

MUSIC & MEDIA

MCA Readies For Petty	3
Incremental Report, II	4
Gamex Royalty Row	8
Station Operations	9
Mergers & Acquisitions	11
Off The Record	26

Europe's Music Radio Newsweekly . Volume 8 . Issue 26 . June 29, 1991 . £ 3, US\$ 5, ECU 4

Euro Album Market Up 6.5%; Total Growth 2.9%

by Steve Wonsiewicz

Tough economic times in three of Europe's largest markets contributed to a 2.9% growth (844 million units) in total music shipments in 1990, based on an analysis of IFPI statistics.

Total album configuration shipments held firm though, increasing 6.5% to 705.4 million units. In comparison, total US trade deliveries grew 7% to 856.5 million units (less music video), while album configurations were up 7.6% to 740.4 million units.

Despite the slowdown in total shipments in Europe, newly elect-

(continues on page 26)



CLASSIC COMBINATION — Jim Fifield, president/CEO of EMI Music (seated left), and Richard Ogden, MD of Paul McCartney's MPL Communications (seated right), finalise the deal for the release of McCartney's "Liverpool Oratorio". Joining Fifield and Ogden during the signing (standing l-r) are EMI Records UK MD Rupert Perry and EMI Classics president Richard Lyttelton.

Mergers & Acquisitions Update: French Radio Leads The Way

by the M&M Staff

The European radio map is undergoing fundamental changes.

National networks are looking beyond their boundaries; regional nets are buying or merging to survive; and large media conglomerates are taking their first steps into radio.

In M&M's first mid-year report on mergers and acquisitions in the radio industry, the early leaders are the French radio nets.

Comments Stephan Goetz, MD of Communications Equity Associates/Munich, "The French operators will dominate European cross-border ownerships for the

next few years until the Italian and UK markets become more competitive." Goetz adds, "In other markets, most radio owners are too small to invest abroad or are not really experienced in radio, as is the case with the German publishers, which dominate the German radio market."

Seeking Other Markets

Chris Akers, head of media M&A at Swiss Bank in London, seems to agree. "NRJ has made investments in Belgium, Germany, and the UK, making it to radio what Canal Plus is to television. [Havas-owned] IP's decision to take a 20% holding in

Capital Radio/London is arguably the largest cross-border minority transaction that has taken place [in Europe] to date."

NRJ isn't the only French radio net to look outside its boundaries. Radio Monte Carlo hinted on June 6 that it was looking at teaming with one or more media companies to expand in France and Europe. Rumoured leading candidates for a partner: Bouygues (which operates TV station TF1), CLT, Europe 1 and Havas.

Not to be outdone, Europe 1 has also been expanding aggressively. However, its strategy has been to invest in start-ups rather

(continues on page 12 Special M&A)

STRUCTURE EFFECTIVE JULY 1

Sony Music Resets Executive Team

by Adam White

Sony Music International has completed its European management shake-up (M&M June 1) and streamlined its approach to this US\$6 billion music market. Bob Summer, president of Sony Music International, was due to outline the restructuring at a top-level Sony Music executive meeting in Paris on June 20. The plan takes effect July 1, and includes the following components:

- The heads of the largest Continental European affiliates—those in Germany, France and Italy—will report directly to Summer;
- The remaining European companies will be accountable to London-based regional director Manolo Diaz, who will transfer from his post as MD of Spain's Sony Music;
- Manufacturing operations for the Continent will report to Summer;

(continues on page 26)

Labels Discuss Powerplay Value

by the M&M Staff

Last week M&M profiled several radio stations across Europe, who discussed "powerplay" and heavy rotation airplay of selected singles as a programming strategy. But what kind of impact does this significant exposure make in terms of record sales? This week, record company executives comment on the value of programming records in a high rotation.

Most of the label pros M&M contacted are big believers in what a powerplay or "A" rotation can do to build awareness and activity at the retail level. One such exec is AVL head of promotion Matthew Austin, who says, "Obviously, a powerplay is the best we can achieve in radio. And as long as there's exposure on

other media, then the effect can be massive.

"Powerplay is the best way of finding out if a record has legs." (continues on page 26)

No. 1 in EUROPE

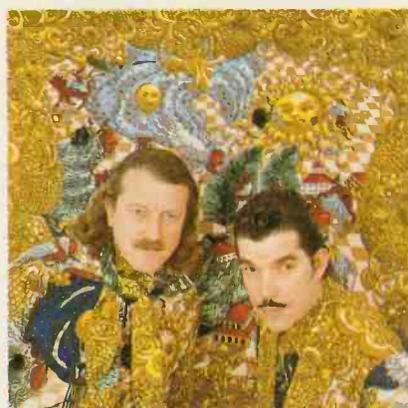
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CONTENTS

UK.....	4
FRANCE.....	5
ITALY.....	6
G/A/S/SPAIN.....	7
BENELUX/SCANDINAVIA.....	8
STATION OPERATIONS.....	9
SPOTLIGHT.....	10
SPECIAL.....	11
STATION REPORTS.....	16
EURO, NATIONAL AIRPLAY.....	20
TOP 100 ALBUMS.....	21
TOP 10 SALES.....	22
USA.....	23
HOT 100 SINGLES.....	25
OFF THE RECORD.....	26
EHR.....	27

Orup Goes Europe; First English Record

Sweden is continuing its reputation as a hotbed for new talent with the pan European English-language album release by **Orup**. Signed to the Warner Music-owned **Metronome** label, it is the third time the company has secured a Europe-wide album release, following **The Stonefunkers** and **The Creeps**.

Orup's new 9-track album of mostly soulful pop songs, *Orupeansongs* is the musician/composer/producer first English-language album. The first single, *My Earth Angel*, has already been released by Warner Music companies across Europe. The third Swedish single, *Heaven*, has been released in Germany. Recorded in the famous **Polar Studios**, most of the songs on the album are produced by Orup's former drummer **Magnus Frykberg** also known for his work with **Arista** signing **Titiyo**.

In the US, the album is scheduled for release on **Atlantic** on July 23. American management

will be handled by **Steve Margo**, while the European side is overseen by **Metronome**.

The new album follows two domestic releases, *Orup* (1988) and *Orup II* (1989), which sold a combined total of 450,000 copies on the domestic market. According to **Metronome MD Sanji Tandan**, the new album has a good chance of launching Orup's career in Europe.

"It was his idea to record in English. He lived for six months in the US and spent quite some time with the [Warner Music International] New York office which helped him further with A&R. After Orup delivered the album, we sent samples to our affiliates and the immediate response was positive."

Currently, Orup is in the middle of a national tour which will last until the middle of July. After that, depending on European reactions, he will be available for promotion.

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MCA Rolls Out Red Carpet For Tom Petty's 10th Album

by Machgiel Bakker

MCA is lining up its first major artist campaign since the label's new licencing agreement with **BMG**. The red carpet treatment is for **Tom Petty & The Heartbreakers**'s new 10th album, *Into The Great Wide Open*, which will be released worldwide on July 1. The first single, *Learning To Fly*, was serviced to European radio on June 11.

MCA has completed its executive line-up (M&M May 18),

and is now positioned to orchestrate its first major pan-European marketing campaign since the restructuring.

Breaking New Ground

Comments **MCA Records International** senior VP **Stuart Watson**, "This is a campaign of many firsts. It marks the first time that we have produced all merchandising material from our London office. Warner [MCA's previous distributor] produced this centrally from the German factory. **BMG** doesn't so we did it all ourselves. Also, we have never serviced a single to radio on the same day worldwide.

"We will keep the album going for at least nine months. The campaign will be in three phases. Apart from *Learning To Fly*, there is the next single in September, *Into The Great Wide Open*, possibly in conjunction with tour announcements and followed by the third single, by which time we will have also started a back-catalogue campaign."

Co-ordinated from its London-based headquarters, an extensive array of merchandising material has been produced including some 5,000 posters, 2,000 press kits and 500 postcards signed by the artist. The merchandising package is completed with T-

shirts, denim jackets and stickers. Also, an open-ended interview on CD and video is available for broadcasters as well as 15/30/45-seconds of music beds containing three tracks off the album.

Sales Projections

Watson says projections for the new album are over 650,000 units for Europe with some 250,000 copies already shipped.

Petty's previous album, *Full Moon Fever* (released in 1989), sold about 400,000 copies. Traditionally, Sweden, Germany and the UK have been the artist's strongest markets.

Co-op campaigns have been set up with leading retail chains such as **WOM** (Germany) and **Free Record Shop** (Holland). An advertising campaign with **MTV/Europe** is planned for July.

The new album is produced by **Jeff Lynne** and **Heartbreaker** guitarist **Mike Campbell** (the same team behind *Full Moon Fever*). Featuring 12 tracks, it displays Petty's knack for writing catchy, guitar-orientated pop songs.

Petty has been involved in several projects recently, including his membership with the **Traveling Wilburys**'s and his writing contributions on albums from **Roger McGuinn** and **Del Shannon**.

London Records Plans Next Phase For Zucchero

by Robbert Tilli

Now that Italian artist **Zucchero Fornaciari** is at no. 3 in the **Coca-Cola Eurochart Hot 100 Singles** with the single *Senza Una Donna*, **London Records** is planning the next steps for breaking the album *Zucchero* across Europe.

Conquering the UK market is especially hard for foreign artists. For Zucchero, however, singing in English and teaming with **Paul Young** certainly paid off.

It is not a first for an Italian/English vocal duo to hit the UK charts, though. In 1982 **Renée & Renato** reached the top slot with the single *Save Your Love*. But it is the first time such a success is backed up by an album. On *Zucchero*, the Italian sings hits from his previous two albums in English.

Setting The Stage

Comments **London** international director **John Reid**, "We've been working for two years to set this up. We've made an English album, and we brought him in for a couple of shows last October. Before that, he had already done some shows with **Eric Clapton**. Then we re-cut *Senza Una Donna*

(*Without A Woman*) with **Paul Young**, which is now also included on the album. We dropped the original solo version; the two already had sung that song together live on stage in Italian shows.

"That Paul Young association obviously helped. We got some reasonable airplay; **BBC Radio 1** got behind it. But most of all, it is a great record. Most foreign artists who have succeeded in the UK didn't have a real career here. They've had one-off hits or novelty hits."

So far, 150,000 copies of the top 5 single were sold in the UK; the album has sold 50,000 copies to date. Adds Reid, "We are getting good exposure now in Europe. He's almost top 3 in every European market now. We're certainly going to build on that success, and set him up for the future. The next single will be *Wonderful World*, featuring **Clapton**. We're thinking of releasing singles off the album until Christmas." Last week, *Senza Una Donna* peaked at no. 2 in the **EHR Top 25**.

Zucchero is scheduled to release a new album next year and a live album will probably be out in the fourth quarter of this year.

MUSIC & MEDIA

PO Box 9027, 1006 AA Amsterdam
Rijnsburgstraat 11, 1059 AT Amsterdam
Tel: 31-20-6691961 - Telex 12938
Fax: 31-20-6691941
E-mail: DGS1113

Publisher: **Léon ten Hengel**

EDITORIAL

Editor-In-Chief: **Jeff Green**
Senior Editor: **Machgiel Bakker**
Managing Editor: **Steve Wonsiewicz**
Features Editor: **Robin Poscoe**
UK Editor: **Hugh Fielder**
Associate Editor: **Debra Johnson**
Music Editor: **Robbert Tilli**
Chart Editor: **Mark Sperwer**
Chart Reports Manager: **Terry Berne**
Editorial Assistants: **Paul Wightman**, **Claire Heffernan**, **Raul Cairo**
Correspondents: **Emmanuel Legrand** (France); **Jacqueline Eacott** (France); **David Stansfield** (Italy); **Robert Lyng**, **Mal Sondock** (Germany); **Anna Marie de la Fuente** (Spain); **Paul Easton** (UK); **Kari Helopaltio** (Finland); **Marc Maes** (Belgium); **David Rowley** (Scandinavia); **Ken Stewart** (Ireland), **Tom Kay** (USA).

PRODUCTION

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

ADVERTISING

Sales Director: **Ron Betist**
Advertising Executives: **Irit Harpaz**, **Erika Price**, **Salvatore Di Muccio**, **Kirk Bloomgarden**, **Lidia Bonguardo**, **Carin Thorn**
Sales Co-Ordinator: **Inez Landwier**

MARKETING

Marketing Manager: **Annette Knijnenberg**
Marketing Assistant: **Kitty van der Meij**
Subscriptions: **Lex Sternfeld**

ADMINISTRATION

Financial Controller: **Edwin Loupias**
Accounts: **Betty Knibbe**, **Geertje Starreveld**, **Bob van Schooneveld**
Executive Assistant: **Deanne Blondeel**
Receptionist: **Jan Willem Bergmeester**

EUROFILE

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

INTERNATIONAL OFFICES

UK: **Hugh Fielder**, 23 Ridgmount Street, London WC1E 7AH; tel: 44-71-3236686; fax: 3232314; tlx: 262100
France: Editorial Co-Ordinators: **Emmanuel Legrand**, tel: 33-1-42-543461 **Jacqueline Eacott**, tel: 33-1-47046430
Germany: Editorial Co-Ordinators: **Bob Lyng**, Fichestr. 16, 6000 Frankfurt/M1 tel: 49-69-433-839; fax: 49-69-433-018
Mal Sondock, Im Sionstal 29, 5000 Koln 1, tel: 49-221-32-1091; fax: 49-221-31-7600
Italy: Advertising: **Lidia Bonguardo**, Via Umberto I° 13, 20039 Varedo, Milan; tel: 39-362 584424; fax: 39-362 584435
Editorial Co-Ordinator: **David Stansfield**, tel/fax: 39-2-6684270
Spain: **Anna Marie de la Fuente**, Calle Alcantara 35, 5-D, 28006 Madrid, tel/fax: 34-1-4029-955
Vicki Fiske, Pasadage de sa Gerreria, #11 07340, Alaro, Mallorca, tel: 34-71-518-046; fax: 34-71-879-180
Howell Llewellyn, Calle Modesto La Fuente 6, 5A, 28010 Madrid, tel: 34-15-932-429; fax: 612-927-6427
M&M/Billboard USA: 1515 Broadway, New York, NY 10036; tel: 212-764-7300; fax: 212-536-5358;
Tom Kay, Main Street Marketing, 4517 Minnetonka Blvd., #104 Minneapolis, MN 55416 Tel: 612-927-4487

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INCREMENTAL HEALTH REPORT, PART 2

Rocky Start In London

By Paul Easton

Probably in no other market are the problems and opportunities of operating incremental radio stations more visible than in London. The arrival of nine new stations in the city, four of them covering the entire metro area, in less than a year makes it the UK's most competitive radio markets.

As highlighted in last week's front-page article, most problems have been caused by over-optimistic revenue projections and poor cost control, leading to cut-backs and programme changes.

In London, multi-ethnic AM station **Spectrum** and **Jazz FM** have both suffered from low revenue and poor ratings, and have been forced to make extensive cut-backs and programming changes.

Dance station **Kiss FM** has also made some programming changes, and other changes are likely following the departure of programme controller **Grant Goddard**. However, **MD Gordon McNamee** remains confident. "In terms of ratings, we set a target of

1 million listeners by the end of the first year and we have already reached that.

"Although revenue started off well, I must admit we had a very bad December, January and February, but March, April and May grew every month, and June looks like being the best month so far. We have also had to educate listeners, advertisers and record companies that there is now more choice in London radio.

"I think things are getting better. It's been very tight all round with a need to keep costs down, but our backers are very positive about our direction.

Sunrise Success

One success story has been Asian station **Sunrise Radio/West London**, which boasts a 92% reach among its target audience and has immense advertiser support from the closely knit Asian business community.

Despite this, **MD Avtar Lit** is not complacent. "We have exceeded both our ratings and revenue goals, and expect to have 12%

growth on last year. The market place is difficult, but not impossible, although we are dependent on local advertisers."

Lit is now involved in an attempt to repeat the **Sunrise** success with another Asian station, **Bradford City Radio**, now renamed **Sunrise Yorkshire**.

"There is a difference between Bradford and London," comments Lit, "but I am confident that Bradford will become as profitable as London. We are on course for the new goals we have set. There have been problems in Bradford because although the population was there, there are not the businesses to support it in the same way as London. There were also management problems, mainly because the people there were probably not as dedicated as they were in London."

The incremental stations were regarded as an experiment to see whether small-scale and specifically targeted stations could work. The Radio Authority is already beginning the task of licencing up to 300 new stations over the next 10 years.

Chrysalis Downturn After Quiet Christmas

by Hugh Fielder

"An exceptionally quiet Christmas period" with no major album releases contributed to **Chrysalis Group's** £2.8 million loss for the six month period ending February 1991. That's compared to profits of £0.5 million for the same period last year. Group turnover dropped £2.6 million to £50.3 million.

Chairman **Chris Wright** says, however, third quarter results have shown "significant improvement" led by the success of **Chesney Hawkes**, who topped the UK singles charts for five weeks.

The music publishing companies and **Lasgo Exports** both

reported increased profits, but the communications and media division was affected by low demand for facilities and programme-making in the run-up to the Channel 3 TV franchises.

Says Wright, "The prevailing economic uncertainty in our major markets makes it difficult to be optimistic about the short-term trading prospects of many of our operations. In light of this, we have put in place stringent procedures to reduce overheads, and capital expenditure to preserve our cash flow and strong financial base. This includes a freeze on director and senior management salaries." HF

Irish Stations Set Up Sales House

Ireland's provincial radio stations are setting up their own sales house in a joint venture with the Independent Radio & Television Commission (IRTC) and independent producers **Emdee Productions**.

IRTC chief executive **Michael O'Keefe** will be the non-executive chairman of **Central Radio Sales Ltd.** (CRSL), which he says is being established in response to requests by advertising agencies.

Details O'Keefe, "The agencies indicated they wanted one central point for buying airtime, rather than having to deal with each station individually. Once it is set up, CRSL will handle the national campaigns, leaving the stations to concentrate on local sales which are not affected by this move.

"As well as handling airtime sales, the second key element of CRSL will be to promote and market the concept of radio to potential advertisers."

O'Keefe hopes CRSL will be set up in late July/early August and

ready for business in September.

Irish national commercial station **Century Radio** and the two Dublin local stations **98FM** and **Rock 104** (formerly **Capital Radio**) are not participating in the project. "They are already dealing direct with the advertising agencies and everyone is happy with this arrangement." PE

Pavarotti "Parks" At Melody Radio

Melody Radio/London has won exclusive UK terrestrial rights to "Pavarotti In The Park", the open-air concert by **Luciano Pavarotti** with **The London Philharmonic Orchestra** in London's Hyde Park on July 30. The station will be broadcasting the concert live between 19.00-21.30.

Melody has already secured primary sponsorship for the event with airline **TWA** and **Scandinavian Ferries**.

David Good, MD at **Melody Radio** Sales says two more secondary advertising package deals should be confirmed within the next week. These feature guaranteed spots during the concert and a certain number of hospitality tickets, as well as a specially structured campaign to run in the month before the concert. PE

Chiltern To Continue Investment Plans Despite Down Period

For the first time in 10 years, **Chiltern Radio** failed to break even, registering a pre-tax loss of £234,000 (US\$391,000) for the six months ending March 1991, compared with a pre-tax profit of £403,000 for the same period last year.

Turnover declined to £1.7 million from £1.9 million last year. Sales were down by 17%, with national advertising falling by 46%. Local sales were held to a 3% drop.

However, it will not affect the recently expanded company's future investment. **MD Colin Mason** says, "Just because there's a blizzard of a recession blowing out there, that doesn't mean that you should stop pushing ahead.

The improved levels of revenue

generated during the past two months by the new national sales agency we appointed (**M&M** February 9) are particularly encouraging."

Chiltern is putting "massive" investment into **Galaxy/Bristol**, which it acquired at the beginning of the year. "We have installed a new line-up of presenters, organised a major promotion campaign, and trained a new sales force. They are already securing long-term contracts with companies like the **Broadmead Shopping Centre**, which has taken out a 12-month advertising contract."

The satellite-delivered **SuperGold** service has established a reach of 15% in Chiltern's own area. **Invicta** has recently been

added to the list of subscribers and **Mason** says there are discussions with other outlets, including German stations and an Irish station.

"**SuperGold** has a lot of computer-controlled breaks that enable any participating station to use it for its own requirements," says **Mason**. "However this is not expected to make a major contribution to profits in the short term."

Chiltern is currently discussing providing a satellite news service after the **ITN** news service is withdrawn early next month. "We are confident our strategy is sound and that the benefits of our investment in people and technology will come through," says **Mason**. "The additional 1.5 million adult population served by our newly-acquired stations will have excellent profit potential once there is a sustained upturn in the economy."

Mason adds Chiltern plans to apply, or offer services to other applicants, for some of the radio licences advertised by the **Radio Authority** later this year. But the company is selling its 91% stake in neighbouring **Kettering** station **KCBC** at the Authority's insistence because of audience overlap with Chiltern's medium wave transmitter in **Northampton**. The sale should be completed within the next few weeks. HF

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Cars In Kent

Invicta Radio/Kent is offering listeners the chance to win a **Renault Clio** and unleaded petrol vouchers in a sponsored promotion deal with **Renault** and **British Petroleum**.

Listeners can enter the Renault prize drawing by picking up car stickers for the new **Invicta FM** and **Invicta Supergold** logos from garages in Kent, and sending the peel-off backing to the station. **BP** is providing unleaded petrol vouchers for daily prizes on both **Invicta** services.

Says promotions manager **Steve Taylor**, "This exciting promotion increases the profile of **Invicta's** mainstream services and of both **BP** and **Renault**. It proves we are at the forefront of developing innovations in radio advertising campaigns." HF

Choice Charities

Choice FM/London are to be involved in a 48-hour "Choice-a-thon," a fundraiser in aid of four charities.

With backing from **Air UK**, **Block Buster Video**, **Air Canada**, **McDonalds**, **Wrangler**, **Smarties**, **Alamo Rent-A-Car**, **Cooper BMW**, **Troop Sportswear**, **Severn Islands Leisure Centre** and **Bodum** coffee percolators, **Choice** will be staging numerous outside broadcasts between July 12-14.

There will also be a sponsored parachute jump by presenter **Commander B** and windscreen washing by weekend presenter **Terry Peters**. The station hopes to raise £100,000 for the **Save The Children Fund**, **Great Ormond Street Hospital**, **Sickle Cell Anaemia Society** and **McDonalds Children's Charity**. HF

Best Sellers Honoured At World Music Awards

The two-hour long World Music Awards held on May 15 at the Monte-Carlo Sporting Club in Monaco was broadcast to over 50 TV stations, including **Tele-Monte-Carlo**, **ITV** in the UK, **ZDF** in Germany and the Soviet Union's **Gosteleradio**, according to **Melissa Corken** of organisers **Marcor International**.

The show was hosted by actor/singer **David Hasselhoff** and various guests including **Ringo Starr**, **Grace Jones**, **Samantha Fox** and **Rick Astley**. Awards were given to best-selling national artists, judged on figures supplied by the national author's rights/royalty organisers (identified in brackets).

The winners were: Africa: **Johnny Clegg** (MRIB); Australia: **Kylie Minogue** (Aria); Austria: **Erste Allgemeine Verunsicherung** (Austrian IFPI); Belgium: **Technotronic** (Sabam); Canada: **Jeff Healy Band** (CRIA); Denmark: **Hanne Boel** (Danish IFPI); Finland: **Kirka** (Finnish IFPI);

France: **Patricia Kaas** (SNEP); Germany: **Matthias Reim** (Musikmarkt); Great Britain: **Lisa Stansfield** (MRIB); Greece: **Nana Mouskouri** (Greek IFPI); Ireland: **Sinead O'Connor** (Irish IFPI); Italy: **Gianna Nannini** (Musica & Dischi); Japan: **Yumi Matsutoya** (JPRA); Netherlands: **Rene Froger** (NVIP); Norway: **A-Ha** (Norwegian IFPI); Portugal: **Rui Veloso** (Portuguese IFPI); Russia: **Valeri Leontev** (VAAP); South America: **Xuxa** (FLAPF); Spain: **El Ultimo de la Fila** (Show Press); Sweden: **Tomas Ledin** (Swedish IFPI); Switzerland: **Maja Brunner** (SUISA); USA: **MC Hammer** (RIAA).

Awards were also given in the following categories: World's best-selling recording artist: **Phil Collins**; International Newcomers of the Year: **London Beat**; Outstanding Contribution to the Pop Industry: **Cliff Richard**, and to the Rock Industry: **Status Quo**; Lifelong Contribution to the Music Industry: **Elton John**. **EL**

Nostalgie Heads South; Targets Vacationers

Jacqueline Eacott

The **Radio Nostalgie** network is heading for sunny climes and a new breed of audience as part of an innovative overseas development policy to broadcast to the Balearic Islands of Majorca, Minorca and Ibiza starting July 1. The 24-hour golden-oldie programme which will be relayed by satellite hopes to capture both a French and non-French audience.

Additionally, the station is expanding its coverage of Corsica via three new frequencies including its capital station **Ajaccio**, due to become operational in July. As well as aiming to increase its existing Corsican audience, Nostalgie intends to catch the attention of the French, German, and UK tourists there.

On the advertising front, **Nostalgie Communication** is offering a special summer package in

collaboration with **ROF**, the regional radio specialist sales house. The **SM Littoral** package contains 68 stations covering three geographical zones: the English Channel region, the Atlantic and the Mediterranean. The Channel region focuses on 21 stations broadcasting to 33 seaside resorts; the Atlantic has 23 stations covering 36 resorts; and the Mediterranean has 24 stations which reach 35 resorts.

Skyrock's Bellanger Ends Hunger Strike

by Emmanuel Legrand

Skyrock president **Pierre Bellanger**, who began a hunger strike in front of the broadcasting authority **CSA** on June 6, has decided to stop after two days. Bellanger met with **Jaques Boutet**, president of **CSA**, on June 8 and agreed to end the strike.

Skyrock announced **Boutet** "recognised the quality and the popular success of **Skyrock** and has assured that it will be treated as a major network."

The president of **Skyrock** began his protest against **CSA's** attitude towards the network. **Skyrock** claims that despite being the second national FM network (2.5 million daily listeners), it is discriminated against by the **CSA**. Recently an application for a frequency in Reims was rejected by **CSA** and in other cities like Caen, Le Mans, Rouen and Strasbourg the company is still awaiting frequency licenses.

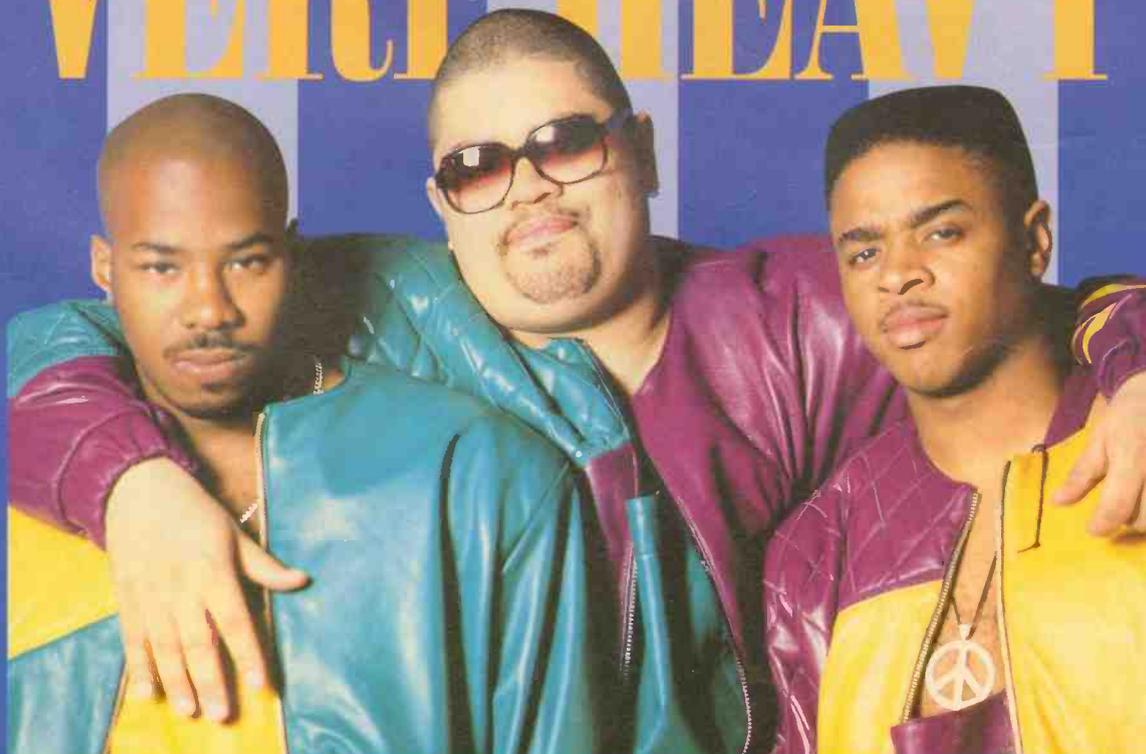
Laurent Bouneau, programme director of **Skyrock**, admits "It is

not logical to be the second FM network and not be represented in 20 of the 50 main French cities."

Martin Brisac, GM of **Europe 2**, is sympathetic to **Bellanger's** worries, but says **Skyrock** is not the only station facing this problem and regrets that there's been no collective action taken. "It is clear that a collective would have had more power, but the FM stations in France are not mature enough for such action. There is too much competition and, subsequently, it prevents action of this kind."

VERY HEAVY

RELEASE
DATE
JULY 1ST



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'PEACEFUL JOURNEY'

NEW SINGLE OUT NOW! - 'NOW THAT WE FOUND LOVE'

MCA



ARM Merges With AER; Wants More Say In Media Laws

by David Stansfield

ARM, an association representing 87 local stations in central Italy, has merged with the larger AER affiliation which has around 300 local and regional member outlets throughout national territory.

The agreement was reached at an AER assembly held in Ric-

cione (Rimini) on June 8. It is aimed at providing private broadcasters with more power to deal with government delays in implementing broadcast legislation approved last August. AER also intends to work more closely with **Federradio**, the federation which represents commercial, community and religious radio associations

throughout the local broadcast market.

AER executive **Carlo de Giacomo** explains, "It's almost a year since legislation was introduced and nothing has happened. A frequency plan has not been announced and there has been no statement on which stations will be granted licences."

AER also wants government assurance that national private stations will not be allowed to air local advertisements. Such a guarantee is part of the Broadcast Bill now being contended by RNA, the association which represents national network stations.

AER, which acts for 10,000 workers through its member stations, will push for meetings with new Minister of Post and Telecommunications **Carlo Vizzini** in an effort to speed up government decisions. Says de Giacomo, "The local broadcast sector is too important to be relegated to some kind of second division which is always sacrificed in the interests of political battles. It's a sector and not just a statistic."

Radio Speaks Out Against New Disco Rules

Radio DJs' specialising in dance music are hitting out at a new government decree limiting the opening hours of discotheques throughout national territory.

The decision comes after protests by a group of parents dubbed "anti-rock-mothers". They claim the current trend of discos staying open until dawn contributes to sharp increases in fatal road accidents involving young people (see M&M May 25). In future only discos that cater largely to tourists will be allowed to stay open until 04:00.

Dance music has also come under attack by being linked with drink, drugs and "the devil's music." State RAI radio DJ **Luca de Gennaro** describes those charges as ludicrous.

De Gennaro presents weekend dance music shows on the Stereo RAI station, is a club DJ, and organises rave parties. Club dates have been lost since the government announcement, he claims, adding "The decree amounts to nothing less than prohibition. It's unconstitutional and I don't know how it can be applied."

De Gennaro invited listeners to phone in to voice their dissent on his June 1 programme and says, "There were plenty of callers, but kids today are not politically active. They say, 'We don't care. We'll have fun until the morning anyway.' Maybe the decree will revolutionise them into political action."

However, there will be no dawn frolics at the discotheque owned by Naples-based national network **Radio Kiss Kiss**. Although it usually stays open until 03:00 or 04:00, station pro-

gramme director **Gianni Simioli** confirms it will abide by the government decree when it re-opens after summer break. Simioli has tried to bring what he describes as "some sense to the subject" by devoting a small part of his morning programme to the issue. "Nothing heavy," says Simioli. "I've tried to use a rational approach to an audience which includes many housewives and mothers."

A similar approach is being used at the Rome-based regional station **Radio Centro Suono**. It devotes a large slice of its programme time to dance music and has been involved in several rave parties. Comments programme director **Alberto Castelli**. "The decree is not going to solve the problems of road accidents, drink or drugs. But it's a fact that a lot of kids get killed in cars so, naturally, we feel sorry for the parents. We're giving the issue airtime but it's a fight against government and not against mothers and fathers. We will not run the risk of upsetting anyone who may have lost a son or daughter."

Castelli says Radio Centro Suono will join forces with other stations to organise what he describes as a peaceful protest party. "We want to bring a lot of kids together to show they can dance without problems." Castelli remains convinced radio stations have the power to influence the situation. He says, "Radio is the new media for young people. They tune into stations more than they read newspapers or watch TV." DS

ELDA Italia Doubles Laser Titles

ELDA Italia, the local branch of the European Laser Disc Association, is predicting a 58% increase in the number of titles out on the local market by the end of this year.

Two hundred titles are currently available with pop and opera music cornering a 78% share. This total, which includes movies, is expected to rise to 316 by December 31. 105,000 units had been sold by the end of May — 50,000 music and 55,000 movies.

ELDA also expects sales of laser disc players to rise from a 1990's total of 5,000 to 17,000 by year end, and the association anticipates sharp increases in sales of both hardware and software. Around 600 retail outlets

currently stock hardware and 200 deal in software alone.

President of ELDA Italy **Bruno Fedetto** admits laser discs may not have mass market appeal. "It's a young market on local territory so it is difficult to predict the long term future. Although I don't expect sales to reach those of ordinary sound carriers, I do believe the high quality of sound and vision of laser discs will appeal to more people than just collectors."

A report published by ELDA says European sales of laser discs are expected to rise from a 1989 total of 15,000 units to 16,940 million by 1995, with a consequent revenue increase from the 1989 figure of US\$6.4 million to US\$383 million by 1995. DS

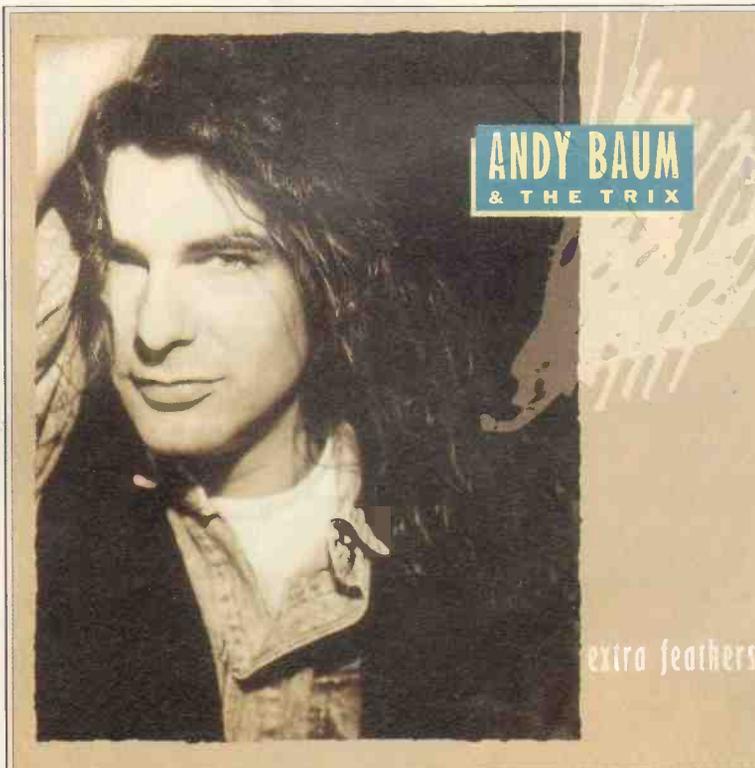
101 Network Promotes Impulse Compilation

101 Network, the Milan-based private national station, intends to stay fresh by teaming with **Sony Music** to promote *Impulse Night Rhythms*, a dance music compilation album scheduled for release on June 24.

Sony Music's **Columbia** record division is partnering with the multinational company **Elida Gibbs**, which has launched

the new perfume deodorant, *Impulse Night Rhythms*. The cosmetics firm will back a TV ad campaign for the album to be screened on **Silvio Berlusconi's** private network channels.

Starting on June 29, 101 network DJ **Mario Panda** will appear five consecutive Saturdays at **Citta Mercato** hypermarkets in the Lombardy region. DS



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rocksinger
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Europe

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Local Radio In NRW Tops Publics

The two-level system of local radio in North Rhein Westphalia, Germany's largest state, based on the latest listener results.

The results of the first "listeners yesterday" tests by **Infratest** "surprised and delighted" **Radio NRW GM Helmut G. Bauer**, who reported the results first hand at the media forum held in Cologne on June 9-11.

"The test covered over 1,400 interviews held in the 12 cities where our stations have been broadcasting for up to a year. They gave WDR 1 a 7% share, WDR 2 grabbed 22% of the listeners, WDR 3 got 3% and the popular MOR and German schlager channel WDR 4 picked up 31%. Our local stations with their own broadcasts and the programmes provided by Radio NRW, led the pack with a 32% share.

"In listening time, we also did very well. WDR 1 got seven minutes, WDR 2, 33 minutes, WDR 3, three minutes and WDR 4 tied us with a 56-minute a day listening span for the audience tested."

Despite the enthusiasm of local stations, private radio media executives from other states put a damper on the excitement. The GM for the Bavarian State central office for

new media **Martin Gerbrande** warned broadcasters that in his state, similar numbers were recorded in the first year of operation by the new private stations, but quickly slipped after the first euphoria and curiosity by the public was satisfied. The GM of the State office for communications in the State of Baden-Württemberg **Christian Schurig** agreed.

Despite some caution, however, the numbers provide new local stations with a strong incentive to increase their advertising income, and strengthen their financial basis and their ability to do more and better local programming.

The 36 local stations, with eight still to come, are owned almost exclusively by local and regional newspapers but are programmed by an independent body involving local interest, cultural and religious groups.

A central station, **Radio NRW**, provides the complete music line-up and a 24-hour a day blanket programme, including hourly newscasts that the stations can carry without costs.

Most of the stations do about five to eight hours, especially in the prime morning and early afternoons periods, with Radio NRW music and their own area news and information. **MS**

Charivari, Gong Merge Key Support Operations In Bavaria

Mal Sondock

In an unprecedented move, **Gong Verlag Radio** and **Radio Charivari** are combining administrative functions at stations in Regensburg and Würzburg in order to cut costs drastically. Both stations will share studios, administrative staff, technical facilities, local reporters and sales staff.

Gong GM Ulrich Clef comments, "Two facts are very important. There will be two completely separate programs as there are now and we are not considering a merger or buyout of any kind.

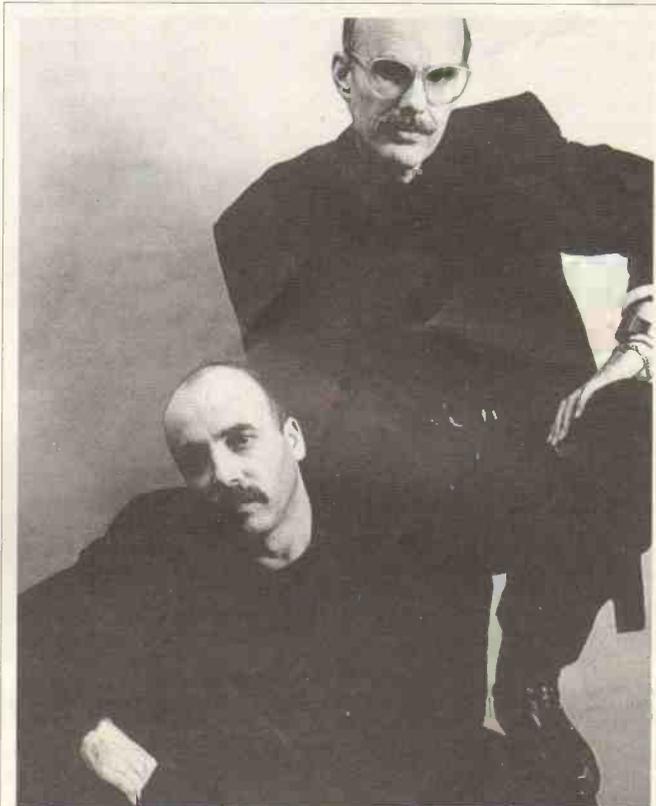
"The reason for this cooperation is the practical solution to cost problems with no loss of programme image. Our stations have two different target groups. Charivari is looking for the listener 35 and older while our target group is 14 to 39 years of age. That means that we can cooperate very well and capture a large segment of our markets together in competition with other local stations without too many compromises," details Clef.

Cutting Costs

Charivari Regensburg GM Peter Heinsmann adds, "The financial situation of all of the local private radio stations is not too rosy at present. We have to investigate new ways to cut costs without cutting quality. The question of a central statewide net-

work service as in North Rhein-Westphalia was mentioned, but only one station in each market could subscribe to such a service,

and what would the other stations do? I felt that our present idea is the perfect solution."



EAST MEETS WEST — BMG Ariola Munich and K&P Music, the first independent label in eastern Germany, have signed a long-term contract. Both of the companies have been working together as A&R partners. K&P are Fritz Puppel (standing) and Toni Krahl.

SPAIN

Dino Music Holds Euro Gathering

by Anna Marie de la Fuente

Dino Music held its international product convention on May 30 - 31 in Barcelona where its new Spanish affiliate has been based since this spring. The meeting was preceded on the 29th by a gold award ceremony for **Rumba 3**, one of the bands featured in Dino Music Spain's rumba compilation LP *Baila mi Rumba*.

The first record released by Dino Music Spain, *Baila mi Rumba* includes the **Gipsy Kings**, **Ana Reverte**, **Azucar Moreno**, **Raul Orellana** and other top rumba artists.

The weekend gathering was

attended by Dino music heads from Europe and the U.S. Explains Dino Music UK MD **Mark Rosenfield**, "We basically came together to coordinate and develop our front-line products in Europe."

Dino Music Spain is distributed by **Sony Music** but adds MD **Frank Andrada**, "We have our own marketing and promotion people, of course." Although Dino Music specializes in compilation LPs promoted on TV, it has also signed on some more prominent acts, such as **Latoya Jackson**, whose latest record is scheduled for release in September. Jackson is signed to Dino Music worldwide.

25-34 Age Demo Tops List In Latest ICP Ratings

Results from the latest radio listening poll for the first quarter of 1991 have been released by the consumer research firm **ICP Research**.

The first in Spain to make use of France's **Mediametrie** system, ICP has been operating since April 1990, analysing the listening habits of Spain's 31.6 million population aged 14+, using telephone interviews. Out of 17.8 million confirmed radio listeners, 53.8% are male and 46.2% female.

Both sexes prefer AM radio. The first year's results confirm the dominance of AM radio, posting an audience of 12 million as opposed to FM radio's six million listeners. The AM radio audience jumped 174,000 while FM radio

gained 66,000 during this period.

However, the number of individuals who tune in to both AM and FM radio has dropped 127,000.

The survey also reveals that the largest listening age-group is the 25-34 year olds (28.9%), followed by the 35-44 age group (15.6%). In contrast, the 20-24 year olds represent only 11.1% of the total audience.

The southern region of Andalusia has the biggest radio audience, with 2.8 million week-day listeners, followed by Catalonia with 2.6 million and Madrid with 2.3 million. The study also disclosed that the most popular radio listening time blocks were from 6:00 to 9:00 hours among the active population aged 25-54.

The youth group preferred to tune in during the afternoons.

AMdIF

SPANISH RADIO DEMOGRAPHICS (Jan. - Apr. 1991)

Age Group	% of Listeners
14-19	13.6
20-24	11.1
25-34	28.9
35-44	15.6
45-54	12.7
55-64	12.0
65+	14.1

Total audience: 17.8 million

Source: ICP Research

The Voice Adds Åalborg To Network

by David Rowley

The Voice Of Scandinavia, arguably the region's most powerful private group of stations, has just opened its 10th terrestrial outlet - its first on the Danish mainland of Jutland.

The new station started on May 15 at Aabybro, just outside Åalborg, Denmark's third-largest city.

Until now the Voice's main power base has been on the island of Zealand, where there are eight facilities, including three in greater Copenhagen, which has a population of 1.3 million. The company also has an outlet in Odense on the island of Fyn. The stations run from six separate studio centres.

The new station is broadcasting on 106.9 FM between 06.00 and midnight. Lars Kjær, the network's programme director, says the facility will follow the strong EHR format already established by other outlets in the chain. Station manager Thomas Keep is sup-

ported by all local personnel.

Kjær adds the listener goal is 10%-15% of the audience on a daily basis after one year, equivalent to about 30% per week. The station was established from scratch for Dkr250,000 (app. US\$40,000).

He says the appearance of a Voice station has helped break what was essentially a media monopoly in the city with almost all local newspapers, radio, and television owned by the same group.

"We've had a very strong reaction from local advertisers since we started because up until now, the existing media outlets have been able to dictate ad prices. That situation has changed now."

Kjær doubts, however, the Voice will be strongly competing for the same audience with the dominant local station in the region, Åalborg Naerradio. "They are very strong from 30 years and up, but we're aiming for the 15-25 audience," he says.

Gramex, Radio Dispute Goes To Arbitration

by Kari Helopaltio

The dispute between Gramex and Finnish independent local radio stations over copyright compensations will be set at the Court of Arbitration, at the request of a majority 42 indie stations operating in Finland.

Comments Kai Salmi, MD of SPRL, the umbrella organization for the indies, "When our official and unofficial initiatives and tentative efforts with Gramex failed, we saw no other alternative. We want this dispute to be solved once and for all."

Meantime, the IFPI/AKT boycott against local indie stations entered into its third week with little progress.

Withhold Samples

The boycott has halted the flow of sample records and information from record companies to indie stations as a punitive sanction for unpaid Gramex compensations, which total some US\$3.5

million. That money is distributed between artists and record companies on a fifty-fifty basis.

Gramex compensations have been at issue since the first local indie station hit the air in 1985. Stations consider them too high by some 100%, and have been forced to play Gramex-free music — records made in the US and music made before 1961 — to save expenses. At some small stations, copyright compensation — Gramex and Teosto combined — is up to 20% of their annual income.

Boycott Considered

At one time local independents considered a boycott of local music as a countermove, but the idea was dropped because that would have led to a loss of listeners, a shift from indies to government-controlled YLE.

Stations outside this dispute are Radio Ettan/Helsinki, Radio City/Helsinki, Radio 957/Tampere, Radio Pori/Pori and Radio

Oikea Asema/Kuopio. The Court of Arbitration is expected to give its verdict by the end of this year.

This is the second time the court has been called upon to settle such a dispute. Last time it was the case of "The Bold Four", including Radio City, Radio 957, Radio Pori and Radio Oikea Asema, who fought for a better agreement — something that was not good enough for numerous other stations.

Earlier in the disputes, IFPI/AKT and Gramex had also approached local indie stations with a letter offering more flexible terms of payment and adjustments on paying penalty interest. Two stations, Radio City in Helsinki and Radio Oikea Asema in Kuopio had signed this revised agreement.

Before that, only two local indie stations, Radio Ettan and Radio 957 had signed the Gramex contract.

1990 IFPI Results Show Vinyl Slide Across

Figures just released by IFPI show a steady rise in Scandinavia for CD's and a decline in vinyl for all Scandinavian markets.

The Norwegian market, which dipped sharply in 1989, seems to have picked up again regaining the level of unit shipments of 1988. The value of Norwegian deliveries increased from Skr348.46 million to Skr370.12 million in 1990, with unit shipments rising from 8.91 million in 1989 to 9.17 million in 1990.

The Swedish figures, which cover all

companies in the territory - not just IFPI members - show the value of deliveries for all formats at Skr1.024 billion in 1990, up from Skr892.95 million in 1989. Unit shipments increased from 25.6 million in 1989 (from 22.7 million in 1988) to 27.2 million units last year.

The value of Finnish deliveries increased from Skr369.76 million in 1989 to Skr371.42 million in 1990 and unit shipments for 1990 came to 8.46 million, up 1.22 million on the previous year.

The biggest surprise came with the apparent drop in shipments in Denmark, a decline some observers have put down to the local IFPI organisation disallowing, for the first time, export figures from local companies in the final reckoning. The value of trade deliveries in Denmark was Skr466.36 million in 1990, up Skr5.52 million from the previous year. But unit shipments were 10.05 million last year against 10.65 million the previous year.

SCANDINAVIA SOUNDCARRIER SHIPMENTS 1990-1989

Country	1989 1990			1989 1990			1989 1990			1989 1990					
	Sin.	Sin.	% chg.	LP	LP	% chg.	Cass.	Cass.	% chg.	CD	CD	% chg.	Tot.	Tot.	% chg.
Finland	0.3	0.3	14.8	2.9	2.8	-4.2	2.9	3.6	22.8	1.2	1.8	53.9	7.3	8.5	16.7
Norway	0.7	0.6	-9.0	2.1	1.9	-13.1	4.1	4.1	0.7	2.0	2.6	27.5	8.9	9.2	2.8
Denmark	0.8	0.6	-28.9	4.8	4.1	-15.7	1.9	1.8	-5.3	3.1	3.2	3.2	10.7	9.7	-9.4
Sweden	5.2	4.9	-6.4	10.5	9.1	-13.4	5.0	5.7	13.5	4.8	7.6	56.8	25.6	27.3	6.5

Source: IFPI

BENELUX

Doe Maar To Hit Platinum In Holland

by Machgiel Bakker

Dutch band Doe Maar are currently enjoying renewed popularity following their massive national appeal in the early 80's. Backed by a TV advertising campaign on commercial TV channel RTL-4, the group's 18-track sampler, *Doe Maar De Beste*, has hit gold (50,000 copies) within four weeks. During the 80s, Doe Maar were released by the Telstar label. Last year, CNR acquired all of Telstar's back catalogue, including material from national talents like Toontje Lager, De Dijk and Doe Maar.

According to CNR's sales manager Ger van der Meys, the album probably will hit platinum (75,000). "For some time there was a growing demand for a sam-

pler. Although the band's back catalogue was available on CD, we got many requests from retailers for a compilation album. We released it mid-May and sales picked up immediately."

The new sampler contains the band's trademark sound—ska and reggae-flavoured pop—on hit singles like *De Bom*, *Pa, Is Dit Alles* and *1 Nacht Alleen*.

Doe Maar has been Holland's biggest national talent to date. The band first hit the charts in 1981 with *32 Jaar* (which has also re-appeared in the Dutch singles chart, currently at no. 15). The albums *Skunk* ('81) and the follow-up a year later, *Doris Day En Andere Stukken* reached combined sales of half-a-million copies.

Hit Radio To Launch July 1 With No Jocks; Staff Of Two

by Chris White

HIT Radio, the new 24-hour EHR format channel which is being launched by AC station Sky Radio on July 1, is expected to reach an initial 1.5 million cable connections increasing to more than 3 million by year-end, according to Sky Radio's MD Ton Lathouwers. He says there has been "a very positive response" from both cable operators and advertisers towards the channel.

Round The Clock

Hit Radio will have a Top 40 format transmitting 24 hours a day, focussing on the latest pop trends and current hit singles. "If 60% of the pop charts comprise dance

music, then that will be reflected accordingly," says Lathouwers. "The channel will be complementing Sky Radio's policy of broadcasting adult contemporary music like The Carpenters by playing contemporary music geared to a 13-30 year-old age group."

Lathouwers claims that the launch of Hit Radio has been due to overwhelming demand from various interested parties. "Sky Radio is the only commercial station in Holland that is currently making a profit, and with Hit we aim to repeat the success story."

There has been a great response from the advertising agencies that Sky Radio works with, and the Dutch record industry has also been very supportive

of what we are doing."

Hit Radio will have a weekly Top 40 playlist with one record singled out for "Hit Radio Hot Shot" airplayed every two hours. There will be no DJs except on Sunday afternoon when the programming focuses on the US "Top 40," hosted by Shadow Stevens and syndicated to other nations around the world. "We are investigating the possibility of other similar shows in the future but initially Hit Radio will have a non-stop music format. That's what has made Sky so popular," says Lathouwers.

Hit Radio will have a staff of just two people including the new head of music Koen van Tijn, supplemented by Sky Radio's existing eight staff.

TRAINING GRANTS AVAILABLE

Taking Formal Steps Towards Training

by Tony Grundy

Maybe I am a few cans short of a six pack, but I've actually enjoyed the first six months of 1991 — from a training point of view that is. Before I am asked to retire to a mental asylum, I would like to explain just why I have enjoyed working through one of the worst recessions the UK radio industry has known. I want also to disclose how many stations are ignoring the opportunity of having 50% of their training budget paid for by somebody else!

By way of justifying my apparent madness, it is worth explaining that by the very nature of my job I am dealing with a number of radio stations — all by definition interested in training. They all have different training needs but every time I visit I am

involved all departments, whether it be sales, traffic, commercial production, news, programmes or engineering.

The value of this to the delegates is that they are given the 'basics' of management training, so that essentials like time management, negotiations, presentation counselling and interview skills become second nature. More importantly, is the interaction of these managers. Generally, they have very little thinking and planning time together and yet they are 'forced' to sit down together and listen to each other, while deciding how to overcome various problems and projects.

"Hang on!" — I can almost hear some luddites in the industry saying. These people are not paid to sit around chatting to one another. They see enough of each

year to March 1991. Many of them didn't like what they saw. Year-on-year comparisons of the usually buoyant local marketplace has left a lot to be desired. The solution for some companies in their efforts to cut costs has been to reduce the number of sales people!

The next thing people will be doing is turning the transmitter off to save money on the electricity bills!

Yes, I know all about controlling costs when times are tough. But how can sales costs be cut when there isn't a station in its local marketplace taking more than 10% of all advertising money spent? Train your sales people, get them working 'clever' and then maybe they will get their unfair share of the advertising cake.

Training Grants

Phase two is actually very pleasing despite the tough economy, because a number of stations have raised their heads over the parapet and said, "Grundy, show us the way forward!" And that is where training grants and 50% support comes in.

Most people would sit up and take notice if you said, "If I could show you a way to double your training budget over the next 12 months at no cost to you, would you do it?" Although these grants have been available for some time, I can confidently say that the vast majority of radio stations haven't even asked for an application form!

T.E.C. Explained

Currently, I have two clients already working through a 12-month programme for management and sales people, 50% paid for by the local Training and Enterprise Councils (T.E.C.). (There are 82 T.E.C.'s in the UK already). Four other clients are at

other anyway and they are already having lots of meetings.

Well, I am afraid to tell you, Mr. Sceptic, that if you were to price those meetings and then ask questions such as: "What was the objective of the meeting?" "Were all the people present essential to the meeting?" "What was actually achieved?" "Did the meeting have a set timescale?" "Were the items covered prioritised?" and "Did the chairman control interruptions?" The simple fact is that thousands of pounds are being wasted annually by undertrained, undersupervised middle managers who deserve better from their senior managers.

Congratulations to stations like Southern Radio and Invicta

The solution for some companies in their efforts to cut costs has been to reduce the number of sales people!

Radio, which have invested in all these areas.

There is no doubt that phase one has been encouraging, even though all was chaos with the economy and advertising revenues.

Phase Two

Then, along came phase two — when not only the large groups started to take stock of the first six months of the radio financial

lifted by the enthusiasm of the young, bright sales executives now in the industry. They have been working through a very tough period economically, but the knowledge and support they have acquired through training will make them so much stronger when the economy starts to pick up.

Additionally, the talented young middle managers are quite rightly realising the opportunities being created for them in such a fast-growing broadcast industry. Their ideas and input have been both stimulating and great fun.

Middle Managers Deserve Better

Two distinct phases have surfaced over the first six months of this year. Phase one involved enlightened companies who had already committed to training. The work was predominantly sales-related and involved work with whole groups of sales people on themed days.

Additionally, smaller sales groups for either induction training or specialist knowledge like "Understanding Agencies" broadened the range of training. Alongside these groups came similar companies which had already invested money in sales training, but wanted to develop middle management. They recognised that these people are the key to the future of the radio industry. The programme is so broad that it

T.E.C. Tips

- Grants are not automatic, but will support the use of consultants to train your managers, enhancing their skills in training others, including sales people.
- They will want to come and see you, with your training consultant, if you've got one.
- You will be asked to draw up a training programme for 9-12 months, which your consultant will help you create.
- One further meeting may be necessary, but grants can be processed inside six weeks.
- Grants of up to £15,000 are available, matching each £ of your investment. A £30,000 budget can be created for larger groups.
- Additional £ for £ monies are available to purchase training equipment such as flip charts, OHPs etc.

tape ridden than the T.E.C.'s but providing the training is planned and you use consultants, they are also happy to support you by matching your investment £ for £, up to a maximum of £15,000. Other European countries may have similar agencies.

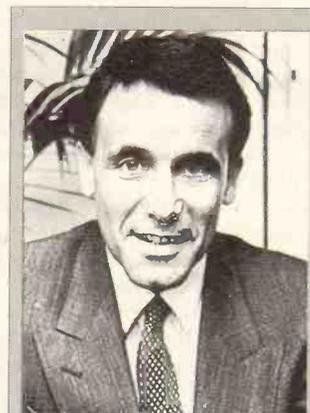
Needless to say, this article has been devoted to grants in the UK for two good reasons. Generally speaking, in other European countries (particularly Germany), there is a healthier attitude toward training. Unfortunately, commercial radio in the private sector is not as sophisticated in its methods of selling as is the case in the UK.

Politically in the UK, training and education is a 'hot' issue, with all political parties claiming that they believe that masses of funds need to be invested in the training of students and workforces. Additionally, the Conservative government is urging the National Council for Vocational Qualifications to introduce Britain's first national system of vocational qualifications. The importance of such landmarks cannot be overemphasised. What it will mean, if implemented, is that stations will be able to gauge the worth of training schemes. Prospective employers will be able to judge more efficiently the quality of people they interview. The customers will know for example, the calibre of sales people with whom they are dealing, which, incidentally, already happens in American radio.

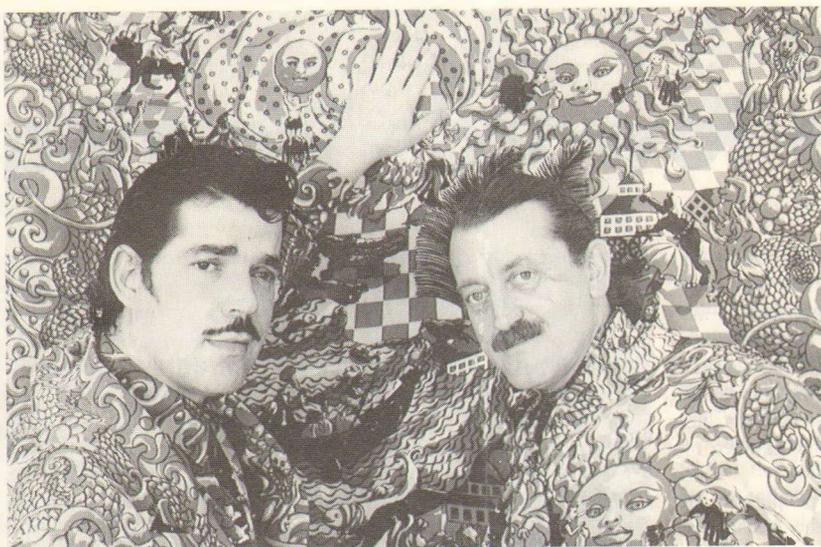
Talking about the importance of training can only help a com-

mitted view toward continuous investment in your managers, presenters and sales staff. As a result there are long-term plans for UK companies like Orchard FM/Somerset, Fox FM/Oxfordshire, IOW Radio/Hants and Buzz FM/Birmingham, which are all taking advantage of the 50% funding.

Does anybody else want to join the list and plan their way through the training maze? Phase two has been very good for me. How about you and yours?



Tony Grundy owns broadcast sales specialist and management consultancy *Communicate Now*. Grundy has been in the broadcast industry for 17 years, during which time he was sales director at *Radio Aire/Leeds* and *Radio 210/Reading* where he was MD. He was also named deputy MD when *Radio 210* merged with *GWR/Bristol* in June 1989. He can be contacted on tel: +44 491-873185 or fax: +44 491-875180.



Yello

Pop's weirdest outfit is probably Yello from Switzerland. Without significant airplay, the duo is doubling their sales with each album they release. Their seventh album "Baby" is again a striking combination of Swiss efficiency and complete madness. Their sound could be the definition of hi-fidelity, their lyrics the handbook for clowns.

by Robbert Tilli

Dieter Meier, one half of the Swiss duo Yello, is a man of a thousand jobs. The 47-year-old banker's son, apart from being a singer, is a movie maker, a businessman and, in addition, he is his own manager, video director and PR man.

Together with studio wizard Boris Blank, Meier provides highly visual pop music that verges on kitsch. Call it "cinematic pop," every song could be the soundtrack to a mini-movie or a TV documentary. Songwriter Blank, "a painter in music," is musical director, arranger and producer, while Meier sings his own lyrics in a deep, dark talking style.

The new album *Baby*, released simultaneously across Europe this week on the Mercury label, is the follow up to 1988's *Flag*, their most successful on the UK market with over 100,000 copies sold (gold). Apart from their home territory, Germany has proved to be their best market over the years, with the 1985 *Stella* album topping their sales records with 300,000 copies.

Again, their new album—recorded in Blank's own home studio in Zürich—is a set of "over the top" brilliant-sounding songs. The first single *Rubberbandman*, a prime example, is charted in the UK at no. 48 and in Germany (no. 39). At press time, it's a new entry on the Coca-Cola Eurochart Hot 100 Singles at no. 90.

On the track *Jungle Bill*, Meier sounds like a tribal chief on a ski-safari through Burundi. *Capri Calling*, though, is quite "normal," featuring ex-Associates singer Billy Mackenzie. Their unique sound has already won them an "album of the month" award in the July issue of the German magazine *Audio*.

Phonogram Germany MD Louis Spillmann has been involved with the band almost since day one, back in 1981. "I remember their debut album *Solid Pleasure*, out on Ralph Records which we distributed in those days, came on my desk. I played it, I saw their names, I saw they were Swiss just like me, but I had never heard of them. That's where I

stepped in. With their third album *You Gotta Say Yes To Another Excess*, they were signed to Phonogram (Germany) worldwide.

"Every album we released doubled the sales of its predecessor. In Germany where they have built up a fan base of somewhere between 150,000-200,000, we can't double the sales any more, but in other territories, we still see great potential. They are not a touring band; a lot of their hits came out of the club scene. Also, their characteristic videos helped a lot in breaking them. For a lot of territories, however, their music is still too "unusual" for radio airplay.

"In the US, for instance, they don't fit the narrow formats. We need far more time and more albums to establish them there as well. At the moment we're looking for a new US record deal. In Germany we have no problems in achieving airplay. Here, their sound is well-established. We expect top five with this new album. Although very successful, Yello are still regarded as a cult band, and have that 'underground' feeling. That's why we chose such a difficult track, *Rubberbandman*, as the first single. Now everybody knows Yello are back after two-and-a-half years. No other band could sound like that."

Phonogram has outlined an extensive European promo tour for Yello which will bring them practically everywhere, starting with a two-week visit to Germany around the release date. They have already done some pre-promotion in the UK and France. Next month they will return to these territories.

In-store material (3-D cut-outs) is based on the extraordinary sleeve design, showing Meier and Blank wearing suits in the same strange design as the background. The video of the single is on heavy rotation on MTV. The same station will run a 14-day advertising campaign, in which 30-second spots will be broadcast 86 times. Meanwhile, Meier is busy completing his first motion picture "Snowball", due for release next year.

BELGIUM

T99

- Signed to **Who's That Beat?/Play It Again Sam** (Belgium).
- Licensed to **LX Recordings** (UK), **Intercord** (Germany), **Blanco Y Negro** (Spain), **Remark** (France) and **Media Records** (Italy).
- Publisher: **P&M Music**.
- Management: **Metropolis/Antwerp**.
- New single: *Anastasia* originally released as an instrumental single on March 11; re-released in a rap version on May 13. Currently, it is charted in Holland at no. 5, Belgium (no. 19) and the UK (no. 60). In the **Coca-Cola Eurochart Hot 100 Singles**, it is no. 55.
- Recorded at **Turbo Studio/Dendermonde**.
- Producers: **Olivier Abbeeloos/ Patrick De Meyer**.
- Marketing: White labels to club DJ's and key retailers. 1 Concert tour: In June and July the T99 crew, featuring rapper **Zeno** and three dancers, will do an 18-date UK tour and 15 Dutch dates.

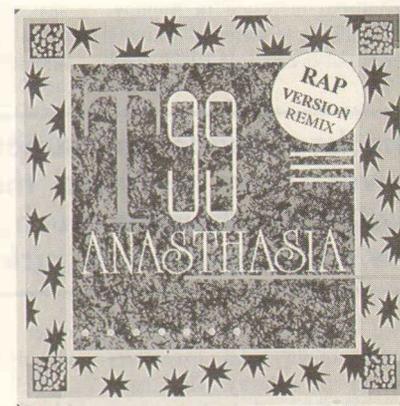
At first hearing, T99 sounds very reminiscent of another Belgian dance act, **ARS** signing **Quadroponia**. Small wonder, because computer wizard **Olivier Abbeeloos** is involved in both projects. T99 is the studio project of another big name from the "new beat" age, producer **Patrick De Meyer**. Also Dutch rapper **Zeno** is featured on the new single *Anastasia*.

Initially, the single was released as an instrumental tune, boasting the "Abbeeloos sound", based on orchestral samples. Con-

noisseurs say he has probably used bits and pieces from **Carl Orff's** opera *Carmina Burana*. Whatever its origin, the sample of a classical recording is built into the sequence of the new song.

The original version received good feedback from the clubs, and the top retailers in the dance field in Belgium: **Music Man** in Brussels, Antwerp-based **USA Import**, and **ARS**. Finally, the vocal version—a rap was added to the song—broke it on EHR after a long period of no airplay.

The funny thing is that the UK hit-version of T99 (out on **LX Records**) is different from the Benelux hit version (both versions are included on the CD single) as the raps differ. Rapper **Zeno** is only featured on the single released in the Benelux. Nevertheless, he will be the main man, representing the concept at the upcoming UK clubtour.



UNITED KINGDOM

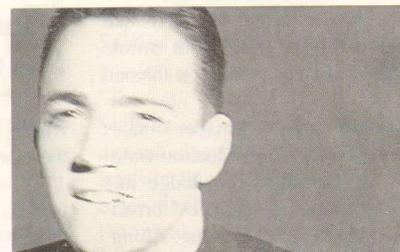
Kenny Thomas

- Signed to **Cooltempo/Chrysalis**.
- Publisher: **EMI Songs**.
- Management: **Steve Finen/London**.
- New single: *Thinking About Our Love* released on May 13; currently it is at no. 13 in the UK. In the **Coca-Cola Eurochart Hot 100 Singles**, it is no. 45.
- Recorded at **One World Studios/Beaconsfield**.
- Producer: **Mike Percy/Tim Lever**.
- European releases in all the major markets are scheduled for next month.

After his first UK top 10 hit single *Outstanding*—a cover of a song by the **Gap Band**—in January/February, **Kenny Thomas** strikes again with the follow-up *Thinking About Our Love*. It is a soft, soul tune on a dance beat. Like other **Cooltempo** productions, the song has worked its way up on the 12" format from the clubs. From there it has spread on the major radio stations in the UK. Also, it is picking up encouraging airplay in Italy, where the single is playlisted on **Radio Dimensione Suono/Rome**, **Radio Kiss Kiss/Naples** and **Radio Star/Vicenza**.

The debut album by Thomas—as yet untitled—is due for a release in September. Just like the single, it is produced by **Mike Percy** and **Tim Lever**, together the **One World Productions** team.

A UK tour is planned around the release date of the album. Thomas put a band together for that occasion and the rehearsals have already started.



Pan-European Spotlight: Artists featured have achieved Top 15 chart status in the European Top 100 Albums within the last five years.

National Spotlight: Artists featured have achieved Top 15 chart status in their country of origin.

Label Values: How Much Is The Catalogue Worth?

Unlike US radio assets, where revenue and cash flow is much more predictable, record company income can often be as uncertain as predicting the next hit record.

As a result, investors tend to look at cashflow derived from the back catalogue during the past two-to-three years. That gives a buyer a good snapshot of the revenue peaks and troughs of the catalogue.

Jan Cook, PolyGram's chief financial officer, says the company valued **Island Records** and **A&M Records** by assessing "the potential of the labels' recording catalogues, both of which were extensive and relatively under-exploited.

"We made a long-term forecast of the cashflows those catalogues could generate when fully exploited by PolyGram's worldwide network. By discounting those figures back, we could then base our acquisition price on the expected average annual return."

The Island Deal

At first glance, it appears PolyGram paid a rich premium when it bought Island for US\$272 million—nearly 30 times estimated trailing cash flow of about US\$9.1 million.

However, Island's cash flow margin was far below the 20% margins at **Warner Music** or the 12.3%

margins PolyGram just turned in during its last fiscal year.

The company says it already has realised some of that value with successful back catalogue releases from the **Carpenters**, **Free**, **Bob Marley**, the **Police** and **Cat Stevens**.

The "American" Model
Entertainment Associates Law MD **John Giacobbi**, explains that "the American system of valuing 'media assets' as multiples of cash flow is now increasingly being adopted in the UK and Europe. Small independent [record] companies are relatively high risk businesses and are also governed by the 'key-man' factor. Accordingly, a multiple of between three and five should generally apply."

However, says Giacobbi, larger independents tend to be more established, stable and less reliant on key individuals. "In this instance, a scale from eight to 14 would apply, although PolyGram is reputed to have paid a much higher multiple to acquire Island Records due to one other key factor in this industry: goodwill."

Cook says the company is "frequently approached with acquisition

(continues on page 13)

PRICING RADIO STATIONS

Lack Of Deals Prevents Setting Value Benchmarks

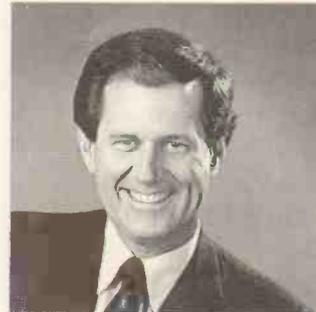
While some aspects of US radio have been openly embraced in Europe, such as programming and sales management, US-style valuation techniques have been harder to incorporate.

A liquid buy/sell market, the long history of transactions and a more predictable operating environment have led to established benchmarks in valuing US radio assets. In the States, radio properties currently are valued at about 7-8 times cash flow, down from 10-11 because of the credit crunch and ad recession.

In Europe, it's another matter. Explains **Communications Equity Associates** chairman **Rick Michaels**, "There have not been enough trades to establish a true value. Also, commercial radio is relatively new in many of these countries. Therefore, value has been based less on a present cash flow multiple and more on perceived value of potential revenue; i.e., a discounted cash flow with a 20%-25% return."

The Voice Of Scandinavia MD **Ott Reedt-Thott** agrees that US valuations don't apply, especially in Scandinavia. "If that's the case [using 7-8 multiples] then I'm a very rich man. We haven't paid anything like that. You're paying considerably less because it's such a young industry."

Highlighting the swings in value



Rick Michaels

is Italy. Comments **RTL 102.5 Hit Radio** MD **Claudio Astorri**, "You could buy a local station which covered one province for L100 million. But you could buy another which covered five provinces for the same price. Prices differ radically."

The UK economy has also changed the game. Says **Crown Comm.** chairman **Christopher Chataway**, "Nobody can expect to buy a station in the UK on the usual basis at the moment; i.e. multiples of cash flow or earnings. Acquisitions are taking place at much higher multiples because the market is depressed. Buyers are looking at potential earnings."

One technique used in the UK is price paid per pop. Explains Chataway, "It's one of the measures to apply, especially in areas where there is a monopoly or not much competition. It's not really likely for

London stations."

One frustration in valuing stations is the lack of comprehensive market research. Comments **Fred Constant**, founder of California-based European media investment company **International Broadcasting Consortium**, "When a US broadcaster gets a lead on a hot property, he picks up his **Duncan Radio** [guide] and immediately knows all about the market's revenue history, media competition, technical facilities, and all kinds of things. I think **Jim Duncan** may have done more for American radio than anyone because he organised it so bankers and managers could make models and predict performance more accurately."

That understanding of radio in the banking community has also been somewhat of a hindrance in Europe. Says **CEA's** Michaels, "European bankers need to have a better understanding of the radio business, and it's growing. However, radio is probably the weakest of the media business." **IBC's** Constant agrees "Our experience in the UK suggests a need for management and merchant banking. We recently completed an acquisition study for a larger UK company seeking to enter radio ownership. Their biggest problem was that they didn't know where to get somebody to run the radio division. SW

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MERGERS & ACQUISITIONS

Where Are The Americans?

Many American investors have expressed interest in investing in European radio, yet few have taken the plunge. One key factor holding up the Americans: trouble in their own financial backyard. Americans have been drawn to Europe for various reasons, including rapidly increasing ad spends, a higher profit potential per station and attractive exit values, as witnessed in recent UK acquisitions.

Peter Stromquist, president of Montreux Companies, says that "when we started this company and our effort to educate US broadcasters, we were at the peak

of values and performance in the US. The rapid decline of the ad market and sources of financing right after we started the company has prohibited most US broadcasters — who are highly leveraged in their own backyards — from taking the plunge.

"Secondly, we are finding that the education process, the learning curve, is much slower. Because so much detailed information is available in the US... it is relatively easily to 'put a package together'. It takes us much longer to do the same abroad."

CEA's Michaels adds a couple of extras to the list: ownership

restrictions, language barrier, tax considerations, and changing regulations.

"North American radio operators are not investment companies. The concept of taking strategic stakes and not having control is something they have never been comfortable with." He adds, "Investors want to be able to manage their fate in a high-risk investment. If you don't have control over the cash flow, it doesn't make any sense.

"Investors are also uncomfortable about the regulatory environ-

(continues on page 13)



"Their [American investors] interests, from an acquisition standpoint, are gravitating to those nations which will permit this in some form or another."

- Peter Stromquist

Radio M & A

(continued from page 1)

than through acquisitions. Explains Martin Brisac, GM at Europe 2, "We more interested largely in investing in new properties, rather than buying existing companies." While Brisac says significant acquisitions are not currently in the cards for Europe 1, "that can always change."

One reason the French have had to look elsewhere for opportunities is the competition in their own country.

Comments CEA's Goetz, "French radio operators are the most experienced and the French radio market is very competitive, forcing the operators to look for opportunities outside France, because investments in their own country are risky and generally yields are below average returns."

Case in point: Europe 2 in Prague and the USSR, and NRJ in Belgium, Germany and the UK. Both companies also have their eyes set on Germany.

Germany

Despite the appeal of a growing market the size of Germany, control of private radio is still in the hands of a powerful group of publishers.

One example is Radio Hamburg, which is controlled by Axel Springer (35%), Bauer (25%) and Bertelsmann (29.2%). Comments Swiss Bank's Akers, "Bertelsmann's subsidiary Ufa, which has interests in private radio stations in Hamburg, Berlin and Munich, is well set to develop into Eastern Europe and German-speaking countries such as Austria and Switzerland."

However, for the most part

private radio is still in the early stages of development and basic survival is, the main topic, not expansion or mergers and acquisitions. Most expansion plans are in bidding for Eastern German frequencies.

Ulrich Clef, GM of Gong Verlag Radio, perhaps best sums up the attitude of many private German radio operators. "We are not interested in expanding our operations in Bavaria or other West German states. However, we will be bidding for the new frequencies for private stations in Eastern Germany."

The UK

But perhaps the most visible market in terms of merger activity has been the UK, as strong regional operators consolidate their power bases.

Over the past year there have been a trio of high-profile buy-outs by Radio Clyde/Glasgow, Metro Radio and EMAP, which made its first radio acquisition. The UK is also the favourite market for Americans, with Westinghouse taking a 10% stake in Jazz FM/London and Stoner Broadcasting buying a 10% stake in Metro. Many more US investors are kicking the tires.

Despite the headline-grabbing deals, Crown Communications chairman Christopher Chataway still thinks "it's not a very concentrated industry. Everybody will be quite happy if radio has an ownership pattern of the regional press--50% owned by four or five companies and the rest spread

(continues on page 13)

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Where Are The Americans?

(continued from page 12)

ment, since it has been known to change in some countries." Case in point, says Michaels: the networking laws in Belgium.

Adds Stromquist, "US broadcasters, as the world broadcasting

community has heard time and time again, like control. Their interests, from an acquisition standpoint, are gravitating to those nations which will permit this in some form or another."

Don't completely rule out the Americans, says **Swiss Bank** head of media M&A **Chris Akers**. He says "Transworld was

supposedly talking to **Katz Communications**, the US's largest sales rep house, with a view to replacing or taking over **BMS**, its existing national sales house." Akers ventures that "it should not be too long before **Shamrock**, **Katz Communications** and others [US radio companies] cross the Atlantic." SW

Label Values

(continued from page 11)

ideas. Needless to say, those offers no longer include large independent record companies." However, Cook adds, the compa-

ny "will make further [label] acquisitions if we feel they are the right ones."

He says the company is "looking at new opportunities in the general entertainment business on a strictly controlled, country-by-

country basis. For example, four bid for the **LWT [ITV]** franchise in the UK.

"Sell-through video — both music and non-music — is certainly an important growth area in Europe and elsewhere."



Polygram is "looking at new opportunities in the general entertainment business on a strictly controlled, country-by-country basis".

- Jan Cook

Radio M & A

(continued from page 12)

widely across many different owners."

Scandinavia

One region that's being watched more closely has been Scandinavia. Ad spend increases in Denmark and Norway have been the highest in Europe for the past couple of years. No foreign ownership restrictions exist in Denmark; and Norway is on the verge of awarding another national commercial licence.

The Voice Of Scandinavia stations have probably been the most active in the region. Comments MD **Ott Reedtz-Thott**, "We have 11 stations and we picked up nine of those by taking them over, either partly or in full. The last eight we bought very

quickly, only in the last two years. We've gone after them mainly for the licences so we don't have to pay too much."

He adds, "I think we will start to see the big newspapers, which have been sitting on the sidelines for a while, get involved here and we recently had a visit from an international broker. But these changes will take place over the next five years."

Spain

Despite the size and maturity of private radio in Spain, many investors seem wary about competing with the country's existing radio nets. Comments **Rafael Revert**, **Cadena SER** music programming head, "Private radio is being restricted. There are no indications of more licences being granted to the private radio sector. And it looks like it will

continue to be dominated by the four majors: **SER**, **COPE**, **Antena 3** and **ONDA CERO**.

Foreign investors can exercise full control over a radio or TV company, but ownership limits are restricted to a 25% stake.

Italy

In Italy, uncertainty over the implementation of a comprehensive broadcasting legislation has thrown the market into somewhat of a disarray. Current limits on station ownership in Italy are three national networks, but no local stations; or seven local stations.

Claudio Astorri, station MD at **RTL 102.5 Hit Radio**, says he doesn't believe any stations are currently profitable. "There is no national market [for M&A] where there is no profit."

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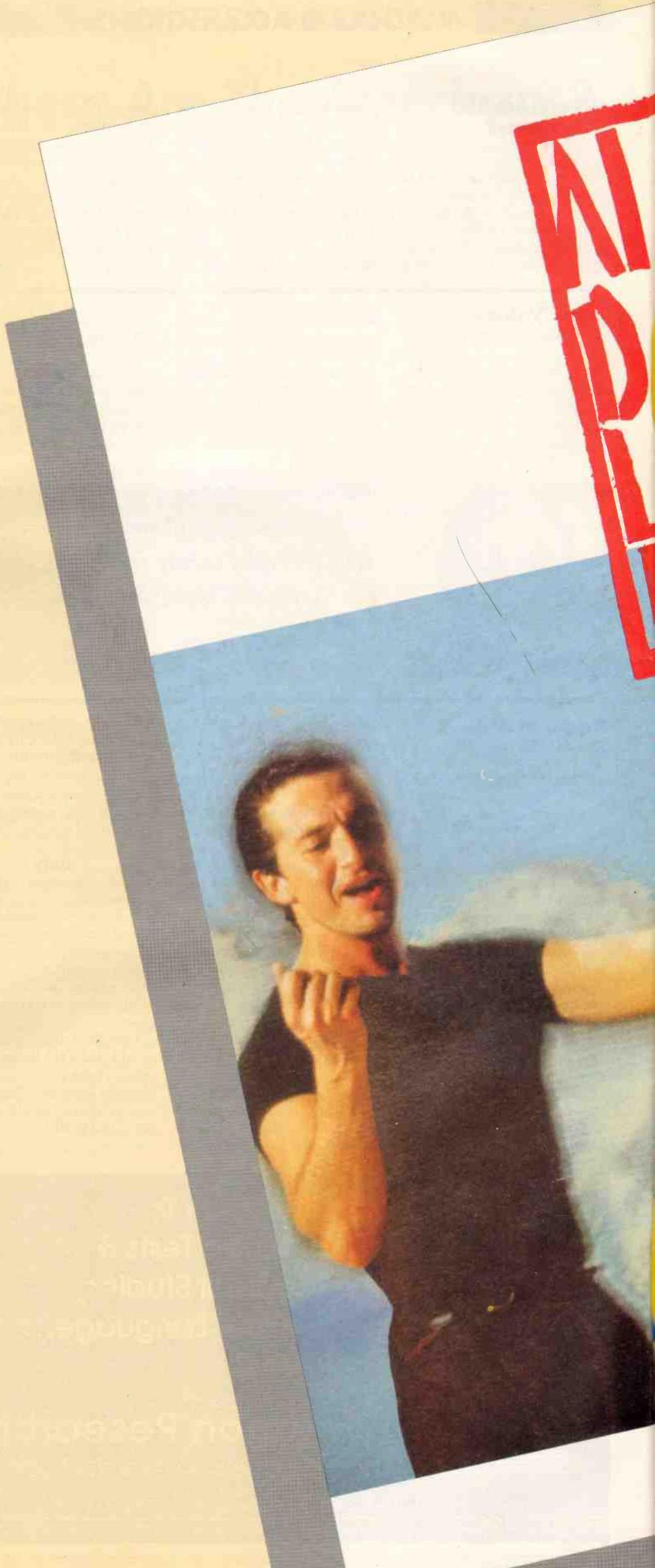
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UNITED KINGDOM

BBC RADIO 1/London

Paul Robinson - Prog. Dir.

A List:

AD Bryan Adams- Everything I Do
Extreme- Get The Funk Out
Incognito- Always There
Tom Petty- Learning To Fly

B List:

AD Inspiral Carpets- Please Be
Omar- There's Nothing Like
Rick Astley- Never Knew Love
Roachford- Stone City
Whitney Houston- My Name Is Not

CAPITAL RADIO/London

Richard Park - Prog. Contr.

A List:

AD C&C Music Factory- Things That
Cola Boy- 7 Ways To Love
Alice Cooper- Hey Stoopid
John Farnham- Burn For You
Jomanda- Got A Love For You
Living Color- Solace Of You
Technotronic- Move That Body
Cher- Love & Understanding
Driza-Bone- Real Love
Whitney Houston- My Name Is Not
Moody Blues- Say It With Love
OMD- Pandora's Box

B List:

AD DJ Jazzy Jeff- Summertime
Mock Turtles- And Then She
Rebel MC- Tribal Base

METRO FM/Newcastle

Giles Squire - Prog. Contr.

A List:

AD Driza-Bone- Real Love
A List:
AD Stevie Wonder- Gotta Have You
Love And Money- My Love Lives
Vanilla Ice- Rollin' In My 5.0
OMD- Pandora's Box
Cher- Love And Understanding
Quadruphonia- Wave Of The
Voice Of The Beehive- Mothers
P.M. Dawn- Watcher's Point Of
Omar- There's Nothing Like
Incognito- Always There

PICCADILLY RADIO/Manchester

Keith Pringle - Head Of Music

A List:

AD Mock Turtles- And Then She
Salt 'N' Pepa- Do You Want Me
Kenny Thomas- Thinking About
Inspiral Carpets- Please Be
Natalie Cole- Unforgettable
Lisa Fischer- How Can I Ease
Terry Reid- Fifth Of July

B List:

Erasure- Chorus
Incognito- Always There
Kirsty MacColl- Walking Down
Bette Midler- From A Distance
Rod Stewart- The Motown Song

GLR/London

Trevor Dann - Head Of Music

A List:

AD Tom Petty- Learning To Fly
Billy Bragg- Sexuality
Marc Cohn- Silver Thunderbird
Joni Mitchell- Come In From
Bonnie Raitt- Something To Talk
OMD- Pandora's Box
Voice Of The Beehive- Monsters
Roachford- Stone City

Cher- Love & Understanding
Big Dish- 25 Years
Love & Money- My Love Lives

BRMB/Birmingham

Robin Valk - Head Of Music

A List:

AD Christer- Watch Me
Railway Children- Music Stop
Bonnie Raitt- Something To Talk
Riff- My Heart Is Failing Me
Love And Money- My Love Lives
Real People- Window Pane
Foreigner- Lowdown And Dirty
Almighty- Little Lost

B List:

AD Bryan Adams- I Do It For You
Jason Donovan- Any Dream Will
All About Eve- Farewell Mr.
Massive Attack- Safe From Harm
Vanilla Ice- Rollin' In My 5.0

RADIO CLYDE/Glasgow

Alex Dickson - Prog. Dir.

A List:

AD Natalie Cole- Unforgettable
Mock Turtles- And Then She
Railway Children- Music Stop
Tammy Wynette- Stand By Your
Kim Appleby- Mama
Erasure- Chorus
Stevie Wonder- Gotta Have You
Joni Mitchell- Come In From
Bryan Adams- I Do It For You
Rick Astley- Never Knew Love

B List:

AD Love And Money- My Love Lives
Jam- That's Entertainment
Inspiral Carpets- Please Be

RADIO CITY/Liverpool

Tony McKenzie - Head Of Music

A List:

AD Jimmy Soul- If You Wanna Be
Incognito- Always There
Chris Rea- Looking For The
Roachford- Stone City
Rick Astley- Never Knew Love
Jesus Loves You- Generations
All About Eve- Farewell Mr.
Lisa M- People
Cher- Love And Understanding
Amy Grant- Every Heartbeat

RADIO TRENT GROUP/Nottingham

Len Groat - Deputy Prog. Dir.

A List:

AD Jimmy Soul- If You Want To Be
B List:
AD Kim Appleby- Mama
Conspiracy- I Don't Need
Oleta Adams- Circle Of One
Bette Midler- From A Distance
Stevie Wonder- Gotta Have You

DOWNTOWN RADIO/Belfast

John Rosborough - Head Of Prog.

A List:

AD Kim Appleby- Mama
Marc Cohn- Silver Thunderbird
Tom Petty- Learning To Fly
Bette Midler- From A Distance
Joni Mitchell- Come In From
All About Eve- Farewell Mr.
Natalie Cole- Unforgettable
Bryan Adams- I Do It For You

CHILTERN RADIO & NORTHANTS

RADIO & SEVERN SOUND/Dunstable/
Northampton/Gloucester

Clive Dickens - Head Of Music

A List:

AD Cher- Love & Understanding
OMD- Pandora's Box
Whitney Houston- My Name Is Not
B List:
AD Vanillo Ice- Rollin In My
Voice Of The Beehive- Monsters
Tom Petty- Learning To Fly
Marc Cohn- Silver Thunderbird

GWR/Bristol/Swindon

Andy Westgate - Head Of Music

A List:

AD Divinyls- I Touch Myself
Dexy's Midnight Runners- Come
Bette Midler- From A Distance

B List:

AD Bryan Adams- I Do It For You
Oleta Adams- Circle Of One

Psychedelic Furs- Until She
Erasure- Chorus
Railway Children- Music Stop
Jan Hammer- Crockett's Theme
Massive Attack- Safe From Harm

RED ROSE/Preston/Blackpool

Kenni James - Head Of Music

A List:

AD Mark Stevens- This Is The Way
Living Colour- Solace Of You
Chesney Hawkes- I'm A Man

B List:

AD Rick Astley- Never Knew Love
Roachford- Stone City
Paula Abdul- Rush Rush
Cher- Love And Understanding
Chris Rea- Looking For The
Tom Petty- Learning To Fly
Bryan Adams- I Do It For You
Love And Money- My Love Lives

ATLANTIC 252/County Meath

Paul Kavanagh - Head Of Music

A List:

AD Pet Shop Boys- Jealousy
Roachford- Stone City
Lenny Kravitz- It Ain't Over
All About Eve- Farewell Mr.
Michael Bolton- Time Love &
Rod Stewart- The Motown Song

HORIZON RADIO & GALAXY RADIO

Milton Keynes/Bristol

Clive Dickens - Head Of Music

A List:

AD Kool & The Gang- Get Down On It
Whitney Houston- My Name Is Not
Quincy Jones- Back On The

B List:

AD Lisa Lisa- Let The Beat
Dannii Minogue- Baby Love
Eve Gallagher- Love Is A

RADIO HALLAM/Sheffield

Deon Pepall - Head Of Music

A List:

AD Blue Pearl- Naked Love
Oleta Adams- Circle Of One
Kim Appleby- Mama
Chris Rea- Looking For The
Sydney Youngblood- Hooked On
Erasure- Chorus
Inspiral Carpets- Please Be
Mock Turtles- And Then She
Bryan Adams- I Do It For You
Rick Astley- Never Knew Love
Railway Children- Music Stop
Twins- All Mixed Up
Latour- People Are Still
Lenny Kravitz- It Ain't Over
Bette Midler- From A Distance

RADIO BROADLAND/Norwich

Dave Brown - Head Of Music

PP Beverley Craven- Promise Me

Triplets- You Don't Have To
Kenny Thomas- Thinking About
Paula Abdul- Rush Rush
Karl Keaton- Love's Burn
Chesney Hawkes- I'm A Man

A List:

AD Pat Benatar- True Love
Rick Astley- Never Knew Love
Mock Turtles- And Then She

B List:

AD Driza-Bone- Real Love
Tom Petty- Learning To Fly
Bryan Adams- I Do It For You
Moody Blues- Say It With Love
Phil Perry- Amazing Love
Elaine Page- Heart Don't
Natalie Cole- Unforgettable
Bette Midler- From A Distance

FOX FM/Oxford

Steve Ellis - Prog. Contr.

AD Jason Donovan- Any Dream

Erasure- Chorus
Foreigner- Lowdown And Dirty
Chesney Hawkes- I'm A Man
Meatloaf- Deadringer For
Mock Turtles- And Then She
Omar- There's Nothing Like
Elaine Page- Heart Don't
Scorpions- Wind Of Change
Jimmy Soul- If You Wanna Be
Triplets- You Don't Have To

RTL 208/London

Jeff Graham - Prog. Dir.

PP Pete Wylie- Don't Lose Your

Alice Cooper- Hey Stoopid
Jinny- Keep Warm
Railway Children- Music Stop

A List:

AD Erasure- Chorus
Quartz- Naked Love

B List:

AD Massive Attack- Safe From Harm
Kim Appleby- Mama
Stevie Wonder- Gotta Have You
Mock Turtles- And Then She
Jason Donovan- Any Dream Will
Roachford- Stone City

SWANSEA SOUND/Wales

Rob Pendry - Head Of Music

PP Jason Donovan- Any Dream

Oleta Adams- Circle Of One

INVICTA FM/Canterbury

Johnny Lewis - Head Of Music

Jason Donovan- Any Dream

REM- Shiny Happy People
Natalie Cole- Unforgettable
Massive- Safe From Harm
Chris Rea- Looking For The
Cher- Love & Understanding
Lenny Kravitz- It Ain't Over
Amy Grant- Every Heartbeat
Kenny Thomas- Thinking About
Rod Stewart- The Motown Song
Tom Petty- Learning To Fly
Pat Benatar- True Love
Rick Astley- Never Knew Love
Kirsty MacColl- Walking Down
Alice Cooper- Hey Stoopid
Kim Appleby- Mama
Roachford- Stone City
Color Me Badd- I Wanna Sex
Chesney Hawkes- I'm A Man Not
Omar- There's Nothing Like
Gloria Estefan- Remember Me With
Sydney Youngblood- Hooked On
Sonia- Only Fools

OCEAN SOUND/POWER/Faraham

Jim Hicks - Head Of Music

B List:

AD Oleta Adams- Circle Of One
Kim Appleby- Mama
Erasure- Chorus
Massive Attack- Safe From Harm
Mock Turtles- And Then She

RED DRAGON FM/Cardiff

John Dash - Head Of Music

PP Divinyls- I Touch Myself

Kenny Thomas- Thinking About
Jason Donovan- Any Dream Will
Sonia- Only Fools
A List:
AD Lenny Kravitz- It Ain't Over
Kool & The Gang- Get Down On
Jan Hammer- Crockett's Theme
Chris Rea- Looking For The
Mock Turtles- And Then She
Paula Abdul- Rush Rush
Riff- My Heart Is Failing
Erasure- Chorus
Bette Midler- From A Distance

BEACON RADIO/Wolverhampton

Peter Wagstaff - Prog. Dir.

A List:

AD Carola- Captured By A
Divinyls- I Touch Myself
Rick Astley- Never Knew Love
Hi-Five- I Like The Way
Jason Donovan- Any Dream Will
Bryan Adams- I Do It For You
Massive Attack- Safe From Harm
Quartz- Naked Love

KISS FM/London

Gordon McNamee - Prog. Dir.

A List:

AD Monica De Luxe- Temperature
Stevie Wonder- Gotta Have You
Heavy D & The Boyz- Now That
B List:
AD Whitney Houston- My Name Is
Keith Washington- Kissing You
Cola Boy- 7 Ways To Love

COOL FM/Belfast

John Paul Ballantine -
Head Of Music

A List:

AD Paula Abdul- Rush Rush
John Farnham- Burn For You
Banderas- She Sells
Aaron Neville- Everybody Plays
Amy Grant- Every Heartbeat
Bryan Adams- Everything I Do
Moody Blues- Say It With Love
Richard Thompson- I Feel So
Cher- Love & Understanding
Erasure- Chorus
Tiberius Minnows- Oh June

RMC/Paris

Nathalie Andre - Head Of Music

AD Bananarama- Long Train

Michael Bolton- Love Is A
Vagabonds- 24,000 Boisers
Jil Caplan- Natalie Wood
Calvin Russell- You're My
Gipsy Kings- Boie Me
Sydney Youngblood- Hooked On
Patrick Sebastien- Petit Bout
AL Elmer Food Beat
William Sheller
Michel Sardou

SUD RADIO/Toulouse

Marie Ange Roig - Prog. Dir.

AD Patrick Bruel- Decale

Vaya Con Dios- Night Owls
Jil Caplan- Natalie Wood
Sydney Youngblood- Hooked

FRANCE

RTL/Paris

MONIQUE LE MARCIS - HEAD OF PROG.

AD Ismael Lo- Tajobene

Enzo Enzo- Deux Minutes De

Marc Cohn- Silver Thunderbird

Psychedelic Furs- Until She Comes

AL Bill Pritchard

Bernard Lavilliers

NRJ NETWORK/Paris

Max Guazzini - Dir.

AD Niagara- La Vie Est Peut Etre

Elton John- Easier To Walk

Silencers- Bulletproof Heart

MC Hammer- Have You Seen Her

NEWS

* Congratulations: Chart-Entry in Holland. The new SAILOR single "LA CUMBIA" is lifting off the ground in the Netherlands. This song gets powerplay of many radio stations and the first good reactions in the stores. "La Cumbia" is THE perfect choice for European Hit Radio programmers.

* CHINCHILLA GREEN'S new album will be entitled "GRAVITY" and is scheduled for release in autumn. Producer of the "GRAVITY" -album is Steven Power, who also worked with the Charlatans recently.

* Als neue Singleauskopplung aus MICHY REINCKE's Album "Paris", wird der Titel "Für Immer Blond" veröffentlicht.

* DANCE WITH A STRANGER have a tough schedule to work on currently. Besides the recording of their new album, the band is going to perform on the "Rock At The Ring"-Festival in Germany at the end of June.

BMG Telefon: 040 - 490 69-0
BGM Ariola Hamburg GmbH
A Bertelsmann Music Group Company
RCA Telefax: 040 491 20 60

Kaoma- Dança Togo Mago
Natalie Cole- Unforgettable
Extreme- More Than Words
Bill Deraume- Mourir D'Amour
Patrick Bruel- Decale

SKYROCK/Paris
Laurent Bouneau - Prog. Dir.
AD Patrick Bruel- Decale
Banderas- This Is Your Life
Lenny Kravitz- It Ain't Over

FUN RADIO/Paris
Bruno Witek - Prog. Dir.
Hervé Lemaire - Prog. Ass.
AD Jean-Jacques Goldman- Ne En
Roger Milla- Sandy

EUROPE 2 NETWORK/Paris
Marc Garcia - Prog. Dir.
J.P. Michel - Music Dir.
AD Stephan Eicher- Dejeuner En
Charlène Couture- Under
Simple Minds- See The Lights
Zucchero/Young- Senza Una
AL Stephan Eicher

SCOOP/Lyon
Philippe Teissier - Prog. Dir.
AD Gray/Barbelvien- E Vado Via
Dream Warriors- My Definition
Roger Milla- Sandy

STATION REPORTS

LP **Rolling Stones** - *Such A Pleasure Game* - Le Dormeur
François Feldman

RVS NORMANDIE/Rouen
Frank Orcel - Prog. Dir.
PP **Ziggy Marley** - *Kozmik Dyrva* - La Waly
R.E.M. - *Losing My Religion*
Laurence Jalbert - *Les Yeux*
Gerard Blanc - *Plus De Temps*
LP **Stevie Wonder**
Louise Ferron

RADIO NANTES/Nantes
Philippe Nossent - Prog. Dir.
PP **Tom Petty** - *Learning To Fly*
AD **Simple Minds** - *See The Lights*
Ana Christensen - *Isolate Your Bananarama* - *Long Train*
Esther - *Baby When We Kiss*
Lenny Kravitz - *It Ain't Over*
Gael Palacy - *Riverton*
Jil Caplan - *Natalie Wood*
Christophe Deschamps - *Chacun*
LP **Bill Pritchard**

RMC COTE D'AZUR/Monte Carlo
AD **Inconus** - *Auteuil* Neully
Lenny Kravitz - *It Ain't Over*
Black Box - *Strike It Up*

RIVIERA RADIO/Monaco
David Fortune - Music Dir.
AD **Steve Winwood** - *In The Light*
Harriet - *Woman To Man*
Extreme - *More Than Words*
Victoria Wilson-James - *Through Maxi Priest* - *Space In My Heart*
Soulsister - *Company*
Gloria Estefan - *Can't Forget*
Wilson Phillips - *The Dream Is Innocence* - *Let's Push It*

RADIO PLUS MONTE CARLO/Monte Carlo
Xavier Fulbert - Music Dir.
A List:

Paula Abdul - *Rush Rush*
Roxette - *Fading Like A Flower*
Gloria Estefan - *Can't Forget*
R.E.M. - *Losing My Religion*
Zucchero/Young - *Senza Una Susanna Hoffs* - *Unconditional La's* - *There She Goes*
Sheena Easton - *What Comes Thierry Hazard* - *Brouillards*
Wilson Phillips - *You're In*

VOLTAGE FM/Paris
Olivier Allardet - Prog. Mgr.
AD **Young Disciples** - *Apparently*
Christopher Williams - *I'm Stevie Wonder* - *Gotta Have Sheena Easton* - *What Comes Real Milli Vanilli* - *Too Late*
Tad Robinson - *Party Children*
Technotronic - *Move That Body*
Michael Bolton - *Love Is A Lenny Kravitz* - *It Ain't Over*
Luther Vandross - *Power Of*

GERMANY

SWF 3/Baden Baden
Ulli Frank - DJ/Prod.
A List:

New Kids On The Block - *Call It*
Roxette - *Fading Like A Flower*
AC/DC - *Are You Ready*
Susanna Hoffs - *Unconditional*
Mike & The Mechanics - *Word Of Christ* - *Rea* - *Heaven*
KLF - *Last Train To*
Chesney Hawkes - *The One And*
Paula Abdul - *Rush Rush*
Queen - *Headlang*

NDR 2/Hamburg
Lutz Ackermann - Head Of Music
AD **Crystal Waters** - *Gypsy Woman*
O.M.D. - *Pandora's Box*
Herbert Grönemeyer - *Haarscharf*
Jason Donovan - *R.S.V.P.*
Pé Werner - *Kribbeln Im Bauch*
Rod Stewart - *The Motown Song*
Wigald Bonging - 100

WDR 1/Cologne
HIT CHIPS - Weekdays 1-3 PM
Werner Hoffmann - Prod.
AD **Crowded House** - *Chocolate Cake*
Londonbeat - *It's In The Blood*
Chesney Hawkes - *I'm A Man Not*
Rhythm Syndicate - *PASSION*
Sting - *The Soul Cages*
Everyday People - *Place In The*
Michael Oldfield - *Gimme Back*

WDR 1/Cologne
POP SESSION - Weekdays 6-8 PM
Hans-Holger Knocke - Prod.

A List:
Ziggy Marley - *Kozmik*
Richard Thompson - *Psycho's Massive Attack* - *Blue Lines*
Siouxsie/Banshees - *Kiss Them*
K. & A. McGarrigle - *Heartbeat*
Stevie Wonder - *Chemical Love*
Salif Keita - *Tono*
Axel Scholz - *Bring Mich Durch*
Obst Obscure - *Think-A-Thriller*
Sam Phillips - *Private Store*

WDR 1/Cologne
SCHLAGERRALLYE - Sat. 1-3 PM
Wolfgang Roth - Prod.
AD **Happy Mondays** - *Step On*
Marillion - *Cover My Eyes*
Big Dish - *25 Years*
Philip Boa - *30 Men On A Dead*
Wonder Stuff - *Caught In My*
Carola - *Captured In A*

SDR 3/Stuttgart
Hans Thomas - Prod.
PP **Rod Stewart** - *The Motown Song*
AL **Seal**

SR 1/EUROPAWELLE SAAR/Saarbrücken
Dieter Exter - DJ/Prod.
PP **Simple Minds** - *See The Lights*
AL **Oak Ridge Boys**

SFB 2/Berlin
JÜRGEN JÜRGENS - HEAD OF MUSIC
AD **Bee Gees** - *The Only Love*
Van Morrison - *I Can't Stop*
Chris De Burgh - *Simple Truth*
Susanna Hoffs - *Unconditional*
Rebel Pebbles - *Dream Lover*
Julian Dawson - *How Can I*
Deacon Blue - *Your Swaying*
Daryl Braithwaite - *Higher*
Brings - *Nur Mer Zwei*

RB 4/Bremen
Axel Sommerfeld/Burghard Rausch - DJ/Prod.
AD **Color Me Badd** - *I Wanna Sex*
Crystal Waters - *Gypsy Woman*
De La Soul - *Ring Ring Ring*
Dr. Alban - *U & Mi*
Technotronic - *Move That Body*
Tesla - *Signs*
Yello - *Rubberbandman*

RADIO 4U/Berlin
Peter Radzuhn - Prog. Dir.
Bernd Albrecht - Prog. Dir.
A List:
AD **Technotronic** - *Move That Body*
Crowded House - *Chocolate Cake*
Erasure - *Chorus*
Working Week - *Holding On*
Whitney Houston - *My Name Is*
Yello - *Rubberbandman*
Unit 3 - *We All Into Love*
Deacon Blue - *Your Swaying*

B List:
AD **AC/DC** - *Are You Ready*
Farm - *Don't Let Me Down*
Pet Shop Boys - *Jealousy*
Bananarama - *Long Train*
Blue Pearl - *Alive*
Wonder Stuff - *Caught In My*
Herbert Grönemeyer - *Haarscharf*
Julian Dawson - *How Can I Sleep*
Sinead O'Connor - *My Special*
Galliano - *Power And Glory*
Enigma - *Principles Of Lust*
Sold Out - *Shine On*
Bonnie Raitt - *Something To*
Rod Stewart - *The Motown Song*
Sting - *The Soul Cages*
Camouflage - *This Day*
Psychedelic Furs - *Until She*
Nationalgalerie - *Wenn Du*
AL **Ziggy Marley**
Dubrovniks
Electronic

RIAS 2/Berlin
Henry Gross/Andreas Dorfmann - Head Of Music
AD **Lauren Wood** - *Fallen*
Chesney Hawkes - *I'm A Man Not*
Kenny Thomas - *Thinking About*
Cher - *Love And Understanding*

RSH/Kiel
Martin Schwebel - Head Of Music
PP **Mike & The Mechanics** - *A Time*
AD **Rod Stewart** - *The Motown Song*
Achim Reichel - *Aloha Heja He*
Paula Abdul - *Rush Rush*
Banderas - *This Is Your Life*
Soft Cell - *Tainted Love*

RADIO FFH/Frankfurt
Sabine Neu - Head Of Music
PP **Lenny Kravitz** - *It Ain't Over*
AD **Bee Gees** - *The Only Love*
E.L.O. - *Honest Men*
Umberto Tazzi - *Gli Altri*
Paula Abdul - *Rush Rush*
Stevie B - *I'll Be By Your*

HUNDERT,6/Berlin
FRED SCHOENAGEL - HEAD OF MUSIC
PP **Tom Astor** - *Take It Easy*
Schöneberger - *Hauptstadtlies*
Udo Lindenberg - *Geh Nicht Weg*
AD **Moonbeats** - *Schwein Gehabt*
Kastelruher Spatzten - *Bis Dass*
Howard Carpendale - *Willkommen*
Tommy Steiner - *Ich Bin Lieber*
Andreas Lebbing - *Dann Träume*
Luis Cobos - *Vienne Concerto*
Lauren Wood - *Fallen*
Fernandez/Kent - *Illusion*
Angie Layne - *Gimme All Your*

DT 64/Berlin
Wolfgang Martin - Head Of Music
AD **Smiles In Boxes** - *Cities Are*
Eight Dayz - *The Astronaut*
Nize Boyz - *The Walz*
Herbert Grönemeyer - *Haarscharf*
Poems For Laila - *Nights In*
Raisch - *Friends In Excess*
Nina Hagen - *Berlin*
Udo Lindenberg - *Geh' Nicht*
Fehlwerk - *Einsam*
Kraftwerk - *Die Roboter*
Strangemen - *1 4 U*
Arts & Decay - *To Dust*
Jeremy Days - *Sylvia Suddenly*
Jean Park - *Forever*
KLF - *Last Train To*
O.M.D. - *Sailing On The Seven*
AC/DC - *Are You Ready*
Jon Bon Jovi - *Never Say Die*
Rod Stewart - *Rhythm Of My*
New Kids On The Block - *Games*
Rembrandts - *Just The Way It*
Clash - *Should I Stay Or*
Gloria Estefan - *Coming Out*
Holly Johnson - *Cross The*
Paula Abdul - *Rush Rush*

RTL/GERMANY/Luxemburg
STEPHAN HALFPAP - HEAD OF MUSIC
PP **Bee Gees** - *Secret Love*
Cher - *The Shoop Shoop Song*
Rembrandts - *Just The Way It*
AD **Paula Abdul** - *Rush Rush*
Tom Petty - *Learning To Fly*

RADIO GONG 2000/Munich
Fredy Kogel - Music Dir.
PP **Michael Bolton** - *Love Is A*
Robert Palmer - *Happiness*
Roxette - *Fading Like Flower*

A List:
AD **Big Dish** - *25 Years*
Samantha Fox - *Hurt Me Hurt Me*
Crystal Waters - *Gypsy Woman
B List:
AD **Father Father** - *Love Life*
Scritti Politti - *She's A*
Keith Washington - *Kissing You**

RADIO GONG/Nuremberg
Steffen Meyer - Music Dir.
PP **Lenny Kravitz** - *It Ain't Over*
AD **Electronic** - *Get The Message*
Soft Cell - *Tainted Love*
Karl Keaton - *Love's Burn*
Bananarama - *Gypsy Woman*
Soft Cell - *Tainted Love*
Color Me Badd - *I Wanna Sex*
Kylie Minogue - *Shocked*

RADIO CHARIVARI/Nuremberg
Mathias Hofmann - Music Dir.
PP **Zucchero/Young** - *Senza Una*
Roxette - *Fading Like A Flower*
Paula Abdul - *Rush Rush*
Karl Keaton - *Love's Burn*
Cher - *The Shoop Shoop Song*
Pet Shop Boys - *Jealousy*
River Boys - *If I Were A Sailor*

STAR'SAT RADIO/Grünwald
Jo Lueders - Prog. Dir.
AD **Stevie Wonder** - *Gotta Have*
Corina - *Temptation*
Rick Astley - *Move Right Out*
Scorpions - *Wind Of Change*
Wilson Phillips - *The Dream Is*

RADIO 107/Hamburg
Peter Steppich - Head Of Music
PP **Scorpions** - *Wind Of Change*
Kim Appleby - *Mama*
Paula Abdul - *Rush Rush*
AD **John Farnham** - *Burn For You*
Feargal Sharkey - *Women & I*

RADIO REGENBOGEN/Mannheim
Rolf Balschbach - Music Dir.
PP **Kaoma** - *Dança Togo Maga*
A List:
AD **Karl Keaton** - *Love's Burn*
Cher - *The Shoop Shoop Song*
Kim Appleby - *Mama*
Claudio Baglioni - *Dagli Al Via*
Sailor - *Lo Cumbia*
Chesney Hawkes - *I'm A Man Not*
Lisa Fischer - *How Can I Ease*
Rod Stewart - *The Motown Song*
Huey Lewis - *He Don't Know*
Blessing - *Highway 5*
J.J. - *If This Is Love*

B List:
AD **Pasadenas** - *Riding On A Train*
Thomas Barquee - *Ticket*
Joe Kackson - *Stranger Than*
Sydney Youngblood - *Hooked*
Pet Shop Boys - *Jealousy*
Alison Moyet - *Wishing You*
Richie Havens - *Love Sometimes*
Electronic - *The Patience Of A*
Brings - *Nur Mer Zwei*
Hall & Oates - *Starting All*
Chesney Hawkes - *Nothing*

HIT RADIO N1/Nuremberg
Cetin Yaman - Prog. Dir.
PP **Jesus Loves You** - *Bow Down*
AD **Cher** - *The Shoop Shoop Song*
Pet Shop Boys - *Jealousy*
Pajama Party - *Got My Eye On*

RADIO XANADU/Munich
Benny Schnier - Head Of Music
AD **Southern Sons** - *Heart In*
Heartland - *Real World*
T'Pau - *Whenever You Need Me*

SCHWARZWALD RADIO/Freiburg
Pete Traynor - Head Of Music
AD **Color Me Badd** - *I Wanna Sex*
Pet Shop Boys - *Jealousy*

RADIO SALÜ/Saarbrücken
Adam Hahne - Prog. Dir.
PP **Hi-Five** - *I Like The Way*
Joe Jackson - *Stranger Than*
Michael Bolton - *Love Is A*
Sailor - *Cumbia*
Elvis Costello - *Other Side*

A List:
Bliss - *Watching Over Me*
Robert Palmer - *Happiness*
Huey Lewis - *Couple Days Off*
Cathy Dennis - *Touch Me*
Harriet - *Temple Of Love*
Tony Banks - *I Wanna Change*
Roxette - *Fading Like A Flower*

OK RADIO/Hamburg
Ollie Weiberg - Head Of Music
PP **Rod Stewart** - *The Motown Song*
Whitney Houston - *My Name Is*
AD **Technotronic** - *Move That Body*
Farm - *Don't Let Me Down*
Bananarama - *Long Train*
Jason Donovan - *R.S.V.P.*
Rochford - *Get Ready*
T'Pau - *Whenever You Need Me*
AL **Amy Grant**

RADIO T.O.N./Bad Mergentheim
REINHARD BÄRENZ - HEAD OF MUSIC
PP **Rita Coolidge** - *I'm Still*
A List:
AD **Chesney Hawkes** - *The One And*
Paul Simon - *Barn At The Right*
B List:
AD **Carola** - *Captured By A*
Roland Kaiser - *Wind Auf Der*
Julian Dawson - *How Can I Sleep*

RADIO NRW/Oberhausen
JEFF VAN GELDER - HEAD OF MUSIC
AD **J.J.** - *If This Is Love*
Everyday People - *Place In The*
Cher - *Love And Understanding*
Pet Shop Boys - *Jealousy*
Kim Appleby - *Mama*
Soulsister - *Sweet Dreamer*

RADIO F/Nuremberg
Sigi Hoga - Prog. Dir.
A List:
Denise - *Mal Astronaut* - *Sein*
Nicki - *Hals Über Kopf*
David Hasselhoff - *Let's Dance*
Amy Grant - *Baby Baby*
Belinda Carlisle - *Vision Of*
Viktor Lazlo - *Teach Me To*
Timmy T - *Please Don't Go*
Tanita Tikaram - *To Wish This*
PM Sampson - *How I Miss You*
Hartz/Kaczmare - *Katamaran*

RADIO RT4/Reutlingen
Dorothee Seyser - Music Director
AD **Lauren Wood** - *Fallen*
Kim Appleby - *Mama*
Paul A.Lowe - *When You Need Me*
Alison Moyet - *Wishing You Were*
Desmond Child - *Love On A*
Kenny Thomas - *Thinking About*
Cher - *Love And Understanding*

RADIO FF8 - UKW 91.7/Fürstenfeld-bruck
Chris Baumann - Head Of Music
PP **Didi Robinson** - *Jennys Träume*
Mike & The Mechanics - *A Time*
PP **Zucchero/Young** - *Senza Una*
Mylene Farmer - *Désenchantée*

ITALY

RETE 105/Milan
Alex Peroni - Prog. Dir.
PP **Rozalla** - *Faith*
Crystal Waters - *Gypsy Woman*
Ziggy Marley - *Kozmik*
Katie & Carole - *Let Your*
M-People - *Colour My Life*
AD **Q.Dee** - *Good Times*
Kirsty MacColl - *Walking Down*
Quartz/Dina Caroli - *Naked*
Black - *Learning How To Hate*
LP **Stefano Secchi**
R.E.M.
Rochford
Seal
Bingoboyz

RAI STEREOUNO/Rome
E.Molinari - Dir.
E.Bellisario - Prog. Dir.
PP **Ladri Di Biciclette** - *Lunga*
Seal - *Future Love Paradise*
Huey Lewis - *Coupe Days Off*
Massive - *Unfinished Symphony*
Rick Astley - *Move Right Out*
AD **Simple Minds** - *See The Lights*
Mike Francis - *Sigarette*
Technotronic - *Move That Body*
Banderas - *She Sells*
Color Me Badd - *I Wanna Sex*
Francesco Baccini - *Qua Qua*

RADIO DIMENSIONE SUONO/Rome
Carlo Mancini - Music Director
PP **Box** - *Inside My Heart*
R.E.M. - *Shiny Happy People*
Simple Minds - *See The Lights*
Crystal Waters - *Gypsy Woman*
AD **Lenny Kravitz** - *It Ain't Over*
Marillion - *Cover My Eyes*
Rod Stewart - *The Motown Song*
Erasure - *Chorus*

R.T.L. 102.5 HITRADIO/Bergamo
Luca Viscardi - Head Of Music
Grant Benson - DJ/Prod.
AD **Spagna** - *Only Words*
Aretha Franklin - *Everyday*
Paolo Vallesi - *La Strada De*
Quartz/Dina Caroli - *Naked*

BRYAN ADAMS



Amy Grant - *Every Heartbeat*
Tom Petty - *Learning To Fly*
Daryl Braithwaite - *Higher*

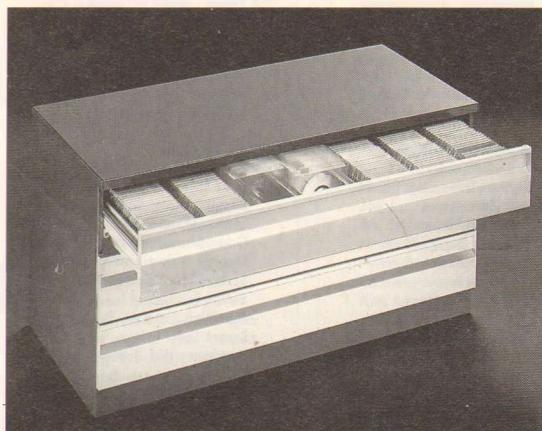
PETER FLOWERS FM/Milan
Marco Garavelli - Prod.
PP **Rochford** - *Get Ready*
Blessing - *Highway 5*
Bliss - *Watching Over Me*
AD **Daryl Braithwaite** - *Higher*
T'Pau - *Whenever You Need Me*
Deacon Blue - *Your Swaying*
LP **Hue & Cry**
Paulo Vallesi

RADIO VERDE RAI/Rome
Maurizio Riganti - Dir.
Antonella Condorelli,
Isabella Arati,
Francesco Acampora
DJs
A List:

Lindy Layton - *Wait For Love*
Stevie Wonder - *Gotta Have*
Soft Cell - *Tainted Love*
Elvis Costello - *Other Side*
Lenny Kravitz - *It Ain't Over*
Aretha Franklin - *Everyday*
Ziggy Marley - *Kozmik*
Seal - *Killer*
Rod Stewart - *The Motown Song*
Paula Abdul - *Rush Rush*

101 NETWORK/Milan
Gio Viscardi - Head Of Music
PP **Gypsy Woman**
Clive Griffin - *I'll Be*
AD **Chico Secci** - *Life On A Bike*
Rod Stewart - *The Motown Song*
Double Dee - *Don't You Feel*

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BRYAN ADAMS

(EVERYTHING I DO) I DO IT FOR YOU



Cher - Love And Understanding.
TPau - Only A Heartbeat

RADIO KISS KISS/Naples
Gianni Simioli - Prog. Dir.
PP Spagno - Only Words
AD Deacon Blue - Your Swaying
Quartz/Dina Carroll - Naked Love
Aretha Franklin - Everybody
Stevie V. - That's The Way
Queen - Headlong
Bingoboy - Borrowed Love
Kaoma - Togo Rago
Ruby Turner - The Vibe Is
AL Seal
Nomad
Ruby Turner
Deacon Blue
Soft Cell

RADIO BABBOLE/Genova
Lenny - Prog. Dir.
A List:
Crystal Waters - Gypsy Woman
R.E.M. - Losing My Religion
Seal - Future Love Paradise
Roachford - Get Ready
Michael Bolton - Love Is A
Bliss - Watching Over Me
Simple Minds - See The Lights
Banderas - This is Your Life
Joy Salinas - Rockin' Romance
Blessing - Highway 5

ANTENNA DELLO STRETTO/Messina
Filippo Pedeli - DJ
PP Rhythm Tribe - Gotta See Your
AD Sold Out - Wanted
Francesco Bacini - Gu... Gu...
Timoria - Nata Dal Amore
AL Fiorello

RADIO STAR/Vicenza
Maurizio Maressi - Prog. Dir.
PP Color Me Badd - I Wanna Sex
AD Quartz/Dina Carroll - Naked Love
Triplets - You Don't Have To
La Bounty - Right Direction
Stevie Wonder - Fun Doy
D. Gardier - Good Thing
Amy Grant - Baby Baby
Clive Griffin - I'll Be
Tina Turner - The Other Side
Lindy Layton - Without You

RADIO CLUB 91/Naples
Franco Mory Russo - Prog. Dir.
AD Aretha Franklin - Everyday
Crystal Waters - Gypsy Woman
Deacon Blue - Your Swaying
MC Hammer - Ya! Sweetness
Marillion - Cover My Eyes
Samantha Fox - Hurt Me Hurt Me
Elvis Costello - Other Side
Buds'N'Boobs - We're On This
Gary Clail/On-U Sound - Escape
Soft Cell - Tainted Love

RADIOLINA/Cagliari
Ivano Conca - Prog. Dir.
Andrea Angioni - Head Of Music
AL Seal
Pasadenas
Stevie Winder
Lindy Layton
Daryl Braithwaite
Glass Tiger

POWER RV1 THE BLACK RADIO/Turin
Paolo Lauri - Head Of Music
PP Lamont Dozier - Love In The
AD Billy Preston - What About
Richie Havens - It Ain't Over
MCJ/Sima - Sexitivity
Gerardo - Rica Suave
Suzanne Jackson - You Came 2
AL Jimmy "Bo" Horne
Michael Bolton

HOLLAND

VERONICA/Hilversum
Hans Van Der Veen - Prog. Dir.
Unico Glorie - Prod.
A List:
Stereo MC's - Last In Music
Ziggy Marley - Kozmik
Color Me Badd - I Wanna Sex
This Mortal Coil - You And
Sailor - La Cumbia
4 C Sons - Jazzswing
Desmond Child - Love On A
Blur - There's No Other Way
Scene - Blow
Cathy Dennis - Touch Me
Lonnie Gordon - Gonna Catch
Stef & Bob - Breek De Stilte
Nancy Boyd - Kissing The Wind
Freddie Johnson - No Violins
New Kids On The Block - Call It

NOS/Hilversum
Tom Blomberg - Prod.
PP Nadieh - Words
A List:
Sailor - La Cumbia
Dennis Azor - Ola Di La
Crowded House - Chocolate Cake
Tom Petty - Learning To Fly
AD Moody Blues - Say It With Love
AL Mecano

VARA/Hilversum
Rolf Kroes - Head Of Music
PP Blur - There's No Other Way
AVRO/Hilversum
Jan Steeman - Head Of Music
PP Massive - Safe From Harm
Tara - Someone To Love

TROS/Hilversum
Ferry Maat - Head Of Music
AD Juan Luis Guerra - Burbujas De
Ziggy Marley - Kozmik
Lonnie Gordon - Gonna Catch
Gang Starr - Lavesick
George Baker - Love In Your
Sniff'N'Tears - Driver's Seat
Sailor - La Cumbia
Marillion - Cover My Eyes
Doors - Light My Fire
Sundance Kid - Double Barrel

KRO/Hilversum
PAUL VAN DER LUGT - HEAD OF MUSIC
AD Marillion - Cover My Eyes
George Michael - Waiting For
Bonnie Raitt - Something To
Ziggy Marley - Kozmik
Rembrandts - Someone

SKY RADIO/Bussum
Ton Lathouwers - Oper. Mgr.
PP Zuccheri/Young - Senza Uno
Cher - The Shoop Shoop Song
Extreme - More Than Words
Timmy T. - One More Try
AD Roxette - Fading Like A Flower
Crystal Waters - Gypsy Woman

RADIO NOORD-HOLLAND/Haarlem
Pieter Buijs - Prod.
AD Sailor - La Cumbia

Juan Luis Guerra - Burbujas De
Ten Sharp - Ain't My Beating
Sinead O'Connor - My Special
Chris Rea - Looking For The
Buddy Guy - Damn Right I've
G-Race - Jawohl Captain Sir
Dimitri Van Toren - Er Storen

CRNB/Brunsum
Lou Rowland - Head Of Music
PP Big Dish - 25 Years
AD Marillion - Cover My Eyes
Desmond Child - Love On A
Johnny Hates Jazz - Let Me
LP Mamma Stud

BELGIUM

BRT STUDIO BRUSSELS/Brussels
JAN HAUTEKIET/MARC COENEN - PROD.
AD Noordkaap - Muterij Aan
Gorky - Lieve Kleine Piranha
Tom Petty - Learning To Fly
Poppy Factory - Stars
Bryan Adams - I Do It For You
PM Dawn - A Watcher's Point Of
Taj Mahal - Don't Call Us
Ya Kid K - Awesome
MC Solaar - Bouge De La...
INXS - Bitter Tears
September When - Mama Won't
Sydney Youngblood - Hooked
Natalie Cole - Unforgettable
Nine Below Zero - On The Road
Bee Gees - Massachusetts
AL Bonnie Raitt
Crash Test Dummies
Angel
Shabba Ranks
Lavine Hudson
Richard Thompson
Technotronic
Buddy Guy

BRT RADIO 2/East Flanders
Rudi Sinia - Prod.
AD Extreme - More Than Words
Lenny Kravitz - It Ain't Over
Clash - Rock The Casbah
Doors - Light My Fire
Color Me Badd - I Wanna Sex
Whitney Houston - My Name Is
Radios - She Talks To The Rain
Kim Appleby - Mama
Helmut Lotti - Nog Een Nacht
Isabelle A. - Blank Of Zwart
Mieke - Om Je Hart Te Voelen
Plaza - Hey Hey Hey

BRT RADIO 2/West Flanders
Peter de Groot - Head Of Music
PP Paul Simon - Born At The
LP Violent Femmes

RTBF RADIO 2/Hainaut
A. Birenne/Ph. Jauniaux
AD Technotronic - Move That Body
Yannick Noah - Saga Africa
AL Rondo Veneziano

RADIO CONTACT F/Brussels
Jean-Lou Bertin - Prog. Dir.
AD Kim Appleby - Mama
Gloria Gaynor - Megamix
Jean-Jacques Goldman - Ne En 17

RADIO CONTACT NL/Brussels
Danny De Bruin - Prog. Dir.
AD Judy - Un Baiser Sur La Bouche
Extreme - More Than Words
R.E.M. - Shiny Happy People
Koen Crucke - Torremolinos
Kim Appleby - Mama
Robert Palmer - Dreams To
TPau - Whenever You Need Me
Dana Dawson - Tell Me Bonita
Lonnie Gordon - Gonna Catch
Keedy - Save Some Love
Sandel - Omdat Jij
Travolta/John - Grease Dreammix

RADIO EXPRES/Antwerp
MARC DHOLLANDER - HEAD OF MUSIC
A List:
AD Jo Vally - In een Droom Zag Ik
Pet Shop Bots - Jealousy
B List:
AD Helmut Lotti - Nog Een Nacht
Kim Appleby - Mama
Camaleon - La Salsa De Cuba
Radios - She Talks To The Rain
Axelle - Kennedy Boulevard
Kylie Minogue - Shocked
Petra - Mooi Is Het Leven
Gloria Gaynor - Megamix
Rolling Stones - Rubby Tuesday
Soft Cell - Tainted Love
Ralph Samantha - Louisiana
R.E.M. - Shiny Happy People

RADIO ANTIGOON/Antwerp
Piet Keizer - Dir.
PP Party Children - Wareband
AD Whitney Houston - My Name Is

Quadrophenia - Quadrophenia
Lonnie Gordon - Gonna Catch
Radios - She Talks To The Rain
Triplets - You Don't Have To

RADIO ROYAAL/Hamont-Achel
Tom Holland - Prog. Dir.
PP Kim Appleby - Mama
AD R.E.M. - Shiny Happy People
Chris Rea - Looking For The
Massive Attack - Safe From Harm
Sinead O'Connor - My Special
Bonnie St. Claire - Morgen
Stereo MC's - Lost In Music
Mylene Farmer - Désenchantée
Gang Starr - Lovesick
Tura/Pijper - Het Staat In De
Vaya Con Dios

SPAIN

RADIO MADRID/SER
Rafael Revert - Music Mgr.
PP Tennessee - Lluve En Mi Carazan
A List:
AD Farm - Don't Let Me Down
Intrusos - Te Llamo Simplemente
Lenny Kravitz - It Ain't Over
Insignificantes - La Volvere
Rick Astley - Never Knew Love
Cool T - The Rhythm
Apolos - Don't Let Me
Silencers - The Art Of Self
Azucar Moreno - Mamba
Duncan Dhu - Un Mondo De

B List:
AD El Ultimo De La Fila - En Mi
Roxette - Fading Like A Flower
Loquillo/Trogloditas - Hombres
Laventura - Mal Dia
Nomad - Just A Groove
Mecano - El 7 De Septiembre
Crystal Waters - Gypsy Woman
Gabinete Galigari - Privado
Heroes Del Silencio - Despertar
Huey Lewis/The News - Couple

POPULAR FM/CADENA COPE/Madrid
Carlos Finaly - Music Director
PP J.L.Guerra - La Bilirrubina
Status Quo - Medley
AD Gatos Locos - Cruce De Caminos
AL Then Came Rock & Roll (Comp.)

TOP 97.2/Madrid
Raul Marchant - Music Mgr.
AD Duncan Dhu - Mundo De Cristal
J.L. Guerra - La Bilirrubina
Cher - The Shoop Shoop Song
Zona De Baile - Zona De Baile
Max Mix 11 - Max Mix 11

CANAL SUR RADIO/Andalucia
Paco Sanchez - Music Mgr.
PP Temper Temper - Talk Much
Yo Yo - You Can't Play With
Merchant Of Venus - Say Ahh
Extreme - More Than Words
Party - Summer Vacation
AD Celtas Cortos - La Senda
Soft Cell - Tainted Love
V. Wilson-James - Perseverance
Gatos Locos - Cruce De Caminos
Technotronic - Move That Body

RADIO 16/Madrid
Jorge De Anton - Prog. Dir.
PP Michael Bolton - Love Is A
Roxette - Fading Like A Flower
Loquillo/Trogloditas - Hombres
Chris De Burgh - The Simple Truth
El Ultimo De La Fila - En Mi
AD David Knopfler - Lonely Is The
Duncan Dhu - Mundo De Cristal
Rod Stewart - The Motown Song

SWEDEN

RIKSRADION P3/KLANG & C:O
Weekdays 12.30-3 PM
Pontus Enhorning - Prod.
AD Tom Petty - Learning To Fly
Terry Ronald - Calm The Rage
Eva Dahlgren - Gunga Mej

RIKSRADION P3/TRACKSLISTAN
Saturdays 2-4 PM
Kaj Kindvall - Prod.
AD Pet Shop Boys - Jealousy
Midi Maxi & Efti - Ragga
P.Almgren/W.Liksom - Omåomigen
Warrant - Uncle Tom's Cabin

CITY 103/Gothenburg
Lars Bodin - Music Director
PP Tom Petty - Learning To Fly
AD Starship - Good Heart
Kirsty MacColl - Walking Down
Soul Kitchen - Sweet Soul
Kim Appleby - Mama
Temper Temper - It's All Outta

Crystal Waters - Gypsy Woman
Aretha Franklin - Everyday
Lena Philipsson - 006
Pasadenas - Another Lover
Sydney Youngblood - Hooked On
Chris Rea - Looking For The
Robert Palmer - Dreams To
AL Cher

RADIO GOTHENBURG
Leif Wivatt - Head Of Music
AD Aretha Franklin - Everyday
Starship - Good Heart
Eva Dahlgren - Gunga Mej
Kirsty MacColl - Walking Down
Extreme - More Than Words
Marc Cohn - Walking In Memphis
Richard Thompson - I Feel So
AL Christy Moore
OMD

RADIO P4/Lund
Hans Strandberg - Music Dir.
PP Terry Ronald - Calm The Rage
Aretha Franklin - Everyday People
A List:
AD Soul Kitchen - Sweet Soul
Crystal Waters - Gypsy Woman
Eva Dahlgren - Gunga Mej
Tomas Ledin - En Dog På
Tom Petty - Learning To Fly
Jackie Quinn - Deep Water
Jim Jidhed - Stan Ar Inte Stor
Roger Rönning - Josefín
Foreigner - Lowdown & Dirty
Kim Appleby - Mama
Marillion - Cover My Eyes
AL Kirsty MacColl

RADIO MALMOHUS /Malmö
Olle Nilsson/Andreas Matz -
Music Dir.
A List:
AD Crowded House - As Sure As I
Eva Dahlgren - Gunga Mej
Aretha Franklin - Everyday
Kirsty MacColl - Walking Down
Sanne Salomonsen - Where Blues
Hue & Cry - My Salt Heart
Seal - Future Love Paradise

RADIO LIDINGO/Stockholm
Mikael Orjansberg - DJ/Prod.
AD Kim Appleby - Mama
Kraftwerk - The Robots

Lisa Fischer - How Can I Ease
Paula Abdul - Spellbound
Sydney Youngblood - Hooked On
Bill Lovelady - One More
Lio - The Girl From Ipanema
Time Gallery - Love Smash
Whitney Houston - My Name Is
Sheila E. - Drappin' Like
Camouflage - Heaven
Starship - Good Heart
Midi Maxi & Efti - Ragga
Various - Absolute Reggae

RADIO VSD/Gothenburg
Bosse Hansson - Prog. Dir.
A List:
AD Rebel Pebbles - Dream Lover
Kraftwerk - The Robots

RADIO HUDDINGE/Stockholm
Robert Sehlberg - Prog. Dir.
PP Cher - Love & Understanding
Jim Jidhed - Stan Ar Inte Stor
A List:
AD Rod Stewart - The Motown Song
Kim Appleby - Mama
Whitney Houston - My Name Is
Mariah Carey - There's Got To
Color Me Badd - I Wanna Sex
AL Cher

NORWAY

NRK/Oslo
Vidar Lonn-Arnesen - Prod.
A List:
AD Huey Lewis & The News - Couple
Timmy T. - One More Try

B List:
AD Madonna - Holiday
Technotronic - Move That Body
Color Me Badd - I Wanna Sex You

NRK/Oslo
Jan Rustad - Prod.
PP Van Halen - Man On A Mission
AD Guns 'N' Roses - You Could Be
Rebel Pebbles - Anthony's Attic
Tom Petty - Learning To Fly
Toni Childs - I've Got To Go
Color Me Badd - I Wanna Sex

MYLENE FARMER "Désenchantée"



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Wow!

SONY MUSIC



APB PRODUCTIONS

STATION REPORTS

RADIO 1/Oslo

Bjoern Faarlund - DJ

A List:

AD WIP- Dream

Michael W. Smith- Place In
Rod Stewart- The Motown Song
Opp & Ned- Rappe Palser
Rembrandts- Just The Way It

B List:

AD Roxette- Fading Like A Flower
Lenny Kravitz- It Ain't Over
Falsk/Mathiesen- Penger Penger
Whitney Houston- My Name Is
Bill Lovelady- One More Reggae
Sydney Youngblood- Hooked On
Toni Childs- I've Got To Go
Cathy Dennis- Touch Me
De La Soul- Ring Ring Ring
Marc Cohn- Walking In Memphis
Karl Keaton- Love's Burn
Amy Grant- Baby Baby

RADIO OST/Rade

Siw Mariann Olsen - DJ/Prod.

A List:

AD Michael W. Smith- Place In
Chris Rea- Looking For The
Whitney Houston- My Name Is
Bee Gees- The Only Love
Go For It- Change Your Last
Bjelleklang- Kys
Madonna- Holiday

RADIO VEST/Stavanger

BJARTE TJOSTHEIM - HEAD OF MUSIC

PP Foreigner- Lowdown And Dirty

AD Yasmin- Wanna Dance

Alex- Almost
Feargal Sharkey- Women And I
Natalie Cole- Unforgettable
Michael W. Smith- Place In
Whitney Houston- My Name Is
Rod Stewart- The Motown Song
3rd Bass- Pop Goes The Weasel
Toni Childs- I've Got To Go
Vagabond Joy- We're Going Home
AL Cher
T'Pau
Whycliffe
Blessing

RADIO 102/Haugesund

Egil Houeland - Head Of Music

A List:

AD Luther Vandross- Power Of
Kirsty MacColl- Walking Down
Chris Rea- Looking For The
Alice Cooper- Hey Stoopid
Toni Childs- I've Got To Go

B List:

AD Richard Thompson- I Feel So
Crowded House- Chocolate Cake
Slyboy- Sunshine Radio
Chesney Hawkes- I'm A Man

STUDENTRADIOEN TROMSO/Tromso

Rune Hagen - Head Of Music

A List:

AD Madonna- Holiday
Violent Femmes- American Music
Chris Rea- Looking For The
Wonderstuff- Caught In My
Anita Dupree- Vi Skal Ikkje

RADIO NORD/Harstad

Tom Berg - Head Of Music

A List:

AD Bee Gees- The Only Love
Joe Walsh- Ordinary Average Guy
Kenny Rogers- What I Did For
John Dunbar Theme- Dances With

B List:

AD Chris Rea- Looking For The

RADIO TRONDHEIM/Trondheim
Jon Branaes - Head Of Music
A List:
AD Cher- Love & Understanding
Tor Endresen- There's A Kind
Taj Mahal- Don't Call Us
Opp & Ned- Rappe Palser
Claudia Scott- Hard Days

RADIO MOSS/Moss

Kai Roger Ottesen - Head Of Music

A List:

AD Johnny Hates Jazz- Let Me
Toni Childs- I've Got To Go
Mike & The Mechanics- A Time

B List:

AD Natalie Cole- Unforgettable
Desmond Child- Love On The
Madonna- Holiday
Marillion- Cover My Eyes
AL Cosmic Dropouts
Foreigner

DENMARK

DANMARKS RADIO/Århus

Leif Wivelsted - Head Of Prog.

A List:

AD Roxette- Fading Like A

RADIO VIBORG

HENNING KRISTENSEN/POUL FOGED -

Head Of Music

A List:

AD Robert Palmer- Dreams To
Sinead O'Connor- My Special Child
Amy Grant- Every Heartbeat
Soft Cell- Tainted Love
Mariah Carey- There's Got To
Rolling Stones- Ruby Tuesday
Yasmin- Stop This Scene

B List:

AD Kim Appleby- Mama
Moonjam- Midsommernat
Sydney Youngblood- Hooked On You
Nils Lofgren- Valentine
Alison Moyet- Wishing You
Mike & The Mechanics- A Time
Johnny Hates Jazz- Let Me
Kirsty MacColl- Walking Down
Pet Shop Boys- Jealousy
Chesney Hawkes- I'm A Man

AALBORG NÆRRADIO/Aalborg

Olaf Meditzky - DJ/Prod.

PP Nikke Nicole- Nikke Does It

A List:

AD REM- Losing My Religion
Susanne Cartensen- You've Got
Kudasa- World Come
T'Pau- Whenever You Need Me
La Tour- People Are Still
Izabella- I Write You A Love
Bananamama- Long Train Runnin'
Harriet- Temple Of Love
AL Stevie Wonder
Luther Vandross

ÅRHUS NÆRRADIO/Århus

Ib Buch - Head Of Music

A List:

AD Amy Grant- Every Heartbeat
Luther Vandross- Power Of Love
Soulsister- Sweet Dreamer
Nicki- Hals Über Kopf
Jimi Bikini- Foti Pô Fyn
Bamse- Harembæ
Dana Dragomir- Mio My Mio

RADIO HORSENS/Horsens

Jan Boagalo - Head Of Music

PP Pet Shop Boys- Jealousy

Sanne Salomonsen- Where Blue

Hancats- Loving You

Color Me Badd- I Wanna Sex You

Rod Stewart- The Motown Song

Timmy T- What Will I Do

Amy Grant- Every Heartbeat

A List:

AD Robert Palmer- Dreams To
Gipsy Kings- Baila Me
Lio- The Girl From Ipanema
Chesney Hawkes- I'm A Man

UPTOWN FM/Copenhagen

Niels Pedersen - Head Of Music

PP Natalie Cole- Unforgettable

Bonnie Raitt- Something To

A List:

AD R.E.M.- Shiny Happy People
Daryl Braithwaite- Rise
Master Fatman- S.O.S.
B List:
AD Back To Back- Hvad Er Det Vi
Lenny Kravitz- It Ain't Over
Aswad- Best Of My Love

RADIO ABC/Randers

STIG HARTVIG NIELSEN - PROG. CONTR

A List:

AD Char- Baby I'm Yours
Ray Dee Oh- Nu' Jeg Alene
Amy Grant- Every Heartbeat
Moonjam- Midsommernat
Bonnie Raitt- Something To
Surface- Never Gonna Let
Rembrandts- Someone

B List:

AD Gipsy Kings- Baila Me
Sydney Youngblood- Hooked On
Kaoma- Danca Togo Moo
Izabella- Sunstitute
Chesney Hawkes- I'm A Man
Damien Dame- Exclusivity

RADIO SYDKYSTEN/Copenhagen

Peter Hald - Head Of Music

AD Mike & The Mechanics- A Time

E.L.O.- Honest Men

Soulsister- Sweet Dreamer

Marc Cohn- Walking In Memphis

RADIO VICTOR/Esbjerg

Lars Meibom - Head Of Music

A List:

AD Amy Grant- Every Heartbeat
Sydney Youngblood- Hooked On
Yellow- Rubberband Man

FINLAND

YLE 2/RADIOMAFIA/Helsinki

Jukka Haarma - Music Coord.

A List:

AD Eppu Normaali- Lensin Matalolla

Contraband- All The Way From

Värtnä- Oi Dai

Aretha Franklin- Everyday People

Lenny Kravitz- It Ain't Over

Problems- Diivailien

Amina- Le Dernier Qui A Parle

Jellyfish- Baby's Coming Back

Kelpo Pojat- Pimeän Tyttö

Lynyrd Skynyrd- Good Time

Violent Femmes- Do You Really

Eva Dahlgren- Gunga Mej

Aaron Neville- Everybody Plays

Alice Cooper- Hey Stoopid

Van Morrison- I Can't Stop

Kirsty MacColl- Walking Down

Shabba Ranks- Trailer Load

Feargal Sharkey- Women & I

DISCOPRESS/Tampere

Tuija Lindell - Co-Ord.

AD De La Soul- Ring Ring Ring

Hausmylly- Se Musta Mies

KLF- Last Train To Trancentral

Roxette- Jayride

Dr. Alban- No Coke

RADIO 100+/Tampere

Pentti Teravainen - Prog. Dir.

PP Clifters- Sanky

Chesney Hawkes- The One And

Roxette- Fading Like A Flower

Suurilähettiläät- Piitääxunaino

AUSTRIA

OE 3/Vienna

Günther Lesjak - Head Of Music

PP Cher- The Shoop Shoop Song

AD KLF- Last Train To

Ring Ring Ring- De La Soul

Banderas- This Is Your Life

AL Halloween

Seal

ANTENNE AUSTRIA/Vienna

Mario Weitzl - Head Of Music

AD Mylene Farmer- Désenchantée

Bee Gees- The Only Love

Fernandez/Kent- Illusion

CD INTERNATIONAL/Bratislava

Peter Lossack - Head Of Music

PP KLF- Last Train To

AD Blue Pearl- Down To You

Michel Van Dyke- Tell Him

Herbert Grönemeyer- Haarschopf

SWITZERLAND

COULEUR 3/Lausanne

Gerard Saudan - Head Of Music

PP Definition Of Sound- Wear Your

Wonder Stuff- Maybe

Orchids- Waiting For The

Steel Pulse- Money

Ismael Lo- Tajabone

Dudley/Coleman- Habebe

Living Colour- Solace Of You

Martin Degville- Sexy Lover

Frank Tovey- Bethnal Green

Black Maria- Les Enfants Loups

RSR LA PREMIERE/Geneva

Catherine Colombara - Prod.

AL Paula Abdul

Michael Bolton

Enzo Enzo

Gray/Barbelviev

RADIO FORDERBAND/Bern

Res Hassenstein - DJ/Co-Ord.

PP Polo Hofer- Bim Baregrabe

AD Stephan Eicher- Hemmige

Gipsy Kings- Baila Me

Tom Petty- I Won't Back Down

PORTUGAL

CORREIO DA MANHA/Lisbon

Rui Pego - Prog. Dir.

A List:

AD R.E.M.- Shiny Happy People

Electronic- Get The Message

Delfins- Cortes De Portugal

Elvis Costello- Other Side

Paul Simon- Born At The Right

B List:

AD A Man Called Adam- I Want To

E.M.F.- Children

Sheena Easton- What Comes

GREECE

ERA 2/Athens

VASSILUS LOUKAS - HEAD OF MUSIC

AD Soft Cell- Tainted Love

Cathy Dennis- Touch Me

Kenny Thomas- Thinking About

Pet Shop Boys- Jealousy

Amy Grant- Baby Baby

Divinyls- I Touch Myself

Definition Of Sound- Now Is

Color Me Badd- I Wanna Sex

ANTENNA 97.1 FM/Athens

Paris Petrou - DJ

AD Kenny Thomas- Thinking About

Madonna- Holiday

Sonia- Only Fools

MC Hammer- Yo Sweetness

Pasadenas- Another Lover

R.E.M.- Losing My Religion

Lionie Gordon- Gonna Catch

JGRS JERONIMO GROOVY/Athens

Takis Fotiou - DJ/Prod.

AD Dr. Alban- U & Mi

Sofia Vassou- Tell Me

New Kids On The Block- Call It

Keedy- Save Some Love

Kylie Minogue- Shocked

Samantha Fox- Hurt Me Hurt Me

R.E.M.- Shiny Happy People

Soft Cell- Tainted Love

Nekuanas- Balla Morena

POP 92.4 FM/Athens

Isaac "Easy" Coutiyel - Prog. Mgr.

A List:

AD Sandee- Love Desire

Rolling Stones- Sex Drive

R.E.M.- Shiny Happy People

DJ Jazzy Jeff- Summertime

Spider- Who Do You Love

Tithy- My Body Says Yes

Stevie Wonder- Gotta Have

B List:

AD Wilson Phillips- The Dream Is

Waterboys- The Whole Of The

De La Soul- Ring Ring Ring

Michael Bolton- Love Is A

A. B. Creation- Playground

Thunder- Dirty Love

INXS- Bitter Tears

Celine Dion- If There Was

Rude Boys- Written All Over

Keedy- Save Some Love

Black Crowes- She Talks To

Kane Roberts- Does Anybody

YUGOSLAVIA

STUDIO D/RADIO NOVO MESTO

Rasto Bozic - DJ/Prod.

AD Gloria Estefan- Can't Forget

Teddy Pendergrass- I Find

POLAND

POLSKIE RADIO 1 & 2/Warsaw

Bogdan Fabianski - DJ/Prod.

PP Homeless- Gypsy Woman

Seven 4or7y 7even- I Keep It

Pet Shop Boys- Jealousy

Samantha Janus- A Message To

Yellow- Rubberbandman

Construction- Oh Girl

Twice Nice- Fire

Papillon- Different World

AD LaTour- People Are Still

Kool & The Gang- Tonight '91

THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)
1	1	13	The Shoop Shoop Song (It's In His Kiss) Cher - Epic (Alley/Trio/Hudson Bay)	18	14	8	Love Is A Wonderful Thing Michael Bolton - Columbia (Warner Chappell)	35	40	3	Le Dernier Qui A Parlé Amina - Philips (PolyGram Music)
2	3	9	Senza Una Donna (Without A Woman) Zucchero Fornaciari & Paul Young - London (Warner Chappell/PolyGram/EMI)	19	16	24	Crazy Seal - ZTT/WEA (Beethoven Street/Perfect)	36	31	14	Let There Be Love Simple Minds - Virgin (Virgin Music)
3	2	5	Fading Like A Flower (Every Time You Leave) Roxette - EMI (EMI)	20	19	8	Sailing On The Seven Seas O.M.D. - Virgin (Raw Unlimited/Virgin)	37	42	2	Long Train Running Bananarama - London (Warner Chappell)
4	4	12	The One And Only Chesney Hawkes - Chrysalis (Warner Chappell)	21	21	4	Mad About You Sting - A&M (Magnetic/Regatta/Illegal)	38	NE	NE	Remember Me With Love Gloria Estefan - Epic (EMI)
5	6	15	Rhythm Of My Heart Rod Stewart - Warner Brothers (WB/Jamm/Biba)	22	22	3	It Ain't Over 'Til It's Over Lenny Kravitz - Virgin America (Miss Bessie Music)	39	29	3	See The Lights Simple Minds - Virgin (Virgin)
6	7	23	Wind Of Change Scorpions - Mercury (Almo/Testatyme Music)	23	NE	NE	The Motown Song Rod Stewart - Warner Brothers (MCA/Geffen)	40	33	6	You Don't Have To Go Home Tonight The Triplets - Mercury (Various)
7	9	8	Baby Baby Amy Grant - A&M (Age To Age/Edward Grant/Yellow Elephant)	24	20	9	One More Try Timmy T. - Quality (RMI)	41	24	8	Ring Ring Ring (Ha Ha Hey) De La Soul - Tammy Boy (WC/Tea Girl/Curio/Chelsea/Island/MCA)
8	28	2	I Wanna Sex You Up Color Me Badd - Giant (Hip Hop/Hifrost)	25	44	2	Only Fools (Never Fall In Love) Sonia - I.Q. Records (Hyde Park/Cordella/EMI)	42	49	2	Losing My Religion R.E.M. - Warner Brothers (Warner Chappell)
9	5	16	Just The Way It Is, Baby the Rembrandts - Atco (WB/Warner-Tamerlane/Tiger God)	26	23	13	Where The Streets Have No Name/..Seriously? Pet Shop Boys - Parlophone (a.EMI/Warner Chappell aa.Cage/10)	43	35	2	Last Train To Trancentral/The Iron Horse KLF - KLF Communications (EG/Zoo/WC/Wandee/BMG)
10	12	4	Shiny Happy People R.E.M. - Warner Brothers (Warner Chappell)	27	26	6	Whenever You Need Me T'Pau - Siren (Virgin)	44	NE	NE	Thinking About Your Love Kenny Thomas - Cooltempo (EMI/Randor)
11	10	6	Touch Me (All Night Long) Cathy Dennis - Polydor (Chrysalis/Memory Lane)	28	25	8	Future Love Paradise Seal - ZTT/WEA (Beethoven Street/Perfect)	45	NE	NE	Bow Down Mister Jesus Loves You - More Protein (Virgin)
12	8	12	Désenchantée Mylène Farmer - Polydor (Requiem Publishing)	29	38	3	Tainted Love/Where Did Our Love Go? Soft Cell/Marc Almond - Mercury (Burlington/Warner Chappell)	46	NE	NE	Né En 17 A Leidenstadt Jean-Jacques Goldman - Epic (JRG/Marc Lumbroso)
13	13	4	Gypsy Woman (La Da Da La Da Dee) Crystal Waters - A&M (BMG)	30	48	2	Kozmik Ziggy Marley & The Melody Makers - Virgin (Screen Gems/EMI)	47	NE	NE	Women & I Feargal Sharkey - Virgin (Copyright Control/Virgin)
14	17	6	Promise Me Beverly Craven - Epic (Warner Chappell)	31	27	3	Your Swaying Arms Deacon Blue - Columbia (Poor)	48	NE	NE	There's Got To Be A Way Mariah Carey - Columbia (Sony Music/Copyright Control)
15	18	17	Secret Love Bee Gees - Warner Brothers (Gibb Brothers/BMG Music)	32	46	2	Walking Down Madison Kirsty MacColl - Virgin (Virgin/Warner Chappell)	49	32	17	A Nos Actes Manques Fredericks, Goldman & Jones - Columbia (JRG/Marc Lumbroso)
16	11	17	Joyride Roxette - EMI (Jimmy Fun Music)	33	43	2	Auteuil Neuilly Passy Les Inconnus - Productions Ledermann (Ledermann)	50	NE	NE	Looking For The Summer Chris Rea - East West (Magnet)
17	15	3	Rush Rush Paula Abdul - Virgin (EMI Songs)	34	NE	NE	Jealousy Pet Shop Boys - Parlophone (Cage/10 Music)	The European Airplay Top 50 is compiled from the individual national airplay charts below. Circled songs indicate increased or maintained airplay is expected for the following week			

NATIONAL AIRPLAY

UNITED KINGDOM	GERMANY	FRANCE AM	FRANCE FM	ITALY
<p>Most played records on BBC stations and major independents.</p> <ol style="list-style-type: none"> (5) Amy Grant - Baby Baby (-) Gloria Estefan - Remember Me With Love (11) Sonia - Only Fools (9) Cher - The Shoop Shoop Song (19) Pet Shop Boys - Jealousy (13) Color Me Badd - I Wanna Sex You Up (7) C.Dennis - Touch Me (All Night Long) (12) K.Thomas - Thinking About Your Love (8) Kirsty MacColl - Walking Down Madison (4) Beverly Craven - Promise Me (10) Crystal Waters - Gypsy Woman (6) R.E.M. - Shiny Happy People (-) Rod Stewart - The Motown Song (-) Feargal Sharkey - Women And I (15) Kylie Minogue - Shocked (-) Living Colour - Solace Of You (20) The Doors - Light My Fire (-) C.Hawkes - I'm A Man (Not A Boy) (-) Danni Minogue - Success (18) M.Carey - There's Got To Be A Way 	<p>Most played records on the ARD stations and major privates. Compiled by Media Control/Baden Baden.</p> <ol style="list-style-type: none"> (6) Zucchero/P.Young - Senza Una Donna (3) Roxette - Fading Like A Flower (8) M.Bolton - Love Is A Wonderful Thing (2) Cher - The Shoop Shoop Song (1) Chesney Hawkes - The One And Only (9) Scorpions - Wind Of Change (4) Rembrandts - Just The Way It Is, Baby (7) Bee Gees - Secret Love (5) Rod Stewart - Rhythm Of My Heart (10) Roxette - Joyride (-) Paula Abdul - Rush Rush (15) Amy Grant - Baby Baby (14) O.M.D. - Sailing On The Seven Seas (18) Marc Cohn - Walking In Memphis (13) Cathy Dennis - Touch Me (12) Timmy T. - One More Try (-) Rod Stewart - The Motown Song (-) Karl Keaton - Love's Burn (11) Triplets - You Don't Have To Go... (-) Bee Gees - The Only Love 	<p>Most played records on AM stations. Compiled by Media Control/Strasbourg.</p> <ol style="list-style-type: none"> (12) J.J.Goldman - Ne En 17 A Leidenstadt (14) Stephan Eicher - Dejeuner En Paix (2) Mylene Farmer - Désenchantée (8) Jil Caplan - Tout C'Qui Nous Sépare (5) Amina - Le Dernier Qui A Parlé (11) Bernard Lavilliers - Outremer (1) Seal - Crazy (-) F.Feldman - Le Serpent Qui Danse (4) Sting - Mad About You (3) Yannick Noah - Saga Africa (7) Les Inconnus - Auteuil Neuilly Passy (9) Michel Sardou - Le Veteran (-) Niagara - La Vie Est Peut Etre Belle (-) Roch Voisine - On The Outside (-) Beverly Craven - Promise Me (-) Florent Pagny - Prends Ton Temps (-) T.Hazard - Les Brouillards De Londres (-) Pauline Ester - Une Fenetre Ouverte (-) Elsa - Qu'Est Ce Que Ca Peut Lui Faire (-) J.Hallyday - Diego Libre Dans Sa Tête 	<p>Most played records on FM stations. Compiled by Media Control/Strasbourg.</p> <ol style="list-style-type: none"> (1) Beverly Craven - Promise Me (8) Zucchero/Paul Young - Senza Una Donna (6) Seal - Crazy (5) Sting - Mad About You (4) Rod Stewart - Rhythm Of My Heart (2) UB40 - Homely Girl (3) Mylene Farmer - Désenchantée (12) R.E.M. - Losing My Religion (9) Les Inconnus - Auteuil Neuilly Passy (11) Monie Love/True Image - It's A Shame (10) Simple Minds - Let There Be Love (7) W.Houston - All The Man That I Need (-) Phil Collins - Who Said I Would (9) Fredericks/Goldman/Jones - A Nos Actes Manques (15) Madonna - Rescue Me (16) Elton John - You Gotta Love Someone (17) George Michael - Cowboys And Angels (-) Scorpions - Send Me An Angel (-) R.Palmer - Mercy Mercy Me/I Want You (17) C.Dion - Where Does My Heart Beat Now? 	<p>Most played records on RAI Stereo Due.</p> <ol style="list-style-type: none"> (-) Lindy Layton - Wait For Love (20) Stevie Wonder - I Gotta Have You (12) Soft Cell/Marc Almond - Tainted Love (3) Elvis Costello - The Other Side Of Summer (-) Lenny Kravitz - It Ain't Over 'Til... (-) Aretha Franklin - Everyday People (-) Ziggy Marley/The Melody Makers - Kozmik (-) Seal - Killer (-) Rod Stewart - The Motown Song (4) Paula Abdul - Rush Rush (11) Clive Griffin - I'll Be Waiting (2) Joe Jackson - Stranger Than Fiction (5) Lonnie Gordon - Gonna Catch You (6) Antico - We Need Freedom (7) Zappala - We Gotta Do It (8) Joy Salinas - Rockin' Romance (9) Bananarama - Long Train Running (10) Steffie - I Like It (11) Crystal Waters - Gypsy Woman (13) Chris Rea - Looking For The Summer
<p>SPAIN</p> <p>Most played records on Cuarenta Principales, covering the major stations.</p> <ol style="list-style-type: none"> (13) Sergio Dalma - Bailar Pegados (1) The Farm - All Together Now (3) Tennessee - Lluve En Mi Corazon (7) R.E.M. - Losing My Religion (5) La Trampa - Si Pudiera (6) Simple Minds - Let There Be Love (8) I Want You - The Silencers (10) La Unión - Damelo Ya (9) Aerolinas Fed. - No Sigas Mi Camino (11) Sting - Mad About You (12) Chiquilla - Seguridad Social (15) Bananarama - Long Train Running (17) Gloria Estefan - Seal Our Fate (18) Los Flechazos - Lo Consegui (16) Afrika Bambaataa - Just Get Up... (20) Terapia Nacional - Loco Por Ti (19) E.M.F. - I Believe (-) Loco Mía - Loco Vox (-) Greta Y Los Garbo - Tu Dulce Amor (-) Oil - Pensando 	<p>HOLLAND</p> <p>Most played records on national stations Radio 2 and Radio 3. Compiled by Stichting Nederlandse Top 40.</p> <ol style="list-style-type: none"> (1) L.Kravitz - It Ain't Over Till... (-) Chris Rea - Looking For The Summer (4) Crowded House - Chocolate Cake (6) Crystal Waters - Gypsy Woman (-) Ten Sharp - Ain't My Beating Heart (6) Cher - The Shoop Shoop Song (11) Color Me Badd - I Wanna Sex You Up (2) B.St.Claire - Morgen Wordt Alles... (5) R.E.M. - Shiny Happy People (10) Zucchero/P.Young - Senza Una Donna (12) Ziggy Marley/Melody Makers - Kozmik (9) Extreme - More Than Words (13) Juan Luis Guerra - Burbujas De Amor (-) B.Raiff - Something To Talk About (8) Scorpions - Wind Of Change (-) Bette Midler - From A Distance (14) S.Bos/B.Savenberg - Breek De Stilte (-) The Scene - Blauw (-) Stereo MC's - Lost In Music (-) Cees Tol/Thomas Tol - Sedalia 	<p>AUSTRIA</p> <p>Most played records on national pop station O3. Compiled by Media Control/Baden Baden.</p> <ol style="list-style-type: none"> (-) Roxette - Fading Like A Flower (8) Bee Gees - Secret Love (18) Bingoboy/Princessa - How To Dance (10) Pet Shop Boys - Where The.../..Seriously? (12) Jesus Loves You - Bow Down Mister (6) James - Sit Down (6) Elton John - Easier To Walk Away (3) Chesney Hawkes - The One And Only (1) Cher - The Shoop Shoop Song (-) Umberto Tozzi - Gli Altri Siamo Noi (5) Carola - Captured By A Love Storm (7) Scorpions - Wind Of Change (16) Rod Stewart - Rhythm Of My Heart (13) M.Bolton - Love Is A Wonderful Thing (-) R.E.M. - Shiny Happy People (-) Etta Scollo - (Chi Chi Veciso) Mr.Love (2) Rembrandts - Just The Way It Is, Baby (9) Timmy T. - One More Try (11) Amy Grant - Baby Baby (-) Chris Isaak - Wicked Game 	<p>SWITZERLAND</p> <p>Most played records on the national station DRS 3 and major privates. Compiled by Media Control/Basel.</p> <ol style="list-style-type: none"> (3) Chesney Hawkes - The One And Only (2) Rembrandts - Just The Way It Is, Baby (1) Rod Stewart - Rhythm Of My Heart (9) Mylene Farmer - Désenchantée (6) Roxette - Joyride (7) Zucchero/Paul Young - Senza Una Donna (-) Massive Attack - Unfinished Sympathy (5) De La Soul - Ring Ring Ring (8) Seal - Future Love Paradise (4) Roxette - Fading Like A Flower (11) Scorpions - Wind Of Change (12) Seal - Crazy (17) Pet Shop Boys - Where The.../..Seriously? (-) Crystal Waters - Gypsy Woman (19) E.Costello - The Other Side Of Summer (-) R.E.M. - Shiny Happy People (-) Pet Shop Boys - Jealousy (16) Ziggy Marley/The Melody Makers - Kozmik (11) Yello - Rubberbandman (-) The Simpsons - Do The Bartman 	

M&M's National Airplay charts reflect the 20 songs receiving the most airplay in each country listed. The individual charts are compiled by various media controllers and research organizations, based on reports from participating stations representing various formats. These charts are combined and weighted to comprise the European Airplay Top 50 chart above.

M&M also surveys nearly 100 contemporary music stations to develop the European Hit Radio chart, which can be found on page 27. That chart and its related statistics detail singles-based airplay at stations specifically targeting 12-34 year-olds on a full-time or part-time basis.

● = National product

EUROPEAN TOP 100 ALBUMS

THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED
1	24 R.E.M. Out Of Time - Warner Brothers	UK, D, B, N, L, E, A, CH, S, P, DK, I, N, SF, GR, Ir	35	35 6 Gino Paoli Matto Come Un Gatto - WEA	I	69	64 4 Coluche Ses Meilleures Moments Sur R.F.M. - Polydor	F
2	1 11 Roxette Joyride - EMI	UK, D, B, N, L, E, A, CH, S, P, DK, I, N, SF, GR, Ir	36	36 10 Massive Attack Blue Lines - Wild Bunch/Circa	UK, D, N, L, A, CH, S, GR	70	NE James Last Pop Symphonies - PolyGram TV	UK, Ir
3	3 13 Eurythmics Greatest Hits - RCA ▲2	UK, D, B, N, L, E, A, CH, S, P, DK, I, N, SF, GR, Ir	37	27 47 M.C. Hammer Please Hammer Don't Hurt 'Em - Capitol ●	UK, F, D, GR, Ir	71	99 2 Doe Maar Doe Maar De Beste - Sky	B, NL
4	4 4 Seal Seal - ZTT/WEA	UK, D, B, N, L, A, CH, S, DK, N, SF, Ir	38	NE Kraftwerk The Mix - EMI	UK	72	66 9 The Stranglers Greatest Hits 1977-1990 - Epic	UK
5	6 10 Simple Minds Real Life - Virgin	UK, F, D, B, N, L, E, A, CH, S, P, DK, I, N, SF	39	NE Siouxsie & The Banshees Superstition - Wonderland	UK	73	71 5 Umberto Tozzi Gli Altri Siamo Noi - CGD	I
6	5 12 Soundtrack - The Doors The Doors - Elektra	UK, F, D, B, N, L, E, A, CH, P, DK, N, SF, Ir	40	45 2 Dannii Minogue Love And Kisses - MCA	UK, Ir	74	58 21 The Simpsons The Simpsons Sing The Blues - Geffen	UK, E, DK, Ir
7	7 7 Michael Bolton Time, Love & Tenderness - Columbia	UK, D, N, L, E, A, CH, S, P, DK, N, SF, GR, Ir	41	NE the Rembrandts the Rembrandts - Atco	D, DK	75	83 3 Dermot Morgan Scrap Saturday - The Tapes - Lunar	Ir
8	8 31 Scorpions Crazy World - Mercury	F, D, B, N, L, A, CH, S, DK, N, GR	42	46 78 UB40 Labour Of Love II - Virgin	F, NL	76	62 7 Blue System Seeds Of Heaven - Hansa/Ariola	D, A, SF
9	9 12 Rod Stewart Vagabond Heart - Warner Brothers	UK, F, D, N, L, A, CH, S, DK, N, I, Ir	43	41 31 Phil Collins Serious Hits...Live! - Virgin/WEA	UK, F, D, N, L, DK	77	56 40 George Michael Listen Without Prejudice Vol. 1 - Epic ▲2	UK, F, N, L, Ir
10	25 2 Deacon Blue Fellow Hoodlums - Columbia	UK, Ir	44	47 22 Fredericks, Goldman & Jones Fredericks, Goldman & Jones - Columbia ●	F, B	78	65 9 Kastelruther Spatzen Wahrheit Ist Ein Schmalere Grat - Koch	D, A, CH
11	10 11 Rolling Stones Flashpoint - Columbia	F, D, B, N, L, E, A, CH, P, SF	45	34 3 Dexys Midnight Runners The Very Best Of Dexys Midnight Runners - Mercury	UK, Ir	79	73 11 Emilio Aragon Te Huelen Los Pies - CBS	E
12	13 15 KLF The White Room - KLF Communications	UK, D, B, N, L, A, CH, S, P, DK, SF, GR	46	RE Zucchero Fornaciari Zucchero - London	D, B, N, L, N	80	NE T'Pau The Promise - Virgin	UK, Ir
13	NE Skid Row Slave To The Grind - Atlantic	UK, D, S, DK, N, SF, Ir	47	53 5 Sergio Dalma Sintiendos La Piel - Horus	E	81	77 26 Soundtrack - Twin Peaks/Angelo Badalamenti Music From Twin Peaks - Warner Brothers	B, P
14	17 21 Sting The Spoul Cages - A&M ▲	F, D, N, L, E, CH, S, I, GR	48	39 15 Marco Masini Malinconioia - Ricordi	I	82	74 2 Felix Gray & Didier Barbelivien Les Amours Cassees - Talar	F, B
15	11 16 Soundtrack - Grease Grease - Polydor	F, B, N, L, E	49	52 3 Paula Abdul Spellbound - Virgin	B, N, L, CH, S, DK, SF	83	68 5 Gipsy Kings Mosaïque - PEM	D, P, GR
16	16 11 Lenny Kravitz Mama Said - Virgin	UK, F, D, B, N, L, A, CH, S, DK, SF	50	38 7 The Waterboys Best Of 81-90 - Chrysalis	UK, D, S, P, Ir	84	82 9 Roberto Vecchioni Per Amore Mio - EMI	I
17	19 5 Bob Marley & The Wailers Legend - Island	UK, B, N, L, S, Ir	51	37 32 Elton John The Very Best Of... - Rocket ▲5	UK, D, A, CH, DK, Ir	85	NE Sanne Salomonsen Where Blue Begins - Virgin	DK
18	21 5 De La Soul De La Soul Is Dead - Tommy Boy	UK, D, B, N, L, CH, S, DK, GR	52	63 20 Gloria Estefan Into The Light - Epic ●	UK, D, N, L, E, Ir	86	NE Vasco Rossi Viaggiando - Fonit Cetra	I
19	12 6 E.M.F. Schubert Dip - Parlophone	UK, D, B, CH, S, P, DK, SF, GR, Ir	53	55 37 AC/DC The Razor's Edge - Atco	D, DK	87	72 9 Mike & The Mechanics Word Of Mouth - Virgin	D, A
20	18 16 Chris Rea Auberge - East West	UK, F, D, B, N, L, CH, SF	54	43 7 Yes Union - Arista	D, N, L, CH, P	88	80 10 Roch Voisine Helene - GM/Ariola	F, B
21	24 6 O.M.D. Sugar Tax - Virgin	UK, D, CH, S, P, DK	55	57 27 Roch Voisine Double - GM/Ariola ▲	F, B	89	98 2 Pino Daniele Pino Daniele Tra Musica E Magia - EMI	I
22	22 7 Mylene Farmer L'Autre - Barclay	F, B, CH	56	50 30 Madonna The Immaculate Collection - Sire	UK, D, N, L, Ir	90	70 4 The Saw Doctors If This Is Rock & Roll - Solid	Ir
23	15 27 Enigma MCMXC A.D. - Virgin	F, D, E, P, I, SF, GR	57	44 5 Elvis Costello Mighty Like A Rose - Warner Brothers	UK, B, N, L, S, DK, N, Ir	91	69 13 Riccardo Cocciante Cocciante - Virgin	B, I
24	26 12 Dr. Alban Hello Afrika - Swemix	D, N, L, A, CH, P, GR	58	60 8 Soundtrack - Dances With Wolves Dances With Wolves - Columbia	D, N, L, E, CH, DK	92	84 2 Frederic Francois Est-Ce-Que Tu Es Seule Ce Soir? - Trema	F, B
25	14 3 Electronic Electronic - Factory	UK, S, DK	59	51 4 Soft Cell/Marc Almond Memorabilia - Mercury	UK	93	86 3 De Kreuners Het Beste Van - EMI	B
26	28 13 Bee Gees High Civilization - Warner Brothers	D, A, CH, DK	60	40 4 Paul McCartney Unplugged - Parlophone	UK, N, L, E, S, DK	94	75 3 Beach Boys Very Best Of - Capitol	N, L, S, DK
27	31 77 Patrick Bruel Alors Regarde - RCA ▲	F, B	61	54 30 Jimmy Somerville The Singles Collection 1984/1990 - London ▲	D, B, CH	95	88 12 The Cure Entreat - Fiction	F, D, A, P
28	20 3 The Wonder Stuff Never Loved Elvis - Polydor	UK, Ir	62	59 6 Mano Negra King Of Bongo - Virgin	F	96	90 2 Bananarama Pop Life - London	F, S, SF
29	23 22 Chris Isaak Wicked Game - Reprise	D, B, N, L, E, CH, S, P, DK, SF, GR	63	76 2 Technotronic Body To Body - ARS	UK, DK, SF, Ir	97	NE Extreme Extreme II Pornograffiti - A&M	UK, N, L
30	30 20 Queen Innuendo - EMI ▲	UK, D, N, L, E, CH, P, I, SF	64	48 6 Joe Jackson Laughter & Lust - Virgin	D, N, L, CH	98	RE Vaya Con Dios Night Owls - Ariola ▲	D, CH
31	32 7 Huey Lewis & The News Hard At Play - EMI USA	D, N, L, CH, S, P, DK, SF	65	49 4 The Doors In Concert - Elektra	UK, D, B, N, L, DK, Ir	99	95 10 Modestia Aparte Historias Sin Importancia - PolyGram	E
32	29 11 The Doors The Best Of The Doors - Elektra	UK, F, B, N, L, CH, SF, Ir	66	61 16 Juan Luis Guerra & 4.40 Djala Que Lueva Cafe - Karen	E	100	91 2 Roachford Get Ready! - Columbia	UK, D, S
33	42 17 Juan Luis Guerra & 4.40 Bachata Rosa - Karen	E	67	67 8 Antonello Venditti Il Diario - Philips	I	UK = United Kingdom, D = Germany, F = France, CH = Switzerland, A = Austria, I = Italy, E = Spain, NL = Holland, B = Belgium, IR = Ireland, S = Sweden, DK = Denmark, N = Norway, SF = Finland, P = Portugal, GR = Greece.		
34	33 4 Beverly Craven Beverly Craven - Epic	UK	68	NE New Model Army Raw Melody Men - EMI	UK, D	○ = FAST MOVERS NE = NEW ENTRY RE = RE-ENTRY		

UNITED KINGDOM

- Singles*
- 1 **Color Me Badd** - I Wanna Sex You Up
 - 2 **Amy Grant** - Baby Baby
 - 3 **Jason Donovan** - Any Dream Will Do
 - 4 **Madonna** - Holiday
 - 5 **Kenny Thomas** - Thinking About Your Love
 - 6 **Cher** - The Shoop Shoop Song
 - 7 **The Doors** - Light My Fire
 - 8 **R.E.M.** - Shiny Happy People
 - 9 **Sonia** - Only Fools (Never Fall In Love)
 - 10 **Salt N' Pepa** - Do You Want Me

- Albums*
- 1 **Seal** - Seal
 - 2 **Deacon Blue** - Fellow Hoodlums
 - 3 **R.E.M.** - Out Of Time
 - 4 **Skid Row** - Slave To The Grind
 - 5 **Eurythmics** - Greatest Hits
 - 6 **Electronic** - Electronic
 - 7 **Wonder Stuff** - Never Loved Elvis
 - 8 **Beverly Craven** - Beverly Craven
 - 9 **Michael Bolton** - Time, Love & Tenderness
 - 10 **Kraftwerk** - The Mix

SPAIN

- Singles*
- 1 **Mecano** - El 7 Del Septiembre
 - 2 **Pet Shop Boys** - Where The.../..Seriously?
 - 3 **J.Travolta/O.Newton-John** - Grease Megamix
 - 4 **C&C Music Factory** - Here We Go
 - 5 **Los Manolos** - All My Loving
 - 6 **The Farm** - All Together Now
 - 7 **Antico** - We Need Freedom
 - 8 **KLF** - 3 A.M. Eternal Live At The SSL
 - 9 **Loco Mia** - Loco Vox
 - 10 **Afrika Bambaataa** - Just Get Up And Dance

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

DENMARK

- Singles*
- 1 **Brian** - De Sku' Ha' No'En Bank
 - 2 **Cher** - The Shoop Shoop Song
 - 3 **Cut'n Move** - Take No Crap
 - 4 **Hugo** - Hugo Er En Skærmtrøld
 - 5 **KLF** - Last Train To Trancentral
 - 6 **Chesney Hawkes** - The One And Only
 - 7 **Mental Generation** - Slam
 - 8 **Scorpions** - Wind Of Change
 - 9 **R.E.M.** - Losing My Religion
 - 10 **Simple Minds** - See The Lights

- Albums*
- 1 **Sanne Salomonsen** - Where Blue Begins
 - 2 **Roxette** - Joyride
 - 3 **Beach Boys** - Very Best Of
 - 4 **Sko/Torp** - On A Long Lonely Night
 - 5 **Bamses Venner** - Lyseblå Dage
 - 6 **Rod Stewart** - Vagabond Heart
 - 7 **Michael Bolton** - Time, Love & Tenderness
 - 8 **Johnny Madsen** - Bounty Blue
 - 9 **Paula Abdul** - Spellbound
 - 10 **Lars Muhl** - When Angels Fall

SWITZERLAND

- Singles*
- 1 **De La Soul** - Ring Ring Ring (Ha Ha Hey)
 - 2 **Scorpions** - Wind Of Change
 - 3 **Roxette** - Joyride
 - 4 **M.C. Eugster** - Zillertaler Hochzeitsmarsch
 - 5 **Roxette** - Fading Like A Flower
 - 6 **Chesney Hawkes** - The One And Only
 - 7 **Z.Fornaciari/P.Young** - Senza Una Donna
 - 8 **KLF** - Last Train To Trancentral
 - 9 **Dr. Alban** - U & Mi
 - 10 **Seal** - Future Love Paradise

- Albums*
- 1 **Roxette** - Joyride
 - 2 **Seal** - Seal
 - 3 **Simple Minds** - Real Life
 - 4 **Rod Stewart** - Vagabond Heart
 - 5 **Soundtrack** - The Doors
 - 6 **R.E.M.** - Out Of Time
 - 7 **Scorpions** - Crazy World
 - 8 **Michael Bolton** - Time, Love & Tenderness
 - 9 **Lenny Kravitz** - Mama Said
 - 10 **Eurythmics** - Greatest Hits

GERMANY

- Singles*
- 1 **Scorpions** - Wind Of Change
 - 2 **Z.Fornaciari/P.Young** - Senza Una Donna
 - 3 **Cher** - The Shoop Shoop Song
 - 4 **KLF** - Last Train To Trancentral
 - 5 **Roxette** - Fading Like A Flower
 - 6 **Roxette** - Joyride
 - 7 **Crystal Waters** - Gypsy Woman
 - 8 **De La Soul** - Ring Ring Ring (Ha Ha Hey)
 - 9 **O.M.D.** - Sailing On The Seven Seas
 - 10 **Rod Stewart** - Rhythm Of My Heart

- Albums*
- 1 **Roxette** - Joyride
 - 2 **Eurythmics** - Greatest Hits
 - 3 **Scorpions** - Crazy World
 - 4 **Rod Stewart** - Vagabond Heart
 - 5 **R.E.M.** - Out Of Time
 - 6 **Soundtrack** - The Doors
 - 7 **Simple Minds** - Real Life
 - 8 **Seal** - Seal
 - 9 **Bee Gees** - High Civilization
 - 10 **O.M.D.** - Sugar Tax

HOLLAND

- Singles*
- 1 **Crystal Waters** - Gypsy Woman
 - 2 **Scorpions** - Wind Of Change
 - 3 **Z.Fornaciari/P.Young** - Senza Una Donna
 - 4 **T99** - Anastasia
 - 5 **KLF** - Last Train To Trancentral
 - 6 **Extreme** - More Than Words
 - 7 **Dr. Alban** - No Coke
 - 8 **Cher** - The Shoop Shoop Song
 - 9 **Lenny Kravitz** - It Ain't Over 'Til It's Over
 - 10 **De La Soul** - Ring Ring Ring (Ha Ha Hey)

- Albums*
- 1 **Bob Marley** - Legend
 - 2 **R.E.M.** - Out Of Time
 - 3 **Doe Maar** - Doe Maar De Beste
 - 4 **Seal** - Seal
 - 5 **Eurythmics** - Greatest Hits
 - 6 **Lenny Kravitz** - Mama Said
 - 7 **Roxette** - Joyride
 - 8 **Het Goede Doel** - Het Beste Van...
 - 9 **Rolling Stones** - Flashpoint
 - 10 **De La Soul** - De La Soul Is Dead

NORWAY

- Singles*
- 1 **Z.Fornaciari/P.Young** - Senza Una Donna
 - 2 **Cher** - The Shoop Shoop Song
 - 3 **Scorpions** - Wind Of Change
 - 4 **Return** - Tell Me
 - 5 **KLF** - Last Train To Trancentral
 - 6 **The Clash** - Should I Stay Or Should I Go
 - 7 **Roxette** - Fading Like A Flower
 - 8 **Chesney Hawkes** - The One And Only
 - 9 **Roxette** - Joyride
 - 10 **R.E.M.** - Losing My Religion

- Albums*
- 1 **Roxette** - Joyride
 - 2 **Michael Bolton** - Time, Love & Tenderness
 - 3 **Gasolin** - Rabalderstraede
 - 4 **Bjelleklang** - Dang Dang
 - 5 **Scorpions** - Crazy World
 - 6 **Danko/Fjeld/Andersen** - Danko, Fjeld, Andersen
 - 7 **Return** - Fourplay
 - 8 **Zucchero Fornaciari** - Zucchero
 - 9 **R.E.M.** - Out Of Time
 - 10 **Seal** - Seal

AUSTRIA

- Singles*
- 1 **Cher** - The Shoop Shoop Song
 - 2 **Jesus Loves You** - Bow Down Mister
 - 3 **Roxette** - Joyride
 - 4 **Bingoboy & Princessa** - How To Dance
 - 5 **Frank Zappa** - Bobby Brown
 - 6 **Bee Gees** - Secret Love
 - 7 **Scorpions** - Wind Of Change
 - 8 **Chesney Hawkes** - The One And Only
 - 9 **KLF** - Last Train To Trancentral
 - 10 **Blue System** - Lucifer

- Albums*
- 1 **Roxette** - Joyride
 - 2 **Eurythmics** - Greatest Hits
 - 3 **Seal** - Seal
 - 4 **Dr. Alban** - Hello Afrika
 - 5 **Jazz Gitti** - A Wunda
 - 6 **R.E.M.** - Out Of Time
 - 7 **Rod Stewart** - Vagabond Heart
 - 8 **Soundtrack** - The Doors
 - 9 **Stefanie Werger** - Stille Wasser
 - 10 **Bee Gees** - High Civilization

FRANCE

- Singles*
- 1 **Mylene Farmer** - Désenchantée
 - 2 **Yannick Noah** - Saga Africa
 - 3 **Les Inconnus** - Auteuil Neuilly Passy
 - 4 **Lagaf** - La Zoubida
 - 5 **Fredericks/Goldman/Jones** - A Nos Actes Manques
 - 6 **Seal** - Crazy
 - 7 **UB40** - Hamely Girl
 - 8 **Jil Caplan** - Tout C'Qui Nous Separe
 - 9 **Frederic Francois** - Je Me Battraï Pour Elle
 - 10 **Mecano** - Hijo De La Luna

- Albums*
- 1 **Mylene Farmer** - L'Autre
 - 2 **Patrick Bruel** - Alors Regarde
 - 3 **Soundtrack** - Grease
 - 4 **UB 40** - Labour Of Love II
 - 5 **Fredericks/Goldman/Jones** - Fredericks, Goldman & Jones
 - 6 **Rolling Stones** - Flashpoint
 - 7 **Enigma** - MCMXC A.D.
 - 8 **Roch Voisine** - Double
 - 9 **Mano Negra** - King Of Bango
 - 10 **Coluche** - Ses Meilleurs Moments Sur R.F.M.

BELGIUM

- Singles*
- 1 **Crystal Waters** - Gypsy Woman
 - 2 **Z.Fornaciari/P.Young** - Senza Una Donna
 - 3 **Stef & Bob** - Breek De Stille
 - 4 **KLF** - Last Train To Trancentral
 - 5 **Mylene Farmer** - Désenchantée,
 - 6 **Felix Gray/Didier Barbelivien** - E Vado Via
 - 7 **Benny B** - Dis Moi Bébé
 - 8 **Julie Masse** - C'Est Zero
 - 9 **S Paganelli** - Dance Computer 5
 - 10 **Wamblee** - Anitouni

- Albums*
- 1 **De Kreuners** - Het Beste Van
 - 2 **Stef Bos** - Is Dit Nu Later
 - 3 **Mylene Farmer** - L'Autre
 - 4 **Bob Marley** - Legend
 - 5 **Isabelle A** - Isabelle A
 - 6 **R.E.M.** - Out Of Time
 - 7 **Roxette** - Joyride
 - 8 **Soundtrack** - Music From Twin Peaks
 - 9 **Bart Kaell** - Gewoon Omdat Ik Van je Hou
 - 10 **Soundtrack** - The Doors

FINLAND

- Singles*
- 1 **De La Soul** - Ring Ring Ring (Ha Ha Hey)
 - 2 **Juice Leskinen Grand Slam** - Pienestä Pitäen
 - 3 **Crystal Waters** - Gypsy Woman
 - 4 **Londonboys** - Sweet Soul Music
 - 5 **KLF** - Last Train To Trancentral
 - 6 **Murkulat** - Rap-Arperi
 - 7 **Pet Shop Boys** - Jealousy
 - 8 **D.C. Klowns** - World Gone Mad
 - 9 **Roxette** - Fading Like A Flower
 - 10 **Seal** - Future Love Paradise

- Albums*
- 1 **Roxette** - Joyride
 - 2 **Eppu Normaali** - Paskahatun Paluu
 - 3 **Kolmas Nainen** - Elämän Tarkoitus
 - 4 **Michael Bolton** - Time, Love & Tenderness
 - 5 **Bananarama** - Pop Life
 - 6 **R.E.M.** - Out Of Time
 - 7 **De La Soul** - 3 Feet High And Rising
 - 8 **Suurlähettiläät** - Omituisten Otusten Kerha
 - 9 **Hanna Ekola** - Hanna Ekola
 - 10 **Inner Circle** - Black Roses

GREECE

- Singles*
- 1 **KLF** - Last Train To Trancentral
 - 2 **Dr. Alban** - Hello Afrika
 - 3 **Nomad feat. MC Mikee Freedom** - Devotion
 - 4 **De La Soul** - Ring Ring Ring (Ha Ha Hey)
 - 5 **Technotronic feat. Reggie** - Move That Body
 - 6 **Dr. Alban** - No Coke
 - 7 **Enigma** - Mea Culpa Part II
 - 8 **Paula Abdul** - Rush Rush
 - 9 **C&C Music Factory** - Gonna Make You Sweat
 - 10 **KLF** - 3 A.M. Eternal Live At The SSL

- Albums*
- 1 **R.E.M.** - Out Of Time
 - 2 **Dr. Alban** - Hello Afrika
 - 3 **Scorpions** - Crazy World
 - 4 **E.M.F.** - Schubert Dip
 - 5 **Eurythmics** - Greatest Hits
 - 6 **KLF** - The White Room
 - 7 **Massive Attack** - Blue Lines
 - 8 **Gipsy Kings** - Mosaïque
 - 9 **Roxette** - Joyride
 - 10 **De La Soul** - De La Soul Is Dead

ITALY

- Singles*
- 1 **Crystal Waters** - Gypsy Woman
 - 2 **Riccardo Cocciante** - Se Stiamo Insieme
 - 3 **Simple Minds** - Let There Be Love
 - 4 **Joy Salinas** - Rocking Romance
 - 5 **Lupo** - So Hard
 - 6 **Roxette** - Joyride
 - 7 **P.Bertoli & Tazenda** - Spunta La Luna Dal Monte
 - 8 **Banderas** - This Is Your Life
 - 9 **Lonnie Gordon** - Gonna Catch You
 - 10 **Marco Masini** - Perché Lo Fai

- Albums*
- 1 **Gino Paoli** - Matto Come Un Gatto
 - 2 **R.E.M.** - Out Of Time
 - 3 **Sting** - The Soul Cages
 - 4 **Marco Masini** - Malinconia
 - 5 **Simple Minds** - Real Life
 - 6 **Umberto Tozzi** - Gli Altri Siamo Noi
 - 7 **Antonello Venditti** - Il Diario
 - 8 **Vasco Rossi** - Viaggiando
 - 9 **Roberto Vecchioni** - Per Amore Mio
 - 10 **Queen** - Innuendo

SWEDEN

- Singles*
- 1 **Scorpions** - Wind Of Change
 - 2 **Chesney Hawkes** - The One And Only
 - 3 **Z.Fornaciari/P.Young** - Senza Una Donna
 - 4 **O.M.D.** - Sailing On The Seven Seas
 - 5 **KLF** - Last Train To Trancentral
 - 6 **Roxette** - Fading Like A Flower
 - 7 **R.E.M.** - Losing My Religion
 - 8 **Army Of Lovers** - Crucified
 - 9 **Pelle Almgren & Wow Lixsom** - Omåomigen
 - 10 **Carola** - Fångad Av En Stormvind

- Albums*
- 1 **Roxette** - Joyride
 - 2 **Michael Bolton** - Time, Love & Tenderness
 - 3 **Rod Stewart** - Vagabond Heart
 - 4 **Seal** - Seal
 - 5 **Mauro Scocco** - Dr. Space Dagbok
 - 6 **Scorpions** - Crazy World
 - 7 **Paula Abdul** - Spellbound
 - 8 **O.M.D.** - Sugar Tax
 - 9 **R.E.M.** - Out Of Time
 - 10 **Eric Gadd** - Eric Gadd

IRELAND

- Singles*
- 1 **The Doors** - Light My Fire
 - 2 **Cher** - The Shoop Shoop Song
 - 3 **Madonna** - Holiday
 - 4 **R.E.M.** - Shiny Happy People
 - 5 **Kathy Durkin** - Working Man
 - 6 **Sonia** - Only Fools (Never Fall In Love)
 - 7 **Marc Cohn** - Walking In Memphis
 - 8 **Rod Stewart** - The Motown Song
 - 9 **Color Me Badd** - I Wanna Sex You Up
 - 10 **Pet Shop Boys** - Jealousy

- Albums*
- 1 **Dermot Morgan** - Scrap Saturday - The Tapes
 - 2 **The Saw Doctors** - If This Is Rock & Roll
 - 3 **R.E.M.** - Out Of Time
 - 4 **Deacon Blue** - Fellow Hoodlums
 - 5 **Seal** - Seal
 - 6 **Christy Moore** - Ride On
 - 7 **Eurythmics** - Greatest Hits
 - 8 **Soundtrack** - The Doors
 - 9 **Christy Moore** - The Time Has Come
 - 10 **Technotronic** - Body To Body

PORTUGAL

- Singles*
- 1 **Snap** - Snap Megamix
 - 2 **Johnny Nash** - I Can See Clearly Now
 - 3 **Dr. Alban** - Hello Afrika
 - 4 **Transvision Vamp** - (I Just Wanna) B With U
 - 5 **Roxette** - Joyride
 - 6 **Gipsy Kings** - Hotel California
 - 7 **Gregorian** - So Sad
 - 8 **Bobby Vinton** - Blue Velvet
 - 9 **Various Artists** - Pirlampo Magico
 - 10 **Antonio Rios** - Sweet Sixties

- Albums*
- 1 **Enigma** - MCMXC A.D.
 - 2 **Soundtrack** - Music From Twin Peaks
 - 3 **R.E.M.** - Out Of Time
 - 4 **Supertramp** - The Very Best Of...
 - 5 **Lecas** - As Canções Do Lecas
 - 6 **Michael Bolton** - Time, Love & Tenderness
 - 7 **Soundtrack** - The Doors
 - 8 **Simple Minds** - Real Life
 - 9 **Chris Isaak** - Wicked Game
 - 10 **Dr. Alban** - Hello Afrika

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

Foreign Ownership For US Stations?

by Lisa Nordmark

Federal Communications Commission (FCC) chairman **Al Sikes** has taken a global warming to the idea of foreign ownership of American broadcast licenses, and is willing to remove the foreign ownership

limitation stated in the US Communications Act of 1934. Such action would render all forms of communication licenses subject to the possibility of 100% foreign ownership, as long as the US had reciprocal accessibility abroad.

April Ad Revenues Increase; First Growth Month For 1991

The **Radio Advertising Bureau** reports that US radio advertising market is up for the first time this year. Led by growth in the Southeast and Southwest, overall radio advertising revenue grew 3.7% in April compared

to a year ago. Local revenue posted a 5.2% gain, a big jump from a 9.9% decrease in March. Meanwhile, national advertising revenues were down 0.6% compared with April, 1990.

Arbitron Investigates 16-Week Survey Option

Ratings firm **Arbitron** plans to poll its subscribers in July to determine support for producing three 16-week surveys annually, rather than the existing four 12-

week periods, in their 99 "continuous measurement" markets. Arbitron is responding to a resolution by the **Arbitron Radio Advisory Council (ARAC)** to in-

crease sample size—a long-standing request by subscribing stations. Survey results will be presented to the ARAC at its August meeting.

Competitor Sampling Gets Easier

Monitoring stations in your market is made easier with a great new machine from **Ruscco Electronics**. The compact machine is called "CIA-1" (for Commercial Interrogation Assistant). Although it was created for listening in on competitive stations' commercials, it can be used to skim competitors to track play-

lists, rotations and other programming elements. Hooked up to any audiocassette recorder, the CIA-1 automatically starts the recorder for ten-second intervals every three minutes. Programmers can get up to 10 hours of programming on one 90-minute cassette. The unit sells for \$299. Ruscco can be reached in Fresno, CA at

1-209-291-5591. *Courtesy of Radio Watch, Inc. Radio Watch is published by E. Karl Broadcast Consulting, a California-based management, programming and marketing firm.*

Hands-Off Auto Audio

by Tom Kay

Sanyo has a new voice-commanded automobile stereo system that's due to hit US stores this September. Already available in Japan, the new technology allows drivers to switch radio stations or start the play of cassettes and CDs by simply talking to the dashboard. The system allows for 20 possible programmable verbal commands (10 seconds or less in length), and includes a six-CD changer and 100-watt amp. The retail price is \$1,499, and it's been reported that a couple of car manufacturers may include the system as an option for their luxury models. Chicago's recent Consumer Electronics Show was home to the exhibition, where it was noted that the same technology is headed fast toward the direction of the cellular phone industry. You've got to hand it to the folks who've developed a system which allows for keeping one's hands on the steering wheel!

SINGLES

Billboard

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ALBUMS

TW	LW	Artist/Title	Label
1	1	PAULA ABDUL/Rush Rush	Captive
2	2	COLOR ME BADD/I Wanna Sex You Up (From "New Jack City")	Giant
3	6	EMF/Unbelievable	EMI
4	7	LUTHER VANDROSS/Power Of Love/Love Power	Epic
5	4	R.E.M./Losing My Religion	Warner Brothers
6	3	EXTREME/More Than Words	A&M
7	10	JESUS JONES/Right Here, Right Now	SBK
8	5	MICHAEL BOLTON/Love Is A Wonderful Thing	Columbia
9	8	BLACK BOX/Strike It Up	RCA
10	12	ANOTHER BAD CREATION/Playground	Motown
11	15	CRYSTAL WATERS/Gypsy Woman (She's Homeless)	Mercury
12	13	UB40/Here I Am (Come And Take Me)	Virgin
13	19	MICHAEL W. SMITH/Place In This World	Reunion
14	18	LISA FISCHER/How Can I Ease The Pain	Elektra
15	16	MARC COHN/Walking In Memphis	Atlantic
16	9	MARIAH CAREY/I Don't Wanna Cry	Columbia
17	22	TARA KEMP/Piece Of My Heart	Giant
18	23	DAVID A. STEWART/Lily Was Here	Anxious
19	24	SURFACE/Never Gonna Let You Down	Columbia
20	27	RYTHM SYNDICATE/P.A.S.S.I.O.N.	Impact
21	25	LONDONBEAT/A Better Love	Radioactive
22	14	HI-FIVE/I Like The Way (The Kissing Game)	Jive
23	11	HUEY LEWIS & THE NEWS/Couple Days Off	EMI
24	21	SALT-N-PEPA/Do You Want Me	Next Plateau
25	29	WILSON PHILLIPS/The Dream Is Still Alive	SBK
26	26	STEELHEART/I'll Never Let You Go	MCA
27	NE	D.J. JAZZY JEFF/Summertime	Jive
28	37	LENNY KRAVITZ/It Ain't Over 'Til It's Over	Virgin
29	36	CORINA/Temptation	Cutting
30	39	AMY GRANT/Every Heartbeat	A&M
31	NE	THE ESCAPE CLUB/I'll Be There	Atlantic
32	17	GERARDO/We Want The Funk	Interscope
33	20	L.L. COOL J/Mama Said Knock You Out	Def Jam
34	NE	ROXETTE/Fading Like A Flower (Every Time You Leave)	EMI
35	NE	POISON/Life Goes On	Capitol
36	NE	SCORPIONS/Wind Of Change	Mercury
37	NE	YO-YO FEATURING ICE CUBE/You Can't Play With My Yo Yo East West	
38	NE	CHER/Love And Understanding	Geffen
39	38	KANE ROBERTS/Does Anybody Really Fall In Love Anymore?	DGC
40	NE	SIMPLE MINDS/See The Lights	A&M

TW	LW	Artist/Title	Label
1	2	N.W.A./Efil4zaggin	Ruthless
2	1	PAULA ABDUL/Spellbound	Captive
3	3	R.E.M./Out Of Time	Warner Brothers
4	5	C&C MUSIC FACTORY/Gonna Make You Sweat	Columbia
5	4	MICHAEL BOLTON/Time, Love And Tenderness	Columbia
6	6	MARIAH CAREY/Mariah Carey	Columbia
7	9	ANOTHER BAD CREATION/Coolin' At The Playground	Motown
8	8	GARTH BROOKS/No Fences	Capitol
9	7	SOUNDTRACK/New Jack City	Giant
10	11	THE BLACK CROWES/Shake Your Money Maker	Def American
11	10	EXTREME/Extreme II Pornograffiti	A&M
12	13	EMF/Schubert Dip	EMI
13	12	LUTHER VANDROSS/Power Of Love	Epic
14	NE	PAUL MCCARTNEY/Unplugged - The Official Bootleg	Capitol
15	15	AMY GRANT/Heart In Motion	A&M
16	14	WILSON PHILLIPS/Wilson Phillips	SBK
17	17	QUEENSRYCHE/Empire	EMI
18	19	L.L. COOL J/Mama Said Knock You Out	Def Jam
19	16	ROD STEWART/Vagabond Heart	Warner Brothers
20	18	ICE-T/O.G. Original Gangster	Sire
21	24	FIREHOUSE/Firehouse	Epic
22	22	ROXETTE/Joyride	EMI
23	21	ENIGMA/MCMXC A.D.	Charisma
24	31	BOYZ II MEN/Cooleyhighharmony	Motown
25	28	JESUS JONES/Doubt	SBK
26	20	VANILLA ICE/To The Extreme	SBK
27	27	M.C. HAMMER/Please Hammer Don't Hurt 'Em	Capitol
28	26	WHITNEY HOUSTON/I'm Your Baby Tonight	Arista
29	29	D.J. QUIK/Quik Is The Name	Profile
30	25	MADONNA/The Immaculate Collection	Sire
31	39	VARIOUS ARTISTS/For Our Children	Walt Disney
32	36	SCORPIONS/Crazy World	Mercury
33	23	ALAN JACKSON/Don't Rock The Jukebox	Arista
34	NE	RICKY VAN SHELTON/Backroads	Columbia
35	30	GARTH BROOKS/Garth Brooks	Capitol
36	38	GERARDO/Mo' Ritmo	Interscope
37	33	CHRIS ISAAK/Heart Shaped World	Reprise
38	NE	VARIOUS ARTISTS/Club MTV Party To Go, Vol 1	Tommy Boy
39	34	AC/DC/The Razors Edge	Atco
40	32	DE LA SOUL/De La Soul Is Dead	Tommy Boy

NAB Unveils New Radio '91 Sessions

Those planning to attend the **National Association of Broadcasters** conference in San Francisco September 11-14 should note the inclusion of four sales/marketing meetings: "Super Sales Promotions To Skyrocket Profits", "Right Choices: Hiring & Managing Your Sales Staff", "Targeting: The Winning Strategy For Stations & Advertisers", and "Cash In On Your Sports Connection". **Keith Reinhard**, chairman/CEO of agency **DDB Needham Worldwide**, will deliver the keynote sales/marketing address on September 11.

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EUROCHART HOT 100 SINGLES



THIS WEEK	LAST WEEK	TITLE	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	TITLE	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	TITLE	COUNTRIES CHARTED
		ARTIST - ORIGINAL LABEL (PUBLISHER)				ARTIST - ORIGINAL LABEL (PUBLISHER)				ARTIST - ORIGINAL LABEL (PUBLISHER)	
1	2 10	The Shoop Shoop Song (It's In His Kiss) Cher - Epic (Alley/Trio/Hudson Bay)	UK,D,B,N,L,A,S,P,D,K,I,N	35	15 4	Shocked Kylie Minogue - PWL (All Boys Music)	UK,B,Ir	69	37 6	Fångad Av En Stormvind Carola - Rival/BMG (Rival Music)	B,A,S,SF
2	1 22	Wind Of Change Scorpions - Mercury (Almo/Testatyme Music)	UK,F,D,B,N,L,A,CH,S,DK,N	36	78 2	Do You Want Me Salt N' Pepa - frrr (Copyright Control)	UK,Ir	70	47 17	Mea Culpa Part II Enigma - Virgin (Data Alpha/Mambo/Siegel)	F,P,GR,I
3	3 10	Senza Una Donna (Without A Woman) Zucchero Fornaciari & Paul Young - London (Warner Chappell/PolyGram/EMI)	D,B,N,L,A,CH,S,P,D,K,N	37	34 15	Losing My Religion R.E.M. - Warner Brothers (Warner Chappell)	B,N,L,S,DK,Ir,N	71	69 5	La Musclada Les Muscles - A-B/Polydor (ABeditions)	F
4	4 8	Last Train To Trancentral/The Iron Horse KLF - KLF Communications (EG/Zoo/WC/Wandee/BMG)	UK,D,B,N,L,E,A,CH,S,DK,N,SF,GR	38	72 2	E Vado Via Felix Gray & Didier Barbelivien - Multi/Talar (Zone Musique)	F,B	72	50 5	Tainted Love/Where Did Our Love Go? Soft Cell/Marc Almond - Mercury (Burlington/Warner Chappell)	UK,D,B,Ir
5	6 6	Gypsy Woman (La Da Da La Da Dee) Crystal Waters - A&M PM (BMG)	UK,D,B,N,L,E,S,Ir,SF,I	39	84 4	Rush Rush Paula Abdul - Virgin (EMI Songs)	UK,D,B,N,L,S,GR	73	99 2	Safe From Harm Massive Attack - Wild Bunch (Island/Chippendale/Copyright Control)	UK,D
6	8 5	I Wanna Sex You Up Color Me Badd - Giant (Hip Hop/Hifrost)	UK,D,B,N,L,S,DK,Ir	40	RE	From A Distance Bette Midler - Atlantic (Julie Gold/Wing & Wheel)	UK,D,Ir	74	70 21	(I Wanna Give You) Devotion Nomad feat. MC Mikee Freedom - Rumour (Skraach/Copyright Control)	E,A,CH,GR
7	10 6	Baby Baby Amy Grant - A&M (Age To Age/Edward Grant/Yellow Elephant)	UK,D,S,Ir	41	41 17	No Coke Dr. Alban - SweMix (SweMix Publishing)	D,B,N,L,A,CH,GR,I	75	95 26	Hello Afrika Dr. Alban - SweMix (Progressive/Misty/SweMix)	E,P,GR
8	5 16	Joyride Roxette - EMI (Jimmy Fun Music)	D,B,A,CH,S,P,D,K,N,I	42	88 2	It Ain't Over 'Til It's Over Lenny Kravitz - Virgin America (Miss Bessie Music)	UK,N,L,S	76	RE	So Sad Gregorian - Metronome (Antenna/PolyGram)	F,P
9	9 7	Fading Like A Flower (Every Time You Leave) Roxette - EMI (EMI)	UK,D,B,N,L,A,CH,S,DK,N,SF	43	32 9	Homely Girl UB40 - Virgin (Virgin/Intersong)	F	77	62 2	Send Me An Angel Scorpions - Mercury (Almo/Testatyme Music)	F
10	11 12	Désenchantée Mylène Farmer - Polydor (Requiem Publishing)	F,D,B	44	67 16	This Is Your Life Banderas - London (One Life/Island/Elysian)	D,A,CH,I	78	77 17	Unfinished Sympathy Massive - Wild Bunch/Circa (Island)	D,B,CH,GR
11	12 9	Ring Ring Ring (Ha Ha Hey) De La Soul - Tommy Boy (WC/Tea Girl/Curio/Chelsea/Island/MCA)	D,B,N,L,A,CH,S,DK,SF,GR,I	45	63 2	People Are Still Having Sex LaTour - Polydor (Take 2)	UK,B,SF	79	38 4	Yo! Sweetness M.C. Hammer - Capitol (Bust-It)	UK,DK
12	7 15	The One And Only Chesney Hawkes - Chrysalis (Warner Chappell)	D,B,N,L,A,CH,S,DK,N	46	31 9	Just The Way It Is, Baby the Rembrandts - Atco (WB/Warner-Tamerlane/Tiger God)	D,A,DK	80	54 6	Call It What You Want New Kids On The Block - Columbia (EMI)	UK,B,N,L,S,GR
13	13 3	Holiday Madonna - Sire (Chrysalis)	UK,Ir,SF	47	59 12	Here We Go C&C Music Factory feat. Freedom Williams - Columbia (Clivilles/Cole)	D,E,A,CH,GR	81	90 2	Rubberbandman Yello - Phonogram (Warner Chappell/Axxis)	UK,D,CH
14	NE	Any Dream Will Do Jason Donovan - Really Useful (Really Useful)	UK	48	44 26	The Grease Megamix John Travolta & Olivia Newton-John - Polydor (Warner Chappell)	F,E,DK	82	RE	Get The Funk Out Extreme - Polydor (Rondor)	UK
15	22 3	Saga Africa Yannick Noah - Carrere (Copyright Control)	F,B	49	RE	The Motown Song Rod Stewart feat. The Temptations - Warner Brothers (MCA/Geffen)	UK,Ir	83	RE	Solace Of You Living Colour - Epic (Warner Chappell)	UK,NL
16	20 5	Shiny Happy People R.E.M. - Warner Brothers (Warner Chappell)	UK,D,B,N,L,S,Ir	50	57 6	U & Mi Dr. Alban - SweMix (SweMix/Misty Music)	D,A,CH	84	82 2	El 7 Del Septiembre Mecano - Ariola (BMG Music)	E
17	16 3	Light My Fire The Doors - Elektra (Rondor Music)	UK,Ir,SF	51	48 5	Je Me Battrai Pour Elle Frederic Francois - Trema (Barracato/Lerçara)	F,B	85	83 2	De Sku' Ha' No'En Bank Brian - Genlyd (Genlyd)	DK
18	17 2	Auteuil Neuilly Passy Les Inconnus - Productions Ledermann (Ledermann)	F,B	52	43 7	Touch Me (All Night Long) Cathy Dennis - Polydor (Chrysalis/Memory Lane)	UK,D,B,NL	86	RE	More Than Words Extreme - A&M (Rondor)	NL,S
19	23 3	Jealousy Pet Shop Boys - Parlophone (Cage/10 Music)	UK,D,B,Ir,SF	53	36 7	Tout C'Qui Nous Separe Jil Caplan - Epic (Jay Alanski)	F	87	86 2	My Special Child Sinead O'Connor - Ensign (EMI)	UK,B,Ir
20	18 14	Rhythm Of My Heart Rod Stewart - Warner Brothers (WB/Jamm/Bibo)	F,D,A,CH,S,DK	54	29 9	How To Dance Bingoboy & Princessa - Atlantic (Copyright Control)	D,B,A	88	61 4	See The Lights Simple Minds - Virgin (Virgin)	UK,D,B,DK
21	45 3	Thinking About Your Love Kenny Thomas - Coqtempo (EMI/Rondor)	UK	55	42 16	Secret Love Bee Gees - Warner Brothers (Gibb Brothers/BMG Music)	D,A	89	100 4	Les P'tits Loupes Anne - Ades (Walt Disney Music)	F
22	40 4	Bow Down Mister Jesus Loves You - More Protein (Virgin)	F,D,B,A	56	55 7	Anasthasia T99 - Who's That Beat/PJ&S (P&M)	B,NL	90	94 7	Lucifer Blue System - Hansa/Ariola (Hanseatic)	D,A
23	14 5	Move That Body Technotronic feat. Reggie - ARS (ADM/SOF)	UK,D,B,CH,S,P,DK,Ir,SF,GR	57	58 2	Hijo De La Luna Mecano - RCA/BMG (Ba Ba Blaxi Music)	F	91	RE	Monkey Business Skid Row - Atlantic (PolyGram)	UK
24	65 3	La Zoubida Lagaf - Flarenasch (Copyright Control)	F,B	58	71 2	I Touch Myself Divinyls - Virgin America (B.Steinberg/D.Barry/EMIS)	UK,Ir	92	RE	Zillertaler Hochzeitsmarsch/HipHop Remix M.C. Eugster - Fresh (Fresh Music)	CH
25	27 27	Crazy Seal - ZTT/WEA (Beethoven Street/Perfect)	F,D,CH	59	51 7	Breek De Stilte Stef & Bob - HKM (Hans Kusters)	B,NL	93	RE	Farewell Mr. Sorrow All About Eve - Mercury (BMG)	UK
26	24 17	Should I Stay Or Should I Go The Clash - Columbia (Nineden)	D,B,A,CH,S,DK,N	60	49 7	Just A Groove Nomad - Rumour (Skraach)	D,B,NL,CH	94	93 5	Diego Libre Dans Sa Tête Johnny Hallyday - Phonogram (Apache)	F
27	26 14	Where The Streets Have No Name/..Seriously? Pet Shop Boys - Parlophone (a.EMI/Warner Chappell aa.Cage/10)	D,E,A,CH,S,Ir	61	39 15	Darling Roch Voisine - Ariola (Ed. Georges Mary)	F,B	95	RE	Gorgeous Rozyne Clarke - ARS (BMC/Evasion)	F,P
28	25 7	Promise Me Beverly Craven - Epic (Warner Chappell)	UK,F,Ir	62	56 7	Se Stiamo Insieme Riccardo Cocciante - Virgin (Boventoon/L'Altra Meta)	B,I	96	52 3	The Robots Kraftwerk - EMI (EMI Music)	UK,D,Ir
29	35 11	Sailing On The Seven Seas O.M.D. - Virgin (Raw Unlimited/Virgin)	UK,D,S	63	60 13	Snap Megamix Snap - Logic/Ariola (Warner Chappell/Zomba/Minder)	CH,P	97	97 2	I Can See Clearly Now (Remix) Johnny Nash - Epic (Rondor Music)	P
30	21 8	Future Love Paradise Seal - ZTT/WEA (Beethoven Street/Perfect)	D,B,N,L,A,CH,S,SF	64	68 2	Remember Me With Love Gloria Estefan - Epic (EMI)	UK,Ir	98	RE	On The Outside Roch Voisine - GM/Ariola (Ed. Georges Mary)	F,B
31	33 3	Only Fools (Never Fall In Love) Sonia - I.Q. Records (Hyde Park/Cordella/EMI)	UK,Ir	65	64 16	Place Des Grands Hommes Patrick Bruel - RCA (14 Productions)	F	99	85 4	Word Of Mouth Mike & The Mechanics - Virgin (Michael Rutherford)	D,NL,DK
32	19 13	A Nos Actes Manques Fredericks, Goldman & Jones - Columbia (JRG/Marc Lumbroso)	F	66	80 3	Walking Down Madison Kirsty MacColl - Virgin (Virgin/Warner Chappell)	UK,Ir	100	73 3	Le Dernier Qui A Parlé Amina - Philips (PolyGram Music)	F,B,S
33	30 14	Let There Be Love Simple Minds - Virgin (Virgin Music)	F,D,CH,I	67	46 11	Strike It Up Black Box - deConstruction (Warner Chappell/Copyright Control)	D,B,NL				
34	28 11	One More Try Timmy T. - Quality (RMI)	D,B,N,L,A,S	68	75 2	Bobby Brown Frank Zappa - Reel Records (Not listed)	A,CH,S				

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

○ = FAST MOVERS NE = NEW ENTRY
RE = RE-ENTRY

More Changes At Jazz FM?

As M&M went to press, the board of Jazz FM/London was due to meet on Friday, June 21, to consider three refinancing proposals from different groups. One group is believed to include Yorkshire TV, which already has a 16.3% stake in the station.

But while one of the proposals before the board would maintain the current format, one of the others reportedly would put more emphasis on soul, R&B, reggae and dance, all of which, interestingly, come within the station's promise of performance.

French Trio Back Music Channel

A new TV music channel project backed by NRJ, Sony Music and PolyGram is in the wings. A finalised proposal is expected to be on the desk of the CSA by the end of June, according to Sony Music France president Henri de Bodinat.

The channel will be available on cable, but the group is mainly bidding for terrestrial frequencies. The three companies, which are already shareholders in MCM-Euromusique, might be joined by other media companies, including GMF, which owns music retailer FNAC.

Such a venture would get the blessing of SACEM MD Jean-Loup Tournier provided that: 1.) shareholders represent a whole variety of the music industry, including independent producers and publishers; 2.) a quota of 60% French national product be implemented by CSA; and 3.) programming include a variety of shows, not just video clips.

ZOMBA TO APPEAL: Zomba Records in the UK is to appeal the judgement in the Stone Roses court case (M&M June 1) in which a High Court judge ruled that the company's contract with the group was an unjustifiable restraint of trade. Zomba is seeking a retrial. The Stone Roses have since signed to Geffen.

BRUCE TO ROCK 104/DUBLIN: US programming consultant Larry Bruce Communications (LBC) has signed on Rock 104/Dublin (formerly Capital Radio). While LBC has been active in Australia and New Zealand, its the company's first European client. See next week's USA page for more details.

THE POWER OF ATTRACTION: Expect a Swedish record executive to take a London-based MD post soon. The man has good ears and a "magnetic" personality, they say.

WARNER MUSIC ANNOUNCEMENTS: At presstime M&M learned that as of August 1, Philippe Laco will be joining Warner Music France as GM of the WEA Music division. Laco was previously director of PolyGram Music Video and before that, marketing director of Polydor. He will report to Warner Music France president Luigi-Theo Calabrese. Over in Italy, Warner Music president Marco Bignotti announced the appointments of two new managing directors. Stefano Senardi is the new MD of CGD, the label acquired by Warner Music International in March 1989. He was previously marketing director of CGD and succeeds Roberto Magrini. The new MD of WEA Italy is former GM Massimo Giuliano. Both will report to Bignotti.

IFPI

(continued from page 1)

ed IFPI chairman of the board and former PolyGram president David Fine is upbeat about the numbers. "Europe has had a reasonable good year when compared to other businesses. Just take a look at the car industry in Europe and the US."

Fine adds, "In unit growth, 6-8% is a reasonable rate. Maybe we should not expect to much see more than that. However, total turnover value will be much higher than unit growth because that growth will come at the high end of the market, namely CDs."

Total-size honours went to Germany, which had a 20.2% growth to 196.5 million album units shipped. Holland was Europe's fastest-growing country, up 32.3% to 41 million album units delivered.

The UK, Europe's no. 2 market

in size, declined 7.9% to 149.7 million album units shipped, while no. 5 Spain dropped 10.8% to 47 million album units.

As expected, CD was the fastest-growing format in Europe, increasing 35.1% to 286.1 million units. CDs now represents 41% of the album market, up from 32% last year.

Cassette deliveries inched up 3.5% to 279.3 million units, while vinyl dropped 22.4% to 140 million units. That's compared to 442.2 million cassette deliveries and a mere 11.7 million vinyl shipments in the US.

Singles continued their European decline, down 12.4% to 138.6 million units.

On a per-capita basis, the US still tops Europe. Americans on average buy 3.5 records (including singles) per year versus 2.3 for Europeans. Only in the UK (3.6) were more records shipped per capita than the US.

Sony

(continued from page 1)

● A number of executives at Red Place, the company's regional European HQ in London, will be reassigned with at least two joining Sony Music in the UK;

● Overall staffing at Red Place, currently around 40 people, will be reduced by up to one-third.

Summer calls the new organization "a thorough change philosophically and in terms of giving key people key opportunities." He says, "Europe from 1992 offers the potential for a larger and more ordered marketplace. So our larger companies in this environment will be able to take a more aggressive stance, and seize the opportunities as they arise."

An increase in local market share is one of the goals. From July 1, Jochen Leuschner, Henri de Bodinat and Piero La Falce, MDs of Sony Music affiliates in Germany, France and Italy, respectively, will report directly to Summer. Paul Russell, chairman of Sony Music

Entertainment UK, already reports in this way. Leuschner, de Bodinat and La Falce previously reported to Jorgen Larsen, president of Sony Music Europe, who is leaving the company. The post held by Larsen is eliminated, with some of its functions assumed by Diaz.

A GM for Sony Music Spain, reporting to Diaz, will be appointed within two weeks. Diaz will be responsible for Sony Music affiliates in Scandinavia, Benelux, Austria, Switzerland and Eastern Europe. Diaz will be actively pursuing pan-European artist & repertoire prospects, similar to deals done earlier this year with Belgian dance indie ARS and the Gipsy Kings. "Manolo will undertake this aggressively," comments Summer. "We want his telephone to ring."

To help ensure that existing deals consummated by Larsen "will not be left to float," Summer says they will become the responsibility of Red Place executives who are transferring to the UK company, Alan Phillips and Jeremy Pearce. Summer also stresses that the regional

marketing role played by Sony Music Europe under Larsen will not evaporate. "We are not abandoning the coordinating functions," he says. "It is not a stripped-down position. Rather, it is a more active market-orientated role. Manolo's support functions are external, coming from the affiliates."

Principal responsibility for international marketing lies with Bob Campbell, New York-based VP of creative operations. "It is for Bob to create a linear path in terms of marketing direction for those products which are global in character," Summer explains. "Then the strategy will be fine-tuned by the affiliates' marketing chiefs."

Under the previous set-up, a typical plan for front-line international releases—for example, Mariah Carey—would be executed by the marketing regime at Red Place, directing the affiliates. Now the marketing heads of the German, French and Italian subsidiaries, at least, will liaise directly with New York, as their UK counterparts have done for some time.

Powerplay

(continued from page 1)

With Paula Abdul's *Opposites Attract*, it got a high rotation on virtually every IR (independent radio) station on the week of release, and it went straight into the charts at no. 27 with no other exposure."

London Records head of radio promotion Rebecca Coates is another supporter of a powerplay's conversion-to-sales potential. "Nine times out of ten a powerplay means a hit record," she says. "It's a simple as that. You are assured of 10-20 plays per week; and you can keep the momentum going by providing stations with any relevant information on the artist."

Maria Meyer, label manager for CBS/Sony in Spain, also sees real benefits. "In our experience, powerplay definitely helps a record become a hit. For example, sales of the *Heroes del Silencio* and *Grease* skyrocketed after their powerplay."

MCA (UK) regional promotions manager Jeff Young says, "Any kind of powerplay makes me smile. It proves the worth of what you do. Obviously, radio exposure is important. I won't for-

get that it was Chiltern/Bedfordshire and Piccadilly/Manchester that picked up on Adamski's *Killer* single last year."

Using Power Properly

While one would expect every record person to love seeing heavy exposure on every new release, label execs concede that powerplay/A rotations aren't always appropriate. Says Austin, "There's very little point in putting an unknown act on high rotation. It's much better to wean the audience onto it. What you are looking for is to get the record on low rotation and bring it into the charts, at which point it will move to high rotation."

"Very few stations will put a record straight into powerplay unless it's a major act and virtually certain to chart, like (Paula Abdul's current single) *Rush Rush*."

No Guarantees

The general consensus among these label executives is that major exposure for a record does not guarantee that a song will sell. Explains Virginie Auclair, marketing manager of Sony Music in France, "Heavy airplay

can have a strong impact, but not necessarily on sales. For instance, Jean-Jacques Goldman's new single, *A Nos Actes Manqués*, which has healthy sales, has received heavy rotation on most of the radio stations, including NRJ, Fun and Skyrock. However, a track by P.M. Sampson was an enormous radio hit, but never achieved strong sales. Subsequently, there are songs which do very well on radio and please the listeners, but don't sell."

Young concurs, "Ultimately, the buying public vote with their feet. We had a Glenn Frey single a couple of years back that was all over the radio, but nobody bought it. Powerplay can guarantee you the exposure you need. And you need a two- to three-hour rotation to maximise your exposure to a radio audience. But it doesn't always work."

Auclair points out that powerplays mean the most if more than one station in a market supports a particular record with heavy airplay at the same time. "We could push one song on NRJ, another on Sky and a third on Fun, but this would not achieve maximum exposure and a good sales level. It's imperative that the right song is chosen."

EUROPEAN MUSIC INDUSTRY SHIPMENTS 1989-90

Country	1989			1990			1989			1990			1989			1990		
	Singles	Singles % chg.	LPs	LPs % chg.	Coss.	Coss. % chg.	CDs	CDs % chg.	Total	Total % chg.	Albums	Albums % chg.	Total	Total % chg.	Albums	Albums % chg.		
Germany	32.3	28.1	-13.0	48.3	44.7	-7.5	58.3	75.6	29.7	56.9	76.2	33.9	195.8	224.6	14.7	162.5	196.5	20.2
UK	61.1	58.5	-4.3	37.9	24.5	-35.4	83.0	74.3	-10.5	41.7	50.9	22.1	223.7	208.2	-6.9	162.6	149.7	-7.9
France	33.0	24.8	-24.8	16.1	6.7	-58.4	40.1	41.9	4.5	40.9	56.2	37.4	130.1	129.6	-0.4	97.1	104.8	7.9
Italy	3.4	2.1	-38.1	16.2	14.2	-12.6	23.9	25.1	5.1	10.3	15.4	50.1	53.8	56.8	5.7	50.4	54.7	8.6
Spain	1.9	1.3	-31.6	20.6	16.1	-21.6	27.2	23.5	-13.6	4.9	7.4	50.2	54.6	48.3	-11.5	52.7	47.0	-10.8
Holland	7.1	6.3	-11.3	4.3	2.6	-39.5	3.2	3.4	6.2	23.5	35.0	48.9	38.1	47.3	24.1	31.0	41.0	32.3
Sweden	5.2	4.9	-6.4	10.5	9.1	-13.4	5.0	5.7	13.5	4.8	7.6	56.8	25.6	27.3	6.5	20.4	22.4	9.8
Switz.	2.4	1.4	-41.7	3.0	1.2	-60.0	6.7	6.0	-10.4	11.0	13.0	18.2	23.1	21.6	-6.5	20.7	20.2	-2.4
Belgium	7.1	7.7	7.7	2.4	-1.4	-42.2	2.6	2.9	13.2	6.5	9.3	41.9	18.7	21.3	14.0	11.5	13.6	18.0
Austria	2.0	1.6	-19.2	3.8	3.6	-4.9	2.8	3.2	13.9	3.5	5.2	47.5	12.2	13.6	12.2	10.2	12.0	18.4
Denmark	0.8	0.6	-28.9	4.8	4.1	-15.7	1.9	1.8	-5.3	3.1	3.2	3.2	10.7	9.7	-9.4	9.8	9.1	-7.7
Norway	0.7	0.6	-9.0	2.1	1.9	-13.1	4.1	4.1	0.7	2.0	2.6	27.5	8.9	9.2	2.8	8.3	8.6	3.8
Greece	0.0	0.0	n/a	5.0	5.0	-0.5	3.1	2.9	-6.6	0.4	0.6	44.6	8.6	8.5	-0.4	8.6	8.5	-0.4
Finland	0.3	0.3	14.8	2.9	2.8	-4.2	2.9	3.6	22.8	1.2	1.8	53.9	7.3	8.5	16.7	7.0	8.2	16.8
Portugal	0.4	0.2	-45.3	1.9	1.8	-2.8	2.5	2.6	4.5	0.6	1.2	95.9	5.4	5.9	9.2	5.0	5.7	13.4
Ireland	0.5	0.2	-56.6	0.6	0.3	-46.5	2.5	2.5	1.3	0.3	0.6	80.7	4.0	3.7	-7.1	3.4	3.5	0.4
Total	158.2	138.6	-12.4	180.5	140.0	-22.4	269.9	279.3	3.5	211.7	286.1	35.1	820.3	844.0	2.9	662.1	705.4	6.5
USA	112.7	116.1	3.0	34.6	11.7	66.2	446.2	442.2	-0.9	207.2	286.5	38.3	800.7	856.5	7.0	688.0	740.4	7.6

Source: IFPI, RIAA

EHR TOP 25

TW	LW	WOC	Artist/Title	Label
1	3	5	ROXETTE /Fading Like A Flower (Everytime You Leave) (EMI)	
2	1	9	MICHAEL BOLTON /Love Is A Wonderful Thing (Columbia)	
3	4	10	CHER /The Shoop Shoop Song (It's In His Kiss) (Epic)	
4	9	3	CRYSTAL WATERS /Gypsy Woman (La Da Da La Da Dee) (A&M)	
5	5	8	AMY GRANT /Baby Baby (A&M)	
6	2	10	ZUCCHERO FORNACIARI/PAUL YOUNG /Senza Una Donna (London)	
7	15	2	PAULA ABDUL /Rush Rush (Virgin)	
8	23	2	COLOR ME BADD /I Wanna Sex You Up (Giant)	
9	17	2	R.E.M. /Shiny Happy People (Warner Brothers)	
10	NE		ROD STEWART /The Motown Song (Warner Brothers)	
11	10	4	CATHY DENNIS /Touch Me (All Night Long) (Polydor)	
12	8	9	SEAL /Future Love Paradise (ZTT/WEA)	
13	7	13	CHESNEY HAWKES /The One And Only (Chrysalis)	
14	NE		BEVERLEY CRAVEN /Promise Me (Epic)	
15	16	4	T'PAU /Whenever You Need Me (Siren)	
16	RE		KLF /Last Train To Trancentral/The Iron Horse (KLF Communications)	
17	24	2	LENNY KRAVITZ /It Ain't Over 'Til It's Over (Virgin)	
18	NE		PET SHOP BOYS /Jealousy (Parlophone)	
19	19	2	MARC COHN /Walking In Memphis (Atlantic)	
20	12	4	SIMPLE MINDS /See The Lights (Virgin)	
21	6	15	ROD STEWART /Rhythm Of My Heart (Warner Brothers)	
22	13	7	DE LA SOUL /Ring Ring Ring (Ha Ha Hey) (Tommy Boy)	
23	NE		SCORPIONS /Wind Of Change (Mercury)	
24	NE		KENNY THOMAS /Thinking About Our Love (Cooltempo)	
25	NE		KIRSTY MACCOLL /Walking Down Madison (Virgin)	

The EHR Top 25 chart is based on a weighted-scoring system. Songs score points by achieving airplay at M&M's EHR reporting stations. Unlike M&M's European Airplay Top 50, which includes reports from stations serving a general audience, these stations target 12-34 year-old listeners with contemporary music fulltime or during specific dayparts. Songs in "A" rotation airplay receive more points than those in "B" rotation or more limited airplay exposure. Stations are weighted by market size and by the number of hours per week committed to the format.

CHARTBOUND RECORDS

HUEY LEWIS & THE NEWS /Couple Days Off (EMI USA)	24/0
GLORIA ESTEFAN /Remember Me (Epic) NE	22/6
DEACON BLUE /Your Swaying Arms (Columbia)	21/3
THE DOORS /Light My Fire (Elektra) NE	21/1
SONIA /Only Fools (Never Fall In Love) (I.Q. Records)	20/4
O.M.D. /Sailing On The Seven Seas (Virgin)	20/2
KYLIE MINOGUE /Shocked (PWL) NE	19/4
MADONNA /Holiday (Sire) NE	19/3
ROACHFORD /Get Ready (Columbia)	19/3
CHRIS REA /Looking For The Summer (East West) NE	18/14
CHESNEY HAWKES /I'm A Man Not A Boy (Chrysalis) NE	18/11
DIVINYLS /I Touch Myself (Virgin)	18/3
LIVING COLOUR /Solace Of You (Epic) NE	18/3
SHEENA EASTON /What Comes Naturally (MCA)	18/1
MYLENE FARMER /Désenchantée (Polydor)	18/0
TRIPLETS /You Don't Have To Go Home Tonight (Mercury)	18/0
MARIAH CAREY /There's Got To Be A Way (Columbia)	17/2
EXTREME /More Than Words (A&M)	17/1
TONY BANKS /I Wanna Change The Score (Virgin)	16/4
TECHNOTRONIC /Move That Body (ARS/Sony)	16/3
HI-FIVE /I Like The Way (The Kissing Game) (Jive)	16/2
THE REMBRANDTS /Just The Way It Is, Baby (Atco)	16/1
SOFT CELL/MARC ALMOND /Tainted Love/Where Did Our Love Go? (Mercury)	16/1
SALT 'N PEPA /Do You Want Me (ffrr) NE	15/4
FEARGAL SHARKEY /Woman And I (Virgin) NE	15/4
TIMMY T. /One More Try (Quality)	15/3
CHRIS DE BURGH /The Simple Truth (A Child Is Born) (A&M)	14/2
NOMAD /Just A Groove (Rumour)	14/2
HUE & CRY /My Salt Heart (Circa)	14/1
CAROLA /Captured By A Lovestorm/Fångad Av En Stormvind (Riva/RCA) NE	13/1

The EHR "chartbound" chart lists the total number of EHR reporting stations playing newer songs that do not yet have enough airplay points to rank among the EHR Top 25. The second number represents how many stations reported it to M&M for the first time. Records which have previously charted and are still active, although forced off the Top 25 by other songs, may qualify for "Chartbounds". Songs which have received no new airplay for two consecutive weeks will be deleted from this chart, but may reappear with new airplay. In the case of a tie, songs are listed by new adds. Arrows indicate new entries in Chartbound.

EHR NEW ADD LEADERS

CHRIS REA /Looking For The Summer (East West)	14
CHESNEY HAWKES /I'm A Man Not A Boy (Chrysalis)	11
ROD STEWART /The Motown Song (Warner Brothers)	11
LENNY KRAVITZ /It Ain't Over 'Til It's Over (Virgin)	8
COLOR ME BADD /I Wanna Sex You Up (Giant)	7
CRYSTAL WATERS /Gypsy Woman (La Da Da La Da Dee) (A&M)	7

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

EHR "A" ROTATION LEADERS

CHER /The Shoop Shoop Song (It's In His Kiss) (Epic)	37
MICHAEL BOLTON /Love Is A Wonderful Thing (Columbia)	33
AMY GRANT /Baby Baby (A&M)	33
R.E.M. /Shiny Happy People (Warner Brothers)	31
ZUCCHERO FORNACIARI/PAUL YOUNG /Senza Una Donna (London)	30

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

EHR TRACKING REPORT

Artist/Title	Total	A	B	Add
1 CRYSTAL WATERS /Gypsy Woman (La Da Da La Da Dee)	48	26	11	7
2 ROXETTE /Fading Like A Flower (Everytime You Leave)	47	28	13	5
3 CHER /The Shoop Shoop Song (It's In His Kiss)	46	37	7	1
4 AMY GRANT /Baby Baby	45	33	8	3
5 MICHAEL BOLTON /Love Is A Wonderful Thing	44	33	10	1
6 ZUCCHERO FORNACIARI/PAUL YOUNG /Senza Una Donna	43	30	9	3
7 PAULA ABDUL /Rush Rush	43	22	17	2
8 COLOR ME BADD /I Wanna Sex You Up	42	24	11	7
9 R.E.M. /Shiny Happy People	38	31	3	3
10 CATHY DENNIS /Touch Me (All Night Long)	36	24	10	1
11 T'PAU /Whenever You Need Me	33	23	7	3
12 ROD STEWART /The Motown Song	32	16	3	11
13 LENNY KRAVITZ /It Ain't Over 'Til It's Over	32	15	9	8
14 SEAL /Future Love Paradise	31	20	8	1
15 KLF /Last Train To Trancentral/The Iron Horse	30	18	10	1
16 BEVERLEY CRAVEN /Promise Me	29	19	8	1
17 CHESNEY HAWKES /The One And Only	28	23	4	1
18 SIMPLE MINDS /See The Lights	27	14	9	4
19 DE LA SOUL /Ring Ring Ring (Ha Ha Hey)	25	19	4	2
20 PET SHOP BOYS /Jealousy	25	16	5	3
21 MARC COHN /Walking In Memphis	25	13	9	2
22 HUEY LEWIS /Couple Days Off	24	14	9	0
23 SCORPIONS /Wind Of Change	23	19	2	2
24 ROD STEWART /Rhythm Of My Heart	23	17	6	0
25 KIRSTY MACCOLL /Walking Down Madison	23	13	6	3
26 KENNY THOMAS /Thinking About Our Love	22	13	3	5
27 GLORIA ESTEFAN /Remember Me	22	10	6	6
28 DEACON BLUE /Your Swaying Arms	21	10	8	3
29 THE DOORS /Light My Fire	21	10	9	1
30 SONIA /Only Fools	20	11	3	4

The EHR Tracking Report represents the simple, unweighted, total number of EHR reporting stations playing a song overall, how many stations have that song in either an "A" or "B" rotation, and how many new adds it has received. If the number of songs in "A" and "B" combined do not match the total station count, it is because some stations either have reported it as part of album airplay or have not indicated it in "A" or "B" rotation yet. In the case of a tie, songs are listed by "A" rotation.

Airplay Action

by Machgiel Bakker

As expected, **Roxette** score their second no. 1 this year with *Fading Like A Flower*, taking over from **Michael Bolton's** *Love Is A Wonderful Thing* which has occupied the top slot for three consecutive weeks. So far, ten different songs have reigned the EHR chart and Roxette is the only act that has managed to get two titles to the top.

Cher's *Shoop Shoop Song* is steadily improving its status. Moving up to no. 3 this week, the song is "A" rotation leader, with 37 stations to its credit. Actually, this is the second time a cover song is so well featured on European Hit Radio's playlists. Last February, **Robert Pal-**

rendition of **Marvin Gaye's** *Mercy Mercy Me/I Want You* peaked at no. 3 and was "A" rotation leader for one week.

Following **Seal** and **Chesney Hawkes**, **Crystal Waters** is the third debut act to move into top 5 this year. The song gets unanimous support throughout Europe, even in France. (France is reputedly the slowest market in Europe when it comes to accepting new, foreign-language records).

Are EHR stations cleaning up their playlists for the summer? This week marks the most active EHR Top 25 since its installment in December last year. No less than four records move into top 10 and overall there are seven

new entries in the Top 25. The most popular of these is the new **Rod Stewart** single.

We expected it to happen two weeks earlier, but there she is, after all: **Beverley Craven**. After moving through a lot of airplay on AC stations, *Promise Me* has now made its mark on EHR as well, and is new this week at no. 14. Especially in the UK and France, airplay is hot.

Scorpions follow a similar pattern. Their *Wind Of Change* single, (still on top of the Euro-chart for three consecutive weeks), now gets the seal of approval from EHR stations. Played in nine European markets, airplay is most consistent in Germany, France and Benelux.



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