. One moment she sounds like Mari- anne Faithfull, the next, she's reminiscent of label mate Sinéad O'Connor. It's intriguing from the beginning until the end.

**Dorian Grey**

Rebecca - Columbia

While the trend is to go for dance or guitar-oriented rock, Dutch/ 

Irish singer Dorian Gray—the artist name for concert promoter Berry James—revives the syn- 

thladen pop. Don't let yourself be misled by the surprising Spanish 

guitar-intr of the opening track, Good Morning America, on his debut album Rebecca. It might send you off in the wrong direc-


tion. Once you think of Listening to the new Gipsy Kings album, you're right in the middle of a high-ener-


gy pop song. The tone is exam-


ple for the complete album, which is fully packed with intelli-


gently written pop songs, per-

formed with a lot of paths.
DO YOU LIKE SLUKA'S LOOK?

YOU 'D LIKE THEIR MUSIC EVEN BETTER.......

LISTEN TO THEM ON MUSIC MONITOR

N° 1 N.Y.C. CLUB BAND AND BIG HIT JAPAN MELDAC RECORDING ARTIST

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Nevermind - Geffen

On their first release on a major label, Nirvana has retained all the energy of their independent days. Their music always had enormous punk appeal, but now the band has managed to cross over to the hard rock territory, as well. Nevertheless, their old fans from the underground scene shouldn't be disappointed.

Rockers from various beliefs can enjoy this album equally. The variety of styles on Neverland leaves space for everyone. On the one hand, there's the punk rock power of Territorial Pissings. On the other hand, there is the acoustic ballad of Polly. Find out yourself what this talented US trio provides in the no-man's land between those two extremes.

PEACOCK PALACE

Adding Wings - Columbia

While the world has its eyes on Berlin, programmers should have a closer watch on the musical activities in this metropolis. Four-piece band Peacock Palace should really not be overlooked. On their debut album Adding Wings, they provide folk-flavored poprock songs, reminiscent of 10,000 Maniacs. This beautiful set, in a crystal clear production by Nenah, will be ideal for album rock radio consumption. The voice of cool singer/ harmonica player Petra Jansen is one in a million, while the band complement and put force to the words. Convince yourself: the lovely track Like A Snake is included on the CD-insert, enclosed with this week's issue of M&M.

PRENTISS

Prentiss - Ariola

An American singer recording in Brussels is not so strange any more. Since Belgium was the country where the dance craze started as far as Europe was concerned, this makes a lot of sense. Prentiss first established her European career with the lead role in the famous French musical-comedy group Le Grand Orchestre Du Splendid. Now she is fully committed to her new role as a singer. Having a great need to express her passions and to develop her own style, she chose to write all of her lyrics, as well as to compose some of her songs. The single Love Is The Answer excellently previews her self-titled debut album. She proves to be an excellent apprentice of the Soul II Soul school of a soulful and polished dance style.

TERRY REID

The Driver - WEA

Those not familiar with Terry Reid's 25-year career might not know he was once highly recommended by the Rolling Stones, the Who and Led Zeppelin. To most people, he is simply called "Superlungs", the man who would sing the soul out of a song. Sometimes he would faint on stage, that was how much music meant to him.

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 was to be discovered. Unfortunately, the lovely track Like A Snake is included on the CD-insert, enclosed with this week's issue of M&M.

REPTILE SMILE

Who Makes The Rules - Epic

More and more hard rock bands go back to the blues rock roots of the genre. The influence of bands like AC/DC, Aerosmith and even the Rolling Stones is growing by the day. Little Caesar and Havana Black are prime examples of this retro-rock phenomenon.

Dropping the names of all these bands isn't so strange when you talk about Swedish band Reptile Smile. The five band members have all been led and nourished with the basic gatsby, roxy, classic hard rock of the '70s. Singer Peter Shapiro has the same drive as Aerosmith's Steven Tyler. The funny thing is that in the original line-up of the band—when they were still called Boomerang Babies—he was guitarist instead of singer. The moment he and Martin Karlelgard—the original singer, now guitarist—traded places, the fire really started burning. Their 1990 debut album Automatic Cool got rave reviews in the specialized magazines, while the band proved its value on a nation-wide tour through Sweden supporting funk metal band the Electric Boys. Their excellent second album Who Makes The Rules can only strengthen their position. Tracks like Hey Mama and Wild Life, the first single, are destined to grace the airwaves of rock radio.

TERRY RONALD

Roma - MCA

Terry Ronald is an exceptionally gifted singer/songwriter. This young Londoner has one of the most soulful voices heard in a long while. His musical influences include Marvin Gaye, Dinah Washington and especially Aretha Franklin, as can be heard on his debut album Roma. It's no surprise, because a lot of Franklin's sidemen are featured on this album, recorded in the US.

Maybe it's because of the album's title, but a lot of airplay is reported from Italy. Calm The Rage is the track Italian stations go for. But this blue-eyed soul singer—reminiscent of George Michael and the re-styled Bros—has more aces up his sleeve. AC programmers searching for tracks to appeal to their listeners, can choose out the ballad Save Me From Myself or the up-tempo song Live Forever. Another strong facet to this gem is the crystal-clear production by Harvey Jay Goldberg and Jimmy Biondolillo.

THE SEPTEMBER WHEN

Mother I've Been Kissed - WEA

The second album Mother, I've Been Kissed by Stavanger-based band The September When is a milestone for melodic rock. The crispy production by Knut Bahn makes it even more enjoyable. He started his career as a pupil of Nile Rodgers and Lenny Kaye. The acoustic guitar is upfront in the picture, very reminiscent of other great pop bands such as R.E.M. and Aztec Camera.

However, the track Bullet Me, the first single off the album, is different than the other 13 tracks. This Norwegian top hit is far more dance-oriented. The album—now released across Europe—reached number one in their home territory in April, and it's still doing well in the charts. On the third single, When I Go, four bonus tracks are included, recorded live at the Middlyn festival this summer.

SLUKA

Fear Of Ordinary Life - Saat

Almost every band's wish is to be big in Japan. American rock band Sluka—named after mainstay Christopher Sluka—achieved that with their first album, On Campus. Their second album Who Makes The Rules can only strengthen their position. Tracks like Hey Mama and Wild Life, the first single, are destined to grace the airwaves of rock radio.

STILLBORN

Permanent Solution - Radius/MNW

The Scandinavian heavy metal scene has a strong reputation across Europe. Swedish band Stillborn redefines the word "heavy" on their second album Permanent Solution. Just like Black Sabbath in the early '70s, their music is based on stainless steel guitar riffs. Now with the worldwide success of Metallica, they couldn't have timed their release better. New singer Henke shouts like a young Alice Cooper against a wall of sound as high as a skyscraper. Headbanging metal programmers should warn their listeners to wear a helmet while listening to their shows, because Stillborn will shake the foundation of their homes. On stage they're even more dangerous.
the ultra unbelievable perspex island quiz

1. Which AbM artist has a song on this week's Music & Media CD sampler entitled 'So You Think You're In Love'?

2. Whose new album features guest appearances by R.E.M.'s Michael Stipe and Peter Buck?

3. Who will be on tour soon in the U.K., Scandinavia, Germany, Holland, Belgium, France and Austria?

4. Which AbM Artist described his new album as 'A Concept Of Love, From Many Different Angles'?

send your answers to these extremely difficult questions to your local Polydor/Polygram representative or to AbM International Attn: Victoria Winlaw 136-144 New King's Rd. London SW6 4LZ United Kingdom

win robyn hitchcock & the egyptians' new CD 'perspex island'

TONA OLMEDO
"A MI AIRE"
MUSIC MONITOR

TEMPER TEMPER

Temper Temper - Ten

Although they hail from the mighty Manchester, Temper Temper—Melanie Williams and Eric Gooden—don’t quite fit the "madchester" type. They have danceable music in common, but are probably best described as a young version of the prolific soul duo Womack & Womack.

When you hear Temper Temper’s music, the fire is apparent. The music on their self-titled, self-produced debut album has an unmistakable multi-format appeal. The opening track Talk Much, the first single back in January, suited both the EHR and dance format. The AC format should pay some attention as well to the new single, Like We Used To. Only the real talents in the pop/dance genre can handle a precious ballad as apt as Melanie Williams does. Singing as confidently as Shirley Bassey or Bette Midler, she makes the song a true gem.

GIANNI TIRELLI

La Qualita' Dell' Acqua - Saar

With the open European market in 1993, some artists have already started breaking the cultural borders. The album La Qualita' Dell' Acqua by Italian singer Gianni Tirelli can easily be filed under "pan-European" music. He doesn’t limit himself to singing in his mother tongue. The self-written repertoire on this strong album is partly sung in Spanish, French and English, while his style ranges from pop, to blues, reggae and jazz influences. But he never denies his typical Mediterranean temperament. Could he be the next Italian after Zucchero making it big abroad? His sophisticated style can be checked out by all readers of M&M, because the track Tutto Da Solo is included on the CD-insert, enclosed with this week’s issue.

MIDGE URE

Pure - Arista

The release of Midge Ure’s third solo album Pure marks his debut for Arista/BMG. The main theme of this album is the highs and lows of love, mirrored in different styles of music. The man who masterminded a string of Ultra-vox hits—the biggest was 1981’s Vienna—is still a melody-oriented person. On the cheerful first single, Cold, Cold Heart, he sounds rejuvenated, like a teenage Billy Joel. Imagine a marching band through the Scottish highlands with Ure on front waving the banner.

Ure has always been a socially conscious man—remember Band Aid. The opening track I See Hope is his vision of the news pouring in from South Africa. The song is a strange but powerful mix of African rhythms and an African choir coupled with the sounds of the Ullian pipes, played by Paddy Moloney from the Chieftains, who’s also featured on the folksy tune The Only One. That cut could generate the same results on EHR as Simple Minds’s Belfast Child in 1989.

THE VIOLET HOUR

The Fire Sermon - Epic

The music of Violet Hour is a cross between early Kate Bush and Clannad, with a strong sense of underlying sensuality. The whole concept, the sleeve design included, evokes strong images of medieval mysticism. Singer Doris Brendel sounds like Christina Amphlett of the diVinyls. October will see the band supporting Marillion on a full European tour.
MARK ALMOND

Jacky - Some Bizare/Warning Music EHR

PRODUCER: Trevor Horn

Jaques Brel has always been one of Almond's main inspirations. Translated to English by Mort Shuman, this song retains its emotional impact. This is the kind of song material-so full of pathos-which suits Almond's voice best.

SIMONE ANGEL

When It's Raining, It's Pouring - A&M EHR

PRODUCER: M. Roosink/N. Verrips

As an MTV Europe VJ, Dutch Simone Angel has the opportunity to test the trends. Judging by this first pop/dance effort, she did a good espionage job.

ROZLYNE CLARKE

Dancing Is Like Making Love - ARS EHR/D

PRODUCER: Trevor Horn

As an MTV Europe VJ, Dutch Simone Angel has the opportunity to test the trends. Judging by this first pop/dance effort, she did a good espionage job.

COLOR ME BAD

I Adore Mi Amor - Giant EHR

PRODUCER: Royal Boyan/Honzo Lee

This slow, close harmony soul song has already topped the US charts for two weeks. The musical colour of Michael Jackson shines through clearly.

DE'SREE

Oh My Love - A&M EHR

PRODUCER: E. Estefan Jr./Jorge Casas/Clay Ostwald

This black singer/songwriter is a real find and the achievement of two consecutive No. 1 hit singles is really coming forward yet enough to be voted on our playlist. That only gives further proof of the high quality.

NEW TALENT

THE FISHHOSPITAL

The Fishhospita 1 - Single [LP] (Holland)

PRODUCER: Robert Musso

Nervous alternative practitioners should call the neurologists of Amsterdam-based Fishhospital. Lead vocalist Beatrix van der Poel weaves her voice around the strongest of British rock patterns. To try to imagine German singer Nina Hagen teaming up with Captain Beefheart and you'll get the picture. The tracks, 'You're So Pretty (With Your Nipples Hard) and Walking The Dead, are naturals for this format. Contact Mariques Veres at tel: (+31) 20.662 2735; fax: 20.662 9580.

LA GUARDIA

Al Otro Lado - Zafiro [EP] (Spain)

PRODUCER: Andrés Vázquez/Dusty Wohalan

This Spanish four-piece is a real back-to-the-roots driven rock band. Their songs are commanding and catchy, with lead singer/guitarist Manuel influences. Up to then, the overall feel is more African. Suddenly a piano slips in and the rhythm changes slightly. This clever arrangement adds to the song's excitement.

BUDDY GUY

Mustang Sally - Silvertone R/EHR

PRODUCER: John Porter

This version of the Wilson Pickett soul classic is different from the one included on his current Damn Right, I've Got The Blues album. He went back to the studio and re-recorded this single, featuring another guitarist, Jeff Beck. It's even more ear-blasting now.

THE REMBRANDTS

Save Me - Atco EHR

PRODUCER: The Rembrants

As an MTV Europe VJ, Dutch Simone Angel has the opportunity to test the trends. Judging by this first pop/dance effort, she did a good espionage job.

JOE COCKER

Night Calls - Capitol BHR/AC/R

PRODUCER: D.Kortchmar/D.Tickle/J.Lynne

Sheffield steel never rusts, and neither does Cocker's vocal chords. His newest effort is quite rocky. Strong examples are a cover of Gary Wright's 1976 hit Love In Alive and Out Of The Rain. Once again, Cocker succeeds in making Lennon & McCartney's You've Got To Hide Your Love Away own. Also recommended is his version of Elton John's Don't Let The Sun Go Down On Me. The first single, the title track, is a midtempo ballad. Says Radio Peter Flowers/Milan programme director Marco Garavelli, "It's a very good song which fits our format nicely. We play it in-between acts such as Dire Straits and Simply Red."

ROBERTA FLACK

Set The Night To Music - Atlantic AC

PRODUCER: Arif Mardin

The title of Roberta Flack's new album should be taken as a recipe for late night programmers. The queen of laid back soul music has enjoyed her biggest successes in the early '70s with hits like The First Time Ever I Saw Your Face and Killing Me Softly, resumed her cooperation with Atlantic staff producer, Arif Mardin. The title track, also the first single, is a mellow duet with Maxi Priest. Programmers who are into Nathalie Cole might be interested in Flack's version of Unforgettable.

LITTLE FEAT

Solving The Night To Music - Warner Brothers EHR/AC/R

PRODUCER: George Massenburg

The Cajun crew is back, this time on new label Warner Brothers. This album finds them full of talkativeness and re-recorded this Blues album. He went back to the studio for two consecutive No. 1 hit singles is really coming forward yet enough to be voted on our playlist. That only gives further proof of the high quality.

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RATCAT

Blind Love - rooftop/Photograph R/A/EHR

PRODUCER: Nick Menon

The Australian scene is a goldmine for gui-
tar-driven rock. Down under, they make the perfect mix of '60s garage rock and energetic punk. The track Piecemaker could have been lift-

from a Buzzcocks songbook. The first sin-
gle, Don't Go Now, matches the rhythms of the modern Manchester indie bands. The dif-
ference is lead singer/guitarist Simon Day's voice. Instead of being filled with gloom and doom, he sounds cheerful.

RANDY TRAVIS

High Voltage - Warner Brothers C

PRODUCER: Kyle Lehning

Country's nightingale Travis has always been regarded as a great interpreter, but on his sixth album he introduces himself as an excellent songwriter. The listeners of specialised country hours will not be dis-
appointed. Travis wrote half of the album in collaboration with well-established songwriters such as Alan Jackson and Don Schlitz. With the latter, he penned the neo-western swing classic Oh, What A Time To Be, a song with enough potential to delight the EHR audience.

España a real singer, not a shouter. The arrangements on their album Al Otro Lado leave enough room for harmonica, a horn section and Flaco Jiménez' accordion, which makes it more piquant. Rock programmers should listen to the outstanding title track, spiced with a Motown beat, Con-
tact Jesus Pozo at Sersdico at tel: (+34) 1.541 9424; fax: 1.542 1410.

THE PARKER PROJECT

Looking For The Real Thing - Pagan (New Zealand) R/A/EHR

PRODUCER: Nick Menon

This skilled young New Zealand quartet have been well-received and have played extensively throughout New Zealand, Australia and Germany. Their music is a romantic and relaxing production, enhanced by saxophone. Contact Trevor Reekie at tel: (+64) 9.302 3228; fax: 9.302 3229.
Simply Red

This week the green light is flashing for the long awaited fourth Simply Red album. Out on East West, Mick Hucknall's brilliance on Stars takes a meteoric turn. The 10 Hucknall soul originals—no covers this time—mark his maturation as a songwriter.

by Robbert Tili

Simply Red has an indisputably important commodity at EHR. At pre-stime Something Got Me Started, has jumped to the no. 2 spot of the EHR Top 40 in three weeks time, an indicator of how much their comeback has been anticipated. Released in 1989, their last album A New Flame sold over six million copies worldwide.

Says East West international director Anne Marie Nicol, "We expect to outsell A New Flame. This is a very mature, honest album. Hucknall has developed extraordinarily as a person and a songwriter. The constellation of musicians complement what he does. It's the right album at the right time. I think they will be more successful than ever in the US.

The American radio situation for Simply Red has changed markedly, compared to their early days when their blue-eyed soul had to be broken on black radio first. In the US, the album will be out on East West America; their previous efforts were on Elektra.

The switch to a new label within the Warner Music group was necessary because, as Elliot Rashman of So What Warner Music group East West will organise competitions in the Benelux only. At the moment, the band is on an extensive European promo tour in Holland, who, united as Mannenkoor Karrespoor ("Male Choir Cart-Rut"), were—after the beginning of September—enjoying two top 10 hits at the same time—Mooi Man and Leuker Op De Trekker. The first has already been in the charts for 17 weeks. Its gained so many points that it will probably end up second after Bryan Adams's (Everything I Do) I Do It For You in the Dutch year-end chart.

Mannenkoor Karrespoor has set other precedents: they are only the third act in Dutch Top 40 history that has managed to move up again in the charts after having dropped. The similarity between its two predecessors—Corry & The Rebels and De Electronica's, is that they are all Dutch-language acts.

The success of this bunch started in the local pub of small village Tuk in the eastern part of Holland. One night the jukebox suddenly broke down, so these people decided to sing for themselves. After initially releasing and distributing the first single independently, they signed to EHR. The next big thing will be the October album release Boeren, Burgers En Buitenlui. Management calls are made by the group itself during local pub meetings, including decisions on all promotion and marketing. Royalties reportedly go to charity.

Whereas most bands these days tend to overload their musical arrangements, Simply Red keep things... well, simple. The songs on this album—recorded in Con- dulmer Studios near Venice—are not spoilt by producer's tricks. Hucknall and Co. continue to work with producer Stewart Levine, a collaboration only once interrupted while recording the second album, 1987's Men And Women, which found Alex Sadkin behind the console.

The line-up has changed since the last album. There are two new band members, bassist Shaun Ward (ex—Everyday People) and Japanese drummer Gota Yashiki. The tightness of this new rhythm section is proved on the track Freedom, a funky stomper that will set dance floors ablaze across the globe. The band on the album will be the touring band as well on their 1992 year-long world tour, which starts in mid-January in the UK.

The title of the new album is one perfumed with undertones. Are his Stu's reference to the European flag? Adam Rashman, "Hucknall supports the idea of a united Europe, but with different cultures keeping their own identity. It's a very uplifting album, he fights against English isolationism. He lives in Milan and speaks fluent Italian. In short, he feels European."

At the moment, the band is on an extensive European promo tour in Holland, Germany, France, Sweden, Italy and Spain, which will end around Christmas. They are also scheduled for a number of major TV appearances.

Various marketing plans have been developed for different territories. The initial push will be via strong visuals, based on the album cover design, showing Hucknall against a dark blue background of a star spangled heaven. Blue is the colour of the whole in-store campaign, as pink was for the last Simply Red product.

East West will organise competitions in different territories. In Australia, contenders can win tickets for one of the two Wembley Arena concerts in London on January 23 and 24. The most important competition is in France, where you can have a galactic star somewhere in the universe named after yourself. Says Nicol, "Our campaign is initially focused on the visual aspect. After Christmas we'll promote them via the medium of the tour."

Sponsored by American Radio History.com
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 for fewer than four consecutive days and is indicated by the designation "AL." All playlists must be ready by Tuesday at 1 o'clock.

**UNITED KINGDOM**

**BBC RADIO 1/London**

A List: Lisa Stansfield - Change

B List:

**BRMB FM/Birmingham**

A List: Paul Robinson - Prog Dir

**METRO RADIO GROUP/Newcastle**

A List:

**PICCADILLY RADIO/Manchester**

Katharine Phingle - Head Of Music

A List:

**RED DRAGON FM/Cardiff**

A List:

**EUROPE 2 NETWORK/Paris**

Christian Savigny - Prog Dir

**RADIO LUXEMBOURG/London**

A List:

**OLYMPIC NETWORK/Paris**

Laurent Boumoux - Power Play

**RED DRAGON FM/Cardiff**

A List:

**EUROPE 2 NETWORK/Paris**

Christian Savigny - Prog Dir

**EUROPE 2 NETWORK/Paris**

Laurent Boumoux - Power Play

**SKY NETWORK/UK**

A List:

**RADIO SERVICE/Marseille**

Mauro Gandolfi - Prog Dir

**BERLIN**

A List:

**BILBAO**

A List:

**GERMANY**

**FRANCE**

**STATION REPORTS**

**SUCCESS SETS EUROPE ON FIRE**

WITH IDENTIFICATION JINGLES

ASK FOR FREE DEMOS ON CASSETTE, C.D., D.A.T.

WHERE ARE THE MUSICAL GEMS?

IT'S TIME TO TURN YOUR NEW ALBUM TO THE NEXT PAGE AND THE SOLUTION WILL TURN UP.
Crystal Waters - Mack Daddy
PM Dewes - Bassets Ball
Rozalla - Everybody's Free

RADIO 1/Nuremberg
Ceuf Tannam - Prog Dir
Power Play:

PM Dewes - Paper Doll

A List:

Carlo Mancine - Music Dir
RADIO DIMENSIONE SUONO/Rome
AD Simply Red - Something Got Me A List
AD Royce Stewart - Broker A List

A List:

Camilla Mellnert - Music Dir
RADIO P4/Lund
AD Anders Glenmark - Greyhound Bus

107.2 - 105.5
RADIO/Italia
Bernardo Mancini - Head Of Music A List

AD Lidia

I Do

Belinda Carlisle - Live Your Life
Power Play:

AD Anders Glenmark - Greyhound Bus

Commitments - Try A Little

Simply Red - For Your Babies

Salt - N Pepa - Let's Talk About

A List:

Salt 'N Pepa - Let's Talk About

Lil Jon and The East Side Boyz - Get It

BRT RADIO 2/EAST FLANDERS/Ghent
AD Bette Midler - The Gift Of Love

A List:

Michael Learns To Rock - let's Build

Rembrandts - Show Me Your Love

KING &CO./Stockholm

AD Ankie Bagger - Fire And Rain

A List:

Brackett - Bongo Beat Box

Michael Learns To Rock - Let's Talk About

AD Simply Red - For Your Babies

**EBU Sets DAB Meeting for Montreux**

The European Broadcasting Union (EBU), in cooperation with the US National Association of Broadcasters, will hold an international symposium on DAB in Montreux immediately preceding the NAB "Radio Montreux" conference in June. The EBU, an international professional association of broadcasters, has scheduled its first international symposium on DAB June 8-9, while the main conference runs June 10-13.

The symposium will evaluate the situation for DAB after the conference runs June 10-13. Broadcasting Radio Montreux will feature exhibits by broadcast equipment makers and program providers, along with sessions on radio station management, programming and new technology.

**RCS Rolls Out Three New Products**

Radio Computing Services, which furnishes the Selector music scheduling systems to hundreds of radio stations in the US and many others in Europe, has introduced three new services.

"Linker" is an integrated log system which schedules promos, liners, sweepers, jingles and other non-music, non-commercial elements. It then merges them with the music and commercial logs to provide an integrated broadcast log. A manual scheduler then adds finishing touches to ensure the best flow.

"Songtrack" is a radio research system which handles call-out, audition and perceptual research with in-house software. Automated input from optical document readers is optional. A wide variety of breakthroughs and reports can be generated. Results can be directly integrated with Selector to implement rotational changes.

"Tracker" is a digital logging system on a DAT tape. It stores up to a week of a station's audio on a standard DAT. It can record up to three separate inputs while simultaneously playing back prior time periods for any one of the three channels. Digital compression provides acceptable quality with quick random access and no wow and flutter.

RCS can be reached at tel: (+1) 914.723.8567

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**SINGLES**

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**Indecency Ban Review Turned Down**

The Federal Communications Commission (FCC) has been turned down by the US Court of Appeals on its request for a rehearing of last May's ruling, which struck down the FCC's 24-hour-a-day ban on indecent broadcasting.

FCC options at this point include implementation of a safer harbour—established daily periods when children are least likely to be in the listening audience and when indecent material may be aired—or an appeal for review to the Supreme Court. Currently, the FCC has confined indecency enforcements to daily broadcasts between the hours of 6:00-20:00.

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**Billboard Newsmagazine**

The International Newsmagazine Of Music and Home Entertainment

Billboard covers every aspect of the international entertainment industry in unparalleled depth. It is the only global weekly newsmagazine in its field with everything you need to know about the largest markets in the world, including the United States.

Subscriptions are available at $183, which will get 51 issues (including the special year-end issue). Write to: Quadrant Subscription Services Ltd., Oakfield House, Perrymount Rd, Haywards Heath, West Sussex, England, RH16 3DH or call (+44) 444.440.4211.
Most played records on British stations.

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<td>I'm Too Sexy</td>
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Major stations: BBC and national privates.

Most played records on Swedish national and local stations.

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<th>Position</th>
<th>Artist</th>
<th>Title</th>
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<tr>
<td>Oct 12</td>
<td>1</td>
<td>Right Said Fred</td>
<td>I'm Too Sexy</td>
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<tr>
<td>Oct 12</td>
<td>2</td>
<td>Kaj</td>
<td>Hang On Hopelessly</td>
</tr>
<tr>
<td>Oct 12</td>
<td>3</td>
<td>Right Said Fred</td>
<td>The Love I Give You</td>
</tr>
<tr>
<td>Oct 12</td>
<td>4</td>
<td>Phil Collins</td>
<td>In The Air Tonight</td>
</tr>
<tr>
<td>Oct 12</td>
<td>5</td>
<td>Right Said Fred</td>
<td>The Love I Give You</td>
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Major stations: BBC and national privates.

Most played records on French national and local stations.

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<td>Simply Red</td>
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<td>Right Said Fred</td>
<td>I'm Too Sexy</td>
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<tr>
<td>Oct 12</td>
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<tr>
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Major stations: BBC and national privates.

Most played records on Norwegian national and local stations.

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<tr>
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<td>Right Said Fred</td>
<td>The Love I Give You</td>
</tr>
</tbody>
</table>

Major stations: BBC and national privates.
### Top 10 Sales in Europe

#### UNITED KINGDOM

**Singles**
- Bryan Adams - I Do It For You (ADAM)
- Freddie Mercury - The Show Must Go On (BMG)
- Take That - iTTT (EMI)
- Queen - Who Wants To Live Forever (EMI)
- Michael Jackson - Black Or White (POLYGRAM)

**Albums**
- Bryan Adams - Waking Up The Neighbours (ADAM)
- Guns N' Roses - Use Your Illusion I (POLYGRAM)
- Peter Gabriel - So (RCA)
- Dire Straits - On Every Street (POLYGRAM)
- M.Bolan's T.Rex - Ultimate Collection (WEA)

**SPAIN**

**Singles**
- Chino & José - No Me Gasta (ARDE)
- Antico - We Need Freedom (NORTHERN SOUL)
- Guns N' Roses - Use Your Illusion I (POLYGRAM)
- Heavy D & Boyz - Now That We Found Love (POLYGRAM)
- Crystal Waters - Gypsy Woman (POLYGRAM)

**ALBUMS**
- Bryan Adams - I Do It For You (POLYGRAM)
- Army Of Lovers - Cruelised (POLYGRAM)
- Human Resource - Dominar (ARDE)
- Bryan Adams - Waking Up The Neighbours (POLYGRAM)
- Guns N' Roses - Use Your Illusion II (POLYGRAM)

#### DENMARK

**Singles**
- Bryan Adams - I Do It For You (POLYGRAM)
- B. Adams - Can't Stop This Thing (POLYGRAM)
- Guns N' Roses - Use Your Illusion I (POLYGRAM)
- Heavy D & Boyz - Now That We Found Love (POLYGRAM)
- Crystal Waters - Gypsy Woman (POLYGRAM)

**ALBUMS**
- Bryan Adams - I Do It For You (POLYGRAM)
- Army Of Lovers - Cruelised (POLYGRAM)
- Human Resource - Dominar (ARDE)
- Bryan Adams - Waking Up The Neighbours (POLYGRAM)
- Guns N' Roses - Use Your Illusion II (POLYGRAM)

#### NETHERLANDS

**Singles**
- Bryan Adams - I Do It For You (POLYGRAM)
- Guns N' Roses - Use Your Illusion I (POLYGRAM)
- Guns N' Roses - You Could Be Mine (POLYGRAM)
- Heavy D & Boyz - Now That We Found Love (POLYGRAM)
- Crystal Waters - Gypsy Woman (POLYGRAM)

**ALBUMS**
- Bryan Adams - I Do It For You (POLYGRAM)
- Army Of Lovers - Cruelised (POLYGRAM)
- Human Resource - Dominar (ARDE)
- Bryan Adams - Waking Up The Neighbours (POLYGRAM)
- Guns N' Roses - Use Your Illusion II (POLYGRAM)

#### BELGIUM

**Singles**
- Bryan Adams - I Do It For You (POLYGRAM)
- Guns N' Roses - Use Your Illusion I (POLYGRAM)
- Guns N' Roses - You Could Be Mine (POLYGRAM)
- Heavy D & Boyz - Now That We Found Love (POLYGRAM)
- Crystal Waters - Gypsy Woman (POLYGRAM)

**ALBUMS**
- Bryan Adams - I Do It For You (POLYGRAM)
- Army Of Lovers - Cruelised (POLYGRAM)
- Human Resource - Dominar (ARDE)
- Bryan Adams - Waking Up The Neighbours (POLYGRAM)
- Guns N' Roses - Use Your Illusion II (POLYGRAM)

#### FRANCE

**Singles**
- Bryan Adams - I Do It For You (POLYGRAM)
- Guns N' Roses - Use Your Illusion I (POLYGRAM)
- Guns N' Roses - You Could Be Mine (POLYGRAM)
- Heavy D & Boyz - Now That We Found Love (POLYGRAM)
- Crystal Waters - Gypsy Woman (POLYGRAM)

**ALBUMS**
- Bryan Adams - I Do It For You (POLYGRAM)
- Army Of Lovers - Cruelised (POLYGRAM)
- Human Resource - Dominar (ARDE)
- Bryan Adams - Waking Up The Neighbours (POLYGRAM)
- Guns N' Roses - Use Your Illusion II (POLYGRAM)

#### ITALY

**Singles**
- Bryan Adams - I Do It For You (POLYGRAM)
- Guns N' Roses - Use Your Illusion I (POLYGRAM)
- Guns N' Roses - You Could Be Mine (POLYGRAM)
- Heavy D & Boyz - Now That We Found Love (POLYGRAM)
- Crystal Waters - Gypsy Woman (POLYGRAM)

**ALBUMS**
- Bryan Adams - I Do It For You (POLYGRAM)
- Army Of Lovers - Cruelised (POLYGRAM)
- Human Resource - Dominar (ARDE)
- Bryan Adams - Waking Up The Neighbours (POLYGRAM)
- Guns N' Roses - Use Your Illusion II (POLYGRAM)

#### SWEDEN

**Singles**
- Roxette - Joyride (POLYGRAM)
- Primal Scream - Screamadelica (POLYGRAM)
- Pixies - Trompe Le Monde (POLYGRAM)
- Scorpions - Wind Of Change (POLYGRAM)
- Oceanic - Insanity (POLYGRAM)

**ALBUMS**
- Roxette - Joyride (POLYGRAM)
- Primal Scream - Screamadelica (POLYGRAM)
- Pixies - Trompe Le Monde (POLYGRAM)
- Scorpions - Wind Of Change (POLYGRAM)
- Oceanic - Insanity (POLYGRAM)

#### GREECE

**Singles**
- Bryan Adams - I Do It For You (POLYGRAM)
- Dr. Alban - Stop The Pollution (EMI)
- Simply Red - Something Got Me Started (POLYGRAM)
- E.Dahlgren - En Blekt Blondins Hjarta (RECORD STATION)
- Guns N' Roses - Use Your Illusion II (POLYGRAM)

**ALBUMS**
- Bryan Adams - I Do It For You (POLYGRAM)
- Dr. Alban - Stop The Pollution (EMI)
- Simply Red - Something Got Me Started (POLYGRAM)
- E.Dahlgren - En Blekt Blondins Hjarta (RECORD STATION)
- Guns N' Roses - Use Your Illusion II (POLYGRAM)

#### PORTUGAL

**Singles**
- Simply Red - Something Got Me Started (POLYGRAM)
- E.Dahlgren - En Blekt Blondins Hjarta (RECORD STATION)
- Guns N' Roses - Use Your Illusion II (POLYGRAM)
- Simply Red - Something Got Me Started (POLYGRAM)
- E.Dahlgren - En Blekt Blondins Hjarta (RECORD STATION)

**ALBUMS**
- Simply Red - Something Got Me Started (POLYGRAM)
- E.Dahlgren - En Blekt Blondins Hjarta (RECORD STATION)
- Guns N' Roses - Use Your Illusion II (POLYGRAM)
- Simply Red - Something Got Me Started (POLYGRAM)
- E.Dahlgren - En Blekt Blondins Hjarta (RECORD STATION)
## EUROPEAN TOP 100 ALBUMS

**This Year's Last Chance**

<table>
<thead>
<tr>
<th>ARTIST</th>
<th>TITLE - ORIGINAL LABEL</th>
<th>COUNTRIES CHARTED</th>
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<tbody>
<tr>
<td>Dire Straits</td>
<td>On Every Street - Vertigo</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
</tr>
<tr>
<td>Guns 'N Roses</td>
<td>Use Your Illusion I - Geffen</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
</tr>
<tr>
<td>GUNS 'N ROSES</td>
<td>Use Your Illusion II - Geffen</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>R.E.M.</td>
<td>Out Of Time - Warner Brothers</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>Metallica</td>
<td>Metallica - Vertigo</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>Gipsy Kings</td>
<td>Earth Music - Columbia</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>Cher</td>
<td>Heart Of Love - Geffen</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>Pixies</td>
<td>Come On - 4AD</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>O.M.D.</td>
<td>Dazzle Display - Virgin</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>Peter Maffay</td>
<td>38317 - Teldec</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>Tom Petty &amp; The Heartbreakers</td>
<td>Into The Great Wide Open - Warner Brothers</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
</tr>
<tr>
<td>Marc Bolan &amp; T. Rex</td>
<td>Electric Warrior - Vertigo</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>Eurythmics</td>
<td>Be Yourself Tonight - RCA</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<td>John Foxx</td>
<td>Underpass - Virgin</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<td>The Smiths</td>
<td>Meat Is Murder - Rough Trade</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>The Cult</td>
<td>Ceremony - Virgin</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>Patrick Bruel</td>
<td>Alors Regarde - RCA</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>Natalie Cole</td>
<td>Unforgettable - Elektra</td>
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<td>Michael Bolton</td>
<td>Time, Love &amp; Tenderness - Columbia</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>Mylene Farmer</td>
<td>L' Arbre Des Vie - Mushroom</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<td>Van Morrison</td>
<td>Wherever I Shed My Skin - Polydor</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<td>Stephan Eicher</td>
<td>Amour - Rug - Barclay</td>
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<td>Juan Luis Guerra &amp; 4.40</td>
<td>Bachata Rosa - Koren</td>
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<tr>
<td>Mecano</td>
<td>La Vida Espanola - Ariola</td>
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<td>Color Me Badd</td>
<td>21st Century - Columbia</td>
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<td>Jason Donovan</td>
<td>The Greatest Hits - PWL</td>
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<td>Extreme</td>
<td>Extreme II Pornograffitti - A&amp;M</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<td>Primal Scream</td>
<td>Screamadelica - Creation</td>
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<td>Bob Seger &amp; The Silver Bullet Band</td>
<td>The Fire Inside - Capitol</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>Tony Christie</td>
<td>My Ma-Mountains Of My Music - Atlantic</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>Antonello Venditti</td>
<td>Venere In Paradiso - Ricordi</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>Matthias Reim</td>
<td>Reim 2 - Polydor</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<td>Billy Bragg</td>
<td>Don't Try This At Home - Geffen</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>Fredericks, Goldman &amp; Jones</td>
<td>Penendez, Golpeando Y Colombia - Island</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<td>Simple Minds</td>
<td>Life In A Day - Virgin</td>
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<td>Gianna Nannini</td>
<td>Giannissima - Ricordi</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<td>Status Quo</td>
<td>Roadie - Virgin</td>
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<td>Albrocco - Elektra</td>
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<td>GUARANTEED - RCA</td>
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<td>The Wild And The Innocent - Atlantic</td>
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<td>Andy Grant</td>
<td>Heart In Motion - A&amp;M</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<td>Alice Cooper</td>
<td>Hey Stoopid - Epic</td>
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<td>Catharsis Rising - Chrysalis</td>
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<td>The Specials '86 - Island</td>
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<td>Emotions - Columbia</td>
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<td>David Hasselhoff</td>
<td>David - White Records/Ariola</td>
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<td>Maritka's Kitchen - Columbia</td>
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<td>Beverley Craven - Epic</td>
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<td>Lloyd Cole</td>
<td>Don't Get Weird On Me Babe - Polydor</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<td>William Sheller</td>
<td>En Solitario - Phonogram</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>Paul</td>
<td>Nichts Ohne Grund - Intercord</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>Soundtrack - Atlantis</td>
<td>Atlantis - Virgin</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<td>Paula Abdul</td>
<td>Spellbound - Virgin America</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>Francois Feldman</td>
<td>Magic Sound - Philips</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<tr>
<td>Andrew Lloyd Webber</td>
<td>Joseph &amp; The Amazing Technicolor Dreamcoat - Really Useful</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<td>UB40</td>
<td>Labour Of Love II - Virgin</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<td>Rush</td>
<td>Roll The Bones - Atlantic</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<td>Soundtrack - Grease</td>
<td>Grease - Polydor</td>
<td>UK, DE, NL, A, CH, DK, ES, SE, GR</td>
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<td>Mecano</td>
<td>Descanso Domincal - Ariola</td>
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**The European Top 100 Albums is compiled by BMI Communications BV in cooperation with Buma/Stemra. BMI Communications BV/Buma/Stemra. All rights reserved. Compiled from the national album sales charts of 16 European territories.**

- **Recognition of pan-European use of 500,000 units**
- **Recognition of sales of 1 million units, with multi-million sales indicated by a numeral following the symbol.**

**COUNTRIES CHARTED**

- **UK**
- **DE**
- **NL**
- **A**
- **CH**
- **DK**
- **ES**
- **GR**
- **FE**
- **BE**
- **GB**
- **FR**
- **IT**
- **NL**
- **D**
- **A**
- **CH**
- **S**
- **P**
- **D**
- **IR**

**NEW ENTRY**

- **NEW ENTRY**

**BEST SELLERS**

- **BEST SELLERS**

**FAST MOVERS**

- **FAST MOVERS**

**RE-ENTRY**

- **RE-ENTRY**

**NOTE**

- **NOTE**
Composer and writer credits include

LENNON & McCARTNEY · GARY WRIGHT

ELTON JOHN AND BERNIE TAUPIN

PRINCE · JEFF LYNNE · STEVE WINWOOD

ROGERS, KOSSOFF, KIRKE, FRASER

CD · MC · LP RELEASED OCTOBER 7
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<th>Rank</th>
<th>Title</th>
<th>Year</th>
<th>Artist</th>
<th>Original Label (Publisher)</th>
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<tr>
<td>2</td>
<td>You Could Be Mine</td>
<td>1991</td>
<td>Guns N' Roses - Geffen (Warner Chappell)</td>
<td></td>
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<tr>
<td>3</td>
<td>Wind Of Change</td>
<td>1991</td>
<td>Scorpions - Mercury (PolyGram/Music/Copyright Control)</td>
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<tr>
<td>4</td>
<td>Calling Elvis</td>
<td>1991</td>
<td>Dire Straits - Vertigo (Chariscourt/Rondon)</td>
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<tr>
<td>5</td>
<td>Don't Cry</td>
<td>1991</td>
<td>Toto - Interscope (BMG/EMI Music)</td>
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<tr>
<td>6</td>
<td>Now That We Found Love</td>
<td>1991</td>
<td>Heavy D &amp; The Boyz - MCA (Warner Chappell)</td>
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<tr>
<td>7</td>
<td>Love To Hate You</td>
<td>1991</td>
<td>Erasure - Mute (MM/Saned/Andy Bell/Sony)</td>
<td></td>
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<tr>
<td>8</td>
<td>Bacardi Feeling (Summer Dreaming)</td>
<td>1991</td>
<td>Kate Yaro - MCA (As Friate Music Paris)</td>
<td></td>
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<tr>
<td>9</td>
<td>Let's Talk About Sex</td>
<td>1991</td>
<td>Soft'n'Sexy - MCA (Warner Chappell)</td>
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<tr>
<td>10</td>
<td>SenzaUna Donna (Without A Woman)</td>
<td>1991</td>
<td>Zucchero &amp; Fabio Frizzi - London (Warner Chappell/Plan/EMI)</td>
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<tr>
<td>11</td>
<td>Get Off</td>
<td>1991</td>
<td>Prince &amp; The Power Generation - Paisley Park (Warner Chappell)</td>
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<tr>
<td>12</td>
<td>Can't Stop This Thing We Started</td>
<td>1991</td>
<td>Bryan Adams - A&amp;M (A&amp;M/Madonna/Zuma)</td>
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<td>13</td>
<td>La Zoubida</td>
<td>1991</td>
<td>L'Agitato - Flowash (Copyright Control)</td>
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<td>14</td>
<td>More Than Words</td>
<td>1991</td>
<td>Extreme - A&amp;M (Random)</td>
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<td>Peace</td>
<td>1991</td>
<td>Sabrina Johnston - East West (MCA)</td>
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<td>Gypsy Woman (La Da Dee Da Do Da)</td>
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<td>Crystal Waters - A&amp;M (A&amp;M/Byte Music/Booy)</td>
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<td>Roxette - EM (EM/Jimmy Fun)</td>
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<td>Something Got Me Started</td>
<td>1991</td>
<td>Simply Red - Epic (EMI)</td>
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<td>1991</td>
<td>Right Said Fried - Tug (Hit &amp; Run)</td>
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<td>Mylene Farmer &amp; Jean Louis Morot - Polyplan (Esplan)</td>
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<td>Metallica - Verge (Creeping Death/PolyGram)</td>
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<td>25</td>
<td>Danca Tago Mago</td>
<td>1991</td>
<td>Koama - Columbia (Adageo/BM Productions)</td>
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<td>26</td>
<td>Ich Bin Der Martin, Ne</td>
<td>1991</td>
<td>Dieter Krebs &amp; Gundula - RCA (EMI Music)</td>
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<td>27</td>
<td>Cream</td>
<td>1991</td>
<td>P. R. &amp; The Power Generation - Parisley Park (Warner Chappell)</td>
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<td>28</td>
<td>Insanity</td>
<td>1991</td>
<td>Deuce - EMI (EMI)</td>
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<td>29</td>
<td>Losing My Religion</td>
<td>1991</td>
<td>R.E.M. - Warner Brothers (Warner Chappell)</td>
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<td>30</td>
<td>James Brown Is Dead</td>
<td>1991</td>
<td>LA Style - Deception (D'Art/H-Penetration)</td>
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<td>31</td>
<td>The Shoop Shoop Song (It's In His Kiss)</td>
<td>1991</td>
<td>Charley Pride - PolyGram (EMI Music)</td>
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<td>32</td>
<td>Ich Hab'S Mich So Auf Dich Gefret</td>
<td>1991</td>
<td>Matthias Reim - PolyGram (Not Listed)</td>
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<td>33</td>
<td>Dominator</td>
<td>1991</td>
<td>Human Resource - R&amp;S/EMC (MCA)</td>
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<td>34</td>
<td>Saltwater</td>
<td>1991</td>
<td>Julian Lennon - Virgin (Various)</td>
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POLYDOR PROMOTIONS: Off The Record hears that Polydor France has taped Nagi Bar as his new M.D. Baz will report to Poly-\nGram Records France president Paul-René Alberini. Polydor has also hired a new A&R executive, Didier Varrod, who used to work for French public radio. Look for changes at Eurotic France too.

DEAL OF THE WEEK?: OTR is picking up rumours that some major media groups are showing interest in private classical radio in\nFrance.

CROSS-CHANNEL CHARTS: At press time, OTR has been told that BBC Radio 5 is launching a Saturday evening French chart\ncountdown show in conjunction with French network Europe 1. More in the next issue.

OSTON RETURNS: Former Trans World Comm. executives Owen Oyston and Julian Allitt are among the names in the running for the Blackpool ILR licence in the UK. Oyston is backing Blackpool Light FM, while Allitt would like to be MD of Flyde Coast Radio, or simply Coast FM. Details next week.

JUST YOUR AVERAGE CROWD: An estimated 800.000 people visited the Monsters Of Rock spectacle in Moscow on September 28, making it probably the largest attendance for a one-day festival. Artists performing included AC/DC, Metallica, Black Crowes, Pantera and EST.

THE REAL DEAL?: Time Warner is at it again. TW is in advanced talks with Tonhalle (once more) and C. Ish about selling the Japanese company a stake for US$3.00 million each. TW stock popped just over US$3.00 on the news to US$80.

DIVESTISATION CONTINUES: PolyGram continues its push into the movie business. The company has signed a letter of intent to reportedly buy mostly distribution rights from financially troubled Canadian entertainment company Nelson Holdings International.

IS HE AN INVESTOR?: OTR has learned that a new community radio franchise being offered in Ireland seems certain to go to a religious group, which plans to start a station called God FM. Whether this is a working name or the eventual station's call letters has not been determined. One drawback: it can accept advertising.

OOPS?: Lastly, apologies to Chris Wemcken, the new MD at BMG Ariola Austria. His former title was vice president of marketing for BMG Ariola Classics in New York, not international marketing man\nerg ClassicFM division.

Jazz FM

(continued from page 1)

After a lengthy meeting on September 30, Jazz FM's board decided to give GRR until October 14 to line-up financing to acquire the station. That date is the second extension of the original August 23 deadline.

According to David Astor, chairman of Classic FM, the consortium has the cash, but more time is needed to complete research on the merger of Classic FM and Jazz FM. Astor claims the group was concentrating on the Authority's deadline first, and is now "going all guns on to Jazz FM as a top priority."

Due diligence studies are being conducted by two of ClassicFM's (and ultimately Jazz FM's) investors, Sir Peter Michael and Time Warner, says Astor. "The Jazz FM board is satisfied there is enough money," he adds, and the investors are confident that the deal "makes good commercial sense," he adds.

We are asked if scaling the formal buyout agreement was simply a matter of paper-shuffling and if he was certain GRG/C\nassic FM would acquire Jazz FM, Astor seems to hedge his bets. "I don't know. I hope it will," he says. "It certainly makes commercial sense; the case is there. If it doesn't, Classic will go somewhere else." However, he adds, "the intention is to broadcast Classic FM from London."

Another possible location could be the GWR Group's facilities in Swindon, since the five-station network has a 17.5% stake in Classic FM.

Meanwhile, speculation has increased that a consortium led by Jon Diamond, founder of American jazz label GRP, will also bid for Jazz FM should the GRR/Classic buyout fail at the temple, Diamond who sold his stake to GRP to MCA in 1989 to venture Classic FM (and ultimately Jazz FM). According to Oyston, Sir David Astor, deputy chairman Henry Meakin, chairman of GWR Group and Aspen Communications; Gold\nner Rose Management MD David Maker; GWR Group CEO Ralph Bernard; and Broly, Classic FM's success in raising its finance has come as a relief to the Radio Authority, which might have been faced with the option of the lowest bidder, UKFM. The origi\nnal winner, First National Radio - The Showtime Station, failed to come up with the funds it promised the Authority in the allotted time.

Authority CEO Peter Bald\nwin says the way is now clear to move ahead with the licence for the second national commercial station. He adds, "We shall be advertising INR2 to all, as long as the proposed service is different from INR1. This will probably be towards the end of Octo\nber, a factor he sees as a comple\nt. Local and regional stations to register audience increases during the first quarter of this year include Radio Peter Flowers/\nMilan (148.000) and Radio Club 9N/Philips (337.000). National gold station 105 Classic has raised its listening figures from 431.000 to 463.000 while Radio Capital, the northern inter\nregional "disco music station, increased its audience from 229.000 to 233.000.

Puckaster RAI, which does not subscribe to Datamedia, but is monitored for information pur\poses, lost listeners. Its average daily audience for January-\March was this year 10,1 million, but the period was down from 10.7 million.

In the next issue.

Radio Dimension Suono, RTL 102.5 Hit Radio and Radio Kiss Kiss all registered audience increases in the latest survey, but the Kiss Kiss audience in the 13-15 Network dropped from 633.000 to 606.000.

According to Rote 105 execu\tive Edmundo Hazan, "We may have lost a few listeners, but our position is steady and we have no reason to be unhappy. It is not easy to stay on top for 15 years in competition with other stations that different musical fashions come and go. We've proved our policy is right."

Hazan is keen to see the results of the new Audradio lis\nters survey conducted between September 15-October 15 to see how its station, Radio Monte Carlo, has fared. "The station has increased its audience this year, according to Datamedia, but the figures were released before DJ Fausto Terenzi joined the station," says Hazan.

Radio Italia S.M.I. general manager Filippo Broglio express\s delight at the latest results, saying, "We celebrate our 10th anniversary on February 17, 1991, and have adopted the same policy since day one. We have always said that our movement would arrive, but we will continue with our policy of locally pro\duced music, presented with honesty and sympathy. By sticking to our guns, I don't think we've made the same mistakes as some of the other stations."

While Broglio says he is satis\fied with the no. 2 position, he admission that the station does not have a clear leader. He agrees that while there is a current boom in national music, it is inevitable that all booms end eventually. "If that day arrives, it won't affect our music policy one bit," he says. "You have to remember that the quality in production of artists has improved, after a number of years, and while there may be less music in the future, the pro\duct that does remain will be of a high level." Broglio also claims that Radio Italia S.M.I. is the most-copied station in the coun\try, a factor he sees as a compli\ment.

Italian Daily Listening Statistics

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>Jan-Mar</td>
<td>3.34</td>
<td>3.30</td>
<td>3.26</td>
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<td>Apr-Jun</td>
<td>2.67</td>
<td>2.80</td>
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<tr>
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<td>0.48</td>
<td>0.52</td>
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Note: Figures are in millions Source: Datamedia
**EHR Top 40**

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<th>LW</th>
<th>WOC</th>
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<tr>
<td>BRYAN ADAMS (Everything I Do)</td>
<td>(A&amp;M)</td>
<td>3</td>
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<td>SIMPLY RED (Somewhere In Dreamland)</td>
<td>(Columbia)</td>
<td>5</td>
<td>1</td>
<td>7</td>
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<td>DIRE STRAITS (Call On Me)</td>
<td>(Vertigo)</td>
<td>6</td>
<td>1</td>
<td>3</td>
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<tr>
<td>MARTIKA (Love... Why Will You Be Gone)</td>
<td>(Paisley Park)</td>
<td>7</td>
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<td>4</td>
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<td>ROXETTE (The Big L)</td>
<td>(EMI)</td>
<td>8</td>
<td>1</td>
<td>9</td>
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<td>PRINCE (When Doves Cry)</td>
<td>(Mute)</td>
<td>9</td>
<td>1</td>
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<td>(A&amp;M)</td>
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<td>GUNS N’ ROSES (Don’t Cry)</td>
<td>(Virgin)</td>
<td>11</td>
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<td>32</td>
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<td>COLOR ME BADD (All 4 Love)</td>
<td>(Virgin)</td>
<td>12</td>
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<td>PRINCE (Purple Rain)</td>
<td>(Mute)</td>
<td>13</td>
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<td>CRYSTAL WATERS (Makin’ It)</td>
<td>(A&amp;M)</td>
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<td>HEAVY D &amp; THE BOYZ (Now That We Found Love)</td>
<td>(Japan)</td>
<td>15</td>
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<td>THE LEVEL 42 (Guaranteed)</td>
<td>(Virgin)</td>
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<td>BRYAN ADAMS (Can’t Stop This Thing)</td>
<td>(A&amp;M)</td>
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<td>BELINDA CARLISLE (Live Your Life Be Free)</td>
<td>(Virgin)</td>
<td>18</td>
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<td>(Island)</td>
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<td>RIGHT SAID FRED (I’m Too Sexy)</td>
<td>(Sire)</td>
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<td>ERASURE (Love To Hate You)</td>
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<td>(Warner Bros)</td>
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<td>(ATCO)</td>
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<td>(MGM)</td>
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<td>HUEY LEWIS &amp; THE NEWS (It Hit Me Like A Hammer)</td>
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<td>SEAL (The Beginning)</td>
<td>(ZTT)</td>
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<td>OMD (Then You Turn Away)</td>
<td>(Virgin)</td>
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<td>CHER (Save All Your Tears)</td>
<td>(Virgin)</td>
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<td>1</td>
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<td>SCORPIONS (Wind Of Change)</td>
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<td>SALT-N-PePA (Let’s Talk About Sex)</td>
<td>(Virgin)</td>
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<td>LENNY KRAVITZ (It Ain’t Over Til It’s Over)</td>
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<td>KYLIE MINOGUE (World Is Ours)</td>
<td>(MCA)</td>
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<td>JASON DONOVAN (Happy Together)</td>
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<td>MIDGE URE (Cold Hearted)</td>
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<td>ROD STEWART (Broken Arrow)</td>
<td>(Virgin)</td>
<td>37</td>
<td>1</td>
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**CHARTBOUND RECORDS**

- **Paula Abdul** - Promise Of A New Day (Virgin America)
- **D.J. Jazzy Jeff & The Fresh Prince** - Summertime (Jive)
- **Oleta Adams** - Let The Sea Go On Forever (Warner Bros)
- **Tom Petty & The Heartbreakers** - Into The Great Wide Open (Reprise)
- **INCOGNITO feat. Jocelyn Brown** - Always There (Vertigo)
- **Tom Petty & The Heartbreakers** - Learning To Fly (Reprise)
- **Oleta Adams** - Don’t Let The Sun Go Down On Me (Columbia)
- **Scorpions** - Wind Of Change (Atlantic)
- **Cher** - Save Up All Your Tears (Geffen)
- **Marky Mark & The Funky Bunch** - Good Vibrations (Interscope)
- **Right Said Fred** - I’m Too Sexy (Sire)
- **Erasure** - Love To Hate You (BMG)
- **Rod Stewart** - Broken Arrow (A&M)
- **Prince** - When Doves Cry (Mute)
- **Cathy Dennis** - Too Many Walls (MCA)
- **Color Me Badd** - All 4 Love (No Limit)
- **Prince** - Cream (Warner Bros)
- **Prince** - The One I Love (Warner Bros)
- **MARC ALMOND** - Jolleys (Some Bizzare)
- **Mariah Carey** - Emotions (Columbia)
- **Prince** - Cream (Warner Bros)
- **Stevie Wonder** - Superstition (Motown)
- **Roxette** - The Big L (East West)
- **Simply Red** - Don’t Let The Sun Go Down On Me (Columbia)
- **Don’t Dream It’s Over** (Geffen)
- **Julian Lennon** - Saltwater (A&M)
- **Paul Young** - Don’t Cry (Warner Bros)

**Airplay Action**

- The difference between no. 1 and no. 13 is slowly decreasing. While Bryan Adams remains at no. 1 for the eighth consecutive week, with 52 stations reporting, under its belt, the number of stations reporting Simply Red’s “Somewhere In Dreamland” has now increased to over 20 stations. SIMPLY RED is closely followed by Bryan Adams, who is finally getting serious competition for the top spot.

- Sober (Simply Red) is played in 11 markets with its best airplay coming from Italy, the UK, Belgium and Sweden. While the new album Diamonds & Pearls has just seen the light of day, Simply Red can boast having two singles in the top 10. Get Off remains static at no. 10, but simply Red’s brand of soulful dance music is increasingly popular in the UK, Italy, France and Holland.

- Something Got Mary started is played in 11 markets with its best airplay coming from Italy, the UK, Belgium and Sweden. While the new album Diamonds & Pearls has just seen the light of day, Simply Red can boast having two singles in the top 10. Get Off remains static at no. 10, but simply Red’s brand of soulful dance music is increasingly popular in the UK, Italy, France and Holland.

**EHR New Add Leaders**

- **Cher** - Save Up All Your Tears (Geffen)
- **Prince** - Cream (Warner Bros)
- **Simply Red** - ‘Something Got Me Started’ (East West)
- **Marina & The Diamond** - ‘Dreams’ (Columbia)
- **Paul Young** - Don’t Cry (Warner Bros)
- **Guns N’ Roses** - ‘Don’t Cry’ (Virgin)

**EHR "A" Rotation Leaders**

- **Bryan Adams** - Everything I Do (A&M)
- **Simply Red** - ‘Something Got Me Started’ (East West)
- **Marina & The Diamond** - ‘Dreams’ (Columbia)
- **Paul Young** - Don’t Cry (Warner Bros)
- **Guns N’ Roses** - ‘Don’t Cry’ (Virgin)

**EHR "A" Rotation Performance**

The EHR "A" Rotation Performance is a listing of those songs which have achieved the best performance on EHR stations in the UK. Each week, the chart is updated by adding the performance of new songs and removing the performance of songs that have fallen out of the top 10. The chart is updated weekly and is based on the performance of songs on EHR stations in the UK.

**EHR Top Newcomers**

- **Paul Young** - Don’t Cry (Warner Bros)
- **Bob Seger** - The Real Love (Capitol)
- **Marc Almond** - Jolleys (Some Bizzare) (Virgin)
- **Tina Turner** - Nutbush City Limits (The 90’s Edition) (Columbia)
- **Rod Stewart** - Broken Arrow (A&M)

The EHR Top Newcomers chart is based on the number of new stations reporting songs that have not yet entered the top 10. The chart is updated weekly and is based on the performance of songs on EHR stations in the UK.

**European Hit Radio**

- **Music & Media**
- **October 12, 1991**

AmericanRadioHistory.com
kréol 

1991

the new outstanding album including the hot new single

saké cho

highest new entry No. 33 in the french singles charts! week 37

Maldon the album: 400,000 copies sold
Maldon the single: 800,000 copies sold
'Queen Greatest Hits II'
European release 28 October

Longplay CD and MC
double LP/Longform Video

17 Top Twenty Hits including
the new single

'The Show Must Go On'
Now at EHR

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