

MUSIC & MEDIA

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M&M SPECIAL

BBC Radio 1 Discusses Music Policy

by Hugh Fielder

Working with labels, breaking new acts and the album playlist: In this second of a two-part special on BBC Radio 1 (see M&M June 29), head of programmes **Chris Lycett** and head of music **Paul Robinson** talk about the station's goals and policies.

Q: How do you see the relationship between Radio 1 and the record industry?

Lycett: "Various regimes have come and gone with Radio 1 I can remember a time when promotion people were actually banned from the building. It was a particularly
(continues on page 30)



PLATINUM PARADE — ZZ Top receive platinum discs from Warner Music Finland for sales of their three latest albums, "Eliminator," "Afterburner" and "Recycler," which sold over 50,000 units each in Finland. Pictured with the band are (l-r): Warner Music Finland sales promotion manager Timo Kivinen, marketing manager Ari Lohenoja, Dusty Hill, MD Marita Kaasalainen, Frank Beard and Billy Gibbons.

Record Year For BMG; Worldwide Share 14.3%

by Adam White

Maintaining its billion-dollar momentum, **BMG International** reached record levels of sales and profits in fiscal 1990/91 and claimed a two-point increase in worldwide market share. For the year ending June 30, BMG International had gross revenues of US\$1.6 billion and operating profits of US\$131.3 million, according to president/CEO **Rudi Gassner**. These results represent increases of 45% and 53% respectively, when compared with sales of US\$1.1 billion and profits of US\$85.4 million in fiscal 1989/90.

The numbers were made

available during BMG International's MDs meeting, held on June 23-28 at Faro, Portugal. Dubbed 'Momentum '91,' the conference heard Gassner report that the division's worldwide market share (including distributed labels) had increased to 14.3% from 12.1% the previous year. He contended that BMG is within three percentage points of challenging the European market dominance of **PolyGram**, which recently claimed to have a 23% share in the region. "I think we could gain that 3% within the next couple of years," he said.

BMG International's strong 1990/91 performance was fuelled largely by local repertoire,

according to Gassner, "specifically, our ability to regionalize local repertoire and, in some cases, to globalize local and US repertoire." Successful acts included **B.B. Queens** from Japan, **Mecano** from Spain, **Vaya Con Dios** from Belgium, **Snap** from Germany, **Eros Ramazzotti** from Italy, **Patrick Bruel** from France, and **Tomas Ledin** from Sweden.

The star performers among BMG affiliates were in the German-speaking territories, which generate about 30% of the division's overall revenues. These are the responsibility of **BMG Ariola** veteran **Monti Luftner**, who is retiring from the company in
(continues on page 30)

IT'S SHOWTIME!

FNR Wins INR1 With £1.75M Bid

by Hugh Fielder & Paul Easton

First National Radio - The Showtime Station (FNR) has been awarded the eight-year licence for the UK's first national commercial radio station with a cash bid of £1.75 million (app. US\$2.92 million), payable annually and indexed linked to inflation. The bid—announced at 15.00 on June 4 as **M&M** went to press—was "substantially" higher than either **UKFM** or **Classic FM**, according to Radio Authori-

ty chairman **Lord Chalfont**. FRR plans to be on-air in the early summer of 1992 with its popular entertainment service with "personality name presenters".

The station is chaired by former **British Rail** chairman **Sir Peter Parker** and the directors include **Bob Kennedy**, who founded **Screensport** cable/satellite TV service and is a former director of several ILR stations, including **Capital Radio**. The
(continues on page 30)

Getting Extras: Labels Outline Radio Service Policies

by the M&M staff

To get extra service, radio has to reciprocate. And that means providing playlists to labels and putting a little extra effort behind certain promotions, say most labels.

In the last of a two-part series on service to the radio industry (see M&M July 9), M&M talks to the labels to hear their views on how it services broadcasters.

PolyGram Denmark promotion manager **Lene Thomsen** reports they only service about 35-40 of the country's many hundreds of stations. "If we don't get enough airplay we give them two warnings, stop servicing them and go to another station."

To guarantee servicing, Thomsen says, stations have to report playlists on a weekly basis. The rest is decided on a combination

of ratings and general attitude. "Extras" such as phone interviews, giveaways and merchandising are used mainly as incentives for stations which had already given support to a partic-
(continues on page 30)

No. 1 in EUROPE

European Hit Radio
PAULA ABDUL
Rush Rush
(Virgin)

Eurochart Hot 100 Singles
CRYSTAL WATERS
Gypsy Woman
(A&M)

European Top 100 Albums
R.E.M.
Out Of Time
(Warner Brothers)

ALICE COOPER
Hey Stoopid

THE SMASH HIT SINGLE EXPLODING ON EUROPEAN RADIO

THE ALBUM 'HEY STOOPID' AVAILABLE NOW!

epic

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Battle Looming For Control Of Trans World Communications?

by Steve Wonsiewicz

A showdown in the UK for control of **Trans World Communications (TWC)**, **Owen Oyston's** financially troubled radio holding company, could come to a head in the next month or two. That's when the company plans a rights issue to help cover its £11.5 million (app. US\$19.2 million) debt. TWC hopes to raise at least £6 million to try and break the back of its debt, which according to one banker is probably costing the company two-three basis points above prime, or around 14%.

Recent UK rights issues have been priced anywhere from 5% to 50% discount from current stock price. To attract stockholders, a source close to the company says the discount will "have to be closer to 50% than 5%."

Pricing could finally force a confrontation between Oyston and major shareholders, notably **The Guardian and Manchester Evening News (GMAN)** and **EMAP**, which own 20% and 17.3%, respectively, of TWC. That relationship has turned somewhat bitter over the past few months, with allegations that GMAN and EMAP are reportedly working "in concert"

to gain control of TWC—claims which have been vigorously rejected. Also making headlines are rumours that GMAN and EMAP will not subscribe to the rights issue unless Oyston cedes operating control of the company. "It's difficult to see who's going to give in here, and that's the main problem," says one banker.

Regardless of the outcome of the rights issue, whoever gains control of TWC is going to have to stop the flow of red ink. TWC's radio operations posted an operating loss of £450,000 for the fiscal year ended December 31, with £1.5 million of that incurred during the last six months (see table). TWC operates four radio subsidiaries (each split into AM/FM combos): **Piccadilly/Manchester**, **Radio Aire/Leeds**, **Red Rose/Preston** and **Red Dragon/Cardiff**.

TWC has not been immune to the UK recession that has hit advertising. The company is predicting that revenue for the first six months of 1991 will be down 18% to about £4.5 million and that operating losses could total £300,000. That's compared to £1.0 million in operating income on revenues of £5.4 million (up 3.4%) during the same period in 1990.

One of the main culprits: staff costs soared 47% to £4.1 million (31.5% of sales) versus £2.8 million (21.8% of sales) last year. Staff costs at other notable UK radio companies: **Radio Clyde** (20.7% of sales) and **Capital Radio** (18.8% of sales).

Analysts have hinted that EMAP might be interested in gaining control of TWC, and a showdown over the rights issue could be the first step toward that goal.

Trans World's Radio Operations, 1989-91* (in £ millions)

	Jun 89	Dec 89	Jun 90	Dec 90	Jun 91 (est.)
Revenue	5.263	6.320	5.443	6.955	4.463
Operating Inc.	1.008	3.079	1.025	(1.520)	(0.300)
Margin	19.2%	48.7%	18.8%	n/a	n/a

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Virgin, EMI Deny Sales Talks

Just say no. That seems to be the response to rumours that **EMI Records** has been in talks to buy **Virgin Records**. Both companies have issued denials regarding a possible sale of the label for around US\$1 billion.

Reportedly, the London office of **Goldman Sachs** has circulated a prospectus on Virgin, a claim the investment bank says is "not true." While the companies involved are dismissing the news, no one appears to be dismissing the US\$1 billion price tag.

Japanese media company **Fujisankei Communications** on November 2, 1989, paid about US\$150 million for a 25% stake in the label, effectively valuing the record company at US\$600 million. Assuming a conservative 25% discount for a minority investment increases the implied value to US\$833 million. To take it one step further, factor in a 10% inflation rate for the UK-based company and you're near the US\$1 billion mark.

Whether or not a deal goes through, **M&M** thought it might

be interesting to see how Virgin might compare with value estimates of the big four record labels.

The table below shows vital stats and a possible range of values for the four majors. (Caveat: these are only rough estimates based on benchmarks for key record deals over the past few years.)

Here's the math: one value was reached using a multiple of two times sales, while another method was based on a multiple of 12 times trailing operating

income on imputed margins of 15%. For example, **PolyGram** paid about two times revenue for **Island Records** (US\$272) and for **A&M Records** (US\$460). Using a 12 multiple on imputed 15% operating income margins also yields comparative values for the Island and A&M deals. Brand name franchises such as **Sony**, **Warner**, **PolyGram** or **EMI Music** are probably bound to fetch those multiples **IF** they were to be sold, say most analysts and investment bankers. SW

Record Company Value Estimates (in US\$ billions)

Company	1990 Music rev.	1990 Oper. inc.	1990 margin	Value 12x op. inc.	Value 2x sales
PolyGram	3.108	-0.382	12.3%	5.594	6.216
Sony Corp.	3.362	n/a	n/a	6.051	6.723
EMI Records	1.880	0.207	11.0%	3.384	3.760
Warner Music	2,931	0.558	19.0%	6.696*	5.862
Tot./Avg.	11.281	1.147	14.5%	21.725	22.561

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* Based on actual operating income before depreciation/amortisation.

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M&M's Top 10
Takeovers, buyout rumours and improved fundamentals drove the share prices of stocks tracked by **M&M** during the first six months of 1991.

- **Chrysalis Group** bounced back from a year-end depressed low of 44p to 76p, a 73% gain, while **Radio City** shares rocketed 68% after **EMAP** bought the Liverpool station operator.
- Investors have also bid up electronics multinational **Philips** 50% in 1991, expecting a turnaround in the company's operations. Philips also owns 80% of **PolyGram** (+16%), whose shares have been one of **M&M's** top 10 performers so far this year.
- Radio companies (five) were the most represented in **M&M's** top 10 best stock performers, while two music companies made the list.
- For the year, seven of 18 **M&M** UK stocks beat the FTSE 100 (+12.7%), while in France only two of the five outperformed the market (+15.1%).

M&M STOCKS

UNITED KINGDOM						
Co.	Price			Qtr. % chg.	YTD % chg.	
	Dec. 31	Mar. 28	Jun. 28			
Chrysalis	44	74	76	2.7	72.7	
Rad. City	226	216	380	75.9	68.1	
Invicta	55	64	69	7.8	25.5	
Capital	146	198	179	-9.6	22.6	
Metro	129	167	150	-10.2	16.3	
Rad. Clyde	224	268	257	-4.1	14.7	
EMAP	202	233	231	-0.9	14.4	
Pickwick	217	241	241	0.0	11.1	
Thorn	677	717	741	3.3	9.5	
Chiltern	132	140	144	2.9	9.1	
York. TV	247	299	254	-15.1	2.8	
WJ Smith	383	363	373	2.8	-2.6	
T'world	97	129	93	-27.9	-4.1	
GWR	253	230	242	5.2	-4.3	
Rad. Trust	65	68	60	-11.8	-7.7	
Crown	51	42	47	11.9	-7.8	
Midlands	102	96	94	-2.1	-7.8	
TV-AM	200	212	143	-32.5	-28.5	
Avg	192	209	210	0.5	9.4	
FTSE	2,143.5	2,456.5	2,414.8	-1.7	12.7	

FRANCE						
Co.	Price			Qtr. % chg.	YTD % chg.	
	Dec. 31	Mar. 28	Jun. 28			
Canal +	823	969	1,010	4.2	22.7	
Hachette	150	208	177	-14.7	18.0	
Havas	426	548	467	-14.8	9.6	
Europe 1	1,090	1,115	1,075	-3.6	-1.4	
NRJ	238	254	226	-11.0	-5.0	
Avg	545	619	591	-4.5	8.4	
CAC 40	1,517.9	1,816.4	1,747.6	-3.8	15.1	

THE NETHERLANDS						
Co.	Price			Qtr. % chg.	YTD % chg.	
	Dec. 31	Mar. 28	Jun. 28			
Philips	20.3	28.0	30.5	8.9	50.2	
PolyG.	30.1	35.8	35.0	-2.2	16.3	
Avg.	25.2	31.9	32.8	2.7	30.0	
CBS Tend.	168.3	195.7	197.5	0.9	17.3	

GERMANY						
Co.	Price			Qtr. % chg.	YTD % chg.	
	Dec. 31	Mar. 28	Jun. 28			
Springer	712	695	630	-9.4	-11.5	
FAZ	603.1	646.8	682.5	5.5	13.2	
DAX	1,398.2	1,522.8	1,622.2	6.5	16.0	

UNITED STATES						
Co.	Price			Qtr. % chg.	YTD % chg.	
	Dec. 31	Mar. 28	Jun. 28			
S'tream	1.13	1.00	2.13	112.5	88.9	
Westwood	1.75	1.81	2.25	24.1	28.6	
Tribune	35.25	41.88	43.63	4.2	23.8	
Sony	43.00	47.63	45.13	-5.2	4.9	
T Warn.	85.75	107.75	88.13	-18.2	2.8	
Viacom	26.25	24.75	26.75	8.1	1.9	
Matsu.	118.00	124.00	120.00	-3.2	1.7	
Westing.	28.50	29.75	27.88	-6.3	-2.2	
Cap Cit.	459.13	464.00	428.88	-7.6	-6.6	
Avg.	88.75	93.62	87.19	-6.9	-1.8	
DJIA	2,633.7	2,913.9	2,906.8	-0.2	10.4	
S&P	330.2	375.2	371.2	-1.1	12.4	

EMI Autumn Campaign For Spector, Apple Re-issues

EMI Records hopes to dominate the re-issues market this autumn by releasing the Phil Spector and Apple back catalogues together with the Beatles' "Red" and "Blue" compilations. None of the material has been available on CD before.

The Phil Spector campaign will start in October with a boxed set, with more than 60 tracks containing the best from Spector's own Philles label, plus key Spector-produced tracks licensed from other labels, such as The Teddy Bears' *To Know Him Is To Love Him*, Ike and Tina Turner's *River Deep Mountain High* and The Righteous Brothers' *You've Lost That Lovin' Feeling*.

According to EMI Records strategic marketing MD David Hughes, The tracks are being remastered by Spector himself in the original mono. And we shall be following up the box set with Spector's remastered Christmas album followed by single artist compilations from The Crystals, The Ronettes and Bob B Soxx And The Blue Jeans next Spring."

The Apple catalogue has been unavailable for nearly 20 years but last month EMI signed a licensing agreement with the label which was founded by The Beatles in 1968 and includes several "experimental" albums from John Lennon and George Harrison.

We will re-release six key albums on Apple by Badfinger, James Taylor, Billy Preston, Jackie Lomax, Mary Hopkins and The Modern Jazz Quartet," says Hughes. "The second phase of the campaign will feature five more titles next year and we will follow those up with a compilation album of various hits from the label.

The two Beatles compilations, "Red" and "Blue," officially titled *The Beatles 1962-1966* and *The Beatles 1967-1970* are also scheduled for October release. Originally released in 1973, they both stayed over two years in the Top 40. They represent the group's greatest hits and will be available in two double-CD packages featuring the identical track listing. HF

Radio 2 Revamps Music; Wants Younger Age Demo

by Hugh Fielder

BBC Radio 2 is broadening its musical policy to bridge the audience gap with Radio 1. Head of music David Vercoe has sent a memo to producers encouraging them to think in terms of a younger audience "without jeopardising the listeners we already have."

Vercoe says, "When Radio 2 was relaunched five years ago it was with the aim of attracting a predominantly 50+ audience which nobody was catering to. We did that

so successfully that a gap opened up between Radio 1, which aims to attract listeners up to around 35 and Radio 2 which starts about 45."

That gap has since been exploited by the Gold AM stations which, according to Vercoe, gained more listeners when Radio 2 lost listeners to Melody Radio in London. "All I have said to our producers is that we can be broader in terms of the music we play. For example, six months ago I would have been wary of playing The Eagles or The Rolling Stones'

Ruby Tuesday or *As Tears Go By*. Similarly, we did not play the Michael Bolton album at first, but there are a couple of tracks that are quite suitable now."

He emphasises that there is no intention of losing the audience we have. It is a question of leading them gently to the kinds of music that many of them are already familiar with." He points to the fact that since the new policy was introduced two months ago, there have been no complaints.

Eight Vie For Cornwall Licence

by Paul Easton

Eight applications have been filed for the Cornwall independent radio licence, a record for a non-metropolitan station. Among the backers are County Sound, GWR Group and the recently formed UK Radio Developments (see M&M, March 30), as well as rock stars Roger Taylor and Justin Hayward.

According to an industry analyst, "This licence is less clear cut than it was for Lincoln. Three companies—Cornwall FM, Cornwall Sound FM (CSFM) and Waves FM—all have strong radio expertise and three others could also be in with a chance."

The FM service is expected to reach an adult population of around 400,000, and the Radio Authority will announce the winner in September. The eight applicants are:

- Cornwall FM—backed by UK Radio Developments (40%) and County Sound (20%). Programming will be predominantly music-based, targeting the 25-44 age group with "adult popular favourites of the 60's, 70's and 80's,

The projected first year revenue is £633,000 (approx. US\$1 million).

- Cornwall Sound FM (CSFM)—headed by the GWR Group (80%), plus local investors. The programming will be 75% music, targeted at the 22-44 age group and featuring a "quality combination of current chart music and classic tracks." First year revenue is projected at £552,000.

- Waves FM—backed by investment group 3i (16%), Queen's drummer Roger Taylor (12%) and the Cornish Enterprise Board (10%). Programming will target the 15-44 age group with the "mainstream components of popular music, mixed with back catalogue with a contemporary feel." First year revenue is estimated at £632,000.

- CBC (Cornwall Broadcasting Co. Ltd)—MD Richard Reynolds has an ILR sales background and PD Andy Jackson is currently a presenter at Essex Radio/Southend. Programming will be "based around contemporary and classic hits" and targeted at the 20-40 age group. Estimated first year revenue is £353,000.

- CBC-FM (The Cornish Broad-

casting Company)—This group includes independent TV producer Dale Le Vack as PD and Justin Hayward of The Moody Blues. Programming will be a classic hits format with 25% album tracks although, "there will be no specialist music ghetto." First year revenue is projected at £728,000.

- Breaker FM—deputy chairman Robert Stiby, a director of Radio Investments Ltd and several ILR stations, including Capital/London, Mercury/Crawley, Invicta/Kent and Essex/Southend. Programming will be mainstream pop. Projected first year revenue is £446,000.

- Cornwall 2000—The only two named consultants are retired management consultant, Geoffrey White, and property consultant, Andrew Bird. Music would be "current to Gold" with a daily 10.00-12.00 phone-in. First year revenue is estimated at £357,000.

- Fresh FM—This group has also applied for the Lincoln licence (see M&M June 22) and both applications are virtually identical in programming, staffing and financial forecasts. Projected first year revenue is £1.045 million.

NEWS IN BRIEF

New Radio Licence For Salisbury

The Radio Authority is advertising an FM licence for Salisbury this week, designed to cover the city and "as much of south Wiltshire as proves technically possible." Estimated population coverage is 55,000 adults and the closing date for applications is October 15. HF

IRS Wins East Anglian National Sales Contract

East Anglian Radio has switched its national sales house from Broadcasting Marketing Services (BMS) to Independent Radio Sales (IRS) after fierce competition from Media Sales & Marketing (MSM) and the Radio Sales Company. The move gives IRS almost 50% of the UK radio market. MD Pat Falconer says, "We now have effective coverage of

every region in England and Wales."

BMS, which is now left with only Trans World stations and Radio City/Liverpool, plus a number of small local stations, has been the subject of sale rumours. Although IRS and MSM have both expressed interest, no deal has been forthcoming. HF

Unique To Market Pavarotti Concert Radio Rights

Unique Broadcasting is handling European radio rights for the Pavarotti In The Park concert on July 30. Says PD Tim Blackmore, "We have had immediate interest from the continent. There are three deals already confirmed and we are in serious discussion with another five companies." In the UK, Melody Radio will be broadcasting the concert live. HF



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"JUNGLE FEVER"

"CHEMICAL LOVE"

"MAKE SURE YOU'RE SURE"

"FUN DAY"

WRITTEN, ARRANGED & PRODUCED BY
STEVIE WONDER FOR A WONDERFUL
NOISE PRODUCTION



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SACEM Looks To Technology, Europe For More Growth

Performing mechanical rights society SACEM MD **Jean-Loup Tournier** is strongly convinced that technology and Europe can bring the best and the worst to authors.

Tournier is also president of **GESAC**, the group of 17 European performing rights societies created in December 1990 to speak "with one single voice" before the various EC organisations. He wants the concept of intellectual works to be treated in the forthcoming European Political Treaty, currently being discussed by the EC states.

Says Tournier, "The Rome Treaty, which set up the basis of Europe more than 30 years ago, simply forgot to mention cultural goods. So authors rights were treated as any other commercial or industrial product. We had to wait until 1989 to have a real understanding from the European Commission, and especially from its president Jacques Delors. The Commission is now

engaged in a vast programme to harmonize the different rights. But it is only valid because the men who decided to endorse this want to do it. What will happen if these men are changed? That is why we want the cultural issue to be added to the European Treaty."

In the technological field, Tournier remarks that the "formats reproducing or broadcasting music are multiplying." Interactive CD (CDI) can be a threat to authors rights and is a very complex issue, he says, adding, "CDI can store up to 16 hours of music and reproduce indefinitely music or images without any loss in quality. Mozart feared being copied. Today, we are in the same situation as Mozart. There is an urgent need for action on this matter." Tournier, calling for a European solution, asks, "Are the current most sophisticated laws adapted to these new formats?" *EL*

SACEM Revenues Up 12%; 'Globally Very Satisfying'

by Emmanuel Legrand

SACEM MD **Jean-Loup Tournier** is calling the 1990 revenues of the French performing/mechanical rights society **SACEM/Sdrm** "globally very satisfying." The revenues reached Ffr2.345 billion (app. US\$391 million), an increase of 11.93% compared with 1989 and Tournier attributes this to the use of all styles of music on all formats and media.

Management costs at SACEM reached 23.48% of the total—two thirds covering salary costs—but were reduced by financial revenues totalling Ffr122 million. Actual costs amounted to 18.23%, making SACEM "one of the cheapest performing rights societies in the world," according to Tournier.

In 1990, SACEM distributed rights to 50,000 French and foreign authors, composers and publishers for the use of some 500,000 different musical works from all styles. About 100,000 new works from foreign countries were registered at SACEM in 1990, while new national works reached 80,000 and 3,700 new French authors, composers and

publishers registered at SACEM in 1990. About 27,000 SACEM members, received money from SACEM; over 14,000 received less than Ffr6,000; 4,000 gained between Ffr6,000 and Ffr60,000; and only 81 received more than Ffr1 million. Among the 3,000 publishing companies registered at SACEM, 143 received more than Ffr1 million.

National repertoire accounts for 54.3% of the total amount distributed. International repertoire used in France came mainly from the US, UK, Germany, Italy and Belgium. However, compared to 1989, the share of French repertoire sold in France has decreased by about two points, to 46.7%.

About 26.88% (FFr559 million) of SACEM's revenue comes from the audiovisual media. TV channels contribute 19.46%, while 7.22% comes from the radio industry. Public stations **Radio France**, **RFI** and **RFO** paid Ffr70.5 million, a rise of 11.22% compared with the previous year, due to an increase in licence fee allocation. The contributions of two main AM stations, **RTL** and **Europe 1** are added to **RTL TV**,

as they are considered foreign. Contributions from two other AMs, **RMC** and **Sud Radio**, has also decreased 23.61% to Ffr12.5 million. FM stations (local and networks) have increased their payments to SACEM by 31.97% to Ffr24.2 million, SACEM notes. "The resources of peripheral stations (AM stations) continue to decrease globally, without being compensated by the increase of the main head of networks of local stations (FM stations).

Other sources of revenue are as follows:

- Public use or recorded music—24.5%
- Phonograms, videograms and private copying—22.22%
- Foreign revenues: 14.88%
- Live music: 8.75%
- Cinema: 2.27%

SACEM also is involved in cultural and social activities. In 1990, a budget of Ffr48 million was devoted to help finance record production concerts and training organisations. A social budget of Ffr112 million is also devoted to finance two funds, one helping senior members over 55 and another for disabled members.

Czech's Europa 2 Converts To Local Programming

Europa 2 in Prague, Czechoslovakia, is now a real local radio station with its roots planted firmly in the country. The station officially debuted on March 21, 1990, but was only transmitting the programme from France. Since June 10, however, Europa 2 station has aired its own programming with local hosts and news in Czech.

This situation is the result of one year of work from **Martin Brisac**, general manager of **Europe 2**, and **Michel Fleischmann**, general manager of the Czechoslovakian station.

In January 1990, Brisac signed a deal with the new director of national radio, **Karel Stary**, to create two ventures: a radio station, transmitting a programme similar to Europe 2 in France, and an advertising representative. The programme started on one frequency of Czechoslovak radio. When Stary was replaced in April 1990, the new head of the radio **Mr. Pavlicek** decided to call the deal into question. After a year of pressure and discussions with the Czech government, a broadcasting authority (RFTS) was created and eventually granted an independent frequency to Europe 2 last March

on 88.2FM.

Although it is a frequency granted for "an experimental period of two years", it was a relief for **Fleischmann**, who says, "Now I really have the feeling that we are a Czech station." Seven other stations also received allocations of frequencies.

The station is operated by a Czech company set up by **Europe Developpement**, an affiliate of Europe 2's mother company **Europe 1 Communication**, with 95% of the shares. The remaining 5% is owned by **Fleischmann**. Explains Brisac, "We are having discussions with several local companies who are interested in becoming partners in this venture."

The station now has offices and a studio in the center of Prague, with material coming from France. The 1KW transmitter covers the greater area of Prague and reaches over a million potential listeners. According to a **Mediametrie** January survey, the station reached 35% of the population. Since the new programmes went on the air, Brisac estimates the share went up to 50%.

The local programme is on

from 06.00-20.00 with a musical programme similar to that of Europe 2, with seven daily local news items and advertising. The rest of the time the station continues to broadcast the programme sent via satellite from France. Fifteen people are employed, including programme director **Joseph Vitek**, seven DJs (chosen after 200 people answered an on air call for DJs), two journalists and a head of promotion. Presenters shift every four hours.

Local news is important, says **Fleischmann** and, he adds, Europe 2 has brought a new way of presenting news. He says, "Our news items are brief, without comments. We just give plain and basic facts. News from France and from the local news agency is aired almost instantly, which is quite unusual in this country, where each news item has to be checked by several people before being aired on the national radio."

The programme owes a lot to Europe 2, but has a more rock-oriented sound. The vast majority of songs are western-oriented, with three French songs an hour and no Czech acts, so far. **Fleischmann** explains, "Our audience does not



want local music. They reject it. We will try to implement some of it little by little. Anglo-saxon music is for the moment the most wanted because they have been starved for it and it has no conflicting meanings." Records are sent from Paris, because of the shortage on the local market. But **Fleischmann** says, "records from all around Europe are welcome" and can be sent directly to the station.

Advertising is the key to the financial success of the station. Estimates for 1991 turnover are about Ffr2.5 million (app. US\$416,000). Says Brisac, "When we started we were billing 50,000 crowns a month. Now the average is about one million crowns (app. Ffr200,000) and rising. Advertising is 99% local."

Europa 2 sponsors major

events, like **SOS Racisme** in March 1990 or the **Rolling Stones** concerts. Recently Europa 2 sponsored **Paul Simon's** concert on June 25 in Prague's main stadium, attended by over 30,000 people. The concert was a co-venture of Hungarian promoter **Multimedia Organisation** and Czech state-owned promoter **Pragokonzert**.

Europa 2 will also start a monthly TV programme before the end of the year on the third public channel, hosted by stations DJs.

The ambition of Brisac is to set up a real national network of local stations that will share the same musical programming broadcast from Prague with local advertising and local news. Europa 2 will start a new station in August in Brno, 200km south east of Prague, with more to follow. *EL*

Intercord Celebrates 25th Anniversary; Record Year

by Robert Lyng

Intercord, which is wholly-owned by the **Georg von Holtzbrink GmbH**, one of Germany's leading media groups, celebrated its 25th anniversary by breaking all records in 1990.

The record company, founded in Stuttgart in May 1966, achieved a 1990 turnover of DM84 million (app. US\$47.5 million), a 46.8% increase over 1989. Intercord MD **Herbert Kollisch** attributes much of the jump to sales in the five new German states. "The currency union of the two Germany's on June 1, 1990 contributed an approximate increase of 15% to our turnover. Now a year later, the market in the new states is cooling down. We have to wait and see how the retail structure will develop in the former east German states. We are definitely not anticipating the same kind of increases in 1991."

Top Acts

Intercord, which currently has 127 employees, sold 8.2 million records during 1990, bringing the total number of records sold since 1966 to 84 million units. The most successful of the 190 artists currently under contract or included in distribution deals with Intercord are singer/songwriter **Reinhard Mey**, who has been signed to the company for 24 years, **Roger Whittaker**, and **Depeche Mode**, who are signed to the **British Mute** label, which has been distributing in Germany, Austria and Switzerland through Intercord for the last 10 years. These artists alone have provided 30 of the 37 gold and platinum records awarded

during the company's history.

Local Production Budget

Last year, Intercord invested DM1.4 million in its own productions. A total of 64 LPs and 77 singles were released. Artists whose LPs made the charts include the **Gipsy Kings**, **WMO**, **Roger Whittaker**, **Depeche Mode**, **Jule Neigel Band**, **Reinhard Mey**, **Annihilator**, **Pur** and **Claudia Young**. Only eight singles by **Depeche Mode**, **Frank Zander**, **Erasure**, **KLF** and **Claudia Young** had this honour in 1990.

Unfortunately, Kollisch sees even harder times for the single format and places much of the blame on radio. "There are currently more than 300 radio stations in Germany, practically all of them playing current hits all day long. People hardly need to buy records any more. We have had to watch single sales sink ever since private broadcasting was launched here. It is not surprising since they either play evergreens or Top 40 hits to assure good listener ratings. Why should somebody spend DM6 for a single, if he can hear his favourite song a number of times each day on any one of numerous stations?"

"Nevertheless, record companies need the single as a promotional tool for its LPs and CDs. The single is also critical for launching newcomers. If it dies out, so will career opportunities for many new artists. We are trying to convince radio and TV programmers to give these artists a chance."

International Ventures

On an international level, Inter-

cord closed a joint venture deal with both **Sonet**, Scandinavia's largest independent multi-media company, and Italy's **Dischi Ricordi** in 1990. The aim of this venture is the international exploitation of new productions. One of the new company's first successes is a four-year contract with **Hollywood Records**, which is owned 100% by **Walt Disney Enterprises**.

National Repertoire

Intercord strongly supports not just German artists, but also German language productions. According to A&R boss **Peter Cadera**, 32% of 1990's turnover was made with national productions.

Stressing the company's commitment to local and regional talent scouting, Cadera points to the German language rock pop group **Pur**. "The group's first LP sold only 20,000 units, but we stuck to our guns. With the second album we were able to increase sales to 30,000 and by the release of third album, the band had really caught on."

"Approximately 150,000 units have been sold so far and, of course, the first two LP's sales have also increased with this boom. With their next album, which will be released this autumn, we anticipate sales exceeding 250,000, which means gold."

According to Kollisch, Intercord is aiming for a 5% German market share. The company earned a 2.45% album chart share for the December 1990 - May 1991 period, and a 3.92% singles chart share during the same period.



HOOKED ON RADIO NRW — Circa/Virgin Records artist Sydney Youngblood kicked off the promotion tour for his new single "Hooked On You" in the studios of Radio NRW in Oberhausen. Youngblood was guest on the afternoon show "Pop Hits." Pictured (l-r) are Radio NRW head of music Jeff van Gelder, Youngblood and "Pop Hits" presenter Ralf Blasberg.

Radio Salü Expects Improved Market Share

by Mal Sondock

Radio Salü, a youth-oriented EHR station for the 18-30 age group, is expecting to see a higher market share when the new figures are published later this year. The station garnered a 52% share of its target group and a 21% share of the overall market area after just four months on air.

Claude Fabre, ex-director general of **Europa 1** and now GM of Radio Salü, stresses, "We are not changing any personnel or the format of the station. I am happy to report that we will be listed for the first time in the MA (Media Analysis) for 1991. Saarland only has one million inhabitants over the

age of 14 and our entire listener range only covers 1.8 million, but our unique form of broadcasting has attracted a large audience in a very short period of time."

The station, renowned for its promotions, contests and innovative ideas, is owned 45% by **Europa 1**. Others include public station **SR**, which has a 20% stake, **Landesradio**, an independent group, holds 12%, the banking group **Sparkasse** and **Giroverband** has a 10% share, publishing group **Union Druck** has a 6% stake, **Leismann**, a magazine distributor and publisher, holds 5% and **Paulinus Druckerei**, of the catholic church, holds the remaining 2%.

BMG Ariola Update

Regarding BMG Ariola's restructuring (M&M, June 22), a few points need to be clarified.

Andreas Scheuermann is the new assistant to MD **Thomas Stein** and will be in charge of coordinating repertoire.

The sales force has been divided into three divisions:

The first will handle the firm's labels—**Ariola**, **Arista**, **Island**, **DDD**, **Logic**, **Chlodwig** and **Jive/Silvertone**. The second will operate the local labels—**Hansa**, **White Records**, **Coconut**, **Global**, **Jupiter** and **Baby Records**, as well as the German schlager, the folk music repertoire, and the TV and radio

advertised records. The deputy MD of BMG Ariola **Albert Czapski** will be in charge of this division.

A third sales force will be in charge of the distribution of BMG Ariola Hamburg labels **RCA**, **MCA**, **Geffen** and **Motown**. The classical division is also handled by this sales force.

BMG Ariola Miller, the budget division, is under the direction of MD's **Rolf Lerschmacher** and **Christoph Schmidt**. Schmidt is also deputy MD of BMG Ariola/Munich and financial head of all the BMG Ariola companies in Germany, Austria and Switzerland MS

Louis Armstrong's 'Wonderful World' Voted Best Ad Song

A survey covering tracks that have become popular through advertising campaigns has been carried out by a group of radio stations including the four **Radio Gong** stations in Bavaria, **RTL Radio** in Stuttgart, **OK Radio** in Hamburg and **Radio IN** in Ingolstadt.

The survey covered 30 of the top 100 most broadcast songs and listeners were asked to pick their favourites. The contest was further supported by the advertising and sales trade

paper, *Werben & Verkaufen*, and the organisation of private broadcasting and telecommunication, **VPRT**.

The final results for the top seven were:

1. *What A Wonderful World*, **Louis Armstrong**, **Opel Automobiles**; 14.5%
2. *Eternal Flame*, **The Bangles**, **Ford Escort**; 11.5%
3. *Bacardi Feeling*, **Bacardi**; 8.5%
4. *The Joker*, **Steve Miller Band**, **Levis**; 6.2%
5. *It Takes Two*, **Tina**

Turner/Rod Stewart, **Pepsi Cola**; 5.6%

6. *The First Time*, **Robin Beck**, **Coca Cola**; 5.5%

7. *Sea Of Love*, **The Honey Drippers**, **Chanel No. 5**; 5.2%

Radio Gong chief **Ulrich Clef** presented the awards for the "World Hit Of Advertising" to **Rainer Koch** of **Adam Opel AG** and **Uwe Winter** of the **Lowe Lürzer Agency** at the Broadcast Night Show during the recent radio meets advertising conference held in Cologne. MS

Rete 105 Flooded With J&B Talent Contest Hopefuls

Over 100 tapes a week are pouring into private national station **Rete 105** in connection with its "J&B Talent Scout" competition. The contest is open to musicians of all ages and is being sponsored by the **J&B Whisky** company. The eventual winner will receive a recording contract with an as yet unnamed major record company and the station will be involved in the management of the act or artist.

Each contestant has to submit a tape to the station which includes two songs. These can be cover versions or original compositions. A jury of music experts picks out the best five, which are aired from Monday to Friday at 15.00. Listener phone calls and the jury's decision then decides which con-

testant will go into the final, to be staged in Milan in September.

Station music director **Alex Peroni** comments, "We were contacted by the **Dateo** firm which distributes J&B Whisky on national territory. Together we decided that something different was needed instead of the usual 'Holiday in Los Angeles' type of prize. But the real launch of an artist's career took the firm by surprise. I understand that the project was discussed at an international meeting of J&B Whisky and that the contest may be repeated on other territories."

Peroni says major artists will be present at the September final and that the event may be televised. "The contest is proving so popular that we hope it will turn into an annual event," he says. DS

Polydor Switches Tactics On 'Black'

Polydor has switched promotional tactics in an effort to boost the sales of the new album by **Black**. It released the single *Feel Like Change* simultaneously with other territories, but **Stefano Zappaterra**, head of promotions at the company, comments, "There was resistance from some radio stations who felt it was too slow. The track *Learning How To Hate* is a good up tempo song and we tested it with a number of stations. There was a good response from all so we sent out a special promotional single to each station that we work with."

Zappaterra says he understands the problem programmers face with slow songs, particularly in a market which is currently dominated by dance music. "Usually artists start with a fast single to promote their album and leave a slow one until second. You just have to look at **Sting** or **George Michael**. Some stations, however, have been pleasantly surprised by the change of



Black

style on *Learning How To Hate*."

Rete 105 music director **Alex Peroni**, however, remains largely unimpressed by both songs. He comments, "We first bought a copy of the *Feel Like Change* single on import. We played it a few times, then dropped it. A slow song has to be great for airplay. You can play *Imagine* by **John Lennon** forever, and for **Black**, it is also sad because we promoted his *Wonderful Life* single."

Learning How To Hate has suffered a similar fate, according to Peroni. "It is rocky, but it is not that good. We gave it some rotation, but have now dropped it from the playlist. Nothing was going to happen with it anyway." DS

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Virgin Plans First Megastore In Italy; August Debut Set

by David Stansfield

Virgin is to open its first Megastore on national territory at the end of August. A special inauguration ceremony, attended by chairman **Richard Branson**, will be staged on September 19.

The store has a floorspace of 1,500 square meters and is situated in the **Duomo Centre**, a new complex to be shared with the **Auto Grill** catering firm. MD at the **Virgin Retail Italy S.r.l** **Celeste Pietro Milani** estimates operation costs of the Megastore at around L8 billion (app. US\$6 million) so far. He says of the venture, "We aim to change the small shopkeeper mentality that exists on the local market. We are convinced the arrival of a Virgin Megastore will mark the start of a new phase in the Italian retail industry."

Milani hints that a second store may be launched in Rome in the future. The Milan store will carry computer games, books, hi-fi accessories and T-shirts, as well as soundcarriers and home video cassettes. CDs will account for 43% of the stock, LPs 13%, MCs 25%, CD singles/12" mix-version singles 2%, and video cassettes 17%.

Milani says he believes the presence of **Auto Grill** will be beneficial to the Megastore. He comments, "With the service they offer, members of the public will be able to drink a coffee and listen to **Phil Collins** or eat a sandwich and listen to **Mozart**. They will be drawn naturally to our store downstairs and will feel almost obliged to buy something."

The **Ricordi** company opened its own Milan megastore in

November 1989, but Milani is not worried about the competition. He says, "We have three times the space and will provide more international news and information. We are also studying some spectacular strategies in promotion, merchandising and direct marketing which will improve the concept of music in Italy."

Milani confirms he is currently negotiating with a private national network radio station which will broadcast live from the store each day. "It will be a leading broadcaster and will give atmosphere to the store," he says.

The Milan store will be staffed by more than 70 people, some multi-lingual, and will be open seven days a week. Asked to predict a figure for the first year's annual turnover, Milani replies, "My mission is 4-5% of the market."

'Sting Italian Meeting' Broadcast On Soviet TV

Soviet TV transmitted a **Sting** music special on June 29 and the programme's creator **Andrea Olcese** is claiming an Italian exclusive for the event.

The 30-minute programme titled "Sting Italian Meeting" was broadcast on **Gostelradio's Soviet Channel Two**. It was originally produced for the popular **Rock Cafe** TV programme, which is broadcast daily on state channel **RAI 2**.

Says Olcese, "We recorded the original show in English as an experiment for the international market. **Artemy Troitski**, who is head of programming at the **Russian TV and Radio Co.** is also the Russian correspondent for **Rock Cafe**. He did the Russian voiceover."

Sting is not a big personality on Russian territory, according to Olcese, but he says because of the political content of his music. Troitski felt the time was right to screen the special, which includes Sting recording with Italian artist **Zucchero**.

Rock Cafe is also to broadcast its own **Sting** special on July 12. Titled "Live Compilation Sting," it contains 60 minutes of live acoustic concert footage taken from shows in the UK, Holland and Italy. Com-

ments Olcese, "Critics have always asked **Sting** why he performs his more intimate songs with a powerful band. We are now presenting the public with a perfect alternative."

DS



BREAK IN THE ACTION — **Sting** takes a break during the filming of a special for "Rock Cafe," the daily news bulletin of music for pubcaster **RAI 2**. **Sting's** latest special for the programme, "Sting Italian Meeting," is slated to be aired on Soviet TV.

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'Rock, Love & Understanding' At Amnesty International

by David Rowley

The Danish wing of **Amnesty International** has put together a 16-track record, featuring acts from across Scandinavia, to celebrate the 13th anniversary of the human rights organisation.

The album called *Rock, Love And Understanding* has already racked up sales of 40,000 units, mainly in Denmark and Sweden, since its May 28 release. The record was the brainchild of two Amnesty Danish fundraisers **John Lind Madsen** and **Nanna Kalinka Bjerke**,

both music industry veterans.

Says Madsen, "It originally started out as a Danish-only project, but the concept was to do covers of classics in English. We then realised it was a natural to cross borders and, at the same time, give something to the artists in terms of profile in other countries."

Strongest sales have been in Denmark, which has the greatest bulk of acts on the album. The LP reached no. 7 in the sales charts and has sold some 16,000 copies. Says Madsen, "Support albums do not work like they used to, particularly if they are filled with worthy messages. We had to find a new concept. As a result, the record is not very serious but it does reach a lot of people, earns some money and hopefully changes a dusty image. We also have information in the album packaging about Amnesty International," he adds.

Electra Records Denmark put down the money for production costs and additional sponsorship came from **Tuborg**

Brewery, one of the largest music sponsors in the region.

"We knew we could do it relatively cheaply, but we had to find sponsors so there was no risk of losing money."

Although the album has its share of big local names such as Danes **Sanne Salomonsen**, **Thomas Helmig**, and **TV2**, and Swedes **Tomas Ledin** and **Freda**, there are also a few lesser known acts like **Her Personal Pain** and **Bass And Trouble**, both from Denmark.

Tracks covered include **The Doors** *Hello I Love You*, **Van Morrison's** *Brown Eyed Girl*, **Velvet Underground's** *Sweet Jane* and **Todd Rundgren's** *I Saw The Light*.

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BACK IN GOLD — AC/DC receive gold discs in Finland for sales of "The Razors Edge." The band kicked off their European tour in Helsinki. Warner Music Finland executives pictured with the band are (l-r): Brian Johnson, marketing manager Ari Lohenoja, managing director Marita Kaasalainen, Chris Slade, sales representative Glenn Pedersen, Angus Young, sales manager Timo Kivinen, Malcolm Young, assistant Mii Saraskoski, controller Petri Kauste and Cliff Williams.

Bert Karlsson Single Banned In Sweden

Bert Karlsson, the man who almost 10 years ago discovered this year's Eurovision winner **Carola**, is back in the spotlight again with the single *Drag Under Galoscherna*.

The song reportedly has been banned from national radio because of its political nature in support of a new populist party

called "New Democracy" formed by Karlsson. Karlsson immediately protested the decision. "It is a cowardly decision", says Karlsson, who adds, "The song is harmless and it is not like a **Coca Cola** ad."

In the latest opinion polls, the party has been getting 9-11% of the vote, more than enough to get

into parliament during the September elections.

Chart producer at **National Radio**, **Arne Larsson**, defends the decision. "The song contains a political message and is used by the New Democracy in their campaigning. We don't even allow songs that support one ice hockey or football team or the other." SW

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TAMBOURAIN — Dutch 60's band Tambourine have debuted their new Polydor album "Waterland" in the city of the same name. Celebrating during a rainy launch party are (l-r): Polydor A&R manager Paul Brinks, Tambourine members Bart van Poppel, Martin Zee and Jac Biko, the mayor of Waterland, Mr. van der Goes van Naters, Tambourine member Saskia van Orly and Polydor MD Albert van der Kroft.

RTBF Slates September Launch for FM Bruxelles

by Marc Maes

Marcel Major, coordinator of the RTBF's radio programmes, has confirmed that as of September 2, RTBF will launch a new radio station **FM Bruxelles**.

Previous rumours about **Radio 21** being limited to the Brussels area are being denied. According to Major, the new outlet is just another regional operation within the RTBF. He com-

ments, "We have several regional production centres with regional programmes daily between 06.30 and 09.00. These programmes are all aired on **Radio 2** frequencies save for *Bruxelles 21*, which was using a Radio 21 frequency. We have now decided to allocate the 99.3 Mhz frequency (one of **La Une's** frequencies for Brussels) to FM Bruxelles."

RTBF's latest move is intended to strike a balance between its regional centres and Brussels which, at this point, has no

regional station. "In this context, you could also possibly calculate some competition to **Bel RTL** (the **RTL-TVi** station set for a September launch), but our main aim is to have a more balanced programme," says Major.

FM Bruxelles will operate daily between 09.00 and 19.00. **Claude Delacroix** will be launching the station as coordinator, with Radio 21's **Christine Goor** as head of music. A format has not yet been decided upon.

Flemish Council Act Boosts Radio Services

Radio service companies are expected to get a boost from a recent **Flemish Council** decree regarding private stations. The decree stipulates the abolishment of networks and calls for the introduction of new logo names and station identification.

The decision has already spurred Antwerp-based company **Breakout Radiomedia** to send out a mailing to all Flemish privates (including 200 clients) to offer them new jingle packages.

The company, started in March 1990 and headed by **Michel**

Orthier, uses studio facilities at **Mediacom** in Antwerp. Orthier is convinced many stations will take advantage of the opportunity the new decree offers to present completely new jingle packages and station ID's on the air. Breakout offers spots in the US\$40-US\$120 price range, and also CD spots.

Breakout also started up a new syndicated two hour radio show, "The Partyzone," on July 1. Says Orthier, "The show, hosted by myself, **Carl Schmitz** and **Lucas van Praag**, will contain dance-oriented music, with 50% dance

classics." "The Partyzone" is being specifically targeted, and will not be used to fill rosters. "The show, which can easily be split into two parts, contains no advertising and we are limiting ourselves to two hours because we want to have top quality programming," says Orthier.

"The Partyzone" is being offered on some 20 stations at US\$10 per show. Orthier is currently negotiating details with both **IFPI** and the Belgian author's rights organization, **SABAM**. MM

Cross Promos For RTL 4 Radio, TV

by Chris White

RTL 4 Radio, the new radio offshoot of the Luxembourg-based but Holland-targetted TV company, is planning to do cross promotions and offer joint advertising packages with its parent company when the station is officially launched on cable in early autumn. The station started satellite broadcasting on June 28 to an estimated 150,000 households in Holland and Luxembourg.

RTL 4 Radio is on air 24 hours a day, with a non-stop middle-of-the-road playlist which includes names like **Phil Collins**, **REM** and **The Carpenters**, plus oldies and selected Dutch-language records.

Harry Severens, an RTL 4 spokesperson, says "It is early days for the new station but the response from the Dutch music industry, and potential advertisers has been very positive. Talks are currently underway with various cable operators and once broadcast deals have been finalised,

then we will announce the precise details of RTL 4 Radio programming plans. The current satellite broadcasts are really testing the water for the future development of the station."

Severens adds, "We know there is a lot of radio competition in Holland and Luxembourg, but one of RTL 4 Radio's major strengths will be its close links to the TV station, which is probably the most watched station in Holland. There will be cross promotions between the TV and radio stations and potential advertisers will be offered special packages that will also include RTL's teletext system. There are many opportunities for RTL 4 Radio to capitalise upon and increase its market share."

The station is currently being operated by a staff of three, but a head of programmes is expected to be named soon. "RTL TV is very much a family station and its radio equivalent will probably take a similar path," Severens says.

REE's World Service Gets A New Look Starting July 1

by Anna Marie de la Fuente

Radio Exterior de España (REE), the state-run broadcaster, launched its revamped Spanish world service (modelled on the **BBC** and **Radio France** short wave service) on July 1st.

The service consists of 24-hour non-stop Spanish programming as opposed to the previous format, which consisted of eight different blocks transmitted to specific regions. The new offering will include news, interviews, and an overview of the

Spanish press and special reports, with music playing a minor role.

REE director **Homero Valencia** explains, "We used to have three teams to handle transmissions to the US, the Pacific and Africa. Now we only need one."

Backed by a Pta4 billion (app. US\$37 million) budget and a staff of 250, the new REE model will help control the RTVE deficit, which totalled Pta20 billion in 1990.

Valencia sees the launch as a natural outcome of a study conducted earlier this year. "It is simply a change in our internal working system," he says, adding that the foreign language service remains the same.

The survey, in which 10,000 REE listeners were questioned between November 1989 and January 1990, produced an overwhelming 61.2% declaring their preference for more news, followed by 15.3% for cultural programmes and 8.7% for sports news.

Heavy Investment Reduces COPE's Profit by Pta2m

Cadena COPE, the private church-owned station, reported net profits of Pta1.3 million (app. US\$12,000) in 1990 compared with Pta1.5 million during the same period a year ago. Says COPE press officer, **Jose Maria Mellado**, "It is only logical that profits are slightly down this year as we have been investing heavily.

Competition has also increased in the form of **ONDA CERO**, a new network owned by **ONCE**, (the Spanish National Association for the Blind, which owns 100 radio stations nationwide)."

Last year, COPE had invested Pta1.5 million in the renovation of its technical infrastructure, as well as in furnishings and share acquisitions in other media companies. It also recently acquired 49% of the Catalonian network **Miramar** and underwent a capital expansion worth Pta800 million last year, doubling it to Pta1.6 billion.

In a general stockholder's meeting held early June, the members agreed to a distribution of Pta300 per share dividends and an allotted Pta790 million to the company's reserves. AMdIF

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- How to use other media to market your station
- How to negotiate effectively with your staff and with advertisers and suppliers
- How to establish the public image you want for your station
- How to forecast your revenues accurately

SINGLES

Kim Appleby*Mama* - Parlophone

Appleby puts all of her emotion into this slow and sentimental tribute to her mother. Interesting to hear her from this side, the acoustic version is even better and could work well on all formats. No. 3 in "Chartbound" this week.

Carter The Unstoppable Sex Machine*Sherriff Fatman* - Chrysalis

The terrorists of the indie-scene have now signed to Chrysalis, but they have retained their dangerous attitude. A good melody, handclaps, a pulsating bassline, the right vibes, and incredibly hilarious lyrics, everything is there for their first top 10 hit record.

Aretha Franklin*Everyday People* - Arista

The return of the queen of soul on the house scene. Just like Dianna Ross before her, she stands a chance on this totally different level. Is it because of her lovely voice?

Golden Earring*Temporary Madness* - Columbia

Royal Warrant holder for over three decades, everything these rockers touch turn into gold or even platinum. This song—the follow-up to *Going To The Run*—shows singer Barry Hay at the tops of his nerves. Meanwhile guitarist George Kooymans excels on his wah-wah pedal.

Amy Grant*Every Heartbeat* - A&M

This is the second single off her *Heart In Motion* album, and a follow-up to the global hit *Baby Baby*. The tempo is much higher, many "heartbeats per minute." Of, course it's very tuneful as well. Another hit.

Heatwave*Feel Like Making Love* - Tremor

Records featuring soul singer Jocelyn Brown should be an automatic on every playlist. Here's another, produced by Aswad's drummie Zeb and Tony Gad. Remember the original version by Roberta Flack, which was a number one hit in the Billboard Hot 100 Singles in 1974?

Freddy Johnston*No Violins* - Demon/Sound Products

Desperate rock 'n' roll like you never hear anymore. Speedy Freddy got his guitar by mail order. Unfortunately, the catalogue didn't provide violins. That's what this funky tune is all about. Pure madness for EHR.

Viktor Lazlo*Teach Me To Dance* - Polydor

This is a sensual reggae tune by the Belgian chanteuse who once presented the Eurovision song contest. EHR programmers do your duty, and let transistor radios and ghetto blasters spread the news on the beaches.

Los Manolos*All My Loving* - RCA

Is covering internationally well-established artists a new trend in Spain? First it was Rum

Beat, drawing attention with their medley (listen to M&M CD-insert, issue 27), now it is Los Manolos taking the old Beatles classic by the hand. Spanish guitars give the tune a summertime feeling.

Roachford*Stone City* - Columbia

On the second single from the *Get Ready* album, the UK soul rockers play it dirty. They push down the pedal and provide real kick your ass rock 'n' roll, with a commanding guitar riff, a tinkling piano and a nice refrain. A new entry in "Chartbound".

Del Shannon*Are You Lovin' Me Too* - Silvertone

If this tune was recorded for the soundtrack of a movie, it would top the charts for a complete summer. This is a real classic single, taken from his jukebox album *Rock On!*, and produced by the supremo of the producers board, Jeff Lynne.

Jimmy Soul*If You Wanna Be Happy* - Epic

After Cher's *Shoop Shoop Song*, this is the second single from the original motion picture "Merrmaids." It was originally released in 1963, but now this "toga party" classic is looking at no. 1 in the '90s.

NEW TALENT

Bass And Trouble*Deep* - Elektra (LP) (Denmark)

Can white men play reggae? Yes sir. This Copenhagen-based band are showing themselves to be real experts. They play a funky variant—really groovy stuff. The single *Mankind*, with its acoustic intro, is a great song for EHR, as is the opening track *African Continent*. Contact Jesper Tejstø on tel. (+45) 33.151 700; fax: 33.151 350.

D.A.M.N.*Live Positive* - Provogue (LP) (Holland)

The full name of this Dutch rap crew is Don't Accept Mass Notion and it's also the title of their 1989 debut mini-album. The duo, rapper L Rock and Deejay Bass, inventive and tasteful in using samples, prefer the dry beats of '60s and '70s soul and jazz records. Quite a puzzle to discover the originals. Their message, however, is quite simply, *Live Positive*. Contact Ron Euser on tel. (+31) 1738 8020; fax: 1738 9642

Babylon Fighters*Shut Up, Don't Shut Down* - BMG Ariola

Rock music gets a strong injection from new young French bands these days. Mano Negra introduced the new name for rock, called "Patchanka", a mixture of all different styles which clash in the big multi-ethnic cities. The Babylon Fighters are spreading the same message. They continue where UK punk/reggae band—or was it the other way round?—The Ruts stopped at the end of the '70s. Babylon is burning again with anxiety, with war anthems like *Black Terrorist*, *Riot Poor Class* and *Dead Zone*, in a matching "terrorist-production" by Jean-Marie Aerts (Urban Dance Squad).

Andy Baum & The Trix*Extra Feathers* - Polydor

In this AOR-type of music, Austrian Baum follows the same path that brought Foreigner and Bryan Adams to stardom. Producer Polio Brezina is also featured on Hammond organ. That instrument enlightens the track *Don't Betray Yourself* beautifully. The power rock ballad duet with a lady called "Max," is even better, and what's more, very fashionable these days.

Dr. Feelgood*Primo* - Grand

The Feelgoods from UK R&B mecca Canvey Island will last forever. Their 13th studio album in a career spanning 20 years is surprisingly fresh sounding. Singer Lee Brilleaux's enthusiasm is intact after all those years on the road. Produced by aficionado Will Birch, they go back to basics from the good old days. *World In A Jug* is their version of the Canned Heat classic. Also, they recycle the title of their own 1974 debut album in the Jimmy Reed-moulded song *Down By The Jetty Blues*. The track *My Sugar Turns To Alcohol* listens like a reconstruction of both 1978 classics *Milk And Alcohol* and *Down At The Doctors*. Strong recipe for EHR, to be taken daily 10 times.

ALBUMS

School Of Fish*School Of Fish* - Capitol

Good pop albums seem to be falling out of trees this year, or perhaps out of fishing nets? We've had Jellyfish, Maggie's Dream, Redd Kross, Tom Petty and Crowded House already. Now we have the debut album of these young Americans, produced by John Porter (Buddy Guy). *3 Strange Days* and the punky track *King Of The Dollar* are just two examples of an impressive collection of pop tunes. With the recent success of the Rembrandts in mind, EHR programmers should give it a spin.

Skid Row*Slave To The Grind* - Atlantic

This second album by New Jersey rockers proves to be a worthy successor to the 1989 self-titled debut, which turned out to be one of that year's most successful rock albums. Once again produced by Michael Wagener, they've cranked up the volume, sometimes even entering the speed metal danger zone. The most remarkable tracks are the up-tempo rockers, like the first single *Monkey Business* and the title track. Big mouth Sebastian Bach never sounded so sweet. Even the ballad *In A Darkened Room* rips off your ears. This one entered the Billboard Top 100 Albums at no. 1. Hearing is believing.

Tambourine*Waterland* - Polydor

Holland has its "Westcoast" too. Haarlem-based band Tambourine revive the '60s with respect. In their second album, Saskia van Orly's sparkling vocals give the music extra depth. The version of Ronnie Shannon's *I Never Loved A Man*—the only cover on the album—shows her vocal capacities at best. Flautist Thys van Leer (Focus) is featured on the Hammond organ-dominated song *Shameful*. EHR programmers—stop your "California dreaming" and play the single *I'll Come Back*.

Sydney Youngblood*Passion Grace And Serious Bass* - Circa

This Germany-based black American singer is really outstanding in the soul/dance genre with its interchangeable acts. His second album, again produced by Claus Zundel, fulfills the album's title completely. Gracefully his supple voice swings on top of dance rhythms. He's emotionally yours on *Hooked On You*, the first single, a new entry in "Chartbound" this week.

Singles and albums featured in New Releases are listed alphabetically. Selections include those which have achieved significant airplay within the last four weeks and those releases judged to have musical merit. Records mentioned in this section are by acts signed to independent labels for which license and/or publishing rights are available, except as noted. Please send your samples to Machgiel Bakker, PO Box 9027, 1006 AA Amsterdam, Holland.

JAZZ RENAISSANCE?

Can one speak of a renaissance of jazz in Europe? Or is it nearer the truth to say that there is a flowering of interest in jazz, a renewed attention to an art whose energy and innovation has never, in fact, diminished for a moment? The push given to jazz by a new generation of young players critically aware of their roots, as well as a growing appreciation for the music of other cultures and continents, has certainly had an impact on broadening the jazz audience. The number and diversity of acts participating in this summer's festivals is a remarkable testament to this phenomenon. Closer to home, the gratifying response from both the music and radio industries to last month's Jazz Special and Jazz Page premier proves that the industry is ready to respond to what may be a vastly underrated market.

FOR JAZZ STATION REPORTS: SEE PAGE 23

JAZZ WAVES

David Fishel: Jazz Scene

Liverpudlian **David Fishel**, resident in Norway nine years, has found unexpected and unprecedented success with his one hour weekly program "Jazz Scene." Now well into its second year, "Jazz Scene" was begun almost on a whim by longtime jazz-lover Fishel. Former promotion manager at **PolyGram Norway**, the relative lack of attention given to jazz by the industry disturbed him. "There's a popular misconception that jazz doesn't sell," he says. "But it's obvious that there's a jazz wave gathering in Europe, and that more and more people, including young people, are beginning to become interested in the music." So the idea of a jazz show seemed tenable. From the beginning the programme has been produced from his home studio, where he has been active creating radio advertising spots for companies such as **Mitsubishi** and **Levi Strauss**.

Success followed quickly. First broadcast by **Radio Oslo**, due to scheduling problems the show soon moved to **Radio Tango**, one of Norway's largest commercial stations. Then another station, **Radio Lillehammer**, called. "When that happened, I realized that there might be a greater potential than I'd imagined," explains Fishel. "I sent a letter to various stations, and the respons-

es began to pour in." It wasn't long before 15 stations carried the show. But even that was just the beginning. "There are now 29 stations that I service directly with cassette, and at the beginning of June we started broadcasting via satellite, which means a possible 26 more outlets."

The satellite is used primarily by **Radio I** in Oslo to transmit its hourly news program to subscribing stations.

Another interesting development is the addition of Oslo based **Radio Roks** transmitting to Leningrad, as well as Radio Moscow. Thus, "Jazz Scene" reaches a good part of Soviet Russia every week. Not bad for a whim less than two years old.

The guest roster has included such artists as **Stan Getz**, **Nils Pedersen**, **Kip Hanrahan**, and the **Art Ensemble of Chicago**.

The show is sponsored by **M.B.S. Fjerndata**, and supports, via free spots, the World Wildlife Fund. David sometimes enlists the help of fellow jazz aficionado and writer **Tor Hammerø**. Label support has been uniformly enthusiastic.

Wonders Fishel, "What would happen if the labels invested as much time and money to promote their jazz acts as they do for their pop acts? I think they would be very pleasantly surprised."

EUROPEAN JAZZ TOP 20 SALES

- | | | |
|----------|--|-----------------|
| 1. (7) | STAN GETZ/ <i>Serenity</i> | (Emarcy) |
| 2. (4) | SHIRLEY HORNE/ <i>You Won't Forget Me</i> | (PMV) |
| 3. (-) | BUDY GUY/ <i>Damn Right, I've Got The Blues</i> | (Silvertone) |
| 4. (-) | STAN GETZ & GILBERTO GIL/ <i>Getz & Gil</i> | (Verve) |
| 5. (-) | SO BLUE SO FUNKY/ <i>Various Artists</i> | (Blue Note) |
| 6. (-) | STAN GETZ/ <i>Anniversary</i> | (Verve) |
| 7. (-) | CRUSAIDERS/ <i>Healing The Wounds</i> | (MCA) |
| 8. (16) | LOUIS ARMSTRONG/ <i>The Wonderful World Of Louis Armstrong</i> | (MCA) |
| 9. (9) | KEITH JARRETT/ <i>Paris Concert</i> | (ECM) |
| 10. (1) | WYNTON MARSALIS/ <i>Standard Time Vol. 2</i> | (Columbia) |
| 11. (5) | PAQUITO D'RIVERA & ARTURO SANDOVAL/ <i>Reunion</i> | (Messidor) |
| 12. (-) | THE ROSENBERG TRIO/ <i>Gipsy Summer</i> | (Dino) |
| 13. (-) | MICHEL PETRUCCIANI/ <i>Playground</i> | (Blue Note) |
| 14. (10) | HARRY CONNICK JR./ <i>We're In Love</i> | (Columbia) |
| 15. (12) | AZIZA MUSTAFA ZADEH/ <i>Aziza Mustafa Zadeh</i> | (Columbia) |
| 16. (2) | KEITH JARRETT/ <i>Köln Concert</i> | (ECM) |
| 17. (3) | BRANFORD MARSALIS/ <i>Crazy People Music</i> | (Columbia) |
| 18. (-) | TAJ MAHAL/ <i>Like Never Before</i> | (Private Music) |
| 19. (-) | ASTRUD GILBERTO/ <i>Compact Jazz</i> | (Verve) |
| 20. (-) | ORIGINAL SOUNDTRACK BIX/ <i>Various Artists</i> | (RCA) |

Compiled by sales reports from the following retailers: Bote & Bock/Berlin, Crisol/Madrid, Doctor Music/Rome, Fame Music/Amsterdam, FNAC/Brussels, Free Record Shop/Brussels, HMV/London, Jazz Collectors/Barcelona, Jazz Is Back/Munich, Jazz Inn/Amsterdam, Jecklin Musikhaus/Zurich, Music Mecca/Copenhagen, Ricordi/Milano, Ricordi/Roma, Ricordi/Torino, Saturn/Köln, Staffharts/Utrecht, SkivAkademien/Stockholm, Tower Records/London, Virgin/Edinburgh, Virgin/Glasgow, Virgin/Paris, WOM/Munich

Daniel Humair



Surrounded 1964 - 1987 - Blue Flame

A superlative selection from the career of this remarkable drummer. Eric Dolphy, Tete Montoliu, Johnny Griffin, and Joachim Kühn are a few of the fellow masters who accompany him here. Rhythmically flawless, perfect time is merely the starting point for his percussive inventiveness. Like his spiritual father, Max Roach, his drumming adds an essential texture to the music, whether he's playing straight-ahead bop, or more open forms. A wonderful *Walking Shoes* with Gerry Mulligan, a wild *Nite at St. Nick's* with Phil Woods, or an unusual duet with Michel Portal, all demonstrate his extraordinary range. A living treasure, and a fine record. Contact Ilona Ortnor on tel. (49) 7151-544-94; fax: 7151-544-25.

Aziza Mustafa Zadeh

Aziza Mustafa Zadeh - Columbia
Evocative as Debussy, melancholy as a Chopin nocturne, but played with the wave-like lyric force of McCoy Tyner. Add the strange scales of Mogum, the music of her native Azerbaijan, and together they hint at the richness to be discovered in this recording. The writing is almost

classical, the playing definitely jazz in tempo and feel. From the opening track, *Quiet, Alone*, to the last, *Two Candles*, this album demands attention. *Tea on the Carpet* highlights her technique, and *Aziza's Dream* is a ballad "in the tradition." Constantly surprising, each song further confirms the talent and originality of this young player/composer. Surely the debut of the year. Contact Ian Graham on tel. (49) 69-130-5243; fax: 69-285-476.

Various

Blue Bossa, Love Me Blue, Jazz Hot & Blue, Ballads In Blue, So Blue So Funky - Blue Note
Tunes from Blue Note's archives arranged thematically on five CDs. *Heroes of the Hammond* is the subtitle of one, *The Music Of Lennon and McCartney* another. Among many fine, if familiar, cuts are some lesser-known gems, such as Eliane Elias's trio date *Agua De Beber*, from the Bossa Nova collection, or *It's Alright With Me* played scorchingly by Johnny Griffin on the Cole Porter disc. Interesting to hear also Ike Quebec's more laid-back version of the same song that follows. A cool collection of hot tracks that inspires some interesting comparisons and reappraisals. Contact Tony Harlow on tel. (44) 71-486-4488; fax: 71-465-0770.

Vienna Art Orchestra

Chapter II - Amadeo
Austria, and by extension Europe, have in their midst one of the finest, most consistently innovative jazz bands around. In their latest foray this by now veteran group pushes back the borders of swing without losing either their

MOST-PLAYED ALBUMS

- | | |
|---|--------------|
| JOEY CALDERAZZO - <i>The Door</i> | (Blue Note) |
| STEVE COLEMAN - <i>Black Science</i> | (Novus) |
| JON FADDIS - <i>Harnuopia</i> | (Columbia) |
| STAN GETZ - <i>Serenity</i> | (Emarcy) |
| GREAT JAZZ TRIO - <i>Standards</i> | (Alpha Jazz) |
| HARPER BROTHERS - <i>Artistry</i> | (Verve) |
| DONALD HARRISON - <i>For Art's Sake</i> | (Candido-De) |
| KEYVYN LETTAU - <i>Keyvyn Lettau</i> | (Nova) |
| EDDY LOUISS - <i>Trio</i> | (Dreyfus) |
| MICHEL PETRUCCIANI - <i>Playground</i> | (Blue Note) |
| DIANNE REEVES - <i>I Remember</i> | (Blue Note) |
| STUFF SMITH - <i>Jivin' At The Onyx</i> | (Affinity) |

The jazz albums listed above appear alphabetically by artist, and reflect a consensus of airplay among M&M's Jazz Reporters.

senses of humour or time. Recorded live, the band negotiates some tricky charts with impressive zeal. Rudi Berger's violin soars above things, and Thomas Alkier's drumming is always both supple and driving, to mention only two among a raft of good soloists. Of particular interest are *Sicilianische Eröffnung*, *Response From An Outstanding Horn* and *Incubi et Succubi*. Contact Wolf Müller on tel. (83) 15-24-0; fax: 83-13-00.

Paquito D'Rivera & Arturo Sandoval



Reunion - Messidor
Great music by two wonders of modern jazz. Paquito (reeds) and Arturo (trumpet & flugelhorn), former members of renowned Cuban group Irekere, now living in exile, play with a wonderous spirit music to drive all blues away. Aided by pianist Danilo Perez, Fareed Haque on guitar and the fiery percussion of Giovanni Hidalgo, this set of Afro-Cuban jazz simply cooks from start to finish. Check out the title track, Sandoval's *Caprichosos* or the beautiful Chucho Valdés ballad *Claudia*. Contact Goetz Woerner on tel. (49)-69-295-113; fax: 69-288-667.

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Boz Scaggs,
Robben Ford,
Steve Gadd,
Jon Hendricks,
Will Lee,
Ralph McDonald,
Richard Tee

GoJ/vBr 2043



BEN SIDRAN
Cool Parade
Featuring:
Bill Peterson,
Gordy Knudtson,
Bob Malach,
Ricky Peterson

GoJ/vBr 2041



BOB MALACH
Mood Swing
Featuring:
Viny Colaiuta,
Dr. John,
Russ Ferrante,
Robben Ford,
Steve Gadd,
Eddie Gomez,
Will Lee,
Bob Mintzer

GoJ/vBr 2045



RICKY PETERSON
Smile Blue
Featuring:
Hiram Bullock,
Don Alias,
Viny Colaiuta,
Gordy Knudtson,
Bob Malach

GoJ/vBr 2049

The first four albums, available on CD and Cassette.

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A CONSULTANT'S VIEW ON PRODUCTION

Keeping Focused On The Basics

by Donna Halper

Most of the articles I've seen on production tend toward the technical end of things. If you are looking for a discussion of the latest gadgetry and how to use it, there are others who have far more expertise than I.

On the other hand, as I think about what I've heard on the air over the last 11 years of consulting, it becomes clear that good production is a lot more than just being a wizard with the newest equipment. While most major cities today are rapidly converting to the latest technology, in smaller markets production directors of the future are learning their craft on equipment that is about to become obsolete. Not every station has state-of-the-art studios, and some still hand the production director a reel of tape and razor blades with best wishes for a successful career.

So what should an aspiring production director keep in mind? Here are a few suggestions:

● **Don't overlook the basics.** I saw a famous golfer on TV recently. He missed an incredibly easy putt, mainly because he was hurrying and didn't pay attention. How many of you occasionally record across the splice? Amazingly, I still hear this, even in major markets. Do you watch your levels? I've heard commercials where the announcer's voice was drowned out by the music, or vice versa. And as obvious as it may sound, do you take the time to keep the studio clean? Many production directors think it's no longer necessary to do simple (and seemingly thankless) tasks like cleaning the heads, and then wonder why eventually everything they record sounds so muddy.

● **Commercial copywriting is an art.** Some of you may be masters of multi-track, but the fact remains that, at many stations, the production director is not only expected to produce the commercial, but also to write the copy. There is an on-going struggle at many stations between the sales department and the people in programming. Frequently, the two departments don't work together as closely as they should. Someone from sales casually drops a piece of paper with perhaps two facts about the client on the production director's desk and announces the commercials begin that evening at 17.00. Or, the client wants 60 seconds worth of copy in a 30-second spot.

When sales and programming don't cooperate, the end result is a commercial that reflects the pro-

duction director's frustration more than his or her creativity. I suggest the programme director and the production director be invited to sales meetings on a regular basis, and that those in sales attend programming meetings when they can. This keeps misunderstandings to a minimum. It also provides channels for working out problems before they have a chance to grow.

At too many stations, the general manager assumes the production director knows what is wanted. While we are all allegedly in the communication business, it's amazing how poorly we communicate sometimes. Then, when something goes wrong, such as the client disliking the commercial, managers often seem more intent on blaming the production department than on solving the problem and seeing that it doesn't recur.

At stations that are successful, sales and programming know they are allies, not adversaries. I suggest sales managers sit down with the production manager on a frequent basis to discuss potential problem accounts or to convey client concerns. Nothing is more infuriating to a production director than spending hours on a commercial (having been given no guidance whatever) and then being told the client wanted something entirely different.

The wise production director keeps a file on the station's clients. The more information you have about the type of product or service the client offers, the benefits, the better able you are to convey something positive in the commercial.

Ask questions. Be perceived as someone who cares about the clients. The more interested you seem, the more likely the sales department will be to help you. Successful production directors learn it is a good idea to be perceived as a team player, eager to create a commercial that makes a difference.

● **Learn to write conversationally.** Whatever your native language it is important that you don't talk down to your audience. The style should not be professorial. It should seek to inform, but not necessarily to educate. Yet, I still hear commercials where the writing style reminds me of a college course. If the average person (the one who doesn't have a doctorate) has no idea of what you talking about, perhaps the commercial needs to be rewritten.

I hear spots that are too wordy, that wander all over and never get to the point. I also hear some ghastly over-used expressions,

such as "Their friendly, courteous staff will assist you." In fact, would any merchant have an unfriendly, discourteous staff? It's better to find some definite, positive things to say about the subject, rather than resorting to the same old claims that everybody makes.

Research shows consumers are becoming more and more cynical. They don't believe it when they hear "the lowest prices," because everybody says that.

Beware of mistakes in grammar. In the States, some production directors misuse the word "unique." Like the word "pregnant," either you are or you aren't. A good commercial should be written the way you would convey information to a friend. Chances are also good that the time you do make that mistake in grammar or pronunciation of a brand name, that will be the time the client is listening and calls to complain!

So, read over your copy before you record it. Ask yourself if it is understandable, concise, clearly put, and natural. Those artificially smiley voices just sound forced and insincere. If you feel comfortable with what you have written, it will come out much easier when you have to read it.

● **Avoid being too clever.** Not all of us are comedians. If you are not good at humour, don't feel obligated to keep producing funny commercials. At the same time, remember the age of your audience.

Some young production directors get so excited about the new sound effects package they just received that they start inserting them in places where they don't fit at all. I've heard some commercials that sounded perfect for a teenager, except they were aired on a soft Adult Contemporary. Granted, certain national or agency-produced spots get sent to us and we have to run them as is. But when we do have some control, I always remind production managers to make sure the commercial blends in nicely with the station's format and over-all sound.

Also, remember that it's the 1990's. Don't expect your female announcers to use a sexy or excessively breathy style when reading commercials, and don't expect your male announcers to force their voice down into their deepest range. The best announcers know that the key to a good commercial is a warm friendly delivery. Again, just talk to the listeners. Be their friend. If you can find a cute or amusing way to attract their attention in a commercial, by all means do so; but sometimes, a lot

Production Pointers

- Don't overlook the basics.
- Commercial copywriting is an art.
- Learn to write conversationally.
- Avoid being too clever.
- Use third person.

of fancy sound effects just distract them from the message of the commercial. So be creative, but use caution!

● **Use third person.** Although a client may give you a commercial written in the first person (we or I), it is usually best to change it to the third person (he, she, they). For example, I cringe when I hear a station announcer saying, "We have the best pizza in town at Joe's Pizza." Unless your station has turned into a pizza parlour, you should be saying, "They have the best pizza..." Of course, if Joe, himself, or his paid representative comes into the studio to do the commercial, he can say whatever he likes. You, however, should not. Listeners often regard what they hear on the radio as the truth. Better they should hear the sponsor making those claims, and not the radio station. So, unless you are the official spokesperson, change the pronouns.

● **Take pride in your work.** Even in a small market, no matter how you are treated, think of yourself as an important part of the station. Good production directors all start somewhere, most in places where they had old tape recorders and a general manager who seldom spoke to them. Use each station as a learning experience: develop patience, become more organised, maintain a sense of humour even when chaos is breaking out around you. You are the station's ambassador; its link with the business community. Make a favourable impression on the clients, and take pride in your work even when it seems nobody notices.

Without interesting, informative production, no station can prosper. Your talents really do matter, and if you continue to fine-tune and discipline them, you will advance. A good production director needs to learn how to work well under pressure.

Even at the major market level where the big salaries are, there will still be last-minute commercials to produce. So, if you are reading this at some station where you'd rather not be, start by using the time productively. Instead of being angry, put your energy into

learning about the latest trends in music, and the likes and dislikes of your station's target audience. Read as many trade publications as you can. Talk to other production directors and exchange ideas. Listen to production from other markets and other stations; you may not only pick up some helpful tips, but you may also learn what not to do.

Keep a reel of your own production so that you can mark your progress, and try to find somebody in a bigger market to critique you. If your station has a consultant, ask him or her for suggestions too. While not everyone has a lot of time to chat, most of us in the industry don't mind spending some time with someone who is eager to improve. In fact, some PD's that I know are actually flattered when someone in a smaller market (someone who is not job hunting, but is genuinely seeking advice) contacts them and asks for constructive criticism.

To sum up, with the economy a problem in many parts of the world, more and more radio stations are concerning themselves with serving the client by means of outstanding production. Today's production directors are thus, essential, to any commercial station's image. A station with sloppy, poorly done production cannot hope to make the impression it needs to now in such a competitive universe. Where years ago, small stations sometimes felt they had a captive audience, today's listener has so many choices that it is imperative for a station to present a total air-sound that has appeal. And that total air-sound includes good production. Good production, well thought out and well executed, can be accepted as just one more information element at a radio station. And it all begins with you, the person who can make it happen. Good Luck!

Based in Boston, Donna L. Halper specialises as a consultant for small and medium market stations. She can be reached at (617) 786-0666 or faxed at (617) 786-1809.

MUSIC & MEDIA READER PROFILE

“ I find Music & Media's excellent overview of the European market an invaluable ingredient to the magazine's success over its competitors. ”

Clive Dickens Network Head of Music Chiltern Network

Clive Dickens began his radio career at Chiltern Radio in 1982 as a Saturday volunteer. He rapidly rose to his current position as head of music of the Chiltern Network, six FM stations covering the south of England. His main achievement has been pioneering the playing of new bands on daytime radio, whilst still increasing Jicrar on four consecutive samples.



CHILTERN FM NETWORK

T.S.A. is 3.2m, of which they reach 38% each week.

Source: Jicrar 1990

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ATMOSPHERE AND ACOUSTICS

Recording Studios—It's In The Mix

Choosing a recording studio is one of the most important decisions to make in planning the production of a new album or single. But what are the studios themselves doing in order to attract artists to use their facilities?

One of the side effects of the current recession in the recording industry is the increase in competition. Studios are working hard to offer clients the best facilities, both technical and social. In the Benelux, where studios have an excellent reputation, attracting more international acts is seen as one of the keys to success.

Bart Sloothaak, electronics engineer at Wisseloord Studios in Hilversum agrees that attracting international business is the key to fighting recession. "The studio was opened in 1978 with the intention of recording mainly domestic acts but there was a recession soon afterwards.

"A decision was taken to widen the studio's scope and attract international clients. The first two to use Wisseloord were **The Police** and **Status Quo**." He feels that the open mentality of the Dutch is an attraction to possible studio clients. "That and the fact that language is no problem in Holland, attracts many record-



Wisseloord Studios

"What is unusual about the studio is that, unlike most others, it gets daylight inside. It is like a normal house."

— Dan Lacksman, *Synsound*

ing artists here. Dutch acts account for around 20% of our business, the rest is international." The studio, which is owned by

PolyGram International, but operates autonomously, has been home to names like **Elton John**, **Mick Jagger**, **Frankie Goes To**

Hollywood and **T'Pau**. Studio 1 is ideal for big hard rock and pop acts and can accommodate up to 50 musicians. Studio 2 is a little



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

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

WISSELOORD STUDIOS

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smaller but the acoustics are ideal for someone like Elton John while Studio 3 is used as a mixing room.

At Synsound in Belgium they have also taken the international approach, with customers including members of Japan's **Yellow**

complex nearby and plans to open a second studio next year.

One of Holland's newest recording studios is **Soetelieve** in the southern part of the country which features the most up to date technology and equipment

stay a pleasant and enjoyable one," Jagt says. "The studio's facilities include a relaxation room with a bar, which is converted into a restaurant in the evenings. We employ a cook who caters for all tastes including vegetarian and even macrobiotic meals. There are also pinball machines and football games for relaxation."

She adds, "It is important to attract clients from other countries and Soetelieve has been used by French, German, Italian and British artists. The studio is also geared up for all kinds of popular music—we recently had a 40-piece orchestra in for several sessions—and is used for recording jingles and commercials.

"I see my own role as being very similar to that of an A&R

"We are very welcoming to people and the door is open at any time if they want to come around and have a look."

Kitsch was set up by Stevens and his business partner musi-

best equipment available," Stevens says.

"Kitsch offers residential facilities, and our clients become our friends. Although the studio is very close to the

"We are very welcoming to people and the door is open at any time if they want to come around and have a look."

— Bruno Stevens, Kitsh Studios

Music Orchestra, German band **Camouflage**, US rock drummer **Myeke Curry** (who works with **Bryan Adams**) and French singer **Sara Mandiano**. Owner **Dan Lacksman** points out that the ambience and atmosphere of a recording studio is very important in attracting clients.

Studio Ambience

Lacksman is a musician himself, and has worked as a studio engineer since the age of 14. He opened his original 24-track recording studio with the help of royalties he received from an album of synthesiser music he recorded back in the 70s.

"Synsound is based in a converted house north of Brussels. The studio is on the ground floor with live-in accommodation above. What is unusual about the studio is that unlike most others, it gets daylight inside. It is like a normal house, clients can look out and see the big garden or the street. Artists seem to like it, and we are usually fully booked for several months ahead."

Synsound has been so successful that Lacksman has recently bought a second house in the same street, and converted it into several flats for the use of the studio's customers. He has also taken over an old industry

including a Sony 56-channel, computerised mixing board, Quested monitors, and digital and analog recording machines. Studio manager **Inge Jagt** says they have not been affected by the recession. "In fact we are in a position where we have sometimes had to say no to potential

"It makes sense for them to come to Holland, which is very much a melting pot with an informal atmosphere."

— Bart Sloothaak, Wisseloord Studios

customers. Many of Holland's recording studios are concentrated between Hilversum and Amsterdam so there is a lot of competition between them, whereas Soetelieve Studios is in the south of Holland, a beautiful part of the country and an obvious attraction to customers."

Special Facilities

Soetelieve was started by **Paul Stienstra**, a musician himself who has always wanted to have a studio, and opened for business only last summer. "We always do our best to make the clients

person, in that I am making recordings with artists which we then try to sell to record companies. Two productions have been sold already."

The staff at **Kitsch Studios** in Brussels like to consider their facilities to be different from much of the competition. Co-owner **Bruno Stevens** says the atmosphere is informal and artists immediately feel at home.



Control room Studio 3, Wisseloord

owner **Thierry van Roy**, in 1982. Initially it had 16-track facilities and has since grown into one of the leading forces in the Belgian studio world, pioneering several pieces of equipment in the country, including a Publison and an SSL. "We are probably the most expensive studio in Belgium but that is because we have all the

centre of Brussels, it has a back garden, terrace and lawn and affords privacy. Basically we are a home studio with two Mitsubishi's, and SSL and a Neve. Not only do we have the best equipment, some great rooms and good engineers, but our clients like the atmosphere. We want this studio to feel like a



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home, and in fact on our logo we call Kitsch 'the studio with an atmosphere'."

"We have a restaurant for lunches and dinners, a pool room plus facilities like table soccer and rooms for producers to do their private business," says Wisselords' Bart Sloothaak. "We don't

so there is a lot of space but also a great degree of privacy."

Fighting Recession

Sloothaak adds. "We have suffered from the recession but nothing too dramatic, there are still a lot of international acts using the facilities, ranging from Simple



Control room at Kitsch

have any accomodation facilities but within a 10 minute drive of the studio there are many hotels, ranging from cheap to expensive. Schiphol Airport is only 30 minutes away and Amsterdam is the same distance. The studio is situated in the middle of a wood,

Minds to Shirley Bassey. Many of our clients come from Germany—Hilversum is only five hours by road from Hamburg, whereas Hamburg is 10 hours away from Munich, so it makes sense for them to come to Holland, which is very much a melt-

ing pot anyway with a very informal atmosphere."

"Business could maybe be better but even so, we have had our best year yet," says Kitsch's Bruno Stevens. "About 70% of our clients are international, and there is loyalty from them. Michael Nyman has recently been back to mix his album, he has worked here before and wanted to come back. When there is a recession, record companies want to be sure of how their money is being spent, which means that they like to use studios with a good reputation like Kitsch."

He adds that Belgium generally has a good reputation with its recording studios. "There are several good studios in Brussels—we might be the most expensive but are still cheaper than our French, German or UK equivalents."

"Business can be difficult for recording studios in Belgium," Lacksman says. "Some studios have kept their prices artificially low which is bad for business generally—we have to be realistic in what we charge in order to invest in future equipment. I recently formed an association with several other studios to try and combat this. This is a business that I love and want to re-invest in, for everyone's benefit."

Kitsch Studios

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1050 Brussels
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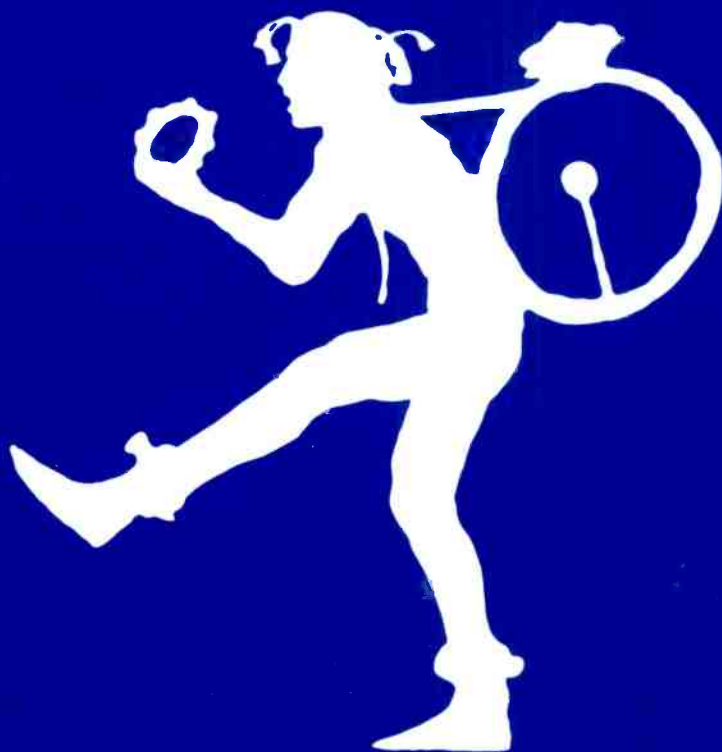
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So, as our studios are not in an old Dutch windmill in a “tulips from Amsterdam” setting and our engineers do not wear wooden shoes while working, there have to be other reasons for our international clients coming to Wisseloord. . .

WISSELOORD STUDIOS

Catharina van Renneslaan 10
1217CX Hilversum – The Netherlands
Telephone: (0)35 - 217256 – Fax: (0)35 - 44881

STATION REPORTS

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

UNITED KINGDOM

BBC RADIO 1/London

Paul Robinson - Prog. Dir.

A List:

AD Seal- The Beginning

B List:

AD Billy Bragg- Sexuality

Cola Boy- 7 Ways To Love

Dan Reed Network- Mix It Up

Driza Bone- Real Love

Jesus Jones- Right Here Right

Rebel Pebbles- Dream Lover

This Picture- Naked Rain

METRO FM/Newcastle

Giles Squire - Prog. Contr.

A List:

AD Cola Boy- 7 Ways To Love

Bee Gees- Only Love

Tony Banks- Gift

Cathy Dennis- Just Another

Lisa Lisa & Cult Jam- Let The

Jive Bunny- Hot Summer Salsa

Beverly Craven- Holding On

Bomb The Bass- Winter In July

Ruby Turner- Vibe Is Right

MC Hammer- They Put Me In

Seal- The Beginning

Heavy D & The Boyz- Now That

Little Angels- I Ain't Gonna

Boy Crazy- That's What Love

PICCADILLY RADIO/Manchester

Keith Pringle - Head Of Music

A List:

AD Natalie Cole- Unforgettable

Whitney Houston- My Name Is

Voice Of The Beehive- Monsters

Alice Cooper- Hey Stoopid

C&C Music Factory- Things That

B List:

AD INXS- Bitter Tears

Omar- There's Nothing Like

OMD- Pandora's Box

GLR/London

Trevor Dann - Head Of Music

A List:

AD Tom Petty- Learning To Fly

Mark Germino- Let Freedom Ring

B List:

AD Bonnie Raitt- Something To Talk

INXS- Bitter Tears

Crowded House- Chocolate Cake

Walter W. Washington- Ain't No

BRMB/Birmingham

Robin Valk - Head Of Music

A List:

AD Aaron Neville- Everybody Plays

Beverly Craven- Holding On

Incognito- Always There

Seal- The Beginning

B List:

AD Whycliffe

Cathy Dennis- Just Another

Ruby Turner- The Vibe Is Right

Cygnat Ring- Love Crime

Nils Lofgren- Walkin' Nerve

Draed Zepellin- Stairway To

Little Angels- I Ain't Gonna

Mighty Lemon Drops- Unkind

Siouxsie/Banshees- Shadowtime

Enemy Within- Thirst

RADIO CLYDE/Glasgow

Alex Dickson - Prog. Dir.

A List:

AD Bee Gees- The Only Love

Aaron Neville- Everybody Plays

Cathy Dennis- Just Another

Seal- The Beginning

B List:

AD Top Number One Dominator

Siouxsie/Banshees- Shadowtime

Chuck Jackson- All Over The

Botany 5- Nature Boy

RADIO CITY/Liverpool

Tony McKenzie - Head Of Music

B List:

AD OMD- Pandora's Box

Jomanda- Got A Love For You

Erasure- Chorus

Yello- Ruberbandman

Jason Donovan- Any Dream Will

Oleta Adams- Circle Of One

RADIO TRENT GROUP/Nottingham

Len Groat - Deputy Prog. Dir.

A List:

AD Gipsy Kings- Baila Me

Sydney Youngblood- Hooked On

Railway Children- Music Stop

B List:

AD Whitney Houston- My Name Is

Bros- Are You Mine

Terry Reid- Fifth Of July

Aaron Neville- Everybody Plays

DOWNTOWN RADIO/Belfast

John Rosborough - Head Of Prog.

A List:

AD Aaron Neville- Everybody Plays

Seal- The Beginning

Bee Gees- Only Love

Bros- Are You Mine

Voice Of The Beehive- Monsters

Mock Turtles- And Then She

CHILTERN RADIO & NORTHANTS

RADIO & SEVERN SOUND/Dunstable/

Northampton/Gloucester

Clive Dickens - Head Of Music

A List:

AD Cola Boy- 7 Ways To Love

Beverly Craven- Holding On

B List:

AD Julian Cope- Head

Yes- Saving My Heart

Whycliffe- I Tried

GWR/Bristol/Swindon

Andy Westgate - Head Of Music

B List:

AD John Farnham- Burn For You

Banderas- She Sells

INXS- Bitter Tears

Bros- Are You Mine

Love & Money- My Love Lives

Stevie Wonder- Gotta Have You

RADIO FORTH/Edinburgh

Colin Somerville - Head Of Music

A List:

AD Bros- Are You Mine

C&C Music Factory- Things That

Whitney Houston- My Name Is

Guns N Roses- You Could Be

Kenny Thomas- Thinking About

Vanilla Ice- Rollin' In My

RED ROSE/Preston/Blackpool

Kenni James - Head Of Music

B List:

AD Whitney Houston- My Name Is

Seal- The Beginning

Amy Grant- Every Heartbeat

Cathy Dennis- Just Another

Michael Bolton- Time Love

ATLANTIC 252/County Meath

Paul Kavanagh - Head Of Music

A List:

AD Omar- There's Nothing Like

Wilson Phillips- The Dream Is

Incognito- Always There

Alice Cooper- Hey Stoopid

HORIZON RADIO & GALAXY

RADIO

Milton Keynes/Bristol

Clive Dickens - Head Of Music

A List:

AD Bomb The Bass- Winter In July

Party- Summer Vacation

Shades Of Rhythm- Sound Of

B List:

AD Patti Day- Right Before

Botany 5- Nature Boy

Chuck Jackson- All Over The

RADIO HALLAM/Sheffield

Dean Pappal - Head Of Music

B List:

AD Bee Gees- The Only Love

Honeychild- More Than The

Cola Boy- 7 Ways To Love

Milltown Bros.- Apple Green

Seal- The Beginning

Extreme- Get The Funk Out

Terry Reid- Fifth Of July

Judie Tzuke- Outlaw

Queensryche- Best I Can

Jimmy Soul- If You Wanna Be

DJH- I Like It

Cubic 22- Night In Motion

Carter USM- Sheriff Fatman

Alice Cooper- Hey Stoopid

Natalie Cole- Unforgettable

Bros- Are You Mine

INXS- Bitter Tears

Whitney Houston- My Name Is

C&C Music Factory- Things That

Top Number One Dominator

Aaron Neville- Everybody Plays

RADIO BROADLAND/Norwich

Dave Brown - Head Of Music

A List:

AD Bee Gees- The Only Love

Billy Griffin- Technicolor

Aaron Neville- Everybody Plays

Siouxsie/Banshees- Shadowtime

Little Angels- I Ain't Gonna

Londonbeat- A Better Love

Bros- Are You Mine

Riff- My Heart Is Failing Me

Cathy Dennis- Just Another

FOX FM/Oxford

Steve Ellis - Prog. Contr.

A List:

AD Beach Boys- Do It Again

C&C Music Factory- Things That

Cathy Dennis- Just Another

DJH- I Like It

INXS- Bitter Tears

Chuck Jackson- All Over The

Nils Lofgren- Walkin' Nerve

Londonbeat- A Better Love

Kirsty MacColl- Walking Down

Moody Blues- Say It With Love

Seal- The Beginning

RTL 208/London

Jeff Graham - Prog. Dir.

PP INXS- Bitter Tears

Guns N Roses- You Could Be Mine

A List:

AD 35 Summers- I Didn't Try

Ian McNabb- Great Dreams Of

B List:

AD Rebel MC- Tribal Base

Incognito- Always There

C&C Music Factory- Things That

Seal- The Beginning

Whitney Houston- My Name Is

Little Angels- I Ain't Gonna

Cathy Dennis- Just Another

SWANSEA SOUND/Wales

Rob Rendry - Head Of Music

B List:

AD Londonbeat- A Better Love

Jive Bunny- Hot Summer Salsa

Aaron Neville- Everybody Plays

INVICTA FM/Canterbury

Johnny Lewis - Head Of Music

B List:

AD Tom Petty- Learning To Fly

Color Me Badd- I Wanna Sex You

Cher- Love & Understanding

Incognito- Always There

Rod Stewart- The Motown Sng

Bryan Adams- Everything I Do

Whitney Houston- My Name Is

Sonia- Only Fools

Chesney Hawkes- I'm A Man Not

Omar- There's Nothing Like

Lenny Kravitz- It Ain't Over

OMD- Pandora's Box

Jason Donovan- Any Dream Will

INXS- Bitter Tears

Chris Rea- Looking For The

Moody Blues- Say It With Love

Alice Cooper- Hey Stoopid

Erasure- Chorus

Natalie Cole- Unforgettable

Sydney Youngblood- Hooked On

Kenny Thomas- Thinking About

Paula Abdul- Rush Rush

OCEAN SOUND/POWER FM/Faraham

Jim Hicks - Head Of Music

B List:

Screaming Jets- C'Mon

Billy Griffin- Technicolor

BEACON RADIO/Wolverhampton

Peter Wagstaff - Prog. Dir.

A List:

AD Cher- Love & Understanding

Latour- People Are Still

Whitney Houston- My Name Is

Billy Griffin- Technicolor

OMD- Pandora's Box

Massive- Safe From Harm

Alice Cooper- Hey Stoopid

Driza Bone- Real Love

Crowded House- Chocolate Cake

STATION REPORTS



Philippe Nossent - Prog. Dir.
PP Extreme- More Than Words
AD Stephan Eicher- Dejeuner En OIO- Almeria
AL Stephan Eicher

RMC COTE D'AZUR/Monte Carlo
AD Amina- Le Dernier Qui A Parlé
Dave Stewart- On Fire

RIVIERA RADIO/Monaco
Daavid Fortune - Music Dir.
AD T'Pau- Only A Heartbeat
Hue & Cry- My Salt Heart
Rod Stewart- The Motown Song
Bee Gees- When He's Gone
Kaoma- Dança Togo Mago

GERMANY

SWF 3/Baden Baden
Ulli Frank - DJ/Prod.
A List:
Jason Donovan- Any Dream Will
Beverley Craven- Woman To
Erasure- Chorus
Roxette- Fading Like A Flower
Chesney Hawkes- The One And
KLF- Last Train To
Chesney Hawkes- I'm A Man Not
Mike & The Mechanics- Ward Of
Kraftwerk- The Robots
AD Zucchero/Young- Senmza Una

WDR 1/Cologne
HIT CHIPS - Weekdays 1-3 PM
Werner Hoffmann - Prod.
AD Jason DonoVan- Any Dream Will
Billy Bragg- Sexuality
Alice Cooper- Hey Stupid
Escape Club- I'll Be There
Huey Lewis- It Hit Me Like A
Dr. Alban- Stop The Pollution
Ten Sharp- You
Kraftwerk- The Robots

WDR 1/Cologne
POP SESSION - Weekdays 6-8 PM
Hans-Holger Knocke - Prod.
Selection Thomas Koch
A List:
Taj Mahal- Squat That Rabbit

Gang Starr- Lovesick
Axel Schulz- Ili Und Der March
Dubrovniks- Love Is On The
Aaron Neville- Louisiana 1927
Chris Witley- Poison Girl
Culture- Old Tattoo
Cleveland Watkins- Movie Star
Chuck Trees- Nena
Billy Cobham- Stratos

WDR 1/Cologne
SCHLAGERRALLYE - Sat. 1-3 PM
Wolfgang Roth - Prod.
AD Mo- Sunday Morning
Man Go Fish- I Do Believe
Billy Bragg- Sexuality
Huey Lewis- It Hit Me Like A
Escape Club- I'll Be There
Kraftwerk- The Robots

SDR 3/Stuttgart
Hans Thomas - Prod.
PP Bryan Adams- Everything I Do
AL Van Halen

RB 4/Bremen
Axel Sommerfeld/
Burghard Rausch - DJ/Prod.
AD Bryan Adams- Everything I Do
Daryl Braithwaite- Higher Than
Jo Cang- Islands
Desmond Child- Love On A
Erasure- Chorus
Firehouse- Don't Treat Me Bad
Incognito- Always There
Omar- There's Nothing Like
Rhythm Syndicate- PASSION
Screaming Target- Knowledge
ZZ Top- Hamburger Man

RADIO 4U/Berlin
Peter Radzuhn - Prog. Dir.
Bernd Albrecht - Prog. Dir.
A List:
AD Kraftwerk- The Robots
Pet Shop Boys- Jealousy
INXS- Bitter Tears
All About Eve- Farewell Mr.
Candy Kings- For What It's
Huey Lewis- It Hit Me Like A
O.M.D.- Pandora's Box

B List:
AD Cathy Dennis- Touch Me
T'Pau- Whenever You Need Me
Gary Clail- Food Clothes
Stevie Wonder- Gotta Have

Conspiracy- I Don't Need A
Jo Cang- Islands
Vanilla Ice- Rollin' In My S.O.
AL Wishbone Ash
G.W. McLennan

RIAS 2/Berlin
Henry Gross/Andreas Dorfmann -
Head Of Music
AD Umberto Tazzi- Gli Innamorati
Lavine Hudson- All I Need
Huey Lewis- It Hit Me Like A

RSH/Kiel
Martin Schwebel - Head Of Music
PP Wolf Maahn- 100.000 Meilen
AD David Hasselhoff- Da The Limbo
Die Prinzen- Gobi & Klaus
Bryan Adams- Everything I Do
Bananarama- Long Train

RADIO FFH/Frankfurt
Sabine Neu - Head Of Music
PP Rembrandts- Someone
AD Color Me Badd- I Wanna Sex
Bonnie Raitt- Something To
Blue System- Testamente
Gloria Estefan- Con't Forget
Tom Petty- Learning To Fly
INXS- Bitter Tears
T'Pau- Whenever You Need Me

HUNDERT,6/Berlin
Fred Schoenagel - Head Of Music
PP David Hasselhoff- Do The Limbo
Natalie Cole- Unforgettable
AD Wolfgang Ziegler- Hass Mich
Sailor- La Cumbia
Romantic Flamingos- Hey
Bananarama- Long Train
Dieter Krebs- Ich Bin Der
Carola- Captured By A
Cher- Love And Understanding

DT 64/Berlin
Wolfgang Martin - Head Of Music
A List:
Paula Abdul- Rush Rush
Clash- Should I Stay Or
New Kids On The Block- Call It
Kylie Minogue- Shocked
Michele Baresi- Süssie Liebe
Stoppok- Der Nackte Man
Terry Hoax- Waterland
Fury/Slaughterhouse- Romantic
Nina Hagen- Hold Me
Smiles In Boxes- Citizens Are
Rausch- Eternity
Chicoree- Freunde
Swimming The Nile- The Monkey
Throw That Beat- Rockin'
Fehlfarben- Einsam
Fair Sex- Cold Contempt
Keimzeit- Amsterdam
H.R. Kunze- Alles Gelogen
FM Einheit- Frühlingserwachen

RTL/GERMANY/Luxembourg
Stephan Halfpap - Head Of Music
AD Lenny Kravitz- It Ain't Over
Soulsister- Sweet Dreamer

RADIO GONG 2000/Munich
Fredy Kogel - Music Dir.
PP Lenny Kravitz- It Ain't Over
Londonboys- Sweet Soul Music
Rod Stewart- The Motown Song
A List:
AD Cher- Love And Understanding
Gang Starr- Lovesick
Kylie Minogue- Shocked
B List:
AD Blue Pearl- Alive
Fantastischen 4- Hausmeister
Rembrandts- Someone

RADIO GONG/Nuremberg
Steffen Meyer - Music Dir.
AD R.E.M.- Shiny Happy People
Kraftwerk- The Robots
Yello- Rubberbandman
Bee Gees- The Only Love
Technotronic- Move That Body
Michael Bolton- Love Is A

RADIO GONG/Nuremberg
Mathias Hofmann - Music Dir.
PP Cher- The Shoop Shoop Song
Roxette- Fading Like A Flower
Paula Abdul- Rush Rush
Lenny Kravitz- It Ain't Over
Soft Cell- Tainted Love
AD Rod Stewart- The Motown Song

RADIO CHARIVARI/Nuremberg
Mathias Hofmann - Music Dir.
PP Cher- The Shoop Shoop Song
Roxette- Fading Like A Flower
Paula Abdul- Rush Rush
Lenny Kravitz- It Ain't Over
Soft Cell- Tainted Love
AD Rod Stewart- The Motown Song

STAR'SAT RADIO/Grünwald
Jo Lueders - Prog. Dir.
AD Sheila E- Droppin' Like Flies
Tom Petty- Learning To Fly
Aaron Neville- Everyday
Ray Stevens- Working For The
Chesney Hawkes- I'm A Man Not
Peabo Bryson- Can You Stop

RADIO REGENBOGEN/Mannheim
Rolf Balschbach - Music Dir.
PP Gypsy Kings- Baila Me
AD Chesney Hawkes- I'm A Man Not
Angie Layne- Gimme All Your
Stefan Wagershausen- Die Angst

Huey Lewis- It Hit Me Like A
Cher- Love And Understanding
Tommy Page- Whenever You Close
AD Arthur Baker- Let There Be
Aretha Franklin- Everyday
Stephanie- You Don't Die From
Jason Donovan- Any Dream Will

RADIO XANADU/Munich
Benny Schnier - Head Of Music
A List:
Marc Cohn- Walking In Memphis
Southern Sons- Heart In
Glass Tiger- AnimalHeart
Clash- Rock The Casbah
Huey Lewis- Couple Days Off
Restless Heart- Long Lost
Kane Roberts- Does Anybody
AC/DC- Are You Ready
Simple Minds- See The Lights
Roxette- Fading Like A Flower

SCHWARZWALD RADIO/Freiburg
Pete Traynor - Head Of Music
AD Deuces Wild- This Boy
Crystal Waters- Gypsy Woman
T'Pau- Whenever You Need Me
Burkhard Brozart- Verrückt

RADIO SALÜ/Saarbrücken
Adam Hahne - Prog. Dir.
PP Tony Banks- I Wanna Change
Rod Stewart- The Motown Song
Lenny Kravitz- It Ain't Over
Electronic- Get The Message
Paula Abdul- Rush Rush
A List:
Joe Jackson- Stronger Than
Simple Minds- See The Lights
Yes- Lift Me Up
Crystal Waters- Gypsy Woman
Deacon Blue- My Swaying
Beverley Craven- Promise Me
Hue & Cry- My Salt Heart

AL Zuchero

RADIO T.O.N./Bad Mergentheim
REINHARD BÄRENZ - HEAD OF MUSIC
PP Kim Appleby- Mama
AD Erasure- Chorus
Rod Stewart- The Motown Song
Father Father- Love Life And
Marc Cohn- Walking In Memphis
Chesney Hawkes- I'm A Man Not
Gipsy Kings- Baila Me
Lenny Kravitz- It Ain't Over
Moody Blues- Say It With Love

RADIO NRW/Oberhausen
Jeff Van Gelder - Head Of Music
AD Blue System- Testamente
Stefan Wagershausen- Angst
Huey Lewis- It Hit Me Like A
Pe Werner- Kribbeln Im Bauch
Mylene Farmer- Désenchantée
Sailor- La Cumbia
Tony Banks- I Wanna Change

RADIO F/Nuremberg
Sigi Hoga - Prog. Dir.
A List:
Hartz/Kaczman- Katamaran
Rod Stewart- Rhythm Of My
Amy Grant- Baby Baby
PM Sampson- How I Miss You
AD Sacco & Macetti- What They Call
Zucchero/Young- Senza Una
Blue System- Testamente
Xanadu- Ein Tag Eine Nacht
Bernie Paul- You For Me And
Paula Abdul- Rush Rush

RADIO RT4/Reutlingen
Dorothee Seyser - Music Director
AD Deuces Wild- This Boy
Natalie Cole- Unforgettable
Jason Donovan- Any Dream Will
Chesney Hawkes- I'm A Man Not
Amy Grant- Every Heartbeat

RADIO FFB - UKW 91.7/Fürsten-
feldbruck
Chris Baumann - Head Of Music
PP Michael V.Bolton- Love Is A
Lavine Hudson- All I Need
Mylene Farmer- Désenchantée
Zucchero/Young- Senza Una
AD Scorpions- Wind Of Change
Paula Abdul- Rush Rush
Katia Maria Yerlin- No Lubida
Sydney Youngblood- Hoaked
Wolfgang Ziegler- Hass Mich

ITALY

RETE 105/Milan
Alex Peroni - Prog. Dir.
A List:
Crystal Waters- Gypsy Woman
Rozalla- Faith
Terry Ronald- Calm The Rage
Rodeo Jones- City Life
Ziggy Marley- Kozmik
AD All About Eve- Farewell Mr.
Spider- Who Do You Love

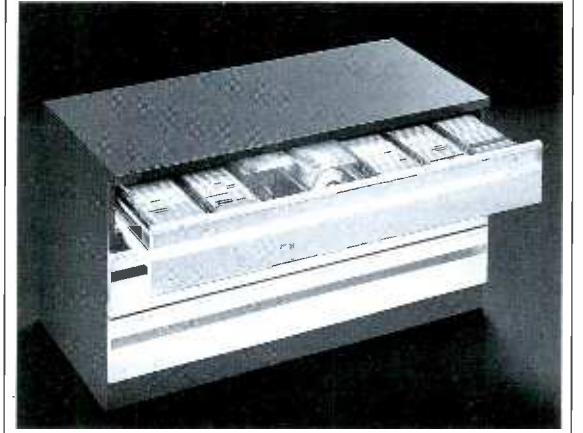
Deacon Blue- Your Swaying
Cher- Love And Understanding
AL Stefano Secchi
Seal
Roachford
Bingoboy
R.E.M.

RAI STEREOUNO/Rome
E.Molinari - Dir.
E.Bellisario - Prog. Dir.
PP Crystal Waters- Gypsy Woman
Gino Paoli- Quattro Amici
Michael Bolton- Love Is A
Ladri Di Biciclette- Lunga Vita
Raf- Siamo Soli Nell'Immenso
AD Roberto Vecchioni- Piccole
Scorpions- Wind Of Change
Black- Learning How To Hate
Double Dee- Don't You Feel
Bingoboy- How To Dance
Jimmy "Bo" Horne- Sittin' On
Ladri Di Biciclette- Bella
Kirsty MacColl- Walking Down
Richie Havens- It Ain't Over
Kym Mazelle- No One Can Love
Vanilla Ice- Satisfaction
Deacon Blue- Your Swaying

RADIO DIMENSIONE
SUONO/Rome
Carlo Mancini - Music Director
PP Kenny Thgomas- Thinking About
Bryan Adams- Everything I Do
Crystal Waters- Gypsy Woman
Lenny Kravitz- It Ain't Over
Prince- Get Off
AD Stevie Wonder- Fun Day
Terry Ronald- Calm The Rage
Sydney Youngblood- Hoaked
Danii Minogue- Jump To The
O.M.D.- Pandora's Box

R.T.L. 102.5 HITRADIO/Bergamo
Luca Viscardi - Head Of Music
Grant Benson - DJ/Prod.
AD Psychedelic Furs- Until She
Incognito/Brown- Always There
Bryan Adams- Everything I Do
Riccardo Cocciante- Vivi La
Matia Bazar- Si Puo'
Robbie Nevil- Just Like You

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STATION REPORTS

AL Clive Griffin
Spagna
Gipsy Kings

RADIO BABBOLEO/Genova
Lenny - Prog. Dir.
PP Biaggio Antonacci- Pero Ti Amo

A List:
Crystal Waters- Gypsy Woman
Simple Minds- See The Lights
Seal- Future Love Paradise
R.E.M.- Losing My Religion
Joy Salinas- Rockin' Romance
Blessing- Highway 5
Bliss- Watching Over Me
Lamont Dozier- The Quiet's Too
Huey Lewis- Couple Days Off
Banderas- This Is Your Life

ANTENNA DELLO STRETTO/Messina
Filippo Pedeli - DJ
PP Jimmy "Bo" Horne- Sitting At
AD Spagna- Only Words
Lena P- Hard To Be A Lover
Francesco Salvi- Ignorante
AL Adriano Celentano

RADIO STAR/Vicenza
Maurizio Maressi - Prog. Dir.
PP Hue & Cry- She Makes A Sound
AD Double Dee- Don't You Feel
Moonshine- Live In Joy
FPI Project- For Your Love
Sydney Youngblood- Hooked
Incognito- Always There
AL Paolo Vallesi
Kirsty MacColl

RADIO CLUB 91/Naples
Franco Mory Russo - Prog. Dir.
AD Ziggy Marley- Good Times
Sydney Youngblood- Hooked On
Double Dee- Don't You Feel
Marillion- Cover My Eyes
Feargal Sharkey- I've Got News
Banderas- She Sells
Rod Stewart- The Motown Song
Kim Appleby- Mama
Zucchero- Wonderful World
Vanilla Ice- Satisfaction
AL Les VRP
Doors

POWER RV1 THE BLACK
RADIO/Turin
Paolo Lauri - Head Of Music
PP Keith Washington- Rich In
AD Sonic Family- Never Stop
Kirsty MacColl- Walking Down
Vanilla Ice- Satisfaction
D Rail- Bring It On Down
ML In The House- The Message
Double Dee- Do You Feel
AL FPI Project

RADIO CENTRO SUONO/Rome
Alberto Castelli - Prog. Dir.
PP Aretha Franklin- Everyday
After 7- Nights Like This
Miles Jaye- Sensuous
AD Joy- Shine On
Teddy Pendergrass- I Find

HOLLAND

VERONICA/Hilversum
Hans Van Der Veen - Prog. Dir.
Unico Glorie - Prod.
PP Alice Cooper- Hey Stoopid
A List:
Sailor- La Cumbia

Sniff N' The Tears- Driver's
Bryan Adams- Everything I Do
Paula Abdul- Rush Rush
Ziggy Marley- Kozmik
Stereomc's- Lost In Music
Massive Attack- Safe From Harm
Crystal Waters- Gypsy Woman
Scene- Blauw
Lonnie Gordon- Gonna Catch
Color Me Badd- I Wanna Sex
Gang Starr- Lovesick
Black Crowes- Jealous Again
AD Erasure- Chorus
Bette Midler- From A Distance

NOS/Hilversum
Tom Blomberg - Prod.
PP Rosenberg Trio- Rio Ancho
AL Tom Petty

VARA/Hilversum
Rolf Kroes - Head Of Music
PP Freddy Johnson- No Violins

AVRO/Hilversum
Jan Steeman - Head Of Music
PP Stefano Secchi- I Say Yeah
Eric & His Burden- Don't Let

TROS/Hilversum
Ferry Maat - Head Of Music
PP Scorpions- Send Me An Angel
AD Vaya Con Dios- Don't Cry For
Dimitri Van Toren- Er Staren
Scorpions- Send Me An Angel
Rembrandts- Someone
Normaal- Doar Maak Ik Geen
Rumba Tres- Baila Mi Rumba
Loose Bruce- She's A
Gloria Estefan- Nayib's Song
Natalie Cole- Unforgettable
INXS- Bitter Tears
Alice Cooper- Hey Stoopid
Definition Of Sound- Now Is

KRO/Hilversum
Paul Van Der Lugt - Head Of Music
AD Aretha Franklin- Everyday
Nadieh- Words
Siouxie & The Banshees- Kiss
Golden Earring- Temporary Ma
Roachford- Stone City

NCRV/Hilversum
Jaap De Groot - Prod.
AD Lisa Lisa & Cult Jam- Let The

RADIO NOORD-HOLLAND/Haarlem
Pieter Buijs - Prod.
Bonnie Raitt- Something To
B.B. Queen- I Wanna Be Next
Nadieh- Words
Moody Blues- Say It With Love
Aretha Franklin- Everyday
Mecano- El 7 Del Septiembre
Tom Petty- Learning To Fly
Aaron Neville- Everybody

CFNB/Brunsum
Lou Rowland - Head Of Music
PP Toni Childs- I Got To Go Now
AD Chesney Hawkes- I'm A Man Not
Tom Petty- Learning To Fly
Moody Blues- Say It With Love
AL Marillion

BELGIUM

BRT STUDIO BRUSSELS/Brussels
Jan Hautekiet/Marc Coenen - Prod.
AD Jesus Loves You- Generations

Niagara- La Vie Est Peut
Pale Saints- Kinky Love
Gang Starr- Lovesick
Levian- Interiors
Los Lobos- Bertha
Gary Clail- Escape
Bob Dylan- Blind Willie
Freddy Johnson- No Violins
Wigbert- Moeilikheden
Feargal Sharkey- Women And I
Roachford- Stone City
C&C Music Factory- Things
Candy Skins- Submarine Song
Candy Skins- Blind Willie
Rick Astley- Never Knew Love
Milltown Brothers- Apple Green

AL Tom Petty
G.W. McLennan
Downjones
Psychedlic Furs
Will T. Massey
Screaming Target
Mecano
Crystal Waters

BRT RADIO 2/East Flanders
Rudi Sinia - Prod.
AD Michael Bolton- Love Is A
Enigma- Principles Of Lust
Technoronic- Move That Body
Mylene Farmer- Désenchantée
LaTour- People Are Still
Willy Sommers- Mijn Hart Is
Will Tura- Zools Die Zomer
AL R.E.M.

RTBF RADIO 2/Hainaut
A. Birenne/Ph. Jauniaux
AD Pleasure Game- Le Dormeur
François Feldman- Le Serpent
Roch Voisine- On The Outside
AL François Feldman
Jean-Jacques Goldman

RADIO CONTACT F/Brussels
Jean-Lou Bertin - Prog. Dir.
AD Adeline Hallyday- Les Envies
Massive Attack- Safe From Harm
Plein Soleil- Medley '70
Sandra Kim- Je N'Ai Pas Fini
Gaps- Mama E
Jean-Luc Lahaye- Il Est Parti
Extreme- More Than Words
Jil Caplan- Nathalie Wood
Natalie Cole- Unforgettable
Dr. Alban- No Coke
Queensryche- Silent Lucidity
Bernard Lavilliers- Outremer

RADIO CONTACT NL/Brussels
Danny De Bruin - Prog. Dir.
AD Sailor- La Cumbia
Tatjana- You And Me
Will Tura- Zools Die Zomer
Rolling Stones- Ruby Tuesday
Gabs- Mama E! El
Clouseau- Hilda
Ziggy Marley- Kozmik
Rhyme Beat- Feel The Beat
Erik Van Negen- Geen Zorgen
John Otis- In The Morning
Bert Decorte- Bij Jou
Timmy T- Paradise
Sniff N' The Tears- Driver's
Benny B- Dis Moi Bebe
INXS- Bitter Tears
Willy Sommers- Mijn Hart Is
Left 2 Right- No AIDS

RADIO EXPRES/Antwerp
Marc Dhollander - Head Of Music
AD Kaoma- Danga Tago Mago
Juan Luis Guerra- Burburas
Bee Gees- When He's Gone
Robert Gogoi- Medley

Extreme- More Than Words
Jason Donovan- Any Dream Will

RADIO ANTIGON/Antwerp
Piet Keizer - Dir.
PP Kaoma- Danga Tago Mago
AD Marillion- Cover My Eyes
Sailor- La Cumbia
Radios- She Talks To The Rain
Madonna- Holiday
Chris Rea- Looking For The

RADIO ROYAAL/Hamont-Achel
Tom Holland - Prog. Dir.
PP BB Queen- I Wanna Be Next To
AD Sniff N' The Tears- Driver's
Marillion- Cover My Eyes
Doors- Light My Fire
Bob De Rooy- Giddy Up '90
Lonnie Gordon- Gonna Catch
Vaya Con Dios- Don't Cry Far
Rembrandts- Someone
Timmy T- Paradise
Natalie Cole- Unforgettable
Mecano- El 7 Del Septiembre
Rod Stewart- The Motown Song
Moody Blues- Say It With Love
Taj Mahal- Don't Call Us We'll

AL Mae Moore

SPAIN

RADIO MADRID/SER
Rafael Revert - Music Mgr.
A List:
AD La Frontera- Palabras De Fuego
Black- Feel Like Change

B List:
AD Niños Del Brazil- Los Curvas
KLF- Last Train To Trancental
Tahures Zurdos- Tocare
Vanilla Ice- Play That
Paul McCartney- I've Just
Rosendo- Deja Que Les Diga
Seal- Future Love
El Regreso- Atraccion Fatal
Cabaret Pop- Jimmy Se Va
Fixx- How Much Is Enough
Los Rodriguez- A Los Ojos
2 In A Room- She's Got Me
Highstreet- Yo, Leave The

POPULAR FM/CADENA
COPE/Madrid
Carlos Finaly - Music Director
A List:
AD Duncan Dhu- Mundo De Cristal
Roxette- Fading Like A
Rod Stewart- The Motown Song
Huey Lewis- Couple Days Off

TOP 97.2/Madrid
Raul Marchant - Music Mgr.
A List:
AD Crystal Waters- Gypsy Woman
Azucar Moreno- Mamba
Tennessee- Tu Debes Decidir
La Frontera- Palabras De Fuego
C&C Music Factory- Here We Go
Bob Marley- Could You Be
Banderas- This Is Your Life

RADIO 16/Madrid
Jorge De Anton - Prog. Dir.
PP Roachford- Stone City
Tennessee- Tu Debes Decidir
Bonnie Raitt- Something To
REM- Shiny Happy People
A List:
AD Daniel Ash- Walk This Way

Los Confidentes- Cree En Mi
Pet Shop Boys- Jealousy

SWEDEN

SAF RADIO CITY/Stockholm
Martin Loogna - Head Of Music
B List:

AD Cher- Love & Understanding
Jim Jihad- Stan Ar Inte Stor
Vienna Parade- Wonderland
Aretha Franklin- Everyday
Blue Pearl- Alive
Amy Grant- Every Heartbeat
Robbie Nevil- Just Like You
Desmond Child- Love On A
Unit 3- We Are Family
Jean Paul Wall- Alskning
Yazz- Word's Out
Yasmin- Wanna Dance
Celine Dion- The Last To Know
Heavy D & The Boyz- Now That
Munks Of Funk- Wonderful

CITY 103/Gathenborg
Lars Bodin - Music Director
PP Father Father- Love Life & Life
A List:
AD Rod Stewart- The Motown Song
Cher- Love & Understanding
Ulf Lundell- Pojkarna Långst
Kylie Minogue- Shocked
Flowered Up- Take It
Color Me Badd- I Wanna Sex You

RADIO GOTHENBURG
Leif Wivatt - Head Of Music
B List:
AD Crystal Waters- Gypsy Woman
Roxette- The Big L
Bonnie Raitt- Something To
Jerry Williams- If You See Her
Bryan Adams- Everything I Do
Cher- Love & Understanding
Wilmer X- Mamba Fever
Chris Whitley- Living With The

RADIO P4/Lund
Hans Strandberg - Music Dir.
PP Arthur Baker- Let There Be Love
Glen Frey- Part Of Me Part Of
B List:
AD Dan Reed- Baby Now I
Sanne- Where Blue Begins
Jean Paul Wall- Alskning
Chesney Hawkes- I'm A Man Not
Desmond Child- Love On A
Ulf Lundell- Pojkarna Långst
OMD- Pandora's Box
Sheena Easton- You Can Swing
Bryan Adams- Everything I Do

RADIO LIDINGO/Stockholm
Mikael Orjansberg - DJ/Prod.
AD Color Me Badd- I Wanna Sex You
Bryan Adams- Everything I Do
Lonnie Gordon- I'm Gonna Catch
Black Box- Strike It Up
Paula Abdul- Rush Rush
Jean Paul Wall- Alskning
Karl Keaton- Love Burns

RADIO VSD/Gothenburg
Bosse Hansson - Prog. Dir.
A List:
AD Kylie Minogue- Shocked
Crystal Waters- Gypsy Woman
Cathy Dennis- Touch Me
Erasure- Over The Rainbow

RADIO HUDDINGE/Stockholm
Robert Sehlberg - Prog. Dir.
PP Tomas Ledin- En Dag På Stranden
Terry Ronald- Calm The Rage
A List:
AD Chesney Hawkes- I'm A Man Not
Eva Dahlgren- Gunga Mig
Bryan Adams- Everything I Do
Triplets- You Don't Have To
AL Triplets

NORWAY

NRK/Oslo
Vidar Lonn-Arnesen - Prod.
AD BG King- Jeg Vil Ha 6 Med Deg
Cher- Love Hurts
Starship- Good Heart
Waterboys- Whole Of The

RADIO 1/Oslo
Bjoern Faarlund - DJ
A List:
AD Cher- Love & Understanding
Crystal Waters- Gypsy Woman
Color Me Badd- I Wanna Sex You
Chris Rea- Looking For The
Whitney Houston- My Name Is
B List:
AD Hue & Cry- My Salt Heart
Huey Lewis- It Hit Me Like A

Desmond Child- Obsession
Kim Appleby- Mama
Natalie Cole- Unforgettable
Chesney Hawkes- I'm A Man Not
OMD- Pandora's Box
September When- Mama Won't

RADIO OST/Rade
Siw Mariann Olsen - DJ/Prod.
B List:
AD Roxette- Fading Like A Flower
Madonna- Holiday
Just 4 Fun- All I Really
Cher- Love & Understanding
Sanne- Where Blue Begins

RADIO VEST/Stavanger
BJARTE TJOSTHEIM - HEAD OF MUSIC
PP Tom Petty- Learning To Fly
A List:
AD Sanne- Where Blue Begins
Dafodils- My Kind Of Girl
OMD- Pandora's Box
Alice Cooper- Hey Stoopid
Crowded House- Chocolate Cake
Jackie Quinn- Deep Water

RADIO 102/Haugesund
Egil Houeland - Head Of Music
A List:
AD Tom Petty- Learning To Fly
Crowded House- Chocolate Cake
Bonnie Raitt- Something To
Guns N Roses- You Could Be
Desmond Child- Obsession
B List:
AD Glass Tiger- My Town
Barton/Petersen- Carry Your
UB40- Red Red Wine
AL Tom Petty

STUDENTRADION
TROMSO/Tromso
Rune Hagen - Head Of Music
AD Tom Petty- Learning To Fly
Dr. Alban- Sing Shi-Wo-Wo
Sanne- Where Blue Begins
Guns N Roses- You Could Be
Linton Kwesi Johnson- Story
Rebel Pebbles- Dream Love

RADIO NORD/Harstad
Tom Berg - Head Of Music
A List:
AD Barton/Petersen- Carry Your
Sanne- Where Blue Begins
Desert Rose Band- Come A Little

DENMARK

DANMARKS RADIO/Århus
Leif Wivelsted - Head Of Prog.
AD Bryan Adams- Everything I Do

RADIO VOICE/Copenhagen
Signe Nielsen - Prog. Dir.
A List:
AD Foreigner- Low Down & Dirty
Crowded House- Chocolate Cake
Natalie Cole- Unforgettable
Rebel Pebbles- Dream Lover

RADIO VIBORG
Henning Kristensen/Poul Foged -
Head Of Music
A List:
AD Bob Dylan- Blind Willie McTell
Gloria Estefan- Nayib's Song
B List:
AD Willy Deville- Hello My Lover
Stevie Wonder- Gotta Have You
John Farnham- Burn For You

RADIO HORSSENS/Horsens
Jan Boogaloo - Head Of Music
AD Ya Kid K- Awesome
Erasure- Chorus
Miss B Haven- Til Sommer
Whitney Houston- My Name Is
OMD- Burning

RADIO ABC/Randers
Stig Hartvig Nielsen - Prog. Contr
B List:
AD Bingoboy- Borrowed Love
Ray Stevens- Working For The
Bryan Adams- Everything I Do
Yes- Saving My Heart
Ib Grönbech- De Lange
Ib Grönbech- Læg Dog Mærke

RADIO SYDKYSTEN/Copenhagen
Peter Hald - Head Of Music
AD Gregorian- Once In A Lifetime
Bryan Adams- Everything I Do
Robert Cray- Consequences
Toff- Siik Mig Et Smil
Chesney Hawkes- I'm A Man Not

RADIO HOLBÆK/Holbæk
Stig Nielsen - DJ/Prod.
A List:
AD Pat Benatar- True Love
Bryan Adams- Everything I Do
Sanne- Where Blue Begins

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STATION REPORTS

Sydney Youngblood- Hooked On
Tony Banks- I Wanna Change
Stevie Wonder- Jungle Fever

AD London Boys- Sweet Soul Music
Karl Keaton- Love's Burn
Jason Donovan- R.S.V.P.

Sweetmouth- I Know Why The
Richard Thompson- I Feel So

AL Charlie Coutu
Marshall Crenshaw
Bonnie Raitt
Tom Russell Band

RSR LA PREMIERE/Geneva
Catherine Colombara - Prod.
AL Stephan Eicher
Bernard Lavilliers
François Feldman
Mecano
T'Pau
Massive Attack
De La Soul

RADIO PILATUS/Luzern
Rolf Tschuppert - Music Dir.
PP Marc Cohn- Walking In Memphis
AD Niagara- La Vie Est Peut-Etre
Kaoma- Dança Tago Mago
Pe Werner- Kribbeln Im Bauch
Jean-Jacques Goldman- Ne En 17
Color Me Badd- I Wanna Sex
Stevie Wonder- Gotto Have

Lio- The Girl From Ipanema
Harriet- Woman To Man
Vanilla Ice- Rollin' In My S.O.
Ray Parker Jr.- She Needs
Stewart/Dulfer- Lily Was Here
Lisa Lisa & Cult Jam- Let The
Cher- Love And Understanding
Spider- Who Do You
R.E.M.- Shiny Happy People
Ten Sharp- You
BG Prince Of Rap- This Beat
MC Hammer- Yo! Sweetness

IRELAND

DISCOPRESS/Tampere
Tuija Lindell - Co-Ord.
AD De La Soul- Ring Ring
Technotronic- Move That Body
Hausmylly- Se Musta Mies
Dr. Alban- No Coke
KLF- Last Train To Trancentral

RADIO 100+/Tampere
Pentti Teravainen - Music Dir.
PP Boppers- The Mix
AD Kid Safari- Heaven
Gregorian- Once In A Lifetime
Paat- Shanghai Salamosa

AUSTRIA

ANTENNE AUSTRIA/Vienna
Mario Weitzl - Head Of Music

CD INTERNATIONAL/Bratislava
Peter Lossack - Head Of Music
PP Crystal Waters- Gypsy Woman
AD Soft Cell- Tainted Love
Whitney Houston- My Name Is
Marillion- Cover My Eyes
Toni Childs- I've Got To Go
Cathy Dennis- Touch Me
Secret Wish- Wonder Why
Livia- Ein Freund Ging Nach
Bongo Talk- My Girl
Quartz- Naked Love
Chesney Hawkes- I'm A Man
Lisa M. People
Etta Scolio- Mr. Love
Manfred Mann's- Sikelele
Mariah Carey- There's Got To

SWITZERLAND

DRS 3/Basel
Christoph Alispach - Music Co-ord.
AD Definition Of Sound- Wear Your
Will T. Massey- I Ain't There
Mecano- Una Rosa Es Una Rosa

FINLAND

CENTURY RADIO/Dublin
Declan Meehan - DJ/Prod.
A List:
AD Whitney Houston- My Name Is
OMD- Pandora's Box
Cher- Love & Understanding
Rod Stewart- Have I Told You
Amy Grant- Every Heartbeat

YUGOSLAVIA

STUDIO D/RADIO NOVO MESTO
Rasto Bozic - DJ/Prod.
AD Mariah Carey- There's Got To Be
Dr. Alban- U & Mi

POLAND

POLSKIE RADIO 1 & 2/Warsaw
Bogdan Fabianski - DJ/Prod.
PP Tony Scott- From Da Soul
Jamel-Ski- Let's Do It In To
Neutron 9000- Love's Got A
George McRae- Calling Love
Shawn Christopher- Another
Viktor Lazlo- Teach Me To
R.E.M.- Shiny Happy People
AD Nostredamus- Love Is A Key
Vision Fields- Want You Back
Model 6- Crazy For You

PORTUGAL

CORREIO DA MANHA/Lisbon
Rui Pego - Prog. Dir.
A List:
AD Eve Gallagher- Love Is A Master
Bryan Adams- Everything I Do
Lisa M. People
Sydney Youngblood- Hooked
Rui Veloso- Lançado
B List:
AD Enigma- Principles Of Lust
Ann Peebles- Color My Life

GREECE

ERA 2/Athens
Vassilis Loukas - Head Of Music
AD Amy Grant- Baby Baby
Lenny Kravitz- It Ain't Over
D.J. Jazzy Jeff- Summertime
JGRS JERONIMO GROOVY/Athens
Takis Fotiou - DJ/Prod.
A List:
Dr. Alban- U & Mi
Sofia Vossou- Tell Me
Kylie Minogue- Shocked
Jason Donovan- R.S.V.P.
R.E.M.- Shiny Happy People
Samantha Fox- Hurt Me Hurt Me
Keedy- Save Some Love
Seal- Future Love Paradise
Sheena Easton- What Comes
Soft Cell- Tainted Love

EUROPE

SEVEN X, 98.7 FM/Athens
APOSTOLOS LASKARIDES - Prog. Dir.
PP Ziggy Marley- Kozmik
Bananarama- Long Train
Natalie Cole- Unforgettable
Desmond Child- Love On A
Golden Earring- Going To The
Rod Stewart- The Motown Song
Mike & The Mechanics- Stop
Girl Overboard- I Can't Believe

POP 92.4 FM/Athens
Isaac "Easy" Coutiyl - Prog. Mgr.
A List:
Aaron Neville- Everybody
Roxette- Fading Like A Flower
Sandee- Love Desire

MTV/London
Brian Diamond - Prog. Dir.
NO NEW REPORT RECEIVED

JAZZ STATION REPORTS

JAZZ FM/London
Malcolm Laycock - Prog. Controller
"Presenters Picks" (Daytime):
Charlie Parker- Cole Porter Songbook [Verve]
Kenia- Love Lives On [Denon]
Chet Baker- All Blues [Arco]
Hilton Ruiz- Moments Notice [BMG]
"Somethin' Else" (Nighttime):
Paul Motian- Bill Evans [JMT]
Tammy Payne- Take Me Now [Talking Loud]
Steve Coleman- Black Science [Novus]
Lester Bowie- Organizer [DIW]
Roy Hargrove- Public Eye [Novus]
Power Trio- Power Trio [Novus]
Peter Applebaum- Signs Of Life [Antilles]
Various- Jazz Funk Masterpieces- [M.C.]

FOX FM/Oxford
Alyn Shipton
"Jazz & Big Bands":
Nat King Cole- Big Band Cole [Capitol]
Ellis Marsalis- Trio [Blue Note]
B.Lagrene- Acoustic Moments [Blue Note]
Rebirth Brass Band- Kickin' [Special Deliv.]
King Oliver- Vols. 1 & 2 [BBC]
Blue Mitchell- Blue's Blues [Mainstream]
G.Osby- Man Talk [Blue Note]
C.Freeman- Spirit Sensitive [Indio Nav.]
Various- S'Blue S'Funky [Blue Note]

WEAR FM/Sunderland
Alan Twelftree
"Jazz & Blues Etcetera":
Michel Petrucciani- Playground [Blue Note]
P.Lewis/J.Nolen- Scratchin' [Charly]
Deorah Brown- Deborah [September]
Harold Land- Damisi [Mainstream]
Stuff Smith- Jivin' At The Onyx [Affinity]
B.Coleman/D.Wells- In Paris [Affinity]
Supersax- Plays Bird [Capitol]
Eddie Daniels- This Is Now [GRP]

BBC RADIO SCOTLAND/Edinburgh
Gordon Cruickshank - Presenter
Benny Carter- All Of Me [Bluebird]
Jim Hall- All Across The City [Concord]
Spike Robinson- Stairway To The Stars [Hep]
Various- Jazz Hot & Blue [Blue Note]
Stan Getz- At Storyville [Roulette]
Vince Jones- Trustworthy Little [Intuition]
Stan Kenton- Cuban Fire [Capitol]
Sax Appeal- Flat Out [Hep]
Michael Brecker- Now You See It [GRP]
Tito Puente- Out Of This World [Concord]

JAZZ WELLE PLUS/Munich
Hans Ruland - Prod.
Teddy Wilson- At The Savoy [Black Lion]
Emely Remler- Retrospective (2) [Concord]
Stuff Smith- Jivin' At The Onyx [Affinity]
Soprano Summit- Live at Concord [Concord]
Manhattan Jazz Quintet- Funky [Sweet Basil]
Marian McPartland- Live At Maybeck [Concord]
F.Navarro/T.Dameron- Royal [Fresh Sounds]
D.Ellington- Unreleased 1965-72 [Limelight]
Stan Getz- In Denmark 1958-59 [Olufsen]

SDR/Stuttgart
Hans Thomas - Prod.
New Releases:
Mel Lewis Jazz Orch.- To You [Limelight]
Ellis Marsalis- Trio [Blue Note]
Harper Bros.- Artistry [Verve]
Kenny Warner- Uncovered Heart [Sunnyside]
Michel Petrucciani- Playground [Blue Note]
Re-releases:
Chet Baker Quintet- Baker & Crew [Pacific]

Lennie Tristano- Tristano [Atlantic]
Henry Red Allen- World On A [Bluebird]
T.Jones/P.Adams- Mean What You [Milestone]
Steve Lacy/Don Cherry- Evidence [Prestige]

RADIO GONG 2000/Munich
Bob Borrink - Prod.
"Swing Time":
Claude Thornhill- Tapestries [Charly]
P.Morris Superband- At Town Hall [Concord]
Dick Willebrandts 20 1943 [Grannyphone]
Anita O'Day- In A Mellow Song [DRG]
Barbara Dennerlein- Hot Stuff [Enja]
Count Basie- High Voltage [MPS]
Johnny Dankworth- Vintage Years [Sepia]
Harry Connick Jr.- We Are In Love [Columbia]
Andre Previn- Uptown [Telarc]
Klaus Kreuzeder- Saxappeal [Trick Music]

RADIO BREMEN/Bremen
Torsten Müller - Prod.
Steve Lacy/Mal Waldron- Hot House [Novus]
M.Marsalis- Standard Time (2) [Columbia]
Raducano- Gypsy In Blue [Navigator]
D.Ellington- Jungle Nights [Bluebird]
Tuck & Patti- Dream [Windham Hill]
Betha Hope Trio- In Search [Steeplechase]
D.Harrison Quintet- For Art's Sake [Candid]
T.Dagradi- Images From A Floating [Core/Line]

FRANCE MUSIC/Paris
Claude Carriere
Jean Delmas - Prods.
"Jazz Club":
Eddy Louiss- Trio [Dreyfus]
Dave Frishberg- Let's Eat Home [Concord]
Marlon Jordan- Learson's Return [Columbia]
Great Jazz Trio- Standards [Alpha Jazz]
Clark Terry- Duke w/a Difference [Riverside]
Kevin Hays Quintet- Sweetear [Steeplechase]
Henri Texier Trio- The Scene Is [Label Bleu]
Bessie Smith- Compl.Recordings. [Columbia]
John Lewis- Afternoon In Paris [Dreyfus]
Carmen McRae- The Ultimate [Mainstream]
Enrico Pieranunzi- Parisian Portraits [IDA]

EUROPE 1/Paris
Michel Pacaud - Prod.
"Jazz Mag"
Quincy Jones- Listen Up [WEA]
Michel Patrucciani- Playground [Blue Note]
Dianne Reeves- I Remember [Blue Note]
Jon Faddis- Hornucopia [Columbia]
Vinx- Rooms In My Father's House [IRP]
Joey Calderazzo- In The Door [Blue Note]
Laurent Cugny- Santander [Emarcy]
Various- Rhythystick [Polygram]
Jean-Luc Ponty- Tchokola [Epic]
Eddy Louiss- Trio [Dreyfus]

RADIO CENTRO SUOMO/Rome
Alberto Castelli - Prog. Dir.
Marco Full - Presenter
Dee Dee Bridgwater- In Montreaux [Gala]
Dianne Reeves- I remember [Blue Note]
Jim Beard- Song Of The Sun [CTI]
Jon Lucien- Listen Love [Mercury]
Gary Burton- Cool Nights [GRP]
Steve Coleman- Black Science [Novus]
Robben Ford- Inside Story [WEA]
Ben Sidran- Cool Paradise [Polystar]
Crusaders- Healing The Wounds [GRP]
Keveny Lettau- [Novo]
Carmen McRae- Sarah [Novus]
Eduardo Del Barrio- Free [A&M]
Dory Caimmy- Brazilian Serenata [Qwest]
Cassandra Wilson- She Who Weeps [JMT]

RADIO MONTECARLO/Milan
Novella Massaro - Prod.
"World Music"
Deborah Henson-Conant- Talking Hands [GRP]
Diane Schuur- Pure Schuur [GRP]
Joe Sample- Ashes To Ashes [WEA]
Keveny Lettau- Keveny Lettau [Novo]
Freddie Ravel- Midnight Passion [Polygram]
Michael Franks- Blue Pacific [WEA]
George Howard- Love & Understanding [GRP]

CFNB/Brunssum
Chris Lark - DJ
Branford Marsalis- Crazy People Music [CBS]
Thelonius Monk- Blue Note Years [Blue Note]
Benny Goodman- At Carnegie Hall [CBS]
Various- Happy Ann. Charlie Brown [GRP]
Holly Cole Trio- Girl Talk [Alert]

BRF/Eupen
Walter Eicher - Prod.
Claudio Roditi- Two Of Swords [Candido-Do]
Fredy Studer- Seven Songs [VeraBra]
Cleveland Watkiss- Blessing In [Polydor]
Frank Band- Looser [Jazzhaus]
Donald Harrison- For Art's Sake [Candido-Do]
Salif Keita- Amen [Mango]
Harper Bros.- Artistry [Verve]
Buddy Guy- My Damn Right I've Got [Silvertone]

JAZZ SCENE/Oslo
David Fishel - Prod.
Masqualero- Re-Enter [ECM]
Bill Cosby- My Appreciation [Verve]
Dianne Reeves- I Remember [Blue Note]
Patricia Barber- Split [Floyd/MCA]
Michel Patrucciani- Playground [Blue Note]
John Faddis- Hornucopia [Columbia]
Shirley Horn- You Won't Forget Me [Verve]
Yellow Jackets- Greenhouse [MCA]
Bob Mintzer- Art Of The Big Band [DMP]
Walt Weiskopf- Exact Science [Iris]

DANMARKS RADIO/Frederiksberg
Ole Mattiensen - Prod.
"Jazz News":
The End- Matter Of Fact [Stunt]
Kenny Baron- Invitation [Cris Cross]
Niels Ryde Septet- Traffic Jam [Olufsen]
Dave Holland- Extensions [ECM]
J.Hall/B.Brookmeyer- Town Hall [Limelight]
John Swana- Introducing [Cris Cross]
Amer.Jazz Orch.- Central City [Limelight]
Tete Montoliu- Sweet 'N Lovely [Fresh Sound]
Jesper Thilo- Shufflin' [Music Mecca]

RADIO JAZZ/Copenhagen
Soren Svagin - Prod.
Jesper Thilo- Shufflin' [Music Mecca]
T.Clausen/G.Burton- Cafe Noir [MA Music]
Stan Getz- Serenity [Emarcy]
Page One- At Ronnie Scott's [Storyville]
New Jungle Orch.- In Chicago [Olufsen]
T.Frank Quartet- Bewitched [Stunt]
Danish Radio Big Band- Crackdown [Hep]

DRS-2/Zurich
Willy Bischof - Prod.
Stan Getz- Serenity [Emarcy]
Great Jazz Trio- Standards [Alpha Jazz]
Sheila Jordan- Last & Found [Muse]
Quest- Of One Mind [CMP]
Mick Goodrick- Biarhythms [CMP]
Vincent Herring- Evidence [Landmark]
Ralph Peterson- The Fa'tet [Blue Note]
Bobby Watson- Post-Motown-Bop [Blue Note]
Joey Calderazzo- In The Door [Blue Note]

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THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED
1	1	R.E.M.	Out Of Time - Warner Brothers	UK.F.D.B.NL.E.A.CH.S.PDK.I.N.SF.GR.Ir	35	36	Juan Luis Guerra & 4.40	Bachata Rosa - Karen	NL.E.P	69	54	Huey Lewis & The News	Hard At Play - EMI USA	D.CH.DK.SF
2	2	Roxette	Joyride - EMI ▲	UK.D.B.NL.E.A.CH.S.DK.N.SF.GR.Ir	36	46	Harry Connick Jr.	We Are In Love - Columbia	UK	70	61	The Waterboys	Best Of 81-90 - Chrysalis	UK.D.P.GR.Ir
3	3	Eurythmics	Greatest Hits - RCA ▲2	UK.D.B.NL.E.A.CH.S.DK.I.SF.GR.Ir	37	30	Electronic	Electronic - Factory	UK.S.DK.GR.Ir	71	63	Sergio Dalma	Sintiendonos La Piel - Horus	E
4	4	Seal	Seal - ZTT/WEA	UK.F.D.B.NL.E.A.CH.S.DK.N.GR.Ir	38	43	Gino Paoli	Matto Come Un Gatto - WEA	I	72	65	Elton John	The Very Best Of... - Rocket ▲5	UK.D.B.A
5	7	Scorpions	Crazy World - Mercury ▲	F.D.B.NL.E.A.CH.S.PDK.N.GR	39	24	Deacon Blue	Fellow Hoodlums - Columbia	UK	73	70	Roch Voisine	Double - GM/Ariola ▲	F
6	5	Rod Stewart	Vagabond Heart - Warner Brothers	UK.F.D.A.CH.S.DK.N.SF.GR.Ir	40	47	Adriano Celentano	Il Re Degli Ignoranti - Clan	I	74	66	Soundtrack - Dances With Wolves	Dances With Wolves - Columbia	D.E.A.CH.DK
7	10	Cher	Love Hurts - Geffen	UK.D.NL.A.S.DK.N.Ir	41	45	M.C. Hammer	Please Hammer Don't Hurt 'Em - Capitol ●	UK.F.D.P.GR	75	78	Pino Daniele	Pino Daniele Tra Musica E Magia - EMI	I
8	8	Michael Bolton	Time, Love & Tenderness - Columbia	UK.D.NL.E.A.CH.S.PDK.N.SF.GR.Ir	42	40	Fredericks, Goldman & Jones	Fredericks, Goldman & Jones - Columbia ▲	F.B	76	NE	Stephan Eicher	Engelberg - Barclay	CH
9	6	Soundtrack - The Doors	The Doors - Elektra	UK.F.D.B.NL.E.A.CH.P.DK.SF.GR.Ir	43	44	The Doors	The Best Of The Doors - Elektra	UK.NL.CH.SF.Ir	77	75	Madonna	The Immaculate Collection - Sire	UK.NL.Ir
10	9	Simple Minds	Real Life - Virgin	UK.F.D.B.NL.E.A.CH.S.PDK.I.GR	44	31	E.M.F.	Schubert Dip - Parlophone	UK.D.DK.SF.GR.Ir	78	98	Duncan Dhu	Supernova - D.R.O.	E
11	11	Skid Row	Slave To The Grind - Atlantic	UK.D.CH.S.DK.N.SF.Ir	45	39	Massive Attack	Blue Lines - Wild Bunch/Circa	UK.D.NL.A.S.GR	79	96	Runrig	The Big Wheel - Chrysalis	UK.DK
12	12	Lenny Kravitz	Mama Said - Virgin	UK.F.D.B.NL.E.A.CH.S.GR.Ir	46	49	Technotronic	Body To Body - ARS	UK.D.E.CH.PDK.SF	80	NE	Hue And Cry	Stars Crash Down - Circa	UK
13	13	The KLF	The White Room - KLF Communications	UK.D.B.NL.E.A.CH.S.DK.SF.GR	47	37	Chris Isaak	Wicked Game - Reprise	D.NL.E.P.SF.GR	81	85	Extreme	Extreme II Pornografiti - A&M	UK.NL
14	32	Van Halen	For Unlawful Carnal Knowledge - Warner Brothers	UK.D.NL.CH.S.DK.SF.Ir	48	53	Felix Gray & Didier Barbelivien	Les Amours Cassees - Talar	F.B	82	77	Yannick Noah	Black And What - Carrere	F
15	14	Enigma	MCMXC A.D. - Virgin ▲	F.D.P.I.GR	49	35	Paula Abdul	Spellbound - Virgin	D.B.NL.CH.S.DK.GR	83	83	Umberto Tozzi	Gli Altri Siamo Noi - CGD	I
16	16	Chris Rea	Auberge - East West	UK.F.D.B.NL.CH.SF.GR	50	51	AC/DC	The Razor's Edge - Atco	D.DK	84	NE	Roberto Vecchioni	Il Capolavoro - EMI	I
17	58	Zucchero Fornaciari	Zucchero - London	D.B.NL.S.DK.N	51	50	T'Pau	The Promise - Virgin	UK.DK.Ir	85	NE	Vasco Rossi	Vasco Live 10.7.90 San Siro - EMI	I
18	20	Mylene Farmer	L'Autre - Barclay ●	F.B.CH	52	52	UB40	Labour Of Love II - Virgin	F	86	NE	Kirsty MacColl	Electric Landlady - Virgin	UK
19	25	Bee Gees	High Civilization - Warner Brothers	D.A.CH.DK	53	41	Beach Boys	Very Best Of - Capitol	D.NL.S.DK.SF	87	90	New Model Army	Raw Melody Men - EMI	D
20	18	De La Soul	De La Soul Is Dead - Tommy Boy	UK.D.B.NL.CH.S.DK.SF.GR	54	57	Doe Maar	Doe Maar De Beste - Telstar	B.NL	88	79	Vasco Rossi	Viaggiando - Fonit Cetra	I
21	15	Sting	The Soul Cages - A&M ▲	F.D.E.P.I.GR	55	34	James Last	Pop Symphonies - PolyGram TV	UK	89	RE	Gipsy Kings	Mosaique - PEM	D.P.GR
22	19	Soundtrack - Grease	Grease - Polydor I	F.B.NL.E	56	55	Marco Masini	Malinconia - Ricordi	I	90	89	Coluche	Ses Meilleurs Moments Sur R.F.M. - Polydor	F
23	NE	Marillion	Holidays In Eden - EMI	UK.D.NL	57	NE	Foreigner	Unusual Heat - Atlantic	UK.D.NL.CH.S.DK	91	74	The Saw Doctors	If This Is Rock & Roll - Solid	Ir
24	17	Rolling Stones	Flashpoint - Columbia ●	F.D.B.NL.A.CH.P	58	56	Phil Collins	Serious Hits...Live! - Virgin/WEA	UK.D.NL.DK	92	86	Blue System	Seeds Of Heaven - Hansa/Ariola	D.A
25	22	O.M.D.	Sugar Tax - Virgin	UK.D.CH.S	59	80	Sanne Salomonsen	Where Blue Begins - Virgin	S.DK	93	93	De Kreuners	Het Beste Van - EMI	B
26	23	Bob Marley	Legend - Island	UK.B.NL.S.Ir	60	42	Queen	Innuendo - EMI ▲	D.NL.CH.P.I	94	88	Roberto Vecchioni	Per Amore Mio - EMI	I
27	29	The Stranglers	Greatest Hits 1977-1990 - Epic	UK	61	68	Juan Luis Guerra & 4.40	Ojala Que Lleva Cafe - Karen	E	95	NE	Loquillo Y Los Trogloditas	Hombres - EMI	E
28	26	The Doors	In Concert - Elektra	UK.F.D.B.NL.CH.SF.Ir	62	48	the Rembrandts	the Rembrandts - Atco	D.A.DK	96	92	Riccardo Cocciante	Cocciante - Virgin	B.I
29	28	Patrick Bruel	Alors Regarde - RCA ▲	F.B	63	67	Dexys Midnight Runners	The Very Best Of Dexys Midnight Runners - Mercury	UK	97	87	Roch Voisine	Helene - GM/Ariola	F
30	38	Beverley Craven	Beverley Craven - Epic	UK	64	NE	Bonnie Raitt	Luck Of The Draw - Capitol	UK.NL.N.Ir	98	99	Soundtrack - Twin Peaks/Angelo Badalamenti	Music From Twin Peaks - Warner Brothers	B.P
31	27	Dr. Alban	Hello Afrika - Swemix	D.NL.A.CH.P.GR	65	64	Mano Negra	King Of Bongo - Virgin	F	99	71	Jimmy Somerville	The Singles Collection 1984/1990 - London ▲	D.B
32	21	Kraftwerk	The Mix - EMI	UK.D.B.NL.S.Ir	66	82	Soft Cell/Marc Almond	Memorabilia - Mercury	UK.P.GR	100	NE	Klassiske Mesterværker	14 Klassiske Perler - Columbia	DK
33	33	Mecano	Aidalai - Ariola	B.NL.E	67	59	Gloria Estefan	Into The Light - Epic ●	UK.D.NL.Ir	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	NE	Yello	Baby - Mercury	UK.D.CH.S	68	73	Northside	Chicken Rhythms - Factory	UK	○ = FAST MOVERS NE = NEW ENTRY RE = RE-ENTRY				

THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)
1	15	Cher	The Shoop Shoop Song (It's In His Kiss) - Epic (Alley/Trio/Hudson Bay)	18	25	Scorpions	Wind Of Change - Mercury (Almo/Testatyme Music)	35	40	Francois Feldman	Le Serpent Qui Danse - Phonogram (Marilu/Carol-Line)
2	11	Zucchero Fornaciari & Paul Young	Senza Una Donna (Without A Woman) - London (Warner Chappell/PolyGram/EMI)	19	26	Seal	Crazy - ZTT/WEA (Beethoven Street/Perfect)	36	37	The Doors	Light My Fire - Elektra (Rondar Music)
3	6	Crystal Waters	Gypsy Woman (La Da Da La Da Dee) - A&M PM (BMG)	20	8	Beverley Craven	Promise Me - Epic (Warner Chappell)	37	NE	Bryan Adams	(Everything I Do) I Do It For You - A&M (MCA/Rondar/Zomba)
4	14	Chesney Hawkes	The One And Only - Chrysalis (Warner Chappell)	21	19	Roxette	Joyride - EMI (Jimmy Fun Music)	38	47	Stephan Eicher	Dejeuner En Paix - Barclay (Electric Unicorn)
5	5	Paula Abdul	Rush Rush - Virgin (EMI Songs)	22	4	Ziggy Marley & The Melody Makers	Kozmik - Virgin (Screen Gems/EMI)	39	34	R.E.M.	Losing My Religion - Warner Brothers (Warner Chappell)
6	15	Lenny Kravitz	It Ain't Over 'Til It's Over - Virgin America (Miss Bessie Music)	23	4	Sonia	Only Fools (Never Fall In Love) - I.Q. Records (Hyde Park/Cordello/EMI)	40	26	Timmy T.	One More Try - Quality (RMI)
7	4	Color Me Badd	I Wanna Sex You Up - Giant (Hip Hop/Hirost)	24	4	Les Inconnus	Auteuil, Neuilly, Passy (Rap B.C.B.G.) - Productions Ledermann (Ledermann)	41	36	Jesus Loves You	Bow Down Mister - More Protein (Virgin)
8	10	Amy Grant	Baby Baby - A&M (Age To Age/Edward Grant/Yellow Elephant)	25	3	Kenny Thomas	Thinking About Your Love - Cooltempo (EMI/Rondar)	42	46	This Mortal Coil	You And Your Sister - 4AD (Copyright Control)
9	17	Rod Stewart	Rhythm Of My Heart - Warner Brothers (WB/Jamm/Bibo)	26	3	Gloria Estefan	Remember Me With Love - Epic (EMI)	43	NE	Jason Donovan	Any Dream Will Do - Really Useful (Really Useful)
10	18	the Rembrandts	Just The Way It Is, Baby - Atco (WB/Warner-Tamerlane/Tiger God)	27	10	O.M.D.	Sailing On The Seven Seas - Virgin (Raw Unlimited/Virgin)	44	27	Chris Rea	Looking For The Summer - East West (Magnet)
11	14	Mylene Farmer	Désenchantée - Polydor (Requiem Publishing)	28	3	Cathy Dennis	Touch Me (All Night Long) - Polydor (Chrysalis/Memory Lane)	45	44	Marc Cohn	Walking In Memphis - Atlantic (Copyright Control)
12	7	Roxette	Fading Like A Flower (Every Time You Leave) - EMI (EMI)	29	NE	Chesney Hawkes	I'm A Man Not A Boy - Chrysalis (Trinifold/Plangent Vision)	46	48	Crowded House	Chocolate Cake - EMI (Roundhead/Rebel Larynx)
13	3	Rod Stewart	The Motown Song - Warner Brothers (MCA/Geffen)	30	3	Pet Shop Boys	Jealousy - Parlophone (Cage/10 Music)	47	NE	Gipsy Kings	Baila Me - P.E.M./Columbia (PEM)
14	19	Bee Gees	Secret Love - Warner Brothers (Gibb Brothers/BMG Music)	31	4	Kirsty MacColl	Walking Down Madison - Virgin (Virgin/Warner Chappell)	48	NE	Patrick Bruel	Décale - RCA (14 Productions)
15	10	Michael Bolton	Love Is A Wonderful Thing - Columbia (Warner Chappell)	32	3	Jean-Jacques Goldman	Né En 17 A Leidenstadt - Epic (JRG/Marc Lumbroso)	49	NE	Marillion	Cover My Eyes (Pain And Heaven) - EMI (Charisma/Rondar)
16	6	R.E.M.	Shiny Happy People - Warner Brothers (Warner Chappell)	33	6	Sting	Mad About You - A&M (Magnetic/Regatta/Illegal)	50	NE	Sailor	La Cumbia - RCA (K-Works)
17	10	Seal	Future Love Paradise - ZTT/WEA (Beethoven Street/Perfect)	34	2	Divinyls	I Touch Myself - Virgin America (B.Steinberg/D.Barry/EMI)	The European Airplay Top 50 is compiled from the individual national airplay charts below. Circled songs indicate increased or maintained airplay is expected for the following week			

NATIONAL AIRPLAY

UNITED KINGDOM

Most played records on BBC stations and major independents.

- (1) L.Kravitz - It Ain't Over 'Til It's Over
- (5) Sonia - Only Fools (Never Fall In Love)
- (2) Amy Grant - Baby Baby
- (3) Rod Stewart - The Motown Song
- (19) Chesney Hawkes - I'm A Man Not A Boy
- (4) Kenny Thomas - Thinking About Your Love
- (20) Jason Donovan - Any Dream Will Do
- (17) Paula Abdul - Rush Rush
- (13) The Divinyls - I Touch Myself
- (7) Color Me Badd - I Wanna Sex You Up
- (9) R.E.M. - Shiny Happy People
- (-) Kirsty MacColl - Walking Down Madison
- (-) Bette Midler - From A Distance
- (13) Rod Stewart - Remember Me With Love
- (10) Cher - The Shoop Shoop Song
- (-) Driza Bone - Real Love
- (18) The Doors - Light My Fire
- (-) Salt 'N' Pepa - Do You Want Me
- (-) Erasure - Chorus
- (-) Cher - Love And Understanding

GERMANY

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

- (1) Roxette - Fading Like A Flower
- (2) Zucchero/Paul Young - Senza Una Donna
- (3) Cher - The Shoop Shoop Song
- (4) M.Bolton - Love Is A Wonderful Thing
- (11) Amy Grant - Baby Baby
- (7) Paula Abdul - Rush Rush
- (6) Rembrandts - Just The Way It Is, Baby
- (9) Scorpions - Wind Of Change
- (5) Chesney Hawkes - The One And Only
- (13) Rod Stewart - The Motown Song
- (14) Rod Stewart - Rhythm Of My Heart
- (-) L.Kravitz - It Ain't Over 'Til It's Over
- (8) Bee Gees - Secret Love
- (14) Color Me Badd - I Wanna Sex You Up
- (17) Cathy Dennis - Touch Me (All Night Long)
- (15) Crystal Waters - Gypsy Woman
- (12) Marc Cohn - Walking In Memphis
- (-) O.M.D. - Sailing On The Seven Seas
- (16) Seal - Future Love Paradise
- (20) Soulsister - Sweet Dreamer

FRANCE AM

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

- (3) Mylene Farmer - Désenchantée
- (2) Stephan Eicher - Déjeuner En Paix
- (9) Liane Foly - Goodbye Lover
- (1) J.J.Goldman - Né En 17 A Leidenstadt
- (-) Zucchero/Paul Young - Senza Una Donna
- (6) Seal - Crazy
- (-) Gipsy Kings - Baila Me
- (-) Amina - Le Dernier Qui A Parlé
- (-) Patrick Bruel - Decale
- (-) Bernard Lavilliers - Outremer
- (-) Elmer Food Beat - Je Vas Encore Dormir...
- (-) Roch Voisine - On The Outside
- (7) Les Inconnus - Auteuil, Neuilly, Passy
- (17) J.Hallyday - Diego Libre Dans Sa Tête
- (5) F.Feldman - Le Serpent Qui Danse
- (13) Crystal Waters - Gypsy Woman
- (11) Patricia Kaas - Regarde Les Riches
- (10) Yannick Noah - Saga Africa
- (-) Beverley Craven - Promise Me
- (12) R.E.M. - Losing My Religion

FRANCE FM

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

- (1) Zucchero/Paul Young - Senza Una Donna
- (9) Les Inconnus - Auteuil, Neuilly, Passy
- (2) Beverley Craven - Promise Me
- (3) Seal - Crazy
- (12) Robert Palmer - Mercy Mercy Me/I Want You
- (6) Rod Stewart - Rhythm Of My Heart
- (4) Sting - Mad About You
- (7) R.E.M. - Losing My Religion
- (5) UB40 - Homely Girl
- (10,11) Mylene Farmer - Désenchantée
- (8) Monie Love/True Image - It's A Shame
- (15) Madonna - Rescue Me
- (13) Crystal Waters - Gypsy Woman
- (14,20) F.Feldman - Le Serpent Qui Danse
- (-) Patrick Bruel - Decale
- (16,18) Scorpions - Send Me An Angel
- (7) Paula Abdul - Rush Rush
- (10) W.Houston - All The Man That I Need
- (17) Roch Voisine - On The Outside
- (16) George Michael - Cowboys And Angels

ITALY

Most played records on RAI Stereo Due.

- (-) Terry Ronald - Calm The Rage
- (-) Tom Petty/Heartbreakers - Learning To Fly
- (-) Van Halen - Poundcake
- (3) Seal - Crazy
- (1) Hue And Cry - My Salt Heart
- (-) Marillion - Cover My Eyes
- (-) Gladys Knight - Men
- (15) Aretha Franklin - Everyday People
- (6) Ziggy Marley/Melody Makers - Kozmik
- (-) Space 1 - 4 Peace 4 Unity
- (2) Paula Abdul - Rush Rush
- (3) T'Pau - Whenever You Need Me
- (4) Amy Grant - Every Heartbeat
- (5) Color Me Badd - I Wanna Sex You Up
- (7) Cher - Love And Understanding
- (8) Stevie Wonder - Jungle Fever (LP)
- (9) The Doors - Light My Fire
- (11) Lindy Layton - Wait For Love
- (12) Soft Cell/Marc Almond - Tainted Love
- (13) E.Castello - The Other Side Of Summer

SPAIN

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

- (5) La Unión - Damelo Ya
- (2) Sergio Dalma - Bailar Pegados
- (1) Tennessee - Lluve En Mi Corazon
- (4) Simple Minds - Let There Be Love
- (7) Seguridad Social - Chiquilla
- (11) Loco Mia - Loco Vox
- (8) Gloria Estefan - Seal Our Fate
- (9) Bananarama - Long Train Running
- (10) Los Flechazos - Lo Conseguí
- (14) Héroes Del Silencio - Despertar
- (12) Greta Y Los Garbo - Tu Duice Amor
- (15) N.K.O.T.B. - Call It What You Want
- (16) C&C Music Factory - Here We Go
- (-) La Frontera - Palabras De Fuego
- (18) A.Sanz - Los Dos Cogidos De La Mano
- (17) Oil - Pensando
- (19) Miguel Ríos - Libres
- (-) Black - Feel Like Change
- (20) Los Espectacistas - Wenda
- (-) Los Inhumanos - Aleluya Mix

HOLLAND

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

- (10) Sailor - La Cumbia
- (-) J.L.Guerra/40.4 - Burbujas De Amor
- (14) Cher - The Shoop Shoop Song
- (-) Bryan Adams - I Do It For You
- (5) Crystal Waters - Gypsy Woman
- (17) Ziggy Marley/Melody Makers - Kozmik
- (19) Nadieh - Words
- (8) Color Me Badd - I Wanna Sex You Up
- (3) This Mortal Coil - You And Your Sister
- (-) R.E.M. - Shiny Happy People
- (-) Sniff 'N' The Tears - Driver's Seat
- (2) Crowded House - Chocolate Cake
- (16) Timmy T - Paradise
- (-) Marillion - Cover My Eyes
- (8) Extreme - More Than Words
- (9) The Scene - Blauw
- (12) L.Kravitz - It Ain't Over 'Til It's Over
- (-) Natalie Cole/Nat 'King' Cole - Unforgettable
- (-) Freddy Johnston - No Violins
- (-) Rosenberg Trio - Rio Ancho

AUSTRIA

Most played records on national post station O3. Compiled by Media Control/Baden Baden.

- (1) Seal - Future Love Paradise
- (2) Bee Gees - Secret Love
- (3) Chesney Hawkes - The One And Only
- (4) Rod Stewart - Rhythm Of My Heart
- (5) Jesus Loves You - Bow Down Mister
- (6) Rembrandts - Just The Way It Is, Baby
- (7) Cher - The Shoop Shoop Song
- (8) M.Bolton - Love Is A Wonderful Thing
- (9) Timmy T. - One More Try
- (10,10) INXS - By My Side
- (11) Bingoboy/Princessa - How To Dance
- (12) James - Sit Down
- (13) Mylene Farmer - Désenchantée
- (14) Carola - Captured By A Lovestorm
- (15) Scorpions - Wind Of Change
- (16) Banderas - This Is Your Life
- (17) Pet Shop Boys - Where The.../...Seriously?
- (18) Zucchero/P.Young - Senza Una Donna
- (19) De La Soul - Ring Ring Ring
- (20) Frank Zappa - Bobby Brown Goes Down

SWITZERLAND

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

- (2) Zucchero/Paul Young - Senza Una Donna
- (3) Chesney Hawkes - The One And Only
- (1) Rembrandts - Just The Way It Is, Baby
- (4) Rixton - Fading Like A Flower
- (6) Cher - The Shoop Shoop Song
- (15) Bee Gees - Secret Love
- (8) De La Soul - Ring Ring Ring
- (-) Paula Abdul - Rush Rush
- (13) Roxette - Joyride
- (10,11) Crystal Waters - Gypsy Woman
- (11,14) Yellow - Rubberbandman
- (16) Gipsy Kings - Baila Me
- (18) Ziggy Marley/Melody Makers - Kozmik
- (-) Pet Shop Boys - Where The.../...Seriously?
- (9) Scorpions - Wind Of Change
- (16,19) R.E.M. - Shiny Happy People
- (5) Rod Stewart - Rhythm Of My Heart
- (20) Seal - Crazy
- (-) Aaron Neville - Everybody Plays The Fool
- (7) Mylene Farmer - Désenchantée

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 31. 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 is highlighted in red.

UNITED KINGDOM

- Singles*
- 1 **Jason Donovan** - Any Dream Will Do
 - 2 **Erasure** - Chorus
 - 3 **B.Adams** - [Everything I Do] I Do It For You
 - 4 **Kenny Thomas** - Thinking About Your Love
 - 5 **Color Me Badd** - I Wanna Sex You Up
 - 6 **Bette Midler** - From A Distance
 - 7 **Rod Stewart** - The Motown Song
 - 8 **L.Kravitz** - It Ain't Over 'Til It's Over
 - 9 **Salt N' Pepa** - Do You Want Me
 - 10 **Driza Bone** - Real Love

- Albums*
- 1 **Cher** - Love Hurts
 - 2 **R.E.M.** - Out Of Time
 - 3 **Eurythmics** - Greatest Hits
 - 4 **Seal** - Seal
 - 5 **Stranglers** - Greatest Hits 1977-1990
 - 6 **Beverly Craven** - Beverly Craven
 - 7 **Marillion** - Holidays In Eden
 - 8 **Van Halen** - Far Unlawful Carnal Knowledge
 - 9 **Harry Connick Jr.** - We Are In Love
 - 10 **Deacon Blue** - Fellow Hoodlums

SPAIN

- Singles*
- 1 **Crystal Waters** - Gypsy Woman
 - 2 **Mecano** - El 7 Del Septiembre
 - 3 **Los Manolos** - All My Loving
 - 4 **Antico** - We Need Freedom
 - 5 **The Farm** - All Together Now
 - 6 **Pet Shop Boys** - Where The.../..Seriously?
 - 7 **The KLF** - Last Train To Trancentral
 - 8 **Dr. Alban** - No Coke
 - 9 **J.Travolta/O.Newton-John** - Grease Megamix
 - 10 **Afrika Bambaataa** - Just Get Up And Dance

- Albums*
- 1 **Mecano** - Aidalai
 - 2 **J.L.Guerra & 4.40** - Bachata Rosa
 - 3 **Soundtrack** - Grease
 - 4 **R.E.M.** - Out Of Time
 - 5 **J.L.Guerra & 4.40** - Ojala Que Lleva Cafe
 - 6 **Sergio Dalma** - Sintiendo La Piel
 - 7 **Duncan Dhu** - Supernova
 - 8 **Quillico Y Los Trogloditas** - Hombres
 - 9 **Emilio Aragon** - Te Huelen Los Pies
 - 10 **Status Quo** - Rocking All Over The Years

DENMARK

- Singles*
- 1 **Brian** - De Sku' Ha' No'En Bank
 - 2 **Cher** - The Shoop Shoop Song
 - 3 **Scorpions** - Wind Of Change
 - 4 **Cu'n Move** - Take No Crap
 - 5 **The KLF** - Last Train To Trancentral
 - 6 **Chesney Hawkes** - The One And Only
 - 7 **Mental Generation** - Slam
 - 8 **Zucchero/Paul Young** - Senza Una Donna
 - 9 **Erasure** - Chorus
 - 10 **Rod Stewart** - The Motown Song

- Albums*
- 1 **Sanne Salomonsen** - Where Blue Begins
 - 2 **Klassiske Mesterværker** - 14 Klassiske Perler
 - 3 **Roxette** - Joyride
 - 4 **Bamses Venner** - Lyseblå Dage
 - 5 **Sko/Torp** - On A Long Lonely Night
 - 6 **Michael Bolton** - Time, Love & Tenderness
 - 7 **Johnny Madsen** - Bounty Blue
 - 8 **Rod Stewart** - Vagabond Heart
 - 9 **Beach Boys** - Very Best Of
 - 10 **Seal** - Seal

SWITZERLAND

- Singles*
- 1 **De La Soul** - Ring Ring Ring (Ha Ha Hey)
 - 2 **Scorpions** - Wind Of Change
 - 3 **Zucchero/Paul Young** - Senza Una Donna
 - 4 **M.C. Eugster** - Zillertaler Hochzeitsmarsch
 - 5 **Roxette** - Fading Like A Flower
 - 6 **The KLF** - Last Train To Trancentral
 - 7 **Roxette** - Joyride
 - 8 **Crystal Waters** - Gypsy Woman
 - 9 **Cher** - The Shoop Shoop Song
 - 10 **Technotronic feat. Reggie** - Move That Body

- Albums*
- 1 **Roxette** - Joyride
 - 2 **Stephan Eicher** - Engelberg
 - 3 **Seal** - Seal
 - 4 **Soundtrack** - The Doors
 - 5 **R.E.M.** - Out Of Time
 - 6 **Rod Stewart** - Vagabond Heart
 - 7 **Scorpions** - Crazy World
 - 8 **Simple Minds** - Real Life
 - 9 **Michael Bolton** - Time, Love & Tenderness
 - 10 **Bee Gees** - High Civilization

GERMANY

- Singles*
- 1 **Scorpions** - Wind Of Change
 - 2 **Crystal Waters** - Gypsy Woman
 - 3 **Cher** - The Shoop Shoop Song
 - 4 **Zucchero/Paul Young** - Senza Una Donna
 - 5 **Roxette** - Fading Like A Flower
 - 6 **The KLF** - Last Train To Trancentral
 - 7 **Color Me Badd** - I Wanna Sex You Up
 - 8 **Jesus Loves You** - Bow Down Mister
 - 9 **De La Soul** - Ring Ring Ring (Ha Ha Hey)
 - 10 **O.M.D.** - Sailing On The Seven Seas

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

HOLLAND

- Singles*
- 1 **Crystal Waters** - Gypsy Woman
 - 2 **Extreme** - More Than Words
 - 3 **Color Me Badd** - I Wanna Sex You Up
 - 4 **Zucchero/Paul Young** - Senza Una Donna
 - 5 **Cher** - The Shoop Shoop Song
 - 6 **T99** - Anosthasia
 - 7 **Mannenkoor Karrespoor** - Mooi Man
 - 8 **Scorpions** - Wind Of Change
 - 9 **Sniff 'N' The Tears** - Driver's Seat
 - 10 **R.E.M.** - Shiny Happy People

- Albums*
- 1 **Bob Marley** - Legend
 - 2 **Doe Maar** - Doe Maar De Beste
 - 3 **Lenny Kravitz** - Mama Said
 - 4 **R.E.M.** - Out Of Time
 - 5 **Eurythmics** - Greatest Hits
 - 6 **Het Goede Doel** - Het Beste Van...
 - 7 **Seal** - Seal
 - 8 **Zucchero Fornaciari** - Zucchero
 - 9 **Roxette** - Joyride
 - 10 **Chris Rea** - Auberger

NORWAY

- Singles*
- 1 **Zucchero/Paul Young** - Senza Una Donna
 - 2 **Cher** - The Shoop Shoop Song
 - 3 **Scorpions** - Wind Of Change
 - 4 **B.Adams** - [Everything I Do] I Do It For You
 - 5 **Alice Cooper** - Hey Stupid
 - 6 **Chesney Hawkes** - The One And Only
 - 7 **Color Me Badd** - I Wanna Sex You Up
 - 8 **R.E.M.** - Losing My Religion
 - 9 **The KLF** - Last Train To Trancentral
 - 10 **R.E.M.** - Shiny Happy People

- Albums*
- 1 **Roxette** - Joyride
 - 2 **Michael Bolton** - Time, Love & Tenderness
 - 3 **Cher** - Love Hurts
 - 4 **Zucchero Fornaciari** - Zucchero
 - 5 **Gasolin** - Rabalderstræde
 - 6 **Scorpions** - Crazy World
 - 7 **Tor Endresen** - Solo
 - 8 **Danko/Fjeld/Andersen** - Danko, Fjeld, Andersen
 - 9 **Return** - Fourplay
 - 10 **Bjelleklang** - Dæng Dæng

AUSTRIA

- Singles*
- 1 **Cher** - The Shoop Shoop Song
 - 2 **Scorpions** - Wind Of Change
 - 3 **Chesney Hawkes** - The One And Only
 - 4 **Frank Zappa** - Bobby Brown Goes Down
 - 5 **Jesus Loves You** - Bow Down Mister
 - 6 **Crystal Waters** - Gypsy Woman
 - 7 **Roxette** - Fading Like A Flower
 - 8 **Bee Gees** - Secret Love
 - 9 **The KLF** - Last Train To Trancentral
 - 10 **Bingoboyz & Princessa** - How To Dance

- Albums*
- 1 **Roxette** - Joyride
 - 2 **Eurythmics** - Greatest Hits
 - 3 **Die Hektiker** - Endlich
 - 4 **Seal** - Seal
 - 5 **Scorpions** - Crazy World
 - 6 **R.E.M.** - Out Of Time
 - 7 **Dr. Alban** - Hello Afrika
 - 8 **Rod Stewart** - Vagabond Heart
 - 9 **Bee Gees** - High Civilization
 - 10 **Soundtrack** - The Doors

FRANCE

- Singles*
- 1 **Les Inconnus** - Auteuil, Neuilly, Passy
 - 2 **Mylene Farmer** - Désenchantée
 - 3 **Yannick Naoh** - Saga Africa
 - 4 **Lagaf** - La Zoubida
 - 5 **F.Gray/D.Barbelivien** - E Vado Via
 - 6 **Beverly Craven** - Promise Me
 - 7 **Zucchero/Paul Young** - Senza Una Donna
 - 8 **Mecano** - Hijo De La Luna
 - 9 **Fredericks/Goldman/Jones** - A Nos Actes Manques
 - 10 **Roch Voisine** - On The Outside

- Albums*
- 1 **Mylene Farmer** - L'Autre
 - 2 **Patrick Bruel** - Alors Regarde
 - 3 **Enigma** - MCMXC A.D.
 - 4 **Fredericks/Goldman/Jones** - Fredericks, Goldman & Jones
 - 5 **Soundtrack** - Grease
 - 6 **UB40** - Labour Of Love II
 - 7 **F.Gray/D.Barbelivien** - Les Amours Cassees
 - 8 **Soundtrack** - The Doors
 - 9 **Mano Negra** - King Of Bango
 - 10 **Roch Voisine** - Double

BELGIUM

- Singles*
- 1 **Crystal Waters** - Gypsy Woman
 - 2 **Zucchero/Paul Young** - Senza Una Donna
 - 3 **The KLF** - Last Train To Trancentral
 - 4 **S Paganelli** - Dance Computer 5
 - 5 **Julie Masse** - C'Est Zero
 - 6 **Mylene Farmer** - Désenchantée
 - 7 **F.Gray/D.Barbelivien** - E Vado Via
 - 8 **Pleasure Game** - Le Dormeur
 - 9 **Wamblee** - Anitouni
 - 10 **Cher** - The Shoop Shoop Song

- Albums*
- 1 **De Kreuners** - Het Beste Van
 - 2 **Stef Bos** - Is Dit Nu Later
 - 3 **Bob Marley** - Legend
 - 4 **Willy Sommers** - Sommers 20
 - 5 **The KLF** - The White Room
 - 6 **Mylene Farmer** - L'Autre
 - 7 **Roxette** - Joyride
 - 8 **R.E.M.** - Out Of Time
 - 9 **Francois Feldman** - Magic' Boul'vard
 - 10 **De La Soul** - De La Soul Is Dead

FINLAND

- Singles*
- 1 **Juice Leskinen Grand Slam** - Pienestä Pitäen
 - 2 **Eppu Normaali** - Lensin Matalalla
 - 3 **Madonna** - Holiday
 - 4 **Pet Shop Boys** - Jealousy
 - 5 **Londonboys** - Sweet Soul Music
 - 6 **Bat & Rydd** - Saarna
 - 7 **De La Soul** - Ring Ring Ring (Ha Ha Hey)
 - 8 **Klamydia** - Hihhulit Tuloo
 - 9 **Carola** - Fångad Av En Stormvind
 - 10 **Technotronic feat. Reggie** - Move That Body

- Albums*
- 1 **Roxette** - Joyride
 - 2 **Juice Leskinen Grand Slam** - Taivaan Kappaleita
 - 3 **Skid Row** - Slave To The Grind
 - 4 **Eppu Normaali** - Paskahatun Paluu
 - 5 **Suurlähettiläät** - Omituisten Otusten Kerho
 - 6 **Beach Boys** - Very Best Of
 - 7 **Matti Ja Teppo** - Taivaan Merkit
 - 8 **Pate Mustajärvi** - Pam Pam Pauli Vaan
 - 9 **Hanna Ekola** - Hanna Ekola
 - 10 **R.E.M.** - Out Of Time

GREECE

- Singles*
- 1 **The 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 **The KLF** - 3 A.M. Eternal Live At The SSL

- Albums*
- 1 **R.E.M.** - Out Of Time
 - 2 **Dr. Alban** - Hello Afrika
 - 3 **The KLF** - The White Room
 - 4 **Massive** - Blue Lines
 - 5 **Scorpions** - Crazy World
 - 6 **E.M.F.** - Schubert Dip
 - 7 **Enigma** - MCMXC A.D.
 - 8 **Roxette** - Joyride
 - 9 **Eurythmics** - Greatest Hits
 - 10 **M.C. Hammer** - Please Hammer Don't Hurt 'Em

ITALY

- Singles*
- 1 **Crystal Waters** - Gypsy Woman
 - 2 **Claudio Bisio** - Rappul (Senza Fiato)
 - 3 **Joy Salinas** - Rocking Romance
 - 4 **Banderas** - This Is Your Life
 - 5 **Francesco Baccini** - Qua Qua Quando
 - 6 **L.U.P.O.** - So Hard
 - 7 **Riccardo Cocciante** - Se Stiamo Insieme
 - 8 **Simple Minds** - See The Lights
 - 9 **Space 1** - 4 Peace, 4 Unity
 - 10 **Simple Minds** - Let There Be Love

- Albums*
- 1 **Adriano Celentano** - Il Re Degli Ignoranti
 - 2 **Gino Paoli** - Matto Come Un Gatto
 - 3 **R.E.M.** - Out Of Time
 - 4 **Marco Masini** - Malinconio
 - 5 **Sting** - The Soul Cages
 - 6 **Vasco Rossi** - Viaggiando
 - 7 **Vasco Rossi** - Vasco Live 10.7.90 San Siro
 - 8 **Umberto Tozzi** - Gli Altri Siamo Noi
 - 9 **P.Daniele** - Pino Daniele Tra Musica E Magia
 - 10 **Roberto Vecchioni** - Il Capolavoro

SWEDEN

- Singles*
- 1 **Zucchero/Paul Young** - Senza Una Donna
 - 2 **Scorpions** - Wind Of Change
 - 3 **O.M.D.** - Sailing On The Seven Seas
 - 4 **Pelle Almgren & Wow Lixsom** - Omåomigen
 - 5 **The KLF** - Last Train To Trancentral
 - 6 **Chesney Hawkes** - The One And Only
 - 7 **Paula Abdul** - Rush Rush
 - 8 **Crystal Waters** - Gypsy Woman
 - 9 **Army Of Lovers** - Crucified
 - 10 **Cher** - The Shoop Shoop Song

- Albums*
- 1 **Roxette** - Joyride
 - 2 **Michael Bolton** - Time, Love & Tenderness
 - 3 **Rod Stewart** - Vagabond Heart
 - 4 **Seal** - Seal
 - 5 **Paula Abdul** - Spellbound
 - 6 **O.M.D.** - Sugar Tax
 - 7 **Cher** - Love Hurts
 - 8 **Skid Row** - Slave To The Grind
 - 9 **R.E.M.** - Out Of Time
 - 10 **Scorpions** - Crazy World

IRELAND

- Singles*
- 1 **Jason Donovan** - Any Dream Will Do
 - 2 **Kathy Durkin** - Working Man
 - 3 **Bette Midler** - From A Distance
 - 4 **Christie Hennessy** - Roll Back The Clouds
 - 5 **R.E.M.** - Shiny Happy People
 - 6 **Erasure** - Chorus
 - 7 **B.Adams** - [Everything I Do] I Do It For You
 - 8 **Rod Stewart** - The Motown Song
 - 9 **The Doors** - Light My Fire
 - 10 **Cher** - The Shoop Shoop Song

- Albums*
- 1 **Cher** - Love Hurts
 - 2 **The Saw Doctors** - If This Is Rock & Roll
 - 3 **R.E.M.** - Out Of Time
 - 4 **Rod Stewart** - Vagabond Heart
 - 5 **Christy Moore** - Ride On
 - 6 **Derмот Morgan** - Scrap Saturday - The Tapes
 - 7 **Seal** - Seal
 - 8 **Roxette** - Joyride
 - 9 **Eurythmics** - Greatest Hits
 - 10 **Christy Moore** - Smoke & Strong Whiskey

PORTUGAL

- Singles*
- 1 **Gipsy Kings** - Hotel California
 - 2 **Chris De Burgh** - The Simple Truth
 - 3 **Dr. Alban** - Hello Afrika
 - 4 **Roxette** - Joyride
 - 5 **Technotronic feat. Reggie** - Move That Body
 - 6 **Bobby Vinton** - Blue Velvet
 - 7 **Enigma** - Sadeness Part I
 - 8 **The KLF** - 3 A.M. Eternal Live At The SSL
 - 9 **Snap** - Snap Megamix
 - 10 **Bananarama** - Long Train Running

- Albums*
- 1 **Beach Boys** - The Collection
 - 2 **Enigma** - MCMXC A.D.
 - 3 **Soundtrack** - Music From Twin Peaks
 - 4 **Michael Bolton** - Time, Love & Tenderness
 - 5 **Technotronic** - Body To Body
 - 6 **R.E.M.** - Out Of Time
 - 7 **Supertramp** - The Very Best Of...
 - 8 **M.C. Hammer** - Please Hammer Don't Hurt 'Em
 - 9 **Simple Minds** - Real Life
 - 10 **The Waterboys** - Best Of 81-90

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

New Operations Tips For Broadcasters

Last month's NAB "Small Market Roundtable" in Minneapolis generated many creative ideas for everyday broadcasting situations. Here are some recommendations:

1. Persuade small appliance stores to tune in your radio station on some floor radios used for demonstration, instead of piping in the station over a sound system. Car dealers can also be approached about demonstrating their car audio systems.
2. Conduct volunteer sales training classes at night for prospective sales people. Those with minimal interest will drop out; those with staying power become the serious

contenders, and they've already started their training.

3. Send "thank you" notes to the spouses of employees who have been working extra hours. Ask the spouse what their favorite restaurant is and send the couple there.
4. Offer a cash bonus to staff who refer candidates who are later hired.
5. Work out a deal with a cellular phone company to trade promotions for free usage. One way to work this into a promotion: broadcast from a shopping centre on Mother's Day weekend. Allow promotion participants to call their mothers for free.

Radio Moves To Branding

The practice of branding and "trademarking" of radio station names will become the norm by the end of this decade. With the prospect of national stations com-

ing via satellite, and with American radio learning more about what is occurring in Europe (already inundated with national brands), look for the end of

names such as "Kiss", "Lite", "Magic", "Mix", "Fox", and just plain call letters alone.

Stations will have to have their own brand identity to survive and to stay out ahead of the pack. For openers, American radio will borrow from TV, leaning toward cable and looking for names like TV has, such as "Lifetime", "TNT", "Cinemax", "VH-1" and others.

Some radio stations in the USA are already working to build brand identities which will stand alone as product names, much like "Crest", "Coke", "Kleenex", "Flex", and other brands stand alone among packaged goods. Watch for more stations to call themselves names associated with landmarks ("Cities", "The River", "Coast", "Heartland", "Blue Ridge", and look for a different kind of marketing attitude to follow.

Courtesy of Radio Watch.

NAB Radio 1991 Session Update

As part of M&M's coverage of the forthcoming NAB "Radio 1991" conference in San Francisco September 11-14, here are some of the newest sessions planned:

1. **Positioning Your Radio Station To Win**—Covers the importance of image and what it takes to develop a winning positioning campaign.
2. **Who Should Manage? Who Should Own?**—How to make the leap from management to owner-

ship, and the responsibilities involved.

3. **Programming, Ownership and Financial Strategies For Survival and Success**—Discussion of financial workouts, time brokerage, joint sales and consequences of ownership deregulation.
4. **Revenue Forecasting—Clearing up Your Crystal Ball**—Media prognosticators discuss the market, industry, and economic indicators used to forecast revenues.

SINGLES

Billboard

ALBUMS

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TW	LW	Artist/Title	Label
1	1	PAULA ABDUL/Rush Rush	Captive
2	2	EMF/Unbelievable	EMI
3	5	JESUS JONES/Right Here, Right Now	SBK
4	3	COLOR ME BADD/I Wanna Sex You Up [From "New Jack City"]	Giant
5	4	LUTHER VANDROSS/Power Of Love/Love Power	Epic
6	7	MICHAEL W. SMIT/Place In This World	Reunion
7	10	UB40/Here I Am (Come And Take Me)	Virgin
8	14	TARA KEMP/Piece Of My Heart	Giant
9	15	RYTHM SYNDICATE/P.A.S.S.I.O.N.	Impact
10	8	CRYSTAL WATERS/Gypsy Woman (She's Homeless)	Mercury
11	16	DAVID A. STEWARD/Lily Was Here	Anxious
12	20	D.J. JAZZY JEFF/Summertime	Jive
13	13	MARC COHN/Walking In Memphis	Atlantic
14	31	BRYAN ADAMS/(Everything I Do) I Do It For You	A&M
15	6	EXTREME/More Than Words	A&M
16	11	LISA FISCHER/How Can I Ease The Pain	Elektra
17	19	WILSON PHILLIPS/The Dream Is Still Alive	SBK
18	25	LENNY KRAVITZ/It Ain't Over 'Til It's Over	Virgin
19	22	AMY GRANT/Every Heartbeat	A&M
20	18	LONDONBEAT/A Better Love	Radioactive
21	9	R.E.M./Losing My Religion	Warner Brothers
22	26	CORINA/Temptation	Cutting
23	17	SURFACE/Never Gonna Let You Down	Columbia
24	28	THE ESCAPE CLUB/I'll Be There	Atlantic
25	30	ROXETTE/Fading Like A Flower (Every Time You Leave)	EMI
26	23	STEELHEART/I'll Never Let You Go	MCA
27	12	ANOTHER BAD CREATION/Playground	Motown
28	32	SCORPIONS/Wind Of Change	Mercury
29	24	SALT-N-PEPA/Do You Want Me	Next Plateau
30	33	CHER/Love And Understanding	Geffen
31	21	BLACK BOX/Strike It Up	RCA
32	37	AFTER 7/Nights Like This (From "The Five Heartbeats")	Virgin
33	NE	HI-FIVE/I Can't Wait Another Minute	Jive
34	39	BOYZ II MEN/Motownphilly	Motown
35	29	MARIAH CAREY/I Don't Wanna Cry	Columbia
36	NE	THE KLF/3 A.M. Eternal	Arista
37	36	YO-YO FEATURING/You Can't Play With My Yo-Yo	East West
38	NE	SEAL/Crazy	Sire
39	27	MICHAEL BOLTON/Love Is A Wonderful Thing	Columbia
40	NE	KEITH WASHINGTON/Kissing You	Qwest

TW	LW	Artist/Title	Label
1	NE	VAN HALEN/For Unlawful Carnal Knowledge	Warner Brothers
2	1	SKID ROW/Slave To The Grind	Atlantic
3	2	PAULA ABDUL/Spellbound	Captive
4	4	GARTH BROOKS/No Fences	Capitol
5	5	C&C MUSIC FACTORY/Gonna Make You Sweat	Columbia
6	3	N.W.A./Efil4zaggin	Ruthless
7	6	R.E.M./Out Of Time	Warner Brothers
8	8	MARIAH CAREY/Mariah Carey	Columbia
9	9	THE BLACK CROWES/Shake Your Money Maker	Def American
10	7	MICHAEL BOLTON/Time, Love And Tenderness	Columbia
11	25	NATALIE COLE/Unforgettable	Elektra
12	10	ANOTHER BAD CREATION/Coolin' At The Playground	Motown
13	12	EXTREME/Extreme II Pornograffiti	A&M
14	13	EMF/Schubert Dip	EMI
15	11	SOUNDTRACK/New Jack City	Giant
16	14	LUTHER VANDROSS/Power Of Love	Epic
17	16	AMY GRANT/Heart In Motion	A&M
18	18	BOYZ II MEN/Cooleyhighharmony	Motown
19	15	WILSON PHILLIPS/Wilson Phillips	SBK
20	20	L.L. COOL J/Mama Said Knock You Out	Def Jam
21	27	SCORPIONS/Crazy World	Mercury
22	NE	3RD BASS/Derelicts Of Dialect	Def Jam
23	17	ALAN JACKSON/Don't Rock The Jukebox	Arista
24	22	QUEENSRYCHE/Empire	EMI
25	23	RICKY VAN SHELTON/Backroads	Columbia
26	26	STEVIE WONDER/Music From "Jungle Fever"	Motown
27	21	ROD STEWART/Vagabond Heart	Warner Brothers
28	29	JESUS JONES/Doubt	SBK
29	28	ROXETTE/Joyride	EMI
30	30	ICE-T/O.G. Original Gangster	Sire
31	37	D.J. QUIK/Quik Is The Name	Profile
32	24	GARTH BROOKS/Garth Brooks	Capitol
33	36	VANILLA ICE/Extremely Live	SBK
34	19	PAUL MCCARTNEY/Unplugged - The Official Bootleg	Capitol
35	39	TRAVIS TRITT/It's All About To Change	Warner Brothers
36	35	FIREHOUSE/Firehouse	Epic
37	31	VARIOUS ARTISTS/For Our Children	Walt Disney
38	38	MADONNA/The Immaculate Collection	Sire
39	32	ENIGMA/MCMXC A.D.	Charisma
40	34	M.C. HAMMER/Please Hammer Don't Hurt 'Em	Capitol

Multi-faxing Technology Coming

New Jersey-based FAX MAX Services has petitioned the Federal Communications Commission (FCC) for spectrum space dedicated to fax-received data transmissions. The company hopes to transmit advertising and news services to business and private fax machines via the airwaves.

The receiver plugs into the back of a fax machine, where the telephone line is generally hooked up. The new system would allow for an unlimited number of fax machines to receive messages simultaneously, an impossible feat by current phone technology standards. Experimental broadcasts may take place in the New York City area as early as October.



The US page is edited by Tom Kay of Minneapolis-based Main Street Marketing & Promotion.

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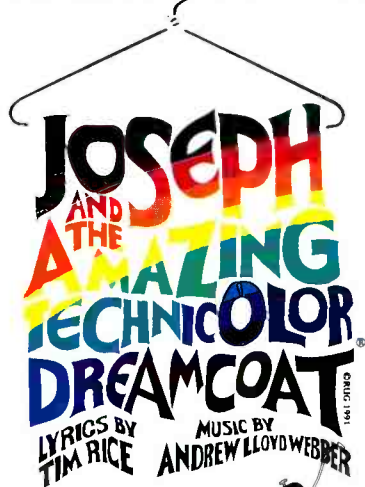
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EUROCHART HOT 100 SINGLES



THIS WEEK	LAST WEEK	TITLE	ARTIST	ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	TITLE	ARTIST	ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	TITLE	ARTIST	ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED
1	4	8	Gypsy Woman (La Da Da La Da Dee)	Crystal Waters - A&M (BMG)	UK, D, B, NL, E, A, CH, S, I, SF	35	51	2	Real Love	Driza Bone - 4th & Broadway (Rondor)	UK	69	60	13	Strike It Up	Black Box - deConstruction (Warner Chappell/Copyright Control)	D, B, NL, A
2	1	12	Senza Una Donna (Without A Woman)	Zucchero Fornaciari & Paul Young - London (Warner Chappell/PolyGram/EMI)	F, D, B, NL, A, CH, S, PDK, N	36	30	5	Jealousy	Pet Shop Boys - Parlophone (Cage/10 Music)	UK, D, B, CH, SF	70	53	8	Fångad Av En Stormvind	Carola - Rival/BMG (Rival Music)	B, A, S, P, SF
3	2	24	Wind Of Change	Scorpions - Mercury (Almo/Testatyme Music)	F, D, B, NL, A, CH, S, DK, N	37	48	17	Losing My Religion	R.E.M. - Warner Brothers (Warner Chappell)	F, B, S, DK, N, I	71	70	4	Send Me An Angel	Scorpions - Mercury (Almo/Testatyme Music)	F, B
4	3	12	The Shoop Shoop Song (It's In His Kiss)	Cher - Epic (Alley/Trio/Hudson Bay)	UK, D, B, NL, A, CH, S, DK, I, N	38	41	10	Future Love Paradise	Seal - ZTT/WEA (Beethoven Street/Perfect)	D, A, CH, S, SF	72	58	9	Touch Me (All Night Long)	Cathy Dennis - Polydor (Chrysalis/Memory Lane)	UK, D, A, DK
5	5	7	I Wanna Sex You Up	Color Me Badd - Giant (Hip Hop/Hifrost)	UK, D, B, NL, S, DK, I, N	39	28	19	Should I Stay Or Should I Go	The Clash - Columbia (Nineden)	D, CH, S, PDK	73	54	9	Anasthasia	T99 - Who's That Beat/PIAS (P&M)	B, NL
6	6	10	Last Train To Trancentral/The Iron Horse	The KLF - KLF Communications (EG/Zoo/WC/Wandee/BMG)	D, B, NL, E, A, CH, S, DK, N, GR	40	33	29	Crazy	Seal - ZTT/WEA (Beethoven Street/Perfect)	F, D, CH	74	42	5	Only Fools (Never Fall In Love)	Sonia - I.Q. Records (Hyde Park/Cordella/EMI)	UK
7	7	3	Any Dream Will Do	Jason Donovan - Really Useful (Really Useful)	UK, I, R	41	45	28	The Grease Megamix	John Travolta & Olivia Newton-John - Polydor (Warner Chappell)	F, E, DK	75	RE	RE	Hello Afrika	Dr. Alban - SweMix (Progressive/Misty/SweMix)	E, P, GR
8	39	2	Chorus	Erasme - Mute (Sonet/Andy Bell)	UK, D, S, DK, I, R	42	40	4	I Touch Myself	Divinyls - Virgin America (B. Steinberg/D. Barry/EMI)	UK, I, R	76	NE	NE	Rollin' In My 5.0	Vanilla Ice - SBK (Copyright Control)	UK, I, R
9	NE	RE	(Everything I Do) I Do It For You	Bryan Adams - A&M (MCA/Rondor/Zomba)	UK, B, S, I, R, N	43	86	2	There's Nothing Like This	Omar - Talkin' Loud (PolyGram/Congo)	UK	77	98	2	Dance Computer 5	S Paganelli - NBS (Copyright Control)	B
10	9	14	Désenchantée	Mylène Farmer - Polydor (Requiem Publishing)	F, D, B, NL	44	NE	RE	Always There	Incognito feat. Jocelyn Brown - Talkin' Loud (Carlin)	UK	78	NE	NE	Unforgettable	Natalie Cole with Nat 'King' Cole - Elektra (Bourne)	UK, B
11	19	4	Auteuil, Neuilly, Passy (Rap B.C.B.G)	Les Inconnus - Productions Ledermann (Ledermann)	F, B	45	88	3	On The Outside	Roch Voisine - GM/Ariola (Ed. Georges Mary)	F, B	79	82	4	De Sku' Ha' No'En Bank	Brian - Genlyd (Genlyd)	DK
12	8	17	The One And Only	Chesney Hawkes - Chrysalis (Warner Chappell)	D, B, A, CH, S, DK, N, SF	46	50	4	Hijo De La Luna	Mecano - RCA/BMG (Ba Ba Blaxi Music)	F, B	80	NE	NE	Rapput (Senza Fiato)	Claudio Bisio - Epic (Aspirine/Sony)	I
13	13	11	Ring Ring Ring (Ha Ha Hey)	De La Soul - Tommy Boy (WC/Tee Girl/Curio/Chelsea/Island/MCA)	D, B, NL, A, CH, S, DK, SF, GR, I	47	34	5	Holiday	Madonna - Sire (Chrysalis)	UK, B, SF	81	79	5	Le Dernier Qui A Parlé	Amina - Philips (PolyGram Music)	F, B, NL, S
14	10	9	Fading Like A Flower (Every Time You Leave)	Roxette - EMI (EMI)	D, B, NL, A, CH, S, DK	48	63	4	Safe From Harm	Massive Attack - Wild Bunch (Island/Chippenware/Copyright Control)	UK, D, B, NL	82	NE	NE	Omåomigen	Pelle Almgren & Wow Lixsom - Metronome (Sonet)	S
15	24	6	Rush Rush	Paula Abdul - Virgin (EMI Songs)	UK, D, B, NL, S, I, R, GR	49	38	16	Where The Streets Have No Name/..Seriously?	Pet Shop Boys - Parlophone (a.EMI/Warner Chappell aa.Cage/10)	D, E, A, CH, I	83	67	9	Just A Groove	Nomad - Rumour (Skratch)	D, B, A, CH
16	12	5	Thinking About Your Love	Kenny Thomas - Cooltempo (EMI/Rondor)	UK	50	35	15	A Nos Actes Manques	Fredericks, Goldman & Jones - Columbia (JRG/Marc Lumbroso)	F	84	71	9	Se Stiamo Insieme	Riccardo Cocciante - Virgin (Boventoon/L'Altra Meta)	B, I
17	16	5	Saga Africa	Yannick Noah - Carrere (Copyright Control)	F, B	51	64	19	No Coke	Dr. Alban - SweMix (SweMix Publishing)	D, B, NL, E, CH, GR	85	RE	RE	See The Lights	Simple Minds - Virgin (Virgin)	D, DK, I
18	17	7	Shiny Happy People	R.E.M. - Warner Brothers (Warner Chappell)	UK, D, B, NL, S, I, R, N	52	44	4	Bobby Brown Goes Down	Frank Zappa - Zappa (Not listed)	D, A, CH	86	NE	NE	Tell Me Bonita	Dana Dawson - Columbia (Sony)	F
19	18	3	The Motown Song	Rod Stewart - Warner Brothers (MCA/Geffen)	UK, D, B, DK, I, R	53	62	18	Secret Love	Bee Gees - Warner Brothers (Gibb Brothers/BMG Music)	D, A, CH	87	NE	NE	Mama	Kim Appleby - Parlophone (C N'K/Perfect)	UK, D
20	14	3	From A Distance	Bette Midler - Atlantic (Julie Gold/Wing & Wheel)	UK, I, R	54	32	5	Light My Fire	The Doors - Elektra (Rondor Music)	UK, I, R, SF	88	93	4	Rubberbandman	Yello - Phonogram (Warner Chappell/Axxis)	D, CH
21	20	7	Move That Body	Technotronic feat. Reggie - ARS (ADM/SOF)	UK, F, D, B, CH, S, P, I, R, SF, GR	55	55	11	Homely Girl	UB40 - Virgin (Virgin/Intersong)	F	89	NE	NE	7 Ways To Love	Cola Boy - Arista (Copyright Control)	UK
22	15	8	Baby Baby	Amy Grant - A&M (Age To Age/Edward Grant/Yellow Elephant)	UK, D, NL, A, S, I, R	56	47	11	Just The Way It Is, Baby	the Rembrandts - Atco (WB/Warner-Tamerlane/Tiger God)	D, A	90	90	2	Pienestä Pitään	Juice Leskinen Grand Slam - Grand Slam (Grand Slam/Love)	SF
23	23	4	It Ain't Over 'Til It's Over	Lenny Kravitz - Virgin America (Miss Bessie Music)	UK, D, B, NL, S, I, R	57	36	7	Je Me Battraï Pour Elle	Frederic Francois - Trema (Barracato/Lercara)	F, B	91	56	7	Tainted Love/Where Did Our Love Go?	Soft Cell/Marc Almond - Mercury (Burlington/Warner Chappell)	UK, D, B
24	11	18	Joyride	Roxette - EMI (Jimmy Fun Music)	D, A, CH, P, DK, I	58	46	13	One More Try	Timmy T. - Quality (RMI)	D, B, A, S	92	75	3	Zillertaler Hochzeitsmarsch/HipHop Remix	M.C. Eugster - Fresh (Fresh Music)	CH
25	37	4	E Vado Via	Felix Gray & Didier Barbelivien - Multi/Talar (Zone Musique)	F, B	59	65	11	How To Dance	Bingoboy & Princessa - Atlantic (Copyright Control)	D, B, A, CH	93	81	4	El 7 Del Septiembre	Mecano - Ariola (BMG Music)	E
26	25	5	La Zoubida	Lagaf - Flarenasch (Copyright Control)	F, B	60	69	2	I'm A Man Not A Boy	Chesney Hawkes - Chrysalis (Trinifold/Plangent Visions)	UK, I, R	94	95	2	The Simple Truth (A Child Is Born)	Chris De Burgh - A&M (Rondor Music)	P
27	21	16	Rhythm Of My Heart	Rod Stewart - Warner Brothers (WB/Jamm/Bibo)	F, D, A, CH, S, DK	61	57	8	U & Mi	Dr. Alban - SweMix (SweMix/Misty Music)	D, A, CH	95	NE	NE	Les Brouillards De Londres	Thierry Hazard - Columbia (Sony)	F
28	31	9	Promise Me	Beverly Craven - Epic (Warner Chappell)	UK, F, I, R	62	59	2	Hotel California	Gipsy Kings - Columbia (Long Run/Fingers/Warner)	E, P, GR	96	78	2	Tribal Base	Rebel MC feat. Tenor Fly & B. Levy - Desire (Fiction/Copyright Control)	UK
29	26	13	Sailing On The Seven Seas	O.M.D. - Virgin (Raw Unlimited/Virgin)	D, A, S	63	52	16	Let There Be Love	Simple Minds - Virgin (Virgin Music)	F, D, I	97	NE	NE	Sheriff Fatman	Carter The Unstoppable Sex Machine - Big Cat (Island)	UK
30	29	6	Bow Down Mister	Jesus Loves You - More Protein (Virgin)	F, D, A	64	68	19	Mea Culpa Part II	Enigma - Virgin (Data Alpha/Mambo/Siegel)	F, P, GR, I	98	NE	NE	C'Est Zero	Julie Masse - Ariola (Ed. Georges Mary)	B
31	49	3	More Than Words	Extreme - A&M (Rondor)	D, B, NL, S	65	43	18	This Is Your Life	Banderas - London (One Life/Island/Elysian)	D, I	99	RE	RE	Diego Libre Dans Sa Tete	Johnny Hallyday - Phonogram (Apache)	F
32	74	2	Hey Stoopid	Alice Cooper - Epic (EMI/BMG/Sony)	UK, S, N, SF	66	NE	NE	My Name Is Not Susan	Whitney Houston - Arista (Zomba)	UK, B, NL, S	100	NE	NE	Gypsy Woman	Homeless - Power Brothers (Basement Boys)	D
33	22	4	Do You Want Me	Salt N' Pepa - Ifrr (Copyright Control)	UK, I, R	67	66	3	Get The Funk Out	Extreme - A&M (Rondor)	UK, I, R						
34	27	4	People Are Still Having Sex	LaTour - Polydor (Take 2)	UK, B, I, R, SF	68	84	2	Night In Motion	Cubik 22 - SIT (MCA)	UK						

The Eurochart Hot 100 Singles is compiled by BPI Communications BV in cooperation with Buma/Stemra and based on the following national singles sales charts: MRIB (UK), Bundesverband Der Phonographischen Wirtschaft/Media Control/Musikmarkt (West Germany), Europe 1/Canal Plus/Tele7/Jours (France), RAI Stereo Due/Musica E Disc/Mario De Luigi (Italy), Stichting Nederlandse Top 40 (Holland), SABAM/IFPI (Belgium), GfK/IFPI (Sweden), IFPI/Jahon Schlueter (Denmark), VG (Norway), Gallup/AFYVE (Spain), Seava/IFPI (Finland), IFPI (Ireland), UNIEVA (Portugal), Austria Top 30 (Austria), Media Control/Musikmarkt (Switzerland), IFPI (Greece)

NEW JAZZ FM OWNERS?: Jazz FM/London has reportedly agreed to a £1 million financing package from a new commercial radio investment company headed by **David Astor, David Maker, Tim Waterstone, Brian Brolly** and **Westpool Investment Trust** which owns the freehold to Jazz FM's London headquarters.

The deal could result in the group taking control of the station. According to a statement from Jazz FM, "appropriate co-financing arrangements have been agreed upon with the investors." Jazz FM MD **John Bradford** would not say how much investment is being put into the station or what shareholding and board membership the new group would acquire. As **M&M** went to press on July 4, a meeting between the new investors and Jazz FM was scheduled for Monday July 7.

According to various sources, Jazz FM is believed to be earning around £400,000 in revenue, with half of that coming from sponsorship. The station is also believed to have spent over £4 million in launch and operating costs in the last 18 months.

Jazz FM has recently been in talks with several companies over a rescue package or outright acquisition. Companies reported to be talking to Jazz FM included **EMAP/Allied Entertainments** group and French radio **NRJ**. But both reportedly walked away from the negotiating table when the Radio Authority wouldn't budge on letting new owners radically change the format.

SONET SALE NEAR: At press time, it looked very likely that the sale of Scandinavian independent **Sonet** to a major is imminent. **M&M** expects confirmation on Friday, July 5, just after deadline.

RENAULT JOINS RTL: **Patrick Renault**, in charge of communication for performing rights society **SACEM**, has been appointed director of artistic services and director of variety programmes at AM station **RTL**. The position has been vacant since the departure last March of **Jean-Pierre Dusséaux**, who went to public channel **Antenne 2** as head of programmes. Renault starts on July 15.

SAN REMO FIREWORKS: The San Remo Song Contest, always known for its controversy as well as quality music, is in the news again. The issue this time refers to the 1989 edition which Rome promoter **Adriano Aragozzini** organised for the first time. Various people connected with the festival have been arrested following allegations that Aragozzini had to pay £870 million in bribes to ensure that he could win the organising rights. The case continues.

Radio 1

(continued from page 1)

low ebb in the relationship between Radio 1 management and the music industry. I believe it's a fundamental part of our role to liaise with the music industry. It's important that we talk to them about what we are trying to do, and for them to let us know what their plans are, what bands they are launching.

Robinson: "I find the pluggers very professional. I find it useful to sit down for 10 minutes and talk. They get an idea of what we are looking for and we can feed back the response to the record. **Lycett:** "The only complaint I have is that I wish the record industry would be slightly more selective about the amount of product it puts out."

Q: How important is it for Radio 1 to break new acts. Do you need that track record?

Robinson: "I think you play records because they are good for radio and good for the audience. The size of the audience outnumbers the singles buyers by about 10 to one. You have to programme for the listening audience."

Lycett: "It's not a league table but it's crucial that we do give new artists exposure because, if we don't, who will? And why should commercial radio? Their duty is to their shareholders, and familiarity is what people want."

Q: Since you introduced the

album playlist in March, there have been criticisms that the tracks have tended to be singles-oriented.

Robinson: "That's not true. We've playlisted over 90 tracks since we started and the majority have not become singles and never will. Tracks by **De La Soul, OMD** and **Pandora's Box** will never be singles. **Lenny Kravitz's Stand By My Woman** was playlisted from the album but the single is *It Ain't Over*. Inevitably some tracks will become singles because if we choose a track that's radio friendly. It's quite likely that the record company will come to the same decision."

Lycett: "If we had given it a B-list rotation, that would have heightened the profile of that track. Then they would think that if a track is getting that number of plays, they should be making it available as a single."

Q: Is it not more difficult to maintain a consistent sound with hand built shows?

Robinson: "With computer built radio you are adhering to places in a programme clock, whereas with our system there is an allocation of playlist records and the producer uses his skill to put those records in the right places with all the other ingredients the competitions, the features, the oldies, the LP tracks."

INR1

(continued from page 1)

station plans to be on-air in the early summer of 1992 with its popular entertainment service and "personality name presenters."

Says Kennedy, "We value the licence highly. It's a very important licence and a national commercial monopoly on FM. The station will be light and entertaining. We will be doing some speech and interviews but we will obviously keep to the specifications laid down."

FNR's backers include **Chiltern Radio**, which has the management contract for the station including programming, operational management, administration and other facilities.

Details Chiltern MD **Colin Mason**, "It will be a lighter sound than [BBC] **Radio 2**. We wouldn't go into it if we didn't think we could make money." FNR will broadcast from Chiltern's Milton Keynes studios and its own studios in cen-

tral London.

Reaction from the radio industry was generally cautious. Says **Trevor Morse** at **Boyfield Morse & Letwin**, "The level of the cash bid seems high, particularly in view of the higher than forecast transmission costs and rumours that Showtime's revenue projections for the early years were lower than Classic FM. They may well have problems finding a pricing strategy which avoids the "commodity" trap. Much of the station's hopes rest on launching into a market that is pulling quickly out of the recession"

Giles Squire, **Metro FM** programme controller, says, "I hope they have plenty of shepas because they have a few mountains to climb, like how to persuade older listeners who are set in their ways to listen to an FM station which means many of them will have to buy a new radio, persuading advertisers that there really is a market for older people, and overcoming the restrictive format of the station."

BMG

(continued from page 1)

November at the age 60.

The Faro conference saw an emotional and heartfelt tribute paid to Lueftner during a special dinner. The company's MDs, led by Gassner, formed a full-blooded choir to perform *The Monti Song*, written for the occasion by producer **Jack White**. "Monti has influenced every person in this room, one way or another," said **Bertelsmann Music Group** chairman/CEO **Michael Dornemann**.

"My dreams came true," said Lueftner, of his 30-plus years with **BMG Ariola**. Gassner subsequently told **M&M** that "certain reporting lines and responsibilities" within the **G/A/S** territories will be

changed after Lueftner's retirement. "Monti will become an exclusive consultant for us," he added.

Gassner revealed that five **BMG** affiliates outside the **G/A/S** group (France, Spain, Italy, Mexico and Japan) each produced more than US\$10 million in profits in fiscal 1990/91. Newcomers to this cluster are the Mexican and Japanese subsidiaries. Next year, the company hopes to enlarge the number to seven.

He also noted that the company's return on sales is generally higher (around the 15% mark) where affiliates claim 10% market share or more. There are currently 21 affiliates with market shares exceeding that benchmark. "It is rewarding to go after market share," Gassner said, "providing

you go about it the **BMG** way."

Specifically, the multinational is looking to improve its share in large markets such as the UK, France and Japan, maintain its strength in **G/A/S**, develop further in Scandinavia and consolidate and improve its profit base in Belgium, the Netherlands and Italy.

In addition, **BMG** is aiming for intensive exploitation of **MCA/Geffen** repertoire worldwide, current and catalogue. Gassner also wants "a speedier improvement of our classical business." He said, "We have to spend the necessary marketing money. I was shocked to learn how good our competitors are in this field." Development of jazz market share is another priority, to be aided by **BMG's** upcoming European marketing venture with **GRP**.

Record Service

(continued from page 1)

ular artist."

Virgin Norway head of radio and press promotion **Marit Nielsen** explains, "The 60 to 70 stations we service in Norway are chosen using a number of different criteria. We look at location, how high the ratings are, how many stations they share a frequency with and we try to find out who their audience is."

Virgin works on an A and B list of stations, most of which receive singles. "Most do not play albums tracks," says Nielsen, adding, "It's a waste of time and money to service them."

Luciano Linzi, head of promotions at Italian record label **CGD**, says he uses the annual **Audiradio** listener statistics to target their service but adds, "New stations come along and existing stations can increase their popularity quite quickly," so decisions are not solely made on these figures.

In servicing stations with extras,

Linzi tries for equality with both national and local stations. Artists and concert promoters often make suggestions about the best stations for artist/act interviews. The location of tour dates also influences which station gets the freebies for listener competitions.

Polydor Italy head of promotions **Stefano Zappaterra** emphasises the problem of discovering what type of music each station plays. "We tune into stations everyday but it is not possible to listen without a lot of interruptions," he says, adding "I can never understand why some stations are so protective about their playlists."

According to **Columbia France GM Patrick Decam**, **Sony Music** services over 80 stations. Additional services such as giveaways and joint marketing campaigns are used to either "motivate the station or thank the station for having taken a risk with artists."

Island Records UK radio promotions **James McDonnell** stresses the importance of getting the service to suit the station. "There's

Annual Payments	
Radio Authority licence fee	£985,000
Wireless Telegraphy licence	£75,000
Cash bid (indexed after year 1)	£1,750,000
Transmission costs app.	£4,500,000
Qualifying revenue (advertising)	4%
PBS copyright	up to 9%
PPL copyright (subject to Copyright Tribunal)	up to 20%
Frequency - Between 99.9 and 101.9FM	
Coverage	
Required to start with seven named transmitter sites serving over 70% of the UK population. It will be expected to cover approximately 85% of the population within two years, statutory requirements.	
Format	
At least 75% of airtime in any three consecutive hours must be devoted to music. The remainder may be speech or music. At least 75% of the music in any three consecutive hours must be non-pop (as defined by the Radio Authority. There is no requirement to carry news.	

EHR TOP 25

TW	LW	WOC	Artist/Title	Label
1	2	4	PAULA ABDUL /Rush Rush (Virgin)	
2	4	5	CRYSTAL WATERS /Gypsy Woman (La Da Da La Da Dee) (A&M)	
3	3	12	CHER /The Shoop Shoop Song (It's In His Kiss) (Epic)	
4	1	7	ROXETTE /Fading Like A Flower (EMI)	
5	11	4	LENNY KRAVITZ /It Ain't Over 'Til It's Over (Virgin)	
6	7	4	COLOR ME BADD /I Wanna Sex You Up (Giant)	
7	10	3	ROD STEWART /The Motown Song (Warner Brothers)	
8	6	12	ZUCCHERO FORNACIARI/PAUL YOUNG /Senza Una Donna (London)	
9	9	4	R.E.M. /Shiny Happy People (Warner Brothers)	
10	5	10	AMY GRANT /Baby Baby (A&M)	
11	8	11	MICHAEL BOLTON /Love Is A Wonderful Thing (Columbia)	
12	18	3	KENNY THOMAS /Thinking About Your Love (Cooltempo)	
13	13	3	PET SHOP BOYS /Jealousy (Parlophone)	
14	14	3	BEVERLEY CRAVEN /Promise Me (Epic)	
15	24	2	CHESNEY HAWKES /I'm A Man Not A Boy (Chrysalis)	
16	NE		BRYAN ADAMS /(Everything I Do) I Do It For You (A&M)	
17	19	11	SEAL /Future Love Paradise (ZTT/WEA)	
18	17	3	KIRSTY MACCOLL /Walking Down Madison (Virgin)	
19	16	15	CHESNEY HAWKES /The One And Only (Chrysalis)	
20	NE		SONIA /Only Fools (I.Q. Records)	
21	12	6	CATHY DENNIS /Touch Me (All Night Long) (Polydor)	
22	NE		KYLIE MINOGUE /Shocked (PWL)	
23	23	3	SCORPIONS /Winds Of Change (Mercury)	
24	24	2	CHRIS REA /Looking For The Summer (East West)	
25	22	6	SIMPLE MINDS /See The Lights (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.

CHARTBOUNDED RECORDS

DE LA SOUL /Ring Ring Ring (Ha Ha Hey) (Tommy Boy) 21/0
ROD STEWART /Rhythm Of My Heart (Warner Brothers) 21/0
KIM APPLEBY /Mama (Parlophone) 21/5
WHITNEY HOUSTON /My Name Is Not Susan (Arista) 21/5
DOORS /Light My Fire (Elektra) 21/1
CHER /Love & Understanding (Geffen) NE 20/10
TOM PETTY /Learning To Fly (MCA) NE 20/10
ERASURE /Chorus (Mute) 20/4
REMBRANDTS /Just The Way It Is, Baby (Atco) 19/1
T'PAU /Whenever You Need Me (Siren) 19/1
THE KLF /Last Train To Trancentral/The Iron Horse (KLF Communications) 19/0
SALT-N-PEPA /Do You Want Me (ffrr) 18/3
MADONNA /Holiday (Sire) 18/2
EXTREME /More Than Words (A&M) 18/1
LATOUR /People Are Still Having Sex (Polydor) NE 17/4
THE MOCK TURTLES /And Then She Smiles (Siren) 17/3
ALICE COOPER /Hey Stupid (Epic) NE 17/2
JASON DONOVAN /Any Dream Will Do (Really Useful) 17/1
MYLENE FARMER /Désenchantée (Polydor) 17/1
MASSIVE ATTACK /Safe From Harm (Wild Bunch) 16/4
ROACHFORD /Stone City (Columbia) NE 15/4
SYDNEY YOUNGBLOOD /Hooked On You (Circa) NE 15/4
HI-FIVE /I Like The Way (The Kissing Game) (Jive) 15/1
DIVINYLS /I Touch Myself (Virgin) 15/0
MARILLION /Cover My Eyes (Pain & Heaven) (EMI) 14/2
BANDERAS /This Is Your Life (London) RE 14/1
SOFT CELL /Tainted Love/Where Did Our Love Go (Mercury) 14/0
DEACON BLUE /Your Swaying Arms (Columbia) 13/0
OMAR /There's Nothing Like This (Talkin' Loud) 13/4
FEARGAL SHARKEY /Women And I (Virgin) 13/2

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

BRYAN ADAMS /(Everything I Do) I Do It For You (A&M) 10
CHER /Love & Understanding (Geffen) 10
TOM PETTY /Learning To Fly (MCA) 10
ROD STEWART /The Motown Song (Warner Brothers) 7
MARIAH CAREY /There's Got To Be A Way (Columbia) 6
O.M.D. /Pandora's Box (Virgin) 6

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) 33
AMY GRANT /Baby Baby (A&M) 33
CRYSTAL WATERS /Gypsy Woman (La Da Da La Da Dee) (A&M) 32
R.E.M. /Shiny Happy People (Warner Brothers) 31
PAULA ABDUL /Rush Rush (Virgin) 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 PAULA ABDUL /Rush Rush 56 30 20 4				
2 CRYSTAL WATERS /Gypsy Woman 48 32 14 1				
3 LENNY KRAVITZ /It Ain't Over 'Til It's Over 44 29 10 4				
4 CHER /The Shoop Shoop Song (It's In His Kiss) 42 33 8 0				
5 R.E.M. /Shiny Happy People 41 31 8 2				
6 COLOR ME BADD /I Wanna Sex 41 28 12 1				
7 ROD STEWART /The Motown Song 41 27 4 7				
8 AMY GRANT /Baby Baby 39 33 4 1				
9 ZUCCHERO/YOUNG /Senza Una 38 29 7 1				
10 ROXETTE /Fading Like A Flower 38 26 11 0				
11 MICHAEL BOLTON /Love Is A 32 28 3 1				
12 PET SHOP BOYS /Jealousy 29 14 11 4				
13 KENNY THOMAS /Thinking About Your Love 28 17 5 1				
14 SEAL /Future Love Paradise 28 16 10 1				
15 CHESNEY HAWKES /I'm A Man (Not A Boy) 28 14 8 3				
16 BRYAN ADAMS /(Everything I Do) I Do It For You 26 8 4 10				
17 KIRSTY MACCOLL /Walking Down Madison 25 16 9 0				
18 BEVERLEY CRAVEN /Promise Me 24 17 7 0				
19 CATHY DENNIS /Touch Me (All Night Long) 24 14 10 0				
20 CHRIS REA /Looking For The Summer 23 12 9 2				
21 KYLIE MINOGUE /Shocked 23 11 12 0				
22 SONIA /Only Fools 22 17 4 1				
23 SIMPLE MINDS /See The Lights 22 10 10 2				
24 DE LA SOUL /Ring Ring Ring (Ha Ha Hey) 21 15 6 0				
25 CHESNEY HAWKES /The One And Only 21 15 4 2				
26 SCORPIONS /Winds Of Change 21 14 6 1				
27 ROD STEWART /Rhythm Of My Heart 21 13 8 0				
28 WHITNEY HOUSTON /My Name Is Not Susan 21 11 5 5				
29 DOORS /Light My Fire 21 9 11 1				
30 KIM APPLEBY /Mama 21 4 12 5				

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

While **Paula Abdul** remains on top of **Billboard's** Hot 100 Singles for the fourth consecutive week, she is also reigning the EHR Top 25. *Rush Rush* is played on 56 stations (48 last week) and has 30 "A" rotations. It marks **Virgin Records'** first no. 1 in EHR. Strong reports come from EHR stations in the UK, Germany, Italy, Denmark and Belgium.

Lenny Kravitz, another Virgin signing, is also having an impact on EHR stations. *It Ain't Over* is jumping from 11 to 5 this week and is being played in 10 European markets with the emphasis on the UK, Norway and Germany.

Rod Stewart scores his second top 10 single with *The Motown Song* moving from 10 to 7; airplay is best in the UK, Germany and Denmark. **Kenny Thomas's** *Thinking About Your Love* is another good climber (18->12) and although the record is getting almost exclusive airplay in the UK, first reports are coming in from Italy, Germany and Denmark.

Bryan Adams' pop ballad *(Everything I Do) I Do For You*, from the **Kevin Reynolds**-directed movie "Robin Hood", is the highest entry at 16 in the EHR Top 25 this week. It is played in seven markets, notably in the UK, Denmark and

Norway. Other entries include **Sonia** and **Kylie Minogue**.

Whitney Houston's *My Name Is Not Susan* makes a big jump in Chartbound. Currently played best in the UK, Belgium, Germany and Sweden, the single has more than a chance of entering the Top 25 if more stations are added next week.

Together with Bryan Adams, both **Cher's** *Love And Understanding* and **Tom Petty's** *Learning To Fly* score 10 new adds this week. In fact, the latter two records do well in exactly the same markets: Denmark, Italy, Scandinavia and the UK.

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