**Pioneer DJ Now Appointed PD**

by Mark Dezzani

MILAN - One of Italy's most popular entertainers, Renzo Arbore, has been appointed director of RAI Radio in 1965 and is regarded as the father of Italian radio networks. Arbore's previous jobs include TV producer and presenter of the popular Orchestra Italiana, and his career as a DJ on RAI Radio in 1965 and 1966. He was appointed PD for the RAI's 3 Italian programme director of radio networks.

**Singles Boom In Major Markets**

by Emmanuel Legrand

PARIS - French album sales were lower than anticipated during the first six months of 1996. Over the first half of 1996, total sales dropped 2.8% in value, compared to 1995, according to figures supplied by industry body SNEP. Sales of national pop product have passed the 50% mark at 52.4%.

**European Hit Radio**

**AMSTERDAM Rocks German Airwaves**

by Thesaa Mooij

AMSTERDAM - In search of more exposure for its alternative rock acts, Sony Music Germany is offering public radio stations the informal style of music presentation in Italy.

**Live Rock On Radio**

“’We record and broadcast performances by many acts outside the charts,’ says Wellershaus. “The station’s selection of concerts is based on journalistic criteria,’ according to Wellershaus. ‘If an act generates a certain level of public interest it will not be turned away because of its music style.”

**European Top 100 Albums**

**Eurochart Hot 100 Singles**

**NENA CHERRY Grabs**

**MAKING WAVES: Amsterdam Radio’s New Dawn... see page 7**

**INSIDE**

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**NÚMERO UNO**

European Hit Radio NENÉH CHERRY (Virgin)

Eurochart Hot 100 Singles FUGEES Killing Me Softly (Columbia)

European Top 100 Albums ALANIS MORRISSETTE Jagged Little Pill (Maverick/Sire)

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Sanremo Festival Under Investigation

by Mark Dezzani

MILAN - Italy's largest musical event, the Sanremo Song Festival, is being investigated by Milan magistrates in what has been dubbed "Varietopoli" (Variety Gate) scandal by the local press.

Speculation over vote rigging has become a national pastime, but it took a serious turn last week when three major artists were called in for voluntary questioning by the magistrates. Meanwhile, three new artistic directors have been appointed to replace the events director who is under investigation for fiscal fraud and abuse of position.

The annual Sanremo Song Festival regularly draws record TV audiences for the week-long competition for established and aspiring stars debuting new songs, with a public jury voting for its favourite. The festival, now running for 50 years, has also proved to be a potential launch vehicle for the career of many new stars.

The Sanremo Festival started soon after this year's event as tax officials began sequestering documents. In May the festival's presenter and director Pippo Baudo was given notice for fraud, abuse of office and receiving illegal payments from sponsors of the festival.

Baudo had been criticised for his powerful position within Italy's public service broadcaster RAI which organises the event with the local Sanremo authorities. Since taking charge of the festival in 1994, Baudo dispensed with the selection panel for the Sanremo Festival, and personally selected all the participants in direct consultation with the record labels. Baudo protests his innocence, 'I am convinced of proving my innocence, that charges will not be bought, and the investigation will be dropped in the near future.'

New Danish Channel Up For Grabs

by Charles Ferro

COPENHAGEN - The bill that will reshape Danish broadcasting is due to go before parliament in August. A major issue not included in the May 10 compromise bill was the possibility of establishing a nationwide, commercial channel P4. Pubcaster Danmarks Radio has three programmes that reach the entire country, but legislators are yet to decide who will get the proposed P4.

"Our opinion is that Danmarks Radio should get the fourth radio channel, but we must wait and see what develops in the years to come. It is, however, something that will be decided in the next couple of years," says Elisabeth Gerner Nielsen, Radical party representative on the government's media committee.

A number of commercial operators say that if Danmarks Radio gets P4, it will mean the death of many stations.

Limits on the area of a broadcast are also to change. Current legislation limits broadcasts to an area of five local governments (communes), but parliament is expected to set limits based on the number of persons reached by a broadcast.
**First Time TV For AC/DC**

AC/DC broke the habit of lifetime when they played exclusively for VH-1 in the band's first television performance in over 20 years. The resulting session lasted for over five hours and spanned the seminal Australian hard rockers' entire career. Extracted highlights have been edited for use both in "The Bridge" programme and an "AC/DC Uncut" special.

**Veteran Singers Take On Spain**

by Howell Llewellyn

**Madrid** - The singer/songwriter tradition continues to dominate the Spanish music scene as four veterans launch another sell-out marathon tour.

The four - Victor Manuel, Ana Belen, Joan Manuel Serrat and Miguel Rios - have a combined performing history totalling more than a century and began a new 29-concert Spanish tour in the northern city of Gijon on August 8.

In 1994 the tour by together with musician friends such as Cuba's Pablo Milanés, Manolo Tenza, and the late Antonio Flores, recorded a live double CD under the name of Muchos Mas Que Dos (Much More Than Two). Not only was it the top-selling Spanish artist album of 1994, but a year ago became the first singer/songwriter album to sell more than 500,000 copies in Spain.

The new tour is being sponsored by three Cadena Ser radio nets - the EHR Los 40 Principales, the all-Spanish Cadena Dial, and the ACE/Oldies M-80. Many of the concerts will be recorded and there's a chance that an album will follow.

Manuel said before the Gijon concert, attended by 12,000 fans, "The meeting between the fans and people who could be their parents, and who reach them with their lyrics, is good because love, solidarity and friendship and struggle do not belong to one generation, but to all."
SOVORY
DID YOU MEAN WHAT YOU SAID

"THE BEST NEW ARTIST I'VE HEARD IN YEARS" - ERIC CLAPTON
LOOK FOR HIS POLYDOR DEBUT RELEASED SEPTEMBER 9TH
Fax Of The Matter
by Charles Ferro

CLOCKWATCH
With 700,000 daily listeners, "Strax" is the second most listened-to programme in Denmark after "Good Morning P3," which is broadcast just before it.

The concept of the programme is based on the fax machine. "Strax" asks its listeners not only to phone in their questions, comments and gripes, but also to send them via fax. "It was called workplace radio when the programme first started," recalls producer Judith Skriver. "We want people to listen in their homes or cars as well, but working people are the show's main target, and when we started only workplaces had faxes. Of course, many people now have them at home as well.

Close Listener Dialogue
"We try to create an entertaining programme," continues Skriver, "but also one that has a central theme, that deals with an important issue of the day. We aim to entertain, first and foremost, but it is essential that the programme must be more than simply that. We tackle serious subjects, but in an entertaining form. It's important to have a close dialogue with the listener, to create public access radio. It needs to have more than just quizzes or contests, but a dialogue with real content. People will then take it more seriously."

"Strax" has debated topics such as youth unemployment, why church attendance is so low, and why Danes cheat on their taxes. Listeners join the discussion by phoning or faxing, and real-life confessions are not unusual (the discussion on tax evasion was a case in point). Members of the audience are not afraid to speak (or fax) their minds, and nearly anything goes—sometimes right up to the limits of good taste. "You need quick response from the listeners, and we certainly get it," reports Skriver.

"Presenters must take their personalities into the studio. They must be in the studio, both in body and in spirit."

"Sfax" presenter Naja Nielsen

A great deal of the programme's success must be attributed to its main presenter, Naja Nielsen, who consistently demonstrates an ability to think on her feet. She fields questions, comments and complaints, speaks her mind—but retains professional objectivity. Her tone ranges from the chatty and conversational to nearly interrogational.

During the Bryan Adams concert contest in the Clockwatch hour, a caller made a common mistake Danes often pick up in early school years—misuse of the English word "fan." Talking about Melissa Etheridge, who was playing at the Adams concert ("I have been my fan for many years," Nielsen said, "but in a friendly, jocose manner. The caller laughed, but without embarrassment, which shows how Nielsen is able to both calm a listener and keep the show on an even keel.

Window On Internet
Top Format Music Licensing and Network Music Europe have made good use of Internet technology without overwhelming the less computer literate. The company clearly explains who it is and what it does. Extensive links provide more in-depth information on each service it provides, such as production music, sound effects, jingles and production elements. With so many companies content to merely digitise their sales brochures, it's worth noting that Top Format offers numerous audible examples throughout its site. Netscape Navigator 2.0 is recommended. RealAudio Player 2.0 would also be useful, although a WAV option is virtually always available for each sound file. The entire site is in the visitor's choice of English or German.

M & M R A D I O M A K I N G W A V E S

AmericanRadioHistory.Com
Amsterdam Radio Waits For A New Dawn

by Robbert Tilli

CITY PROFILE

On a sunny summer day, a stroll through Amsterdam's narrow streets or heavily-populated parks will reveal a strong flavour of what the locals listen to. Teenagers drown out the engine noise of their speedy mopeds with the dance-orientated sounds of Radio 538 or Hit Radio Veronica. Builders on scaffolding while away their working hours with either national music station Radio Noordzee Nationaal or public ACE station Radio 2, while at supermarkets and at the hairdressers the air is filled with the soft pop of Sky Radio.

National stations (public and commercial) have both terrestrial and cable frequencies in Amsterdam. Also available in the city are local/regional public stations and, on cable only, local commercial services. However, local commercial stations are set to be given terrestrial frequencies next January in a move which, along with an impending frequency auction affecting all stations, could radically change Amsterdam's present radioscape.

Cable Juggling

All requests for admission to Amsterdam's cable radio network are dealt with by the general programme council (APR), an independent body which is responsible for awarding the city's 39 cable frequencies. It tries to avoid licensing "more of the same," and aims to cater fairly to the huge variety of tastes which exist in one of Europe's most cosmopolitan cities.

Six of Amsterdam's cable frequencies are currently run by SALTO, the umbrella organisation for local public radio. Various public broadcasting organisations have their own programme blocks on these "public access" channels. For example, SALTO 2 is reserved for programmes in foreign languages, while SALTO 4 is the local music channel. Half of SALTO 4's weekday output is currently filled by City FM, an R&B-formatted station which is aiming to become a stand-alone commercial operation next year.

City FM's marketing and promotions manager Paula van Swieten says of City FM's attempts to get a 24-hour broadcasting licence from APR, "It's quite strange to get something done from people who haven't got the slightest clue about what your station stands for."

Once it goes full-time on its own cable frequency (and possibly gets a terrestrial frequency as well) City FM's nearest competitor is likely to be fellow cable outlet New Dance Radio, which is also hoping to win terrestrial frequencies. "But they want to be a national..."
M & M RADIO

MAKING WAVES

continued from page 7

station, whereas we want to stay local," says van Swieten. "Our choice of repertoire underlines our Amsterdam mission. City FM programmes a broad range of R&B and mellow house which would never work in Rotterdam and The Hague, where the taste is for harder forms of dance." In preparation for its future plans, City FM will open a new studio in the trendy "Chill-Out" department of the Amsterdam department store De Bijenkorf on October 1.

Amsterdam's Identity

The typical Amsterdam quality also comes across on the regional public station Radio Noord-Holland, a full-service news/talk/soft-ACE station aimed at the 35 plus demo. Born of the now defunct Radio Stad Amsterdam, Radio Noord-Holland was a local station which has become regional. "In the beginning we lost some of our listeners in Amsterdam, admits managing director Huub Elzerman. "While there is something like an Amsterdam identity, there is no such a thing as a North Holland identity. Nobody feels strongly about the North Holland province, which is a very contrived entity. Luckily, Amsterdam is also the cultural capital of Holland, so everybody from north to south is focused on it anyway."

To improve its service to Amsterdam listeners, Radio Noord-Holland now provides a different version of its news programming on its Amsterdam frequencies. Elzerman claims that Amsterdammers are more interested in news and information than the population further north, which prefers more music. "News-orientated stations, including [national public station] Radio 1, have about a 30% market share in Amsterdam," he notes.

Peter Bartlema, head of music at Amsterdam FM, expects the bidding war for frequencies to start as soon as commercial local radio becomes legal in January. "It will be the return of adventurous radio," he predicts. "It will bring back the atmosphere of the early '80s when pirate radio was really big in this city."

From Pirate Roots

Indeed, many of Holland's current broadcasters can trace their roots back to the pirate radio scene. In the mid-'70s, the off-shore pirate station Radio Veronica was closed down by the Dutch government, later to become a pubcaster. In September last year, Veronica returned (legally) to the commercial sector to launch Hit Radio Veronica (EHR), cable-station Kink FM (alternative rock) and the ill-fated Veronica News Radio. The pirate connection continues, though—many of the DJs currently working on Hit Radio Veronica and Kink FM have a background in the Amsterdam pirate radio scene.

Veronica director of radio and television Unico Glorie was once one of the DJs on an early '80s Amsterdam pirate. Although Veronica's current stations are all national, he says the city is still something like an Amsterdam identity which is a very contrived entity. Luckily, Amsterdam is also the place to check out new talent.

Radio Noordzee Nationaal press officer Jerney Kaagman agrees that her station has taken over the national music role from the former pirates. "We have made a successful station out of this formula for the 25-55 demographic," she claims. "In the three biggest cities in Holland we are the market leader." She also claims that Radio Noordzee Nationaal is possible here.

Radio Noord-Holland DJ Jeroen Dirks interviews the Ricciotti Ensemble on Queen's Day (April 30) at Amsterdam's Noordermarkt.

stations like Radio Noordzee with predominantly national music now serve that end of the market sufficiently, I don't see any space there."

Radio Noordzee Nationaal press officer Jerney Kaagman agrees that her station has taken over the national music role from the former pirates. "We have made a successful station out of this formula for the 25-55 demographic," she claims. "In the three biggest cities in Holland we are the market leader." She also claims that Radio Noordzee Nationaal is possible here.

Germany

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Norway

Issue no. 41

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Booking deadline: September 25

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German

(German)

Spanish

Spanish

Norwegian

Norwegian
Pearl Jam Transcend Seattle Scene

by Thessa Moolij

AMSTERDAM - Pearl Jam was about to break up, some thought. All the signs were there: solo outings, production jobs, life insurance and generally evasive behaviour. But they only served to recharge batteries and find inspiration. Pearl Jam have worked their way up to a new level, mixing trademark guitar noise with hypnotic, repetitive tracks on their 4th album No Code. Working with Neil Young and Nusrat Fateh Ali Khan has obviously opened up their horizons to an endless sea of possibilities.

A good example is the first single Who You Are, which features low profile, but intricate guitar, a pulsating beat, zithers and Vedder's warm voice, which seems to have acquired an extra dimension. Wide horizons are tough to market to begin with, but since the band refuses to make videos, and only agrees to do a limited amount of promotion, most of the marketing will be focused on the upcoming European tour. Pearl Jam have excelled Europe since 1992. "They don't play by the rules," says Epic VP at Sony Music Entertainment Europe Martin Brem. "But that's challenging. Every marketeer in Europe has to think how he has to target this album. He can't do it by applying the usual day to day business." Brem himself has decided to run an MTV teaser campaign for the album launch on August 22. Five different spots will highlight its musical diversity, from the ballads to the heavier punk tracks. "Because we have a bigger marketing budget for Pearl Jam, we can show a wide range of people that this album has a lot to offer."

No College Radio

While there is talk of European TV performances—a live show in Istanbul is already confirmed—Epic Germany has chosen radio as its main marketing tool in a unique collaboration with Paul Reid of the London radio station ORF Fritz will have the exclusive rights to broadcast their November 3 show in Berlin live, while offering it to other German public radio stations via satellite. The main objective is to promote (alternative) rock on German radio. "We want to open up the German airwaves for alternative rock," explains marketing manager Willie Ehmann. "Radio Fritz is perfect for our goal, it has a young, alternative audience." Ehmann envisages Pearl Jam acquiring a new, older fan base with No Code. "If you understand Neil Young or the Band, you'll understand this album."

Musical Freedom

Epic France is currently looking for a radio network sponsor for the French tour dates. According to product manager Daniel Levy—who oversees the Pearl Jam campaign in the absence of his colleague Laurent Clery—three rock oriented networks like Fun, Skyrock and the Paris-based oui FM stations will be approached. "So far, Pearl Jam has sold 60,000 copies of each album without touring and radio exposure. With the November 7 show in Paris, we expect to reach gold status (100,000 copies). Although they have a solid fan base, we always missed the fact that the band never toured in France. Touring is the key for any band, which is not a radio act. The idea is to enter the charts high and quickly, which means Pearl Jam needs exposure. Laurent Clery has set up a big teaser street and retail campaign. Radio has to be aware how strong Pearl Jam is. They have sold so many millions of albums that they have gained musical freedom. You can see that in spin-off, like Three Fish, Satchel and Eddie's duet with Nusrat Fateh Ali Khan. This album is so diverse there must be a single on it for radio."

Life After Britpop: Reaping Rewards Of Patience

Holiday smash hits and Britpop hyped notwithstanding, artists require time and money to develop their potential. Terrorvision (EMI) and Ocean Colour Scene (MCA) are examples of acts for whom hard work works better than hype. Chris Marlowe reports from London.

Terrorvision On Tour

EMI are happy to take a long term view of Terrorvision. After working three singles off the UK quartet's third album Regular Urban Survivors, the band is now supporting Def Leppard live. "Def Leppard requested them," says EMI international marketing manager Myles Keller. "It's really good for us. The Def Leppard audience is a bit older than Terrorvision's audience, but when they walk on stage, you can tell those guys love being in rock & roll."

Terrorvision, Celebrity Hit List and the current single have all followed the band's previous hit Oblivion to UK radio but Keller admits that album sales of 120,000 could be better. "Up to Christmas I'd like to see the band virtually double that," he explains. Repackaging, remixing and other options are now being evaluated. Without disclosing specifics Keller offers, "We have to get more awareness with advertising. But I think it's down to hitting radio with Bad Actress, which is your big rock ballad."

Keller is certain that the songs are playable at European radio, as evidenced by Terrorvision's growing popularity in Spain, Italy, Scandinavia and especially Germany. Yet, he admits, 'I don't understand why Terrorvision isn't bigger than they are."

Terrorvision are now the established rock oriented networks like Fun, Skyrock and the Paris-based oui FM station. "So far, Pearl Jam has sold 60,000 copies of each album without touring and radio exposure. With the November 7 show in Paris, we expect to reach gold status (100,000 copies). Although they have a solid fan base, we always missed the fact that the band never toured in France. Touring is the key for any band, which is not a radio act. The idea is to enter the charts high and quickly, which means Pearl Jam needs exposure. Laurent Clery has set up a big teaser street and retail campaign. Radio has to be aware how strong Pearl Jam is. They have sold so many millions of albums that they have gained musical freedom. You can see that in spin-offs, like Three Fish, Satchel and Eddie's duet with Nusrat Fateh Ali Khan. This album is so diverse there must be a single on it for radio."

Terrorvision are the subject of a concerted awareness campaign. In fact, just the sort of thing a tour with Def Leppard is ideal for. Terrorvision are currently pressing on with their UK tour, and there will be more radio support. "We have radio mono and a homely drum shuffle, poetic lyrics demonstrating Vedder's newly found vocal depth."

Habit: Grungy b-track of current single. Fast, furious and Vedder in overdrive. The kids will love it.

Lukin: All hell breaks loose on this song, with the rhythm guitar picking up after the lead and a homely drum shuffle, poetic lyrics demonstrating Vedder's newly found vocal depth."

Mankind: They have must listen to a lot of old garage punk compilations before taking this fun detour with killer melodies. Definitely radio-friendly.
Singles

**BENJAMIN B.**

*Single Of The Week*

Cherry Blossom EP - Excelsior/MCA a/r PRODUCER: Frank Reijersberg

This Dutch trio has a strong international appeal with a distinct American flavour, slightly reminiscent of the Boston (see album of the week) and Minneapolis schools of alternative rock. What makes them unique is the combination of heavy guitar riffs and light hearted melodies (superman). The trio show off gorgeous harmonies in the acoustic dinosaur. Cherry Blossom will win hearts in alternative formats everywhere.

**SHERYL CROW**

If It Makes You So Happy - A&M r/ace/ehr

PRODUCER: Sheryl Crow

From the upcoming album Sheryl Crow, this slow churning rock track offers plenty of riffs, great R&B background vocals and that irresistible Chic touch.

**MAXWELL**

Ascension - Columbia ehr/d

PRODUCER: Musze

This mid-tempo groove fest has fun-loving raps, great R&B background vocals and that irresistible Chic touch.

**CB MILTON**

How Do I Know - Byte ace/ehr

PRODUCERS: Phil Wilde, Peter Bauwens

A surprising change of pace for the groove-oriented Milton, who presents his warm vocals in this perfect radio ballad from his How Do I Know album. A Hendrix type guitar and lush arrangements lurk in the background, but the real star is Milton's velvet voice.

**SONIC DREAM**

Don't Lose Your Magic - S + F ehr/d

PRODUCERS: M. Neto, D. Avari, F. Fraile

Eurotechno with a hint of dreamhouse—it's the perfect combination for EHR. This track has an up-tempo beat, sexy female vocals (Value Moon) and a dreamy synth sound.

**SUZANNE VEGA**

No Cheap Thrill - A&M ehr/ace/rt

PRODUCER: Mitchell Froom

Froom did a great job in diversifying Vega's folkie feel by introducing tempo changes, weird background stuff (his speciality) and providing a great base for her soft voice. Excellent mid-tempo track with plenty of radio appeal. From the upcoming album Nine Objects Of Desire (release: September 9).

**RICARDO DA FORCE**

Why? - FFRR/London ehr/d

PRODUCER: Dancin' Danny D.

Smooth, melodic R&B with a slice of hip hop, courtesy of Nile & Rodgers. This mid-tempo groove fest has fun-loving raps, great R&B background vocals and that irresistible Chic touch.

**THROWING MUSES**

Belle De Mascaras - A&M r/a/w/ace

PRODUCER: David Z

This Dutch trio has a strong international appeal with a distinct American flavour, slightly reminiscent of the Boston (see album of the week) and Minneapolis schools of alternative rock. What makes them unique is the combination of heavy guitar riffs and light hearted melodies (superman). The trio show off gorgeous harmonies in the acoustic dinosaur. Cherry Blossom will win hearts in alternative formats everywhere.

**MALDITA VECINDAD**

Paradise Lost - A&M ehr/ace/od

PRODUCER: Musze

This mid-tempo groove fest has fun-loving raps, great R&B background vocals and that irresistible Chic touch.

**RASHEED BALAMUDDIN**

Make A Stand - 4AD ehr/ace/rt

PRODUCER: Mike Shakespeare

A surprising change of pace for the groove-oriented Milton, who presents his warm vocals in this perfect radio ballad from his How Do I Know album. A Hendrix type guitar and lush arrangements lurk in the background, but the real star is Milton's velvet voice.

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**NEW EDITION**

Home Again - MCA ehr/d/ace

PRODUCERS: various

Most of the high quality R&B heard on EHR today is inspired by the talented '80s group, which spawned the stellar solo careers of Bobby Brown and Johnny Gill. This album is a powerful affirmation of their talent, of which the first single *Hit Me Off* is an impressive example. It combines a cool street feel with soulful harmonies and a deep groove. The EHR oriented highlight is *Something About You*, which is an even stronger combination of hip hop beats, velvet vocals and a lot of smouldering passion. *One More Day* is a great ACE ballad.

Albums

**ROSI FLORES**

A Honky Tonk Reprise - Rounder e/ace/ehr

PRODUCERS: various

Flores has always had mass appeal, but somehow never found her way to Nashville. Her hoarse, throaty voice is perfect for the genre, since country artists are in the business of transferring emotions to their audience. The reissue of Flores' willed 1987 debut album gives her another shot. She is just as comfortable in a fiery rockabilly track (*Heartbreak Train*) as in the tearjerker *God May Forgive You (But I Won't)*. The six extra tracks were meant for a previously unreleased album on Warner. Although featuring such hot shots as Albert Lee and Howie Epstein, they're a little on the tame side, but Flores fans will not want to miss them.

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Singles and albums featured in New Releases are listed alphabetically. Each record is recommended for format or programme suitability. Abbreviations used include: EHR (European Hit Radio), ACE (Adult Contemporary Europe), R (Rock), D (Dance), C (Country), J (Jazz), NAC (New Adult Contemporary), A (Alternative), W (World) and M (Metal). Please send your samples to Thessa van der Wulp, Music & Media, PO Box 9027, 1006 AA Amsterdam, The Netherlands.
**Market Place**

**BLUEASS BLUES BAND**

_Hooked on You - Sweet (CD) *(Sweden)*_

**PRODUCER:** BlueAss Blues Band

Country to popular belief; blues with a strong soul flavour is far from extinct. With a rough but sensitive approach, the band resembles the Fabulous Thunderbirds at their blistering best. Tasty originals such as **Two Sides Of The Story, She Belongs To Me and Washin' For My Baby** alongside standards such as Bill Withers' * Ain't No Sunshine* all receive a most inspired treatment. Contact Lee Roberts at tel: (+31) 573.451 022/14, fax: 573.451 072.

**DON CAMPBELL**

_Tell Me - Copasetic (UK)_

**PRODUCERS:** Marshall Dickson

With a self-penned slice of lovers rock, this acclaimed reggae artist returns to the scene with a bang. The track is traditional without being stale and thanks to a killer hook, it gets into your head for keeps. Contact Pete Flatt at tel: (+44) 171.727 3458; fax: 171.221 7240.

**LOS COROSAN**

_Gen-U-Ve Sounds - Tritone (CD) *(Spain)*_

**PRODUCER:** F.Pardo

Now that surf music is back in the limelight, a fast underscored by the return of Dick Dale and the emergence of new groups such as Holland's Treble Spankers (who happen to be quite popular in Spain by the way), it's not surprising that new outfits emerge. This quartet cleverly mixes Latin and even punk influences and thereby distinguishes itself from most comparable bands. Among the best tracks are **Supertubos, Corona Del Mar** and **Zeno Break.** Contact Olga De Bartolome at tel: (+34) 1.556 2400; fax: 1.556 0655.

**EGDON HEATH**

_Nebula - Cymbeline (CD) *(Holland)*_

**PRODUCER:** Tom Holkenborg

With their fourth full length album these six agronomic rockers celebrate their 15th anniversary in the same lineup. By now, their sound has matured considerably, but it hasn't gone stale by any means. Muscular but melodic rockers such as **Hail To Your Heart and Head In The Sand** represent the tough side of the band while tunes like the complex **As Ripple Would Say** and **Dead Meat** reflect a very different side of this commendable outfit. Contact Willebrord Elsing at tel: (+31) 10.512 0159, fax: 10.511 6813.

**MIKE EMELAI**

_I Like What Yo Do - Talking Music *(Sweden)*_

**PRODUCERS:** Rico & Bear

Afro-house is the best way to describe this cheerful tune, somewhat reminiscent of the Special A.K.A.'s * Fela Nelson Mandela. Not only is the Nigerian/Swedish singer a fine performer, he's a skilled composer too. Check out the remixes. Contact Leif Cederfors at tel: (+46) 8.351 396, fax: 8.618 0055.

**HUMANITY**

_Ballads Ballo - New Music (Italy)_

**PRODUCERS:** Roso/Ceramicol/Landro

Now that the rapidly increasing interest in Latin flavoured house music has also hit the Italian shores, it's hardly surprising that new local exploiters are trying their hand at it. In this case the results are quite striking, and the record has already generated considerable (club) interest at home. This track urgently deserves attention elsewhere and the remixes are most definitely an added bonus. Contact Pippo Landro at tel: (+39) 2.540 0134/56 fax: 2.564 1090.

**PAPAYA**

_Bubblebeat - NMC *(Israel)_

**PRODUCER:** Moshe Morad

Protected by pulsating synthesizers in a Giorgio Moroder vein, this sparse housetrack moves along gracefully. The bare-bones approach to the production allows a strong melody to shine. Contact Moshe Morad at tel: (+972) 3.559 7888; fax: 3.556 8880.

**WILD ONIONS**

_The Horse - VAN (Holland)_

**PRODUCERS:** Wild Onions

Clearly inspired by Booker T & The MG's, this outfit combines dancebeats with R&B flavoured Hammond organ parts. The song itself was originally popularised by Cliff Nobles & Co in 1975, and this version brings it up to date without sacrificing the song's original flavour. Contact William Highton at tel: (+31) 70.360 0306; fax: 70.356 3300.

**Dance Grooves**

_by Maria Jimenez_

**COMMERCIAL CLUB CROSSOVERS:**

_Rachel Aubrun (half of The Candy Girls) demonstrates her A&R and mixing skills on her new collection Out Of Her Box (Feverpitch) which focuses on club comercial crossover releases. Slamm!, uplifting and driving, sexy harmonics in a fast, sharp, progressive mix. Highlights include top remixed versions of Happy Clappers Can't Help It, Subliminal Cuts Le Vie Le Soleil, DJ Kalpa's Party Groove, Cool Jack's Just Come, and Scot Projects U (I Got A Feeling). Tel: (+44) 171 605 5000, fax: 605 5131.

**IN THE VALLEY OF DANCE:**

On August 10, the Dance Valley festival outside of Amsterdam, made approximately 13,000 house and techno fans forgot the disappointing weather and enjoyed the 150 acts filled with music. International DJs and artists who delivered highly respectable sets included Miss Diaz, John & Kenny, Manno, Gayle San, Tom Harding, Dimitri, Estatic, Chao, Eric Nouhan, 100% Isis and The Liberators.

Another successful event, check out the CD on Mazzo Music, Contact Dance Valley, tel: (+31) 20 627 5555, Mazzo Music tel: (+31) 20 627 3730, fax: 626 3382.

**RIZZIKOOL FUNKY:**

_The Old Skool Funkies Pick Up The Pieces *(Style de Mecanique)* remakes an accessible new commercial rap/vocal track. Included on the release are 2 highly funky original tracks, Keepin' It Funky and OSJ. Both are warm instrumental blends smoothing rhythms and charm from soul, disco, funk and jazz. Contact: 36/36 Caxton Way, Watford, Herts. WD1 8UF UK.

**CATCHY UPTEMPO HOUSE:**

_Storming the charts of Holland is Body Heat's new houser Gonna Make U Feel Good *(Steady Beat Records)*. Produced by Mohan Gielan and Sven Maes deliver galloping rhytoms and admirable dub mixes, highlighted by the Floating Club Mix. Atlantic Ocean's Remi vs Weydon adds a couple of lively and deep remixes too. Tel: (+31) 40 246 36 15, fax: 243 6505.

**ALL SIDES OF HOUSE:**

_The expressive, distant feeling in Ofra Haza's voice lends itself properly to the newest in commercial dance trends, dream house, on her new release of Love Song *(Logic)*. Served up with remixes from Acquaviva, Levent and Dr. Lunatic, this track is versatile in its playability from hard house, techno and tribal sets. Also available on Logic is Ofra Haza's house soundtrack The Zone's Bring Me Back (Logic), an uplifting commercial house track with remixes from Morel and Pump Frenetic. Tel: (+44) 171 434 2193, fax: 287 2988.

="Dance Grooves* provides dance tips and news for radio programmers on a weekly basis.

**Short Takes**

Compiled by Raul Cairo

*The first release on Bob Dylan's own label Egyptian Records, which will be distributed by Columbia will be The Songs Of Jimmy Rogers A Tribute Album. Among the participants are Dylan himself, Bono, Steve Earle, Dwight Yoakam and Mary Chapin Carpenter. His own records will continue to be released by Columbia.*

*Three and a half years after the critically acclaimed Undertow, LaBelle's new album Tall, for not released by Columbia. *

*The Aphex Twin has remixed a song by Mike Flowers Pops. The single Freebase will appear on Lo Recordings.*

*Nirvana's new Columbia album, which is scheduled for release in September has been put back until at least November. Whether this has something to do with the band and their longtime manager Tim Collins parting ways remains unclear.*

*Morrisey has signed a global multi album deal with Mercury.*

*Following the death of keyboardist Rob Collins in a car accident, UK indie rockers the Charlatans have announced they plan to stay together. The band returns to the studio in October to finish an album for Heggars Banquet, of which 75% was finished before Collins 'unintentionally' died. A new single and video called One To Another will be released August 26.*

*The new Pet Shop Boys album Bilingual will be released September 18. The Sun's Murray of Smiths and Electronic fame plays guitar on a couple of tracks.*

*Although they have only released one full-length album, L.A. punk band the Germs are deemed sufficiently by the alternative rock community that many big names are among the 69 participants on The Germs Tribute: A Small Circle Of Friends (Grass), to be for example, The Too Fighters, Flea, Red Hot Chili Peppers, Courteney Love (Hole) and Dave Navarro (Piero For Pyros). To be released August 27.*

*Rhino's Movie Music is to release the soundtrack from Michelangelo Antonioni's Blow Up. Among the songs included is On the Terminal from the Yardbirds, a long-sought collectors item and two songs by Tomorrow (featuring Steve Howe of Yes on guitar).*

*Bassist Jennifer Finch has left all female garage band The Sheep instead of the college. The band is recording a new studio album, provisionally titled The Beauty Process - Triple Platinum to be released by Reprise early next year.*

"Short Takes* offers new release and artist information for on-air use.
## Eurochart Hot 100® Singles

**Week 34/96**

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### EU National Sales

#### Top National Sellers

**Germany**

1. **Fugees** - Killing Me Softly (EMI)
2. **Kelly Family** - I Can't Help Myself (EMI)
3. **Fugees** - People Get Ready (Warner)
4. **Faithless** - Insomnia (Intersound)
5. **B.B. & Seven Days & One Week** - Happy Life (Mercury)
6. **Peter Andre** - Mystery Girl (Music For Nations/EMI)
7. **Fugees** - Killing Me Softly (S, M, L & All That Jive)
8. **Food's In The Kool Aid** - Don't Mess With The Professors (RCA)
9. **Eros Ramazzotti** - Dove CE Musica (BMG)
10. **R & B** - Baby Don't Go (Virgin)

**France**

1. **Fugees** - Killing Me Softly (BMG)
2. **Carrichopico** - Tri - Tri Bin (BMG)
3. **Bob Sinclar** - Feel The Love (BMG)
4. **Fugees** - Killing Me Softly (S, M, L & All That Jive)
5. **Michael Fairweather** - Love & The Bally (S, M, L & All That Jive)
6. **Manacar Moreno** - Spanish Little Life (A&M)
7. **Alain Morissette** - Dove CE Musica (BMG)
8. **Los Del Rio** - Macarena (Warner)
9. **Eros Ramazzotti** - Dove CE Musica (BMG)
10. **Eros Ramazzotti** - Dove CE Musica (BMG)

**Spain**

1. **Fugees** - Killing Me Softly (BMG)
2. **Party Animals** - Aquarius (Polydor)
3. **Peter Andre** - Mystery Girl (Music For Nations/EMI)
4. **Kelly Family** - Over The Hump (Sony)
5. **Fugees** - Killing Me Softly (S, M, L & All That Jive)
6. **Fugees** - Killing Me Softly (S, M, L & All That Jive)
7. **Los Del Rio** - Macarena (Warner)
8. **R & B** - Baby Don't Go (Virgin)
9. **Eros Ramazzotti** - Dove CE Musica (BMG)
10. **Los Del Rio** - Macarena (Warner)

**Belgium**

1. **Fugees** - Killing Me Softly (BMG)
2. **Los Del Rio** - Macarena (Warner)
3. **Paradise** - Bailando (Ricordi)
4. **Carrichopico** - Tri - Tri Bin (BMG)
5. **Eros Ramazzotti** - Dove CE Musica (BMG)
6. **Kelly Family** - I Can't Help Myself (EMI)
7. **Manacar Moreno** - Spanish Little Life (A&M)
8. **Eros Ramazzotti** - Dove CE Musica (BMG)
9. **Los Del Rio** - Macarena (Warner)
10. **Eros Ramazzotti** - Dove CE Musica (BMG)

**Ireland**

1. **Fugees** - Killing Me Softly (BMG)
2. **Tony Hadley** - Don't Let The Sun Go Down (EMI)
3. **Los Del Rio** - Macarena (Warner)
4. **George Michael** - Older (EMI)
5. **Peter Andre** - Mystery Girl (Music For Nations/EMI)
6. **Robbie Williams** - Freedom (Virgin)
7. **Eros Ramazzotti** - Dove CE Musica (BMG)
8. **Kelly Family** - Over The Hump (Sony)
9. **Fugees** - Killing Me Softly (S, M, L & All That Jive)
10. **Fugees** - Killing Me Softly (S, M, L & All That Jive)

**United Kingdom**

1. **Spice Girls** - Wannabe (Virgin)
2. **Los Del Rio** - Macarena (Warner)
3. **Spice Girls** - Wannabe (Virgin)
4. **Bryan Adams** - Big Me (EMI)
5. **Spice Girls** - Wannabe (Virgin)
6. **Spice Girls** - Wannabe (Virgin)
7. **Spice Girls** - Wannabe (Virgin)
8. **Spice Girls** - Wannabe (Virgin)
9. **Spice Girls** - Wannabe (Virgin)
10. **Spice Girls** - Wannabe (Virgin)

**Sweden**

1. **Fugees** - Killing Me Softly (BMG)
2. **Los Del Rio** - Macarena (Warner)
3. **Paradise** - Bailando (Ricordi)
4. **Carrichopico** - Tri - Tri Bin (BMG)
5. **Alain Morissette** - Dove Little Life (Warner)
6. **Bette Miller** - Experience The Devote (Warner)
7. **Kelly Family** - I Can't Help Myself (EMI)
8. **Fugees** - Killing Me Softly (S, M, L & All That Jive)
9. **R & B** - Baby Don't Go (Virgin)
10. **Eros Ramazzotti** - Dove CE Musica (BMG)

**Italy**

1. **Fugees** - Killing Me Softly (BMG)
2. **Los Del Rio** - Macarena (Warner)
3. **Paradise** - Bailando (Ricordi)
4. **Carrichopico** - Tri - Tri Bin (BMG)
5. **Eros Ramazzotti** - Dove CE Musica (BMG)
6. **Kelly Family** - Over The Hump (Sony)
7. **Fugees** - Killing Me Softly (S, M, L & All That Jive)
8. **Eros Ramazzotti** - Dove CE Musica (BMG)
9. **Fugees** - Killing Me Softly (S, M, L & All That Jive)
10. **Fugees** - Killing Me Softly (S, M, L & All That Jive)

**Norway**

1. **Fugees** - Killing Me Softly (BMG)
2. **Los Del Rio** - Macarena (Warner)
3. **Los Del Rio** - Macarena (Warner)
4. **Los Del Rio** - Macarena (Warner)
5. **Los Del Rio** - Macarena (Warner)
6. **Los Del Rio** - Macarena (Warner)
7. **Los Del Rio** - Macarena (Warner)
8. **Los Del Rio** - Macarena (Warner)
9. **Los Del Rio** - Macarena (Warner)
10. **Los Del Rio** - Macarena (Warner)

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This list includes the top sellers in various countries for the week ending August 24, 1996, showcasing a range of popular music genres and artists.
Oasis
Back In Anger (8). It's likely that the worldwide broadcasting of Oasis's live performance from Knebworth to 26 countries has boosted (What's The Story)...upward movement in seven national countdowns and made it re-enter in two other lists (Norway/Holland), resulting in a 36.4% increase in chart points.

Alanis Morissette's debut album Jagged Little Pill (Maverick/Sire) regains pole position in the Top 100 Albums. The record is twice winner of the Sales Breaker award when it reigned the European Top 100 Albums. In its Story) Morning Glory (Creation), is this week's winner of the Sales Breaker award. The best charting album of the first half of 1996, Oasis with (What's The Story)...

The Eurochart A/Z Indexes

<table>
<thead>
<tr>
<th>HOT 100 SINGLES</th>
<th>TOP 100 ALBUMS</th>
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<tbody>
<tr>
<td>Artist/Title</td>
<td>Label</td>
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<tr>
<td>Oasis</td>
<td>Creation</td>
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<td>Morning Glory</td>
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<td>Definitely</td>
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<td>What's The Story</td>
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<td>Don't Look</td>
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<td>Chantam SuperNova</td>
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<td>Joining</td>
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<td>The Day</td>
<td>Virgin</td>
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<td>It (6)</td>
<td>Atlantic</td>
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<td>You're Makin' Me</td>
<td>Atlantic</td>
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<td>High Speed</td>
<td>Atlantic</td>
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<td>I Can't Sleep Baby</td>
<td>Atlantic</td>
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<td>Theme From Mission: Impossible (Mother/Polydor)</td>
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The USA Billboard Top 25 Singles

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<th>Article/Title</th>
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<td>1</td>
<td>1</td>
<td>Los Del Rio - Masarena</td>
<td>RCA</td>
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<td>2</td>
<td>2</td>
<td>Donna Lewis - I Love You Always Forever</td>
<td>Atlantic</td>
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<td>3</td>
<td>3</td>
<td>LL Cool J - Lovin'</td>
<td>Def Jam</td>
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<td>4</td>
<td>4</td>
<td>Keith Sweat - Twisted</td>
<td>Elektra</td>
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<td>5</td>
<td>5</td>
<td>Quad City DJ's - C'mon N' Ride It</td>
<td>QuadraSound</td>
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<td>6</td>
<td>6</td>
<td>Toni Braxton - You're Makin' Me High</td>
<td>LaFace</td>
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<td>7</td>
<td>7</td>
<td>Eric Clapton - Change The World</td>
<td>Reprise</td>
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<td>8</td>
<td>8</td>
<td>R. Kelly - I Can't Sleep Baby</td>
<td>(Bad Boy)</td>
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<td>9</td>
<td>9</td>
<td>2 Pac feat. Dr. Dre - How Do U Want It</td>
<td>(Dettrow)</td>
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<td>10</td>
<td>10</td>
<td>Tracy Chapman - Give Me One Reason</td>
<td>Elektra</td>
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<td>11</td>
<td>11</td>
<td>Alanis Morissette - You Learn You Oughta Know</td>
<td>Maverick</td>
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<td>12</td>
<td>12</td>
<td>Jewel - Who Will Save Your Soul</td>
<td>Atlantic</td>
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<td>13</td>
<td>13</td>
<td>Outkast - Elevators (Me &amp; You)</td>
<td>(Bad Boy)</td>
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<td>14</td>
<td>14</td>
<td>Celine Dion - It's All Coming Back To Me</td>
<td>(BMG Music)</td>
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<td>15</td>
<td>15</td>
<td>Dishwalla - Counting Blue Cars</td>
<td>(BMG Music)</td>
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<td>16</td>
<td>16</td>
<td>112 Featuring The Notorious B.I.G. - Only You</td>
<td>(Bad Boy)</td>
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<td>17</td>
<td>17</td>
<td>No Mercy - Where Do You Go</td>
<td>(BMG Music)</td>
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<td>18</td>
<td>18</td>
<td>Jann Arden - Insensitive</td>
<td>(BMG Music)</td>
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<td>19</td>
<td>19</td>
<td>Total - Kissin' You</td>
<td>(BMG Music)</td>
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<td>20</td>
<td>20</td>
<td>Monica - Why I Love You So Much</td>
<td>(BMG Music)</td>
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<td>21</td>
<td>21</td>
<td>Maxi Priest feat. Shaggy - That Girl</td>
<td>(Virgin)</td>
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<td>22</td>
<td>22</td>
<td>Mariah Carey - Always Be My Baby</td>
<td>(Virgin)</td>
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<tr>
<td>23</td>
<td>23</td>
<td>Celine Dion - Because You Loved Me</td>
<td>(Virgin)</td>
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<td>24</td>
<td>24</td>
<td>Alanis Morissette - Ironic</td>
<td>(Virgin)</td>
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<tr>
<td>25</td>
<td>25</td>
<td>Natalie Merchant - Jealousy</td>
<td>(Virgin)</td>
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The Adult Contemporary Europe Top 25

<table>
<thead>
<tr>
<th>LW</th>
<th>TW</th>
<th>Article/Title</th>
<th>Label</th>
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<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>FUGUE/KILLING ME SOFTLY (REFUGUE/SMOGLA)</td>
<td>(EDM/SKEM)</td>
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<tr>
<td>2</td>
<td>2</td>
<td>Maxi Priest feat. Shaggy/That Girl (Virgin)</td>
<td>(BMG Music)</td>
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<tr>
<td>3</td>
<td>3</td>
<td>Toni Braxton - You're Makin' Me High (LaFace/Atlantic)</td>
<td>(BMG Music)</td>
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<tr>
<td>4</td>
<td>4</td>
<td>Symbol/Dinner With Dailes (NPG/Warner Brothers)</td>
<td>(BMG Music)</td>
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<td>5</td>
<td>5</td>
<td>Pato Banton &amp; The Revolution Reggae/Groove (I.R.S.)</td>
<td>(BMG Music)</td>
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<td>6</td>
<td>6</td>
<td>Inner Circle/Da Bomb (WEA)</td>
<td>(WEA)</td>
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<td>7</td>
<td>7</td>
<td>Backstreet Boys Get Down (Jive)</td>
<td>(BMG Music)</td>
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<td>8</td>
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<td>Robert Miles /Pulse (DBX/Discomagic)</td>
<td>(BMG Music)</td>
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<td>9</td>
<td>9</td>
<td>Mark Morrison/Return Of The Mack (WEA)</td>
<td>(BMG Music)</td>
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<td>10</td>
<td>10</td>
<td>Mr. President/Coo Jambo (WEA)</td>
<td>(BMG Music)</td>
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<td>11</td>
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<td>Electronic/Forbidden City</td>
<td>(BMG Music)</td>
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<td>12</td>
<td>12</td>
<td>Culture Beat/Take Me Away (Underworld/MCA)</td>
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<td>13</td>
<td>13</td>
<td>Captain Jack/Soldier, Soldier (EMI)</td>
<td>(BMG Music)</td>
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<td>14</td>
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<td>Umbro/Sunshine (Limbos/Potino)</td>
<td>(BMG Music)</td>
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<td>15</td>
<td>15</td>
<td>NE New Edition/Hit Me Off (MCA)</td>
<td>(BMG Music)</td>
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<tr>
<td>16</td>
<td>16</td>
<td>NE Tony Rich Project/Me And You (LaFace/Arista)</td>
<td>(BMG Music)</td>
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<tr>
<td>17</td>
<td>17</td>
<td>Gabrielle/Forget About The World (Gol Beat)</td>
<td>(BMG Music)</td>
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<td>18</td>
<td>18</td>
<td>Spar feat. EK &amp; A'Joy/How You Want It (Rainmaker)</td>
<td>(BMG Music)</td>
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<tr>
<td>19</td>
<td>19</td>
<td>B 1 Be feat. If, The Bad, The Meanest (LaFace)</td>
<td>(BMG Music)</td>
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<td>20</td>
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<td>Todd Terry/Keep On Jumpin (Manifesto)</td>
<td>(BMG Music)</td>
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<td>21</td>
<td>21</td>
<td>Big Beat System/Presh (Blow Up)</td>
<td>(BMG Music)</td>
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<tr>
<td>22</td>
<td>22</td>
<td>Tony Rich Project/Nobody Knows (LaFace/Arista)</td>
<td>(BMG Music)</td>
</tr>
</tbody>
</table>

The Adult Contemporary Europe (ACE) Top 25 is based on a weighted scoring system. It is compiled on the basis of playlists of European stations programming soft rock music for 15-30 years olds, filtered or specific deparments. © BPI Communications SV.

The European Alternative Rock Radio (EARR) Top 25 is based on a weighted scoring system. It is compiled on the basis of playlists of European stations programming alternative rock music for 15-30 years olds, filtered or specific deparments. © BPI Communications SV.

The European Dance Radio (EDR) Top 25 is based on a weighted scoring system. It is compiled on the basis of playlists of European stations programming dance music for 15-30 years olds, filtered or specific deparments. © BPI Communications SV.

The USA Billboard Top 25 Singles is based on a weighted scoring system. It is compiled on the basis of playlists of American stations programming soft rock music for 15-30 years olds, filtered or specific deparments. © BPI Communications SV.

The Adult Contemporary Europe (ACE) Top 25 is based on a weighted scoring system. It is compiled on the basis of playlists of European stations programming soft rock music for 15-30 years olds, filtered or specific deparments. © BPI Communications SV.
Small market stations have at least a moderate level of retail influence; larger stations in this group may have a low level of retail influence.

Radio Association) are based 100% on airplay reported each week by M&M’s reporter team. Participating stations are... “Gold,” “Silver” or “Bronze” stations based on the following criteria: market population, location, weekly reach...
AUSTRIA

Bulgarian Radio (BRTN) Brussels P

Belgium

Bogdan Reside - Head Of Music

EHR

AUSTRIA

Playliat Additions:

Marc Francart/Pierre Dubois - HOM

RADIO 21/Brussels P

by Monday at 13.00 h. CET.

in Furs- Excellenci

Bruce Springet- Missing

Alexia- Summer Is Crazy

Sparldebonte Rainmaker

Scorpions- Does Mother Know

Pet Shop Boys- Se A Vida

Tina Turner- On Silent Wings

Alisha's Attic- I Am I Feel

OMD- Walking On The Milky Way

New Edition: ID To Viva- Stand-Up Track.

Estonia

Estonian Broadcasting Union (EBU)

Lars Hylde- "Estonian Rock"

Randy McGowen - Music Director

Power Play songs are printed, whether they are

Power Play: "AL." Within each country,

Playliat Additions:

DIV Art- Sweet Relief

Sparldebonte Rainmaker

Scorpions- Does Mother Know

Pet Shop Boys- Se A Vida

Tina Turner- On Silent Wings

Alisha's Attic- I Am I Feel

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Randy McGowen - Music Director

Power Play songs are printed, whether they are

Power Play: "AL." Within each country,
The list of songs and artists旋转如下，包括但不限于:

- Radio 4
- Luxembourg
- Dance/Warsaw
- Play-list Additions:
  - Black Rain
  - Alialm's Attic - I Am I Feel
  - On.A - Krzyce
  - Varies Manx - Ten Sen
  - Gary Barlow - Forever
  - New Salem Witch
  - Houten.
  - Unnatural Blonde
  - Bins Sherman - Solid As A Rack
  - Poe - Hello
  - Olive - Miracle
  - Faithless - Insomnia
  - Pete Droge - Mr. Jade
  - Cardigans - Love Fool
  - Alisha's Attic - I Am I Feel
  - Com - Forgiven Not Forgotten
  - Dodgy - Good Enough
  - D. Sound - Real Name
  - Cardigans - Love Fool
  - Amber - This Is
  - Worlds Apart - Juet Say I
  - Umboza - Sunshine
  - Scarlet - Bad Girl
  - Bryan Adams - Let's Make A Night

The new single out now

---

- Radio ESKA
- Wroclaw/G
- Play-list Additions:
  - ERR
  - Piotr Metz - Head Of Music
  - Ex - It - Body Talk
  - Pearl Jam - Who You Are
  - Dave Matthews - So Much To Say
  - Boo Medleys - Whets In The Box
  - F.N. Schabuf - Gole Baby
  - Afghan Whigs - Going To Town
  - Pete Droge - Mr. Jade
  - Kelly Family - I Can't Help Myself
  - East 17 - Someone To Love
  - Pearl Jam - Who You Are
  - Octopus - Your Smile

---

- Power Play:
  - Jacek Fudale - DJ/Producer

---

- Radio Zachoda
- Elona Gore G
- Power Play:
  - Ace
  - Jacek Hopfer - Head Of Music
  - Lionroek - Fire Up The Shoesaw
  - Yokashin - Shake Down
  - Inner Circle - Da Bomb
  - Sensory Overload - Good Enough
  - Boye Morsell - Solo Se Vive
  - Leila K - C'mon Now

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- Radio Modern
- St. Petersburg
- Power Play:
  - Derek Krywult - Head Of Music

---

- Radio Megapol
- Stockholm
- Power Play:
  - Mundy - To Il I Bestow

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- Radio City Maribor
- Maribor
- Power Play:
  - Pau I Perko - Head Of Music

---

- Radio Modern
- St. Petersburg
- Power Play:
  - Ace

---

- Radio FM 104.3
- Linkoping
- Power Play:
  - Robert Sehlberg - Music Director

---

- Radio Stockholm
- Stockholm
- Power Play:
  - Sveriges Radio P3: Nesta

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- Radio City Maribor
- Maribor
- Power Play:
  - Pau I Perko - Head Of Music

---

- Radio Modern
- St. Petersburg
- Power Play:
  - Ace

---

- Radio ABC
- Szczecin
- Power Play:
  - EHR

---

- Radio Zachoda
- Elona Gore G
- Power Play:
  - Ace

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- Radio Modern
- St. Petersburg
- Power Play:
  - Ace

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- Radio Zachoda
- Elona Gore G
- Power Play:
  - Ace

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- Radio Modern
- St. Petersburg
- Power Play:
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- Radio Modern
- St. Petersburg
- Power Play:
  - Ace
UK Competition Heats Up

by Mike McGeeveer, broadcasting editor for Music Monitor

LONDON - The Radio Joint Audience Research (RAJR) results for the second quarter of 1996 reveal that listeners tuned in to radio for less time from April 1 to June 30 than they did in the first quarter of last year, or in the first quarter of 1996. Total listening in the latest RAJR survey tumbled to a little more than 583.3 million hours, a deficit of more than 53.8 million hours compared to the first quarter of this year.

Compared to a year ago, overall listening is down by nearly 32 million hours. Commercial radio lost 11.4 million hours, leaving its listeners with 40.2 million total hours during the last survey period from the previous quarter, nearly 24.1 million of those were lost from national network radio, and shows a year-on-year decline of 3.1 million hours.

The statistics show that commercial radio has again nosed ahead of the BBC's share of UK radio listening. According to the new figures commercial radio has a 49.3% share of listening in the country, up slightly from the first quarter of the year. Over the past two years the industry has seen BBC and commercial radio both fluctuating near the 50% mark.

"We've [commercial radio] got a real marketing task on our hands," says Paul Brown, executive director of the Commercial Radio Companies Association. He continues, "Competition for radio audience does still remain intense and we are pleased that commercial radio is holding its own."

Sue Farr, head of marketing for BBC Network Radio concurs with Brown, adding that not only do broadcasters have to compete with other industries but also in a larger market. She says, "We have a market which is mature. Over the past ten years, 30 additional local commercial services and one new national service have been launched. It makes this market saturation, each point won or lost will be hard fought."

Top UK Radio Stations (% share of listening)

| Station (format)          | Q3 96 | Q2 96 | +/−%
|---------------------------|-------|-------|-----
| Local/regional commercial | 37.3  | 38.4  | +1.1 |
| BBC Radio 1 (EHR)         | 12.7  | 12.8  | +0.1 |
| BBC Radio 2 (MOR)         | 12.2  | 12.2  | 0    |
| Classic FM (classic)      | 10.5  | 10.5  | 0    |
| Local/regional (various)  | 9.4   | 9.4   | 0    |
| Classic FM (classical)    | 3.1   | 3.1   | 0    |
| Virgin Radio* (ACCE/Rock)| 3.0   | 3.0   | 0    |
| Atlantic 252 (EHR)        | 2.9   | 2.9   | 0    |
| Classic FM (talking)      | 1.9   | 1.9   | 0    |
| Virgin Radio 3 (classical)| 0.9   | 0.9   | 0    |

*Excludes London FM service
Source: RAJR/RSI.

Pearl Jam On-Air continued from page 1

Broadcasting concerts live is not a new phenomenon, but Ehmann expects this to be "a real event because Pearl Jam have never done anything like it before." The band hasn't done an extensive European tour since 1992 and they won't make any videos to promote their new album No Code (Epic). Promotion will be limited to a small number of phoners, TV appearances and the October/November tour, which will take them to 14 countries.

According to Radio Fritz programme director/head of music Helmut Lehnhert, "We were asked to do this because Eddie Vedder is a DJ for a New York pirate station. He is worried about the lack of rock music on European radio. We are the only German station who play hard stuff." Ehmann adds, "Radio Fritz is perfect for this with its young alternative audience. We want to show programmers that the younger generation listens to alternative music, besides pop or dance."

Radio Fritz is currently approaching other ARD affiliates such as WDR Eins Live, NDR 2, SWF, Radio Bremen. Other unconfirmed plans are to broadcast the show in territories where Pearl Jam is not playing. "No editing or recording is allowed as stations are expected to broadcast the show live in its entirety, and the set-up is not commercial. According to Ehmann, "Fees are not being mentioned. Everybody covers their own expenses."

Virgin, Piranha Combine For Fat Fish

Virgin Schallplatten GmbH and Piranha Media have decided to join forces and create the new label Fat Fish Records. The first release will be the compilation Piranha - Music That Bites. Pictured (l-r): Virgin Schallplatten GmbH managing director Udo Lange; Piranha Media managing director Alexander Lachter; Piranha Media business affairs Juri Orda and Virgin Schallplatten GmbH A&Rs manager Stephan Mattner.

French Sales continued from page 1

It is now outselling international repertoire for the first time in four years. The growth of French repertoire is even more impressive at +70% for singles. According to the French Phonographic Industry Federation (IFPI), the French market has seen BBC and commercial radio both fluctuating near the 50% mark.

The main feature of the overall decline has been a drop in cassette sales, which at a total of 8 million, sold 2.5 million units less than in 1995, resulting in losses of FFr154 million (approx. US$30 million) for the industry. Even if CD singles have boomed (3.1 million units up on 1995's figure of 13.1 million for the first half of 1996), the growth in volume doesn't compensate for lower cassette sales. Total CD sales remain stable at 42.6 million units.

German Sales continued from page 1

IFPI members supplied 23 million CD-singles to the retail sector in the first half of the year. IFPI believes the CD-single has established itself as the "medium for young listeners and fast followers." Domestic artists with strong single releases over the period were Pools Garden, Tic Tac Toe and Captain Jack. Prominent international acts are the work of Robert Miles and the Fugues.

Sales of TV-advertised product have risen 16% to 16.8 million units or a fifth of total CD sales. IFPI comments, "Intensified marketing and advertising are essential for the success of individual releases in an increasingly difficult music market."
### TIE BREAKERS

In the case of a tie, songs are listed by new adds.

Asterisks indicate new entries in Chartbound.

### THE EHR "CHARTBOUND" CHART

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.

- Bruce Springsteen/Missing*
- Tony Rich Project/Like A Woman
- Kelly Family/I Can't Help Myself'
- Vanessa Williams/Where Do We Go From Here
- Tom Petty & The Heartbreakers/Walls (Warner Brothers)
- Captain Jack/Soldier, Soldier
- Kula Shaker/Tattva

Contemporary music fulltime or during specific dayparts. Stations are weighted by market size and by the number of hours per week committed to the format.

### CHARTBOUND

<table>
<thead>
<tr>
<th>Artist/Title</th>
<th>Original Label</th>
<th>New Add</th>
</tr>
</thead>
<tbody>
<tr>
<td>George Michael/Spinning The Wheel</td>
<td>(Virgin)</td>
<td>42 13</td>
</tr>
</tbody>
</table>

### EHR Top 40 Commentaries

**Airplay Action**

EHR Top 40 commentary by Pieter Kops

*After a five-week chart reign, the Fugees’ version of* Lovers & ... *Killing Me Softly With His Song* (covered by Roberta Flack the following year), has had to make way for a new chart-topper—

**Woman.** It is the second time that Neneh Cherry’s name appears at the EHR pole position, following the 1994 duet with Youssou N’Dour, 7 Seconds, which topped the chart for seven consecutive weeks. Woman has hit number 1 during its sixth charting week, while its roster has mounted to 95 stations in 23 countries. The single’s triumphant move is due to seven new adds in five of these countries, including gold-ranked stations in Denmark, Norway, and Poland. Its EHR penetration is currently highest in the UK (88%), Holland (83%) and Norway (80%). It is, however, the chart’s middle-section—roughly positions 15-25—where most of this week’s action takes place. At number 17, for instance, Alanis Morissette’s Head Over Feet has landed this week’s highest number of adds on the format—22 first-time reports. Particularly in Poland, Holland and Norway, Morissette’s new single has gained ground this week.

At number 21, on the other hand, George Michael’s new single Spinning The Wheel can be found, decorated with the Radio Active award. The single features a conductor on 42 stations in 16 countries during its second charting week. As yet, the UK and Denmark stand out as the single’s best supporters (58-76% penetration). When including Michael’s collaborations with Queen and Elton John, Spinning The Wheel is his ninth hit on EHR since the inception of the chart in December 1990. No fewer than five times the UK pop celebrity has hit the format’s top spot—Freedom (1991, three weeks at number 1), Thank You (1992, two weeks), I’m Gonna Be (500 Miles, one week), Jeepers Creepers (1993, two weeks) and Fast Love (1995, six weeks). Somewhat further down the chart, at numbers 24 and 25, this week’s highest new entries show up. Suede enters at 24 with Trash, the lead single from the band’s third album Coming Up, due out September 2. The typically Suede song, reviewed in our July 20 issue, is backed by 41 stations in 15 countries. Spain, Denmark, Norway and Poland lead the list with penetration ratios of 48-52%. Suede has only once before had a one-week appearance on this chart—with The Wild Ones (1994, position: 40).

For US R&B trio 3T (the name is a pun on the Jackson brothers’ common initial)—Why is the third EHR hit. It was preceded earlier this year by Anything (peak: 6) and 24/7 (peak: 33). The mid-tempo ballad that now enters at number 25—a duet with the boys’ Michael Jackson—is the third single to be taken from 3T’s debut album Brotherhood. At present, the song’s roster encompasses 10 countries. Holland leads the pack (100% penetration) and the UK and Denmark follow suit (75-76%).

### MOST ADDED

<table>
<thead>
<tr>
<th>Artist/Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alanis Morissette/Head Over Feet</td>
<td>(Virgin)</td>
</tr>
<tr>
<td>Alisha’s Attic/I Am I Feel</td>
<td>(Sire)</td>
</tr>
<tr>
<td>Mark Morrison/Keep On Jumpin’</td>
<td>(WEA)</td>
</tr>
<tr>
<td>Louise/Naked</td>
<td>(EMI)</td>
</tr>
<tr>
<td>Brian McFadden/When You Say Nothing</td>
<td>(Virgin America)</td>
</tr>
<tr>
<td>The Wild Ones</td>
<td>(LaFace/Arista)</td>
</tr>
<tr>
<td>Bryan Adams/(Everything I Do) I Do It For You</td>
<td>(Virgin)</td>
</tr>
<tr>
<td>Bryan Adams/When She Says No</td>
<td>(Virgin)</td>
</tr>
<tr>
<td>Bryan Adams/When She Says No</td>
<td>(Virgin)</td>
</tr>
<tr>
<td>Bryan Adams/That’s What Love Is</td>
<td>(Virgin)</td>
</tr>
</tbody>
</table>

### Chartbound

The 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 MMR for the first time. Songs which have received no new adds for two consecutive weeks will be deleted from this chart, but may reappear with new adds. In the case of a tie, songs are listed in order of new adds.

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<thead>
<tr>
<th>Artist/Title</th>
<th>Original Label</th>
<th>New Add</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lionel Richie/Ordinary Girl</td>
<td>(Mercury)</td>
<td>39/8</td>
</tr>
<tr>
<td>Sting/If I Could Turn Back Time</td>
<td>(A&amp;M)</td>
<td>37/8</td>
</tr>
<tr>
<td>Culture Beat/Take Me Away</td>
<td>(Dance Pool)</td>
<td>29/2</td>
</tr>
<tr>
<td>Kelly Shakes/Tattoo</td>
<td>(Columbia)</td>
<td>24/1</td>
</tr>
<tr>
<td>Tom Petty &amp; The Heartbreakers/Walls</td>
<td>(Warner Brothers)</td>
<td>23/3</td>
</tr>
<tr>
<td>Pearl Jam/Who You Are</td>
<td>(Epic)</td>
<td>22/4</td>
</tr>
<tr>
<td>Captain Jack/Soldier, Soldier</td>
<td>(Epic)</td>
<td>22/3</td>
</tr>
<tr>
<td>Vanessa Williams/Where Do We Go From Here</td>
<td>(Mercury)</td>
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<tr>
<td>Kelly Family/Can’t Help Myself</td>
<td>(Kelt-Lite)</td>
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<td>Tony Rich Project/Like A Woman</td>
<td>(LaFace/Arista)</td>
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<td>R.E.M./Losing My Memory</td>
<td>(Alien/Arista)</td>
<td>21/3</td>
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<td>Bruce Springsteen/Missing</td>
<td>(Columbia)</td>
<td>20/9</td>
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<tr>
<td>Soultrain/Don’t Change My Hands Off You</td>
<td>(Consort/Arista)</td>
<td>20/1</td>
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<tr>
<td>R.E.M./Buckhead the Letterhead</td>
<td>(Warner Brothers)</td>
<td>19/3</td>
</tr>
<tr>
<td>Mylène Farmer/Comme J’Aimai</td>
<td>(Polydor)</td>
<td>18/2</td>
</tr>
</tbody>
</table>

### MUSiC & MEDIA AUGUST 24, 1996

- The EHR Top 40 chart is based on a weightingsystem. Single scores are achieved by adding ratings at MMR’s EHR (European Hit Radio) reporting stations. That target 12,500 annual listeners with contemporary music fulltime or during specific dayparts. Stations are weighted by market size and by the number of hours per week committed to the format.
- New adds are songs which received no new adds previously and appear on this page for the first time. New adds include stations reporting a song from 3T’s debut album Brotherhood.
- The term “five years ago” indicates the week in which the song entered the top 40.

### Top 5 EHR Five Years Ago

2. Paul Abdul/Blame It On Love (Virgin)
Border Breakers

Mainland European records breaking out of their country of signing

<table>
<thead>
<tr>
<th>Week</th>
<th>Artist/Title</th>
<th>Original Label</th>
<th>Country Of Signing</th>
<th>TS</th>
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<tbody>
<tr>
<td>34</td>
<td>LOS DEL RIO/MACARENA</td>
<td>(SERIDISCO)</td>
<td>SPAIN</td>
<td>82</td>
</tr>
<tr>
<td>34</td>
<td>Eros Ramazzotti/Stella Gemella</td>
<td>(IT)</td>
<td>ITALY</td>
<td>64</td>
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<tr>
<td>34</td>
<td>Robert Miles/Fable</td>
<td>(DJX/Discographic)</td>
<td>ITALY</td>
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<td>34</td>
<td>Inner Circle/Do Bomb</td>
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<td>SWEDEN</td>
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<td>Mr. President/Coco Jambo</td>
<td>(WEA)</td>
<td>GERMANY</td>
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<td>34</td>
<td>Fool’s Garden/Wild Days</td>
<td>(Intercord)</td>
<td>GERMANY</td>
<td>49</td>
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<tr>
<td>34</td>
<td>Eros Ramazzotti/Piu Bella Cosa/La Cosa Mas Bella</td>
<td>(IT)</td>
<td>ITALY</td>
<td>23</td>
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<tr>
<td>34</td>
<td>No Mercy/Where Do You Go</td>
<td>(MCI/Arista)</td>
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<td>FRANCE</td>
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<td>34</td>
<td>Beat System/Fresh</td>
<td>(Blow Up)</td>
<td>SWEDEN</td>
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<tr>
<td>34</td>
<td>Dr. Alban/Hallelujah Day</td>
<td>(Dr. Records)</td>
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<tr>
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<td>(Roxy)</td>
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<td>Sophie Zelmani/You And Him</td>
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<td>Captain Jack/Soldier, Soldier</td>
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<td>GERMANY</td>
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<td>Carrapicho/Tic, Tic Tac</td>
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**Border Breakers commentary by Pieter Kops**

Los Del Rio’s typical summer hit Macarena has stuck to the Border Breakers number 1 position for the 10th week in a row now—the second-longest number 1 run since the chart’s inception in October 1995. Only Scatman John’s Scatman (Skidoo/Boppa-Doppa-Bop) reigned for a longer period (11 weeks in 1995). Ace Of Base’s Lucky Love (1995) also achieved a 10-week number 1 run. Macarena still enjoys new adds—this week notably in the UK—and a difference in chart points between number 1 and the competition remains considerable.

It seems, however, that nothing can stop Scatman John. Eros Ramazzotti now earns the Road Runner award for the third consecutive week with his new single, as it climbs to the chart’s number 2 position with a 64-station crossover roster by its side, encompassing 15 countries. As a matter of fact, the artist’s previous single, ex-chart topper Piu Bella Cosa/La Cosa Mas Bella, is quite persistent as well, sticking to the top 10 for the 20th week in a row (now at 7). Stella Gemella has attracted new airplay in eight countries this week, including key stations in Poland, Denmark, Holland, Belgium and Finland.

The highest new entry in this week’s chart belongs to Swedish pop band The Cardigans. Lovefool, the taster for the quintet’s third album First Band On The Moon, kicks off at number 12. At this stage, the band—long a cheerful and dynamic mid-tempo hit, reviewed in our August 3 issue—is backed by a crossover roster of 13 stations in six European countries, not counting the Scandinavian territories. Poland leads the list with five stations, followed by the UK, Italy and Spain (two each). The Swedish support is of extremely high calibre, as both Madrid-based national networks, Cadena 101 and Cadena 100, have joined in.

On European Hit Radio, Lovefool has already cracked 18 reporters (including one en masse—enough for an entry in this week’s EHR Chartbound section (see page 21). If, indeed, the summery tune makes it to the EHR Top 40, it will be the Cardigans’ first single to do so. In Border Breakers, however, the ‘alternative’ easy listening act has already enjoyed three hits, all spawned by its previous album, last year’s Life. Carnival (1996) went highest, spending eight weeks in the chart’s top 5, including an uninterrupted five-week peak at number 3. Sick & Tired (1995, peak 8) and Rise & Shine (1996, peak 12) complete the list.

The charts on this page track the border-crossing movement of product. The Border Breakers chart ranks the 25 most successful European Continental records making airplay impact outside their original country (excluded in the calculations).

The second chart, Channel Crossovers, registers the airplay penetration of UK-singed artists in mainland Europe, while the third Top 25, the Atlantic Crossover chart, ranks the most successful Non-European artists according to airplay impact in Europe.

All three charts are non-format specific. “Country Of Signing” is not necessarily an indicator of where the artist comes from, but, more significantly, where he/she is signed. An increasing number of national artists are signed to “foreign” labels and MSM aims to acknowledge the crossover impact of such deals.

**On The Road**

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### Major Market Airplay

The most aired songs in Europe's leading radio markets.

**UNITED KINGDOM**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist/Title</th>
<th>Original Label</th>
<th>URI</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>George Michael/Spinning The Wheel</td>
<td>(Parlophone)</td>
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</tr>
<tr>
<td>2</td>
<td>Eric Clapton/Change The World</td>
<td>(Ruffhouse/Columbia)</td>
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<tr>
<td>3</td>
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<td>(Virgin)</td>
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<td>4</td>
<td>Ella Baila Sola/La Echamos</td>
<td>(LaFace/Arista)</td>
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</tr>
<tr>
<td>5</td>
<td>Electronic/Forbidden City</td>
<td>(DDD)</td>
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</tbody>
</table>

Compiled by M&M on the basis of playlist reports, using a weighted-scoring system, based on audience size.

### SCANDINAVIA

<table>
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<td>2</td>
<td>Eric Clapton/Change The World</td>
<td>(Ruffhouse/Columbia)</td>
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<tr>
<td>3</td>
<td>Pearl Jam/Who You Are</td>
<td>(Virgin)</td>
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<tr>
<td>4</td>
<td>Ella Baila Sola/La Echamos</td>
<td>(LaFace/Arista)</td>
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<tr>
<td>5</td>
<td>Electronic/Forbidden City</td>
<td>(DDD)</td>
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Compiled by M&M on the basis of playlist reports, using a weighted-scoring system, based on audience size.

### HUNGARY

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<th>Rank</th>
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<tr>
<td>2</td>
<td>Eric Clapton/Change The World</td>
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<td>Electronic/Forbidden City</td>
<td>(DDD)</td>
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Compiled by the Hungarian Commercial Radio Association on the basis of playlist reports, using a weighted-scoring system, based on audience size.

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_"With the only European chart worth following, Music & Media gives Music Choice Europe the hints and tips on the next great artists in every European country. We love it."_  

Stefan Heller - Programme Director Music Choice Europe - London
SHERYL CROW
Life It Makes You Happy
THE NEW SINGLE
CMW'97
INTERNATIONAL
TORONTO
MARCH 3-9, 1997

'97 INTERNATIONAL SPOTLIGHT: ASIA

CONFERENCE FESTIVAL EXHIBITION
CMW is the premiere music festival/conference event in North America. This is the event the industry's top movers and shakers refuse to miss – the one place where the big deals are signed, new products launched and hot trends showcased. CMW is action-packed from day one, featuring Canada's biggest new music festival, a cutting edge trade exposition, an information-loaded industry conference, and to top it all off, the biggest consumer exhibition of its kind in the country. Naturally, all these concentrated, industry-specific features brings out the heart of North America's music community. Major and independent record executives, retailers, distributors and manufacturers of music hardware and software are here in force. Plus, key music strategists such as entertainment lawyers, managers, agents and broadcasters attend in large numbers. So if you're looking to make an impact on the North American music scene, make sure to be seen at Canadian Music Week.

**FESTIVAL**
March 3-9, Citywide. Over 350 bands, 35 clubs. One incredible week. This is the "Smooth Plugged New Music Festival", the music industry's pipeline to the hottest new independent bands from North America and around the world! Toronto's most popular clubs and music halls throw open their doors to industry insiders and the general public to create an electrifying week of music discovery. Whether it's the next "big thing" or simply a cool new sound, you'll find what you're lookin' for at the Festival.

**CONFERENCE**
March 6-9, Crowne Plaza Hotel. This is the official meeting ground for those who truly shape the music industry. A spectacular forum of seminars debates and keynote speakers focusing on the burning issues facing professionals at every level of the music biz. Clive Davis, Malcolm McLaren, Todd Rundgren, Jerry Wexler, Miles Copeland – these are but a few of the top-level experts featured in past years. Here's where you can learn tips and techniques strategies to help you succeed in both local and foreign markets.

**EXHIBITION**
March 6-9, Metro Toronto Convention Centre. If you've wanted to reach the cream of the music industry crop, this is the perfect opportunity. No other music industry event offers so such a heavy concentration of prime prospects for your product or service, whether you want to reach either the trade or the consumer.

CMW Trade Show, March 6-7, Metro Toronto Convention Centre. A dynamite way to directly target those in the industry that make the big decisions. Our sophisticated customer services can organize everything you need – from booth design to innovative new ways to reach potential customers.

The Music & Multimedia Show, March 8-9, Metro Toronto Convention Centre. Over 150 exhibitors featuring the hottest new technology and services for the consumer in home entertainment, music, multimedia and recording. Plus, free live concerts and innovative instructional clinics hosted by respected industry professionals.

**MARCH'97 CMW AT A GLANCE**

<table>
<thead>
<tr>
<th>Day</th>
<th>Event</th>
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<tr>
<td>3</td>
<td>Registration, Gala Industry Awards, Investor Reception</td>
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<tr>
<td>4</td>
<td>Canadian Music Week Festival</td>
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<td>Conference Opening Night, Keynote Address by Clive Davis</td>
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<td>Conference Day 1</td>
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<td>Conference Day 2</td>
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<td>Conference Day 3</td>
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<td>9</td>
<td>Conference Day 4</td>
</tr>
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</table>

**FOR MORE INFORMATION**
CMW International
5399 Eglinton Ave. West, Suite 301, Toronto, Ontario, Canada M9C 5K6
Phone (416) 695-9236
Fax (416) 695-9239
E-Mail cmw@tor hookup.net
Visit us at our Website – http://cmw.com/cmw

**MARKETING OPPORTUNITIES**

**SPONSORSHIPS**
CMW is pleased to offer custom sponsorships tailored to your promotional needs. Our resources include direct mail to as many as 40,000 registered music professionals on our database. We also offer a full line of promotional opportunities through which to display your logo – conference bags and other merchandise, laminates, sponsored seminars, receptions, hospitality lounges, etc.

**INSERTS**
CMW Conference Delegate "Tote Bag" 1500 Bags will be distributed to Delegate pass holders, selected VIP's and Exhibitors during the Music Industry Conference. Distribution of promotional material will be prohibited except via approved channels. (Approval by directors for suitability of material is required.)
Deadline for reservation: Feb 28th 1997. Tote Bag Insert $750 plus 7% G.S.T.

CMW Musician Swag Bag 1500 Swag Bags will be given to festival artists. Deadline for reservations: February 28,1997. Swag Bag Insert $500 plus 7% G.S.T.

**ADVERTISING**
CMW Consumer Show Guide
Trumpet your product or service with maximum impact. The guide will be made available to more than 100,000 consumers via EYE Magazine. Thousands more will be distributed at the show.

CMW Live Music Directory
The only official Festival schedule, it will be widely available at scores of participating clubs and venues throughout Toronto.

CMW Executive Conference Directory
CMW lasts but seven days, but the Conference Directory has a shelf-life of a whole year. This comprehensive publication has become a handy office reference throughout the industry, and cited by many of our delegates as the most valuable piece of literature they acquire.

**Canadian Music Week**

Call (416) 695-9236 for rates, specs and deadlines
Making it big in the Far East isn't far-fetched—not if you've discovered how to grasp the initiative and learn the market. The opportunities in Asia are immense—we're talkin' a market consisting of two thirds of the world's population, half of which are under 25 years old! Sales are not measured simply in millions, but billions.

As we move towards the year 2000, Asia is fast becoming the most significant economic and cultural centre in the world. Now's your chance to gain a foothold in this incredible market by meeting and conducting business with some of the most progressive movers and shakers of the next millennium.

**CMW Location and Facilities**

The Metro Toronto Convention Centre is one of the jewels of the North American exhibition/convention industry, with indoor access to the Skydome, the CN Tower, and the Crowne Plaza Hotel. It is an easy walk to public transportation, major shopping, acclaimed restaurants, and Festival venues.

The Crowne Plaza Hotel is the CMW Conference site and is offering preferred rates for CMW delegates and exhibitors. For reservations call (416) 597-1400 or 1-800-405-4329 fax (416) 597-8128 or write:

225 Front St. W.
Toronto, Ontario,
Canada, M5V 2X3.

Mention CMW for preferred rates.
**Exhibition Application**

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<th>CONTACT NAME</th>
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**Space Required:**

- **SQ. FEET AT $ _____/SQ. FT =** __________

- **GST (#136525516) + 7% GST** __________

- **SUBTOTAL** __________

- **DINNER TICKET FOR MUSIC INDUSTRY AWARDS (OPTIONAL - COST $133.75 INCLUDES GST)** __________

- **TOTAL** __________

- **ENCLOSED CHEQUE (SEE TERMS BELOW)** __________

**Payment**: 
- **VISA**
- **AMEX**
- **CERTIFIED CHEQUE**
- **MONEY ORDER**

**Enclosed Cheque Payable To**: CANADIAN MUSIC WEEK

**No Refunds**

**Credit Card No.**

**Expiry Date**

**Name on Card**

**Signature**

**Reserve Your Exhibit Space Today**

---

**Exhibit Space Rate**

- 15.00 / sq. ft. up 200 sq. ft.
- 13.00 / sq. ft. 201 to 400 sq. ft.
- 12.00 / sq. ft. 401 to 600 sq. ft.
- 11.00 / sq. ft. 601 to 800 sq. ft.
- 10.00 / sq. ft. 801 sq. ft. and up

- **Premium Exposure**: Corner add $350, Island add $700

**Ask about Early Bird Discounts!**

**Terms**

20% Deposit must accompany contract.

The Balance due as follows: 40% due December 1, 1996, 40% due February 1, 1997

**Booth Includes**

- Drayage, Save $$$$ • 24 Hour professional Security • Complimentary listing in show program
- Listing of booth ID Number • Complimentary Guest invitations
- 8 ft drapery back wall, 3 ft sidewalls • Carpeting • Hyperlink from our website to yours
- Access to Conference and Festival • Comprehensive Exhibitors Manual

**Show Days**

- Trade: Thursday March 6; 4:00pm-7:00pm
- Trade: Friday March 7; 4:00pm-7:00pm
- Consumer: Saturday March 8; 11:00am-8:00pm
- Consumer: Sunday March 9; 11:00am-5:00pm
SHOWCASE APPLICATION

SHOWCASE SUBMISSION DEADLINE DECEMBER 15TH, 1996

Please complete the form below and include it with your Tape/CD, photo and bio, along with a $20.00 non-refundable processing fee (money order payable to Canadian Music Week) to CANADIAN MUSIC WEEK, P.O. Box 91015, 666 Burnhamthorpe Rd., Etobicoke, Ontario, Canada, M9C 2Z0. ALL ELEMENTS MUST ACCOMPANY YOUR APPLICATION TO BE CONSIDERED. All submitted material becomes the property of CMW and cannot be returned. We will listen to a maximum of three tracks, so please list titles accordingly.

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<thead>
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<th>SHORT DESCRIPTION OF MUSIC</th>
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<th>DATE</th>
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I'M INTERESTED IN HAVING A TRACK ON THE CMW INDUSTRY SAMPLER CD
☐ YES ☐ NO

I'M INTERESTED IN HAVING MATERIAL INSERTED INTO THE CMW CONFERENCE TOTE BAG
☐ YES ☐ NO

BANDS WILL BE NOTIFIED BY MAIL

CANADIAN MUSIC WEEK PHONE: (416) 695-9236 FAX: (416) 695-9239

AmericanRadioHistory.com
CMW '97 INTERNATIONAL CONFERENCE

RATES

EXECUTIVE PASS

* The Conference: 3 Days of Seminars
* Tote Bag
* Industry Awards Dinner & Cocktail Reception
* Festival Pass
* Exhibition/Trade Show Pass
* Private Industry Functions
* Early Bird Discount:
  Register Before December 31, 1996 $425.00
  Register Before February 28, 1997 $475.00
  On Site Registration $525.00

DELEGATE PASS

* The Conference: 3 Days of Seminars
* Tote Bag
* Festival Pass
* Exhibition/Trade Show Pass
* Early Bird Discount:
  Register Before December 31, 1996 $300.00
  Register Before February 28, 1997 $350.00
  On Site Registration $400.00

ONE DAY PASS

(Thursday, Friday or Saturday)
* One Day of Seminars
* Exhibition/Trade Show Pass
* Early Bird Discount:
  Register Before December 31, 1996 $175.00
  Register Before February 28, 1997 $225.00
  On Site Registration $275.00

INDUSTRY AWARDS DINNER

* Cocktail Reception/
  Dinner & Industry Awards $125.00

VIP "KEYNOTE" LUNCHES

* For Conference Participants Only $50.00

FESTIVAL PASS

* Canadian Music Festival Showcases
  at Participating Venues (incl. GST) $30.00

EXHIBITION PASS

* Music & Multimedia Show (incl. GST) $15.00

All registration payments are non-transferable and non-refundable
All rates quoted are subject to 7% GST
Visa, Mastercard, American Express, money orders and cheques accepted

REGISTER EARLY AND SAVE!

NAME

COMPANY

ADDRESS

PHONE

CITY

PROV/STATE

POSTAL CODE

PAYMENT MUST ACCOMPANY THE REGISTRATION FORM.
PLEASE MAKE CHEQUE PAYABLE TO:
CANADIAN MUSIC WEEK.
NO REFUNDS.

PRE-REGISTER AND ENSURE YOUR LISTING IN THE '97 PROGRAM DIRECTORY

1) I HAVE ENCLOSED MY PASSPORT PICTURE FOR CMW DIRECTORY
2) I WOULD LIKE MY HOTEL LISTED IN THE DIRECTORY
3) I HAVE MADE A RESERVATION AT THE CROWNE PLAZA
FAX REGISTRATIONS WILL BE ACCEPTED UNTIL FEBRUARY 28; AFTER THIS DATE REGISTRATION WILL BE
ON-SITE ONLY, COMMENCING MARCH 3.

THE CROWNE PLAZA HOTEL AND METRO CONVENTION CENTRE
**CONTACT NAME**

**COMPANY**

**ADDRESS**

**CITY** **PROV/STATE** **POSTAL CODE**

**PHONE** **FAX**

**SPACE REQUIRED:**

<table>
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<tr>
<th>SQ. FEET</th>
<th>AT $</th>
<th>$</th>
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**GST** (#136525516) + 7% GST

**DINNER TICKET FOR MUSIC INDUSTRY AWARDS** (OPTIONAL - COST $133.75 INCLUDES GST)

**TOTAL**

**ENCLOSED CHEQUE (SEE TERMS BELOW)**

**USD**

**VISA** **AMEX** **CERTIFIED CHEQUE** **MONEY ORDER**

PLEASE MAKE CHEQUE PAYABLE TO: CANADIAN MUSIC WEEK.

**NO REFUNDS**

**CREDIT CARD NO.**

**EXPIRY DATE**

**NAME ON CARD**

**SIGNATURE**

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**EXHIBIT SPACE RATE**

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<td>15.00</td>
<td>Drayage, Save $$$$$, 24 Hour professional Security</td>
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<tr>
<td>2.00 sq. ft</td>
<td>13.00</td>
<td>Listing of booth ID number, Complimentary Guest invitations</td>
</tr>
<tr>
<td>3.00 sq. ft</td>
<td>12.00</td>
<td>8 ft drapery back wall, 3 ft sidewalls, Carpeting, Hyperlink from our website to yours</td>
</tr>
<tr>
<td>4.00 sq. ft</td>
<td>11.00</td>
<td>Access to Conference and Festival, Comprehensive Exhibitors Manual</td>
</tr>
<tr>
<td>5.00 sq. ft</td>
<td>10.00</td>
<td>Premium Exposure: Corner add $350, Island add $700</td>
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**AmericanRadioHistory.Com**
Who uses it...?

The thorough, fast and flexible search capabilities have made the Billboard/Phonolog CD-ROM an invaluable tool for professionals in all aspects of the music and home entertainment industries... from publishing and rights management, to legal, broadcasting, and advertising. All types of libraries, schools, collectors, and music aficionados have also found this to be an essential reference resource.

The price of the Billboard/Phonolog Music Reference Library license subscription is $595 a year, which includes complete quarterly update discs with new information on the latest releases. One time shipping and handling charges of $25 are added. This subscription includes unlimited access to this comprehensive information database for one year, an easy to use instruction guide, and access to our user help line. There is a charge of $125 for each external network connection; this service is not included in the yearly subscription.

What do I need?

PC: IBM PC/XT, AT, PS/2 (or 100% compatible)
System: DOS 3.1 or higher
RAM: 520K available RAM
Disk Space: 500K hard disk storage available
CD-ROM Driver: Single to quadruple speed
Mouse: Optional
Network: Optional - Can support any network as long as operated at a DOS level and the CD-ROM appears as its own drive

ALL YOU NEED TO KNOW ABOUT 1 MILLION MUSIC TITLES

How do I order...?

That's easy. Simply call Vince Beese, or fill out the order form and fax or mail it to the address below. He'll rush you your first disc and help you with any questions you have.

Vince Beese, Product Manager
Tel: 212-536-1402 or 800-449-1402
Fax: 212-536-5310 e-mail: info@billboard-online.com

Billboard / PHONOLOG Music Reference Library on CD-ROM Order Form
Fax: 212.536.5310 Phone: 212.536.1402 Email: info@billboard-online.com Mail: Vince Beese Billboard Electronic Publishing, 1515 Broadway, NY 10036 USA

☐ Yes! Sign me up for an annual license subscription to the Billboard/Phonolog Music Reference Library on CD-ROM (DOS version only).

Your name __________________________ Title __________________________ Company __________________________

Address __________________________ City/Country __________________________ Zip __________________________

Phone __________________________ Fax __________________________

What type of business are you in? __________________________ Your function? __________________________

The price for the Billboard/Phonolog Music Reference Library on CD-ROM is $595 US, plus $25 US for shipping and handling. There is a charge of $125 for each external network connection; this service is not included in the yearly subscription. Discs will be shipped to you directly from our distribution center, in Lakewood, NJ.

☐ Charge my: ☐ VISA ☐ MC ☐ AMEX

Card #: __________________________ Exp. date: ____________ Signature: __________________________

☐ Check enclosed for $620 US, issued in US funds and drawn from a bank with a US location. Make check payable to: Billboard Electronic Publishing

☐ Wire transfer to: Citibank, 111 Wall St., NY, NY 10043. Acct. BPI Communications, Inc., Attn: EPUB/CDROM, ABA #: 021-00-0089, Account #: 4067-4042

Name of sending bank __________________________ Transfer date: __________________________

☐ Direct bill requires a company P.O.: __________________________ *U.S. locations only
what is it?

The Billboard/Phonolog Music Reference Library on CD-ROM is the first truly complete music reference database on CD-ROM. It's the electronic equivalent of the Phonolog Reporter, a print directory published by Trade Service Inc.

Updated quarterly, the Billboard/Phonolog CD-ROM database lists currently available recordings in all popular genres of music. This impressive CD-ROM database gives you instant access and total searchability to key information on over one million song listings and over 90,000 LP album, cassette, and CD titles. It is by far the most comprehensive musical recording directory available on CD-ROM.

Each record contains detailed information which may be searched by: Artist/Group, Song Title, Album Title, Formats (cassette, LP, CD, etc.), Label, Guest Artist, Composer, Conductor, Orchestra, Instrument, or by Keyword across all database fields. Searches can be initiated separately, combined, or collectively. Search results may be printed or saved to disc.