

# MUSIC & MEDIA

## EUROPEAN STUDIOS

Europe's Music Radio Newsweekly . Volume 9 . Issue 19 . May 9, 1992 . £ 3, US\$ 5, ECU 4



**MONEY HUNGRY** — RTL 104.6/Berlin "Tasche Voll Asche" game winner Tobias Gropp had 104 seconds to grab out of the air a share of DM1 million. Gropp scored DM129.000—not bad, considering he wasn't allowed to pick up banknotes from the floor.

## Denekamp Succeeds Diaz As Sony Euro Regional VP

by Machgiel Bakker

Sony Music's European operations are undergoing their second major restructuring within 10 months (M&M June 1, 1991). Regional VP for Europe **Manolo Diaz** is leaving to join PolyGram's Latin business in Miami, and is succeeded by **Sony Music Holland MD Richard Denekamp**. As part of the change, Sony Music's regional European operations will be moved from London to Holland, where Denekamp will remain based.



Richard Denekamp

Denekamp started his career at EMI 20 years ago at age 19 and joined CBS in 1986. Appointed MD in 1989, Denekamp has a reputation in the Dutch industry for his organizational capabilities and management skills. In addition, Sony's biggest mainland

European act to emerge this year, **Ten Sharp**, was signed to his company.

Until recently, EMI Music operated a regional outpost in Holland (see page 3), but Sony Music becomes the first major

(continues on page 34)

## German Indies Pressure IFPI On Singles Chart

by Miranda Watson

Retailers are rallying to the cause of independent record companies to push for changes to the German Top 100 singles chart, which are being attacked as unjust and unreliable.

Die Interessengemeinschaft Single-Hitparade (IGSH, hit

parade interest group) is an open organization of independent record companies, producers and retailers unhappy with the system of chart airplay weighting introduced last year. Initiated by dance label **Mikulski Records/ZYX**, IGSH is supported by dance record companies **Dance Street**,

(continues on page 34)

## Cecillon New EMI UK Division MD

by Adam White

EMI Records UK has appointed **Jean-Francois Cecillon** to divisional MD of its EMI/EMI USA/SBK label unit, marking the first time a Frenchman has advanced to such a post in the British record industry.



Jean-Francois Cecillon

Cecillon has been marketing director of EMI Music's international sector team in London for the past two years, responsible for territories outside Europe and North America. He starts

(continues on page 34)

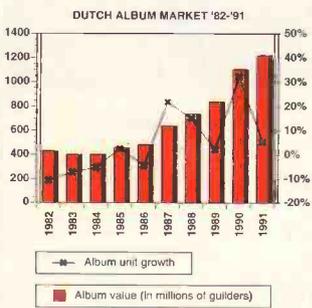
## Dutch Album Sales Increase 2% In '91

The retail value of Holland's music industry increased 9% to Dfl 1.3 billion (app. US\$695 million) in 1991, according to IFPI-body NVPI data. Unit shipments rose slightly by 1.9% to 48.2 million last year, a stark contrast with 1990's growth of 23.7%.

EMI Benelux MD and NVPI chairman **Kick Klimbie** says the coming years will show a slight downfall in unit growth shipments because of the high 58% penetration of CD-players in the country. Holland already is the global leader with regard to the ratio of CD to album sales (95%).

Says Klimbie, "Previous growth figures were caused in

(continues on page 34)



Source: NVPI

## NEWSBREAKERS

### UK IR Share Up Again

UK independent radio (IR) continues to break records, based on first-quarter JICRAR data. The IR network's listening share increased to 38.1% from 35.6%, while network reach inched up one point to 54%.

BBC Radio 1's share fell to 21.3% from 23%, while Radio 2's share climbed 1.2 points to 14.7%. Details next week.

### Two Out Of Three For NRJ

It was a good news, bad news first quarter for NRJ in Ile de France, based on Mediametrie data. Flagship EHR net NRJ's audience share fell 1.1 points to 5.3%, while gold **Cherie FM** was up 2 points to 4.9% and **Rire et Chansons** jumped 2.4 points to a 3.9%. Market leader **RTL** slipped to a 22.2% share from 23.3%. More news next week.

## No. 1 in EUROPE

**European Hit Radio**  
**ANNIE LENNOX**  
*Why*  
(RCA)

## Eurochart Hot 100

**MR BIG**  
*To Be With You*  
(Atlantic)

## European Top 100 Albums

**Bruce Springsteen**  
*Human Touch*  
(Columbia)

RADIO PROGRAMMERS

CHECK OUT THE INFECTIOUS SOUNDS OF:

# KHALED

THE HOT NEW SINGLE "DIDI"



PolyGram

ON YOUR DESK NOW!

# SOETELIEVE STUDIOS

*Audio Productions*

Goudsmidstraat 16  
5232 BP 's-Hertogenbosch  
The Netherlands

Phone: 31-(0)73-408400

Fax: 31-(0)73-424880



Going dutch, the right way!  
Why don't you give it a try  
Every new customer can get a  
free ride

We guarantee the highest recording  
level at our fully equipped studio

Send in this form with your full  
name and address

## SOETELIEVE STUDIOS

*The highest level!*

**MUSIC & MEDIA:**  
PO Box 9027, 1006 AA Amsterdam  
Rijnsburgstraat 11, 1059 AT Amsterdam  
Tel: 31-20-669-1961 - Telex 12938  
Fax: 31-20-669-1941; E-mail: DGS1113

Publisher: **Theo Roos**

**EDITORIAL**  
Associate Publisher/Editor-in-Chief: **Jeff Green**  
Senior Editor: **Machgiel Bakker**  
Managing Editor: **Steve Wonsiewicz**  
Features Editor: **Mary Weller**  
Music Editor: **Robbert Tilli**  
Staff Reporter: **Miranda Watson**  
Associate Editor: **Julia Sullivan**  
Station Reports Manager: **Pieter Kops**  
Chart Processor: **Raul Cairo**  
Editorial Coordinator: **Marlene Edmunds**  
Classical/Jazz Editor: **Terry Berne**  
Editorial Assistant: **Claire Heffernan**

**PRODUCTION**  
Production Manager: **Rim Ederveen**  
DTP: **Pauline Witsenburg, Will van Litsenburg**  
Printer: **Den Haag Offset**  
Design: **Peter van Seuren**

**ADVERTISING**  
Associate Publisher/Sales Director: **Ron Befist**  
Deputy Sales Director: **Kirk Bloomgarden**  
Advertising Executives: **Irit Harpaz, Raymond Schoutrop, Christianne de Bruijn**  
Sales Coordinator: **Inez Landwier**  
Italy: Advertising: **Lidia Bonguardo**, Via Umberto I° 13, 20039 Varedo, Milan; tel: 39-362-584424; fax: 39-362-584435

**MARKETING**  
Marketing Manager: **Annette Knijnenberg**  
Marketing: **Kitty van der Meij (asst.), Annette Duursma**  
Subscriptions: **Lex Sternfeld, Gerry Keijzer**

**ADMINISTRATION**  
Financial Controller: **Edwin Loupias**  
Computer Services: **Mark Sperwer**  
Programmer: **Ronald Jansen**  
Accounts: **Peter Lovaleffe, Geertje Starreveld, Bob van Schooneveld**  
Executive Assistant: **Deanne Blondeel**

**EUROFILE**  
Editor: **Cesco van Gool**  
Assistants: **Steven Roelofs, Saskia Verkade**

**INTERNATIONAL CORRESPONDENTS**  
UK: **Mike McGeever, Ben Lewis**, 23 Ridgmount Street, London WC1E 7AH; tel: 44-71-323-6686; fax: 323-2314  
Austria: **Norman Weichselbaum**, tel/fax: 43-1-523-4242  
Belgium: **Marc Maes**, tel: 32-3-568-8082  
France: **Emmanuel Legrand**, tel: 33-1-42-543-461  
**David Roe**, tel: 33-1-40-419-772; fax: 33-1-40-210-403

Germany: **Bob Lyng**, Fichtestr. 16, 6000 Frankfurt/M1; tel: 49-69-433-839; fax: 49-69-433-018  
**Mal Sondock**, Im Sionstal 29, 5000 Köln 1, tel: 49-221-32-1091; fax: 49-221-31-7600  
**Wolfgang Spahr**, tel: 49-4551 81428; fax: 49-4551 84446  
Ellie Weinert, tel: 49-89-157-3250; fax: 49-89-157-5036  
Greece: **Melissa Daley**, tel: 30-1-324-8450  
Ireland: **Aidan O'Sullivan**, tel: 353-1-280-8211  
Italy: **David Stansfield**, Via G. Marconi #3, 20060 Cassina de Pecchi, Milan tel/fax: 39-2-953-43714  
Scandinavia: **Kari Helopaltio**, tel: 358-0-276-1836  
**Kai Roger Ottesen**, tel: 47-9-256-460  
**Gerard O' Dwyer**, tel: 358-21 33 2763; fax: 358-2133 2764  
Spain: **Anna Marie de la Fuente**, Calle Alcantara 35, 5-D, 28006 Madrid; tel/fax: 34-1-309-3184  
**Howell Llewellyn**, Calle Madesto la Fuente 6, 5A, 28010 Madrid; tel/fax: 34-1-5932-429

M&M is a publication of **BPI Communications BV**, a subsidiary of **BPI Communications**  
President/European Operations: **Theo Roos**  
President/CEO: **Gerald S. Hobbs**  
Vice Chairman/COO: **Arthur F. Kingsbury**  
Executive Assistant: **Caroline Karthaus**  
International Editor-in-Chief: **Adam White**

**SUBSCRIPTION RATES:**  
United Kingdom UK£ 135  
Germany DM 399  
Austria OS 2800  
Switzerland Sfr 337  
France Ffr 1395  
Benelux Dfl 397  
Rest of Europe US\$ 249  
USA/Canada US\$ 270  
Other territories US\$ 288

Copyright 1991 BPI Communications BV  
All rights reserved. No part of this publication may be reproduced in any form without the prior written permission of the publisher.

# Kruise: Man With A Euro Mission

by Machgiel Bakker

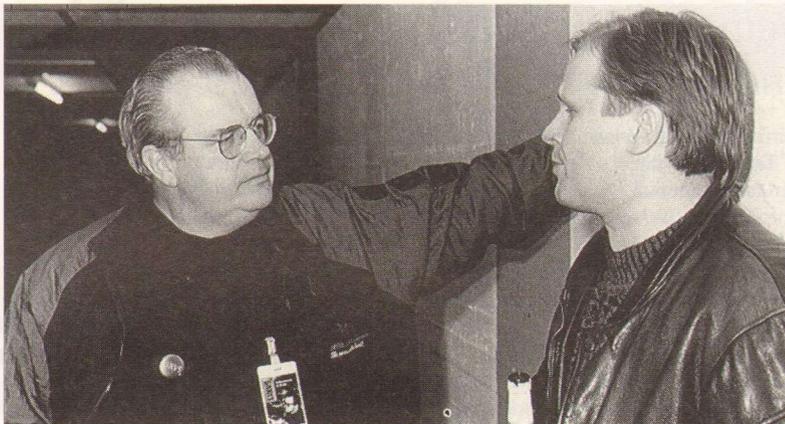
The exploitation of mainland European music has become an increasing priority for the major record companies. Over the last three years, European artists have managed to go beyond delivering one-off hit singles to concentrate on building long-term careers based on album sales.

One man who made this his career focus was **Roel Kruise**, 54, who just retired after spending 30 years with **EMI Music**. In his most recent capacity as senior director of A&R/marketing, Kruise established a regional outpost for EMI in Heemstede, Holland in 1988, reporting to EMI Music Continental Europe MD **Alexis Rotelli**.

Kruise acknowledges the vast but often unexploited potential of Continental repertoire, and his objective was to give such material the right push in close collaboration with local product and/or marketing directors. Through his involvement in EMI Music Europe's management team, Kruise was able to influence MDs and had a say in general business issues.

"My work was dedicated to the regionalization of European repertoire," he recalls. "It was important to follow the progression of local repertoire in all markets and to ascertain whether it

needed to be developed on a pan-European scale or not. In this way we created three levels of artist development: strictly local acts, supra-national acts—only suitable for the G/S/A territory, for exam-



Roel Kruise (left) talks backstage with Herbert Grönemeyer

ple—or pan-European priorities."

Kruise is the first to admit, however, that ready-made models don't work. "They all have their own story," he says. "With **Heroes del Silencio** we kept the original concept untouched and they were marketed in Europe in their own language. But with **El Ultima de la Fila** we let the band record songs in Italian to facilitate the cross-border promotion; and **Herbert Grönemeyer** will be releasing songs in English and French. So, it's very much dependent on the act, its history and its likely appeal to other markets."

Kruise maintained very close relationships with the artists he worked with, a quality praised by **EMI Benelux MD Kick Klimbie**. "His big forte was the trust he enjoyed with the artists," says

include **Roxette, Vasco Rossi, Fiordaliso, Secret Mission, Guesch Patti, Clouseau, Heroes del Silencio** and **Soulsister**.

The story of Swedish duo **Roxette** is a case in point.

Although now accepted as consistent hitmakers with a global appeal, four years ago the Swedish duo only received national acclaim. Kruise remembers seeing them at a Swedish open-air festival in 1988 when their worldwide potential suddenly dawned upon him. In close cooperation with EMI Sweden MD **Rolf Nygren** and promotion director **Marie Dimberg**, Kruise orchestrated their career with a careful market-by-market approach, which helped the band rack up worldwide sales of close to six million for the **Look Sharp** album and eight million for **Joyride**.

## One Band, One Company

One factor contributing to the success was the band's signing to EMI worldwide. "It was my strategy to not license it to someone else," says Kruise. "I always made sure that we had the best company in any market in the world. One market may take longer to break than others, but in the long run an artist benefits

(continues on page 32)

# NAB Radio Montreux Exhibitor Update

At NAB Radio Montreux June 10-13, on Lake Geneva at the Montreux Convention & Exhibition Centre,



participants will have the chance to explore an extensive exhibition devoted exclusively to radio.

Delegates will be able to gain advice from many consulting firms specializing in advertising and promotion activities, station management, facility design and construction, technical engineering, programming, incentives and promotional techniques, station brokering, as well as banks, lending institutions and computer software/hardware firms.

Manufacturers will demonstrate and sell equipment including, among other things, antennas and towers, audio consoles, automation and controls, cases and enclosures, DAB equipment, editing gear, encoders and decoders, ENG and mobile systems, intercom and telephone systems, music libraries, power generation and controls, recording equipment, satellite and microwave systems, SCA equip-

ment, wire and cable. Used and rebuilt equipment will also be offered.

These activities will be preceded by

the European Broadcasting Union's **Symposium on Digital Audio Broadcasting June 8-9, 1992**.

Attendees will have access to a telecommunication center, and the Symposium will be conducted in English with simultaneous French and German translation.

Upon arrival, conference participants will receive an information kit relating to events and exhibits. Packaged by **ZAP-NEWS**, a US-based fax news/information service firm, these materials will be complemented throughout the conference by additional information delivered through personal convention centre mailboxes.

Special activities include an opening reception sponsored by **Communications Equity Associates** on June 10 and the **Euro Disney** farewell dinner on June 12.

## NAB Radio Montreux Exhibitors

(list available at presstime):

- |   |   |
|---|---|
| A.B.S. Aquila Broadcasting ETS              | Nokia Paging                                |
| A.E.V. SNC Di Vaccari G&C                   | Nouvelle Orleans Programming International  |
| AGAP  | Pacific Recorders & Engineering Corporation |
| AKG Acoustics                               | Philips Kommunikations Industrie AG         |
| Audio Bauer AG                              | RCS Radio Computing Services Inc.           |
| Audio Follow                                | R.V.R. Elettronica SRL                      |
| Audiopak Inc.                               | Radio Advertising Bureau                    |
| Broadcast Electronics, Inc.                 | Radio Express Inc.                          |
| Broadcast Technology Society                | Radio World                                 |
| CCA Electronics Inc.                        | Ranson Audio Ltd.                           |
| CTE International SRL                       | Riz-Transmitter Factory                     |
| Columbine Systems Inc.                      | Rohde & Schwarz                             |
| Comrex Corporation                          | Schmid Telecommunications                   |
| Continental Electronics Corp.               | Siel Sistemi Elettronica SRL                |
| Decision Inc.                               | Siemens Matsushita Components               |
| Dialog 4                                    | Studer Revox AG                             |
| Digital Audio Technologies SA               | Tandberg DATA A/S                           |
| Elenos SRL                                  | Technology Broadcasting System              |
| E. CA. Sue di Raimondi L.E.C.               | Teko Telecom SRL                            |
| For. A                                      | Telediffusion de France                     |
| Gotham AG                                   | Teli Telecom AB                             |
| Groupe Ingenico                             | Thomson-CSF                                 |
| g.t.c. Film-und Fernseh-Studio-Technik GmbH | Top Format Productions By Valentino Inc.    |
| Harris Allied Broadcast Equipment           | Varian Electron Devices                     |
| International Datacasting Corp.             | Voice of America                            |
| International Tapetronics Corporation       | Wegener Communications                      |
| Itame S.A.                                  | XIS   |
| Jampro Antennas Inc.                        | Yamaha Corporation of Europe Ltd.           |
| Lemo SA                                     |   |
| Link Communications S.A.                    |   |
| Media Touch Systems Inc.                    |   |
| Murfin Music International Ltd.             |   |
| Nagra Kudelski SA                           |   |
| National Transcommunications Limited        |   |
| Network Music Europe BV                     |   |

# New Independents Continue Focusing On Dance Music

## Ex-Tam Tam, Pacific Execs Form Nunatak

Former Pacific Distribution chairman Nigel Reveler has joined forces with ex-Tam Tam A&R director Bernard Fanin to form new record label Nunatak.

The label, which takes its name from the Icelandic word for "tip of the iceberg," will be officially released on May 11, concentrating on hardcore techno. It will remain independent of any majors, says Reveler, who adds, "I have no intention of going to a major label; small is beautiful as long as you get paid."

Reveler's Pacific Distribution went into liquidation in the spring of last year, and Fanin parted company with Tam Tam in December following the decision to prioritize rock through Tam Tam's New York-run sister label Savage.

The first release, *Kickin' Back* by Nitrus II, will be distributed by Rio, but no main distribution deal has been struck yet.

Nunatak already has three to four other single releases lined up and, says Reveler, they are talking to a lot of Europeans about licensing deals. Reveler and Fanin are already planning a Nunatak sub-label to deal specifically with European licences and remixes. SL

## Mute Records Launches NovaMute Dance Label

Mute Records, the home of Depeche Mode, Earsure and Renegade Soundwave, is launching a new dance label on May 11 called NovaMute.

Mute promotion head Mick Paterson says NovaMute "came about fairly organically. It was an obvious thing for Mute to do. The label has always had a strong alternative dance relationship through its roster acts. People were always approaching us with dance records."

The label previously serviced the dance scene through the Rhythm King/Outer Rhythm labels, which it originally funded, and later held a stake in. Rhythm King became wholly independent of Mute last June.

Plans are to keep the label as financially independent as possible. "Each record will get the push it needs," he says. "That's the advantage of having the Mute structure behind us."

The premiere release is a hardcore piano track *Can You Feel It/Spiritual Trance* from Halifax's *Elevation*. That will be followed by *Ten Commandments/Peace* by technofunk artists *Lost* and *Maelstrom/Mad As Hell* by *Totalis*. SL



STONE THE CROWS — Chris Robinson (left) from the Black Crowes was recently presented with a gold disc by Phonogram UK MD David Clipsham for the band's debut album "Shake Your Money Maker."

## Epic Releases Second Red, Hot AIDS Charity Album

by Miranda Watson

Epic Records is releasing the AIDS charity compilation album *Red, Hot & Dance* on June 15.

The album follows last year's

*Red, Hot & Blue* project, which has so far raised over US\$4 million for AIDS charities around the world. As with the last album, 80% of the proceeds will go to those countries where it is raised.

The dance/club-oriented album includes three new songs from George Michael. One of the tracks entitled *Too Funky* will be the first single off the album, scheduled for release on May 15. The other tracks on the compilation are remixes of recent hits, including Madonna's *Supernatural*, remixed by Sly & Robbie, Seal's *Crazy*, remixed by Ben Chapman and EMF's *Unbelievable*, remixed by Brian Eno.

Also on the album are tracks by Lisa Stansfield, Sabrina Johnston, Young Disciples, PM Dawn, Crystal Waters and Sly & The Family Stone.

Prior to the release of the album, on May 15 Channel 4 is also screening the *Red, Hot & Dance* concert from December of 1991. The album will be released worldwide, backed by national press and radio promotions.

## McCormack Joins RCA As A&R Head

Former Virgin Music head of A&R Mike McCormack has been tapped as A&R director at RCA UK. McCormack, 29, replaces Korda Marshall, who will serve as a consultant for the company.

McCormack, who spent six-and-a-half years with Virgin, will join RCA on May 5. Some of McCormack's best-known acts which he signed are Bomb The Bass, Seal and Terence Trent D'Arby.

Virgin will announce a replacement for McCormack soon.

SW

# A Tale Of Two Promotion Strategies

## Virgin Handles New XTC Album With Care; Exploiting Cult Status

Virgin Records has just released the tenth album *Nonsuch* from XTC and the label hopes to build on the band's cult status.

Says UK product manager William Higham, "It has been a while since XTC has brought anything out and we've had to work hard to re-establish them. They are a cult band, but I think times have worked in their favour with more people now open to a wider range of music styles. It is also important for us to retain the old fans and their loyalty, which is why we've put old tracks on the single formats."

Higham says that with a band such as XTC, it is important to keep the promotion campaign credible. He adds, "The advantage with a cult band is that you have a very loyal fanbase to work from. We have tried to extend this by placing ads in *NME* and *Melody Maker* with quotes showing how these magazines have praised XTC's releases in the past."

Produced by Gus Dudgeon (Elton John), the first single off the 13-track album *The Disap-*

*ointed* has already hit number 33 in the singles chart, making it the band's highest-charting record in 10 years since *Senses Working Overtime*. It has been placed on A rotation on BBC Radio 1 and was DJ Simon Mayo's single of the week.

The album release is being backed by advertising in consumer music publications; retail involvement includes point of sale displays in record shops HMV and Our Price with five-piece display sets based around the theme of the album. There will also be a listening post for *Nonsuch* in W. H. Smith and poster holdings are being displayed at London underground stations for two weeks.

The band has also appeared on BBC 1's "Pebble Mill" and the video of the single was featured on ITV's "Chart Show." Singer Andy Partridge also held interviews during a four-day regional radio tour last month to accompany the release of the first single.

The next single to be released will be *Peter Pumpkinhead*. MW

## Londonbeat's Euro-Sound Still To Take Off In UK; Fights Fickle Fans

BMG is debuting a new single from the dance group Londonbeat entitled *You Bring On The Sun* on June 1.

The band first shot to fame was the single *I've Been Thinking Of You*, which reached number one in 20 countries. However, the band has never been quite so successful in their homeland UK as they have in the rest of Europe. The band's previous album *In The Blood* sold around 70,000 units in the UK.

Says senior international manager Yvonne Fletcher, "Londonbeat has a very European sound. I think that in the UK bands have to fit into pigeonholes or categories and Londonbeat doesn't really fit into one."

To allow more time to increase the profile of the band in the UK, the single is being released one month early in the rest of Europe on May 11. UK

product manager Mirelle Davis says that design will be the main concept behind the promotion of both the single and the forthcoming album *Harmonies*, with a strong link between the visual image of the band and packaging.

Says Davis, "Londonbeat has already proved that they're not just a one hit wonder, so they're in a much stronger position to promote this single. I think they

haven't caught on as much in the UK because the British music market can be rather fickle. We were pleasantly surprised at how well their first album did and I think the band has a chance to do better in the UK."

In the rest of Europe, promotions for the single are well underway. The band will make their first public appearance at The World Music Awards which take place on May 14 in Monte Carlo. MW



Londonbeat

MTV Europe, M&M and Rock Power have joined forces to give rockers featured in the M&M Loud 'N' Proud CD box set pan-European coverage.

Don't miss MTV's "Headbanger's Ball" on the following dates to see these rockers in action:

May 10 - **Gun** May 17 - **Steelheart** May 24 - **Ugly Kid Joe** May 31 - **Slaughter**

# Sweden's Radio Nova On-Air Again After Cutoff

by Miranda Watson

Swedish radio station **Radio Nova** is back on air after being cut off by national telecommunications company **Televerket Radio** (TR) for four days. The station's MD **Claes Nydahl** says the programme lines to the transmitter were severed despite attempts by over 200 supporters to prevent the action.

"The government cut us off because we air commercials and don't like political censorship," claims Nydahl. He has now put the station back on-air on the same frequency with the use of satellite station **Radio Z's** transmitter.

TR's action followed a decision by an appeals court to uphold a ruling by a lower court which found Nydahl guilty of breaching Sweden's community radio law by illegally broadcasting commercials without a licence. Radio Nova is now filing a lawsuit against TR seeking damages for lost earnings while it was off the air.

Ministry of Culture spokesperson **Lars Maren** says, "Televerket Radio cut off Radio Nova because the station is breaching its contract by broadcasting without a permit and because the station airs commercials, which is also illegal." Maren says the cut-off was an independent decision by TR, not the Ministry of Culture.

Despite the fact that commercial radio is still banned in Sweden, there has been an upsurge in pirate commercial stations over the last six months. When asked why only Radio Nova has been singled out so

far, Maren replies, "Other stations have perhaps been smarter than Radio Nova and have circumvented the law by applying for new licences through other organizations. Radio Nova seems no longer prepared to circumvent the law and prefers to be immortalized instead."

Nydahl has now brought his case before the Court of Human Rights in Strasbourg, accusing the Swedish government of violating rights of free speech and free broadcast. A hearing is expected in the autumn.

Nydahl claims his station is being made a scapegoat. "We are a symbolic station in many ways. We have been airing commercials for four years now and are regarded as a rebel station. We are also the only station to get fined for broadcasting commercials.

"It is essential that we keep on fighting to liberate Swedish radio. Exactly the same thing happened with newspapers in Sweden. Advertising used to be banned, so a few newspapers decided to go against the law until it was changed. I don't think the existence of pirate stations is damaging Swedish radio. We have helped bring about the change to commercial radio, because the government could not just sit back and pretend we didn't exist."

Another commercial station, **Radio P4/Lund**, began airing ads last autumn. Music director **Camilla Mellnert** reports, "Everyone knew that this was going to happen to Radio Nova because the station does not have a licence. If you

broadcast commercial radio, you accept that your permit will be taken away. It happened to us too, but we applied for another."

The Ministry of Culture has now proposed changing current legislation regarding stations which air commercials from revocation of licence to a fine. Maren says any new legislation is unlikely to be introduced before January 1993.

Additional reporting by Gerard O'Dwyer



**NOTHING BITTER ABOUT THIS** — BMG Ariola recording artist **Bonnie Tyler** (third from right) receives a triple platinum award for sales of 150,000 of her latest album "Bitterblue" in Norway. It is the first time BMG Norway has given such an award away to one of its artists. Pictured (l-r) are BMG Norway marketing manager **Morten Jensen**, Tyler's manager **David Aspend**, BMG Norway head of promotion **Irene Heiersjo**, BMG Norway MD **Erling Johannessen**, Tyler, BMG label manager **Hilde Hatlebrette** and BMG Norway promotion assistant **Sidsel Madhus**.

## EMI Norway Joins Distributor

by Kai Roger Ottesen

**EMI Norway** signed a deal with newly established Norwegian distribution company **MSO** on April 8. All EMI Norway product will be shipped from Oslo starting on June 1. The company previously shared product with **EMI Sweden** in Stockholm.

MSO is a joint venture owned by EMI Norway, **BMG Ariola**, **PolyGram Records** and **CNR Nonstop**, each of which owns 25% of the company. The contract was signed between **BMG MD Erling Johannessen**, **PolyGram MD Jorn Johnsen**, **CNR Nonstop MD Ole Vidar Lien** and EMI's **Per Billing**.

EMI has also hired **Tormod Bergli** from **Sony Music Entertainment/Norway**, where he was order service manager. At

EMI, he will be head of purchasing.

Comments EMI Norway marketing manager **Tor Eriksen**, "We need to have a smooth distribution network in our home country to improve the service both to the retailers and to the record buying public. Now we will be able to re-adjust ourselves to the market."

Eriksen says that while MSO is a joint venture, each label will handle its own product. "It gets difficult when you have to share stock with others," he says. "We will control all of EMI's products in our own stock."

Aside from being represented in the boardroom, EMI will not have anything to do with the day-to-day business of MSO. MSO MD **Jan Michelet** will oversee operations.

It is difficult to know how much EMI will save as a result of

the changes, says Eriksen, but distribution costs are expected to be reduced when shared between four labels. "The customers [retailers] will notice a remarkable difference," he continues. "Instead of receiving several packages from all labels, they will receive one package which includes all products from all labels."

MSO is open to include more partners in the company. Says Eriksen, "I believe that in the long run, there will be one Norwegian distribution arm for all records companies and that will be MSO. All of the other companies will eventually understand that in order to cut costs and for retailers to receive packages from one place, a common distribution arm will be the best solution."

## SPAIN

### Los 40 Bows Interactive Poll

**SER EHR** net **Los 40 Principales** unveiled on April 11 a new phone-in system which enables listeners of the Saturday morning Top 40 countdown to participate in the weekly changes of the list.

From 10:00-14:00, listeners are encouraged to dial in to vote for favourite songs. Say **Los 40** assistant PD **Sandro D'Angeli**, "Their votes will bear a strong influence on the next week's Top 40 list, especially on positions."

SER contracted the services of telephone service company **Estratel** and state phone company **Telefonica** to monitor the calls which connect with a computerized phone apparatus that has a capacity of 120 calls every 15 seconds. "At the moment, we're only making use of half its capacity: 60 calls every 30 sec-

onds," says programme production assistant **Marie Jose Casado**, who doesn't rule out expanding if the idea is successful.

The first Saturday was beset by technical problems. "The phones didn't work until midway through the show, so only 10,000 callers were registered," says D'Angeli. By the second Saturday, 200,000 callers tried to get through, and 30,000 connected.

"Only approximately 1,500 of these were valid votes, however, because many didn't follow instructions properly," says Casado. Callers are to give chart positions of their choice to the computer-controlled answering machine. "The computer rejects answers giving the actual names of the songs," says Casado.

## RNE 5 Ups Cost-Cutting; Radio 1 & 5 Under Knife

by Anna Marie de la Fuente

Cash-strapped state radio network operator **Radio Nacional de España** (RNE) implemented further cost-cutting changes in its spring programming on April 20. The moves are a result of a US\$310 million loss in 1991 at parent broadcaster **RTVE** (Radio Television Española).

Programming adjustments in news/talk networks **Radio 1** and **Radio 5** include the joint-airing of specific programmes, increasing the number of local and regional broadcasts and trimming the number of programme contributors. The two nets also will retain only the most prestigious

collaborators, such as the comedy duo **Cruz y Raya** and radio personalities **Jose Antonio Labordeta**, **Antonia Labordeta** and **Antonia Muñoz Molina**.

RNE, which operates on a budget of some US\$290 million, earns only about US\$15 million in annual ad revenues. That comes from news/talk network **Radio 5**, the only one of RNE's five networks which accepts advertising. Any deficit is financed by RTVE, which is funded only by advertising (no yearly TV/radio licence fees are charged). Says RNE director **Diego Carcedo**, "Our financial situation calls for a belt-tightening policy."

RNE spokesperson **Salvador Lopez** says the key word is "adjustment," stressing that the pubcaster is cutting costs on all levels, technical and human resources.

RNE's EHR network **Radio 3** is also undergoing some slight modifications. The most significant, says PD **Carlos Garrido**, is the conversion of the Monday to Friday programme "Diario Pop," into a weekend show. "It is airing only on Saturdays and Sundays from 18.00-20.00 hours," says Garrido.

Correspondent:  
Anna Marie de la Fuente  
tel/fax: (+34) 1.309 3184



## Farian Stays With Hansa

by Miranda Watson

Hansa/BMG has signed a new five-year contract with German music producer **Frank Farian**, who has worked with the company for 25 years.

Farian, best-known for his collaboration with **Boney M** and **Milli Vanilli**, is currently working on the **Far Corporation** album and the debut recording from new pop-dance act **Try 'N' B**, which is to be released in the US by **RCA**.

Hansa head of A&R **David Brunner** comments, "The secret of Frank's success is that he always manages to capture the sound that consumers want. He has an ear for

commercial sounds which have worldwide appeal."

Brunner says he does not see the **Milli Vanilli** controversy as having harmed Farian's reputation. Notes Brunner, "The most important thing is the music. Managers and producers [of other artists] weren't affected when it was discovered that their artists weren't singing on the records. **Milli Vanilli** sold a lot of records."

Pictured above (l-r) are **Hansa Musik Produktion** MD **Hans Blume**, assistant MD **André Selleneit**, **Far Musik** MD **Ingrid Segieth**, **Farian**, **BMG Ariola Music** MD **Christoph Schmidt**.

## First Sachsen-Anhalt Private Station Awarded To ASA

The broadcasting commission in the east German state of Sachsen-Anhalt has awarded a license for the first private station in the state to **Antenne Sachsen Anhalt/Magdeburg**.

Ownership is spread among 34 companies and individuals; newspaper publishing giant **Holtzbrink** holds the largest

share with 24%. MD **Hilmar Von Poser** has been preparing the station's debut since October 1990.

ASA received the nod over several other contenders for the use of frequencies covering the entire state. The main rival for the license was **Radio Top**, led by the **Schamoni Group**. MS

## Radio Salü Supports AIDS Fight

April was "Anti-AIDS Month" at **Radio Salü/Saarbrücken**. A special fund-raising drive was run by the station, in addition to talk shows, special reports and information.

PD **Adam Hahne** comments, "With this special campaign, **Radio Salü** wanted not only to raise money to fight the dreaded disease, but also to give persons

infected with AIDS the opportunity to voice their feelings and inform listeners about the position of people with AIDS in the community.

"The early positive reaction to this campaign from prominent political and show-business people and the public proves to us just how important this theme is to our listeners." MS

**THE EUROFILE MUSIC INDUSTRY**  
the most up-to-date and complete address book  
for the European music industry.

TO ORDER CALL (+31) 20.669 1961

# Austria's Radio CD Buys Into Czech's Rock FM

by Norman Weichselbaum

Advertising agency **Drehscheibe** has bought 49.5% of **Rock FM**, the fourth programme of Czechoslovakian government radio that broadcasts 24 hours a day on 16 frequencies.

**Drehscheibe** is the parent of **Radio CD International**, an EHR station serving Vienna and known as the most successful private station in eastern Austria. **Radio CD International** broadcasts from Czechoslovakia because private radio is still forbidden in Austria.

**Drehscheibe** MD **Walter Tributsch** says the **Radio CD** team "will help develop the marketing section of the station and concentrate on advertising for international and Slovakian companies."

The dual ownership creates the possibility of getting programmes—and advertisements as well—placed on both **Radio CD** and **Rock FM**. **Tributsch** says he knows exactly which audience can be reached via **Rock FM**.

"Although **Rock FM** was founded only one year ago," he says, "it has a reach of 31%—about 1.7 million listeners. Young people especially listen to this MOR programme in the Slovakian language."

### Public Trading

Meanwhile, **Radio CD** reports that it would like to become a publicly traded company in 1993. Says **Tributsch**, "We could do it right now, but we want to wait a few more months. In the first three months of 1992,

advertising rose 80%. We think that this year will be the best we ever had."

**Tributsch** denies speculation that **Kurt Falk**, owner of the weekly magazine **Die Ganze Woche**, has a stake in the station. "Kurt Falk is not the financier of **Radio CD**."

Twenty percent is held by 20-30 anonymous partners; none of them play an important role in this matter."

However, **Tributsch** acknowledges that **Falk's** new newspaper **Taglich Alles** will commit 100% of its radio ad spend to **Radio CD**, and not on Austrian pubcaster **ORF's** programmes.

Industry insiders estimate the ads will add **As20 million** (app. **US\$1.7 million**) to **Radio CD's** annual revenues.

## FRANCE

### SNRP, SNEP Agree On Music Quotas

In the latest development on Francophone airtime quotas, industry body **SNEP** has signed a deal with local commercial radio association **SNRP**.

Members of the syndicate, comprised of about 200 private local broadcasters in category B that includes syndicators to **EHR Fun** and **AC Europe 2**, will allocate 40% of locally produced programming to French music, 20% of which will be for new talent.

The move follows similar agreements with local independent radio association **SIRTI** and independent EHR network **Skyrock** in February (**M&M** February 15, 1992). JS

## Ofredia Set For Growth With Incom Buy-In

by David Roe

**Incom**, a French venture capital company specializing in the communications industry, has bought 40% of radio syndicator/producer **Ofredia** for an undisclosed sum.

Paris-based **Ofredia** has been producing radio programmes since 1978 and presently has contacts in 14 countries. "We have already worked with stations in Europe, North America and Africa," says **Ofredia** founder/director **Jean-Michel Brosseau**.

"However, our client contact is too sporadic. The principal reason we made the deal was to allow us to consolidate our position in Europe and stabilize the relationship we have with stations such as **TSF** in Portugal or **Aria** in Italy."

**Ofredia** hasn't yet made its presence felt in Britain, although it intends to change that situation, says **Brosseau**. "Unfortunately, we have had relatively little contact with England. Over the last year or two we have found the English radio scene very difficult to latch onto. We have done some work for stations like **Capital FM/London**, but so far no one has broadcast a full **Ofredia** programme. This is something we'd like to do by 1993."

With the new capital, **Brosseau** also hopes **Ofredia** will be able to broaden by developing new formats.

"Up until now," he continues, "our major work has been with the jazz format. We hope to be able to develop an adult contemporary format, as well as improve our classical programme."

Other **Ofredia** objectives include establishing its Eastern **Top 20** chart programme (now published biweekly in **M&M**) beyond its present four cities, and sponsoring as many musical projects as the budget will allow.

Says **Brosseau**, "Our **Top 20** is already being broadcast by **Europe 2/Prague**, **Fun/Bratislava**, **Danubius/Budapest** and **Radio Zet/Warsaw**."

"While we are obviously very happy with this growth, having only launched the **Top 20** at the beginning of April, we would like to sell it in other cities which I think will take to it also, such as **Moscow**."

"In terms of musical 'happenings', our main interest is in negotiating contracts with US concert promoters. We have always been present there and even opened an office in **New York** last year."

Predicts **Brosseau**, "Nothing definite has been signed yet, but it will come very soon."

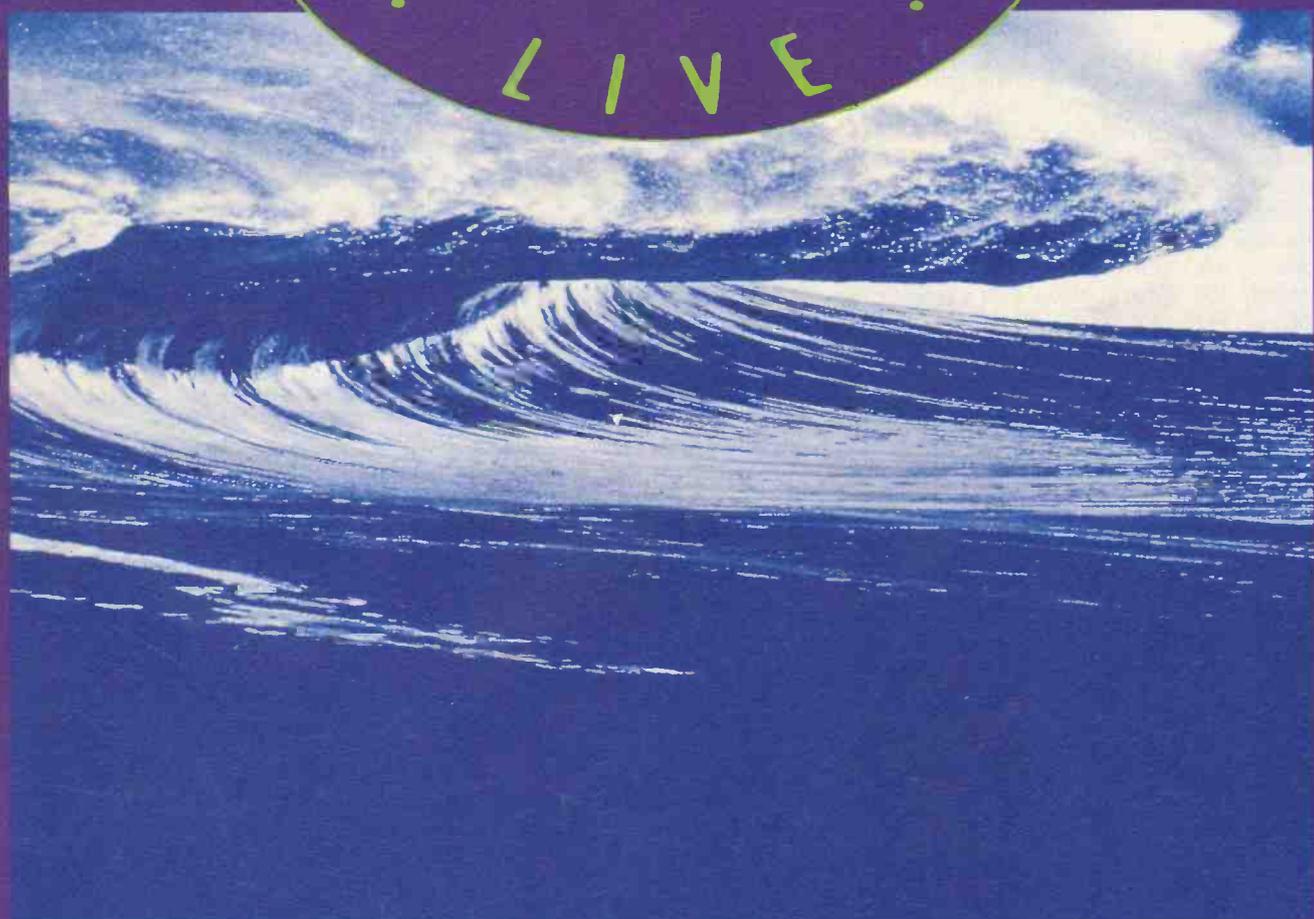
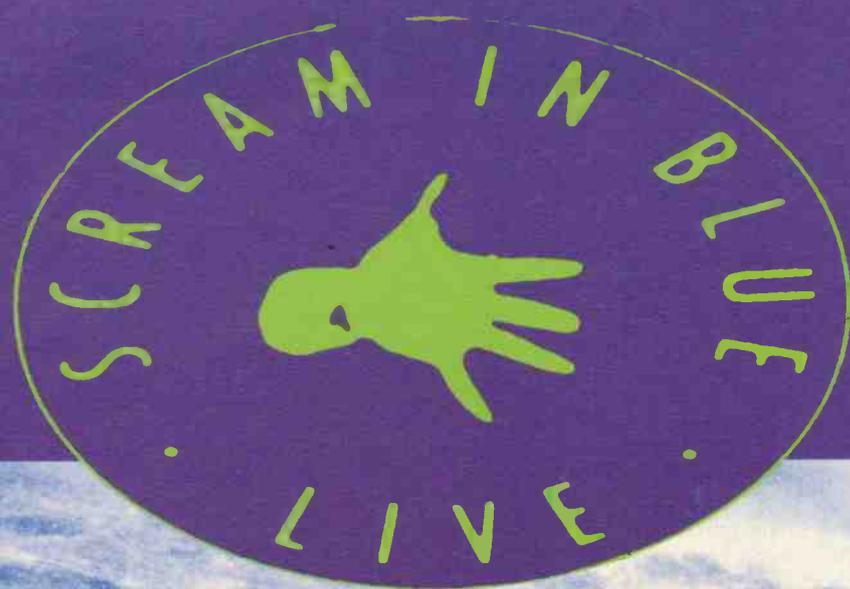
### Tassez New DG For GEM

**RMC** director general **Jean-Noel Tassez** has taken the same post at **Generation Expertise Media (GEM)**, the commercial administration responsible for **RMC**, **Radio Nostalgie** and **Superloustic**. This comes just before the **RMC** group opens the door to a new partner, due to happen next month. DR



Jean-Noel Tassez

# M I D N I G H T O I L



WORLDWIDE ALBUM RELEASE 4 MAY 1992

COLUMBIA

# Contro Radio's Bootleg Airings Stir Controversy

by David Stansfield

The bootleg problem in Italy is more complex than it seems, judging by the industry's apparent inability to prevent rock station **Contro Radio**/Florence from giving airplay to unlicensed recordings of live concerts on its daily programme "Hot Wacks Italia."

Material on the programme presented by **Giancarlo Passarella** features classic concerts, including *Train Kept A' Rollin'* (**Aerosmith** and **Jimmy Page**, Donnington, 1990); **Joe Satriani**, **Mick Jagger** and **Tina Turner** in Tokyo, 1988; *Down In The Flood* (**Bob Dylan** and **Mark Knopfler** in New York, 1983); *The Duke And The Hawk* (**David Bowie** and **Stevie Ray Vaughan** in Dallas, 1983); *The First Complete Dire Straits Live Project* (double-live CD); *The Man Is Dead/An Album For You* (**Metallica** in London, 1984, and Essen, 1984); and **Springsteen**, **Raitt** and **Browne** (a double-live concert which Passarella claims was recorded in the US four months ago, featuring the Springsteen tracks *Lucky Town* and *Human Touch*).

Passarella is the European representative for Canadian firm **The Hot Wacks Press**, which specializes in what he describes as the bible for collectors: a book on rare records by major rock stars. He estimates that around a dozen record companies on the domestic market specialize in pressing live CDs, totalling approximately 100 releases a year. Some are live

recordings made more than 20 years ago, which he claims is perfectly legal.

Passarella defends his broadcasts by citing a law allegedly passed by **Mussolini** in 1941 which specified that all live recordings were to be considered public property. The exact details of the regulation, however, appear to be open to interpretation within the industry.

Passarella admits there are uncertainties concerning recent recordings, but says there are clever lawyers involved in the business who know the law and how to get around it. "Until there is a common European law, the practice will continue in Italy and in Germany, where the laws are the same," he predicts.

**Sony Music**/Italy has declined comment on the Springsteen release, but **Mauro Pedrini**, responsible for legal/business affairs at **Warner Music** Italy, reports that while the problem of bootlegs on the domestic market is a difficult one, the industry is making progress. "There has been an increase in bootlegs in Italy, which is a problem for the whole industry, not only for Warner. Some of the product pressed on the domestic market is exported and other territories are not happy with this situation.

"A meeting held at **AFI** (**IFPI**/Italy), attended by all multinational companies, plus **Dischi Ricordi**, culminated in the decision to initiate legal action against bootleg manufacturers. Our com-

pany is taking civil action against bootleggers of **Phil Collins** and **R.E.M.** and we are preparing more cases. **PolyGram** is doing the same against **Dire Straits** bootleggers."

Pedrini describes the proceedings as "pilot cases" because, although the law on recordings is clear to the record industry, there is no precedent-setting case. He reports that one leading figure in a large group of bootleggers has struck back in Milan's Court of Appeals, claiming the record industry is violating anti-trust reg-

ulations. "The judge has rejected this claim, so the first point goes to us," says Pedrini.

Pedrini admits the Italian legal process is slow and that it will be some months before the verdicts on the first pilot cases are known. "If we win, we can intensify our actions against bootleggers. Those who believe that live material becomes public domain after 20 years are very optimistic, in view of the complexity of the law. They need to be prudent and to wait for the decision of the judges. But while others may disagree, a norm

does exist whereby artist rights are protected for 20 years for live material, whereas artist/producer rights include a 30-year protection limit for studio recordings."

**PolyGram/Italy** president **Gianfranco Rebulla**—who becomes president of classical label **Deutsche Grammophon** on October 1 (**M&M** April 18)—adds that protecting rights doesn't only concern economics. "Every act or artist has the right to say whether they approve of their song being listened to in a different environment."

## WEA Splits International, Local Product

International talent with an "underground" reputation on the domestic market will get more attention following the recent decision at **WEA** Italy to set up different divisions for local and international product.

**Sandor Mallasz**, head of radio/TV promotion for international repertoire, comments, "We now have more time to concentrate on the **Warner**, **Elektra** and **WEA** labels and believe that we can improve the profiles and sales of artists. We can also supply the market with new music instead of the cliché type that every record company is trying to sell."

Mallasz lists **David Byrne** and **Red Hot Chili Peppers** as good examples of music pur-

veyors with distinctive sounds. He believes that everything starts from radio as far as promotion is concerned. "**Radio DeeJay**, **Rete 105**, **RTL 102.5 Hit Radio**, **101 Network**, **Radio Dimensione Suono** and **RAI** have all supported the **David Byrne** album *Uh-Oh*. He's an artist who appeals to the masses and intellectuals at the same time. The response from radio has been very enthusiastic."

Radio reaction to **Red Hot Chili Peppers** was not as encouraging at first, but Mallasz reports that the situation has now changed. The group's album *Blood Sugar Sex Magik* was released domestically last September, with interest kept alive mainly by the 24-hour

music channel **Videomusic**. The band then played a Milan concert which had to be switched from a small club to a stadium to accommodate an audience of more than 7,000 people. **Videomusic** and **Stereo Rai**, pubcaster **RAI**'s station, recorded the event.

Comments Mallasz, "Radio DeeJay was the first to back the band after that concert. Listeners to other stations started to make requests and **Rete 105** then put the band on its playlist, followed by **RTL 102.5 Hit Radio**. Sales for the album have now doubled since the concert. **Videomusic** and **Radio DeeJay** have played a large part in the band's success." **DS**

## BENELUX

# Indisc Pumps Up Domestic Talent

by Marc Maes

Belgian record company **Indisc**, working very hard to promote its domestic talent roster, has racked up three releases in the past few months.

The company, very active in the dance field, is the home of Belgium's **Won Ton Ton**, which achieved top-selling status with their *I Lie And I Cheat* (1987).

The band's new, third album *Tales For The Little People* was produced by **Jan Biesemans**, and yields the typical WTT-sound and the captivating voice of **Bea van der Maat**.

Another important release with **Indisc** is **Ze Noiz**, whose follow-up album to *Thy Will Be Done, His Masters Noize* is aiming at more rock-oriented audiences.

"Both bands enjoy attention from the radio stations, and **BRTN**, in particular, is promoting them," says **Indisc**'s head of promo **Jan Vanneste**.

"Both acts played and were interviewed on 'De Gewapende Man' (**Radio 2**—Tuesday evening). **Won Ton Ton** played some of their material live in **Studio Brussel**'s 'Update' show and **Ze Noiz** will deliver unplugged versions of their album on the same show on May 5," he adds.

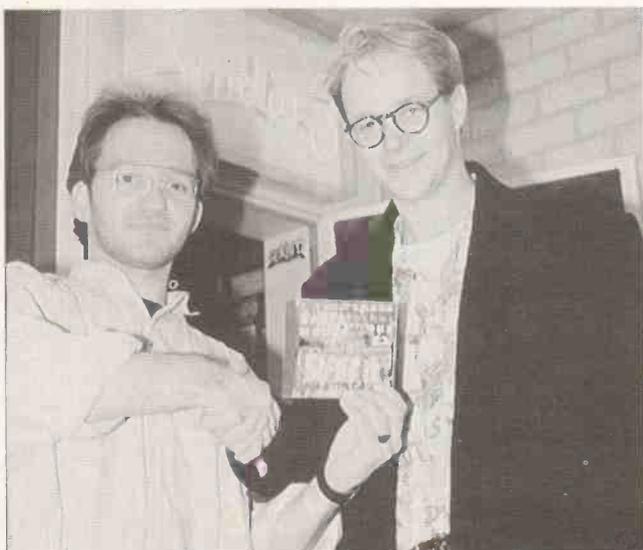
Another priority for **Indisc** is new band **Ugly Papas**. Although their sound is rather heavy, according to Vanneste, he is convinced that radio will break them too. "Studio Brussel played tracks off of their *Papa Rules, OK CD* in 'Update', and now we must get them on the day-time playlist."

## Belgian Radio Ads Up 170% Through 1991

Radio advertising grew by 170% last year, registering the largest growth of all advertising media in Belgium. Its share of total ad expenditure was 2.3% in 1990, rising to 5.6% in 1991.

After a 6% boost in ad spend between 1989 and 1990 despite the negative impact of the Gulf War, total ad turnover in Belgium increased by 9%, which translated into Bfr34.5 billion (app. US\$1 billion).

Insiders say ad spend on state stations has had a positive effect on the industry, also boosting income of private stations. There are regional differences, however, with an 11% increase in income in the north, compared to 5% in the French-speaking south. **MM**



**SO BE IT** — Veronica DJ Jeroen van Inkel receives the first copy of a dance compilation from the hands of **Albianca Benelux** manager **Henry Lessing**. Together with **Disco Dance** magazine, the Dutch affiliate of the Italian dance label organized a home producers competition. The winner will win a trip to Italy to record a 12" single which will be commercially released. The track will also be included on "So Be It Vol. 2," due for release at a later date. The company advertised the project with 40,000 stickers and leaflets distributed in clubs and record shops.



## STRATEGIC THINKING

## Ridiculously Creative Programming Techniques

By Kurt Hanson

American radio programmers used to be a colourful and creative lot, especially back in the era when drugs and hookers supposedly abounded in the music industry and new releases arrived on music directors' desks with \$100 bills inside their sleeves. I missed that era by a couple of years (I was in middle school at the time), but, oh, the stories I've heard!

Allow me to share a couple of those stories with you. Today's stories will illustrate what creative programmers could do to exploit a simple little quirk of the ratings system. But first, the quirk...

**Arbitron's Rule**

As you probably know, virtually all radio ratings in the US are now produced by **Arbitron**, a division of **Control Data Corporation**. (Their primary competitor, **Birch**, was purchased by Europe's **VNU** a few years ago and was shut down by **VNU** last December.)

Arbitron's methods of giving credit for listening to radio stations include the following antiquated rule: If an individual listens to a radio station for any five-minute period within a quarter of an hour, the station gets credit for the entire 15-minute period of listening.

Thus, if you were to listen to **WABC** from 11.00 to 11.05, and to **WCBS** from 11.10 to 11.15, each station receives credit for 15 minutes of listening. (According to Arbitron, you've listened to the radio for 30 minutes in one 15-minute period! You're very efficient!)

On the other hand, if you listen to **WDHA** from 11.11 to 11.19, **WDHA** gets no credit at all, because, although you have listened for eight consecutive minutes, you've only listened for four minutes in each of the two relevant quarter-hours.

**Playing Bad Songs**

In the '60s and '70s, certain programmers were looking for ways to get higher ratings by doing Arbitron-related tricks. For example, there was at least one famous programmer from that era who claimed he would regularly play a horrible record in the second five-minute section of a quarter-hour.

His thinking was this: His listeners would tune out for the length of that one record and then, hopefully, with a basically good radio station, they would come back. He'd get 15 minutes of credit for the first five-minutes of the quarter-hour, and then, if the listeners came back, another 15 minutes of credit for the last five

minutes. As a result, the station would earn 30 minutes of Arbitron credit for one 15-minute period! If this was done every quarter-hour, one could earn two hours of listening every hour! By intentionally playing four bad songs per hour, you'd double your ratings!

Unfortunately, all Arbitron needed to do was change one little rule so that a station could not be given credit for listening by one person twice in the same quarter-hour. And that's what it did.

**Scheduling Spots**

Another technique, which is used to an extent even today, was to schedule five-minute commercial breaks in the middle of each quarter-hour.

In the late '70s, a very common "hour clock" involved scheduling commercial breaks at .05, .20, .35, and .50. This approach allowed stations to consistently play three or four sets of music.

**All of these tricky techniques ignore the reality of radio listening and diary-keeping. Your time as a programmer is probably better spent becoming someone's favourite station.**

The logic of this approach of spot scheduling was to make sure you got your five minutes of credit for a quarter-hour before you risked losing a listener by playing spots. And then you might have a chance of picking up a new listener for a five-minute duration after the spot break if you can manage to get back to playing music with five or more minutes left in the quarter-hour.

Although stations now tend to stop for commercials only two or three times per hour, there's nothing particularly wrong with scheduling commercial breaks in that five-minute window in the middle of the quarter-hour. As the old line goes, "It may not help...but it couldn't hurt!"

**Time-Shifting**

An obsession with the importance of scheduling your spots in the five-minute window led to an amazing phenomenon in the '70s called "time-shifting." Let's assume your DJ has played the songs he's supposed to play and it's time to go into commercials, but it's only 14.18. What should he do? Simple: he should say, "Super CFL, Larry Lujack with you, it's 14.20!" Who's a diary keeper going to believe, his watch or your DJ? By giving a slightly false timecheck, you have man-

aged to ensure your credit for the full quarter-hour of listening!

The only practical problem with time-shifting was that in some markets, newspaper columnists would write stories about this deceptive and unethical technique. In the cases when that happened, your could have the DJ say, "Super CFL, Larry Lujack with you, it's about 14:20!"

**Beat Your Competitor To The Break**

The only objection I'd have to scheduling spots in the middle of a quarter-hour is that in a tight competitive battle, it pales in significance next to a different and far more effective technique: scheduling your commercial break immediately before that of your competitor.

With this method, appropriate only for a two-station battle where the competitor has predictable spot breaks (probably because he's trying to schedule them in the middle of the quarter-

hour), you break for commercials. Your audience, you assume en masse, switches over to your competitor during your spot break. A couple of minutes later, your competitor breaks for commercials and everyone switches, en masse, back to you, just as you are going back into music!

If this happens every break, ideally all listeners would listen to you for about 50 minutes each hour (and receive Arbitron credit for all 60 minutes), while listening to your competitor in brief three or four minute periods each hour, none long enough to earn any Arbitron credit at all.

Here's an aggressive, in-your-face, 1990's programming technique: while you're in the middle of a music set and you notice through monitoring that your competitor is playing commercials, play a promo that says, "While we're rocking, that other top 40 station is playing commercials. Don't believe it? Check it out right now!" Pause then for five or ten seconds and tell your listeners, "There's always more music on [your call letters]!"

Of course your competitor could do this to you as well. You would probably only want to do this if you are the lower-rated station and want the image of being an obnoxious, aggressive, punk

upstart.

**Music & Media's** Editor-in-Chief **Jeff Green** informs me that legendary clever American programmer **Buzz Bennett** used to play the song *God Bless America* by **Kate Smith** regularly when his competitor was in the middle of a newscast. His listeners would switch away, hear the newscast on his competitor, and come back. They would eventually start thinking, "Jeez, that other station must have gone all-news!"

**Music Sweep Scheduling**

Another variation of this technique still in regular use today is to start playing music five minutes before the top of the hour and continue until 20 minutes after the hour. This is called an "extended music sweep" or "sweeping across the top of the hour" or "sweeping across three quarter hours."

What's the logic? Simple: you've just played a 25-minute set of music (from .55 to .20). If someone records that in their diary, you'll get credit for 45 minutes worth of listening, since you've got your necessary five minutes worth of listening in three different quarter-hours!

In recent years, some major-market stations have gone a step further, playing a 40-minute set of music (from .55 to .35) that covers four quarter-hours and might earn them an hour's worth of listening credit.

**Reality**

The only downside of the "sweeping across the quarter hours" technique is the same downside that most of these techniques really have: they're a waste of energy that could be more productive being spent elsewhere. All of these tricky techniques ignore the reality of radio listening and diary-keeping, which is that people generally don't fill out diaries accurately.

Arbitron subscribers are allowed to travel to the Arbitron headquarters in Laurel, Maryland, to look at the actual diaries from their market, which many programmers do. Seeing the dozens or hundreds of perfectly-accurate entries ("WLUP, 2:55-3:03; WCKG, 3:03-3:4; WXRT, 3:04-3:20; WCKG, a few seconds; WLUP, 3:20-3:35; WXRT, a few seconds; WCKG, 3:35-3:36..."), one would think that the diary-keeper was a neurotic, obsessive, compulsive idiot. Yet it takes that kind of compulsion for accuracy to make any of these techniques work properly.

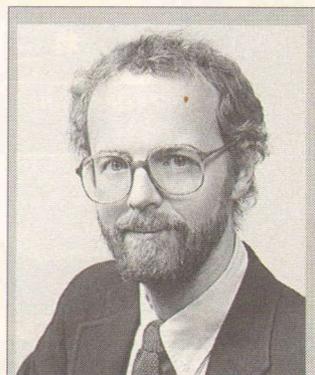
In reality, however, people generally fill out rating diaries at

the end of the day or end of the week, only roughly approximating what they listened to and when they listened. Your time as a programmer is probably better spent becoming someone's favourite station, by having a desirable position in the market, playing an appealing mix of music, having an entertaining and informative morning show and so on, so that when they're sitting down at the end of the week to fill out their diary, you'll be the top-of-mind station for them.

**One Final Anecdote**

I'd like to close with one more amusing anecdote from **WABX/Detroit**, circa 1983. The only reason I caught this technique is that my company was producing what we called "Competitive Monitors" of the moment-by-moment programming of selected radio stations back then.

In this clever **WABX** programming technique, the station wanted to give the impression that it played long sets of music. So, rather than actually doing so, what **WABX** would do was to play a set of music including songs by, for example, **Steely Dan**, **Eric Clapton**, and the **Tarney-Spencer** band. They'd then break for spots, come back, and play records by **Boston** and the **Eagles**. Then, and here's the clever part, they'd backsell the **Eagles** and **Boston**, then add, "and before that, music by the **Tarney-Spencer** Band, **Eric Clapton** and **Steely Dan**." The naive listener would believe that **WABX** had just played a five-song set of music! How did they do it? They were wily.



*Kurt Hanson is president of Strategic Radio Research, which conducts on-going station audience research. He holds a BA and MBA from the University of Chicago. Prior to founding Strategic in 1980, Hanson worked in radio at WOKY/Milwaukee, and Chicago stations WLS and WLUP. SRR can be reached at (+1) 312.726.8300; fax (+1) 312.726.8383.*

# MASTERS STUDIOS

SWITZERLAND

*Are you looking for  
more than just a  
top class studio?  
Welcome to Switzerland.*



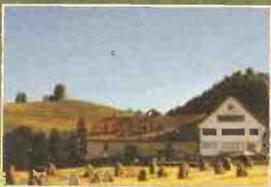
**Studio A:** 48-Track Studer A820-24 Dolby SR and Akai ADAM Digital • Soundcraft TS24 56/48 with MasterMix and Neve/Focusrite EQ/Comp. • UREI, Studer and Yamaha speakers.



*Inhouse restaurant*



*Swimming and relaxing  
right next door*



*Swiss Chalet for  
your accomodation*



*Recording on our roof*



*Skiing in the nearby alps*

**Studio B:** 24-Track Studer A820-24 or Akai ADAM Digital • DDA DMR12 44 Channels with Midi-Mute • Extensive Midi-Equipment incl. Emulator III Workstation • UREI, Studer and Yamaha speakers.



**Contact:**

*Victor Waldburger  
Masters Studios, Dreilindenstrasse 42  
CH-9011 St.Gallen, Switzerland  
Phone: ++41.71.255 666  
FAX: ++41.71.254 098*

This week, M&M takes a look at some of Europe's major recording studios and the state-of-the-art equipment they have to offer. M&M also talks to Philips, a large supplier for studios throughout Europe.

## EUROPEAN STUDIOS

### Philips And The DCC

The digital compact cassette (DCC) is entering the final phase before its worldwide public launch, both in hardware and software in September this year with its performance and features already generally known within the industry.

Industrial support for all hardware and software necessary for the production of pre-recorded DCC is now available. The **PolyGram** pre-recorded DCC factory in Amersfoort, Holland, is already operating at full capacity and other pre-recorded DCC plants are making waves in the US (**Sonopress**, **Cinram**), Germany (**Sonopress**) and Japan (**JVC**). Other manufacturers like **Capitol/EMI** (US) and **Intercassette** (Holland) have already signed a number of deliveries scheduled for the coming months.

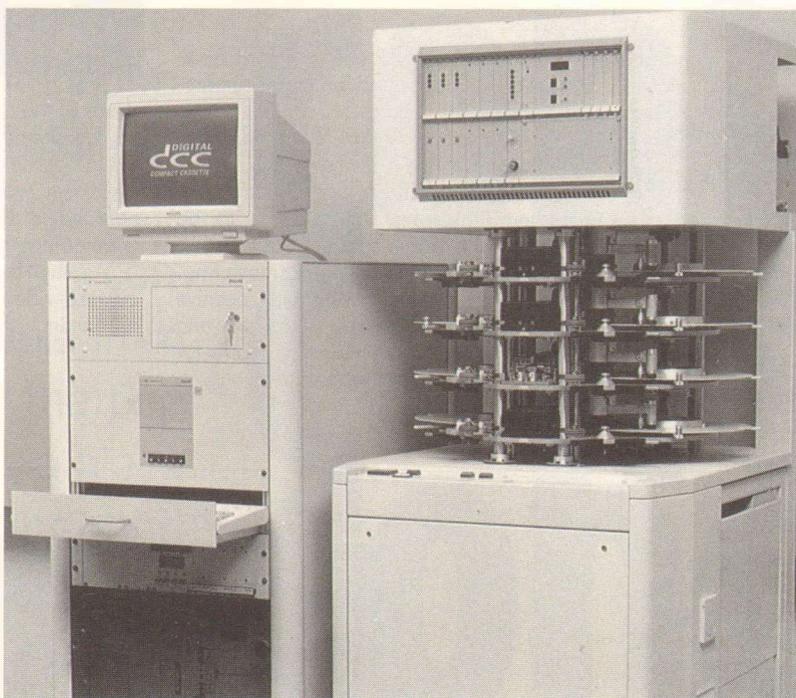
Says **Philips Consumer Electronics'** product manager/master and duplication **Koos Middeljans**, "DCC is the natural follow-up for the traditional compact cassette. Digitalizing the MC was a logical step in the whole process, and Philips is ready for it. Although we will basically have the same Do-D60-D90 configurations, the DCC will provide the users with a large amount of information on a permanent basis, including song-title and album, which can be acquired in multilingual display if desired. It has taken five to seven years for the CD to take a substantial share from vinyl, and I am convinced that DCC will follow a similar scenario—only faster."

A great deal of valuable information and experience was gained during the commissioning of the Amersfoort plant. To make this available to companies interested in DCC manufacturing and to offer these companies support during and after installation, Philips has set up a special business unit entitled "Mastering and Duplication". This support is available to all potential buyers, whether it be for just a pre-mastering station or a complete production facility.

The special feature of DCC, whereby text is dis-

played simultaneously with the music, involves an extra process before mastering known as pre-mastering. The pre-mastering source-material is the music on the studio master-tape, usually the industry standard U-matic, and the display text is in the form of a simple ASCII file on floppy disk. Pre-mastering involves the creation of text and graphics linked to the audio on base of the PQ-codes. The DCC PQ-codes are almost identical to those used for the CD, so a studio master previously used for CDs requires only small, if any, alterations during pre-mastering. Text can also be created during pre-mastering instead of importing it from a floppy disk.

The floppy disk is the output of the pre-mastering process, containing the text configured in the DCC format. Pre-mastering is not directly integrated into any



other aspect of DCC production and can become an independent activity, external to the studio or factory. Philips can supply a DCC pre-mastering processor as a stand-alone unit.

The DCC mastering process involves taking the two sources from pre-mastering (the studio master and the text floppy) and merging them on a DCC master. The

DCC master is recorded on a standard DCC cassette. Its digital format makes it particularly suitable for storage, allows easy functional testing and can be played back on any DCC player.

During mastering, the music and text data are encoded into PASC and recorded on the eight main data-tracks on the DCC tape. This process involves 08:10 modulation to remove the DC element and the encoding of the music and data in frames. Each frame contains 13.056 bytes, of which 8192 are PASC signal, 3.968 are available for error correction code and 128 contain system information. The remainder are accounted for by synchronization and addressing signals, giving 1.632 bytes per track per frame.

The ninth track on the DCC tape contains the program track and index number, time code, table of contents and similar information. Because a single channel limits use of the error correction code, the bit rate on this channel is 12 Kb per second, compared to 96 for the main data tracks.

DCC mastering is performed at a dedicated DCC mastering work station.

The Sony master recorder reads the music and timing tracks from the U-matic under the control of the DCC processor. The music output is fed to the audio processor and the timing tracks to the DCC processor. The Sony PCM 1630 demodulates the digital audio signal from the master recorder and feeds it as an AES/EBU signal to the DCC electronics cabinet. Under the control of the DCC processor, the electronics cabinet merges the music and text data, encodes the resulting signal in PASC and writes it to the DCC recorder.

A real-time representation of the mastering activity is displayed on the DCC controller screen during mastering.

The quality of the DCC master is crucial to the quality of the end product, which should be identical. The DCC master can be functionally tested at the mastering work station for audio quality, text content and synchronization. Depending on the result of this functional test, a decision is made whether to re-master or to go into production. This functional test also acts as a performance indicator for the hardware used in the creation of the DCC master.

The DCC Master is downloaded into the solid-state master, whose content is then duplicated onto the final product—the consumer's DCC tape. If required, dedicated error checking can be performed before downloading. This is particularly of use when the quality of a DCC master received from an external source is not known or the master has been stored for

repeat orders. Standard factory automation tools for printing and packing are available from **GiMa** (Italy) and **Ilse-mann** (Germany).

Philips Consumer Electronics, Building SFF-10, 5600 MD Eindhoven, The Netherlands Tel: (+31) 40.732 320 Fax: (+31) 40.737 217.

### The Church Studios

Originally the plan was to build a private studio for the **Eurhythmics** and **Dave Stewart's** production work," says **The Church Studios** manager **Worth Baker**. "But the band was in the middle of the 18-month **Revenge** tour, and by the time the building was fully renovated, we started to look for commercial studio work."

The whole studio was completely renovated and upgraded over a two-year period—private lounges for the clients and local hotels for accommodation were organized, and in September of 1988, **Ian McCulloch** (lead singer of **Echo & The Bunnymen**) was the first commercial client to walk through the door and record at The Church.

"The main thing we changed when we upgraded were the consoles; we shifted from the **Soundcraft** TS24s to a G series **SSL** in the studio A mix room and

an **Amek** G2520 in Studio B with the live room. The Amek has a great warm EQ to compliment the acoustics of the hall and the SSL offers the flexibility of automation that is so important when mixing."

**Neil Grant** redesigned Studio A (consisting of a mix room and two live rooms) on the ground floor. "The big church hall on the second floor is one of the largest recording rooms in London," says Baker, "and the warm acoustics bring in a diverse range of work from pop and rock artists to classical recordings through **Decca Classical/Denon** and **Factory Classical**."

The whole complex is very versatile. Both studios, connected by tie lines, and clients are able to use any configuration of rooms in the building without having to move equipment around all the time.

"As a recording and mixing facility," says Baker, "we tend to capture a lot of album work. But we offer more than just a recording facility; we offer a relaxed and efficient working environment, including a kitchen, a lounge and shower facilities, as well as a high level of professional staffing. Every engineer has the support of an assistant and a runner. This ensures that if there is something that needs to be done quickly, there are

always plenty of hands to help. This takes the pressure away from the clients."

The Church Studios has established a firm reputation when it comes to its high standard of acoustic recording and its house engineers. Plans for the future include film and video work in Studio B, as well as the possibility of using the hall as a venue for live radio broadcasts.

"The studios' versatility is best illustrated with the live recording of the *Inspirational Gospel Choirs* album. We had a five-piece band on the balcony, a 34-voice choir on a three-tiered riser and 140 members of the congregation on the main floor in Studio B. Our engineers via the tie lines used all 56 inputs of the SSL in Studio A, as well as dropping 48 tracks into record. They then sent back submixes to the Amek for a three-way split into the live room for band, choir and audience playback.

This was The Church Studios pushed to the limit, but we have the staff, the expertise and the facilities to do it. However, we can also accommodate one man and a flute in the acoustic room, or a band like *Depeche Mode*, who worked for months on synthesizers for their *Violator* album."

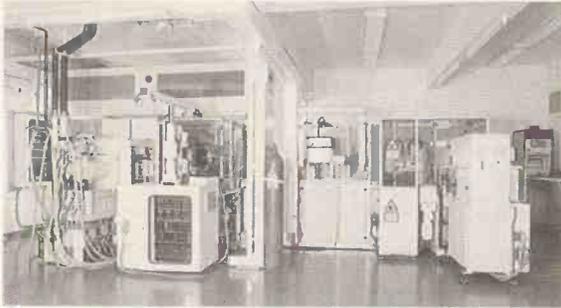
## Digital Press Hellas

**T**he wish to enter digital technology and to become Greece's first fully-digitalized studio inspired CD manufacturing company **Digital Press** to open its own studios—one recording room and two master-studios, operated by four engineers.

It was studio manager **Yannis Ioannidis** who launched the business three years ago and selected the equipment for the new studio, with **Eastlake Audio** designing the acoustics and constructing the rooms. From day one, Digital Press also provided service to its clients, from travel arrangements to hotel accommodations.

"Our first recording artist was **Dionisis Savopoulos**," says Ioannidis, "but constant upgrading of our equipment will now allow us to seek our clients abroad. The fact that we can provide clients with a full package, starting from scratch to any possible supply of CDs, is another asset." Prices quoted for the services granted are more competitive compared to European standards, starting at US\$60 per hour. Within Greece, most of the multinational record companies based in Athens such as **Sony Music**, **WEA**, **PolyGram**, **Virgin** and **EMI** are among Digital Press's standard clients.

Digital Press specializes in recording electronic instruments and Ioannidis says that over 60% of the studio's clients record their basic tracks at



## EUROPEAN STUDIOS

### Dierks Studios

**F**ounded over 20 years ago with a list of clients ranging from the **Leningrad Philharmonic Orchestra** to **Harry Belafonte** and from the **Scorpions** to the **Rolling Stones**, **Dierks Studios** has become an inseparable part of the European studio market.

With three studios fully operational and a fourth recently finished, Dierks Studios is determined to expand its operations on a very broad level, adding both video production for TV stations and radio commercials to the already existing impressive list of services rendered by **Dieter Dierks** and his 40-man-

home and then switch to Digital Press to record additional vocals and other instruments whenever needed.

Based in Athens, the studio features Sony digital recording equipment, including a digital editing system, allowing Digital Press to go over the whole scale of digital operations, from recording to mastering. "This, together with the positive interaction between the studio and the CD plant, remains our forte for the future," says Ioannidis.

strong team in Pulheim near Cologne.

In addition to the already legendary recording studios—Studio 3 recently rebuilt by **Neil Grant** with an SSL G-series 64-channel desk and a 48-track Sony digital recorder—Dierks has just finished a special studio for radio spots and radio plays. "German legislation has changed and now allows regional private radio and TV stations," explains **Karen Tobias** and **Karlheinz Reichenauer** at Dierks studio, "and whereas initially those stations were airing home-made spots for local clients, they have now become aware of the importance of a good commercial." Reichenauer is responsible for this side of the studio business and is the string-holder for all contacts. In this field of media, it is extremely important to keep in constant contact and to cooperate with advertising agencies, radio and TV stations, as well as major record companies and music publishers.

Tobias adds that in order to gain a substantial



share of the commercial market, the studio also attracted the skilled staff to handle copy-writing and "voicing-in" of the spots. "Up to a certain degree, we even take over work from the ad-agencies, as we coordinate the whole process. Now we compete with nationwide campaigns and business is really strong."

Another important innovation at Dierks' is the eight-camera video truck system, equipped with a 36-channel mixing desk. With Dierks mobiles already having

*(continues on page 14)*

# ESTUDIOS GEMA S.L.

AUDIO CASSETTES  
AUDIO DUPLICACION



**Estudios Gema,**

**Bailen 197,**

**08037 Barcelona, Spain**

**Phone: (+34) 3 459.1201, Fax: (+34) 3 457.9809**

**From August 20-23rd, 1992, the most important people in the German music business will be meeting in Cologne.**

**POPKOMM.** is the event for everyone who's anyone in pop music in Germany. It's the meeting place for representatives of the major record companies and independents, for musicians, producers, publishers, agencies, distributors, dealers and journalists.

**POPKOMM.** has developed dynamically. Today, it's the most important music industry trade fair in Germany, attracting over 3,500 participants.

**POPKOMM.** provides a vital insight into the German record industry's spectrum of products and services.

**POPKOMM.** is a congress for people from the whole of the pop music sector, a place for fact-finding and exchanging news and views. Addresses, seminars and working groups analyse the current state of the pop music scene.

**POPKOMM.** naturally also means a lot of music. Because that's

what it's all about. All the Cologne clubs will be sharing an outstanding concert programme featuring a representative cross-section of German rock and pop.

**POPKOMM.** is the perfect place for foreign visitors to get to know the German pop music sector.

**For further information please call:**  
Phone 00 49-202-78 50 23  
Fax 00 49-202-78 91 61

**contacts  
congress  
concerts  
meet the german music market.  
Cologne**

20.-23. August 1992

**POPKOMM.**

The German Pop Music Fair. Die Messe für Popmusik in Deutschland.

established a leading position in live recordings (including work for **U2**, **Barclay James Harvest**, **Sting** and the **Moscow Peace Festival**), the company has now added a video dimension.

After having covered **Bryan Adams'** show in Frankfurt and a steaming **Joe Cocker** gig in Dortmund, Dierks' video mobile went out to tape **Herman Brood's** live concert just recently. The show was moulded into a live album, set for release by Sony Music, and a long play video was directed by **Gerd F. Schultze**.

"It is important to know that we offer postproduction facilities in Studios 1, 2 and 3," says Tobias. "But we also have an **Abekas** post-production system on the mobile with two dimensional digital effects. This allows us to edit the recorded material and to provide our clients with a first version of the tape right after the event takes place. The video mobile has become very popular for use on TV-shows, talk shows and show productions, as well as for promotions and conventions where guests may be given a video tape of the event as a souvenir."

Reichenauer stresses the fact that the bulk of the studio operations still consist of pure sound recordings, but he is well aware of the fact that audiovisual productions are taking an increasing piece of the cake. After the **WDR** (Westdeutscher Rundfunk) assigned the band to record **South Side Johnny's** concert for a TV show, plans to step more into video operations became more and more a reality. "Alongside the video mobile, we also would like to offer studio facilities to TV-stations."

"We strongly believe in backing up our technical expertise and teamwork with a relaxed atmosphere, which enable our clients to get the most from their stay with us. Our studios are located out in the green and are fully residential, with accommodations within the studio complex, as well as at a villa nearby, sports facilities, a swimming pool, in-and outdoor tennis courts and our own restaurant."

# EUROPEAN STUDIOS

## Fonoprint Recording Studios

**O**pened in March of 1976, the Bologna-based **Fonoprint Recording Studios** was the first professional facility in that city. Today, the company has achieved market-leader status in Italy with an impressive list of references, having recorded for Italian artists such as **Eros Ramazzotti**, **Lucio Dalla**, **Zucchero**, **Pooh**, **Luca Barbarossa**, **Vasco Rossi**, **Matia Bazar** and **Luciano Pavarotti**.

Fonoprint's main studio is situated in the Via Bocca Di Lupo (inside a 13th century convent in the historic centre of the town) and was created by the **Acoustic Design Group** (**Sam Toyashima** and **John Flynn**). It has a quiet, spacious control room equipped with all outboards present on the market and a well-isolated machine room. The **Quested** monitoring system in the control room gives a warm sound. The ancient building has retained its concept of space intact.

Two additional studios built in Bologna in the '70s helped Fonoprint build its reputation in its early years.

"We were the first in Italy to install the Sony PC 3324 digital system back in 1986," recalls Fonoprint MD **Luciano Nicolini**. "Today, we have two digital recorders, a Sony PC 3324 and one **Otari** MTR 900 II. We also have two Otari MTR 100 analog machines

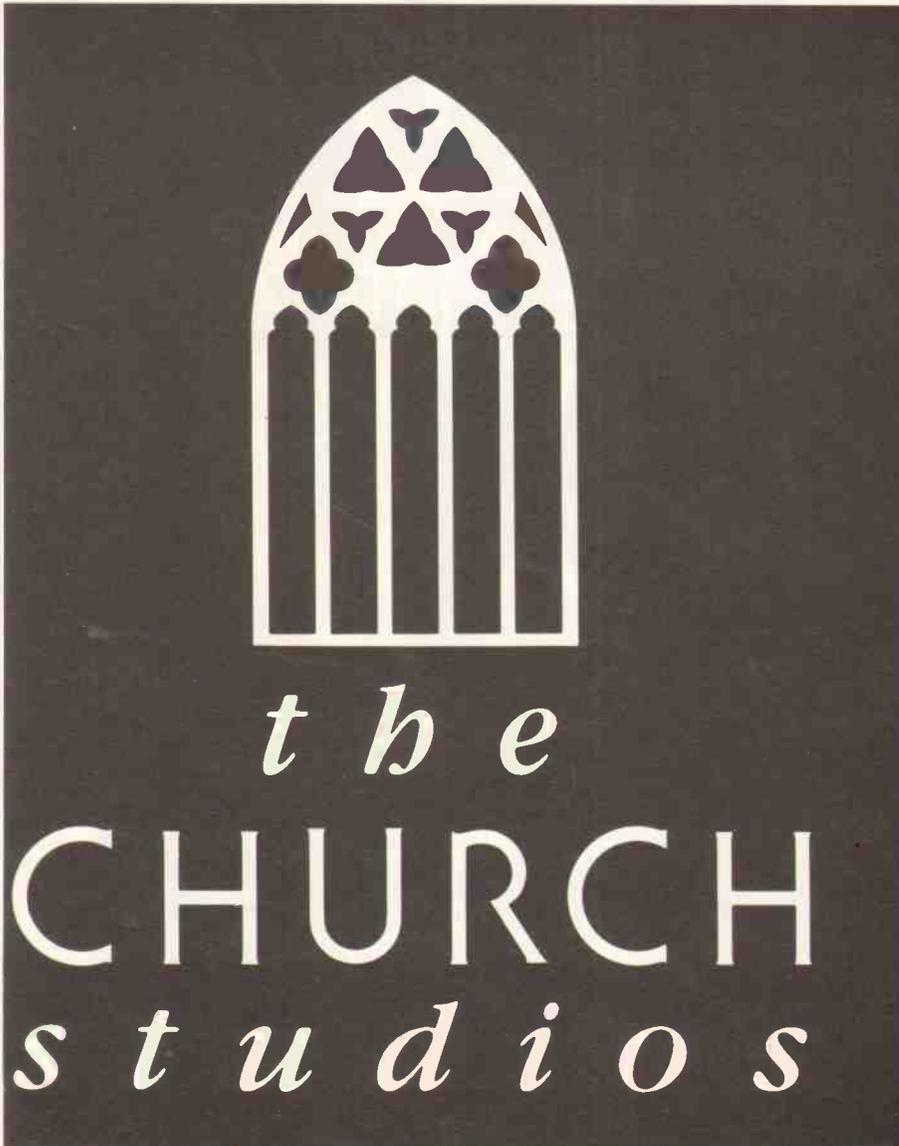
and all of the equipment is synchronizable up to 80 digital tracks and 48 analog tracks." Fonoprint often uses this mixed analog/digital recording technique, as it results in better recording quality of acoustic and electronic instruments.

Fonoprint's position in the Italian market as the most advanced studio in the territory has also attracted major Italian record companies like **BMG Ariola**, **EMI Italiana**, **Fonit Cetra**, **Ricordi**, **Sony Music Entertainment**, **PolyGram** and **WEA** as regular clients. Apart from having the three studios in Bologna, Fonoprint has also established a strong reputation in recording live albums for such artists as **Vasco Rossi**, **Eros Ramazzotti**, **Franco Battiato**, **Edoardo Gennaro** and **Anna Oxa**. Alongside TV productions for networks including **RAI**, **Fininvest** and **Telemonte-Carlo**, one of their recent masterpieces was the coverage for **Eurovision TV** of the Eros Ramazzotti/Barcelona live concert in December of last year.

"Although we don't have residential facilities, we do have special arrangements with the best hotels and restaurants in town. Clients can also use high-prestige chauffeur-driven cars, as we also have an agreement with a car-hire company. For our international clients, we offer an all-in-one package, with one invoice covering all travel arrangements, flights, recording costs, recharges and expenses. By handling the project organization, we remove the hassle of working away from home," explains Nicolini.

Bologna is situated in the north of Italy, a historic city close to Venice, Florence and Milan (the home of pro-audio manufacturers and importers, including **SSL** and **Sony**) which is another asset, according to Nicolini. At Fonoprint, maintenance engineers are available around the clock, with both staff and management being skilled engineers and mechanical experts.

Fonoprint, which also runs an audio engineering school, is very interested in entering into business relations within the EC, having its one-studio become one of the most important in the European market. Fonoprint has also concluded a deal with major international agent **Muirhead Management** in London to attract clients from abroad.



*t h e*  
**CHURCH**  
*s t u d i o s*

---

**Studio A**

48 Track SSL G Series mixing and recording facility and Neil Grant designed control room with Boxer monitoring.

---

**Studio B**

24/48 Track AMEK G2520 recording facility with a large versatile recording area and independent isolation booths.

Both studios feature extensive outboard effects, lounge and shower facilities and a large kitchen and dining area. Catering is also available on request.

---

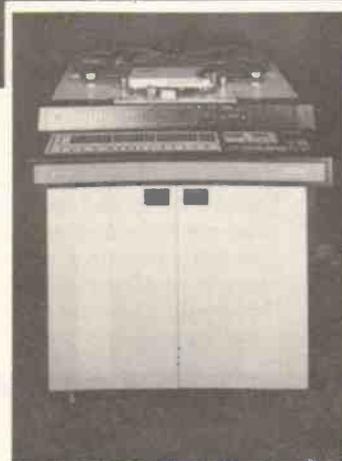
**Client List**

Erasure • Bryan Ferry • Del Amitri • The Alarm  
Suzanne Vega • Danny Wilson • Depeche Mode  
Daryl Hall • Caron Wheeler • Feargal Sharkey  
Shakespeare's Sister • Bob Dylan • Ian McCulloch  
Yello • Terence Trent D'Arby

---

145H Crouch Hill • Crouch End • London N8 9QH  
Telephone: 081-340 9779 • Facsimile: 081-348 3346

## DIGITAL RECORDING STUDIO



## MASTERING SUITE



**DIGITAL  
PRESS  
HELLAS**

275, MESOGION Ave. 15231 ATHENS GREECE TEL.: (01) 6474042 - 6726104 - 6726605 ● TLX: 226272 DPH GR ● FAX: (01) 6726258

## Guillaume Tell

**T**en years ago, **Roland Guillotel** decided to open his own studio. After having worked for 25 years as a sound-engineer for a huge number of French artists, Guillotel had built up his own group of clients, which made him decide to rebuild an old cinema in the outskirts of Paris into two new studios, **Guillaume Tell**, where he appointed **Alain Aubert** to be in charge of bookings and administration.

Whereas French artists like **Michel Sardou**, **Jean-Michel Jarre** and **Nana Mouskouri** strengthened Guillaume Tell's position on the domestic market throughout the years, producers like **Phil Ramone** and **Stephen Hague** spread the outlet's credibility on an international level. **Sting** worked there last year to record the *Soul Cages*, and just

## EUROPEAN STUDIOS

recently, **Elton John** finished his new album at Guillaume Tell with producer **Chris Thomas**.

"We are also very active in recording film scores in Dolby stereo," says studio engineer **Guy Foucher**, "and we have our own Dolby stereo playback monitoring system."

Foucher, who was a maintenance engineer for 15 years, stresses the importance of an experienced team. "Very often, studios are opened by industrialists who aren't really into the job. At Guillaume Tell, both the

management and the eight-strong staff can have long-time careers in the recording business."

Foucher is convinced that they offer an excellent price/quality ratio, illustrated by the impressive list of clients so far. "Another thing we offer is state-of-the-art equipment at a competitive rate to studios in the UK. Studios abroad very often attract clients with low rates, but in the end, with equipment and utilities charged



## Estudio GEMA

**W**hen **Estudios Gema** opened in 1965, it became the first studio in Spain and third in Europe to have a quadraphonic sound table, giving it a leap ahead on its competitors, both on the peninsula and abroad.

Initially, Gema concentrated on producing for the advertising world, but as the studio maintained a high technological level, Gema also pioneered in the musical recording field.

Owned by **Grupo Gema**, a group active in various fields in the audio and video industry, Estudios Gema is based in Barcelona, a city that has always been the source of artistic and musical movements in Spain. Being located in the historic centre of the Catalan capital [with a wide choice of hotels and general

amusement in the immediate neighbourhood), Estudios Gema offers both analog and digital 24-track recording facilities. The company has both major multinational as well as independent record companies among its clients (with a huge list of references, headed by top-artists like **Jose Carreras**, **Alfredo Kraus**, **Sting**, **Joan Manuel Serrat**, **Yuji Oda**, **Luis Llach**, **Rumba Tres**, **Mike Kennedy** and **Bertin Osborne**). Gema is now the number one studio in Spain.

"At Gema, we work at all levels in order to offer the best and most advanced service to our customers," says Estudio Gema manager **Enric Catala**, "and we work with them in human, professional and technological fields."

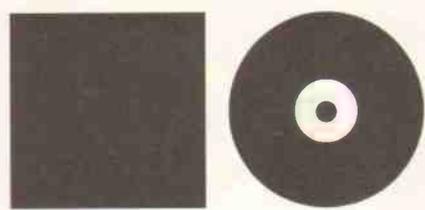
Catala added that Estudio Gema will continue to adapt the best and newest technology in order to offer their clients the best of service. "At the same time, we are doing incursions in our own production; therefore we can also consider this facet as a very important future plan."

extra for, those clients pay two or three times more than with Guillaume Tell's all-in-rate."

Both of Guillaume Tell's studios are permanently equipped with an SSL 4080 consoles and Sony 48-track and 24-track digital recorders, allowing clients to work with any possible format or configuration without switching plugs around all the time.

Guillaume Tell's studio A is now equipped with a new SSL 80-input ultimation moving faders system. Foucher says the company opted for SSL because over 80% of the producers ask for the console. "It has become the standard to work with," says Foucher.

Digital recording makes up 99% of all of Guillaume Tell's activities, covering a wide spectrum—from pop and rock to advertising commercials. The studio's excellent reputation as to the technical side of recordings is also continued in the post-production field: a **Synclavier** system for post-production is fully operational in Guillaume Tell's B studio.



**SOUNDTRADE  
STUDIOS AB  
STOCKHOLM  
SWEDEN**

**4 music recording studios, 48 track,  
Dolby SR, 110m<sup>2</sup> live room.  
Digital editing, Waveframe, Audiofile.  
Video post production.**

**CALL**  
**LASSE GUSTAVSSON**  
**STUDIO MANAGER**

**PHONE: +46 8 - 730 04 00**  
**FAX: +46 8 - 730 10 15**



## Koch Digitaldisc

**I**n 1975, **Franz Koch** opened a recording studio in Elbigenalp, Austria. Today, **Koch International** is a multinational music and media technology group, combining creativity, technology and marketing on a global scale. With its own subsidiaries in eight countries, Koch International is vertically integrated with five international record labels, an A&R advertising agency, international promotion and marketing divisions, CD and cassette plants, duplicating facilities, a printshop, research centre, warehousing in Europe and North America and six distribution companies in eight countries.

"And all this started with a recording studio producing German-language music," says **Koch Digitaldisc GmbH & Co.** spokesman **Gerhard Pabst**. "And still our first aim is to provide our artists with a complete service, allowing them as much time they need to record their music."

Koch Digitaldisc studios clients consist mostly of local talent, ethnic music and German-language artists from Austria, Germany and Switzerland. It was Franz Koch's idea to supply these artists with recording facilities you normally only expect to find for popular-music artists. "While other record companies still went to record Tyrolean ethnic music in pubs and venues, we offered them a fully-equipped studio. Today, we are the absolute market-leader when it comes to recording German-language ethnic music," claims Pabst.

Following major expansions in the original Elbigenalp facilities, the company also opened studios in Lienz (the most modern recording studio in Austria, with two recording rooms and separate midi studio) and one in Munich, Germany. The latter was opened in 1988 and is especially equipped for pop-recordings.

"Still, our Elbigenalp headquarters is less than two hours away from cities like Zurich, Munich or Innsbruck. People who come to record here find themselves in a holiday resort (Lecthal) in the middle of the



Bavarian-Tyrolean mountains. Elbigenalp's studio contains three pre-mastering studios, equipped with Sony digital editors and a **Sonic Solution** unit for hard-disk editing.

"But the most important asset is the synergy we offer to our clients; they can literally walk in the studio with nothing but their instruments, with the Koch International group taking care of publishing, printing of the CD inlays and the manufacturing of the CDs and cassettes. Furthermore, we can provide international distribution with a strong network of Koch subsidiaries

in several key-territories," says Pabst, adding that Koch International is currently holding the fourth position in Europe when it comes to manufactured CDs, producing 15 million CDs and five million cassettes per year.

Koch International subsidiaries in the G/S/A countries, the Benelux, UK and US are the instruments for Koch to play a major role in international music marketing. The company is ideally suited to meet the needs of the new unified Europe. In addition to its own five labels, Koch International's distribution companies market approximately 60 classical, crossover and jazz labels, including major classical imprints **Chandos** (UK) and the Czechoslovakian **Supraphon** since 1989.

While Koch International's quality-control systems for CD and DAT are used by major manufacturers worldwide, the group's Data Division in Innsbruck is active in every phase of the computer revolution, from developing CD ROM applications to tomorrow's paperless offices.

## Masters Studios

**"W**

elcome to Switzerland and **Masters Studios** if you are looking for more than just a top-class studio," is how clients are

greeted at **Victor Waldburger's** outlet in St. Gallen. "The setting of our studio is surely the finest in Switzerland," adds Waldburger, "and the neighbourhood is inspiring and relaxing at the same time—two aspects that have a very positive effect on the creative atmosphere inside the studio. We like to make artists feel themselves at home here—a very important element in the creative process."

The studio is situated near a small lake and close to a forest, with the Swiss Alps minutes away. Clients are welcome to the studio's restaurant and genuine Swiss

chalet residence, which holds up to 12 persons. "This is probably why some bands prefer to stay here for three months or longer," he adds.

Waldburger opened his first 16-track studio back in 1978 before starting Masters Studios four years later. The former pop musician rapidly expanded from a 24-track studio to the current two studios (one 48-track, one 24-track). Right after Masters Studios became operational, they recorded a double live album for Swiss label **Delta Records**, mixing both international acts such as **Alexis Korner** and **Billy Cobham** as well as local Swiss bands, as they performed onstage at the Arbon open-air festival.

In 1984, the Swiss government lent its support to a cultural project called "Infrastef," featuring some of **Frank Zappa's** musicians and Billy Cobham, among others. Masters Studios recorded a double album for the project, which sold very well in Switzerland.

In addition to the studio operations, Waldburger also decided to start his own publishing company, **Zar**

(continues on page 20)

# ...see you next time... — straight in the heart of Copenhagen

◆ — **Tivoli — the airport — The little Mermaid? It's your choice but MEDIA SOUND STUDIOS is always nearby — well equipped studio facilities on highly recommended standards, technical as well as musical. Two separated studios — A and B — both designed with 24-track audio/midi set-ups.** ◆

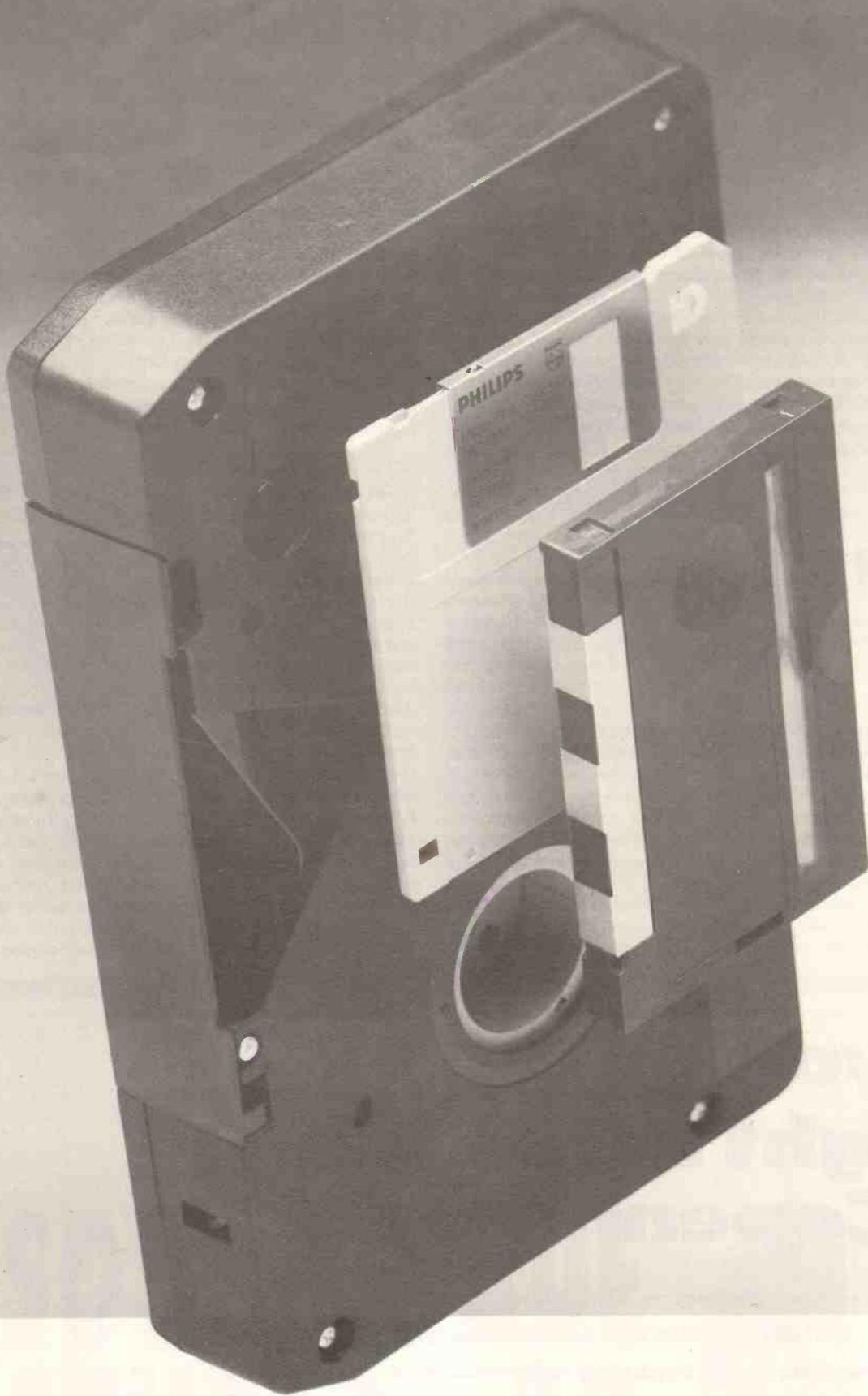
● — **The studios are located in a cosy neighbourhood, and the facilities gives you good possibilities to see the differences between day and night.** ●

▲ — **Also the studios offers you a nice kitchen with catering after your own orders.** ▲

■ — **See you next time... In one of Copenhagens most popular studios.** ■

## Media Sound Studios

Sturlasgade 14 B — DK-2300 Copenhagen S — Denmark  
Phone +45 31 54 61 00 — Fax +45 31 54 35 39



# MASTERING

Pre-recorded music on compact cassette has entered the digital era. DCC is the new sound carrier - master every aspect of it with Philips, originator of the format. DCC manufacturing systems, from mastering and error checking to downloading and duplicating are available now.

DCC allows text to be

simultaneously displayed with the music, and it's simply generated using a Pre-Mastering Station that even functions independently from the rest of the process if necessary.

For converting a studio master to the DCC master format and merging text, there's the Mastering Workstation. And to verify the DCC master, a special Functional Tester for

confirming audio quality and text synchronization can be added.

To produce pre-recorded DCCs in quantity, the Downloader transfers the DCC master to its integral solid-state master (SSM) ready for high-speed duplication using up to 31 slave duplicators. Error-checking can be performed during downloading, and for further quality control, a range of

dedicated test equipment is also available.

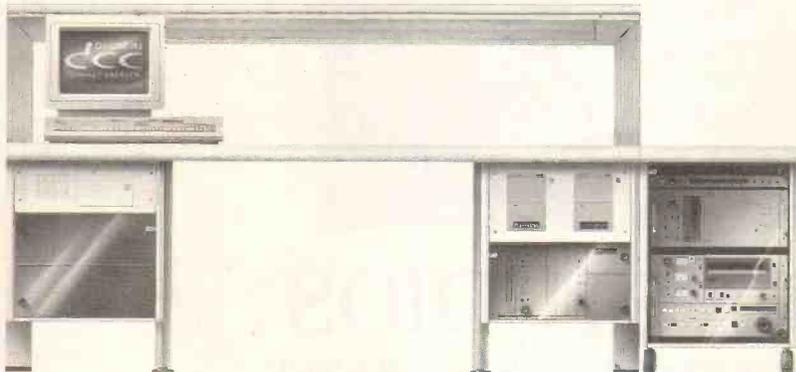
As originator of the DCC concept, Philips can also supply chips, heads and OEM sets in addition to turn-key systems. To get more information, fill in the form at right and fax a copy of the page right away.

Philips has got DCC technology mastered.





# BRING A NEW SOUND TECHNOLOGY



Name:  
Company:  
Address:

**DIGITAL**  
**dcc**  
**COMPACT CASSETTE**

Tel:

Fax:

- Send information
- Pre-Mastering
- Downloading
- OEM sets

- Contact me for an appointment about:
- Mastering
- Duplicating
- Recording heads

- Functional testing
- Test equipment
- Modules/chips

Philips Consumer Electronics, Key Modules Group  
P.O. Box 218, 5600 MD Eindhoven, The Netherlands. Tel: +31 40 73 34 55

**FILL IN, COPY THIS PAGE AND FAX IT TO: +31 40 73 67 14**

**PHILIPS**

**Musik.** Just recently he released a single by **Just Two** on BMG, which entered the Swiss charts one week after release.

"We have, in fact, never marketed our studios" says Waldburger, "but the recordings provided us with the best possible advertising. Following **Taboo's** EHR hit **Sexy Girl** in 1986, and recording for artists varying from **Yello** to **Chi Coltrane**, the studio became well-known within the industry."

With music coming first at Masters, the company also decided not to make rigid investments. They deliberately kept distance from the SSL status, upon seeing that their clients (companies such as BMG, Koch and Sony Music) favoured the studio's reasonable rates. "Artists prefer studio-time over working with expensive consoles," says Waldburger, "and there are hundreds of artists with million-selling records without top-line hardware in the studio. Creativity and personality still are the main assets to producing hit records." But Masters Studios are far from being under-

# EUROPEAN STUDIOS

equipped. With a 48-track **Studer Dolby SR** in studio A (with additional digital facilities provided by a 36-track **Akai**) and a 24-track **Akai** in studio B, Waldburger feels that Masters is fully up-to-date. **Focusrite** and **Neve** utilities complete the whole outfit.

To ensure a healthy continuity when it comes to sound-engineers (Masters's chief engineer **Daniel Ruhle** is regarded as one of the country's finest craftsmen), Waldburger also started giving seminars on studio sound-engineering. "Twice a year we organize two-week seminars at the studio to teach employees how to effect a 24-track recording and a final mix."

In 1987, **Medley Records**, (Denmark's largest independent) convinced Brander to invest in a 24-track-system. Since then, Medley became the studio's most

**"WE ARE ANALOG FANATICS, AND ALTHOUGH YOU MIGHT HAVE A LITTLE BIT MORE NOISE, WE STILL FEEL THAT ANALOG SOUNDS MUCH BETTER.**

— Ole Mosbaek, production manager

important client, and Media Sound featured both a 16-track and a 24-track studio. The complete building was taken by Media Sound and video production was set aside.

Two years later, the B studio was completely rebuilt and equipped with a 24-track unit, with both studios being gradually updated to meet current standards.

Media Sound experienced a rapid growth, with Brander's experience and a skilled studio staff regarded as the main ingredients for the success. Four of Media Sound's studio engineers are reputed live-engineers, both for local and international bands. Brander and Mosbaek themselves are among the most sought-after engineers for live concerts in Denmark.

Media Sound is not interested in having the most expensive and impressive equipment. "We are analog fanatics," explains Mosbaek, "and although you might have a little bit more noise, we still feel that analog sounds much better. As long as we have mixing consoles with a lot of muting switches, we can remove all the noise."

Although Mosbaek very modestly situates Media Sound just under Denmark's large studios like **Easy Sound**, **Puk** and **Medley**, very often those well-known studios call upon Media Sound to do certain recordings. Media Sound's excellent reputation, together with the studio's atmosphere, are the main assets towards an expanding amount of clients. The fact that Brander is planning to add a computerized mixing system and a new large monitor system in studio A will help consolidate Media Sound's share of the market.

## Media Sound

# M

edia Sound's roots go back to 1977, when **Peter Brander**, singer/songwriter for Danish bands including **Liza** and **Charlatan**, decided to go ahead with his own recording studio. A large cellar at his uncle's place was equipped with two two-track **Revox** machines and cardboard boxes were used as isolation; **Rock Tape Studio** was born.

With a 100% musical background, Brander and a colleague musician from the band **Liza**, **Peter Loevstrup**, initially concentrated on recording their own material. Two years later, they moved to larger premises and their first eight-track machine soon attracted other bands and small independent record compa-

nies. The studio, featuring separate recording rooms, a control room and several other professional utilities, rapidly became the home of many album productions. Meanwhile, Brander started playing in the **Kroelle Eriks Blues Band** where he met the group sound engineer **Ole Mosbaek**, who later joined Brander in **Rock Tape Studio**.

In 1983, the studio expanded again, moving to its current site at Copenhagen's **Sturlasgade 14B**, where initially the company took half of the building. Later that same year, the eight-track machine was replaced by a 16-track **Fostex** unit, which was very popular at that time. The studio also entered a companionship with a video production company headed by **Jens Holst** before the name was changed to Media Sound. "Suddenly, we had the bigger record companies recording in one part of the building and videos being produced on another floor," says Mosbaek, now production manager at Media Sound.

# STUDIO ● GUILLAUME TELL



## GUILLAUME TELL STUDIOS

20. Avenue De La Belle Gabrielle - 92150 SURESNES - PARIS - FRANCE

PHONE: 33 1 42 04 05 05 FAX: 33 1 42 04 68 69 TELEX: 611325 F

# dierks studios

## **For good sound and video we are alert for you**

dierks studios. The competent team for all sound and video productions just outside Cologne.

Now with new video postproduction facilities in 3 studios, 4 audio studios specialized on music recordings and productions of radio and TV commercials, a creative team, storyboards, production of TV shows, gameshows etc. audio mobile for analog and digital recordings, video mobile for up to 8 cameras.

### **Please note:**

**starting May 1st, 1992 our  
new telephone number**

**(49) 22 38-9 23 00-0**

**new fax number**

**(49) 22 38-9 23 00-21**

With your first call, we'll have our ears wide open and be there for you, not only with technical advice in any matter – we actually go into action!

Karen Tobias and Karlheinz Reichenauer await your call for more information.



dierks studios

hauptstrasse 33 · p. o. box 31 49  
d-5024 pulheim 3 (stommeln)  
tel. (0 22 38) 92 30 00 · fax 9 23 00 21

## Soundtrade

**O** riginally a cinema, **Hephouse** recording studio (the name referring to the popular Swedish band **The Hepstars**, featuring **Benny Andersson**, **Abba** and **Ches**), began in the '60s. In

1972, new owner **Marcus Music** reshaped the studio in a **Westlake** style with plenty of mirrors and stone walls. Less than a decade later, the successor **Carl Langenskiold** completely rebuilt the premises once again and started **Soundtrade Studios**, with a big live room instead of dead walls.

The outlet soon attracted a list of artists, including **Electric Boys** (who have just finished the new album **Groovus Maxmus**, to be released May 25), **Europe**, **Michael Ruff** and **Yngwie Malmsteen**. Producers including **Chris Porter**, **David Jacobs** and **Andy Scott** were lured to its doors as well, no to mention a huge number of locally popular acts and producers. Just recently, **Roxette** paid a visit to Soundtrade to edit the **Joyride** tracks, using the in-house **Waveframe** digital editing station. At press time, the Florida-based rockers **Saigon Kick** were finishing their new album **The Lizard**, set for June release.

Soundtrade manager **Lasse Gustavsson** has roots working in studios and is well aware of the important assets, including having an in-house maintenance team. "In having our own crew, we avoid unplanned breaks, which in turn prevents the artists' ambition from becoming lower. Our engineers line up the machines and double-check all the hardware on a continuous basis," says Gustavsson.

"I worked with Neve consoles in the '60s, but now I've picked up an American console, called **Neotek**, which has the same advantages as a Neve. Producers don't have to adjust every knob for days to get the sound; just plug in your microphones and the basic drumsound is there. They can start to work with the

## Wisseloord

**O** riginally built in 1976 to cater to **Phonogram's** domestic talent needs, PolyGram/Holland-owned **Wisseloord** studios are recognized as among the top five studios in the world.

The facility has built up an impressive list of references in its 15 years of existence, including such artists as the **Police**, **David Bowie**, **Tina Turner**, **Paco De Lucia** and **George Moustaki**, to name a few.

Wisseloord MD **Bart Sloothaak** cites two important reasons for the studios' success. "Techniques and



hardware are available everywhere. What I think of being important is what I call the "tourist office" work: make sure your clients feel at home when at work, by accommodating them properly, both in-house and in the direct neighbourhood of the studio. Hotels and apartments are nearby, as are the surrounding forests, which are perfect for jogging, cycling or just plain strolling along. Another big point in our favour is the fact that we are able to solve every possible technical and operational problem in-house; few studios can offer this service."

Sloothaak is convinced that Hilversum is the perfect

## EUROPEAN STUDIOS

music from the very first hour. We also have state-of-the-art equipment like **Focusrite**, but we still opt for Neotek's microphone amplifiers in combination with a huge series of tube mikes like **Neumann**, **Telefunken** and **Siemens**."

In addition to the company's A studio (comprising a 100-square metre live room and three separate recording booths), Soundtrade also has three other studios: the Waveframe 1000 work station for digital recording and editing and the Waveframe 401 mobile unit.

"We felt that our clients didn't really like to work with digital together with rock and pop," says Gustavsson, "so we've invested in the best of analog techniques and Dolby SR."

According to Gustavsson, Soundtrade is among the top facilities for recording in Stockholm, together with three other studios. "It's also a matter of personal taste. That's why we have ensured full accommodation for

our clients, including in-house residence, apartments and an agreement with an international hotel chain. Clients think Sweden is expensive, but the studio rates are very competitive and we can do a lot if clients book their stay here well in advance."

Soundtrade Studios are part of a business concern which also includes an audio equipment agency, vinyl pressing plant, and CD and cassette manufacturing works. "This allows us to supply a CD in 24 hours including cover and booklet," says Gustavsson, "since we have the equipment and personnel next door. We did CDs including material for the band **The Next** just for promotion abroad. The price list will be presented on a CD, along with songs recorded during the past year."

Gustavsson is also realistic when it comes to predicting studios' future. "Many studios have had hard times, but I think the top ones will survive. Others will have to stop, mainly because the late '80s allowed people to work at home with computers and 24-track recorders, making very cheap albums. You just cannot compare house and rap to real rock and pop music, for which live music, a big live-studio, control room and engineer/producer craftsmanship are absolute necessities. I am convinced that people will return to the real studios to record their music."

## Participating Recording Studios

### The Church Studios

145h Crouch Hill  
London N8 9QH  
UK  
Tel: (+44) 81.340 9779  
Fax: (+44) 81.348 3346

### Digital Press Hellas

Messogion Avenue 275  
152 31 Athens  
Greece  
Tel: (+30) 1.672 6104  
Fax: (+30) 1.672 6258

### Dierks Studios

Hauptstrasse 33  
5024 Pulheim 3  
Germany  
Tel: (+49) 2238.2004  
Fax: (+49) 2238.3499

### Fonoprint Studios

Via Bocca di Lupo  
40124 Bologna  
Italy  
Tel: (+39) 51.585 254  
Fax: (+39) 51.234 634

### Guillaume Tell

20 avenue de la Belle  
Gabrielle  
92150 Suresnes  
France  
Tel: (+33) 1.4204 0505  
Fax: (+33) 1.4204.6869

### Estudio Gema

c/ Segre Nave 18  
Poligno Ind Cadesbank  
08291 Ripollet  
Barcelona  
Spain  
Tel: (+34) 3.691 3011  
Fax: (+34) 3.691 9002

### Koch Digitaldisc

Elbigenalp 91  
6652 Tirol  
Austria  
Tel: (+43) 5634.64440  
Fax: (+43) 5634.644  
470

### Masters Studios

Dreilindenstrasse 42  
9011 St Gallen  
Switzerland  
Tel: (+41) 71.255 666  
Fax: (+41) 71.254 098

### Media Sound

Sturlasgade 14b  
2300 Copenhagen  
Denmark  
Tel: (+45) 3154 6100  
Fax: (+45) 3154 3539

### Soundtrade Agentur

PO Box 3042  
171 03 Solna Sweden  
Tel: (+46) 8.730 0400  
Fax: (+46) 8.730 1015

### Wisseloord Studios

Catharina van  
Renneslaan 12  
1217 CX Hilversum  
The Netherlands  
Tel: (+31) 35.217 256  
Fax: (+31) 35.44881

home for Wisseloord. "Not only is it close to major broadcasters, but the bulk of the country's studio musicians live here. Apart from that, we are only 20 minutes away from Schiphol Airport and close to the most important motorways."

Sloothaak's wish to follow the audiovisual evolution closely also made him decide to go into post-synchronization for film and TV, and he's convinced that there's a possible future for Wisseloord in that field. "Although we are waiting for the 'total digital area' and are looking forward to the major developments within the next five years, we've already invested in digital editing and CD mastering," adds Sloothaak.

With the studio world being very trendy when equipment is concerned, Wisseloord has also established regular contacts with the world's leading pro-

ducers and engineers. The studio has invested approximately Hfl200.000 (app. US\$100.000) in new equipment and hardware upgrading. In collaboration with **Eurosound**, Wisseloord has also gained a good reputation for live-recordings, allowing the company to deliver turn-key projects.

The fact that **Def Leppard** recorded their top-selling **Hysteria** album at Wisseloord put the "hard-rock-studio" label on the studio, with numerous hard-rock artists following. "I don't mind being called a hard-rock studio," says Sloothaak, "but you just cannot expect us to influence the charts and decide what will make it to a number one chart position. But alongside word-of-mouth publicity, studio clients tend to be influenced by number one hit recordings; that can change your client list completely."



The variable acoustic for every musical requirement



The most advanced technology in a creative space

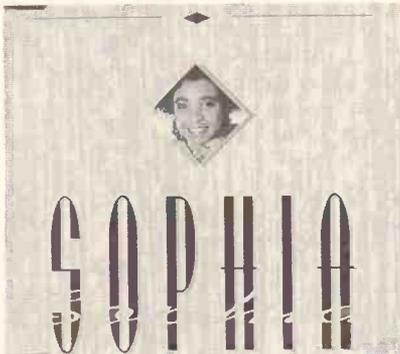
Management: Mulrhead, London, Tel. 0044 71 3515167

FONOPRINT Srl: registered office: Via de' Coltelli 5/2 AB - 40124, Bologna - Italy - Tel. 0039 51 228022 / 0039 51 266714 Fax 0039 51 234634 - Via Bocca di Lupo 6 - Tel. 0039 51 585254 - Fax 0039 51 334022 - Telex 511299 API

Created by ACOUSTIC DESIGN GROUP Sam Toyashima John Flynn

MARE

## NEW TALENT



**A LABIANCA**  
RECORDS

ALABIANCA  
Contact Maurizio Bettelli  
Via Mazzoni 34-36  
411 Modena  
Tel.: (+39) 59 223.897  
Fax: (+39) 59 219.218  
For Holland contact  
Henry Lessing  
Tel.: (+31) 35 215.042  
Fax: (+31) 35.243 393

SOPHIA

*Running So Hard* - Alabianca Benelux (Holland)

PRODUCER: Team 3

The Dutch affiliate of Italian dance specialist Alabianca is currently building its own domestic roster. With this rock solid Italo house of soulful vocals on top and a male vocal harmony group in the background, they have a sure hit on their hands. The single, already "Record Of The Lowlands" in pubcaster NOS's influential "Avondspits" programme, has just entered the Dutch charts. Sophia's first claim to fame was her appearance as the live vocalist with the "television" band **Shift**. Contact area manager **Henry Lessing** at tel: (+31) 35.215 042; fax: 35.243 393.

EU

*...A Ruota Libera...* - Interbeat (LP) (Italy)

PRODUCER: Luigi Piergiovanni/Andrea Peluzzi

EU, alias **Eugenio Picchani**, has the talent to be the next "EUro" crossover from Italy. The music that patented Italian pathos and the passion—it's all there! And the ballad *Vuoi O Non Vuoi* is the perfect option for a multitude of formats.

MIRA FELLI

*Storie Scomode* - Interbeat (LP) (Italy)

PRODUCER: Luigi Piergiovanni

How many more times do we have to tell you guys out there—Felli is big talent? *Ombre Su Di Me* is as irresistible as Sandra's *Maria Magdalena*. Radio programmers, don't miss out this time!



**Interbeat** S.r.l.  
Publishing group & music production

Interbeat Edizioni  
(Luigi Piergiovanni)  
Via Alessandro Stradella 174  
00124 Rome  
Tel.: (+39) 6 609.5353  
Fax: (+39) 6 609.7200

THE VULGAR BOATMEN

*Please Panic* - Rough Trade (LP) (UK)

PRODUCER: Walter Salas-Humara/Peter Moore

This is a diamond in the rough. One spin is enough to hear the timeless class of this Florida-based guitar-driven pop band. Their sparsely arranged songs have the directness of the Velvet Underground or, more recently, of the Feelies. The vocal harmonies of **Robert Ray** and **Dale Lawrence** are the best this side of the Everly Brothers. *Don't Mention It* is a three-chord classic which won't escape your memory for quite some time. *Fool Me* is the type of fragile pop song that hasn't been heard since the days of **Big Star** in the '70s. Contact **Pat Naylor** at tel: (+44) 81.960 9888; fax: 81.968 6715.

SKIPPER WISE

*I Wanna Be With You* - Crisis (Holland)

PRODUCER: Skipper Wise/Peter White

Al Stewart's *Year Of The Cat*, after all these years, is still a recurrent on the AC format. If you're looking for a song in the same vein, don't look any further. Co-written with ex-Stewart sideman Peter White, Wise is bound for an immediate add. If you want more reasons to playlist the man, check out the song *Secrets*, which fits the current Simply Red craze to a tee. In 1990, he enjoyed his first chart success in Holland with *Standing Out In The Rain*. We can only say, "Be wise!" Contact **Sjaak de Bruijn** at tel/fax: (+31) 4192.11223.

JANES REJOICE

*Spins* - CNR (LP) (Denmark)

PRODUCER: Morten Wulff

This first local production from the Danish affiliate of CNR deserves immediate attention. For their third album, the five-piece pop/rock outfit has added a nice folk element to its music. Extra credits must go to the very nice transparent production by Morten Wulff, at one time the man behind *Black Wolf*, the debut album by the nation's most popular singer Hanne Boel. The single *Go And Show*—enhanced with a nice short feedback guitar solo—makes them the Danish alternative for Lloyd Cole. *Keep Dancin'* is the track that more rock-oriented programmers should go for. Contact **Soren Berzant** at tel: (+45) 3123 1000; fax: 3123 1033.

SUSPENSE RUBBER BAND

*Suspense Rubber Band* - Houlala/Bondage (LP) (France)

PRODUCER: Pat Byars/Sus Emery

**Suspense**, the former singer of French band the **Cherokees**, is an unmistakable "bad guy." He combines Johnny Thunders' streetwise attitude with the expressiveness of Alex Chilton. Song titles like *Trashmouth* and *Devil In Me* reveal a lot. Who would have expected such a dirty rotten rock record out of "la douce" France? It completely holds its own compared to Thunders' *pièce de la résistance*. 1978's *So Alone*. Meanwhile, a lot of tough hard rock acts out there in the Hollywood Hills should run for cover. Contact **Tamsin Briggs** at tel: (+33) 1.4379 8855; fax: 1.4372 4991.

# ESPAÑA

GOING FOR GOLD

MUSIC & MEDIA'S SPECIAL ON SPAIN

Publication date: June 13, 1992

Ad deadline: May 19, 1992



# ITALIAN DANCE

## VARIOUS ARTISTS

*So Be It - Tecno Space House* - Alabianca Benelux

PRODUCER: Various

Alabianca Benelux is making considerable inroads with this dance compilation, accompanied with a serious marketing commitment, including a competition for home producers. See page 8 (Benelux) for more information on this project. The CD contains recent techno hits such as **Booming Support's Rode Schoentjes**, **Sonic Surfers' Having A Great Time** and a live version of **Terra Wan's Puta Madre**, recently number 1 in Spain. New talents include **Psycho Team (Power)**, **Alex Lee (Take It)**, **Gladio (Start The Machine)** and, of course, **Sophia**, the "neighbour" on the opposite page (*Running So Hard*). Contact area manager **Henry Lessing** at tel: (+31) 35.215 042; fax: 35.243 393.



ALABIANCA  
Contact Maurizio Bettelli  
Via Mazzoni 34-36  
411 Modena  
Tel.: (+39) 59 223.897  
Fax: (+39) 59 219.218  
For Holland contact  
Henry Lessing  
Tel.: (+31) 35 215.042  
Fax: (+31) 35.243 393



EUROPE: IRMA Records - Discoin Srl - Via Dè Carracci 6 - 40129 Bologna - Italy  
- Phone 051- 353666 Fax 051-352298  
USA: IRMA Records Inc. - Broadway 594 - 10012-3234 New York NY - USA  
Phone 212-2199286 Fax 212-2199536



## IRMA RECORDS

Under the umbrella of Irma Records is a wide assortment of dance labels, ranging from **Onizom Music** to **Calypso Records**, **Atmo Music**, **Antima Records**, **Casadiprimordine**, **Trance Records** and **Rec In Pause**. Brand new labels include **Absolut Joy** and **Free Zone**. In the catalogue, you will find anything from straightforward Italo house to underground. Core artists on the various labels include **Sensi**, **Vanessa J** (new single: *Nasty Rhythm*), **Don Carlos (Mediterraneo)**, **Double Dee (People Get Up)**, **Montego Bay (Everything)**, **Nikita Warren, F.I.T.Z. (Step One)**, **Omniverse**, **Riviera Traxx**, **June Mitchell (All And All)**, **Keys & Tronics Ensemble**, **Dreams Unlimited**, **Kipper**, **Moktar**, **Sonic Family**, **Be Noir (It's Gonna Be Alright)**, **Jestofunk (I'm Gonna Love You)** and **Pugnale**, featuring **Lola Madness**. Contact **Daniela Milesi** at tel: (+39) 51.353 666; fax: 51.352 292.

## ROBYX

Three labels can be found in the dance empire of **Robyx Productions**. **DWA—Dance World Attack**—represents the mainstream. Subtitled with the words "Underground," it is used for techno material, as is the **Euroenergy** label. The main artist on the "plain" DWA label is **Double You** a.k.a. **William Morales**, currently riding high in the **Eurochart Hot 100 Singles** with *Please Don't Go*. The song is a cover from **KC & The Sunshine Band's** 1979 US number 1 hit single. Another act to watch is **Scattt**, who just released its second single *Scat And Bebop*, a radio friendly pop/dance tune with lovely scatted vocals not unlike "Al Jareau in the house." Contact **Roberto Zanetti** at tel (+39) 585. 792 353; fax: 585.792 355.

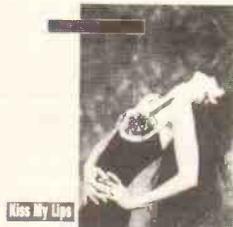
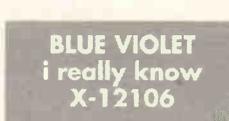


**DANCE WORLD ATTACK**

Via Pandolfino 1, 54037 Marina di Massa, (MS) Italy  
Phone: 0585/792353, Fax: 0585/792355



SIMA  
Kiss My Lips  
X-12112



ENERGY PRODUCTION Srl.  
VIALE MAZZINI, 140  
00195 ROMA  
TEL.: (06) 384886  
FAX: (06) 3700542

## BLUE VIOLET

*I Really Know* - Energy PRODUCER: Ilario/Michele Violante  
This could be description of "Italo house." There's a fine melody, strong soulful vocals, plus those unmistakably repetitive piano riffs. Also check out the special **Massimo Lippoli** mix—the "02.00 Version" of this double A-side single.

## SIMA

*Kiss My Lips* - Energy PRODUCER: Maurizio Rossi/Pierfrancesco Di Stolfo  
Dance programmers—give some "lip service" to this lady. The catchy chorus makes a lipstick imprint in your mind. You'll find yourself singing along with the words "Mama, Mama, Mama." For both records, contact **Alavaro Ugolini** at tel: (+39) 6.384 886; fax: 6.370 0542.

## DIGITAL BOY

*Futuristik* - Flying (LP) (Italy)

PRODUCER: Luca Pretolesi

How "naked" can music be? Judge for yourself by this totally stripped down techno house record. The single *This Is Mutha F\*\*ker!* might be dangerous for average people. Its weird buzzing noises sound like an air raid siren. This will surely cause a whole lot of raving on the dance floors across Europe. Digital Boy is also taking his act on the road these days. The track *Children Of The House*—featuring rapper **MC Fresh**—is living proof. It was recorded live on a very hot night in Rotterdam. Contact **Alessandro Massara** at tel: (+39) 81.762 8278; fax: 81.762 8279.



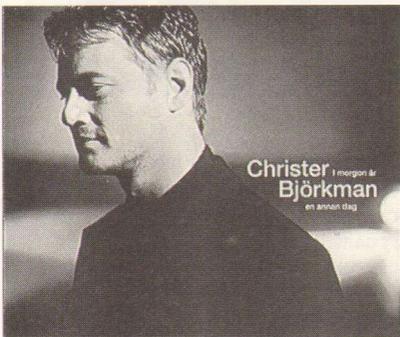
FLYING RECORDS: Via R. Ruggiero 16/D - 80125 Napoli - Italia  
PBX: 081-7628278 - FAX: 081-7628279

SINGLES

**BENNY B**

*Dix, Neuf, Huit...* - Private Life **D/EHR**  
 PRODUCER: Private Life/Lef's Go  
 "Ten, nine, eight..." The Belgian rap posse is again counting down for another hit in the French-speaking countries. Well boys, blast off!

**CHRISTER BJÖRKMAN**



*Demain Il Y A Un Autre Jour* - Columbia **AC/EHR**  
 PRODUCER: Niklas Strömstedt  
 In Björkman, defending champion Sweden again has a strong ace for the upcoming Eurovision contest on May 9 in Gothenburg. This is the French translation of the honeyed ballad *I Morgon Är En Annan Dag*. SAF Radio City/Stockholm head of music Niklas Ehring was very quick to add the song on the playlist. "The new Eurovision rules allowed us to be so fast. We think this song stands a fair chance to be among the first."

**CURIOSITY**

*Hang On There Baby* - RCA **EHR/AC**  
 PRODUCER: T. Adams/M. Taylor  
 Where Marvin Gaye meets Barry White in Manchester. The blue-eyed soul band may have abbreviated its name—from **Curiosity Killed The Cat**—but it hasn't lost its claws.

**EUPHORIA**

*Love You Right* - EMI **D/EHR**  
 PRODUCER: Ean Sugarman/Andrew Klippel  
 This female duo reached the top slot back home in Australia with this pleasant pop/dance song. Now they go for "Europhoria."

**MICHAEL JACKSON**

*In The Closet* - Epic **EHR/D**  
 PRODUCER: Teddy Riley/Michael Jackson  
 The third single off *Dangerous* is aimed at fast footwork reminiscent of his sister Janet's style. Entering at number 29 in the **EHR Top 40** chart, it is this week's new add leader.

**METALLICA**

*Nothing Else Matters* - Vertigo **R/EHR**  
 PRODUCER: Bob Rock  
 This subtle ballad was one of the highlights of the **Freddie Mercury** tribute concert at Wembley on April 20. It confirms Metallica's artistic status next to hard rock giants of the past such as Led Zeppelin. Says **Radio 4U/Berlin PD Bernd Albrecht**, "In the first place, we added this song because the band is quite popular with our listeners. Also, we had in mind that the album *Metallica* did very well."

**THE NEVILLE BROTHERS**

*Fly Like An Eagle* - A&M **EHR/D**  
 PRODUCER: Neville Brothers/Hawk Wolinski/David Leonard  
 New Orleans' grooviest family confidently tackles the **Steve Miller** 1976 global hit. Hot stuff!

**MATHILDE SANTING**

*Hazy Shade Of Winter* - Indisc **AC**  
 PRODUCER: Rolf Hermsen/Mathilde Santing  
 A moody version of the **Simon & Garfunkel** classic. The reverberated guitar—very much à la Chris Isaak—and the timid use of synthesizer and drum, give the song an unexpected twist. But the real star is Santing, Holland's best-kept vocal secret, whose ability to work cover material is unchallenged (also check the equally strong B-side, **Robert Cray's** *Bad Influence* in this respect).

**SIMPLY RED**

*Thrill Me* - east west **EHR/AC**  
 PRODUCER: Stewart Levine  
 On the fourth single from the hit album **Stars**, **Mick Hucknall** is again gently shaking his red dreadlocks in a sensual dance rhythm.

**TRACY CHAPMAN**

*Matters Of The Heart* - Elektra **AC/EHR**  
 PRODUCER: Tracy Chapman/Jimmy Iovine  
 It's funny, but the talented female singer/songwriter class of '88 is releasing new albums more or less at the same time. From Michelle Shocked to Melissa Etheridge and Tanita Tikaram to Tracy Chapman, they all have got something to say. The latter is probably musically the least adventurous, but she surely knows what composing is all about. Her plaintive voice is the right vehicle for her top class folk songs. The lead single *Bang Bang Bang* and tracks like *The Love I Had* and *Woman's Work* will definitely further strengthen her position on top.

**THE CURE**

*Wish - Fiction*/Polydor **A/EHR**  
 PRODUCER: The Cure/David M. Allen  
 Imitated by millions, but never equalled, the Cure is still one of the most recognizable bands around. The open guitar chords and that ever-moaning voice of **Robert Smith** are the unmistakable characteristics. As always, melodies are hidden behind a curtain of doom (*Apart*). Sometimes the sun suddenly breaks through. Both in lyrics

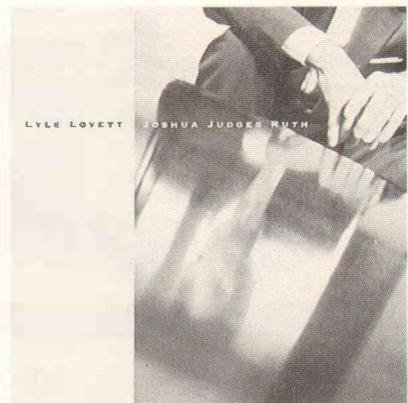
ALBUMS

and in melody, *Doing The Unstuck* sounds rather happy in a tongue-in-cheek way.

**THE GRAPES OF WRATH**

*These Days* - Capitol **R/EHR**  
 PRODUCER: John Leckie  
 While a lot of media people are still discussing the musical merits of the '70s, these young Canadians are revisiting this era. The song *Consequences* could have been featured on 10CC's *The Original Soundtrack*. *I Can't Find My Way Home*, ornamented with a steel guitar, is an unknown page out of the Poco songbook. Stop your disputes, this is eternal class.

**LYLE LOVETT**



*Joshua Judges Ruth* - Curb **A/EHR**  
 PRODUCER: G. Massenburg/B. Williams/L. Lovett  
 Although leaving his rootsy approach intact, Lovett displays an admirable eclecticism that makes this album a highlight in his career. Ranging from pure gospel (*Church, Since The Last Time*) and country (*She's Leaving Me*—featuring the inimitable **Emmylou Harris**) to merry barrel-house-styled pop (*I've Been To Memphis*) as well as dreamy but determined ballads (*She's Already Made Up Her Mind, Baltimore*)—it's all there. Very impressive.

**KATHY SLEDGE**

*Heart* - Epic **EHR/D**  
 PRODUCER: Various  
 After the unexpected comeback of Chic, this is another surprising return to action. It's no longer a family affair—this sister is on her own now. Because of the absence of regular producers Nile Rogers and Bernie Edwards and the army of different men at the helm, the musical direction has changed; less funky, more middle of the road. With ballads like *Reason For This* and *You Win Some, You Lose Some (Gabby's Song)*, she makes a convincing debut on AC territory.

**POPS STAPLES**

*Peace To The Neighbourhood* - pointblank **R/AC/EHR**  
 PRODUCER: Various  
 Following the same recipe that finally brought John Lee Hooker his well deserved success, the big man of gospel Pops Staples now finds himself surrounded by the crème de la crème of the international scene. Helped out by **Bonnie Raitt** and **Jackson Browne**, the single *World In Motion* should make a star out of this great singer. *This Must Be The Last Time* is a remake of the song he originally recorded with the **Staple Singers**. Later it got "stolen" by the Stones.

Upcoming Album Releases

Artist	Title	Label	Producer
10CC	<i>Meanwhile</i>	Polydor	Gary Katz
Greg Alexander	<i>Intoxification</i>	Epic	Rick Nowels/Greg Alexander
Die Antwort	<i>Hier</i>	Königshaus/WEA	Karl Allaut
Bad Boys Blue	<i>More Bad Boys Vol. 2</i>	Coconut/Ariola	Hendrik/Hartman
Big Car	<i>Normal</i>	Warner Brothers	Not listed
The Black Crowes	<i>The Southern Harmony...</i>	Def American	George Drakoulis
Black Velvet	<i>King Of Myself</i>	Elektra	Clive Langer/Alan Winstanley
Terence Blanchard	<i>Simply Stated</i>	Columbia	Terence Blanchard
Jerry Burns	<i>Jerry Burns</i>	Columbia	S. Hague/B. Henry/J. Burns
Carter USM	<i>1992 The Love Album</i>	Chrysalis	Sex Machine/Simon Painter
Sheila Chandra	<i>Weaving My Ancestor's Voices</i>	Realworld	Steve Coe
Corey Hart	<i>Attitude &amp; Virtue</i>	Warner Brothers	T. Lord-Alge/Corey Hart/R. Perry
Disposable Heroes Of ...	<i>Hypocrisy</i>	4th & Broadway	Michael Franti
Dr. Alban	<i>One Love</i>	Logic/Ariola	Deniz Pop
Drivin' 'N' Cryin'	<i>Fly Me Courageous</i>	Island	Not listed
Fair Warning	<i>Fair Warning</i>	WEA	Rafe McKenna
Fatima Mansions	<i>Valhalla Ave</i>	MCA	Ralph Jezzard/Cathal Coughlan
Gang Starr	<i>Daily Operation</i>	Chrysalis	Not listed
Die Härte	<i>Härtemania</i>	WEA	J. Krause/P. Park/S. Brandt/Diabolo
Indigo Girls	<i>Rites Of Passage</i>	Epic	Peter Collins
Iron Maiden	<i>Fear Of The Dark</i>	EMI	Martin Birch/Steve Harris
The Land	<i>Tumbleweed</i>	Metronome	The Land
Jim Lauderdale	<i>Planet Of Love</i>	Warner Brothers	Not listed
The Lightning Seeds	<i>Cloudcuckooland</i>	Virgin	Ian Broudie
Little Texas	<i>Little Texas</i>	Warner Brothers	Not listed
Wynton Marsalis	<i>Blue Interlude</i>	Columbia	Steve Epstein
Max	<i>Silence Running</i>	Red Dot/WEA	Trevor Horn/Jeremy Green
Delbert McClinton	<i>Never Been Rocked Enough</i>	Curb	Delbert McClinton/Berry Beckett
Jazzy Mel	<i>Que Pasa?</i>	ARS	Knock Out
Sergio Mendes	<i>Brasileiro</i>	Elektra	Not listed
Midnight Oil	<i>Scream In Blue</i>	Columbia	Midnight Oil/Keith Walker
Melis'a Morgan	<i>Still In Love With You</i>	Warner Brother	Not listed
My Sister's Machine	<i>Diva</i>	Caroline	Not listed
Yousou N'Dour	<i>Eyes Open</i>	Columbia	Yousou N'Dour
The Neville Brothers	<i>Family Groove</i>	A&M	Neville Bros./H. Wolinski/D. Leonard
Mark O'Connor	<i>The New Nashville</i>	Warner Brothers	Not listed
Alexander O'Neal	<i>The Greatest Hits Of...</i>	Epic	Various
Nia Peeples	<i>Nia Peeples</i>	Charisma	Howard Hewitt
Phish	<i>Picture Of Nectar</i>	Elektra	Not listed
Courtney Pine	<i>Closer To Home (Remix)</i>	Island	Not listed
Power Of Dreams	<i>To Hell With Common Sense</i>	Polydor	Dove Meegan
Leon Russell	<i>Anything Can Happen</i>	Virgin	Leon Russell/Trevor Horn
Jon Secada	<i>Jon Secada</i>	SBK	E. Estefan Jr./J. Casas/C. Ostwald
Carly Simon	<i>This Is My Life - OST</i>	Qwest/Reprise	Various
Sister Double Happiness	<i>Heart &amp; Mind</i>	Reprise	Kevin Laffey
Squeeze	<i>Greatest Hits</i>	A&M	Various
Steelheart	<i>Tangled In Reins</i>	MCA	Tom Werman/Mike Matijevic
Super Cat	<i>Don Dada</i>	Columbia	W. Maragh/R. Livingston/A. Harpaul
Swing Out Sister	<i>Get In Touch With Yourself</i>	Phonogram	Paul Staveley O'Duffy
T99	<i>Children Of Chaos</i>	Columbia	T99
Testament	<i>The Ritual</i>	Atlantic	Tony Platt
Tora Tora	<i>Wild America</i>	A&M	Arthur Payson
Twice As Nice	<i>Room With A View</i>	WEA	Henry Staroste
Various Artists	<i>Moods 2</i>	Virgin Television	Not listed
Various Artists	<i>Spanish Fiesta - Olympic...</i>	Epic	Various
Various Artists	<i>One World One Voice</i>	Virgin	Rupert Hine
Kim Wilde	<i>Love Is...</i>	MCA	Rick Nowels/Kim Wilde/Ricki Wilde
Edo Zanki	<i>Ich Muss Verrückt Sein</i>	WEA	Edo & Vicki Zanki/Christian Schneider

European album releases for the period of May 4 - May 18. Please send your information to Robbert Tilli before May 7 for inclusion in the next release schedule (issue 19). Fax (+31) 20.669 1951.

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

# STATION REPORTS

Station reports include all new additions to the playlist, indicated by the abbreviation "AD." Reports from certain stations will also include a "Power Play" (PP), a track which receives special emphasis for the week, as well as featured new CDs and LPs indicated by the designation "AL." All playlists must be received by Monday at 3 o'clock.

## UNITED KINGDOM

**BBC RADIO 1/London**  
Paul Robinson - Prog Dir  
A List:  
AD Shakespears Sister - I Don't  
B List:  
AD Beatzmasters - Dunno What It Is  
Don E - Love Makes  
EMF - Getting Through  
House Of Love - Feel  
KWS - Please Don't Go  
Richard Marx - Hazard  
Rozalla - Love Breakdown  
Texas - Tired Of Being Alone

**CAPITAL FM/London**  
Richard Park - Prog Contr  
A List:  
AD Dion/Bryson - Beauty  
Double Yes - Please Don't Go  
del Amiri's - Always  
En Vogue - My Lovin'  
Guns N' Roses - Knockin'  
Joe Cocker - Now That The  
John O'Keane - Stay With Me  
K-Klass - So Right  
KWS - Please Don't Go  
Lionel Richie - Do It To Me  
Michael Bolton - Missing  
Richard Marx - Hazard  
Rozalla - Love Breakdown  
B List:  
AD Black Crowes - Remedy  
Degrees Of Motion - Do You  
EMF - Getting Through  
Guns - Higher Ground  
Jerry Burns - Pale Red  
Shut Up & Dance - Raving  
SL 2 - On A Ragga  
Ugly Kid Joe - Everything

**METRO RADIO GROUP/Newcastle**  
Liz Elliott - Music Organiser  
B List:  
AD Alexander O'Neal - Sentimental  
Allan Jordan - Boy From N.Y.  
Beatzmasters - Dunno What It Is  
Don E - Love Makes  
Dr. Robert - Simpler Place  
Michael Bolton - Missing  
Shakespears Sister - I Don't  
Sauled Out - In My Life  
Spaghetto Head - Glad

**ATLANTIC 252/London**  
Paul Kavanagh - Prog Dir  
A List:  
AD Brand New Heavies - Never Stop  
K-Klass - So Right  
Marc Almond - The Days  
Paula Abdul - Will You

**PICCADILLY RADIO/Manchester**  
Keith Pringle - Head Of Music  
A List:  
AD Bomb The Boss - Keep  
Zappala/DJ Professor - No Way  
KWS - Please Don't Go  
k.d. lang - Constant Craving  
Lionel Richie - Do It To Me  
Michael Bolton - Missing  
Michael Ball - One Step  
Morrisey - We Hate It When  
Rozalla - Love Breakdown  
Simply Red - Thrill Me  
B List:  
AD del Amiri's - Always  
Kylie Minogue - Finer

**BRMB FM/Birmingham**  
Robin Valk - Head Of Music  
A List:  
AD Curiosity - Hang On  
KWS - Please Don't Go  
Michael Bolton - Missing  
Shakespears Sister - I Don't  
B List:  
AD Audio De Luxe - 60 Seconds  
Dream Frequency - Take Me  
Isotonic - Everwhere I Go  
Metallica - Nothing Else Matters  
Mission - Never Again  
Namod - Your Love Is  
Ocean Colour Scene - Do Yourself  
Rozalla - Love Breakdown  
Sisters Of Mercy - Temple  
Tears For Fears - Woman In

**RADIO CYDE/Glasgow**  
Alex Dickson - Prog Dir  
B List:  
AD Alexander O'Neal - Sentimental  
Michael Bolton - Missing  
Rozalla - Love Breakdown  
Shakespears Sister - I Don't

**RADIO TRENT/Nattingham**  
Len Groat - Dep Prog Dir  
A List:  
AD Genesis - Hold On My Heart  
Julian Lennon - Get A Life  
Spaghetto Head - Glad  
B List:  
AD del Amiri's - Always  
Lionel Richie - Do It To Me

**DOWNTOWN RADIO/Belfast**  
John Rosborough - Prog Dir  
A List:  
AD Joe Cocker - Now That The  
k.d. lang - Constant Craving  
Maire Brennan - Against The  
Michael Bolton - Missing  
Shakespears Sister - I Don't

**CHILDREN NETWORK**  
Dunstable/Norhampton/Gloucester  
Clive Dickens - Head Of Music  
A List:  
AD KWS - Please Don't Go  
B List:  
AD 2 Unlimited - Workaholic  
Alexander O'Neal - Sentimental  
Cure - Friday 'Im In Love  
Dylans - Mary Quant  
Howard Jones - Fallin' Away  
Isotonic - Everwhere I Go  
Hart Wilson - I'm Coming  
Morrisey - We Hate It When  
Paula Abdul - Will You  
Rozalla - Love Breakdown  
Sisters Of Mercy - Temple  
Thomas Dolby - Close But

**GWR FM/Bristol/Swindon**  
Andy Westgate - Head Of Music  
A List:  
AD Michael Bolton - Missing  
Shakespears Sister - I Don't  
B List:  
AD Lionel Richie - Do It To Me  
Swing Out Sister - Am I

**RADIO BROADLAND/Norwich**  
Dave Brown - Head Of Music  
Power Play:  
Curtis Stigers - You're All  
Frontier - Lonely Heart  
Genesis - Hold On My Heart  
Marc Almond - The Days  
Simply Red - Thrill Me

**Ten Sharp You**  
A List:  
AD Dion/Bryson - Beauty  
Joe Cocker - Now That The  
Michael Bolton - Missing  
B List:  
AD Alexander O'Neal - Sentimental  
Shakespears Sister - I Don't

**FOX FM/Oxford**  
Steve Ellis - Prog Contr  
B List:  
AD Joe Cocker - Now That The  
Kylie Minogue - Finer  
Michael Bolton - Missing  
Michael Ball - One Step  
Rozalla - Love Breakdown  
Shakespears Sister - I Don't  
Tears For Fears - Woman In

**RADIO LUXEMBOURG/London**  
Jeff Graham - Prog Controller  
Power Play:  
AD Michael Jackson - In The Closet  
Power Of Dreams - There I  
Richard Marx - Hazard  
Thomas Dolby - Close But  
A List:  
AD del Amiri's - Always  
Michael Bolton - Missing  
Simply Red - Thrill Me

**SWANSEA SOUND/Wales**  
Rob Pandry - Head Of Music  
Power Play:  
AD Lionel Richie - Do It To Me  
Michael Bolton - Missing  
Simply Red - Thrill Me  
B List:  
AD Alexander O'Neal - Sentimental  
Brand New Heavies - Trunk  
Kylie Minogue - Finer  
Skeleton Crew - Can't Buy Love

**INVICTA RADIO/Canterbury**  
John Lawis - Head Of Music  
A List:  
AD Extreme - Song  
Kathy Sledge - Take Me Back  
Kim Wilde - Love Is Holy  
Simply Red - Thrill Me  
Sauled Out - In My Life  
Texas - Tired Of Being Alone  
B List:  
AD Flowered Up - It's On  
k.d. lang - Constant Craving  
Metallica - Nothing Else Matters  
Sisters Of Mercy - Temple

**POWER FM/Fareham**  
Jim Hicks - Head Of Music  
B List:  
AD Dinah Washington - Mad About  
Dr. Robert - Simpler Place  
Extreme - Song For  
K-Klass - So Right  
Simply Red - Thrill Me  
Soup Dragons - Divine Thing  
Sauled Out - In My Life  
Texas - Tired Of Being Alone  
XTC - The Disappointed

**RED DRAGON FM/Cardiff**  
John Dosh - Head Of Music  
Power Play:  
Curiosity - Hang On  
Genesis - Hold On My Heart  
Marc Almond - The Days  
Michael Jackson - In The Closet  
A List:  
AD Cygnal Ring - Love Crime  
Extreme - Love Of  
KWS - Please Don't Go  
k.d. lang - Constant Craving  
Lionel Richie - Do It To Me  
Michael Bolton - Missing  
Shakespears Sister - I Don't  
B List:  
AD Carter USM - The Only Living  
Dream Frequency - Take Me  
EMF - Getting Through  
Zappala/DJ Professor - No Way  
Guns - Higher Ground  
Iam McCulloch - Dog For Love  
Kim Wilde - Love Is Holy  
Ride - Twisted  
SL 2 - On A Ragga

**BEACON RADIO/Wolverhampton**  
Peter Wagstaff - Prog Dir  
A List:  
AD Brand New Heavies - Never Stop  
Don E - Love Makes  
Howard Jones - Lift Me Up  
Michael Ball - One Step  
B List:  
AD L7 - Pretend We're Dead  
Lionel Richie - Do It To Me  
M People - Sincerely  
Michael Jackson - In The Closet

**HORIZON RADIO**  
Milton Keynes/Bristol  
Clive Dickens - Head Of Music  
A List:  
AD Alexander O'Neal - Sentimental  
Angie Giles - Submerge  
Digital Underground - No Nose  
DNA - Blue Love  
Isotonic - Everwhere I Go  
KWS - Please Don't Go  
Rozalla - Love Breakdown  
B List:  
AD Cookie Crew - Like Brother  
Kathy Sledge - Take Me Back  
Kenya - Keep Me Comin'  
Lisa Stansfield - Set Your  
Omar - Your Loss My Gain

**KISS FM/London**  
Gordon McNamee - Prog Dir  
A List:  
AD Blame - Music Takes Me  
Brand New Heavies - Trunk  
Swing Out Sister - Am I  
B List:  
AD A Tribe Called Quest - Scenario  
Arrested Dev. - Tennessee  
Brothers Grimm - Field Of  
Dream Frequency - Take Me  
K-Klass - So Right  
Michael Jackson - In The Closet  
Rozalla - Love Breakdown  
Simply Red - Thrill Me  
Terrorize - It's Just  
Tevin Campbell - Tell Me What  
Tevin Campbell - Goodbye  
World Series Of Life - Spread

**CHOICE FM/London**  
Merritt Crawford - Head Of Music  
A List:  
AD Ce Ce Peniston - Keep On Walkin'  
Jodeci - Forever My Lady  
Lionel Richie - Do It To Me  
Mass Order - Let's Get  
Michael Jackson - In The Closet  
R. Kelly - Honey Thee  
Tevin Campbell - Tell Me What  
B List:  
AD Arrested Dev. - Tennessee  
Bluerhod - Creed - Helluva  
Kiss - Kiss - Jump  
Mr. Fingers - On My Way  
Temptations - Get Ready  
Wreckx N'Effect - Ready  
Zhye - Used To Be

**Etienne Daho - Attractions**  
Rozalla - Are You Ready

**SKYROCK NETWORK/Paris**  
Laurent Bouneau - Prog Dir  
A List:  
AD Double You - Please Don't Go  
Erykah Badu - Blue  
Lionel Richie - Do It To Me  
Massive Attack - Be Thankful  
PJB - Bridge Over Troubled  
Tracy Chapman - Bang Bang

**SCOOP/Lyon**  
Alain Liberty - Prog Dir  
A List:  
AD Simply Red - For Your Babies  
B List:  
AD Beverley Jo Scott - Glory  
Etienne Daho - Attractions  
Mecano - Dolci Lama  
Michael Jackson - In The Closet  
Mr. Big - To Be With You  
Prince - Money Don't Matter

**RVS/Rouen**  
Frank Orzel - Prog Dir  
A List:  
AD Mylene Farmer - Beyonce  
Rozalla - Are You Ready  
B List:  
AD Annie Lennox - Why  
Baroque Production - Moi  
Crowded House - Fall At Your  
Def Leppard - Let's Get Rocked  
Jean-Louis Murat - Sentiment  
Mariah Carey - Make It  
Nick Kamen - Not The Only One  
Tracy Chapman - Bang Bang

**RADIO SERVICE/Marseille**  
Christian Vichi - Prog Dir  
B List:  
AD Ce Ce Peniston - Finally  
Lavigne Hudson - A Little  
Prince - Money Don't Matter  
Simply Red - For Your Babies  
Stephan Eicher - Hemming

**RADIO CANTAL/Aurillac**  
Renaud Saint-André - Prog Dir  
Power Play:  
AD Audin/Madonna - Implora  
Gavin Friday - I Want  
A List:  
AD Bruce Springsteen - Human Touch  
Dana Dawson - Moving On  
Mylene Farmer - Beyond  
Queen - The Show Must Go  
B List:  
AD Katherine E - Then I  
Lava Moon - Jealous  
Melissa Etheridge - Ain't It Heavy  
Santana - Right Out  
Sergio Dalma - Galilea  
AL David Eberly

**RTL/Paris**  
Monique Le Marcis - Head Of Prog.  
A List:  
AD Cher - Save Up All Your  
Gildas Arzel - Ma Chiquita  
Lionel Richie - Do It To Me  
AL Cure  
Philippe Lafontaine  
Ronny Jordan  
Serge Lama

**EUROPE 2 NETWORK/Paris**  
Christian Savigny - Prog Dir  
A List:  
AD Bashung - Madame Réve  
Eric Clapton - Tears  
J.Jacques Goldman - To Manages  
Santana - Right Out  
Simply Red - For Your Babies  
Swing Out Sister - Am I

**RADIO RIVIERA/Monte Carlo**  
Andrew Astbury - Music Dir  
A List:  
AD Chris De Burgh - Separate Tables  
Lisa Stansfield - Time To  
Natalie Cole - The Very Thought  
Tony Joe White - Love M.D.

**VOLTAGE FM/Rosny-sous-Bois**  
Olivier Allardet - Music Dir  
A List:  
AD Amy Grant - Good For Me  
Des'ree - Feel So High  
Jevetto Steele - Say A Little Prayer  
Jodeci - Forever My Lady  
Lawrence - We Need Somebody  
Marika - Marika's Kitchen  
Mariah Carey - Can't Let Go  
PM Dawn - Paper Doll  
Vanessa Williams - Save The Best

**B List:  
AD Color Me Badd - Heartbreaker  
Double You - Please Don't Go  
Gloria Gaynor - Be Soft  
Lisa Lisa - Forever  
Soul II Soul - Joy**

**RMC CITE D'AZUR/Monte Carlo**  
B List:  
AD Axel Bauer - Eienis Lia  
James - Born Of  
Silencious - Hey Mr.  
U2 - One  
Zucchero/Crawford - Diamante

**L'ONDE LATINE/Aix en Provence**  
Power Play:  
Etienne Daho - Attractions

**RADIO FFH/Frankfurt**  
Sabine Neu - Head Of Music  
B List:  
AD Lionel Richie - Do It To Me  
Ten Sharp - Ain't My Beat

**HUNDERT 6/Berlin**  
Rainer Gruha - Music Dir  
Power Play:  
Udo Jürgens - Im Köhlschön  
Lambert Connection - Victory  
Randy Crawford - Who's Crying  
A List:  
AD Andrew White - Without You  
Dirk Busch - Ich Zieh Den  
Hanne Haller - Du Bist  
Johnny Logan - It's Only  
Markus - 1000 Kerzen Werden  
Neil Sedaka - Laughier  
Pasadenas - Make It With You  
Rosanna Roth - Arrivederci Ci  
Vanessa Williams - Save The Best  
Wind - Traume Sind Für

**ENERGY/Berlin**  
Steffen Meyer - Prog Dir  
A List:  
AD Amy Grant - Good For Me  
Chaka Khan - All My Lifetime  
Erasure - Breath Of Life  
Genesis - Hold On My Heart  
Jody Watley - I'm The One  
Kathy Troccoli - Everything  
Kym Sims - Take My Advice  
Michael Jackson - In The Closet  
Paris Red - Ain't No Mountain  
Shanice Wilson - I'm Crying  
Shawn Christopher - Don't Lose

**RTL GERMANY/Luxembourg**  
Stephan Halppap - Head Of Prog.  
Power Play:  
AD Annie Lennox - Why  
Bruce Springsteen - Human Touch  
AD Prince - Money Don't Matter  
B List:  
AD Lionel Richie - Do It To Me  
Rod Stewart - Your Song  
Tina Turner - I Want You  
Wet Wet Wet - More Than Love

**RADIO GONG 2000/Munich**  
Andy Wenzel - Head Of Prog.  
Power Play:  
AD Annie Lennox - Why  
Michael Bolton - Steel Bars  
Nirvana - Come As You Are  
A List:  
AD Bryan Adams - Thought I'd Died  
Maggie Reilly - Touch  
Mama's & The Papa's - Dream A  
B List:  
AD Army Of Lovers - Ride  
Chris De Burgh - Separate Tables  
Snap - Rhythm Is A Dancer

**RADIO GONG/Nuremberg**  
Peter "Marci" Singl - Head Of Music  
Power Play:  
AD Curiosity - Hang On  
Lionel Richie - Do It To Me  
A List:  
AD Curtis Stigers - You're All  
Erasure - Breath Of Life  
Ochsenknecht - I Had  
Pasadenas - Make It With You  
Tony Hadley  
AL

**RADIO CHARVARI/Nuremberg**  
Mathias Hofmann - Music Dir  
Power Play:  
Michael Jackson - Heal The  
Mr. Big - To Be With You  
Santana - Right Out  
R.E.M. - Losing My Religion  
Wendy Mahary - How Do I  
B List:  
AD Shakespears Sister - Stay

**STAR - SAT RADIO/Gruenwald**  
Jo Luaders - Prog Dir  
B List:  
AD Genesis - Hold On My Heart  
Gloria Gaynor - Be Soft  
Patty Loveless - Can't Stop  
Ria Hamilton - Whiter Shade  
Rod Stewart - Your Song

**RTL BERLIN/Berlin**  
Arno Müller - Prog Dir  
A List:  
AD Army Of Lovers - Ride  
Chris De Burgh - Separate Tables  
Des'ree - Mind  
Garland Jeffreys - The Answer  
Howard Jones - Two Souls  
Lionel Richie - Do It To Me  
Michael Jackson - In The Closet  
Shanice Wilson - I'm Crying

**RADIO SALU/Saarbruecken**  
Adam Hahne - Prog Dir  
A List:  
AD Tina Turner - I Want You  
B List:  
AD Chaka Khan - All My Lifetime  
Land - Round Round  
Pasadenas - Make It With You  
Tracy Chapman - Bang Bang  
Wendy Mahary - How Do I

**RADIO T.O.N./Bad Mergentheim**  
Reinhard Baerenz - Head Of Music  
A List:  
AD Clausseus - Anna  
Genesis - Hold On My Heart  
Maggie Reilly - Touch  
Monty Python - I Like  
Swing Out Sister - Am I

**RADIO N 1/Nuremberg**  
Cetin Yaman - Prog Dir  
Power Play:  
AD Michael Jackson - In The Closet  
A List:  
AD Kathy Troccoli - Everything  
Kiss - Kiss - Jump  
Kym Sims - Take My Advice  
Swing Out Sister - Am I

**RADIO XANADU/Munich**  
Benny Schmier - Head Of Music  
A List:  
AD Bryan Adams - Thought I'd Died  
Roke - In I Love  
Tears For Fears - Let's Go  
Tony Joe White - Tunica

**WDR1/Cologne**  
Wolfgang Roth - Producer  
A List:  
AD Des'ree - Mind  
FFF - New Funk  
Iron Maiden - Be Quick Or  
Laibach - Wirtschaft Ist Tot  
Maggie Reilly - Touch  
Mission - Never Again  
Pasadenas - Make It With You  
Red Hot Chili Peppers - Under  
Sandra - I Need Love  
Snap - Rhythm Is A Dancer  
Space Track - Das Rauschschiff  
Spent Poets - Ali Ali  
Tayah - I Wish Upon  
Vanessa Williams - Save The Best  
XTC - The Disappointed

## GERMANY

**SDR 3/Stuttgart**  
Hans Thoma - Producer  
Power Play:  
AD Lionel Richie - Do It To Me  
AL Howard Jones

**RADIO 40/Berlin**  
Bernd Albrecht - Prog Dir  
Peter Radzuhn - Prog Dir  
A List:  
AD Army Of Lovers - Ride  
Michael Jackson - In The Closet  
Snap - Rhythm Is A Dancer  
B List:  
AD Black Crowes - Remedy  
Candyland - Fountain Of Youth  
Des'ree - Mind  
del Amiri's - Always  
FFF - New Funk  
Gary Moore - Story Of  
National Galerie - Hallo  
Newville Bras - Fly Like  
Scorpions - Hit Between The Eyes  
Shanice Wilson - You Didn't Think  
Thomas Dolby - Close But

**RIAS 2/Berlin**  
Henry Grass - Head Of Music  
A List:  
AD Curiosity - Hang On  
Kim Wilde - Love Is Holy  
Lionel Richie - Do It To Me  
Tina Turner - I Want You

**RSH/Kiel**  
Ralf Bukowski - Head Of Music  
Power Play:  
AD Keziah Jones - Rhythm Is  
B List:  
AD Bonnie Tyler - Where  
Chris De Burgh - Separate Tables  
Erasure - Breath Of Life  
Valerie's Garten - Nächstes Mal

**RADIO F/Nuremberg**  
Ziggie Hoga - Prog Dir  
A List:  
AD Deuces Wild - Kiss Goodbye  
Marc Almond - The Days  
Rod Stewart - Your Song

## FRANCE

**NRJ NETWORK/Paris**  
Max Guazzini - Dir  
A List:  
AD Des'ree - Feel So High

# SONY KEEPS YOU ON JUST THE RIGHT TRACK AT JUST THE RIGHT PRICE.



# CDP-2700

## PROFESSIONAL CD PLAYER

If you've ever been nervous about playing CDs on air for fear of mistracking, totally convinced the only other option is to invest a small fortune in new equipment - then take a closer look at the new CDP-2700 from Sony.

A reliable CD player, designed for the professional, using a tough new anti-vibration chassis ... all at a surprisingly low cost.

The CDP-2700 features fader start/stop control, AES/EBU digital and balanced XLR analogue outputs. Not only that, it plays both 8cm and 12cm discs with no need for an adaptor.

Why not contact audio sales at Sony now and find out how easy it is to slot the CDP-2700 into your system ... Oh yes, it's 19" rack mountable too!

*A sound choice!*

**SONY**

Sony Broadcast & Communications

Sony Broadcast & Communications European Headquarters  
Jays Close, Viabes, Basingstoke, Hampshire RG22 4SB, United Kingdom  
Telephone: (0256) 55011 Telex: 858424 Fax: G2/G3 (0256) 474585

# STATION REPORTS

## ITALY

**RETE 105 NETWORK/Milan**  
Alex Perotti - Head Of Music  
A List:  
AD Chaka Khan- All My Lifetime  
Debbie Cole- Feel Free  
Innocent Child- Colour  
Stages Dolls- Love Don't Bother Me  
Wilson Phillips- You Won't See

**STEREORAI/Rome**  
Elio Malinari - Head Of Dept.  
Eddie Bellisario - Prog Dir  
Power Play:  
AD Annie Lennox- Why  
Def Leppard- Let's Get Rocked  
Nick Kamen- Not The Only One  
U2- One

AD Ligabue- Unfondo Contro  
A List:  
AD Anna Oxa- Mezzo Angelo  
Kim Wilde- Love Is A Dream  
En Vogue- My Lovin'  
Kim Wilde- Love Is Holy  
Soul II Soul- Joy

## HOLLAND

**VERONICA/Hilversum**  
Hans van der Veer - Vice MD  
Unica Gloria - Producer  
Power Play:  
AD Swing Out Sister- Am I  
A List:  
AD Crowded House- Weather With  
Michael Jackson- In The Closet  
Snap- Rhythm Is A Dancer  
Soul II Soul- Joy  
Vanessa Williams- Save The Best

**NOS/Hilversum**  
Tom Blomberg - DJ/Producer  
Power Play:  
AD Angela & The Rude- Back To The A  
A List:  
AD del Ammiri- Always  
Mission- Never Again  
Scane- Open Love Is  
Scane- Open  
Stages Dolls- Love Don't Bother Me  
Stromo- Ik Ben Bijna  
Snee- Doe De Groeten  
Spent Poets

## BELGIUM

**RADIO CONTACT F/Brussels**  
Jean Lou Berlin - Prog Dir  
A List:  
AD Art M. Cover- Girl  
Genesis- Hold On My Heart  
Jean Leloup- 1990  
Michael Jackson- In The Closet  
Rod Stewart- Your Song

**RADIO CONTACT N/Brussels**  
Dany de Bruin - Prog Dir  
A List:  
AD Clouseau- Vanavond  
Isabelle A. Ik Heb Je Nodig  
Isabelle- Shame Shame Shame  
Rene Froger- Man With A  
Simply Red- Thrill Me  
Snap- Rhythm Is A Dancer  
U98- Das Boot

## SPAIN

**40 PRINCIPALES/Madrid**  
Luis Merino - Music Mgr  
Power Play:  
AD Celias Cortas- 20 De Abril  
A List:  
AD Decada Prodigiosa- Dejate  
Extreme- Hole Hearted  
Isabelle- Shame Shame Shame  
Man With A  
Simply Red- Thrill Me  
Snap- Rhythm Is A Dancer  
U98- Das Boot

**RADIO EXPRES/Antwerp**  
Marc Dhollander - Head Of Music  
A List:  
AD Isabelle A. Ik Heb Je Nodig  
Toast- Vroeg Of Laat  
B List:  
AD Chris De Burgh- Separate Tables  
Clouseau- Vanavond  
Double You- Pasa Don't Go  
Gerard Joling- Come Back  
Lionel Richie- Do It To Me  
Marc Almond- The Days  
Margriet Hermans- Nooit Meer  
Opus III- It's A Fine Day  
Paul Young- I'm Only  
Richard Marx- Hazard  
Vanessa Williams- Save The Best

## FRANCE

**RTL 102.5 - HIT RADIO/Bergamo**  
Grant Benson - Head Of Music  
B List:  
AD Cavallera- Dimmi Dove Sei  
Chris Walker- I Like The Way  
Michael Jackson- In The Closet  
Wilson Phillips- You Won't See

**POWER RV1 THE BLACK**  
Radio/Turin  
Paolo Lauri - Head Of Music  
A List:  
AD Souled Out- In My Life  
B List:  
AD Bias Project- The Valley  
FFF- Blue Culture  
Marascia- Alone Away  
Mass Order

## DENMARK

**RADIO MALMÖ/Malmö**  
Olle Nilsson - Head Of Music  
Power Play:  
AD k.d. lang- Constant Craving  
A List:  
AD Commitments- Hard To Handle  
Curtis Stigers- You're All  
News- Crazy Lazy City  
B List:  
AD Genesis- Hold On My Heart  
KLF- Justified & Ancient  
Marc Camo- Summer  
Michael Bolton- Missing  
Ten Sharp- Ain't My Beatrice  
U2- One  
Beagle  
Orup

**RADIO HUDDINGE/Stockholm**  
Robert Sehlberg - Prog Dir  
A List:  
AD Celine Dion- If You Asked  
Lionel Richie- Do It To Me  
Michael Leans To Rock- Actx  
Michael Jackson- In The Closet  
Tommy Ekman- Album

## FINLAND

**RADIO MOSS/Moss**  
Tor Ora - DJ/Producer  
A List:  
AD Ce Ce Peniston- We Got A Love  
Celine Dion- If You Asked  
Don Hill- I Fall  
Keith Sweat- Why Me Baby?  
Kris Kross- Jump  
Paula Abdul- Will You  
Rod Stewart- Your Song  
Shanice Wilson- Silent Prayer  
Tina Turner- Love Me Like A Woman  
B List:  
AD 2 Unlimited- Workaholic  
Dr. Alban- It's My Life  
En Vogue- My Lovin'  
Nia Peoples- Kissing The Wind

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

## RUSSIA

**RADIO 16/Madrid**  
Carlos Honorato - Prog Dir  
Power Play:  
AD Vanessa Williams- Save The Best  
A List:  
AD Erasure- Breath Of Life  
Presuntos Implicados- Sentir  
A List:  
AD Michael Bolton- Missing  
Souled Out- In My Life  
Time- Louisiana Lonely  
Tom Cochrane- Life Is A

**RADIO VEST/Stavanger**  
Bjarte Pjostheim - Head Of Music  
Power Play:  
AD Lionel Richie- Do It To Me  
A List:  
AD Bel Camo- Summer  
Contenders- Munn Mot Munn  
k.d. lang- Constant Craving  
Marc Almond- The Days  
Orup- Nån Annan  
Rod Stewart- Your Song  
Vazelina Bilopph-ggers For Pa  
B List:  
AD In Vogue- My Lovin'  
Kim Wilde- Love Is Holy  
Little Village- Don't Go Away  
Nick Kamen- Not The Only One  
Shanice Wilson- Silent Prayer  
Snap- Rhythm Is A Dancer  
Souled Out- In My Life  
Time- Louisiana Lonely  
Tom Cochrane- Life Is A

## GERMANY

**RADIO DIMENSIONE SUONO/Rome**  
Carlo Mancini - Music Dir  
Power Play:  
AD Cure- High  
Kim Wilde- Love Is Holy  
Lionel Richie- Do It To Me  
Michael Jackson- In The Closet  
Soul II Soul- Joy  
A List:  
AD Annie Lennox- Precious  
Don H. Harley  
Hammern- Good To Go  
James Howard- We Can Do It  
Norman- Your Love Is  
Trompany- Adesso  
Tosca- Dove  
Wilson Phillips- You Won't See  
B List:  
AD Curtis Stigers- You're All  
Daisy Dee- It's Gonna Be  
Sophie B. Hawkins- Damn

**RADIO BABBOLE/Genoa**  
Lenny Rotone - Prog Dir  
Power Play:  
AD David Byrne- Girl On My Mind  
A List:  
AD R.I. 102.5 - HIT RADIO/Bergamo  
Grant Benson - Head Of Music  
B List:  
AD Cavallera- Dimmi Dove Sei  
Chris Walker- I Like The Way  
Michael Jackson- In The Closet  
Wilson Phillips- You Won't See

## NETHERLANDS

**STATION 3/Hilversum**  
Carla Versloot - Co-Ord  
Power Play:  
AD Billy & Boland- Man With A  
Simply Red- Thrill Me  
A List:  
AD Garland Jeffreys- Welcome To  
Metallica- Nothing Else Matters  
Rowwen Heze- Kroenberg  
Scane- Open  
Trickster- Kecks- Man Alleen  
Ugly Kid Joe- Everything  
Uniq- Danube Dance  
Tosca- Dove  
Wilson Phillips- You Won't See  
B List:  
AD Curtis Stigers- You're All  
Daisy Dee- It's Gonna Be  
Sophie B. Hawkins- Damn

**RADIO ANTIOGNO/Antwerp**  
Piet Keizer - Dir  
A List:  
AD Double You- Please Don't Go  
B List:  
AD Genesis- Hold On My Heart  
Isabelle- Shame Shame Shame  
Marc Almond- The Days  
Michael Jackson- In The Closet  
R. Kelly- Honey Thief  
Right Said Fred- Deeply  
Rod Stewart- Your Song  
Seidynah- Falie  
Snap- Rhythm Is A Dancer

## NETHERLANDS

**RADIO ROYAL/Hamont-Achel**  
Tom Holland - Prog Dir  
Power Play:  
AD Lionel Richie- Do It To Me  
A List:  
AD Anny Schilder- Working Girl  
Davenporters- Cumbia La Rumba  
Marc Almond- The Days  
Michael Jackson- In The Closet  
R. Kelly- Honey Thief  
Right Said Fred- Deeply  
Rod Stewart- Your Song  
Seidynah- Falie  
Snap- Rhythm Is A Dancer

**HIT-FM 106.7/Hesselt**  
André Hemeryck - Prog Dir  
A List:  
AD 2 Unlimited- Workaholic  
Isabelle- Shame Shame Shame  
Kim Wilde- Love Is Holy  
Lionel Richie- Do It To Me  
Queen- Who Wants To Live Forever  
B List:  
AD Barry White- Let The Music

## NETHERLANDS

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job  
A List:  
AD R.I. 102.5 - HIT RADIO/Bergamo  
Grant Benson - Head Of Music  
B List:  
AD Cavallera- Dimmi Dove Sei  
Chris Walker- I Like The Way  
Michael Jackson- In The Closet  
Wilson Phillips- You Won't See

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

## NETHERLANDS

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

## NETHERLANDS

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

## NETHERLANDS

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

## NETHERLANDS

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

## NETHERLANDS

**ANTENNA DELLO STRETTO/Messina**  
Filippo Pedeli - DJ  
Power Play:  
AD Lifibò- Bambino  
A List:  
AD Carol Bailey- Understand Me  
Fidelifant- Love Is God  
Howard Jones- Lift Me Up  
Sisters- I Spione  
Swing Out Sister- Am I  
Right Said Fred

**RADIO STAR/Vicenza**  
Mauro Marressi - Prog Dir  
Power Play:  
AD Curiosity- Hang On  
A List:  
AD Bruce Springsteen- Human Touch  
Soul II Soul- Move Me  
Ten Sharp- You  
Water Lilies- Tired Of You  
Annie Lennox- Kym Sims

## NETHERLANDS

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

## NETHERLANDS

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

## NETHERLANDS

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

## NETHERLANDS

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

## NETHERLANDS

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

## NETHERLANDS

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

## NETHERLANDS

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

## NETHERLANDS

**ANTENNA DELLO STRETTO/Messina**  
Filippo Pedeli - DJ  
Power Play:  
AD Lifibò- Bambino  
A List:  
AD Carol Bailey- Understand Me  
Fidelifant- Love Is God  
Howard Jones- Lift Me Up  
Sisters- I Spione  
Swing Out Sister- Am I  
Right Said Fred

**RADIO STAR/Vicenza**  
Mauro Marressi - Prog Dir  
Power Play:  
AD Curiosity- Hang On  
A List:  
AD Bruce Springsteen- Human Touch  
Soul II Soul- Move Me  
Ten Sharp- You  
Water Lilies- Tired Of You  
Annie Lennox- Kym Sims

## NETHERLANDS

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

## NETHERLANDS

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

## NETHERLANDS

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

## NETHERLANDS

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

## NETHERLANDS

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

## NETHERLANDS

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

## NETHERLANDS

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

**RADIO 100+/Tampere**  
Pentti Tarvainen - Music Dir  
A List:  
AD Bruce Springsteen- Man's Job

## ATTENTION RADIO PROGRAMMERS!

USA's #1 Dance Program Is Now Available In Europe!

# SUPERMIXX

Radio's Best Dance Program

- American Dance Music
- Mixed Back-To-Back (night club style)
- Commercial Free
- Made Exclusively For Radio
- 4 Hours Long
- Weekly

CALL NOW FOR EXCLUSIVE RIGHTS IN YOUR MARKET.

## 01-203-763-2838

**UNITED KINGDOM**

- Singles**
- 1 **Right Said Fred** - Deeply Dippy (Tug)
  - 2 **SL2** - On A Ragga Tip (XL)
  - 3 **Vanessa Williams** - Save The Best For Last (A&M)
  - 4 **Curtis Stigers** - You're All That Matters To Me (Arista)
  - 5 **Marc Almond** - The Days Of Pearly Spencer (Some Bizarre)
  - 6 **Ten Sharp** - You (Columbia)
  - 7 **Iron Maiden** - Be Quick Or Be Dead (EMI)
  - 8 **Carter The U.S.M.** - The Only Living Boy In... (Chrysalis)
  - 9 **Kylie Minogue** - Finer Feelings (PWL)
  - 10 **ZZ Top** - Viva Las Vegas (Warner Brothers)

- Albums**
- 1 **The Cure** - Wish (Polydor)
  - 2 **Annie Lennox** - Diva (RCA)
  - 3 **Right Said Fred** - Up (Tug)
  - 4 **ZZ Top** - Greatest Hits (Warner Brothers)
  - 5 **Madness** - Divine Madness (Virgin)
  - 6 **Simply Red** - Stars (east west)
  - 7 **Soul II Soul** - Vol. III Just Right (Ten)
  - 8 **Tears For Fears** - Tears Roll Down (Fontana)
  - 9 **Lisa Stansfield** - Real Love (Arista)
  - 10 **Queen** - Greatest Hits II (EMI)

**SPAIN**

- Singles**
- 1 **Chimo Bayo** - Quimica (Areda)
  - 2 **Double You** - Please Don't Go (Blanco Y Negro)
  - 3 **Opus III** - It's A Fine Day (Warner Music)
  - 4 **OBK** - De Que Me Sirve Llorar (Blanco Y Negro)
  - 5 **2 Unlimited** - Twilight Zone (Blanco Y Negro)
  - 6 **Radio Futura** - Semilla Negra (BMG)
  - 7 **Rozalla** - Are You Ready To Fly (Blanco Y Negro)
  - 8 **Vengadores** - Ke Pasa (Ginger Music)
  - 9 **OBK** - Dejame Comerte (Blanco Y Negro)
  - 10 **Shanice** - I Love Your Smile (PolyGram)

- Albums**
- 1 **Bruce Springsteen** - Human Touch (Sony Music)
  - 2 **Bruce Springsteen** - Lucky Town (Sony Music)
  - 3 **Presuntos Implicados** - Ser De Agua (Warner Music)
  - 4 **Luz Casal** - A Contra Luz (Hispavox)
  - 5 **La Union** - Tren De Largo Recorrido (Warner Music)
  - 6 **Enya** - Shepherd Moons (Warner Music)
  - 7 **Queen** - Greatest Hits II (EMI)
  - 8 **Alejandro Sanz** - Viviendo Deprisa (Warner Music)
  - 9 **Vangelis** - The Best (PolyGram)
  - 10 **Radio Futura** - Tierra Para Bailar (BMG)

**DENMARK**

- Singles**
- 1 **Mr. Big** - To Be With You (Warner Music)
  - 2 **The KLF** - America: What Time Is Love? (Mega)
  - 3 **Casanova Keld** - Han Kan Ikke Få Den Op (Harlekin)
  - 4 **Ten Sharp** - You (Sony Music)
  - 5 **Curtis Stigers** - I Wonder Why (BMG)
  - 6 **Def Leppard** - Let's Get Rocked (PolyGram)
  - 7 **The KLF** - Justified And Ancient (Mega)
  - 8 **ZZ Top** - Viva Las Vegas (Warner Music)
  - 9 **Dinah Washington** - Mad About The Boy (PolyGram)
  - 10 **Right Said Fred** - Don't Talk Just Kiss (Sonet)

- Albums**
- 1 **Bruce Springsteen** - Human Touch (Sony Music)
  - 2 **Bruce Springsteen** - Lucky Town (Sony Music)
  - 3 **Def Leppard** - Adrenalize (PolyGram)
  - 4 **Hanne Boel** - My Kindred Spirit (Medley)
  - 5 **Malurt** - Spørgselser (Genlyd)
  - 6 **Annie Lennox** - Diva (BMG)
  - 7 **Curtis Stigers** - Curtis Stigers (BMG)
  - 8 **ZZ Top** - Greatest Hits (Warner Music)
  - 9 **Thomas Helmig** - Rhythm (Genlyd)
  - 10 **Simply Red** - Stars (Warner Music)

**SWITZERLAND**

- Singles**
- 1 **U 96** - Das Boot (PolyGram)
  - 2 **Mr. Big** - To Be With You (Warner Brothers)
  - 3 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
  - 4 **The KLF** - America: What Time Is Love? (Phonag)
  - 5 **U 96** - I Wanna Be A Kennedy (PolyGram)
  - 6 **Bruce Springsteen** - Human Touch (Sony Music)
  - 7 **Eric Clapton** - Tears In Heaven (Warner Music)
  - 8 **Shanice** - I Love Your Smile (PolyGram)
  - 9 **The KLF** - Justified And Ancient (Phonag)
  - 10 **Right Said Fred** - Don't Talk Just Kiss (Echo)

- Albums**
- 1 **Bruce Springsteen** - Human Touch (Sony Music)
  - 2 **Def Leppard** - Adrenalize (PolyGram)
  - 3 **Bruce Springsteen** - Lucky Town (Sony Music)
  - 4 **Gary Moore** - After Hours (Virgin)
  - 5 **Queen** - Greatest Hits II (EMI)
  - 6 **Gothard** - Gotthard (BMG)
  - 7 **Genesis** - We Can't Dance (Virgin)
  - 8 **Mr. Big** - Lean Into It (Warner Music)
  - 9 **Nirvana** - Nevermind (BMG)
  - 10 **Ten Sharp** - Under The Waterline (Sony Music)

**GERMANY**

- Singles**
- 1 **Mr. Big** - To Be With You (Warner Music)
  - 2 **U 96** - Das Boot (Polydor)
  - 3 **Connie Francis** - Jive Connie (Polydor)
  - 4 **Right Said Fred** - Don't Talk Just Kiss (Intercord)
  - 5 **Shakespears Sister** - Stay (Metronome)
  - 6 **Snap** - Rhythm Is A Dancer (Logic)
  - 7 **Mamas & The Papas** - Dream A Little Dream... (MCA)
  - 8 **Curtis Stigers** - I Wonder Why (Ariola)
  - 9 **U 96** - I Wanna Be A Kennedy (Polydor)
  - 10 **Kiss** - God Gave Rock & Roll To You II (Warner Music)

- Albums**
- 1 **Westernhagen** - Jaja (Warner Music)
  - 2 **Bruce Springsteen** - Human Touch (Sony Music)
  - 3 **Genesis** - We Can't Dance (Virgin)
  - 4 **Queen** - Greatest Hits II (EMI)
  - 5 **Bruce Springsteen** - Lucky Town (Sony Music)
  - 6 **Annie Lennox** - Diva (RCA)
  - 7 **Curtis Stigers** - Curtis Stigers (Ariola)
  - 8 **Def Leppard** - Adrenalize (Phonogram)
  - 9 **Simply Red** - Stars (Warner Music)
  - 10 **Right Said Fred** - Up (Intercord)

**HOLLAND**

- Singles**
- 1 **Mr. Big** - To Be With You (Warner Music)
  - 2 **Double You** - Please Don't Go (IMC)
  - 3 **Red Hot Chili Peppers** - Under The Bridge (Warner Music)
  - 4 **Dingetje** - Kaplaarzen (Polydor)
  - 5 **U 96** - Das Boot (Polydor)
  - 6 **Annie Lennox** - Why? (RCA)
  - 7 **Vanessa Williams** - Save The Best For Last (Polydor)
  - 8 **Queen** - Who Wants To Live Forever (EMI)
  - 9 **Dinah Washington** - Mad About The Boy (Phonogram)
  - 10 **Wet Wet Wet** - Goodnight Girl (Phonogram)

- Albums**
- 1 **Bruce Springsteen** - Human Touch (Sony Music)
  - 2 **Red Hot Chili Peppers** - Blood Sugar Sex Magik (Warner Music)
  - 3 **Foreigner** - The Very Best Of (Warner Music)
  - 4 **Genesis** - We Can't Dance (Virgin)
  - 5 **Annie Lennox** - Diva (RCA)
  - 6 **Bruce Springsteen** - Lucky Town (Sony Music)
  - 7 **Soundtrack** - Tour Of Duty 4 (Magnum)
  - 8 **Simply Red** - Stars (Warner Music)
  - 9 **Queen** - Greatest Hits II (EMI)
  - 10 **Wet Wet Wet** - High On The Happy Side (Phonogram)

**NORWAY**

- Singles**
- 1 **Mr. Big** - To Be With You (Warner Music)
  - 2 **Def Leppard** - Let's Get Rocked (PolyGram)
  - 3 **Izabella** - Shame Shame Shame (Virgin)
  - 4 **Bruce Springsteen** - Human Touch (Sony Music)
  - 5 **Ten Sharp** - You (Sony Music)
  - 6 **U 96** - Das Boot (PolyGram)
  - 7 **The KLF** - America: What Time Is Love? (Mega)
  - 8 **Richard Marx** - Hazard (EMI)
  - 9 **Dinah Washington** - Mad About The Boy (PolyGram)
  - 10 **The KLF** - Justified And Ancient (Mega)

- Albums**
- 1 **Bruce Springsteen** - Human Touch (Sony Music)
  - 2 **Bruce Springsteen** - Lucky Town (Sony Music)
  - 3 **Def Leppard** - Adrenalize (PolyGram)
  - 4 **Gary Moore** - After Hours (Virgin)
  - 5 **Oslo Gospel Choir** - In This House (Norsk)
  - 6 **Randy Crawford** - Through The Eyes Of Love (Warner Music)
  - 7 **Hanne Boel** - My Kindred Spirit (Medley)
  - 8 **Mads** - Originaler (NA)
  - 9 **Soundtrack** - The Commitments Part 2 (BMG)
  - 10 **Bel Canto** - Shimmering Warm And Bright (Warner Music)

**AUSTRIA**

- Singles**
- 1 **U 96** - Das Boot (PolyGram)
  - 2 **Mr. Big** - To Be With You (Warner Music)
  - 3 **The KLF** - America: What Time Is Love? (Echo)
  - 4 **The KLF** - Justified And Ancient (Echo)
  - 5 **Genesis** - I Can't Dance (Virgin)
  - 6 **Ten Sharp** - You (Sony Music)
  - 7 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
  - 8 **Shakespears Sister** - Stay (PolyGram)
  - 9 **Right Said Fred** - I'm Too Sexy (Exclusa)
  - 10 **Right Said Fred** - Don't Talk Just Kiss (Exclusa)

- Albums**
- 1 **Simply Red** - Stars (Warner Music)
  - 2 **Genesis** - We Can't Dance (Virgin)
  - 3 **Walfgang Ambros** - Die Grössten Hits... (PolyGram)
  - 4 **Right Said Fred** - Up (Exclusa)
  - 5 **Bruce Springsteen** - Human Touch (Sony Music)
  - 6 **Bruce Springsteen** - Lucky Town (Sony Music)
  - 7 **Melissa Etheridge** - Never Enough (BMG)
  - 8 **Nirvana** - Nevermind (BMG)
  - 9 **U 96** - Das Boot (PolyGram)
  - 10 **Queen** - Greatest Hits II (EMI)

**FRANCE**

- Singles**
- 1 **Francois Feldman** - Joy (Phonogram)
  - 2 **Ten Sharp** - You (Columbia)
  - 3 **G.Michael/E.John** - Don't Let The Sun... (Epic)
  - 4 **Queen** - The Show Must Go On (EMI)
  - 5 **Dany Brilliant** - Suzette (WEA)
  - 6 **Nirvana** - Smells Like Teen Spirit (Ariola)
  - 7 **Les Inconnus** - C'Est Toi Que Je T'Aime (Ledermann)
  - 8 **Jean LeLoup** - 1990 (FNAC)
  - 9 **Federic François** - Je Ne Te Suffis Pas (Trema)
  - 10 **Genesis** - I Can't Dance (Virgin)

- Albums**
- 1 **Nirvana** - Nevermind (Ariola)
  - 2 **Genesis** - We Can't Dance (Virgin)
  - 3 **Bruce Springsteen** - Human Touch (Columbia)
  - 4 **Michael Jackson** - Dangerous (Epic)
  - 5 **J.P. Audin & D. Modena** - Ocarina (Delphine)
  - 6 **Bruce Springsteen** - Lucky Town (Columbia)
  - 7 **Soundtrack** - Dirty Dancing (RCA)
  - 8 **Francois Feldman** - Magic' Boul'vard (Phonogram)
  - 9 **Dire Straits** - On Every Street (Phonogram)
  - 10 **Ten Sharp** - Under The Waterline (Columbia)

**BELGIUM**

- Singles**
- 1 **Morgane** - Naus On Veut Des Violons (RM Records)
  - 2 **Double You** - Please Don't Go (S.O.M.)
  - 3 **Ten Sharp** - You (Sony Music)
  - 4 **Paul Severs** - Oh Little Darling (CNR)
  - 5 **Mr. Big** - To Be With You (Warner Music)
  - 6 **Will Tura** - Alles (PolyGram)
  - 7 **U 96** - Das Boot (PolyGram)
  - 8 **Clouseau** - Vanavond Ga Ik Uit (EMI)
  - 9 **Red Hot Chili Peppers** - Under The Bridge (Warner Music)
  - 10 **Dinah Washington** - Mad About The Boy (PolyGram)

- Albums**
- 1 **Bruce Springsteen** - Human Touch (Sony Music)
  - 2 **Bruce Springsteen** - Lucky Town (Sony Music)
  - 3 **The Radios** - The Sound Of Music (EMI)
  - 4 **Michel Sardou** - Nouvel Album (Trema)
  - 5 **Tears For Fears** - Tears Roll Down (PolyGram)
  - 6 **Ennio Morricone** - Il Eloit Une Fois Morricone (BMG)
  - 7 **Pitti Polak** - Silly Coincidence (EMI)
  - 8 **Pierre Bachelet** - 10 Ans De Succes (RCA)
  - 9 **Genesis** - We Can't Dance (Virgin)
  - 10 **The Scene** - Open (PolyGram)

**FINLAND**

- Singles**
- 1 **ZZ Top** - Viva Las Vegas (Warner Music)
  - 2 **Iron Maiden** - Be Quick Or Be Dead (EMI)
  - 3 **W.A.S.P.** - Chainsaw Charlie (EMI)
  - 4 **J. Karjalainen Yhtyeinen** - Telepatisa (Poko)
  - 5 **L7** - Pretend We're Dead (PolyGram)
  - 6 **Popedo** - Kersantti Karoliina (Poko)
  - 7 **Snap** - Rhythm Is A Dancer (BMG)
  - 8 **Def Leppard** - Let's Get Rocked (PolyGram)
  - 9 **The KLF** - America: What Time Is Love? (Mega)
  - 10 **Nirvana** - Come As You Are (BMG)

- Albums**
- 1 **ZZ Top** - Greatest Hits (Warner Music)
  - 2 **J. Karjalainen Yhtyeinen** - Tähtilampun Alla (Poko)
  - 3 **Def Leppard** - Adrenalize (PolyGram)
  - 4 **Scorpions** - Still Loving You (EMI)
  - 5 **Bruce Springsteen** - Human Touch (Sony Music)
  - 6 **Hector** - In Concert 1966-1991 (Flamingo)
  - 7 **Neljä Ruusua** - Haloo (EMI)
  - 8 **Simon & Garfunkel** - The Definitive (Sony Music)
  - 9 **Bruce Springsteen** - Lucky Town (Sony Music)
  - 10 **Simply Red** - Stars (Warner Music)

**GREECE**

- Singles**
- 1 **Opus III** - It's A Fine Day (PWL)
  - 2 **The KLF** - Justified And Ancient (Virgin)
  - 3 **Soul II Soul** - Joy (Virgin)
  - 4 **Apotheosis** - O Fortuna (F.M.)
  - 5 **Black Machine** - How Gee (NA)
  - 6 **2 Unlimited** - Twilight Zone (F.M.)
  - 7 **The KLF** - America: What Time Is Love? (Virgin)
  - 8 **Bruce Springsteen** - Human Touch (Sony Music)
  - 9 **Army Of Lovers** - Obsession (Virgin)
  - 10 **Right Said Fred** - Don't Talk Just Kiss (Virgin)

- Albums**
- 1 **Simon & Garfunkel** - The Definitive... (Sony Music)
  - 2 **Santana** - The Very Best Of Santana (Sony Music)
  - 3 **Gary Moore** - After Hours (Virgin)
  - 4 **Nirvana** - Nevermind (BMG)
  - 5 **Bruce Springsteen** - Human Touch (Sony Music)
  - 6 **Annie Lennox** - Diva (BMG)
  - 7 **Bruce Springsteen** - Lucky Town (Sony Music)
  - 8 **Def Leppard** - Adrenalize (PolyGram)
  - 9 **Army Of Lovers** - Massive Luxury Overdose (Virgin)
  - 10 **Michael Jackson** - Dangerous (Sony Music)

**ITALY**

- Singles**
- 1 **Annie Lennox** - Why? (BMG)
  - 2 **A. Baldi/F. Alotta** - Nan Amarmi (Ricordi)
  - 3 **U2** - One (BMG)
  - 4 **Luca Carboni** - Ci Vuole Un Fisico Bestiale (BMG)
  - 5 **Paolo Vallesi** - La Forza Della Vita (PolyGram)
  - 6 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
  - 7 **Cure** - High (PolyGram)
  - 8 **Elio E Le Storie Tese** - Il Peppero (Sony Music)
  - 9 **Rozalla** - Are You Ready To Fly (Beat Club)
  - 10 **Alessandro Canino** - Brutta (Fonit Cetra)

- Albums**
- 1 **Annie Lennox** - Diva (BMG)
  - 2 **Tears For Fears** - Tears Roll Down (PolyGram)
  - 3 **Luca Carboni** - Carboni (BMG)
  - 4 **Bruce Springsteen** - Human Touch (Sony Music)
  - 5 **Paolo Vallesi** - La Forza Della Vita (PolyGram)
  - 6 **Bruce Springsteen** - Lucky Town (Sony Music)
  - 7 **Litfiba** - Sogno Ribelle (CGD)
  - 8 **Queen** - Greatest Hits II (EMI)
  - 9 **Luca Barbarossa** - Cuore D'Acciaio (Sony Music)
  - 10 **Aleandro Baldi** - Il Sole (Ricordi)

**SWEDEN**

- Singles**
- 1 **Mr. Big** - To Be With You (Warner Music)
  - 2 **Lisa Nilsson** - Himlen Runt Hörnet (BMG)
  - 3 **Shakespears Sister** - Stay (PolyGram)
  - 4 **Izabella** - Shame Shame Shame (Virgin)
  - 5 **U 96** - Das Boot (PolyGram)
  - 6 **Richard Marx** - Hazard (EMI)
  - 7 **ZZ Top** - Viva Las Vegas (Warner Music)
  - 8 **The KLF** - America: What Time Is Love? (Mega)
  - 9 **Del Tha Funke Homosapien** - Mistadabalina (Warner Music)
  - 10 **Annie Lennox** - Why? (BMG)

- Albums**
- 1 **Lisa Nilsson** - Himlen Runt Hörnet (BMG)
  - 2 **Bruce Springsteen** - Human Touch (Sony Music)
  - 3 **Def Leppard** - Adrenalize (PolyGram)
  - 4 **Orup** - Stockholm & Andra Ställen (Warner Music)
  - 5 **Bruce Springsteen** - Lucky Town (Sony Music)
  - 6 **Annie Lennox** - Diva (BMG)
  - 7 **ZZ Top** - Greatest Hits (Warner Music)
  - 8 **Stefan Andersson** - Emperors Day (Record Station)
  - 9 **Sator** - Headquake (PolyGram)
  - 10 **Gary Moore** - After Hours (Virgin)

**IRELAND**

- Singles**
- 1 **Right Said Fred** - Deeply Dippy (Tug)
  - 2 **Vanessa Williams** - Save The Best For Last (PolyGram)
  - 3 **2 Unlimited** - Workaholic (Warner Music)
  - 4 **Michael Jackson** - In The Closet (Sony Music)
  - 5 **Mr. Big** - To Be With You (Warner Music)
  - 6 **Ten Sharp** - You (Sony Music)
  - 7 **Eric Clapton** - Tears In Heaven (Warner Music)
  - 8 **ZZ Top** - Viva Las Vegas (Warner Music)
  - 9 **SL2** - On A Ragga Tip (XL)
  - 10 **Shakespears Sister** - Stay (PolyGram)

- Albums**
- 1 **The Stunning** - Once Around The World (Solid)
  - 2 **The Cure** - Wish (PolyGram)
  - 3 **Def Leppard** - Adrenalize (PolyGram)
  - 4 **ZZ Top** - Greatest Hits (Warner Music)
  - 5 **Josef Locke** - Hear My Song (EMI)
  - 6 **Garth Brooks** - Ropin' The Wind (EMI)
  - 7 **Right Said Fred** - Up (Tug)
  - 8 **Simply Red** - Stars (Warner Music)
  - 9 **Annie Lennox** - Diva (BMG)
  - 10 **Madness** - Divine Madness (Virgin)

**PORTUGAL**

- Singles**
- 1 **G.Michael/E.John** - Don't Let The Sun... (Sony Music)
  - 2 **Salt-N-Pepa** - Let's Talk About Sex (PolyGram)
  - 3 **Cure** - High (PolyGram)
  - 4 **Bruce Springsteen** - Human Touch (Sony Music)
  - 5 **Guns N' Roses** - Don't Cry (BMG)
  - 6 **Resistencia** - Nasce Selvagem (BMG)
  - 7 **Snap** - Colour Of Love (BMG)
  - 8 **José Alberto Reis** - Eterna Melodia Do Amor (EMI)
  - 9 **Scorpions** - Still Loving You (EMI)
  - 10 **LA Style** - James Brown Is Dead (Sony Music)

- Albums**
- 1 **Resistencia** - Palavras Ao Vento (BMG)
  - 2 **Simply Red** - Stars (Warner Music)
  - 3 **James** - Seven (PolyGram)
  - 4 **Queen** - Greatest Hits II (EMI)
  - 5 **Scorpions** - Still Loving You (EMI)
  - 6 **Guns N' Roses** - Use Your Illusion II (BMG)
  - 7 **Bruce Springsteen** - Human Touch (Sony Music)
  - 8 **Def Leppard** - Adrenalize (PolyGram)
  - 9 **Fafa De Belém** - Doces Palabras (BMG)
  - 10 **Nirvana** - Nevermind (BMG)

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

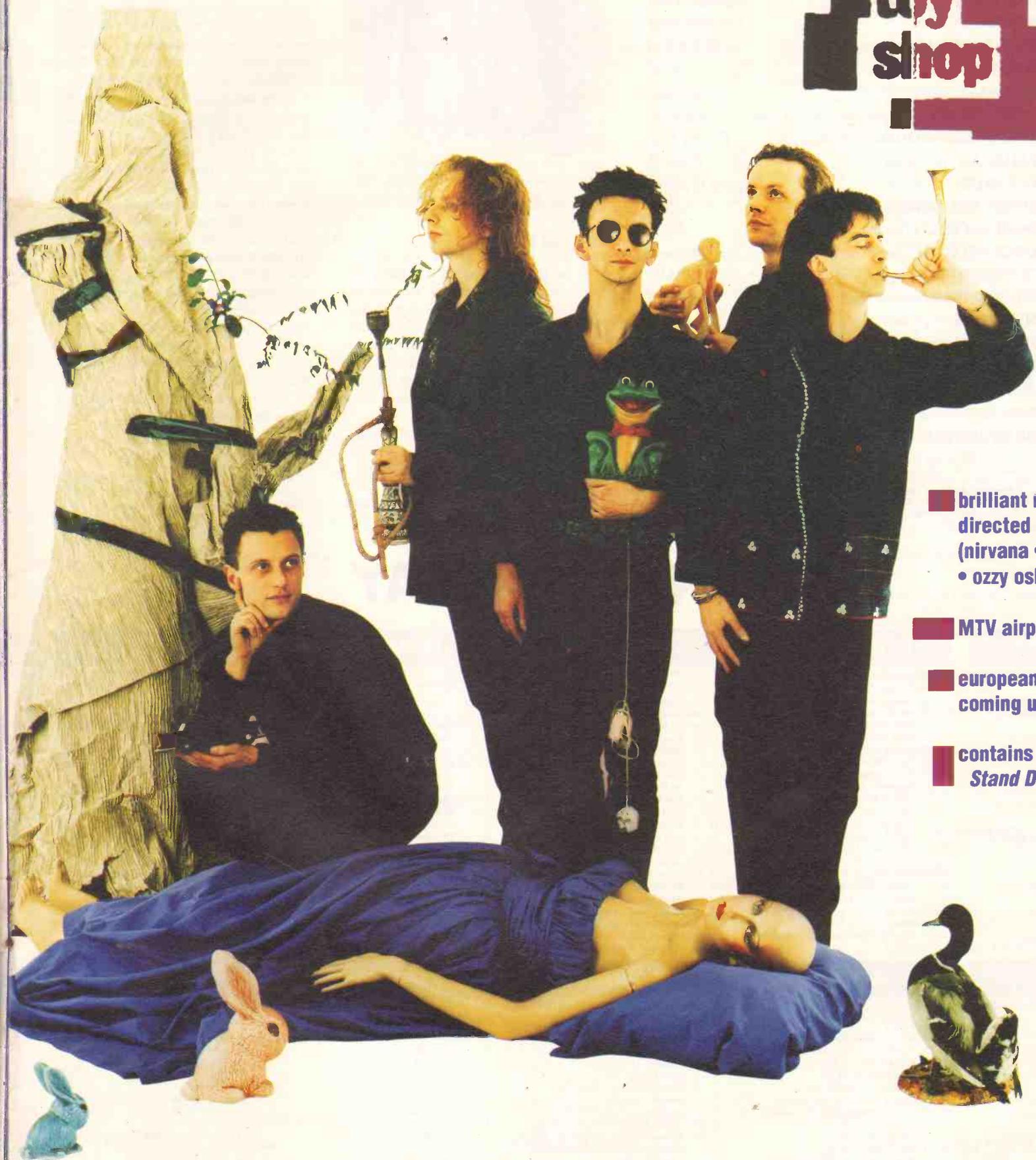
# EUROPEAN TOP 100 ALBUMS

THIS WEEK	LAST WEEK	ARTIST	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	COUNTRIES CHARTED
WKS on CHARTS	WKS on CHARTS	TITLE - ORIGINAL LABEL		WKS on CHARTS	WKS on CHARTS	TITLE - ORIGINAL LABEL		WKS on CHARTS	WKS on CHARTS	TITLE - ORIGINAL LABEL	
1	1	<b>Bruce Springsteen</b> Human Touch - Columbia ▲	UK.F.D.B.NL.E.A.CH.S.PDK.I.N.SF.GR.IR	35	31	<b>U 96</b> Das Boot - Polydor	D.A.CH.S.DK	69	51	<b>Genesis</b> Turn It On Again '81 - '83 - Vertigo	D.B.A
2	2	<b>Bruce Springsteen</b> Lucky Town - Columbia ▲	UK.F.D.B.NL.E.A.CH.S.PDK.I.N.SF.GR.IR	36	35	<b>Beautiful South</b> 0898 - Go!Discs	UK.D.IR	70	63	<b>Bonnie Tyler</b> Bitterblue - Hansa	D.A.N.SF
3	6	<b>Annie Lennox</b> Diva - RCA	UK.D.B.NL.E.A.CH.S.DK.I.SF.GR.IR	37	37	<b>Dire Straits</b> On Every Street - Vertigo ▲2	F.D.NL.E	71	75	<b>Aleandro Baldi</b> Il Sole - Ricordi	I
4	3	<b>Genesis</b> We Can't Dance - Virgin ▲3	UK.F.D.B.NL.E.A.CH.S.PDK.SF.GR.IR	38	39	<b>Simon &amp; Garfunkel</b> The Definitive Simon & Garfunkel - Columbia	UK.N.SF.GR	72	72	<b>Metallica</b> Metallica - Vertigo	D.DK.SF.GR.IR
5	5	<b>Def Leppard</b> Adrenalize - Bludgeon Riffola	UK.F.D.B.NL.E.A.CH.S.PDK.N.SF.GR.I.IR	39	40	<b>Tina Turner</b> Simply The Best - Capitol ▲2	UK.D.B.NL.E	73	89	<b>Alejandro Sanz</b> Viviendo Deprisa - WEA	E
6	4	<b>Simply Red</b> Stars - east west ▲3	UK.F.D.B.NL.E.A.CH.S.PDK.I.SF.GR.IR	40	36	<b>Enya</b> Shepherd Moons - WEA ▲	UK.D.NL.E.DK.N	74	68	<b>The Stunning</b> Once Around The World - Solid	Ir
7	10	<b>Queen</b> Greatest Hits II - Parlophone ▲4	UK.D.B.NL.E.A.CH.S.PDK.I.SF.GR.IR	41	43	<b>Guns N' Roses</b> Use Your Illusion I - Geffen ▲	UK.D.NL.PDK.IR	75	73	<b>Anna Oxa</b> Di Questa Vita - Columbia	I
8	7	<b>Nirvana</b> Nevermind - DGC ●	UK.F.D.B.NL.E.A.CH.S.PDK.SF.GR.I.IR	42	38	<b>Crowded House</b> Woodface - Capitol	UK.NL.IR	76	76	<b>Blue System</b> Hello America - Hansa	D.A.SF
9	9	<b>The Cure</b> Wish - Fiction	UK.D.B.NL.S.I.SF.IR	43	41	<b>Jean-Philippe Audin &amp; Diego Modena</b> Ocarina - Delphin	F.B.NL	77	58	<b>Shanice</b> Inner Child - Motown	D.A.CH.DK
10	9	<b>Right Said Fred</b> Up - Tug	UK.D.B.NL.A.CH.S.DK.SF.GR.IR	44	79	<b>Peter Hofmann</b> Love Me Tender - Columbia	D	78	45	<b>Vangelis</b> The Best - PolyGram	E
11	8	<b>Tears For Fears</b> Tears Roll Down (Greatest Hits 82-92) - Fontana	UK.D.B.NL.E.A.CH.P.I.GR.IR	45	34	<b>Melissa Etheridge</b> Never Enough - Island	D.NL.A.GR	79	77	<b>Johnny Hallyday</b> Ça Ne Change Pas Un Homme - Philips/Phonogram	F
12	15	<b>ZZ Top</b> Greatest Hits - Warner Brothers	UK.D.B.NL.A.CH.S.DK.SF.IR	46	44	<b>Pearl Jam</b> Ten - Epic	UK.D.B.NL.A.DK.GR.IR	80	57	<b>Nicole</b> Augenblicke - Jupiter	D
13	11	<b>Gary Moore</b> After Hours - Virgin	UK.F.D.B.NL.E.A.CH.S.PDK.N.SF.GR	47	64	<b>Presuntos Implicados</b> Ser De Agua - WEA	E	81	88	<b>Santana</b> The Very Best Of Santana - Arcade	GR
14	12	<b>Michael Jackson</b> Dangerous - Epic ▲3	UK.F.D.B.NL.E.A.CH.GR.IR	48	62	<b>Luca Carboni</b> Carboni - RCA	F	82	76	<b>Radio Futura</b> Tierra Para Bailar - Ariola	E
15	14	<b>Westernhagen</b> Jala - Warner Brothers ●	D.CH	49	59	<b>Soundtrack - The Commitments</b> The Commitments - MCA	UK.D.DK.IR	83	69	<b>Fredericks, Goldman &amp; Jones</b> Fredericks, Goldman & Jones - Columbia ▲	F
16	13	<b>Curtis Stigers</b> Curtis Stigers - Arista	UK.D.NL.CH.DK	50	48	<b>Soundtrack - Dirty Dancing</b> Dirty Dancing - RCA	P	84	84	<b>Cher</b> Love Hurts - G	UK.D
17	19	<b>Mr. Big</b> Lean Into It - Atlantic	UK.D.NL.A.CH.S.DK	51	53	<b>R.E.M.</b> Out Of Time - Warner Brothers ▲3	UK.F.D.E.DK	85	54	<b>Gun</b> Gallus - A&M	UK.CH.S.DK
18	32	<b>Scorpions</b> Still Loving You - Harvest	D.B.NL.CH.S.PDK.I.N.SF.GR	52	55	<b>Luz Casal</b> A Contra Luz - Hispavox	E	86	93	<b>Resistencia</b> Palavras Ao Vento - Ariola	P
19	16	<b>Ten Sharp</b> Under The Waterline - Columbia	F.D.B.NL.A.CH.S.DK.N.SF	53	46	<b>Joe Cocker</b> Night Calls - Capitol	UK.F.D.E.CH	87	78	<b>Sandra</b> Close To Seven - Virgin	F.D
20	25	<b>Queen</b> Queen Greatest Hits - EMI ▲5	UK.D.B.NL.A.CH.PDK.SF.IR	54	52	<b>Francois Feldman</b> Magic' Boul'vard - Philips	F	88	94	<b>Celtas Cortos</b> Cuentame En Cuento - D.R.O.	E
21	18	<b>Madness</b> Divine Madness - Virgin	UK.B.NL.GR.IR	55	50	<b>Hanne Boel</b> My Kindred Spirit - Medley	S.DK.N	89	81	<b>Jane Birkin</b> Je Suis Venue Te Dire Que Je M'En Vais - Phonogram	F
22	20	<b>Red Hot Chili Peppers</b> Blood Sugar Sex Magik - Warner Brothers	D.B.NL.A.CH.DK.N.IR	56	61	<b>Paolo Vallesi</b> La Forza Della Vita - Sugar	I	90	90	<b>Stephan Eicher</b> Engelberg - Barclay	F.CH
23	17	<b>U2</b> Achtung Baby - Island	UK.F.D.NL.E.I.GR.IR	57	84	<b>La Union</b> Tren De Largo Recorrido - WEA	E	91	87	<b>Orup</b> Stockholm & Andra Ställen - Metronome	S.DK
24	42	<b>Foreigner</b> The Very Best Of - Atlantic	UK.D.NL.CH.DK.SF.IR	58	60	<b>Army Of Lovers</b> Massive Luxury Overdose - Ton Son Ton	D.A.SF.GR	92	74	<b>Rozalla</b> Everybody's Free - Pulse 8	D.B.CH.DK
25	21	<b>Soul II Soul</b> Vol. III Just Right - Ten	UK.D.NL.CH.S.P.GR	59	59	<b>Litfiba</b> Sogno Ribelle - CGD	I	93	93	<b>J. Karjalainen Yhtyeinen</b> Tähtilampun Alla - Poko	SF
26	26	<b>Lisa Stansfield</b> Real Love - Arista	UK.F.D.NL.DK	60	47	<b>Erasure</b> Chorus - Mute	UK.D	94	91	<b>Luca Barbarossa</b> Cuore D'Acciaio - Columbia	I
27	29	<b>Guns N' Roses</b> Use Your Illusion II - Geffen ▲	UK.D.NL.E.A.CH.PDK.IR	61	66	<b>Roxette</b> Joyride - EMI ▲4	UK.D.P	95	92	<b>Antonello Venditti</b> Benvenuti In Paradiso - Ricordi	I
28	22	<b>Prince &amp; The New Power Generation</b> Diamonds And Pearls - Paisley Park ▲	UK.F.D.NL.E.A.CH.PDK.IR	62	90	<b>Randy Crawford</b> Through The Eyes Of Love - Warner Brothers	D.CH.DK.N	96	96	<b>Giant</b> Time To Burn - Epic	D.CH.S
29	33	<b>Soundtrack - The Commitments 2</b> The Commitments Part 2 - MCA	UK.CH.DK.N.IR	63	67	<b>The Temptations</b> Motown's Greatest Hits - Motown	UK	97	85	<b>Ochsenknecht</b> Ochsenknecht - Metronome	D.CH
30	23	<b>Shakespears Sister</b> Hormonally Yours - London	UK.D.A.CH.S.IR	64	64	<b>Lisa Nilsson</b> Himlen Runt Hörnet - Diesel	S	98	98	<b>Joaquin Sabina</b> Fisica Y Quimica - Ariola	E
31	30	<b>Bryan Adams</b> Waking Up The Neighbours - A&M ▲3	UK.F.D.NL.CH.P.GR.IR	65	70	<b>Snap</b> The Madman's Return - Logic/Ariola	D.NL.A.CH	99	99	<b>Queen</b> Innuendo - EMI ▲2	UK.F.DK
32	27	<b>Wet Wet Wet</b> High On The Happy Side - Precious	UK.F.D.NL.E	66	56	<b>Frederic François</b> Je Ne Te Suffis Pas - Tremo	F	100	100	<b>Jesus And Mary Chain</b> Honey's Dead - Blanco Y Negro	UK.S.PDK.IR
33	24	<b>Natalie Cole</b> Unforgettable - With Love - Elektra	F.D.E.CH.S.PDK.I	67	72	<b>James</b> Seven - Fontana	UK.P				
34	28	<b>Josef Locke</b> Hear My Song - EMI	UK.IR	68	65	<b>Patrick Bruel</b> Si Ce Soir - RCA	F				

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

**immaculate  
fools**

**the  
toy  
shop**



■ brilliant new video  
directed by Samuel Bayer  
(nirvana • the charlatans  
• ozzy osbourne)

■ MTV airplay starting april 21

■ european tour  
coming up this summer

■ contains the hit single  
*Stand Down*

**new album out now !**

sony music europe

AmericanRadioHistory.Com

# EUROPEAN DANCE RADIO

[continued from page 3]

## EDR TOP 25

TW	2WA	WOC	Artist/Title	Label
1	1	7	<b>SOUL II SOUL</b> /Joy	(Ten)
2	21	3	<b>SWING OUT SISTER</b> /Am I The Same Girl	(Fontana)
3	12	5	<b>J.T. TAYLOR</b> /Follow Me	(MCA)
4	NE		<b>MICHAEL JACKSON</b> /In The Closet	(Epic)
5	NE		<b>DON E</b> /Love Makes The World Go Round	(4th & B'way)
6	7	5	<b>PRINCE</b> /Money Don't Matter	(Paisley Park)
7	13	5	<b>EN VOGUE</b> /My Lovin'	(east west)
8	9	7	<b>MARIAH CAREY</b> /Make It Happen	(Columbia)
9	10	5	<b>KYM SIMS</b> /Take My Advice	(Atco)
10	6	7	<b>PASADENAS</b> /Make It With You	(Columbia)
11	NE		<b>VANESSA WILLIAMS</b> /Save The Best For Last	(Polydor)
12	NE		<b>DIGITAL UNDERGROUND</b> /No Nose Job	(Tommy Boy)
13	4	11	<b>ROZALLA</b> /Are You Ready	(Pulse 8)
14	3	7	<b>CHAKA KHAN</b> /Love You...	(Warner Brothers)
15	16	5	<b>GEOFFREY WILLIAMS</b> /It's Not A Love Thing	(EMI)
16	8	13	<b>MICHAEL JACKSON</b> /Remember The Time	(Epic)
17	2	18	<b>SHANICE WILSON</b> /I Love Your Smile	(Motown)
18	19	11	<b>CE CE PENISTON</b> /Finally	(A&M)
19	22	3	<b>RIGHT SAID FRED</b> /Deeply Dippy	(Tug)
20	NE		<b>LIONEL RICHIE</b> /Do It To Me	(Motown)
21	5	5	<b>JODY WATLEY</b> /I'm The One You Need	(MCA)
22	17	3	<b>DEGREES OF MOTION</b> /Do You Want It Right Now	(ffrr)
23	NE		<b>SOUNDS OF BLACKNESS</b> /Pressure	(A&M)
24	14	5	<b>CHERRELLE</b> /Tears Of Joy	(MCA)
25	24	3	<b>ARMY OF LOVERS</b> /Ride The Bullet	(Ton Son Ton)

European Dance Radio (EDR) is based on a weighted-scoring system and is compiled on the basis of playlists from European stations playing dance music fulltime or during specific dayparts. Songs in "A" rotation airplay receive more points than those in "B" rotation or more limited airplay exposure. The following stations have participated: **Choice FM**/London; **Club FM**/Gothenburg; **Hit FM**/Stockholm; **Hit Radio N-1**/Nuremberg; **Horizon Radio & Galaxy Radio**/Milton Keynes-Bristol; **KISS FM**/London; **Radio 2-Day**/Munich; **Radio HSR**/Copenhagen; **Radio Kiss Kiss Network**/Naples; **Radio Luxembourg**/London; **Radio Stockholm/Stockholm**; **Radio Venaria**/Turin; **Radio Voltage**/Paris; **Radio VSD**/Gothenburg; **Rainbow Radio**/Oslo; **Sunset 102**/Manchester.



A young Lou Rawls poses with Kruize, circa 1968. Left: Joop Visser, EMI label manager.

from being with one company."

Nygren feels Kruize has been invaluable in the development of European repertoire. "He has guided the various repertoire owners and has established close relationships with lots of our acts and thus proven that we are very sincere in our aim to internationalize our acts. He is unique in as much as he can see big scenarios but, at the same time, he is in total control of the details.

"A major contributing factor to his success has been a genuine interest in both the artistic and business side of the industry."

"He never gives up", comments EMI Music regional MD GSA Helmut Fest. "Roel is one of the few people who is not

talking about European repertoire, but he has done it himself. What I have always envied in Roel's abilities was that he always maintained a proper balance of artistic creativity and the necessary administrative talent to turn these records into hits."

Kruize started as a sales rep in 1962 for the legendary **Gerry Oord**, then became MD of **EMI Bovema** (now called **EMI Music Holland**). Over a 10-year period, he gradually worked his way up until he became Bovema MD in 1972.

After working for EMI International until 1982, he returned to Bovema for another three-year stint as MD. He then travelled to Canada as MD of EMI Capitol, returning to London for a two-year period as international director A&R/marketing in the office of former EMI Music Worldwide chairman **Bhaskar Menon**.

"I've seen many things change over the years," says Kruize. "In the early years, you would very much create your own policies. The UK was the heart of Europe, the rest was overseas. The years of Menon can be characterized as the first serious attempt to globalize our own worldwide resources—the days of 'One World Of EMI Music'. Now with **Jim Fifield** pushing 'The Winning Culture', the approach is more American, strengthening our own resources, coupled with selected acquisitions to boost market share for both international and local repertoire."

Kruize will now pursue cultural studies at the University of Amsterdam, but it is likely he will remain associated with EMI on various ad-hoc projects, and may do a few on his own.

### Readers' Note

Due to an early press deadline because of the Dutch national holiday on April 30, the Billboard Top 30 Singles chart was not available this week.

# NATIONAL AIRPLAY

\*=National product

## UNITED KINGDOM

Most played records on BBC stations and major independents.

- (7) **Vanessa Williams** - Save The Best For Last
- (14) **Marc Almond** - The Days Of Pearly Spencer \*
- (1) **Soul II Soul** - Joy \*
- (4) **Right Said Fred** - Deeply Dippy \*
- (17) **Genesis** - Hold On My Heart \*
- (3) **Curtis Stigers** - You're All That Matters...
- (5) **Mr. Big** - To Be With You
- (-) **Michael Jackson** - In The Closet
- (-) **Simply Red** - Thrill Me \*
- (13) **Ce Ce Peniston** - Finally
- (10) **Ten Sharp** - You
- (2) **Swing Out Sister** - Am I The Same Girl \*
- (9) **Annie Lennox** - Why? \*
- (8) **ZZ Top** - Viva Las Vegas
- (16) **Rod Stewart** - Your Song \*
- (-) **Kylie Minogue** - Finer Feelings \*
- (-) **Kim Wilde** - Love Is Holy \*
- (6) **Kym Sims** - Take My Advice
- (20) **Cher** - Could've Been You
- (-) **Mariah Carey** - Make It Happen

## GERMANY

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

- (2) **Shanice** - I Love Your Smile
- (1) **Mr. Big** - To Be With You
- (5) **Right Said Fred** - Don't Talk Just Kiss
- (7) **Annie Lennox** - Why? \*
- (8) **Maggie Reilly** - Everytime We Touch
- (4) **Curtis Stigers** - I Wonder Why
- (4) **Bruce Springsteen** - Human Touch
- (6) **Pasadenas** - I'm Doing Fine Now
- (10) **Michael Jackson** - Remember The Time
- (20) **Marc Almond** - The Days Of Pearly Spencer
- (-) **The Mamas & The Papas** - Dream A Little Dream...
- (-) **Genesis** - Hold On My Heart
- (-) **Chyp-Notic** - I Can't Get Enough \*
- (9) **Genesis** - I Can't Dance
- (13) **Kathy Troccoli** - Everything Changes
- (-) **Connie Francis** - Jive Connie
- (-) **Right Said Fred** - Deeply Dippy
- (11) **Des'ree** - Feel So High
- (-) **Clouseau** - Anna
- (-) **Howard Carpendale** - Mit Viel, Viel Herz \*

## FRANCE AM

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

- (6) **Etienne Daho** - Des Attractions Desastre \*
- (2) **Johnny Hallyday** - Dans Un An Dans Un Jour \*
- (5) **Ten Sharp** - You
- (1) **Michel Sardou** - Le Bac G \*
- (-) **Roch Voisine** - Avec Tes Yeux Pretty Face
- (-) **Marc Lavoine** - L'Amour En 30 Secondes \*
- (12) **Genesis** - I Can't Dance
- (-) **Art Mengo** - Gino \*
- (19) **Nilda Fernandez** - Tes Yeux Dans Ton Regard \*
- (-) **Maurane** - Mentir \*
- (7) **Renaud** - P'tit Voleur \*
- (8) **Dany Brilliant** - Suzette \*
- (10) **Jil Caplan** - As Tu Deja Oublie \*
- (13) **Luc De La Rocheliere** - Sauvez Mon Ame \*
- (3) **Mylene Farmer** - Beyond My Control \*
- (-) **Tanya St. Val** - Tropical \*
- (4) **Queen** - The Show Must Go On
- (-) **Annie Lennox** - Why? \*
- (18) **Jane Birkin** - Je Suis Venu Te Dire... \*
- (-) **Garland Jeffries** - Hail Hail R & R

## FRANCE FM

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

- (3) **Queen** - The Show Must Go On
- (2) **Tears For Fears** - Laid So Low
- (4) **Genesis** - I Can't Dance
- (1) **Ten Sharp** - You
- (5) **Shanice** - I Love Your Smile
- (7) **Joe Cocker** - Night Calls
- (9) **Dire Straits** - On Every Street
- (8) **Bruce Springsteen** - Human Touch
- (10) **Simply Red** - Stars
- (10,12) **Michael Bolton** - When A Man Loves A Woman
- (11,13) **Garland Jeffries** - Hail Hail R & R
- (14) **MC Solaar** - Caroline \*
- (15) **Marc Lavoine** - L'Amour En 30 Secondes \*
- (6) **Michael Jackson** - Remember The Time
- (11) **Crowded House** - Fall At Your Feet
- (16,17) **Art Mengo** - Gino \*
- (20) **U2** - One
- (-) **J. Des'ree** - Feel So High
- (18) **Jan Le Loup** - 1990 \*
- (1) **PM Dawn** - Paper Doll

## NORWAY

Most played records on 40 Norwegian stations. Compiled by Radio Top 20/Scanco, Young & Rubicam.

- (1) **Bruce Springsteen** - Human Touch
- (13) **Lionel Richie** - Do It To Me
- (5) **Crowded House** - Weather With You
- (2) **Mr. Big** - To Be With You
- (3) **Dinah Washington** - Mad About The Boy
- (16) **Vanessa Williams** - Save The Best For Last
- (6) **Annie Lennox** - Why? \*
- (8) **Prince/The N.P.G.** - Money Don't Matter...
- (9) **Tor Endresen** - Radio Luxembourg \*
- (20) **Grethe Svendsen** - The Right To Sing \*
- (12) **Izabella** - Shame Shame Shame
- (15) **The Temptations** - My Girl
- (-) **Genesis** - Hold On My Heart
- (4) **Kim Larsen** - Danas Have
- (-) **Def Leppard** - Let's Get Rocked
- (-) **Rod Stewart** - Your Song
- (-) **Michael Learns To Rock** - The Actor
- (-) **Shanice** - I'm Crying
- (-) **Michael Jackson** - In The Closet
- (-) **Tom Cochrane** - Life Is A Highway

## SPAIN

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

- (-) **Celtas Cortes** - 20 De Abril \*
- (-) **Presuntos Implicados** - Sentir Su Calor \*
- (-) **Izabella** - Shame Shame Shame
- (-) **Decada Prodigiosa** - Dejade Llevar \*
- (-) **Extreme** - Hole Hearted
- (-) **Panama** - En Una Sola Noche \*
- (-) **Raul Orellana** - Gypsy Rhythm \*
- (-) **Montenegro** - Para Bailar \*
- (-) **Dimples D** - Sister Keep On Doin' It
- (20) **Los Lunas** - Los Años Que Nos... \*
- (16) **Dire Straits** - The Bug
- (5) **Patrick Bruel** - Romper La Voz
- (4) **Los Ronaldos** - Tu Veras \*
- (3) **Soup Dragons** - Divine Thing
- (2) **Emilio Aragon** - Susanita \*
- (6) **Lys Elegantes** - No Soy Tan Duro \*
- (13) **2 Unlimited** - Twilight Zone
- (12) **Simply Red** - For Your Babies
- (-) **Sergio Dalma** - Ave Lucia \*
- (-) **The Cure** - High

## HOLLAND

Most played records on national stations Radio 2 and Radio 3. Compiled by Stichting Nederlandse Top 40.

- (-) **Rowwen Heze** - Kroeneberg \*
- (-) **Metallica** - Nothing Else Matters
- (15) **Lionel Richie** - Do It To Me
- (-) **Kriss Kross** - Jump
- (5) **Genesis** - Hold On My Heart
- (6) **Double You** - Please Don't Go
- (7) **Swing Out Sister** - Am I The Same Girl
- (8) **Annie Lennox** - Why? \*
- (10) **Mr. Big** - To Be With You
- (-) **Soul II Soul** - Joy
- (12) **Rene Froger** - Man With A Mission \*
- (13) **Dinah Washington** - Mad About The Boy
- (17) **Crowded House** - Weather With You
- (3) **Prince/The N.P.G.** - Money Don't Matter...
- (-) **Bashung** - Osez Josephine
- (2) **UMC's** - One To Grow On
- (19) **Izabella** - Shame Shame Shame
- (-) **Shawn Christopher** - Don't Lose The Magic
- (-) **Sophia** - Running So Hard \*
- (4) **Henk Westhoek** - Waar Ze Loopt Te Wandelen \*

## SWITZERLAND

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

- (1) **Mr. Big** - To Be With You
- (4) **Ten Sharp** - You
- (2) **Shanice** - I Love Your Smile
- (-) **Kriss Kross** - Jump
- (8) **Bruce Springsteen** - Human Touch
- (12) **Genesis** - I Can't Dance
- (5) **Eric Clapton** - Tears In Heaven
- (20) **Michael Jackson** - Remember The Time
- (7) **Vanessa Williams** - Save The Best For Last
- (-) **G.Michael/E.John** - Don't Let The Sun...
- (11) **Simply Red** - Stars
- (15) **Pasadenas** - I'm Doing Fine Now
- (9) **Richard Marx** - Hazard
- (6) **Curtis Stigers** - I Wonder Why
- (-) **Queen** - The Show Must Go On
- (10) **Ochsenknecht** - Only One Woman
- (18) **Maggie Reilly** - Everytime We Touch
- (13) **Garland Jeffries** - Hail Hail R & R
- (-) **David Byrne** - Girls On My Mind
- (14) **Ce Ce Peniston** - Finally

## FINLAND

Most played records on private radios as compiled by Discoprep.

- (5) **Vilperin Perikunta** - Piirimyyjä \*
- (11) **Neljä Ruusua** - Juppippiippunkkari \*
- (14) **Riki Sorsa** - Silmiäsi Sun \*
- (7) **Ten Sharp** - You
- (4) **Miljoonasade** - 506 Ikkunaa \*
- (2) **Popeeda** - Kersantti Karoliina \*
- (-) **J. Karjalainen** - Telepatia \*
- (3) **Q. Stone** - Train Train \*
- (6) **Juhamatti** - Sä Oot Mun Nainen \*
- (-) **Mr. Big** - To Be With You
- (-) **Shanice** - I Love Your Smile
- (15) **Tauski Peltonen** - Laulumä Sinulle \*
- (19) **ZZ Top** - Viva Las Vegas
- (1) **Toni Rossi Ja Sinitaivas** - Katsheet... \*
- (15) **Anna Hanski** - Jos Et Sä Soita \*
- (-) **Kosonen** - Sä Oot Mun Aurinko \*
- (9) **Bruce Springsteen** - Human Touch
- (18) **Matti & Teppo** - Näytön Paikka \*
- (10) **Kurrie** - En Rakkauttas Saa \*
- (12) **Ressu Redford** - Laskutumivalso \*

## SWEDEN

Most played records on Swedish national and local stations. Compiled by Airplay Sweden.

- (1) **Lisa Nilsson** - Himlen Runt Hörnet \*
- (2) **Annie Lennox** - Why? \*
- (18) **Stefan Andersson** - Catch The Moon \*
- (4) **David Shutrick** - Container \*
- (-) **Dr. Alban** - It's My Life \*
- (6) **Bruce Springsteen** - Human Touch \*
- (11) **Just D** - Grannar \*
- (8) **En Vogue** - My Lovin' \*
- (14) **Herberts Hermeliner** - Rik Tjej \*
- (13) **Shakespears Sister** - Stay
- (-) **Snap** - Rhythm Is A Dancer
- (-) **Del Tha Funkee Homosapien** - Mistadobalina
- (-) **Orup** - Rhythm Is A Dancer
- (-) **Crowded House** - Weather With You
- (-) **Swing Out Sister** - Am I The Same Girl
- (19) **Orup** - Magaluf \*
- (-) **Fra Lippo Lippi** - Thief In Paradise
- (-) **Right Said Fred** - Deeply Dippy
- (-) **Vanessa Williams** - Save The Best For Last
- (-) **The Pasadenas** - Make It With You



THIS WEEK LAST WEEK WKS ON CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS ON CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS ON CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED
1	9 <b>To Be With You</b> Mr. Big - Atlantic (EMI/CC)	UK, D, B, NL, A, CH, S, DK, IR, N, SF	35	22 9 <b>Suzette</b> Dany Brilliant - WEA (Musicalement Votre)	FB	69	64 13 <b>Hail Hail Rock 'N' Roll</b> Garland Jeffreys - RCA (Black & White Alike)	F, D, CH
2	2 19 <b>You</b> Ten Sharp - Columbia (Sony Music)	UK, F, D, B, A, CH, S, DK, IR, N, I	36	11 5 <b>Joy</b> Soul II Soul - Ten (Jazzie B/Soul II Soul/Virgin)	UK, D, B, NL, CH, S, DK, IR, GR	70	82 8 <b>Non Amarmi</b> Aleandro Baldi & Francesca Alotta - Ricordi (Ricordi)	I
3	3 18 <b>Das Boot</b> U 96 - Polydor (BavariaSonor)	D, B, NL, A, CH, S, DK, N, SF	37	78 2 <b>The Only Living Boy In New Cross</b> Carter The Unstoppable Sex Machine - Big Cat (Island)	UK, IR	71	70 4 <b>I'm Walking</b> Fats Domino - EMI (EMI)	D, CH
4	4 7 <b>Deeply Dippy</b> Right Said Fred - Tug (Hit & Run)	UK, D, B, NL, CH, S, IR, GR	38	60 2 <b>Finer Feelings</b> Kylie Minogue - PWL (All Boys)	UK, IR	72	71 30 <b>Obsession</b> Army Of Lovers - Ton Son Ton (Team Sonet)	D, A, CH, GR
5	6 20 <b>Don't Let The Sun Go Down On Me</b> George Michael & Elton John - Epic (Big Pig)	F, D, B, A, CH, P, DK, I	39	52 9 <b>One</b> U2 - Island (Blue Mountain)	F, B, CH, P, IR, I	73	NEW <b>Unexplained EP</b> E.M.F. - Parlophone (Warner Chappell)	UK, IR
6	9 5 <b>Save The Best For Last</b> Vanessa Williams - Polydor (Various)	UK, D, NL, CH, S, IR	40	43 3 <b>It's A Fine Day</b> Opus III - PWL Continental (Complete)	D, B, E, S, DK, GR	74	76 21 <b>Stars</b> Simply Red - east west (So What/EMI)	F, D, CH
7	5 9 <b>America: What Time Is Love?</b> The KLF - KLF Communications (EG/Zoo/WC/MCA/Wandee)	D, B, NL, A, CH, S, DK, IR, N, SF, GR	41	36 15 <b>I Wonder Why</b> Curtis Stigers - Arista (Sony/MCA)	D, B, DK	75	NEW <b>Song For Love</b> Extreme - A&M (Funky Metal/Almo)	UK
8	7 6 <b>Why?</b> Annie Lennox - RCA (La Lennox/BMG)	UK, D, B, NL, E, A, CH, S, IR, I	42	37 5 <b>Mad About The Boy</b> Dinah Washington - Mercury (Warner Chappell)	UK, B, NL, DK, N	76	66 4 <b>Kaplaarzen</b> Dingetje - Polydor (Mhara/Many/Ass.Art.Mus.I)	NL
9	8 14 <b>Stay</b> Shakespears Sister - London (EMI/Island/BMG)	UK, D, B, A, CH, S, IR	43	32 13 <b>Finally</b> Ce Ce Peniston - A&M (PolyGram)	UK, D, A, CH, P, IR	77	50 7 <b>Oh Little Darling</b> Paul Severs - Telstar (Various)	B
10	38 3 <b>On A Ragga Tip</b> SL2 - XL (Westbury/Momentum)	UK, IR	44	30 8 <b>Tears In Heaven</b> Eric Clapton - Reprise (Rondor/Copyright Control)	UK, B, CH, S, DK, IR	78	47 6 <b>Money Don't Matter 2 Night</b> Prince & The New Power Generation - Paisley Park (Warner Chappell)	UK, NL, S, IR, I
11	19 4 <b>Viva Las Vegas</b> ZZ Top - Warner Brothers (Elvis Presley/Williamson)	UK, D, B, CH, S, DK, IR, SF, GR	45	39 7 <b>God Gave Rock &amp; Roll To You II</b> Kiss - Interscope (Warner Music UK/CC)	D, A, CH, S	79	80 3 <b>Quimica</b> Chimo Bayo - Area (Copyright Control)	E
12	21 12 <b>Joy</b> Francois Feldman - Phonogram (Marilu)	FB	46	41 8 <b>Under The Bridge</b> Red Hot Chili Peppers - Warner Brothers (Copyright Control)	D, B, NL	80	NEW <b>Chic Mystique</b> Chic - Warner Brothers (Warner Chappell)	D, A, CH
13	10 8 <b>Human Touch</b> Bruce Springsteen - Columbia (Zomba)	D, B, NL, E, A, CH, S, P, DK, N, GR, I	47	42 11 <b>C'Est Toi Que Je T'Aime</b> Les Inconnus - Productions Ledermann (Ledermann)	F	81	72 7 <b>Church Of Your Heart</b> Roxette - EMI (Jimmy Fun/EMI)	D, A, P, DK
14	17 21 <b>I Love Your Smile</b> Shanice - Motown (Carlin)	UK, F, D, E, A, CH, S, DK, IR	48	44 2 <b>Make It Happen</b> Mariah Carey - Columbia (Sony/C&C/Virgin)	UK, IR	82	NEW <b>So Right</b> K-Klass - deConstruction (MCA)	UK, IR
15	13 6 <b>High</b> Cure - Fiction (Fiction)	F, D, B, NL, S, P, I	49	NEW <b>Temple Of Love (1992)</b> Sisters Of Mercy - Merciful Release (EMI)	UK, D, IR	83	59 3 <b>Am I The Same Girl</b> Swing Out Sister - Fontana (Warner Chappell)	UK
16	23 4 <b>You're All That Matters To Me</b> Curtis Stigers - Arista (Hit & Run/Rondor/Sony)	UK, IR	50	NEW <b>Workaholic</b> 2 Unlimited - PWL Continental (MCA)	UK, B, IR	84	62 2 <b>I Can't Get Enough</b> Chyp-Notic - Coconut (A La Carte)	D, E
17	18 20 <b>Don't Talk Just Kiss</b> Right Said Fred - Tug (Hit & Run)	D, A, CH, S, DK, GR	51	57 6 <b>1990</b> Jean Leloup - Audiogram/FNAC (Georges Mary/Audiogram)	FB	85	NEW <b>One Step Out Of Time</b> Michael Ball - Polydor (Cannon)	UK
18	15 6 <b>Let's Get Rocked</b> Def Leppard - Bludgeon Riffola (Bludgeon Riffola/Zomba)	UK, F, NL, CH, S, DK, IR, N, SF	52	48 8 <b>Come As You Are</b> Nirvana - DGC (Virgin)	D, B, A, CH, S, SF, GR, I	86	84 5 <b>Gli Altri Siamo Noi</b> Umberto Tozzi - CGD (Tobia Music)	F
19	26 5 <b>Please Don't Go</b> Double You - DWA (Robyx/Mikulski)	UK, B, NL, E	53	83 4 <b>Je Ne Te Suffis Pas</b> Frederic Francois - Trema (Barracato)	FB	87	NEW <b>House Of Fun</b> Madness - Virgin (EMI)	UK, IR
20	12 2 <b>Be Quick Or Be Dead</b> Iron Maiden - EMI (Zomba)	UK, S, IR, SF	54	75 2 <b>Dream A Little Dream Of Me</b> The Mamas & The Papas - MCA (Words & Music)	D	88	55 8 <b>Time To Make You Mine</b> Lisa Stansfield - Arista (Big Life)	UK, P
21	14 16 <b>I Can't Dance</b> Genesis - Virgin (Genesis/Hit & Run)	F, D, B, A, CH, P	55	56 3 <b>Nous On Veut Des Violons</b> Morgane - Car Music (Car Music)	B	89	73 2 <b>Could've Been You</b> Cher - Geffen (Jobete/EMI/BMG)	UK
22	68 2 <b>Rhythm Is A Dancer</b> Snap - Logic (Hanseatic/Songs Of Logic)	D, B, NL, A, S, DK, SF	56	40 5 <b>Ride The Bullet</b> Army Of Lovers - Ton Son Ton (Team Sonet)	UK, D, B, CH, S, SF	90	63 6 <b>Mes Yeux Dans Ton Regard</b> Nilda Fernandez - EMI (Warner Chappell)	F
23	20 21 <b>Smells Like Teen Spirit</b> Nirvana - DGC (Virgin)	F, D, E, A, CH, I	57	NEW <b>Hang On In There Baby</b> Curiosity - RCA (Warner Chappell)	UK	91	90 33 <b>Let's Talk About Sex</b> Salt-N-Pepa - frr (Next Plateau/All Boys)	P
24	16 20 <b>Justified And Ancient</b> The KLF feat. Tommy Wymette - KLF Communications (EG/Zoo/WC/BMG)	F, D, A, CH, DK, N, GR	58	45 26 <b>Song Of Ocarina</b> Jean Philippe Audin & Diego Modena - Delphine (Delphine)	F, B, NL	92	NEW <b>Temptation</b> Indra - Carrere (Orlando)	F
25	89 2 <b>The Days Of Pearly Spencer</b> Marc Almond - Some Bizzare (Copyright Control)	UK, IR	59	35 4 <b>Evapor 8</b> Altern 8 - Network (Kool Kat/Virgin)	UK, IR	93	53 6 <b>Breath Of Life</b> Erasure - Mute (Bell/Clarke)	UK, D, IR, SF
26	24 15 <b>Twilight Zone</b> 2 Unlimited - PWL Continental (MCA)	D, B, NL, E, A, CH, S, IR, SF, GR	60	67 3 <b>Laid So Low (Tears Roll Down)</b> Tears For Fears - Fontana (Virgin/Rondor)	F, D, I	94	92 2 <b>Ultimate Trunk Funk - The E.P.</b> Brand New Heavies - Acid Jazz (London/Copyright Control)	UK
27	27 7 <b>The Show Must Go On</b> Queen - Parlophone (Queen/EMI)	F, CH	61	98 3 <b>Pretend We're Dead</b> L7 - Slash (Drop Trou/Virgin)	UK, SF	95	100 2 <b>Your Song/Broken Arrow</b> Rod Stewart - Warner Brothers (PolyGram/Copyright Control)	UK, IR
28	28 5 <b>Jive Connie</b> Connie Francis - Polydor (Various)	D	62	NEW <b>Nothing Else Matters</b> Metallica - Vertigo (Creeping Death)	UK, IR	96	NEW <b>Please Don't Go</b> K.W.S. - Network (SIAE)	UK
29	31 11 <b>Are You Ready To Fly</b> Rozalla - Pulse 8 (Peer)	F, D, B, E, A, CH, DK, I	63	51 6 <b>Dans Un An Dans Un Jour</b> Johnny Hallyday - Phonogram (Desperado/N.B.Music)	FB	97	49 5 <b>Take My Advice</b> Kym Sims - Atco (Sony)	UK, B, IR
30	NEW <b>In The Closet</b> Michael Jackson - Epic (Warner Chappell/Zomba)	UK, B, NL, IR	64	58 6 <b>I'm Too Sexy</b> Right Said Fred - Tug (Hit & Run)	D, A, GR	98	85 11 <b>La Promesse</b> Roch Voisine - GM/Ariola (Ed. Georges Mary)	F, B
31	29 7 <b>Shame Shame Shame</b> Izabella - Virgin (Sweden Music)	B, NL, CH, S, DK, N	65	61 3 <b>Himlen Runt Hörnet</b> Lisa Nilsson - Diesel (Topco)	S	99	NEW <b>Han Kan Ikke Få Den Op</b> Casanova Keld - Harlekin (Harlekin)	DK
32	34 3 <b>Hold On My Heart</b> Genesis - Virgin (Genesis/Hit & Run)	UK, B, NL, CH, IR	66	NEW <b>Night Calls</b> Joe Cocker - Capitol (EMI)	F	100	88 13 <b>Diamante</b> Zucchero Fornaciari/Randy Crawford - London (EMI/PolyGram)	D, B, CH
33	25 12 <b>Remember The Time</b> Michael Jackson - Epic (Warner Chappell/Zomba)	F, D, A, CH, GR, I	67	46 3 <b>Separate Tables</b> Chris De Burgh - A&M (Rondor)	UK, D, CH, IR	<p>UK = United Kingdom, D = Germany, F = France, CH = Switzerland, A = Austria, I = Italy, E = Spain, NL = Holland, B = Belgium, IR = Ireland, S = Sweden, DK = Denmark, N = Norway, SF = Finland, P = Portugal, GR = Greece.</p> <p>○ = FAST MOVERS    NEW = NEW ENTRY RE = RE-ENTRY</p>		
34	33 6 <b>I Wanna Be A Kennedy</b> U 96 - Polydor (BavariaSonor)	D, A, CH, SF	68	65 4 <b>Hazard</b> Richard Marx - Capitol (Chi-Boy)	CH, S, N			

**FRENCH CHART CHANGES:** Expect major changes in France's charts, which were strongly questioned by the country's music organization **SNEP** in February (M&M February 22). **Europe 1**, the company that pays for and sponsors the charts, is expected to announce in mid-May major changes. **Off The Record** hears it reportedly plans to install a computerized point-of-sale scanning system that will enable the charts to be based on actual sales, compiled on a national level. Also, the new system will allow the charts to go weekly.

**CANAL PLUS RECORDS?:** OTR has learned that French pay-TV giant **Canal Plus** is reportedly planning to launch its first record company in partnership with **Warner Music's Elektra Entertainment** label and a Los-Angeles-based film company. Sources close to Canal Plus say Elektra CEO **Bob Krasnow** has met with the pay-TV net's management and that plans are underway to open the new label's offices at Canal Plus' headquarters in Paris.

**FRENCH MUSIC SALES FALL:** The slump continues in the French music industry. The latest figures from **SNEP** show a 4.8% decline in unit shipments during the first quarter of 1992. That was offset by an 8.1% growth in turnover to Ffr1.3 billion (app. US\$233 million).

**DONE DEAL:** **Thorn EMI's** £560 million (app. US\$980 million) purchase of **Virgin Records** has been approved by the European Commission, saying it found no evidence that the deal will fundamentally change competition in the market. The commission found that a combined EMI-Virgin will have less than a 26% market share in nearly all EC member states and in the EC as a whole. The commission also found that the five top music companies—**EMI, Sony, PolyGram, Warner** and **Bertelsmann**—will now increase their collective EC market share to 83% from 77%.

**A JOB WELL DONE:** 1991 was good to **Sony Entertainment Germany**, which increased turnover 17% to DM328 million (app. US\$197 million). The company's artist marketing division, which is primarily responsible for national and international repertoire, which comprises 41% of total turnover, saw revenue jump 24%. Details next week.

**OUT OUT:** Founder of Dutch public broadcaster **Radio Veronica Rob Out** has been relieved of his duties as director general. Out is now the media director, a titular position specially created for him which he acknowledges carries little responsibility.

## Denekamp

(continued from page 1)

record company to direct regional European activities from the Continent. (During the '70s until the mid-'80s, Sony based its entire European headquarters in Paris under the leadership of (now PolyGram president/CEO) **Alain Lévy**, to whom Diaz reported during 1978-81).

The transfer of Diaz's responsibilities to the mainland also means a radical change in the stature of Sony Europe's London operations. Previously the centre to which all mainland European activities gravitated, it saw a shift in power last year when New York-based **Sony Music International** president **Bob Summer** implemented a revised reporting structure following the exit of former SMI Europe president **Jorgen Larsen**. The heads of the company's leading affiliates in Germany, France, Italy and Spain became directly accountable to him (the UK company was already responsible to Summer) and Diaz was given the responsibility of overseeing the 11 remaining markets in Europe. Now with that function relocated to Holland, many wonder where that leaves the London headquarters.

For Summer, it all makes perfect sense. "We will continue our commitment to Red Place [the actual address of the London base] and add people. It will be a strengthened European marketing centre, func-

tioning as a support to the Continent." Currently, the marketing support function at Red Place is overseen by director/artist marketing **Gary Williams**.

A few years ago, Denekamp was poised to take an international job at Sony, but instead took over the Dutch MD vacancy created by the departure of **Koos de Vreeze**. Now Denekamp will be heading Sony's 11-member Continental European Leadership Team (CELT). This team, combined with the heads of the UK, French, German, Italian and Spanish companies, comprise the greater European Management Committee (EMC), under Summer's leadership.

"My main task will be the direct supervising of CELT," comments Denekamp. "In addition, I will be overseeing the A&R and marketing development of Continental acts."

Denekamp will also oversee the subsidiaries in Africa, the Middle East and eastern Europe. It is not yet known who will succeed him at the Dutch company.

Frenchman **Patrick Decam**, who was hired in January as director/creative operations for European regions (M&M January 11), is to take the MD post of **Sony Music Belgium** at the end of June, a vacancy temporarily being filled by Sony UK **Licensed Repertoire Division MD Jeremy Pearce**.

The departure of Diaz, a Spaniard who worked for Sony for

## German Indies

(continued from page 1)

**Rough Trade, Streetheat, Euro-sta, Edel** and others within the **Interessengemeinschaft Dance Musik**. It is also endorsed by around 100 record stores, including branches of **WOM** and **Saturn**, the Munich branch of **Hertie**, and many smaller retailers.

A letter of complaint signed by all involved was recently delivered to **IFPI MD Peter Zombik**. The letter claims the airplay-weighted system is biased in favour of records played by DJs and is no longer acceptable to many record companies and retailers.

It concludes, "In the face of the severe faults in the current chart system and the resulting financial losses for those affected, we are no longer willing to let ourselves be consoled by explanations and excuses. We demand an immediate

## Dutch Albums

(continued from page 1)

great part by consumers replacing their old vinyl collection on compact disc. We reached the end of the penetration of CD players with less-motivated buyers willing to spend less on CDs."

Klimbie expects 1992 turnover growth to be "either slightly in the minus, or around zero. But there's no reason for panic, with sales of 1.3 billion guilders, there's still enough turnover to profile the CD." With volume lagging, Klimbie predicts the average price of CDs, currently at Dfl 29.7, will increase in the near future.

The value of CD shipments grew by 14% to Dfl 1.2 billion, and in units by 12% to 39.2 million. With vinyl albums reaching 1.3 million units, the format represents only 1.5% of total album soundcarriers trade deliveries.

The singles market continued its downfall; volume dropped 20% to five million units, of which CD-singles represented 3.7 million. The cassingle—introduced to the market in March last year—sold 400,000 units, and seven- and 12-inch vinyl singles 900,000. In value, the singles market is worth Dfl 52 million, a decrease of 17%. MB

15 years, does not come as a surprise to insiders. Diaz's wife is from Florida, and he had a positive experience as marketing VP/Latin America for **CBS** from 1981-85. Says Diaz, "Nobody can accuse me of being unstable. I've had a fantastic career, but have been asking for a position like this for years. [PolyGram's European chief] **Allen Davis** and **Alain Lévy** came with a proposal I couldn't refuse."

Diaz was instrumental in moulding Ten Sharp into the European success it currently enjoys. "The amount of Anglo-American music being worked on is disproportional. I've always called for solidarity. Let's give them the same amount of attention as **Martika** or **Michael Bolton**. I feel very proud of the things we have achieved with Ten Sharp. It created self-confidence in the Sony companies."

fundamental change in the structure of the chart."

**IFPI** introduced airplay weighting to chart positions 51-100 on a sliding scale of 25-75% last May. **IGSH** claims, however, that the changes were introduced without the consent of all companies.

**Mikulski Records** international manager **Reinhard Piel** says, "Although a similar airplay-weighted chart system works in the US and UK, German radio is very different. The major stations here are state-owned, playing mostly MOR. We have few formatted stations playing dance or rock. Stations here follow the hits, they don't make them."

**Piel** says many records entering the lower chart positions are getting airplay but not selling, and that retail stores are now saying the chart is no longer relevant to them.

**Mikulski** has already had an alternative, purely sales-based system developed by market research company **Insas**. **Piel** says if **IFPI** is not interested in introducing the system, then **Mikulski** will go ahead and fund the new sales chart itself.

**Zombik** dismisses **IGSH's** demands as unrealistic. "I get the impression that the supporters don't have all the information to judge the situation," he says. "IFPI's reaction was not positive. The complaints are nothing new, and the fact that the **IGSH** used the **IFPI** meeting, where the dance companies' problems were being discussed, to hand over the letter angered many members. The letter is worded as though **IFPI** has never thought about these problems, yet the issue has been in discussion since last autumn."

**Zombik** says he is irritated that the letter gives **IFPI** until June to consider introducing the "alternative chart system," yet he feels no proper explanation of it has been given. "All I've seen is about 20 lines and four main points from **Insas**; that's hardly sufficient to form an opinion. As for their claim that they have retail trade support, I myself haven't heard anything from the major retailers to back this up."

**EMI/Electrola** strategic planning/sales coordinator **Carl Mahl-**

## Cecillon

(continued from page 1)

ed his new job on April 28, succeeding **Clive Swan**, who left the company unexpectedly in March.

Taking over from **Cecillon** will be **Mario Ruiz**, currently Miami-based VP of A&R and marketing for **EMI Music's** Latin American division. He relocates to London on May 18, reporting to **David Stockley**, MD of **EMI Music Int'l**.

**Cecillon** reports to **Rupert Perry**, president/CEO of the **EMI Records Group** UK and Eire. **Perry** contends that **EMI** operates on "a much more global basis" than some of its competitors, "so our exposure to international people is far greater. In addition, you're looking for the best executive."

He adds, "I suppose you could say [Cecillon's appointment] is somewhat left-field, but that's probably what the UK business needs. The British guys have got to realize

**mann** also questions **IGSH's** claim of retailer backing. "Most of the stores that signed the letter stock mostly dance music and don't represent the true market picture." **Herr Pauly**, head of music of the seven-store **Saturn** chain, has not heard of the group, but says, "We don't agree with the new chart system. **Saturn** has not been using it for almost a year now. We make our own Top 50 singles chart based on our own sales figures and it never corresponds with the official singles chart."

Only one month after the letter was sent to **IFPI**, there already seems to be a rift developing within **IGSH**. **Eye Q Records MD Heinz Roth**, who heads up the dance music interest group along with **Logic Records MD Matthias Martinsohn**, does not want his name attached to **IGSH**. "I don't agree with how **Mikulski** is tackling things. We prefer to talk things over with the majors, **IFPI** and [authors rights association] **GEMA** rather than delivering ultimatums."

In a letter sent to **Piel**, **Roth** states, "Following several angry calls from members of the **BPW** (record industry body) best-seller committee, we ask you not to use our name in any publicity for the single-Hitparade interest group. The only reason that the dance interest group signed the letter was in support of the German retail trade."

**Martinsohn** agrees, "I signed the letter on behalf of all the members of the dance group. We all believe that something has to be done, and soon. I am for open dialogue with **IFPI** and the majors, and I think it's not our job to solve the problem. **IFPI** introduced the changes."

Meanwhile, **Zombik** is standing by the system of airplay weighting. "We introduced airplay into the singles chart system because it was no longer possible to have a statistically reliable and credible Top 100 based purely on sales."

**IFPI** is now considering the idea of launching a separate dance chart to address the problems. **Media Control** implemented a system to monitor discotheques in France last year, and now **Zombik** hopes to be able to do the same in Germany.

that, in some ways, they need to get ride of their parochialism."

For his part, **Cecillon** asserts the issue of nationality is irrelevant. "If they put me in this job," he says, "it's because they have recognized that I could do it." He also notes that there are 30,000 French nationals in management posts of every kind in London—about the same number as Britons working in Paris.

Prior to his **EMI Music Int'l** post, **Cecillon** was marketing director at **Polydor France** from 1987-1990; earlier, he was marketing manager at **EMI Pathe Marconi**.

**EMI/EMI USA/SBK** is one of two label units at **EMI Records UK**; the other is **Parlophone/Capitol**, where **Andrew Pryor** serves as divisional MD. Concurrent with the **Cecillon** appointment, **Mike Andrews** and **Tony Wadsworth** have named divisional marketing directors of **EMI/EMI USA/SBK** and **Parlophone/Capitol**, respectively.



# EHR TOP 40

TW	IW	WOC	Artist/Title	Label	Total	A	B	Add
1	1	8	<b>ANNIE LENNOX</b> /Why	(RCA)	70	58	12	3
2	2	7	<b>BRUCE SPRINGSTEEN</b> /Human Touch	(Columbia)	68	52	16	1
3	3	10	<b>MR. BIG</b> /To Be With You	(Atlantic)	60	46	14	3
4	5	14	<b>TEN SHARP</b> /You	(Columbia)	48	37	11	3
5	4	6	<b>PRINCE</b> /Money Don't Matter	(Paisley Park)	43	35	8	2
6	7	6	<b>VANESSA WILLIAMS</b> /Save The Best For Last	(Polydor)	47	31	16	3
7	13	5	<b>RIGHT SAID FRED</b> /Deeply Dippy	(Tug)	46	31	15	5
8	10	4	<b>SOUL II SOUL</b> /Joy	(Ten)	45	31	14	2
9	12	4	<b>DEF LEPPARD</b> /Let's Get Rocked	(Phonogram)	40	26	14	2
10	6	13	<b>MICHAEL JACKSON</b> /Remember The Time	(Epic)	38	25	13	0
11	9	9	<b>U2</b> /One	(Island)	39	21	18	2
12	18	3	<b>GENESIS</b> /Hold On My Heart	(Virgin)	40	32	8	2
13	8	21	<b>SHANICE WILSON</b> /I Love Your Smile	(Motown)	39	28	11	3
14	17	11	<b>SHAKESPEARS SISTER</b> /Stay	(London)	42	22	20	2
15	14	3	<b>SWING OUT SISTER</b> /Am I The Same Girl	(Fontana)	34	24	10	2
16	11	7	<b>ROXETTE</b> /Church Of Your Heart	(EMI)	37	23	14	0
17	15	8	<b>LISA STANSFIELD</b> /Time To Make You Mine	(Arista)	31	17	14	1
18	26	8	<b>RICHARD MARX</b> /Hazard	(Capitol)	33	16	17	4
19	16	5	<b>CURE</b> /High	(Fiction/Polydor)	31	16	15	0
20	19	13	<b>CURTIS STIGERS</b> /I Wonder Why	(Arista)	31	21	10	0
21	21	11	<b>TEARS FOR FEARS</b> /Laid So Low...Tears Roll Down	(Fontana)	30	23	7	0
22	22	7	<b>CROWDED HOUSE</b> /Weather With You	(Capitol)	30	17	13	0
23	24	3	<b>CURTIS STIGERS</b> /You're All That Matters	(Arista)	28	23	5	1
24	33	2	<b>ROD STEWART</b> /Your Song	(Warner Brothers)	28	19	9	6
25	20	13	<b>CE CE PENISTON</b> /Finally	(A&M)	29	16	13	0
26	NE	→	<b>MARIAH CAREY</b> /Make It Happen	(Columbia)	30	21	9	5
27	30	2	<b>KYM SIMS</b> /Take My Advice	(Atco)	28	18	10	4
28	28	3	<b>ERASURE</b> /Breath Of Life	(Mute)	25	15	10	3
29	25	16	<b>GENESIS</b> /I Can't Dance	(Virgin)	26	11	15	0
30	34	2	<b>ZZ TOP</b> /Viva Las Vegas	(Warner Brothers)	27	16	11	2
31	NE	→	<b>MARC ALMOND</b> /The Days Of Pearly Spencer	(WEA)	26	15	11	3
32	23	9	<b>ERIC CLAPTON</b> /Tears In Heaven	(Reprise)	28	12	16	0
33	NE	→	<b>CURIOSITY</b> /Hang On In There Baby	(RCA)	22	16	6	8
34	27	9	<b>BRYAN ADAMS</b> /Thought I'd Died And Gone...	(A&M)	23	13	10	0
35	31	2	<b>XTC</b> /The Disappointed	(Virgin)	21	10	11	3
36	40	2	<b>CHER</b> /Could've Been You	(Geffen)	26	12	14	3
37	38	6	<b>OPUS III</b> /It's A Fine Day	(PWL)	22	13	9	2
38	39	2	<b>HOWARD JONES</b> /Lift Me Up	(east west)	21	13	8	2
39	NE	→	<b>MICHAEL JACKSON</b> /In The Closet	(Epic)	21	13	8	14
40	NE	→	<b>KIM WILDE</b> /Love Is Holy	(MCA)	20	9	11	5

The EHR Top 40 chart is based on a weighted-scoring system. Songs score points by achieving airplay at M&M's EHR reporting stations, that target 12-34 year-old listeners with contemporary music fulltime or during specific dayparts. Songs in "A" rotation airplay receive more points than those in "B" rotation or more limited airplay exposure. Stations are weighted by market size and by the number of hours per week committed to the format.

## CHARTBOUNDED RECORDS

<b>CHRIS DE BURGH</b> /Separate Tables (A&M) 22/1	<b>SNAP</b> /Rhythm Is A Dancer* (Logic/Ariola) 12/4
<b>RANDY CRAWFORD</b> /Who's... (Warner Brothers) 21/2	<b>TEVIN CAMPBELL</b> /Tell Me... (Warner Brothers) 12/1
<b>PASADENAS</b> /Make It With You (Columbia) 20/3	<b>NICK KAMEN</b> /You're Not The Only One* (WEA) 12/1
<b>DINAH WASHINGTON</b> /Mad About... (Mercury) 20/3	<b>GUNS N' ROSES</b> /November Rain (Geffen) 12/0
<b>TRACY CHAPMAN</b> /Bang Bang Bang (Elektra) 19/5	<b>JULIAN LENNON</b> /Get A Life (Virgin) 12/0
<b>JODY WATLEY</b> /I'm The One... (MCA) 19/0	<b>SIMPLY RED</b> /Thrill Me* (east west) 11/7
<b>EN VOGUE</b> /My Lovin' (east west) 16/4	<b>DON E</b> /Love Makes The World...* (4th & B'way) 11/6
<b>KYLIE MINOGUE</b> /Finer Feelings (PWL) 16/2	<b>TOM PETTY/HEARTBREAKERS</b> /Too Good... (MCA) 11/2
<b>RED HOT CHILI PEPPERS</b> /Under... (Warner Brothers) 16/2	<b>EXTREME</b> /Song For Love* (A&M) 10/3
<b>ARMY OF LOVERS</b> /Ride... (Ton Son Ton) 16/1	<b>BRAND NEW HEAVIES</b> /Never Stop* (Acid Jazz) 10/2
<b>SOUP DRAGONS</b> /Divine Thing (Big Life) 15/2	<b>MAGGIE REILLY</b> /Everytime We Touch* (EMI) 10/1
<b>DAVID BYRNE</b> /Girls... (Luaka Bop/Warner) 15/1	<b>M PEOPLE</b> /Someday* (Deconstruction) 10/1
<b>IZABELLA</b> /Shame Shame Shame (Virgin) 14/3	<b>DEL AMITRI</b> /Always The Last* (A&M) 9/8
<b>TEXAS</b> /Tired Of Being Alone (Mercury) 14/0	<b>DEGREES OF MOTION</b> /Do You Want It...* (ffrr) 9/3
<b>LIONEL RICHIE</b> /Do It To Me* (Motown) 12/9	<b>10 CC</b> /Woman In Love* (Polydor) 9/3

The EHR "chartbound" chart lists the total number of EHR reporting stations playing newer songs that do not yet have enough airplay points to rank among the EHR Top 40. The second number represents how many stations reported it to M&M for the first time. Songs which have received no new airplay for two consecutive weeks will be deleted from this chart, but may reappear with new airplay. In the case of a tie, songs are listed by new adds. Asterisks indicate new entries in Chartbound.

## Leppard Rocks Top 10

**Annie Lennox** remains on top for a second week due to continued strong performance in the Benelux, Scandinavia, the UK, and the GSA territories. **Why** is also this week's "A" Rotation Leader, with 58 A's out of the total 70 reporting stations, six more than **Bruce Springsteen's Human Touch**.

Following the release of their debut album **Up, Right Said Fred** continue to attract new airplay with **Deeply Dippy**, particularly in Denmark, the UK and the Benelux.

Also new in the top 10 is **Def Leppard** with **Let's Get Rocked**. EHR is traditionally not very receptive to hard rock songs and has only allowed ballads like **Don't Cry (Guns N' Roses)**, **More Than Words (Extreme)** and **To Be With You (Mr. Big)**. The current heavy airplay on **Let's Get Rocked** marks the first time for a hard rock song to enter the top 10.

A good move for the third single from **Genesis's** album **We Can't Dance**, **Hold On My Heart**. The moody song gets an

impressive reception on UK radio with over 86% of the database reporting it. As a lot of mainland European stations are still playlisting the band's previous single **I Can't Dance** (holding at number 29 this week), airplay on this new single is still scattered; Holland, Germany and Sweden look promising though.

While airplay on **Shakespears Sister's Stay** is slowly fading in the UK, mainland European reports are showing a slight increase this week, especially in France where a major network like **NRJ** has added the song to its A rotation.

**Richard Marx** is suddenly seeing some new airplay action on **Hazard**, his second hit on EHR following last year's **Keep Coming Back**. **Hazard** is gaining airplay in the UK and Norway.

More excitement from **Rod Stewart**, whose version of **Elton John's Your Song** gets new airplay in the Benelux and the UK. MB

## MOST ADDED

<b>MICHAEL JACKSON</b> /In The Closet (Epic) 14
<b>LIONEL RICHIE</b> /Do It To Me (Motown) 9
<b>CURIOSITY</b> /Hang On In There Baby (RCA) 8
<b>DEL AMITRI</b> /Always The Last (A&M) 8
<b>SIMPLY RED</b> /Thrill Me (east west) 7

Most added are those songs which received the highest number of playlist additions during the week. In the case of a tie, songs are listed alphabetically by artist.

## "A" ROTATION LEADERS

<b>ANNIE LENNOX</b> /Why (RCA) 58
<b>BRUCE SPRINGSTEEN</b> /Human Touch (Columbia) 52
<b>MR. BIG</b> /To Be With You (Atlantic) 46
<b>TEN SHARP</b> /You (Columbia) 37
<b>PRINCE</b> /Money Don't Matter (Paisley Park) 35

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

## "A" ROTATION PERFORMANCE

	"A" %
<b>2 UNLIMITED</b> /Twilight Zone (PWL Continental) 83	
<b>SNAP</b> /Rhythm Is A Dancer (Logic/Ariola) 83	
<b>CURTIS STIGERS</b> /You're All That Matters (Arista) 82	
<b>MAGGIE REILLY</b> /Everytime We Touch (EMI) 80	
<b>RIGHT SAID FRED</b> /Don't Talk Just Kiss (Tug) 76	
<b>TEARS FOR FEARS</b> /Laid So Low...Tears Roll Down (Fontana) 76	
<b>CURIOSITY</b> /Hang On In There Baby (RCA) 72	
<b>SIMPLY RED</b> /Thrill Me (east west) 72	

"A" Rotation Performance is a listing of those records that have achieved the best A rotation penetration. Records listed are those outside the EHR top 20 and with a total number of reporting stations of at least 10. Songs tied are listed alphabetically by artist.

## TOP RECURRENTS

	Total Stations
<b>PASADENAS</b> /I'm Doing Fine Now (Columbia) 20	
<b>SIMPLY RED</b> /For Your Babies (east west) 20	
<b>DES'REE</b> /Feel So High (Sony Soho Square) 19	
<b>WET WET WET</b> /Goodnight Girl (Precious/Phonogram) 18	
<b>RIGHT SAID FRED</b> /Don't Talk Just Kiss (Tug) 17	

Top Recurrents are former EHR top 20 records that have fallen off the chart but are still receiving significant airplay. In case of a tie, records are listed alphabetically by artist.

## NEW TOP 20 CONTENDERS

	Total Stations
<b>NICK KAMEN</b> /You're Not The Only One (WEA) 12	
<b>LIONEL RICHIE</b> /Do It To Me (Motown) 12	
<b>DON E</b> /Love Makes The World Go Round (4th & B'way) 11	
<b>BRAND NEW HEAVIES</b> /Never Stop (Acid Jazz/ffrr) 10	
<b>M PEOPLE</b> /Someday (Deconstruction) 10	
<b>MAGGIE REILLY</b> /Everytime We Touch (EMI) 10	
<b>10 CC</b> /Woman In Love (Polydor) 9	
<b>DEGREES OF MOTION</b> /Do You Want It Right Now (ffrr) 9	
<b>DEL AMITRI</b> /Always The Last (A&M) 9	

New Top 20 Contenders are those artists that have not yet had an EHR top 20 hit and appear on this page for the first time with this single. Artists are listed by total number of stations. In case of a tie, records are listed alphabetically by artist.



**Isn't it about time you  
add your name to the list  
of famous artists who recorded  
at our studios ?**

**Austria:** Opus, **Belgium:** Francis Goya, Soulsister, Clouseau, Quadrophonia, Technotronics, Noordkaap, **Great-Britain:** Chris Andrews, Barclay James Harvest, Mike Batt, Petula Clark, Def Leppard, Barbara Dickson, Electric Light Orchestra, Iron Maiden, Mick Jagger, Elton John, Killing Joke, Magnum, Orchestral Manœuvres in the dark, The Stranglers, The Police, Sade, Saxon, Status Quo, David Sylvian, T'Pau, U.F.O., Paul Young, Vicky Brown, David Bowie, Simple Minds, Judas Priest, David Knopfler, Paul McCartney, Robert Palmer, Shirley Bassey, Sting, **France:** Indochine, Vicky Leandros, George Zamfir, **Germany:** Klaus Lage Band, Peter Sarstedt, Victory, Kristiana Levy, Veronika Fischer, Spider Murphy Gang, Peter Maffay, Craaft, Heinz Rudolph Kuenze, Roko, The Scorpions, **Greece:** Nikos Ignatiadis, Tina Selini, **Holland:** B.Z.N., Frank Boeijen Groep, Nadieh, V.O.F. De Kunst, Richenel, Herman Brood, Tol & Tol, I Travel, Gerard Joling, The Nits, Harry Sacksioni, De Dijk, Christine Deutekom, Benny Neyman, Johnny Baby, André van Duin, Lois Lane, Laurens van Rooyen, Forrest, G'Race, Fatal Flowers, Hessel, **Ireland:** Cactus World News, Undertones, No Sweat, **Japan:** Satomi Matsushita, Justy Nasty, **Portugal,** Salada de Frutas, Rao Kyao, **Spain:** Paco De Lucia, **Sweden:** Imperiet, Treat, **Switzerland:** Steve Thomson, **Taiwan:** Lee Tai Hsiang, **U.S.A.:** Randy Crawford, Dr. Hook, Barry Manilow, David Lee Roth, Telly Savalas, David Soul, Tina Turner, Mink Deville, Queensryche, Kingdom Come, Danger Danger

## WISSELOORD STUDIOS

Catharina van Renneslaan 10

1217CX Hilversum – The Netherlands

Telephone: (0)35 – 217256 – Fax: (0)35 – 244881