MUSIC MEDIA

Music Publishing Companies Gear Up For 1993. Also: Making The Most Of Gold Stations. See Pages 15 - 19.

Europe's Music Radio Newsweekly. Volume 9. Issue 3. January 18, 1992. £ 3, US\$ 5, ECU 4

Midem '92 Rallies New, **Old Faces**

Midem '92 is expected to be extremely busy for the international music industry compared to last year, when the market was clouded by the Gulf War.

Despite the fact that most senior label executives do not plan to attend—the confab is still the most important market for music publishers.

BMG Music Publishing president Nick Firth, a regular attendee at Midem, has travelled to Cannes at least 16 times. "For music publishers, it is the only place where you can see every-(continues on page 34)



APPETITE FOR DESTRUCTION — About 100.000 illegally produced cassettes seized in Germany are being readied for destruction in Nottuln near Münster by Rothman Data, a company that specializes in disposing of such material in an environmentally friendly way. Most of the contraband originated in eastern Europe. The German IFPI estimates that about 400.000 cassettes have been confiscated since last October.

BPI, Radio 1 Plan Festiva

by Ben Lewis

In a unique collaboration, the British Phonographic Institute (BPI), BBC Radio 1, the Musicians Union (MU) and the Waterfront venue in Norwich have unveiled plans for a week-long live music and seminar festival scheduled for April 20-25 in Norwich titled Norwich Sound-City '92.

The festival aims to provide a national profile for local talent by coordinating divergent interests

of the music industry. The Waterfront's auditorium and studio will be used each evening, and concerts are expected to take place all over the city. The main evening concerts will feature three acts-an international and national name band, and a local band in the support slot. Norwich's venues are small-scale and the responsibility for providing a national and international profile will fall to BBC Radio 1. The public EHR net will broadcast the

(continues on page 34)

Rock, Dance Top Music **Industry Entrees For 1992**

by the M&M staff

Rock could give dance a run for its money this year. At least that's the opinion of label promotion and marketing executives informally polled by M&M.

Bryan Adams could just be the beginning, they say, pointing

The Year crossover Ahead

to the initial success of Nirvana's Smells Like

Teen Spirit in Europe. The rock movement has been taking hold for some weeks now. Genesis' No Son Of Mine held the top spot in the EHR Top 40 before being pushed out by Michael Jackson's rock-tinged Black Or White. In the European Top 100 albums, Genesis' We Can't Dance, U2's

Achtung Baby, Adams' Waking Up The Neighbours and Dire Straits' On Every Street are in the top 10. (Nirvana's Nevermind comes in at number 11.)

Comments Jan Hublau, promo executive of Belgiumbased Play It Again Sam, "Bryan Adams is only the tip of the iceberg, and heavier rock music will become important. Acts like Pixies and Nirvana are charting, and they will continue to gain support." Hublau says while those bands receive little media attention in Europe, they sell well.

A Return To "Basic Rock & Roll"?

Adds EMI Belgium radio promo executive Marjoleine De Groot, "I am convinced that 1992 will witness the drop of rap music

in favour of more melodic music. Personally, I foresee a healthy trend towards the more 'old-fashioned rock.' As for our own terri-(continues on page 28)

Three Dutch Pubcasters Form **New Station**

by Machgiel Bakker

Facing increased competition by the privates and an ensuing loss of popularity, three of Holland's public broadcasters have joined forces. AVRO, KRO and NCRV have created one programming unit called Station 3. "Horizontal" programming (format conti-(continues on page 34)

Baltics Look At Radio, TV Privatization

by Gerard O'Dwyer

The Baltic region's three fledgling republics, Latvia, Lithuania and Estonia, are examining the feasibility of converting state radio and TV networks into partially or wholly commercial stations. The proposal arose during talks at the inaugural meeting in Tallinn of the Baltic Asembly, an inter-governmental forum which will liaise on bilateral cross-border issues.

The commercialization proposal for state radio and TV would be achieved as part of ongoing reform in the area of privatization of state enterprises. The Baltic states are anxious to implement a range of radical reforms, including freeing foreign investment and simplifying purchase of state concerns, prior to conversion to market economies in 1993

Cômments Estonia minister of communications Tilt Vähi, "It is important that those state enterprises which are earmarked for (continues on page 34)

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Coca-Cola Eurochart MICHAEL JACKSON Black Or White (Epic)

European Top 100 Albums MICHAEL JACKSON Dangerous



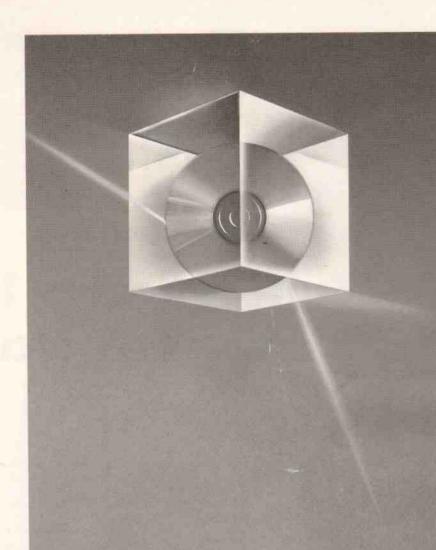
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hard-rock Labels : vertigo... Angleterre/Rock, rythm'blues, soul Labels : C5 Records Pays-Bas/Jazz, rock, rythm'blues, soul, blues/Labels Fidelio, Hightone,

Allemagne/Rock,

Ensayo, vivace Allemagne Classique Tchécoslovaquie Classique

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Access Difficult

Coopers & Lybrand says Spain and France are the most attractive markets for investors in terms of national ad spend on radio, the profitability of existing operators and radio's competitive position compared with other media. But, in both cases, these

markets are difficult to access because there are entrenched market leaders and few opportunities for outside investment.

In France, there are further difficulties because the broadcasting authority CSA is thought to be more protectionist over foreign investment than its predecessor, the CNCL. The most significant foreign investment so far has been UK-based Crown Communications' controlling interest in the RFM network, which was approved by the CNCL only days before the CSA took over.

The report suggests that the UK and Germany represent the most attractive markets for investment and growth potential. However, it adds that the considerable difficulties faced by outsiders in penetrating the German market may favour the UK.

UK Regulations Help Investors

The UK's regulatory environment is considered to be one of the most open to foreign invest-

ment in western Europe. It is open to all EC investors, providing they conform to the ownership restrictions in the Broadcasting Act, while the new "light touch" regulations are considered more conducive to profitability. Although UK radio's 2+% share of advertising spend is around the lowest in Europe, Coopers & Lybrand believes the arrival of three national commercial stations and more local outlets over the next few years "represents a unique investment opening and should provide the stimuli to overall revenue growth in the sec-

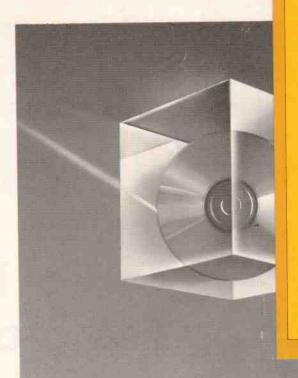
German Publishers Dominate

While the rapidly expanding German private radio market and the increasing opportunites in former east Germany appear attractive for potential investors, barriers to entry by non-German investors are high; German radio is largely dominated by major publishers such as Axel Springer and Bertelsmann.

There are also strict regulations on programming and advertising in many of the federal regions, which each decide their own broadcasting policy.

The Italian radio market is described as "in poor shape," with the the lack of regulation cited as having hampered the successful development of private radio. Although the new media law is expected to impose some order and help private radio to grow, the Italian market is regarded as "opaque" to foreign investors and difficult to penetrate.





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French Net M40 Debuts With Heavy Francophone Airplay Commitment

by Emmanuel Legrand

M40, the new national network created from the merger of Metropolys and Maxximum, began broadcasting its programmes at midnight on January 6. With a new format directed at the 15-35 age group and playing predominantly French product and new releases, M40 is viewed by both the radio and record industry as one of the new challenges of the '90s.

M40 president Alain Weill is confident about the station's future. "I once had an idea for a radio programme combining music and humour," he says. [That turned out to be "Rire Et Chanson," developed by NRJ.] "As far as I know," he continues, "this format works well, and I hope we will have the same success with M40." Weill was in charge of NRJ network development between 1985 and 1989 before joining RTL parent company CLT. CLT, through its subsidiary FAP, holds 35.7% of M40.

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In terms of programming, M40 has chosen to devote a large share

of its airtime to Francophone music. According to an agreement with the broadcasting authority CSA, M40 will devote 30% of its total programming to Francophone music in 1992, 35% in 1993 and 40% in 1994. The network is also dedicated to promoting new talent. Says Weill, "We are committed to promote 10 new acts each year that have not reached gold status [100.000 units] in France.

New Release Focus

There is no radio station on the FM band that plays this many new releases. It works in Spain with Los 40 Principales. We believe there is room in France for such a format. When you take a look at the current radio situation. you realize the stations that play

the most new releases are RTL, Europe 1 and RMC. NRJ has an important share of new songs, but Skyrock or Fun are more goldoriented. We want M40 to fill this

"Our format will carry very few gold songs," says Weill. "For us, a song is old after a couple of months. We want our listeners to feel they are listening to new songs, songs unheard before, except on M40. But novelty doesn't mean avant-garde. It can simply mean playing the track of a major act when it is released and not waiting for weeks to put it on the playlist. For new acts, we'll play what we think is good for the audience. But I think the most important thing is the way you present new songs and how you 'sell' them to the listeners "

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There are also strict regulations on programming and advertising in many of the federal regions, which each decide their own broadcasting policy.

The Italian radio market is described as "in poor shape," with the the lack of regulation cited as having hampered the successful development of private radio. Although the new media law is expected to impose some order and help private radio to grow, the Italian market is regarded as "opaque" to foreign investors and difficult to penetrate.



EMAP Takes Control Of Kiss; Moves From Investor To Manager

by Mike McGeever

EMAP Radio continues to build its broadcasting portfolio with the acquisition of Virgin Broadcasting's (VB) 29.5% stake in Kiss FM/London. No price was disclosed. EMAP now owns 59% of the dance format station.

The deal, says EMAP Radio MD **Tim Schoonmaker**, furthers the company's transition from "being purely a shareholder in radio companies to an actual owner and manager of radio companies."

Explains Schoonmaker, "We are not an investment company; we are a media [operating] company. That has been our strategy all along."

EMAP's purchase of VB's stake in Kiss FM is the result of an amicable agreement, Schoonmaker says. "We had both reached a stage where we were both pretty pleased with the way Kiss had gone in its first year of operation," he comments. "And we both came to a point where the station could



get through the second year without involving minority shareholders. We resolved it in a way that was easy and amicable, where we are expecting to buy Virgin's shares." He adds that neither EMAP or Virgin wanted to remain minority shareholders, and that EMAP offered VB a deal that it couldn't refuse.

Comments Charles Levison, a consultant for VB, "Virgin's goal, not unlike EMAP's, is to be a controlling or managing position of a radio station. Both Virgin and EMAP were enthusiastic about Kiss, but EMAP won the day."

EMAP's short-term goals include pushing for continued growth at Kiss FM and the recently acquired Radio City/Liverpool. Schoonmaker hopes that EMAP will emerge as the sixth-largest radio group in the country when the next JICRAR

results are published

Long-term prospects include a serious look at large metro areas. "We are putting our eggs into metropolitan areas rather than rural areas," Schoonmaker says. He declines to specify what areas other than Merseyside and London the company is interested in expanding, other than to say "we haven't ruled out" purchasing the remaining 41% of Kiss FM.

Meanwhile, no management changes are expected at Kiss FM, Schoonmaker says. "I have been supportive of the management team and will continue to be supportive of them," he explains. "I don't see any changes as the result of our purchase of Virgin's shares.

EMAP's Current Radio Holdings

Kiss FM/London	59%
East Anglia & Mid Anglia	19%
Essex Radio	10%
Radio City (City FM/City Gold)	100%
Trans World	26%



SIMPLY CELEBRATING — The champagne flowed at east west offices on December 9 when the label learned that Simply Red's new album "Stars" hit the one-million mark in sales. The record has also attained platinum status in Germany, Italy, Switzerland and Austria; double gold in France; and gold in Spain, Sweden, Holland and the US. Pictured (I-r) are: ew financial planning manager Clive Bishop, ew marketing manager Richard Engler, ew director of international Anne-Marie Nichol (sitting), Ferret & Spanner's Nigel Sweeney, Warner Music UK sales manager/national accounts Martin Craig (sitting), ew director of A&R Malcolm Dunbar, ew director of promotions Alan McGee (sitting), Warner Music UK sales director Jeff Beard, ew MD Max Hole (sitting) and ew director of marketing Elsye Taylor (sitting).

Irish Update: Pressure To 'Soften' National Licence Specifications

by Aidan O'Sullivan

Following the collapse of Irish national EHR station Century FM in Dublin, the question of a replacement station remains confused, with minister of communications Seamus Brennan getting pressure from the broadcast community to "soften" licence conditions

"A national independent radio service is still possible," says Seamus Henchy, chairman of the IRTC, the regulating agency which may award another franchise.

"Century FM failed because of the conditions at the time," he says. "Current broadcasting legislation has not worked very well. I think Minister Brennan would have learned from what has happened, just as we at the IRTC have learned." The liquidator of Century FM had meanwhile put the assets of the company up for sale, with a tender date scheduled January 8. The sale included some of the transmitters that Century used to boost its signal.

Meanwhile, small radio stations outside Dublin are claiming they have picked up former Century listeners. One is Carlow Kildare Radio, whose franchise was extended seven months ago to include some of the west Dublin towns nearby.

"The indications are that we are obtaining Century listeners, but Century did not have a great listenership in our area in the last survey," says CEO Michael Moriarty.

"Although we get no pleasure out of seeing Century go down, it's always an advantage to have one less competitor."

BBC's Changes: Davies Takes Radio 1 Weekend AM Slot, Hayes Radio 2 New Breakfast Host

BBC Radio 1 is making its first major changes to its daytime schedule in five years, beginning on March 9. Two moves involve Gary Davies going over to the weekend breakfast show and Bruno Brookes returning to the "Top 40 Chart Show" on Sunday afternoons.

Although there had been some previous speculation about Davies' future with Radio 1, a spokesperson for the network said the move was "at his own request, to allow him to work on forthcoming TV projects."

Taking over the 12.45-15.00 lunch time show, which was relaunched as "Let's Do Lunch" last year, will be Jakki Brambles. However, she will not



be directly replaced in her present 18.00-19.30 slot, but existing shows will be extended instead.

This gives Steve Wright's afternoon show an extra half-hour, to finish at 18.00, followed by Mark Goodier at 18.00-21.00. It also incorporates the network's evening news programmes, "News '92," which moves to the later time of 18.30-19.00.

"Naughty Boy" Hayes Returns

In an effort to halt a gradual decline in listeners and attract a younger audience, BBC Radio 2 has hired the former "naughty boy of radio," Brian Hayes, to take over the breakfast show. The BBC hopes Hayes will win back listeners who are tuned in to gold-formatted stations.

Hayes will also play music more targeted to listeners at least 10 years younger than Radio 2's current average age of 61, says Radio 2 controller Frances Line. She says the net's aim of hitting a more mature audience proved too successful

Hayes replaces Derek Jame-

son, who moved to the 22.30-24.00 slot with his wife Ellen. BBC hopes Jameson style is better suited for late nights, where there is less emphasis on music and more on talk.

Hayes, an Australian, gained notoriety behind the mike at news/talk LBC/London. He has been instructed to keep his morning chatter to a minimum.

Although Radio 2's breakfast show is the second-most listened-to morning show (Radio 4's "Today" show is number one) with more than three million listeners, the net on the whole has seen 4% of its listeners tune to other stations.

Declining audience, intended change in demographics and anticipation of competition from the two national commercial stations (INR 1 & 2), slated to go on the air this year, have prompted other changes at Radio 2. Ken Bruce has returned to the midmorning show, while Jimmy Young's lunch time show has been extended. Ed Stuart has filled the late afternoon slot. Also, Chris Stuart, David Jacobs and Judith Chalmers have been let go.

Kimber Joins Barker For Broadcast Specialist PR

Former editor-in-chief of *International Broadcasting* magazine **Orlando Kimber** has joined one of the UK's leading PR agencies,

Charles Barker, to form the company's first specialist group advising on communications to the broadcast industry. He will be based in London.

Kimber will head up Charles



d up Charles
Orlando Kimber

head up Charles Barker's broadcast services group, which will focus on helping clients maximise marketing, sales and investment opportunities and adapt to workforce changes in the market.

Comments Kimber, "Radio and TV broadcasters, programme makers and equipment manufacturers need help to communicate in this evolving environment and to stamp their identity firmly in the market-place."

Recently, Charles Barker has been involving in PR for the NAB/Montreux conference, scheduled for June 8-13.

Trema Tremors: Firm Signs Distribution Deal With Sony

by Emmanuel Legrand

After months of speculation, Trema, France's leading independent production company, has inked a new long-term distribution deal with Sony Music. During the past three years, Trema was distributed by EMI.

Trema had a 2.3% market share in France last year, with turnover reaching Ffr120 million (app. US\$20 million).

The new deal, effective January 1, is a simple distribution arrangement, with Sony responsible for selling, shipping and handling Trema's catalogue, while Trema retains all of its A&R, marketing and promotional independence.

Both companies said the new "sales and marketing partnership will reinforce each company in an environment marked by increasing competition," and will create "strong synergies" which will benefit both "artists and producers."

Comments Trema GM of administration and finance Alain Revaud, "This deal does not mean the loss of independence for Trema because it respects the full autonomy of both partners." Revaud adds that Trema leaves EMI under a "gentlemen's agreement" and "without conflicts." However, sources say that Trema had been unhappy with the distribution problems affecting EMI in 1990/91.

Commenting on the deal, Sony Music France president Henri de Bodinat says, "It was flattering that such a professional and solid company [like Trema] chose to elect us." For de Bodinat, the arrival of Trema will "strengthen Sony Music's

distribution power" and "better increase the penetration of Sony Music" on the retail market.

He adds, "Our goal is not to artificially gain a couple of market share points, but to really reinforce our structure by adding a very creative label run by quality people. The key word to the whole deal is partnership." According to de Bodinat, there will be no "conflicts" between Trema's and Sony Music's acts, since Trema is not following the same artistic policy as Sony.

According to Revaud, Trema has a strong list of releases for 1992—including a studio album by Michel Sardou—that are being supervised by A&R marketing/promotion GM Catherine Regnier. Those releases could help increase turnover this year by 15%-20%.



DANGEROUS FLIGHT — Radio and music industry VIPs board an Air France Concorde airplane for a special preview of Michael Jackson's Dangerous. Passengers were flown to Ireland while listening to 14 tracks off the new album.

Transmusicales Bows New Trends

Music festival Transmusicales is renowned for setting new musicals trends. During the past years, Transmusicales has exposed countless new acts to French audiences—from Fishbone to Stefan Eicher and Etienne Daho to Lenny Kravitz.

The festival, held in the city of Rennes in Britanny last month, drew over 14.000 people and more than 500 professionals. Sponsored by public broadcaster **France Inter**, which has aired some of the concerts, the festival lasted four days and included some 46 acts.

Among the favourites this year

were DGC's Nirvana, veterans Leon Redbone and Tony Joe White, who visited France to promote his first album in eight years for the new label Remark, and newcomers such as UK rap band Galliano, UK psychedelic band Dr. Phibes and in his European debut, Nigeria-born guitar player Keziah Jones. The Ra scene was well represented with MC Solaar, Assassin and Daddy Yod. Subtle pop singer Dominique Dalcan gave his first concert ever, and African musicians like Zao from Congo and Donke from Mali also made strong impressions.

Dino Music Sets Ffr30M Turnover Target For 1992

Record compilations specialist Dino Music has ambitious plans for France. The company, which entered the French market a year ago with a low profile, hopes to gross Ffr30 million (app. US\$6 million) during fiscal year 1991/1992 and double that figure in 1993.

The company's expansion plans follow a management reshuffle which took place in Paris recently, resulting in the French affiliate of Dino being headed by **Daniel Goldschmitt**, former GM of indie label **Flarenasch**

Previously, Goldschmitt had held various posts at Vogue, EMI/Pathe and EMI Publishing.

Goldschmitt, currently heading a staff of four, plans to increase the promotion and marketing teams in 1992. Dino will focus its activities on the company's core business: the marketing of compilations. However, Dino will also be involved in international artist development with acts such as La Toya Jackson or Timmy T, as well as signing and developing local artists. Goldschmitt says he plans "to produce one or two acts that already have

a certain level of notoriety and media recognition."

On the highly competitive compilations market, Dino plans to find a niche in specialized products targeted at specific consumers. Goldschmitt says he "no longer believes in the commercial impact of general compilations." He adds, "The public is tired of these products. The TV advertising campaigns are becoming more and more expensive and have limited impact. Therefore, I am convinced that targeted products can find their way. They

might not sell well, but if they sell in the range of 90.000 to 100.000 units, I will consider it satisfactory."

Goldschmitt plans to work extensively with radio stations in order to create partnerships to promote compilations.

Dino, a company set up by Canadian, German and Dutch investors, grossed some US\$100 million in 1991. With 20 offices throughout the world and a total staff of 250 people, Dino is distributed in France by WEA affiliate Carrere Music.

Virgin Megastore Closes On Sunday Under Pressure

Negotiations over the possibility of allowing Sunday trading in some categories are currently underway between the French Ministry of Trade, the Ministry of Labor and other interested parties. The talks come on the heels of Virgin Megastore's recent decision to comply with the laws, despite having defied an unjunction against Sunday commerce which resulted in a received a Ffr500.000 fine (app. US\$90.000).

A judge early last month had ruled that Sunday trading was illegal and warned Virgin it would be fined Ffr50.000 for each hour the store stayed open. Despite the ruling, last December 29, Virgin stayed open from 12.00 to 22.00, incurring a Ffr500.000 fine as some 40.000 people visited the Megastore on the Champs-Ely-

The Virgin move was the latest in what has become a heated battle over Sunday trading in France. Six months ago, the three Megastores in France were forced to close on Sunday because of alleged violations of a 1906 law which forbids commerce on that day.

Negotiators are currently considering the possibilities of some Sunday trading in certain categories of merchandise, such as cultural goods like books and records. FNAC, is said to favor allowing trading on six Sundays a year; currently, the law allows commerce on three Sundays a year

A trading law will be presented before parliament in the spring session, confirms minister for trade Francois Doubin.

Lang Welcomes New Visa Law

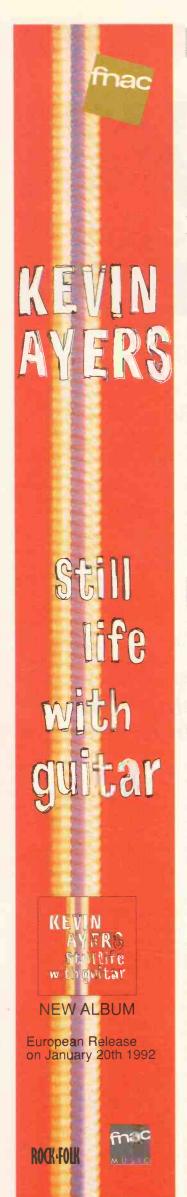
French minister of culture Jack Lang has called the new Immigration Act voted on last November by the US Congress regarding the status of artists and performers (O and P visas) "a great step forward in the development of artistic exchanges with the US." The new act is expected to be signed into law by president George Bush.

Lang says that international action, especially from the EC, has been a key factor in the

reversal of the law, which resulted in such substantial changes as the deletion of the 25.000 yearly cap number for foreign performers and a minimum delay of 90 days to fill a visa petition before a scheduled performance. Labour unions must still be consulted, but regulations have been softened so that unions have only 15 days to object to a visa petition.

Although the definition of performers of "extraordinary ability" and "internationally

acclaimed artists" has been softened, the minister of culture regrets that the new law still gives INS the right to judge "the artistic value of foreign performers." Nevertheless, adds Lang, "We have stressed that neither creators nor artists can be considered as goods or workers. I just hope that in the very near future, the US will go further and recognize the dimension of 'moral right' linked to authors



Radio 4 Staffers Hold 24-Hour **Protest Over Cuts**

by David Pico

Some 60% of Spain's Catalonia national station Radio 4/Barcelona employees celebrated its 15th anniversary last month by locking themselves inside the Radio 4 building and holding a 24-hour

The employees reportedly were protesting what they called the gradual dismantling and disappearance of the station" following severe budget cuts which resulted in some 40 redundancies, with more expected to follow. Striking staff maintained minimal services, as well as making a regular announcement in hourly newscasts to inform the audience of the reasons for the strike.

Radio 4 relies on income from the government which it receives via the Spanish National Radio Network (RNE). This year the government, claiming the station

is not competitive enough, has cut Radio 4's budget from Pta135 million (app. US\$1.3 million) to Pta72 million. The future of the station is expected to be secure, at least until the end of the 1992 Olympic Games.

Despite the lockout, present director Ramon Font claimed that Radio 4 is "a very active station which will start 1992 in high spirits"; and all seven directors, past and present, gathered together to celebrate the station's birthday.

Carlos Sanmartin Named GM For EMI-Hispavox

Carlos Sanmartin is the new marketing managers for each GM of Spain's EMI/Hispavox. In label." Gil likened the structure to his newly created post, Sanmartin will be overseeing both divisions of the company.

EMI and Hispavox labels operate in competition in the marketplace, but Sanmartin's role as GM is described by EMI/Hispavox MD Rafael Gil as a logical development of the strategy initiated two years ago to reorganize and revitalize marketing, A&R and sales at the two labels. Says Gil, "We believe marketing will be more effective with one person responsible at an overall level for both labels, coordinating distinct

"one head controlling two arms."

Sanmartin, 43, joined EMI seven years ago. In 1988, he became marketing manager for EMI/Hispavox, a position held until the labels were separated in April of 1990, when he became GM of the EMI division. He says that his new appointment will "streamline the running of EMI/Hispavox by combining its non-competitive functions, while maintaining separate labels competing with each other in terms of marketing, promotion and sales.

Discoplay Opens Fifth Madrid Record Store

by Anna Marie de la Fuente

Twenty-one-year-old Discoplay, Spain's oldest music retailer, opened the gates of its largest store to date last month. The megastore occupies two levels of what was formerly a cinema in one of the capital's skyscrapers. It

is the retailer's fifth store in Madrid. A sixth is located in the northern city of Leon.

Says MD Alfonso Asenjo, 'Our policy is to offer the widest variety of product possible." Aside from pop, Discoplay will display more of the less commercial products such as jazz, folk, oldies and country music. "Our classical music department will most certainly be upgraded," Asenjo adds.

Discoplay also exclusively distributes merchandising products from Amnesty Internation-Greenpeace, and other humanitarian organizations

BENELUX

Polydor Creates Three Units

by Machgiel Bakker

Polydor Holland MD Albert van der Kroft has restructured its organization by creating three separate repertoire units-A&R/ marketing national, marketing international and classical.

According to van der Kroft, the advantages of having distinct repertoire units is that the shorter reporting lines allow more possibilities for creativity. Each division will handle different responsibilities in the areas of product, marketing and promotion.

Kees van Wijen-ex-MD of

now-defunct PolyGram Import Service—was recently (M&M, December 14) appointed marketing manager international and will also serve as deputy to van der Kroft.

Paul Brinks is heading A&R/marketing national and will also be responsible for cross-border exploitation, while Marcel Schopman will be in charge of the classical division

Aside from the three new divisions, Polydor's back catalogue marketing division will be headed up by Henk Keuter.



PLATINUM WAKE-UP CALL — Bryan Adams is given platinum records for both the single "Everything I Do" and the album "Waking Up The Neighbours." The awards were handed out to Adams at his sold out show in Ghent last November. From left, top row: Dominique van Poucke (promotion), Keith Scott, Mickey Curry, Adams, A&M product manager Francois Vaes, PolyGram Belgium MD Charles Licoppe and Tommy Mandel. Seated: Dave Taylor and Deirdre Keustermans (Polydor promotion).

Radio Contact Bucharest Teams Up With BBC World Service

by Marc Maes

Belgian/Romanian outlet Radio Contact Bucharest has struck a deal with the BBC World Service which allows it to broadcast daily bulletins in English and Romanian directly from the BBC World Service in London.

The collaboration, began last month, permits Radio Contact Bucharest to rebroadcast some of the BBC's programmes simultaneously by satellite signal.

According to BBC World Service head of Romanian division

Kristian Mititelu, "This agreement gives us access to Bucharest on the FM band, which means we get better audibility, as well as being able to reach a younger audience.

Mititelu adds, "We have bulletins in Romanian, plus two bulletins in English, because there is a small business community in Romania and English is becoming the most popular language, especially among young people."

Radio Contact Bucharest started broadcasting from the local university campus in February of

1990, aiming for a potential audience of 25.000. According to government audience ratings, the station-backed both in hardware and record material by its Belgian parent company-jumped from a 9% reach in March to 20% in

Says Radio Contact Bruxelles administrator Pierre Houtmans, "We sent the necessary equipment to launch the operation and, where originally only record companies were sending us samples for the Romanian operation [as a part of our network deal in

Belgium], we recently received material from the Belgian French Community government. arrived in Bucharest with some 80 kilograms of material."

Houtmans adds that advertising company IP-the sales house for RTL-TVi, Bel-RTL and the Radio Contact network in Belgium-also is assisting Radio Contact Bucharest.

The IP Network, operating from Prague, has appointed Stanislas Leridon to coordinate ad sales for the station.

LUXEMBOURG

BY

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Don't miss this opportunity to join the future of radio, after all it'll be a good few years until the others catch on.

LUXEM PARENTE

THE STATION OF THE STARS

Berliner Rundfunk Privatized; Three Publishers Chosen

by Mal Sondock

Berliner Rundfunk has become the first public radio station in eastern Germany to be privatized.

After examining bids from different applicants, the state communications commission Anstalt für Kabelcommunikation-Berlin (AKB) awarded a 25% stake each in the former east German propaganda station to three west German newspaper groups. A fourth partner will be named later.

New investors are Märkische Verlags-und Druck Gesellschaft (a subsidiary of the Frankfurt All-

gemeinen Zeitung), DuMont Funk & Fernsehen (publishers of the daily Kölner Stadtanzeiger and The Express) and Neue Medien Ulm Televisions (publisher of Märkische Oderzeitung). The remaining 25% at press time is being held by lawyer Ulrich Schulze-Rossbach until a partner is named.

The AKB will accept bids for the rest of the station until the end of June. The station has received a two-year licence from the AKB. Both Berlin and Brandenburg have approved the deal.

The commission will make

decisions about the placement of other frequencies at its next meeting on January 24.

AKB spokesperson Susanne Grams comments, "The three publishers were awarded the frequency because they have proposed to keep most of the present employees of the station. The programme will be especially tailored to the interests and needs of east Berliners and listeners in Brandenburg, in efforts to further enhance media integration between the two parts of the city.

"The group has also pledged to cooperate with cultural institutions, especially the Hans Otto Theatre in Potsdam. The target audience is the 30+ plus age group and the station will continue the tradition of MOR music, news and information."

Headquartered in east Berlin, Berliner Rundfunk reaches out not only to 2.8 million people in the country's new capital, but also to the state of Brandenburg. The station, with frequencies covering the entire country, has been divided into regional areas. In the recent Infratest ratings survey, Berliner Rundfunk had 180.000 listeners, or 6.1% of the total population. Some 140.000 listeners were in east Berlin.

The AKB also announced that although the financing of the popular RIAS 2 station will continue until the end of 1992, no decision has been made as to the continued future of the public station.



WELCOME ABOARD — Deutsche Schallplatten Berlin MD Jorgen Larsen (right) welcomes aboard Chris Georgi, who will serve as the company's marketing director. Georgi spent 20 years with PolyGram Germany. He will be responsible for product management, promotion, special marketing and merchandising.

NEWS IN BRIEF

Radio Hamburg, FFN Team Night Shows

Niedersachsen statewide private broadcaster FFN and Radio Hamburg have joined for their 24.00 to 05.00 broadcasts. The two stations will carry the same programme on weekdays, with Radio Hamburg providing the news broadcasts and FFN the rest of the programme. The show has been named "North Night," and the news slots dubbed "North Current."

300 Listeners Join 89 Hit FM In US

Munich station **89 Hit FM** joined with the national travel agency **Air Tours** and a local company to organize a vacation trip for listeners. Attracted by the promo, 300 fans paid DM2.999 (app.

US\$1.900) to join PD Peter Pelunka and his DJ team for 10 days in San Francisco and Hawaii.

BPW Creates Video Sales Awards

In light of rapidly increasing sales activity on the music video market, the Association of the German Recording Industry (BPW) has announced it has instituted both gold and platinum awards for the sales of music videos.

Over the last 15 years, the association has already awarded more than 1.200 gold (250.000 units) and platinum (500.000 units) records. With anticipated sales of over one million music videos in 1991, the BPW has set the minimum sales requirements at 25.000 units for gold and 50.000 units for platinum. BL

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The Netherlands. Tel: (+31) 20.669 1961.

1991 Best Year Ever For WEA Music

by Wolfgang Spahr

WEA Music Germany turned in its most successful year in the company's history in 1991, with sales up 15% and album chart share at more than 10%.

The results are impressive, given the fact that the company does not serve certain markets in the country, such as low-price recordings, classical music, folk music and children's repertoire. In the last three years, WEA has also handed over important repertoire sources, such as Atlantic, Geffen and MCA. Nevertheless, says WEA Music MD Gerd Gebhardt, sales surged upwards after establishing new German and international artists.

Gebhardt underlined that German artists are more and more able to hold their own against international stars. "In 1992, German productions will continue to dominate the market." he says.

WEA has signed new contracts with artists such as Gitte, Mandy Winter and the Hamburg orchestra Anthony Ventura, already a million-seller. According to Gebhardt, in 1992 German productions will provide at least 25% of the total turnover of WEA. But he also left no doubt that the company's top international acts still earn the lion's share of turnover.

Gebhardt, who is also chairman of the German Phono-Academy, deplores the fact that the music industry is still discriminated against when it comes to VAT. Albums are slapped with a 14% VAT, while books are taxed at half that rate.

Gebhardt regards the album



Gerd Gebhardt

as a cultural possession and insists on changes. This applies to classical music as well as to albums. It is inconceivable, he says, that classical music, when performed as opera, is subsi-

dized by the state, but that the same music, when reproduced on a sound carrier, is taxed by 14%.

Weirdoz Release Third Album In US First on Arista

by Ellie Weinert

Freaky Fukin Weirdoz's third album is expected to be released in the US first on the Arista label. The funk-rock-trash group recently signed a long-term, worldwide artist deal with BMG Ariola Hamburg.

The album, to be released in the spring, will most likely be titled *Senseless Wonder*, according to manager **Mario Mendryzycki**. A corresponding European tour is currently in the making.

Founded in Munich in 1989,

the band followed its self-titled debut album with *Weirdelic* on the indie label **Sub** Up, distributed via **Efa** in Germany.

via Efa in Germany.

Freaky Fukin Weirdoz were reportedly well received in the US during tour activities with such acts as Faith No More, Jesus Jones, Iggy Pop and Bad Brains.

As a result, a CD entitled Extra Play, with excerpts off the first and second indie albums, was released in North America on Arista in November. The band toured additional clubs in Holland and Germany through mid-December.



SECOND MARRIAGE — Gandalf, Austria's most successful New Age performer, has renewed his contract with Sony Music. The artist has just finished working on his new album "Gallery Of Dreams," together with former Genesis guitarist Steve Hackett. Pictured (I-r) are: A&R manager Andy Zahradnik, Gandalf, and Sony Music MD Martin Pammer.

ON BUILMOID ON BUILMOID 'dn Summois 'Summois 'Su

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Three Unions Push Government To Back Popular Music

by David Stansfield

Three of Italy's leading trade union organizations-Cgil, Cisl and Uil-are pushing Parliament for more recognition for popular music in all its genres-from rock to dance to jazz.

The unions have delivered a five-page document to the government's Ministry for Entertainment. The move coincides with Senate deliberations over a "music law" which includes proposals for a levy on blank cassettes, plus the extension of copyright on live material from 20 to 50 years.

The unions claim that popular music, unlike classical, is all but ignored by the state and is subsequently abandoned to a private sector which trades in what is described in the document as "the wild laws of the market." They want a national promotion agency for popular music, set up with its own management and economic freedom, as well as a revision of taxation on record companies and publishers. Calls have also been made for additional help to small businesses, the professional recognition of producers, distributors and organizers, and support for the export of locally produced product on the international mar-

Local musicians, authors and composers had timed their own political move with the delivery of the document by staging the Concerto Italiano concert in Rome last month. Organized by the recently formed S.N.A.C. (National Syndicate of Authors and Composers), it featured such young artists as Paola Turci, Roberto Kunstler, Elisabetta Ponziani, Mariella Nava, Tiromancyno, Bungaro and Massimo Bizzari, among others.

The main aim of Concerto Italiano was to focus attention on the alleged non-payment of author royalties by media magnate Silvio Berlusconi, whose

local business interests include the ownership of private TV network channels. S.N.A.C. executive Franco Micalizzi claimed at the concert, "Young artists are the most penalized by the attack on authors' rights by Berlusconi's Fininvest group of companies."

The Berlusconi battle has been raging for some time. SIAE (the authors' and publishers' rights society) took up arms in 1987 with claims that Berlusconi had reneged on his agreement to pay 2.5% of his total TV advertising revenue towards artist royalties. SIAE wants national copyright

fixed at around five percent and is currently appealing against a recent ruling by a Rome court that Berlusconi's Fininvest group is required to pay only 2.5%. The ruling stated that private TV stations should not be subject to the same percentages as pubcaster RAI, which currently benefits from licence fee revenues and a monopoly on live transmissions.

The battle is likely to heat up following the recent declaration by S.N.A.C. that it is also plans to take legal action against Berlus-

Kiss Kiss Bows New Label; Simioli Cuts Single

Radio Kiss Kiss, the Naplesbased private national network station, has launched its own label 2Kiss Records with the release of the album Discolive

Discolive is named after the station's weekend dance music programme, which has been broadcasting live from its own discotheque for the past 15 years. The 14-track album, available in all configurations, features acts and artists such as De La Soul, Naughty By Nature, Joy Salinas, Joey Negro, Datura and Cappella.

Station PR executive Ciro Cacciola confirms that Discolive is only the first in a series of releases inspired by Radio Kiss Kiss programmes and other initiatives. All station product is being distributed exclusively nationally by the distribution arm of the Naples-based firm Flying Records.

Radio Kiss Kiss has a current daily audience of 1.3 million (Datamedia) with a 2.77% national penetration.

Simioli's AIDS Single

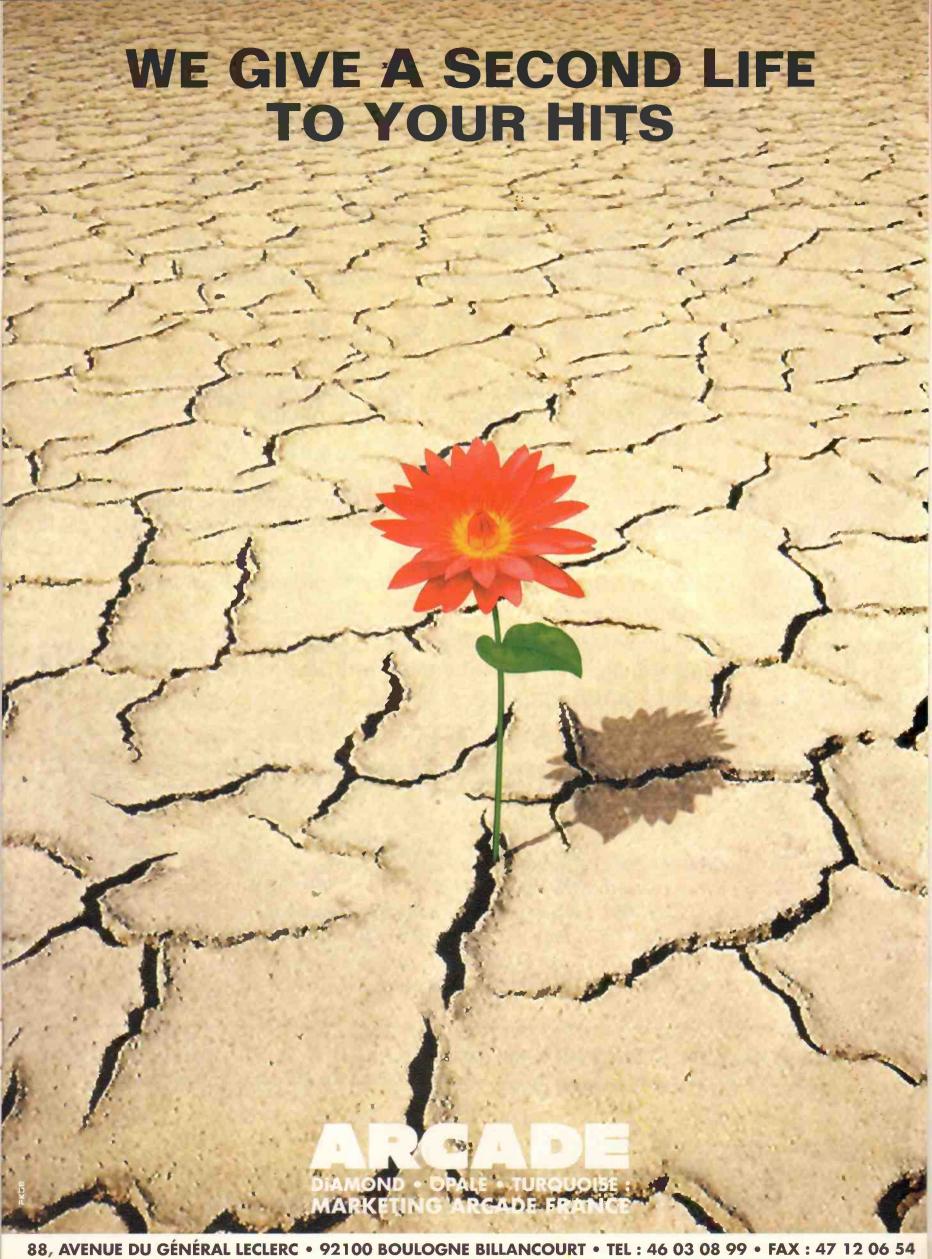
Radio Kiss Kiss artistic director/DJ Gianni Simioli is also making news with the release of his first single entitled A Chi Lo Daremo? (Who Can We Give It To?). The discotheque-targeted song, released and distributed by Flying Records, displays Simioli's own brand of humour by tackling what he describes as the difficulties of love in a world where HIV syndrome and AIDS Comments Simioli, "Today, it's hard for people to kiss or to hold hands without thinking of condoms. The condom is a sign of the times."

Simioli has courted controversy with his radio programmes in the past. His first major success at Radio Kiss Kiss was "A." a weekly programme featuring a chart for porn films screened in Naples. Follow-up programmes Cucu and Scostumato were also of a highly suggestive nature.

Timeless Watch

Simioli, in addition, is behind the humourous launch of the limited-edition "Puorch Watch," which the station was to give away to 1.400 listeners who had answered simple on-air questions between December 16-January 7.

Simioli calls Puorch Watch the symbol for a new era. "It doesn't have any hands," he explains. "It will help people to live better without stress and anxiety. Puorch owners can decide what time it is themselves, which will be helpful with late arrivals for appointments. And, if you want to know what time it is in Japan, for example, all you've got to do is call somebody in Tokyo. Puorch Watches also have a lifetime guarantee," he adds.





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AmericanRadioHistory.Com

No.1 Radios, NRJ Possible **Alliance For P4 Licence**

by Kai Roger Ottesen

France's leading FM network NRJ is definitely planning to do business in Norway, although not by buying a stake in Oslo-based Radio Limelight.

Rumours have circulated within the industry that NRJ was interested in buying a share in Radio Limelight, but those reports are now being flatly denied by station MD Morten Oseberg Andersen.

Andersen, who is also a member of the board of the No. 1 Radio group, does, however, confirm NRJ's interest in the forthcoming national private station P4. "We have been having a dialogue with NRJ, and have spoken about the possibilities of it owning a share in P4. However, we do not have an agreement yet."

The ownership rules for P4, defined by the Ministry of Cultural Affairs, do not allow an investor to own more than 20% of the station. According to Oseberg Andersen, NRJ wants the maximum. The 80% of the shareholders" as to whether NRJ will be represented on the board.

Other possible investors are not being disclosed at press time.

price tag for P4 is set at NKr80 million (app. US\$13 million), with NRJ expected to inject at least NKr16 million. Oseberg Andersen says it will "depend on the other

ly taken over its frequency mates Radio 2 and and plans to take over Radio N in the next 14 days. Radio Tango is rated number four in the market, and has, up until now, shared a frequency with Radio 2. Radio Limelight and

Radio N.

The AOR outlet bought out Radio 2's equipment and plans to keep a Radio Tango format, but will allow Radio 2 to keep its name. Current legislation forbids stations to buy licences, but Radio Tango MD Michael Breines Oredam says, "We will apply for an official merger

Radio Tango/Oslo has effective- soon." He calls the deal "a step towards a more comprehensive frequency.'

Radio Tango Goes For

Exclusive Frequency

None of the Radio 2 staff has gone over to Tango. Tango has 15 employees, and Breines Oredam says it is planning on adding three or four new employees soon. Radio Tango's inclusion of Radio 2 leads to a weekly Tango-time totalling 124 hours. The station is aiming for a 24-hour-a-day broadcast, and may get it. Rumors are rife in the Norwegian broadcasting community Radio Tango will attempt also to buy out Radio Limelight in the near future.

Norway's Artists Await 'Spelleman' 1991

On February 8, 11 artists will be awarded "The Fiddler Prize" by Spellemannsprisen, an organization headed up by IFPI Norway secretary Saemund Fiskvik. The prize consists of a statue of a fiddler, and award categories include best rock band, best record for children, best country artist, best jazz performer, best ballad singer, best folk music, best pop, best entertainment, best chamber music, best orchestra music and an open category.

Those nominated for the best rock band category include The September When (album Mother I've Been Kissed (Warner)), Jokke & Valentinerne (Freist (Sonet)) and Secret Mission (album Strange Afternoon (EMI)). Best pop nominees include Tre Små Kinesere (album Luftpalass (Sony)), Dance With A Stranger (In The Atmosphere (Norsk Plateproduksjon)) and Silje (album Silje (Sonet)). The nominees for best jazz include Jon Balke, Per Jørgensen, Audun Kleive (album On And On), Bjørn Alterhaug (album. Constellations) and Masqualero (album Re-Enter).

NRK is responsible for settingup and broadcasting the whole event. A total of 199 candidates were nominated. Sony promotion assistant Sølvi Johansen calls Spellemannsprisen, "More and more important. It is a summary of the year. It is possible that we may sell more records because of the publicity our artists receive on TV. Although it is important to get them on TV, it is a victory in itself to be nominated."

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Music Publishers Gearing Up For The Single Market

On January 1, 1993, the single European market will become a reality. What will its long-awaited arrival mean for European music publishers and the way they operate?

ost companies have been fine-tuning their operations to meet the needs of 1993 over the past few years. As Siegel Music MD Joachim Neubauer points out, "We changed our way of working as a music publisher many years ago, moving away from the idea that we were mainly a subpublisher and concentrating on our own productions, working in conjunction with our partners.

"I would like to see both the PRS and MCPS playing greater roles in Europe."

- Steve Lewis



Walters and A House will break across Europe because they write great songs. All these countries are getting more adventurous and our kind of catalogue will benefit."

Multi-Territorial

Warner Chappell MD Robin Godfrey-Cass says, "We have been a multi-territory company for a number of years now, and were probably the first to establish our operations in all the major European territories. So as far as 1992 is concerned, Warner Chappell has been geared up for a single market for some time now. The only territories where we don't have a publishing operation are Greece and Israel, and the record companies look after that aspect there.

Because we have had this synergy with affiliates,

Warner Chappell has been able to benefit from worldwide contacts, and during the last three years, our companies in Europe have really made in-roads into supporting writers. It's not just a question of collecting the money. It's the other things that we do, like mounting promotion campaigns and giving tour support-publishers have to justify their role.

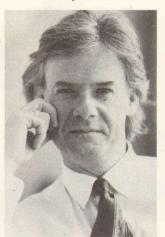
"One of the things we are doing in London is looking at the idea of forming our own production company. It's still at an early stage, but it would make recordings and lease them out to other record companies. Obviously, as a matter of courtesy, they would be offered to our affiliated record labels first, but could then go on the open market."

coming of the single market. There may be some blips in the middle, but generally it should run smoothly. If there are any changes, it will be in the one-stop arrangements."

Centralized Operations

His comments are backed by BMG Music Publishing UK MD Paul Curran. "From the creative aspect, there will be no significant changes," he says. "In fact, we have gradually changed the way that we work with our writers over the last three or four years.

'From the business point of view, central licensing is here to stay, now that pan-European publishing among the multinationals is the thing to do. It certainly makes for efficiency in collection, and is a definite advantage in stopping



"If it's good, people will buy it, regardless of what country the music originates

Peter Reichardt

"We also began more than 10 years ago to open up our own companies around the world, especially in all major European territories, so that we now have a faster way of dealing, receiving money, controlling royalties and coordinating promotional activities."

Neubauer adds, "Regarding the unified market, it is obvious that as in the US, the single will only be a promotional item. This means it will only help to promote the upcoming album or be part of a compilation. Albums could be more successful as a result and this is, of course, a benefit to the publisher.

At Chrysalis Music in the UK, president Stuart Slater backs the sub-publishing stance. "I am personally happy with the existing network of sub-publishers, and I don't visualize any short-term changes in our arrangements," he says. "I suppose in the mid-term, we might look to open

"The single market is not going to bring any major problems but, hopefully, it will make people more aware of the cultural and creative crossovers."

Richard Manners



our own companies in certain major territories, but the problem with pan-European deals is the extra commisssion and the extra delay in receiving royalties, although I am

sure these areas will be sharpened up in the course of time. However, the single European market will be even better for pop and rock talent. I am confident that Frank & **No Major Changes Planned**

At BMC Publishing in Belgium, MD Bernard Goffin also anticipates few changes in the way the company operates. "The single market isn't going to have any dramatic impact on publishing in Europe, and I don't see that there will be that many changes in the future, either. All the countries will remain with their own author societies and they will continue to fight for their territory.

France is much more ahead on neighbouring rights, performance rights for producers and performing artists. No other country has reached that stage, although Belgium is considering new legislation and things should be in place by the end of 1993. I believe it will be a long time before we get a standardized copyright law."

EMI Music Publishing MD Peter Reichardt agrees that the single market will not affect output. "We are not going to start listening to other countries' music simply because it is 1993. Music has always sold on its own merits and that will continue to be the case. If it's good, people will listen and buy it, regardless of what country the music originates from."

> He adds, "We have been looking at the idea of central accounting for several years now. I don't see that the single market is going to present any big problems. EMI Music already has a fully developed network in Europe, so it's no concern for a multinational company like us.'

> PolyGram Music publishing UK MD Lucian Grainge says PolyGram is still a growing company and regularly alters the path it takes. "I've just been spending time

with all the European managers, finding out the strengths and weaknesses of the company, and then taking the appropriate corrective action. Obviously, market forces will continue to dictate the changes that must be made in publish-

"I really can't see any major problems looming with the

money from going, astray."

"In respect to possible problems, I think that central licensing will come faster than we expect, especially as a result of the decision made by the EC in Maastricht last November," says Siegel Music's Neubauer. "But I do wonder what will happen to the UK if it is the only country in Europe with sterling rather than the ECU. A more clever and sensible government in the UK will change this deci-

UK Dominance

"Obviously, a single currency will be beneficial from a business point of view," says BMC's Goffin. "But on the creative side, we have a market that is so fragmented in its

The UK will still be the major product provider for



"France is much more ahead on neighbouring rights, performance rights for producers and performing artists. No other country has reached that stage."

- Bernard Goffin

Europe but it would be great if the single market helps open the minds of many people in different countries. Spanish and Italian music is already much more accepted in other European countries than it was 10 years ago. However, it is obvious that there will continue to be strong local markets.

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MUSIC PUBLISHING

"I do wonder what will happen to the UK if it is the only country in Europe with sterling rather than the ECU."

— Joachim Neubauer



Peer Southern MD Nigel Elderton predicts that UK and US music will still dominate. "The language barriers are still there and no amount of legislating is going to remove them. Like other music publishers on the business side, we have been building a stronger representation in Europe for some years now, and have offices in all the major territories

'We are investigating the possibility of centralizing the royalty processing, probably in Hamburg, but that would only apply to the processing of statements. Accounting and licensing would remain the responsibility of each individual territory. I think that is is important to keep things like that, otherwise it could be a case of 'Big Brother' in Germany watching over everybody.

Virgin Music MD Steve Lewis also believes the UK will continue to dominate. "The music industry in Europe has lived with the idea of a single market for a long time now because of the central licensing agreements which most major companies now operate. There are certainly no plans for Virgin Music to change the way that it operates,

although I would like to see both the PRS and MCPS playing greater roles in Europe. The strength of the UK music publishing industry lies in the fact that we have the best repertoire.

Other publishers are adamant that the single European market will bring few drastic changes. In Belgium, BE's Songs MD Maurice Engelen says, "Sub-publishing deals will be made as usual. A single European market won't change anything for publishers

Says Island Music MD Richard Manners, "We're certainly not planning any changes in the way that we operate. Island Music has been working closely with European partners, particularly in France and Germany, for a long time now. The single market is not going to bring any major problems but, hopefully, it will make people more aware of the cultural and creative crossovers. I'm

certainly not going to change my fundamental creative strategy simply because it is 1993

"The main criteria for music publishers will still remain: Can the song sell records? No publisher is going to sign acts that only have the potential of being successful in

"Obviously, market forces will continue to dictate the changes that must be made in publishing." - Lucian Grainge

one country. They need to have success in other countries in order to get their money back.

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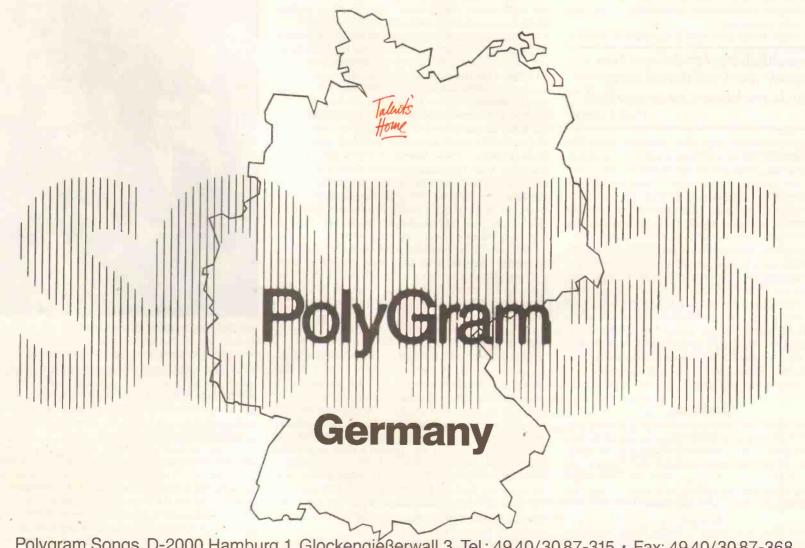
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More Than Just Writing Songs

The days when an old-fashioned songwriter knocked out "tunes" which were then sent on to record companies, managers and artists in the hope that they would be recorded, are long gone. In recent years, the self-sufficient writer/ producer/musician has come to predominate.

s there still a niche for the simple songwriter, putting together words and melodies for those looking for covers? Says BMG Music Publishing MD Paul Curran, "The publishing landscape has changed; the traditional songwriter is no longer so prevalent. Record company A&R departments rarely now have artists that they can simply build an album around. In fact, it is almost a pre-requisite that anyone who now signs a record deal should be able to write, as well—if not on their own, then at least with collaborators.

Many Talents

"Songwriters are now often producers, re-mixers or musicians," says Curran. "They operate in a very competitive field. Technology is also much more advanced—a demo sounds as good as the final record in a lot of cases.

Virgin Music MD Steve Lewis says self-sufficient writers have been a trend for years now. "The music publishing industry has finally come to terms with that fact. The majority of income for a company like Virgin comes from writers who also produce, like the Pet Shop Boys, Fine Young Cannibals and Soul II Soul," he adds.

The songwriter with other talents has also become more dominant at Warner Chappell Music. "Independent songwriters are still important, but the new breed of writers are also producers who can provide a one-stop service," says MD Robin Godfrey-Cass. "They write the songs and produce the act. At Warner Chappell, we encourage our writers to have their own recording facilities so that they can develop their various talents."

'It is important for publishers to encourage their writers

"The publishing landscape has changed; the traditional songwriter is no longer so prevalent."

- Paul Curran

to expand their talents," says Peer Southern Music MD Nigel Elderton. "We have a 24-track studio on the premises which is being revamped for the use of our writers. They include the writer/production team 3 Man Island, who produced and wrote the Rozalla hit Faith (In The Power Of Love), and Chris Eaton, who wrote Saviour's Day for Cliff Richard, and is embarking on his own solo recording

However, the simple songwriter is not forgotten. "We don't ignore the older-style writers. In fact, we have a sixstrong plugging team working soley on their songs," says Godfrey-Cass. "Their brief is to get covers by working with producers, record companies and artist managers. Of course, having a hit single does help sell a writer's songs to other artists. Warner Chappell signed Nik Kershaw about 18 months ago and he came up with the Chesney Hawkes hit The One And Only. It was a great calling card for Nik, whose own recording career had been dormant for several years. Everyone wants his songs now."

Tradition

Siegel Music MD Joachim Neubauer is a strong supporter of traditional songwriters. "Since the end of the '60s, singer/songwriters have become more and more an important part of the publishing business, and this will not change in the future. However, there are many major recording artists who are looking for exclusive songs, and this is what makes the work of publishers like us so impor-

"Siegel Music was started by Ralph Siegel, one of the most successful songwriters in Europe, with more than 600 songs to his credit. They are constantly given airplay, so as

a company, we are very supportive of traditional songwriters. However, every singer/songwriter is also encouraged and we are constantly placing songs with other artists. Chris Thompson, who wrote You're The Voice, is an example of a composer, lyricist and a musician for fellow artists who has been signed to Siegel worldwide.

Says Lewis, "We also have a healthy roster of people who write and produce for other artists, including Russ Ballard; Derek Bramble, who has written for Whitney Houston; Pete Sinfield, whose credits include King Crimson, Bucks Fizz, Diana Ross; and Squeeze's Chris



Jesus Jones' songs were sought after by Bob Dylan.

Covers

Curran, however, says it can be hard now to get covers for old-fashioned songwriters. "There are few outlets for song plugging, although in some countries such as Germany, there are still opportunities for placing songs. We encourage our writers to produce songs which have a focus and, by-and-large, most UK songwriters are very self-sufficient. Rob Fisher, formerly of Climie Fisher, is an example. BMG signed him last year, introduced him to Rick Astley, and together they wrote the hit Cry For Help.

There is also Steve Anderson, one half of Brothers In Rhythm, who has been working with the Pet Shop Boys, and has just completed cowriting and producing six tracks for Alison Limerick's new album on Arista. A year ago he was best-known for his remixing, but his talents have since been developed.'

Says EMI Music Publishing MD Peter Reichardt, "It has been incredibly difficult for many years now to get song covers for writers who do not record, perform or produce themselves. Diane Warren is the exception to the rule for us. She's a hit-making machine who has written for names like Cher, Michael Bolton, Taylor Dayne and Aerosmith. It is difficult for any publisher to make a living solely out of songwriting, and I'm personally more comfortable with acts like Jesus Jones, who we had signed for publishing when they were completely unknown.

We recently had a call from Bob Dylan's management saying that Dylan has heard Jesus Jones' Right Here Right Now and did we have any unrecorded songs by the band that he could record. A hit song is the key to everything. There is also a big demand for Mick Hucknall songs from other recording acts, but he doesn't write to order. Yet, I am sure a time will come when he will start writing for artists other than Simply Red.

Island Music MD Richard Manners agrees that the market for song covers is now almost non-existent. "I wish I could say that there was a market, but the amount of artists and musicians who take on other people's songs is minimal," he says. "That's why it is so important for contemporary songwriters to have other talents, like producing and arranging. One example is Stepz, one of our writer/producer signings who penned a development deal with Motown. He's also proving to be an excellent collaborator with other writers. We also have Stephen Bray, who has co-written many of Madonna's biggest hits, including True Blue. He could be collaborating every day with all the top writers but, at the moment, he is more interesting in developing his own ideas.'

PolyGram Music Publishing MD Lucian Grainge is also a big believer in the self-sufficient songwriter. "We do

have some 'plain' songwriters signed to the company, but they are outweighed by those who perform as well, and that has been the general situation for about 15 years now. Many of them have production as an extra string to their bow. Joe Collis, who wrote a lot as a member of Human League, is an example, and he is now successfully writing music for TV.

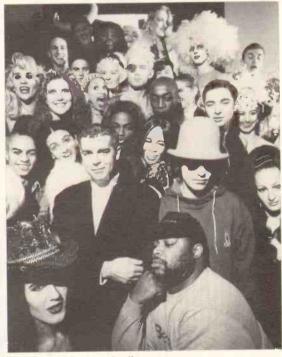
"It's difficult for any music publisher to make a living solely out of songwriters." — Peter Reichardt

"I'm afraid the day of the traditional songwriter is gone," says Zomba Music MD Steve Howard. "It's important for him or her to have a record deal as well. There is a very thin dividing line between someone finishing writing a song and starting to record.

Success Ratio

"At Zomba, we probably publish around 50 songs a year which may not be a lot compared to some major publishers, but our success ratio is very high. Mutt Lange is one of our biggest sucesses, but then there are others like the band Romeo's Daughter, signed to Jive. Their album didn't do as well as we hoped, but other names such as Eddie Money, Cher and Heart have recorded songs from

"We're continuing to work the songs, but our policy is not just to send out loads of tapes by any of our writers. It is all done on a very selective basis by the senior executives from the Zomba group, who go directly to the decision-makers in the industry.



Pet Shop Boys, a self-sufficient team.

"It makes a lot of sense for a music publisher to sign a writer who can also perform or produce his own material, but there is still room for the pure songwriter," says Elderton. "In fact, my feeling is that his day may well be coming around again because, while a lot of artists can be great performers, it doesn't necessarily mean that they can come up with the greatest of A-side cuts.

"It has not been easy during the past 15 years to get song covers; in fact, it has been incredibly difficult. But during the last 18 months, a lot of record company A&R executives have come around to the fact that a music publisher is not just a fat cat collecting the money, but can have a valuable role in providing hit material, whether it be an old song standard or new contemporary material.

Chris White

Back Catalogue: Going For Gold

The growth in music publishing back catalogue continues to be a lucrative area of exploitation for publishing companies, both large and small.

ew avenues for promotion are always being explored, and the rising number of gold radio stations in Europe is giving extra exposure to older copyrights.

Long-establishing publishing companies have a wealth of gold product to exploit. Warner Chappell MD Robin Godfrey-Cass says the company has 800.000 copyrights in its catalogue, including a lot of big standards. "They range from classics like White Christmas, Every Time We Say Goodbye, My Way, Summertime and When I Fall In Love to Eric Clapton's Layla and Jerry Leiber and Mike Stoller's Hound Dog," he explains.

"...We will be sending out a new promotional CD featuring our major copyrights..."

— John Brands



Godfrey-Cass points out that one of the major growth areas for music publishing back catalogue is film and advertising. He says, "We have a team of people concentrating on that all the time, placing copyrights with advertising agencies and film companies. It's a quick-returning side to our business and we don't have to worry about records being sold. The revenue earned helps to offset the advances paid to newer writers.

"The Warner Chappell staff has regular meetings with top agencies to find out what kind of material they are looking for, and then to come up with the right song to fit the brief. This year, we will be launching a portable catalogue, no bigger than a Filofax, which will contain the top 3.000 songs that we control, divided into themes and periods. It has taken a long time to compile, but will be an invaluable extra marketing tool."

Promotional Tools

MCA Music International VP John Brands would like to see more contact between music publishers and gold stations. He says, "To be honest, we don't have that much contact with them at the moment and they are going to choose which records they play anyway. But, we will be sending out a new promotional CD featuring our major copyrights, like *The Girl From Ipanema, Strangers In The Night* and *California Dreaming*, as well as the musicals

"Copyrights like' Pump Up The Jam' will also have another lease on life in the future."

- Bernard Goffin

'Jesus Christ Superstar' and 'Evita' and the Steely Dan catalogue.

"The promo CD is being sent out to TV and radio stations, as well as advertising agencies, and will feature the top 100 songs in the MCA Music catalogue. It will will be an expensive exercise, but a worthwhile one: It was available on cassette a couple of years ago and the reaction then was very good."

EMI Music Publishing is taking similar action to promote its wealth of catalogue. "We have two people concentrating on it full-time, constantly delving in and finding new ways of exploiting the music via radio, TV and films," says MD Peter Reichardt. "In addition, a 'top titles' book, which has the copyrights in categories, has been sent out to all the advertising agencies and record companies to draw their attention to the classic songs that we have."

"It is important for any music publisher to keep its catalogue before the eyes of the media," says BMG Music Publishing MD Paul Curran. "In the UK, we have produced a CD which has been sent out to TV, film and advertising agencies, and is backed up by a continuous flow of information. Our Italian company has also produced a catalogue featuring the top 1.000 BMG hits, including the Bee Gees, Gilbert Becaud, John Lennon, Neil Diamond, Barry Manilow and Stephen Bishop. Bobby McFerrin's hit

Don't Worry, Be Happy has been licensed out over and over again for any number of projects.

"Radio airplay is obviously very important in promoting copyrights, particularly with the increasing number of gold stations througout Europe. However, it is up to each local territory to devise its own strategy for liaising with the stations and, of course, exploiting other potential promotional areas."

PolyGram Music Publishing has opted to promote its back catalogue via cassette. Says MD Lucian Grainge, "We have put together a 'jukebox' of top copyright titles, but they are available on cassette rather than CD, so that people can listen to them in their cars. The programmes have been put together in a way that gives

you the impression you are listening to a station like Capital Gold/London. We also work very closely with Poly-Gram Special Products in promoting the catalogue, but it hasn't been the best of years for advertising campaigns in the UK because of the recession."

Younger Companies

On the whole, younger publishing companies do not have the wealth of back catalogue to promote via radio and advertising. In Belgium, BMC Publishing's MD Bernard Goffin says that since its major product is dance, and the company has only been operating for five years, it has to look at other areas. "Obviously, five years is too short a time to do serious work on back catalogue, but just as all the disco hits of the late '70s have come back into fashion, copyrights like Pump Up The Jam and Jack To The Sound Of The Underground will have another lease on life in the future.

"Previously, many music publishers, particularly on the continent, have ridden on the backs of record companies.

But now, because of new media and promotional outlets, there is more awareness of what a publisher does, especially with regard to back catalogue."

Peer Southern Music's catalogue includes many Buddy Holly classics, as well as Donovan's Sunshine Superman, which recently picked up a BMI award for more than one million plays in the US. "We're sitting on a tremendous back catalogue, and it is a priority to make it work for us," says MD Nigel Elderton. "TV is an important area for music copyrights, as are films, although in the UK, the latter is a bit of a joke at the moment, as there is hardly a film industry left. Radio is also important, and we're currently in the process of compiling some form of catalogue which will focus on all the main copyright titles that we have and bring them to the attention of all the key media outlets."

Promoting song copyrights is not always easy, as Island Music MD Richard Manners points out. "It's an increas-



"Radio airplay is obviously very important in promoting copyrights."

— Paul Curran

ingly important source of revenue, but almost impossible to market, certainly with regard to radio stations. It is very hard to persuade them to play something like *All Right Now* any more than they want to. However, to a great extent, catalogue sells itself. If we get the airplay, then that's great, but I see my role as a publisher in developing the songwriting talent of the future."

Virgin Music MD Steve Lewis agrees that it can be difficult for publishers to establish a close working relationship with gold stations. "In relative terms, our catalogue isn't that old anyway," he says. "But we do work hard at promoting it in conjunction with the record companies involved, and also with Virgin Sound, which liaises closely with the various advertising agencies."

"Obviously, we are always looking for new forms of catalogue exploitation," concludes Godfrey-Cass. "And all the new radio stations in Europe can only help to generate extra revenue, which is ploughed back into developing new talent, and make the public aware of the great songs of the past."

Chris White

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SINGLES

D/FHR

ALBUMS

THE BAD EXAMPLES

Promises In The Dark - Jaws/Waterdog/CNR R/EHR
PRODUCER: Michael Freeman

While the memory of their first single *Not Dead Yet* is still alive, these young Americans will have no problems in grabbing the attention of album rock programmers once more with this guitar-driven pop song.

THE BASEMENT BOYS PRESENT ULTRA NATÉ

Deeper Love (Missing You - Eternal[®] PRODUCER: The Basement Boys

The Baltimore-based production team fronted by lady Ultra Naté was ahead of the more soulful trend in dance when it originally released the *Blue Notes In The Basement* album last year. The fate of pioneers is that they often don't get the attention they deserve. Don't let them go unnoticed this time

CHERELLE

Never In My Life - Tabu/A&M PRODUCER: Narada Michael Walden

Those who are into Anita Baker shouldn't miss out on this soft love ballad. Its a quiet storm perfect for programmes around the midnight hour.

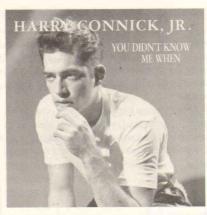
CLIVILLES & COLE

Pride (In The Name Of Love) - Columbia

PRODUCER: Robert Clivillés/David Cole

The renowned producers duo (C&C Music Factory) do what the Pet Shop Boys (Where The Streets Have No Name) did before them—adapt a song of world's leading rock band U2 and take it to the dance floor. The gospel-framed arrangement makes their version particularly interesting.

HARRY CONNICK, JR



You Didn't Know Me When - Columbia J/AC PRODUCER: Tracey Freeman/Ann Marie Wilkins His latest single is once again a Connick original. Still, it sounds more like vintage big band jazz than a lot of songs that were actually written in the heyday of this type of music. Being the Renaissance man that he is, Connick himself, of course, arranged and orchestrated it, as well. And that's an iron-clad guarantee of top quality.

THE FOUR HORSEMEN

Nobody Said It Was Easy - Def American R/EHR
PRODUCER: Rick Rubin

The success of label mates the Black Crowes has opened the gates for more basic rock 'n' roll-oriented bands. These outlaws—supported by the superb production of Def American owner Rick Rubin—provide a raw boogie loud enough to disturb the peace in any honky tonk. It is a powerplay at Dutch pubcaster VARA.

MALCOLM MCLAREN

Magics Back - RCA D/EHR
PRODUCER: McLaren/Stock/Waterman

The theme of the movie *The Ghosts Of Oxford Street* kicks off with **Prokofiev's** *Romeo And Juliet* before it bursts into a typical Stock, Aitken and Waterman pop/dance tune. McLaren "replaces" Aitken, while **Alison Limerick** is featured as lead vocalist.

SPO-DEE-O-DEE

More Than I Do - Columbus/Phonogram

R/EHR

PRODUCER: Richard Janssen

Lead singer **Ross Curry** of this Dutch rock trio originally hails from Liverpool. That may explain his pop sensibility. Passion is the name of his game; this young man really sings his heart out. The dry sound of the production is as effective as on Lenny Kravitz's *Mama Said* album.

LISA STANSFIELD

All Woman - Arista EHR/AC
PRODUCER: Ian Devaney/Andy Morris

The second single from the *Real Love* album is a smooth ballad, not heard anymore since the top days of Shirley Bassey. She should be an excellent choice to sing lead on a future 007 soundtrack.

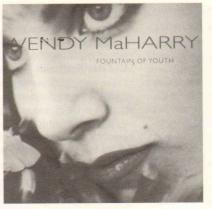
BONNIE TYLER

Against The Wind - Hansa/BMG

PRODUCER: Dieter Böhlen/Luiş Rodriguez

On December 29, 20 million TV viewers watched the "Tatort" programme on German national broadcaster ARD. This passionate ballad sung by Tyler in her best sandpaper tradition was the theme song for the farewell episode for inspector Schimanski; and it was an instant hit.

WENDY MAHARRY



Fountain Of Youth - A&M

PRODUCER: Dwight Marcus

The second album by this promising singer/songwriter shows a wide range of styles, from the "old fashioned" blues- and jazz- tinged songs *Chagall* and *Backstabbing Girls* to the modern *How Do I Get Over You*. The strong chorus in the latter is supported by a '90s dance beat and perfect for acceptance on EHR—to be filed somewhere between Stevie Nicks and Rickie Lee Jones. But before doing so, play the tracks *Too Busy Looking Out The Window* with its lovely melancholy mood, and *Desperate*.

THE NYMPHS

Nymphs - Geffen R/A
PRODUCER: Bill Price

Mixing hard rock with punk seems to be one of most important trends in rock today, a fact sufficiently proved by Guns N' Roses, Skid Row, and, of course, Nirvana. This quintet is no exception to the new rule. Lead singer Inger Lorre is the right person to put the atmosphere of old Siouxsie & The Banshees records in a '90s rock context. Nobody can accuse them of being copycats. The tracks Imitating Angels and Heaven show their sound to be original and fearless.

THE PRIMITIVES

Galore - RCA
PRODUCER: Ian Broudie

A/EHR

Words like "alternative" and "independent" often scare off EHR programmers. Acting this way, a lot of fine and valuable music doesn't get a real chance to reach different ears. The music of this UK three-piece outfit is not difficult at all. Don't let their "bat" attitude mislead you; this is pure pop. It's a collection of good melodies sung by heavenly front woman Tracy Tracy (Hello Jesus). The emphasis track for the above recommended formats should be You Are The Way, the first offering of this album back in July.

ROCKING CHAIRS

Love And Hate Revisited - River Nile/Ala Bianca

R/AC/EHR

PRODUCER: James A. Ball/Kenny Greenberg
While the world is still waiting for the new Bruce Springsteen album, everyone can kill time with a great album by this Italian rock band. Lead singer Graziano Romani has the same kind of sandpaper voice. "The Boss" himself wouldn't be disappointed with these compositions. The stomper The Soul Of A Man, featuring the Uptown Horns, boasts the sound of Asbury Park. Programmers who prefer softer material should check out the attractive tearjerker Nobody Knows, enhanced with the graceful tones of a Hammond organ.

TONTON DAVID

Le Blues Des Racailles - Delabel PRODUCER: T. Morris/T. Dallas D/EHR

As mentioned before in M&M, the French language is very suitable for rap in all its variants. Together with fellow country man King Daddy Yod, this high velocity talker shares the front row in the raggamuffin corner. The man's flood of words is almost unstoppable; only female backing vocalists are able to make him keep his mouth shut for a while, as evidenced on the track Les Jeunes Filles Vont Tuer (The Girls Are Going To Kill).

NEW TALENT

BRUTAL OBSCENITY

Dream Out Loud - Prophecy/Semaphore (LP) (Holland) PRODUCER: Brutal Obscenity/Wilmer S.

The Harlem region in Holland is well known for its metal bands in all flavors. This angry five-piece outfit is a real crossover band, combining punk and speed metal. Powerful guitar riffs get interrupted by crazy tempo changes. No big deal—"expect the unexpected" is their motto. Apart from the acoustic ballad *Luke*, this album is a dream of loudness. Contact Marcel van de Pauvort at tel: (+31) 2240.15045; fax: 2240.16001.

FUNK MACHINE

I've Closed The Door-Flying (Italy)
PRODUCER: Funk Machine/Roberto Ferrante
If you want to hear Incognito's Always
There featuring Jocelyn Brown in dis-

guise, then this is it. This Italo house production with **Kati Thompson** stays close to the original. However, it's far more suitable for the clubs. Contact **Annamaria Girillo** at tel: (+39) 81.762 8278; fax: 81.762 8279.

A MILLION BLUES

Don't Think It's Over - Local Hero (EP) (Germany)
PRODUCER: A Million Blues

This is not a run-of-the-mill pop record. No way! Intelligent and thoughtful, this talented UK duo's set comes off like a cross between Talk Talk and Japan. Programmers who have lost faith in well-crafted pop will be delighted by this fine music. The slow moody track *Victoria* means victory for this almost forgotten musical style. Contact fax: (+49) 221.546 2382.

HENRY VESTINE

Guitar Gangster - New Rose PRODUCER: Evan Johns

Boogie time again! Please welcome back the guitarist who played in the legendary '60s blues band Canned Heat and the very first line-up of Frank Zappa's Mothers Of Invention. The session leader is Texan madman "H-Bomb" Evan Johns, who has recruited an all-star team, consisting of ex-Fabulous Thunderbirds, now LeRoi Brothers drummer Mike Buck and pianist Marcia Ball, among others. The credo of this live recording is "all systems go," and so they do. Johns himself is taking care of the gritty lead vocals in his own furious way. He sings a little gem titled No Phone the way it should be-desperately. Meanwhile the guitarists are fighting a heavy duel of life and death. All in all, it sounds like a thrilling jam by ZZ Top in Billy Gibbons' garage. Ear-blistering, but big fun all the way through.

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.

AUSTRIA



- Signed to EMI Austria.
- Publisher: Blanko/Wintrup
- Management: Joe Artner/Günther

Schönberger/Vienna

- New album: Watumba, released on November 18, 1991. It is charted in Austria at number one, in Germany at 17 and in Switzerland at 15. In the European Top 100 Albums, it is number 26.
- New single: Jambo, released on October 3, 1991. Currently, it is at number seven in Austria and at number 33 in Germany. In the Coca Cola Eurochart Hot 100 Singles, it is number 68.
- Recorded at Sound Mill/Vienna.
- Producer: Peter Müller.
- Marketing: EMI Austria has set up a campaign which includes fly-postering, postcards and a special competition. An electronic billboard placed on the main streets of key cities shows a 20-second advertising spot every six minutes. E.A.V. is sponsored by cassette manufacturer

- Promotion: In December, the band appeared three times on Austrian national TV ORF in the "Achtung Kamera," "7 x Ich Und Du" and "Die Grossen 10" pro-
- European releases: The album and single are out in G/S/A.

Austrian band E.A.V. (Erste Allgemeine Verunsicherung) has a reputation for adding a humouristic note to pop music. The band's name is a wordplay on the name of the country's biggest insurance company Erste Allgemeine Versicherung. Translated, it means something like "an institution to make people feel unsure

In 1986, the former cult band—founded in 1976-enjoyed its first Euro-crossover success with the hilarious single Ba-Ba-Banküberfall ("Ba-Ba-Bank Robbery"), a song about a nervous, stuttering bank robber too afraid to commit his crime.

The first single Jambo of their ninth album Watumba sees the musical clowns breaking new comic territory with a parody on "sexual tourism" by men from the west-unlucky in love-who chase girls in the Far East. This song is the story of an unhappy woman from Vienna who flies to Africa to find a man. Unfortunately, her choice doesn't like her and runs away from the furious lady. The fun rock is spiced with African overtones for this special occasion.

Additional crazy subjects on the album are prehistoric men, UFOs, a killer, a bagpipe musician and so on. Nothing is impossible to tackle for jester Thomas Spitzer and his six mates. The album is an instant success; it's already double platinum at home (over 100.000 units sold) and gold (250.000 copies) in Germany. Unlike most album releases, the band does not support its new album by touring. Instead, they've recorded an English-language version to be released at a later date, and also are currently preparing their first cinema movie and a six-part TV series to be broadcast on German TV.

UNITED KINGDOM

Right Said Fred



- Signed to Tug Records.
- Publisher: Hit & Run Music.
- Management: Tamzin Aronowitz/Lon-
- New album, as yet untitled, to be released in March.
- New single: Don't Talk, Just Kiss, released on November 21, 1991. Currently, it is in the charts in the UK at number nine and Ireland (27). In the Coca Cola Eurochart Hot 10 Singles, it is number 37.
- Recorded at Red Bus/London.
- Producer: Tommy D.
- Marketing: T-shirts.
- European releases: The single is out in the Benelux on Dureco, Germany (Intercord), Switzerland (Phonag), Austria (Echo), Scandinavia (Sonet), and France and Greece (both on Virgin).

One of the most comical hits of last year was undoubtedly I'm Too Sexy by Right

Zijn, released on August 28, 1991. Current-

ly, it is at number one in Holland for the

Said Fred. In the clubs, everyone imitated their "catwalk" dance as seen on the video clip. In the UK year-end chart, its peak at number three was quite astonishing for a debut single. In the year-end edition of the Coca Cola Eurochart Hot 100 Singles, it was positioned at number 49

Their second single again sports a tongue-in-cheek sense of humour, but this time the very-much-in-demand session soul singer Jocelyn Brown is featured. The song, itself, sounds like an unknown gem by the Human League.

Band members brothers Richard and Fred Fairbrass, plus Rob Manzoli, have a long history as sessioneers before trying their luck with dance. Brother Fred joined Bob Dylan on his 1987 Hearts On Fire tour. At the moment, they are finishing their debut album, due for release in March, when a UK concert tour is planned.

HOLLAND

Gordon



New album: as yet untitled, to be

• New single: Kon Ik Maar Even Bij Je

released in March.

- Signed to CNR.
- Publisher: Warner Basart
- Management: Powerplay/Hilversum.

- third consecutive week. In the Coca Cola Eurochart Hot 100 Singles, it is number 46 ● Recorded at Arnold Mühren Studio/ Volendam.
- Producer: Peter van Asten.
- Promotion: The singer has appeared on numerous Dutch TV and radio programmes.
- European releases: The single is out in the Benelux and in Scandinavia (in the English version).

The singles charts are becoming more unpredictable by the week. Just when you think dance is dominant, typical AC ballads or schlagers slip through and attack the top

The current number one in the Dutch Top 40-Kon Ik Maar Even Bij Je Zijn by Gordon-is just such an unexpected hit. The success of this sentimental ballad, while most of the current dance hits never get airplay, is probably best explained by its radio-friendly character.

In theory, clubland and radio keep different genres within the charts in balance. It's not the first time this has happened. In 1989, René Froger surprisingly reached the number one position with Een Eigen Huis, a song in the same vein.

The John Ewbank-written song is strong enough for a potential crossover to other territories. CNR-currently very successful on the domestic market-must have had similar ideas because the English version of the song (If I Could Only Be With You) is featured on the flip side. A German version of the song (Lass Uns Für Immer Freunde Sein) has already been recorded.

CNR plans to run a campaign for Gordon at MIDEM and it is rumoured that John Farnham is planning to record a cover version.

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

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

Tapping Evening Programming's Hidden Ratings Potential

by Scott Lockwood

Ratings sweeps are just around the corner for most stations in Europe. Perhaps you're looking a special niche, or an added secret weapon to outscore the competition. If your daytime programming is in order and working fine, you still have one big shot left—evenings. And it can work a whole lot better than you might think.

Evening Power

If you're of the opinion that night-time doesn't count, then I beg of you to please discard this notion. Night-time listening matters, in many ways, just as much as during the day. In fact, in some ways it counts more. Here's why:

- 1. During the day, life is hectic with much to do and aside from morning drive, there isn't much time to really *listen* to the radio. Sure, people hear it, but hearing and listening are two separate things. Evenings are a relaxing time, and a perfectly natural time to listen closely.
- 2. A large majority of single people, who use the workplace as social grounds, go home to empty dark homes and apartments. Often there's little to do and no one to speak with. Radio, as the personal medium it is, provides friendship and a feeling of contact to the outside world.
- 3. People who go to bed with your radio station wake up to it, as well. Morning numbers can always be enhanced with a well-positioned evening program. It's hard to find a new station in the early morning hours when you're worried about getting to work on time.
- 4. Night-time is ratings time. By this, I specifically mean filling out surveys. People who are keeping a written log of their radio listenership usually fill this information out during the evening because that's when they finally have time to do so. When they're listening to you at the same time, be sure they'll remember to report you.

The Evening "Catch-22"

Many broadcasters, especially those responsible for their station's financial matters, place a low value on evening programming because of the costs vs. revenue return. They figure if it can't be sold in the advertising community, why bother to invest in it? The result? More poor ratings that *can't* be sold in the advertis-

ing community

Programmers too, are to blame. Many adults turn to TV between 18.00-20.00. When an entire market is confronted with dismal radio ratings in the evening, the usual response is to write evenings off as hopeless. No concentration, no effort, no ratings.

That's where the "Catch 22" comes in because people won't listen until there's something worthwhile listening to. The process never stops until someone with courage takes the risk to change it.

I recommend you be the first in your market to do so. When you succeed, you will undoubtedly be the market leader. Remember, number one stations are almost always popular in evening hours, too.

Breaking The Cycle

The first step is to personally believe that generating night-time success can be done, then to convince your own manager. While you're at it, convince the whole staff. Vow to make your evenings a star daypart that will be treated with as much attention as any other time.

Some additional arguments that will work in your favor will be:

- 1. The fact that evenings and night-time together make up 50% of the broadcast day. If it isn't ever going to be important, why not just sign off at 18.00?
- 2. A percentage of new listeners will be business owners who can be cultivated as advertisers. Many people buy commercials on stations they like and at times they listen.
- 3. By enticing people to listen in the evening, you will increase your daily total of time spent listening and probably increase or solidify your morning ratings. Raising your morning numbers alone makes evenings worth the effort.

Successful Evening Programme Elements

There are hundreds of ways to attract listeners at night. Whichever way you choose, it's important to remember some basic points that are common to all successful evening shows:

1. Music is important, but should not be favoured to the exclusion of features, information and personality. If wall-to-wall music was only what people ever really wanted, the stations which run recorded tape would be run-

away winners already

- 2. The atmosphere and mood you create will compel people to remember you and listen often. Radio, particularly at night, has the ability to evoke feelings in people. Get to their emotions!
- 3. Your chief competitor is not another radio station—it's television, in general. Most people watch TV because there's something more interesting there than on the radio. You'll never bore someone into listening...you have to interest them. They'll turn the TV off when they think they'll miss something by not listening to your programme.
- 4. Personalities are important and should be given a lot of freedom. Let them experiment and do things spontaneously. This maintains the surprise factor for the audience. Night-time is a daypart where you can take more risks, as listeners will be more receptive than in mornings or middays.
- 5. Use all forms of listener contact, particularly the phone. Air lots of calls. This puts lonely people in contact with the outside world. It also has a magic sales effect, stating without words that the world is listening. Additionally, it brings out more personality, as presenters are never more one-on-one than when they speak with a caller live.
- 6. Use regular features, especially those that are personal in nature. Reading letters written by listeners to other listeners is an excellent example and a great form of voyeurism that people enjoy (so long as it stays mostly decent).
- 7. Play requests and cheat on your regular rotation. Even weak songs can work if presented in the proper atmosphere. These are songs that would perfectly tie into a feature or a mood created by the program. Let your presenter decide.

Love Theme

If you're looking for a creative "hook" to land extra listeners—particularly women—a "love" theme for evenings is one of the most successful programming techniques used in radio.

Because of its personal nature, this topic rubs some the wrong way, but it's powerful enough to generate large numbers of listeners, primarily through its wide appeal. Think about it: Love is something that everyone likes, needs and wants. It's a perfect product for men, women, young, old, rich, poor, wise or foolish. Fortunately, the recording industry releases an overabundance of

Success Factors For Evening Programming

- 1. <u>Music should not be favoured</u> to the exclusion of features, information and personality.
- 2. Evoke feelings and emotions. The atmosphere and mood you create will compel people to remember you and listen often.
- 3. Remember that your chief competitor is not another radio station—it's television. You'll never bore someone into listening...you have to interest them
- 4. <u>Personalities should be given a lot of freedom</u>. Let them experiment and do things spontaneously. Take more risks.
- 5. <u>Use all forms of listener contact</u>, particularly the phone. Air lots of calls.
- 6. <u>Use regular features</u>, especially those that are personal in nature, such as reading letters written by listeners to other listeners.
- 7. <u>Play requests</u> and cheat on your regular rotation. Use songs that tie into features or set moods. Give your presenter freedom to be musically creative.

songs about love, and always will. It seems that love is the one thing that never goes out of style. You already have a strong base without the worry of a trend passing.

But, as mentioned above, music isn't the only important part of the programme. The features and elements are also vital. Here, the theme of love gives you unlimited possibilities:

- 1. Reading personal love letters
- 2. Providing a contact service for listeners
- 3. Songs dedicated to a loved one
- 4. Romance horoscopes
- 5. Poetry
- 6. Talking with listeners live about their relationships. This is a big category that includes breakups, reconciliations, anniversaries, birthdays, weddings, and more.

The list goes on, of course. It's limited only to one's imagination and the interest of the presenter doing the programme.

The most important thing is to choose someone who is sensitive to people's needs and genuinely cares. Women make excellent presenters because they're not afraid of emotion, as most men seem to be. However, men can be a huge audience draw, too, providing they like the idea and feel comfortable with it.

My answer to this is to have one of each sex. Not a team show, but one for the first half of the programme, then the other to finish. It seems to make no difference in which order.

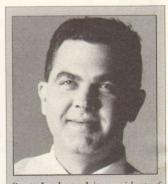
If you're the first in the market to offer this and do it properly, you'll wind up with a huge market share. Still, you need to be careful. There are a few obvious mistakes to avoid:

1. Don't do it just one night a week for only a few hours. Not

everyone is interested every night, but someone is. Being consistent each night is a guarantee and promise that you're there when they need you.

- 2. Don't battle a well-produced "Love Songs" show with the same music minus the talk. It never works, and often it strengthens the originator. If you didn't get there first, come up with a different idea.
- 3. Don't cross boundaries of decency. Blatant sex talk works only for short periods of time. Once everyone's been shocked three times, there's no more need to listen. Stay clean, and allow your listeners to build their own mental pictures.
- 4. Don't make fun of or ever shun your audience. You can get away with this in other time periods outside of this theme, but it's deadly during the show.

In conclusion, night-time is the right time for experimentation and creativity. The risks are extremely low if you end up doing something wrong, but there are large rewards for being right.



Scott Lockwood is president of Scott Lockwood Enterprises, an international programming consulting firm whose radio station clients include Radio Charivari/Nuremburg. Lockwood can be reached in Germany at Tel: (+49) 911.23 8727.

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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 recieves special emphasis for the week, as well as featured new CD's and LP's indicated by the designation "AL." All playlists must be recieved by Tuesday at 1 o'clock.

UNITED KINGDOM

BBC RADIO 1/London Paul Robinson - Prog Dir

AD Carter USM- Rubbish Kylie Minogue- Give Me Just Paula Abdul- Vibeology ugarcubes Hit Conder Stuff- Welcome To The

AD Big Audio Dynamite Rush Cicero-Love Is Everywhere Clivilles & Cole-Pride Curtis Stigers-I Wonder
Daisy Chainsaw-Love Your Money
Mariah Carey- Can't Let Ga
Shakespear's Sister- Stay
Strap Pass, Wisterfull Stane Roses- Waterfall Wet Wet Wet Goodnight Girl

CAPITAL FM/London Richard Park - Prog Contr

ist:
2 Unlimited Twilight Zone
Belinda Carlisle Holf The World
Clivilles & Cole Pride
Cliff Richard- This New Year
Karyn White- The Woy I
Katherine E-Then I Kylie Minogue- Give Me Just Lita Ford- One Shot Luther Vandross-The Rush Marc Almond-My Hand Over Marathon-Mavin' Paula Abdul-Vibeology Shakespear's Sister-Stay Wonder Stuff- Welcome To The

B List:
AD Aaron Neville Louisiana
Diesel Park West Fall
Julia Fordham-Love Moves

METRO RADIO GROUP/Newcastle Liz Elliott - Music Organiser A List:

AD Des'ree Feel So High AD Des'ree- Feel So High
B List:
AD Kiss- God Gave Rock
Kylie Minogue- Give Me Just
Status Quo- Rock Till Yau
Wonder Stuff- Welcome To The

PICCADILLY RADIO/Manchester Keith Pringle - Head Of Music

utiful South-Old Red Eyes Blue Pearl- Feel The Passion Carter USM- Rubbish David Bowie/808 State Sound David Bowie/808 State -George Michael-Soul Free Paula Abdul-Vibeology Prince-Money Don't Matter Ronny Jordan-So What Shakespear's Sister-Stay Simply Red-Thrill Me Stane Rosses-Waterfall Tom Browne-Funkin'
Wet Wet Wet-Goodnight Girl

Bolinda Carlisle, Half The World Belinda Carlisle-Halt The War Betsy Cook-Love Is Clivilles & Cole-Pride Curtis Stigers- I Wonder Marca Almond- My Hand Over Mariah Carey- Can't Let Go R.E.M.- Texarkana R.E.M.- Texarkana Salt-N-Pepa- You Showed Me Wonder Stuff- Welcome Ta Th

RADIO CLYDE/Glasgow Alex Dickson - Prog Dir A List:

AD ABC- Say It Cliff Richard- This New Year st:
Blue Pearl- Feel The Passian
Diesel Park West- Fall
Katherine E- Then I
Osmand Boys- Show Me
Stone Roses- Waterfall

Tom Petty- King's Highway ATLANTIC 252/County Meath Paul Kavanagh - Head Of Music Paul Kavanagh - nead V. A List: AD Lisa Stansfield All Woman

Party- In My Dreams*
Pogues- Fairy Tale
Scorpions- Send Me An Angel
Shanice Wilson- I Love
Storm- I've Got A Lot

RADIO TRENT/Nottingham Len Groat - Dep Prog Dir A List: AD Airhead Counting Sheep Beautiful South Old Red Eyes Beautiful South-Old Red Lyes Ce Ce Peniston-We Gol A Love Cicero-Love Is Everywhere Genesis-I Can't Dance Johnny Hates Jazz-The Last To Karyn White-The Way I MC Hammer-Addoms Groove Osmond Boys-Show Me Paula Abdul-Vibeology Real People- The Truth Tom Petty-King's Highway Voice Of The Beehive-Perfect Place

e Pearl- Feel The Passion C&C Music Factory- Pride Carter USM- Rubbish Diesel Park West-Fall Julia Fordham- Love Moves Mariah Carey- Can't Let Go Stone Roses- Waterfall

DOWNTOWN RADIO/Belfast John Rosborough - Prog Die A List:

AD Agron Neville-Lauisiana ABC- Soy It

Belinda Carlisle- Half The World Belinda Cartiste-Halt the Wor Cliff Richard This New Year Diesel Park West-Fall Julia Fordham-Love Moves Nothing By Chance-Will Not Shakespear's Sister-Stay

CHILTERN NETWORK Dunstable/Northhampton/Glou Clive Dickens - Head Of Music ton/Glouceste

AD Blue Pearl- Feel The Passion Ce Ce Peniston- We Got A Love Cicero-Love Is Everywhere Kylie Minogue-Give Me Just

AD Betsy Cook-Love Is
Keith Nunnally- Freedom
Valentine Bros.- Money Too Tight

GWR FM/Bristol/Swindon Andy Westgate - Head Of Music A List AD Voice Of The Beehive Perfect Place

Blessing- Highway 5 Lita Ford- One Shot Luther Vandross- The Rush Mariah Carey- Can't Let Go

PADIO BROADLAND/Norwich Dave Brown - Head Of Music A List: AD Cliff Richard- This New Year

AD Diesel Park West-Fall Johnny Hates Jazz-The Last To Julia Fordham Love Moves Nothing By Chance Will Not

FOX FM/Oxford
Steve Ellis - Prog Contr
A List:
AD ABC-Say It
Beautiful South-Old Red Eyes
Belinda Carlisle-Half The World
Blue Pearl-Feel The Passion
Control Paginson We Got Alloye Blue Pearl-Feel The Passion
Ce Ce Peniston- We Got A Love
Genesis- I Can't Dance
Karyn White- The Way I
Marc Almond- My Hand Over
Nanci Griffiths- Heaven Nothing By Chance Will Not Shakespear's Sister-Stay
Voice Of The Beehive-Perfect Place Shake

SWANSEA SOUND/Wale: Rob Rendry - Head Of Music

Ce Ce Peniston- We Got A Love Mariah Carey- Can't Let Ga

Jim Hicks - Head Of Music B List:

AD Blessing-Highway 5
Ce Ce Peniston- We Got A Love Karyn White The Way I
Phase II. Reachin'
Voice Of The Beehive Perfect Place

RED DRAGON FM/Cardiff John Dash - Head Of Music A List:

AD Belinda Carlisle Half The World Genesis-I Can't Donce Karyn White-The Way I Mariah Carey-Can't Let Go Valentine Bros.- Maney Too Tight

AD Katherine E. Then I Sugarcubes- Hit

HORIZON RADIO Milton Keynes/Bristol
Clive Dickens - Head Of Music A List:
AD Cicero Love is Everywhere

Keith Nunnally-Freedom Valentine Bros.- Money Too Tight AD Isotonik- Diferent Strokes

Kenyatta-Love Again Pasadenas-I'm Daing Fine

KISS FM/London Gordon McNamee - Prog Dir B List:

AD ABC- Say It ABC- Say IT
Levy\Stepper- Something In My
Naughty By Nature- Everything
Sound Source- Take Me Up

SUNSET RADIO/Manchester Duncan Smith - Prog Di

AD Atlantic Star- You Hit The Ce Ce Peniston- We Got A Love
Chapter & The Verse- Keep
Colonel Abrams- You Don't Know
Luther Vandross- The Rush
R. Kelly- Vibe Ronny Jordan- So What Snowboy- Lucky Fellow Umoja- Unity

FRANCE

NRJ NETWORK/Paris Max Guazzini - Di A List:

AD Bernard Lavilliers Faits Dire Straits- Heavy Fuel
Michael/John- Don't Let The Sun
Roch Voisine- La Pramesse
U2- Mysterious Ways

SCOOP/Lyon Alain Liberty - Prog Dir Power Play: Bashung- Osez AD Gil Cassan- to Voisine Nilda Fernandez- Mes Yeux Roch Voisine- to Promesse

AD U2- Mysterious Ways

RADIO VIRRATION/Centre De La France Jean-Francois Villette - Prog Dir Patrik Choubane - Prog Dir

A List:
AD Cher Love & Understanding
Jean-Jacques Goldman-Un,Deux
Queen-The Show Must Go
Rozalla- Everybody's Free
Ten Sharp- You

ISABELLE FM/Tocane Saint Apre Patrick Lapeyronnie - Prog Di B Lists

AD A-Ha- Move To Memphis Bryan Adams- Can't Stop Latino Party- The Megaparty Lisa Stansfield- Change

RFM/Paris Michel Brillé - Prog Dir

Power Play: AD Jean-Jacques Goldm nn- Un Deux

List: AD Bette Midler- In My Life Cher-Love & Understanding Julian Joseph-The Other Side Michael Bolton-When A Man Seal- Killer

Ten Sharp- You Crosby/Stills/Nash Rickie Lee Jones

RMC COTE D'AZUR/Monte Carlo

AD MC Solaar- Victime De Simply Red- Stars Ten Sharp- You

RADIO RIVIERA/Monte Carlo Daevid Fortune - Music Dir A List:

AD Bernard Lavilliers Faits Chris Rea- Winter Song Etienne Daho- Saudade Etienne Daho-Saudade Jean Ferrat-Les Tournesols Joe Cocker-Night Calls Liane Foly-Reve Orange Mitchell/Shuman-Vraiment Patricia Kaas- Une Derniere Renaud-Marchand

RADIO SERVICE/Marseille Christian Vichi - Prog Dir A List:

AD Bashung- Osez
Benny B- Parce Qu'On
Kate Bush- Rocket Man
Nilda Fernandez- Mes Yeux Phil Barney- loin De Roch Voisine- La Promesse Ten Sharp- You

RADIO MANCHE/Saint-Lo Thierry Hot - Prog Dir A List:

AD 2 Horns- Reveil Trompette Bernard Lavilliers Foits
Indochine La Guerre Est Fini
Indra- Temptotion
Jon Bon Jovi- Dyin' Ain't Much
Peter Holsapple. Angels Pleasure Game Seigneur Viktor Laszlo-Teach Me To

GERMANY

RADIO 4U/Berlin Bernd Albrecht - Head Of Music Peter Radszuhn - Prog Dir

AD James-Sound Kate Bush-Rocket Man

RB 4/Brenten Axel Sommerfeld - Dj/Producer A List:

AD Die Prinzen-Millionär AD Genesis- I Can't Dance
Münchener Freiheit- Liebe Auf

RIAS 2/Berlin Henry Gross - Head Of Music A List:

AD Richard Marx- Hazard B List:

AD Beats International In The Ghetto Bonnie Tyler- Against The Wind Lavine Hudson- You're Still Marky Mark- Wildside Marc Almond- My Hand Over Path LaBelle- Feels Like Another Prince-Diamonds Texas- In My Heart

RSH/Kiel Ralf Rukowski - Head Of Music Power Play:

AD Genesis | Can't Dance A List: AD Peacock Palace-Like A Snake B List:

B List: AD Engelbert- As long As Johnny Logan- How About Peter Maffay- Sorry Lady HUNDERT 6/Berlin Fred Schoenagel - Head Of Music Power Play: Sonia- You To Me

AD Hans Hartz-Sail Away

AD Hans Harrz-Sall Away
A List:

AD Bonnie Tyler-Against The Wind
Dieter Krebs/Gundula-Santa
Engelbert-As Long As
Flippers-Bleib
G.G. Anderson-Ich Bin So Jive Bunny - Rock & Roll Marianne & Michael- Wann Fangt Marianne & Michael- Wann Fang Marianne Rosenberg- Liebe Matt Bianco- What A Fool Michael Jackson- Heal The World OMD- Call My Name Roger Whittaker- Blaue Roxette- Spending My Time Roy Black- Ich Kann Udo Jürgens- Gerardeaus Vicky Shepard- All I Ask

RADIO GONG/Nuremberg Peter "Marc" Stingl - Head Of Music

Power Play: AD Amy Grant- Good For Me Smithereens- Too Much Passion

A List:

AD Bad English: The Time Alone
Cause & Effect: You Think
Michael Bolton: When A Man
Michael Jackson: Heal The World
Part Flora Bases Michael Pet Shop Boys. Was It Roy Orbison I Drave Salt-N-Pepa- You Showed Me AL Jody Watley

RADIO CHARIVARI/Nuremb Mathias Hofmann - Music Dir Power Play:

Power Play: Genesis- No Son Of Mine Julee Cruise Falling
Roxette Spending My Time
AD Michael / John - Don't Let The Sun

B List:
AD OMD Call My Name
Queen Bohemian Rapsody

STAR * SAT RADIO/Gruenwald Jo Lueders - Prog Dir B List:

B List: AD Beth Nielsen Chapman-I Keep Jody Watley-I Want You Laurie Morgan-Except Right Said Fred-I'm Too Sexy Vanessa Williams The Comfort

RTL BERLIN/Berlin AD Die Prinzen-Millionär Martika-Martika's Kitchen

Pet Shop Boys- Was It Prince-Diomonds Queen-These Are The Days Shanice Wilson-I Love

RADIO SALU/Saarbruecken Adam Hahne - Prog Dir B List:

Michael/John-Don't Let The Sun Mariah Carey- Can't Let Go Sydney Youngblood- Wherev Wet Wet Wet- Goodnight Girl

RADIO N 1/Nuremberg Cetin Yaman - Prog Dir

Power Play: Salt-N-Pepa: You Shawed Me

AD Lavine Hudsan- A Little
Paula Abdul- Vibeology
S.O.S. Band- Sometimes I WonSabrina Johnston- Friendship

RADIO XANADU/Munich Benny Schnier - Head Of Music A List:

Bryan Adams- Can't Stop Extreme- Hole Hearted Firehouse- All She Wrote Marc Cohn- Ghost Train Mare Connections train
Mr. Big- To Be With You
Storm-I've Got A Lot
Van Halen-Top Of The World
Billy Falcon-Power Windows
James Reyne-Some
John O'Kane-Dance Goes On

SWF 3/Baden Baden Ulrich Frank - DJ

Ulrich Frank - DJ
A List:
Bryan Adams- Everything I Do
Genesis- No Son Of Mine
Guns N' Roses- Knockin'
N.K.O.T.B.- If You Go Away
Queen- The Show Must Go
Queen- Bohemian Rapsody
Parable Sepadino My Time Roxette- Spending My Time
AD Don McLean- American Pie
Guns N' Roses- Live And
Nirvana- Smells Like

RADIO GONG 2000/Munich

Predy Kogel - Music Dir Prower Play: Genesis- No Son Of Mine Lisa Stansfield- Change Monty Python- Always Look

A List:

AD Queen-The Show Must Go
Tina Turner-Way Of The B List: AD Amy Grant-That's What Love Blue System-It's All Over Kate Bush-Rocket Man

RADIO F/Nuremberg Ziggie Hoga - Prog Dir A List:

AD Elisa Gabbai- Winter Love & Money- Winter Tony Christie- One Dance ZIS- Liebeselexier

DT64/Berlin Wolfgang Head of Martin - Head Of A List: AD Army Of Lovers- Crucified

Bros- Try Pet Shop Boys- Was It

RADIO NRW/Oberhausen Jeff van Gelder - Head Of Music A List: AD Bonnie Tyler- Against The Wind Jive Bunny - Rock & Roll Richard Marx- Hazard

ITALY

RETE 105 NETWORK/Milan Alex Peroni - Head Of Music

ist: Clivilles & Cole-Pride Degrees Of Motion- Do U Jaki Graham Touch Me Sister Sledge-World

RAI STEREOUNO/Rome

RAI STEREOUND/Rome Elio Molinari - Prog Dir Power Play: Guns N' Roses-Live And Joy Salinas-The Mystery Mariah Carey-Con't Let Go Salt-N-Pepa-Let's Tolk About AD Luca Carboni-Fisico

AD Michael/John-Don't Let The Sun Michael/John-Don't Let Ih Neneh Cherry-Move With Nirvana-Smells Like R.E.M.- Fretless Snap-Colour Of Love Stadio-Cerca Di Non Teresa De Sio-Colomba

RADIO BABBOLEO/Gen Lenny Rattona - Prog Dir Power Play: AD Lou Reed- What's

ist
Dire Straits- Calling Elvis
Genesis- No Son Of Mine
Michael/John- Don't Let The Sun
Lisa Stansfield- Change
Michael Jackson- Black
Richard Marx: Keep Coming Back
Simply Red- Something Got Me
U2. The Fly
Zucchero- Anytime
Queen AL Queen

RTL 102.5 - HIT RADIO/Bergamo Grant head O Benson - Head Of Music

A List: AD Brian May- Driven Eros Ramazzotti- Seguimi Natalie Cole- Unforgettabl Pet Shop Boys- Was It Pino Daniele- Quando

B List: AD Richard Marx- Keep Coming Back

POWER RV1 THE BLACK RADIO/Turin olo Lauri - Head Of Music ower Play: D Black Machine Movin

Mary J. Blige You Remind A List: AD Jeff Redd- You Called Jodeci- Stay Roberta Flack- Set The Night

B List:

AD Eric B & Rakim- What's On
Fenomania- Who Is Elvis
Millenium- Pacific

RADIO MONTE CARLO/Milan cesco Migliozzi - Prog Contr A List:

A List:
Lisa Stansfield- Change
Michael Jackson- Black
Simply Red- Something Got Me
AD Michael John- Don't Let The Sun Joy Salinas- The Mystery
Michael Jackson- Heal The World Simply Red-Stars Zucchero-Anytime

RAI STEREO DUE/RO aurizio Riganti - Dir

A List: Baby Animals- Break My o Battiato-Pover Franco Battlato- Povera Lisa Stansfield- Change Oleta Adams- Don't Let The Sun PM Dawn- Paper Doll Tina Turner- Way Of The Crowded House- Fall At Your

Genesis-Since | Lost Lisa Stansfield-All Woman Nomad Soul- Candy Terry Ronald- What The Child

ANTENNA DELLO STRETTO/Messing Filippo Pedeli - DJ
Power Play:

AD Atelier Noveau-Frammenti A List:

A LIST:

AD Baby Ford- In Your

Jody Watley- I Want You

Marcello Pieri- Si Fai

Mr. Marvin- Entity

District For Parking Priceless Do Your Rosalinda C'i l'Ho

RADIO STAR/Vicenza Maurizio Maressi - Prog Dir Power Play: Shanice Wilson-I Love AL Antonello Venditti Giulia Combo

RADIO CLUB 91/Naples Franco Russo Mory - Prog Dir A List

Baby Animals- One Word Happy Mondays Judge Fudge Huey Lewis He Don't Jody Watley I Want You Kate Bush Rocket Man Prince-Insatiable Salt-N-Pepa-Let's Talk About Vanessa Williams-The Com

HOLLAND

VFRONICA/Hilversum Hans van der Veen - Producer Power Play: AD Bad English-Time Stood Still A List:

A List:

AD Apotheosis- O Fortuna
Booming Support- Rode Schoentjes
Cathy Dennis- Everybody Move
Michael/John- Don't Let The Sun R. Kelly- Vibe Salt-N-Pepa- You Showed Me

NOS/Hilversum Tom Blomberg - Dj/Producer Power Play:

AD Bolland & Bolland Broadcast

ist:

Bad English-Time Stood Still
Pet Shop Boys- Was It
Angelique Kidjo- Wé-Wé
Ce Ce Peniston- Finally
Sugarcubes- Hit
Tony Jee White Good
Vader Abraham- Vondoog
Va Ve Menaya Grove Co Yo Yo Honey- Groove On

TROS RADIO 3/Hilversum

AD Apatheosis O Fortuna Bad English-Time Stood Still C&C Music Factory-Just A Fortuna O Fortuna
Garland Jeffreys The Answer Inner City- Let It Reign Kym Sims- Too Blind MC Hammer- Addams Groove Set-Up- Neem M'n Hand

KRO/Hilversum Paul Van Der Lugt - Head Of Music Power Play: AD Bad English-Time Stood Still

NCRV/Hilversum Jaap de Groot - Producer Power Play: AD Paula Abdul- Vibeology

HIT RADIO/Bussum Koen Van Tijn - Music Dir

Power Play:

2 Unlimited- Get Ready 4 This
DJ Jazzy Jeff Ring My Bell
Michael/John- Don't Let The Sun
Gordon- Kon lk Moor
KLF- Justified Michael Jackson- Black Queen-Bohemian Rapsody Right Said Fred-Don't Talk Shanice Wilson- Love

AD Paula Abdul- Vibeology
Tina Turner- Way Of The
Traumatic Stress- Who THe

POWER FM/Amsterdam B List:

AD Apotheosis- O Fortune Apotheosis- O Fortuna Bonnie Raitt- I Can't Make Candy Skins- For What It's Diana Ross- When You Tell Garland Jeffreys- The Answer Joe Cocker- I Can Hear Juan-Serenade
Love & Money- Winter
Marky Mark- Wildside
MC Hammer- Addoms Groove
Return To Zero- Dance Your
Revenge Of H & H- Why
Right Said Fred- Don't Talk
Sonic Surfers- Hoving
T-Birds- Birds Dance

SKY RADIO/Bussum

Tom Lathouwers - Operations Mgr Power Play: Michael/John- Don't Let The Sun Gordon- Kon Ik Maar Michael Bolton- When A Man

rising.

Shanice Wilson- Llove A list: AD Love Affair- Everlasting
N.K.O.T.B. If You Go A

BELGIUM

RADIO CONTACT F/Brussels Jean Lou Bertin - Prog Dir B List:

B List:

AD Fanny- L'Homme A
Jive Bunny- Rock & RollN.K.O.T.B.- If You Go Away
Right Said Fred Don't Talk
Stephan Eicher- Pas D'Ami
U2- Mysterious Ways

RADIO CONTACT N/Brussels Danny de Bruin - Prog Die B List:

AD Gordon- Kon Ik Ma

RADIO EXPRES/Antwerp Marc Dhollander - Head Of Music

AD Queen- Bohemian Rapsody
Shanice Wilson- I Love

B List:
AD Jive Bunny - Rock & Roll Marc Almond- My Hand Ove Paul Simon- Still Crozy
Rene Frager- Still On Your
Robbie Valentine- Over And
Roxette- Spending My Time
Scabs- Don't You Know

RADIO ANTIGOON/Antwerp Power Play: AD N.K.O.T.B.- If You Go Away

B List: AD C&C Music Factory- Just A Cliff Richard- We Should Be-Diana Ross- When You Tell Garland Jeffreys- The Answer Lisa Stansfield- All Woman MC Hammer- Addams Groove Natural Selection- Do Anything Pet Shop Boys: Was It
Pop Gun- Dream
Right Said Fred- Don't Tolk
RADIO ROYAAL/Hamont-Achel
Tom Holland - Prog Dir Power Play: AD Diana Ross- When You Tell

A List:

AD Bassheads- Is There Anybody
East Side Beat- Ride Like
Garland Jeffreys- The Answer
Henk Wijngaard- Ik Ben
Lisa Stansfield- All Woman
Paula Abdul- Vibeology
Rowen Heze- Bestel Mor

HIT FM NOORDZEE/Hasselt

André Hemeryck - Prog Dir A'List: AD Alison Moyet-This House Clivilles & Cole-Pride MC Hammer-Addams Groov Patrick Bruel-Qui A Le Droit

BRT STUDIO BRUSSELS/Brussels

Jan Hautekiet - Producer
A List:
AD The Radio's She Goes
BB Jerome/Bang Gang Do That
Brendan Croker-There'll Be
Candy Skins- For What It's Ce Ce Peniston- Finally Curtis Stigers- I Wonde Dave Stewart- Out Of De Kreuners- In De Zin Diesel Park West- Fall East Side Beat- Ride Like Garland Jeffreys. The Answer Garland Jeffreys. The Answer Genesis. I Can't Dance His Royal Fume. Cut Joe Cocker. I Can Hear Khadja Nin. Wale Kym Sims. Too Blind Lisa Stansfield. All Woman Lisa Stansmen.
Lush- For Love
Salt-N-Pepa- You Showed Me
San- Colour Of Love Snap Colour Of Sugarcubes Hit

BRT RADIO 2-EAST FLANDERS/Ghent Rudi Sinia - Producer
A List:
AD Danny Supply Unchained Melody
East Side Beat Ride Like

Return To Zero-Dance Your

SPAIN

RADIO MADRID/Madrid Rafael Revert - Music Mai A List:

A List:

AD Billy Bragg- You Woke Up
Lax 'N Busto- Pero Moi Tu
Los Motores- Volvere A Por Ti
Sin Recursos- Coge A Eso Chico
UB40- Boby

TOP 97.2/Madrid Raul Marchant - Music Mgr Power Play: AD Complices- Verdad Que

John Lee Hooker-This Is Hip Michael Bolton-Steel Bars

CANAL SUR RADIO/Seville Paco Sanchez - Music Mgr A List: AD Aerosmith Sweet Emotion

Boz Scaggs- Drowning In Brand New Heavies- Stoy Keith Sweat- Keep It Mr. Big- To Be With You Pop De Block- Sin Dormir Roxette- Spending My Time

RADIO 16/Madrid Carlos Honorato - Prog Dir Power Play: AD Karyn White The Way I Martika- Coloured Kisses

A List:
AD Bryan Adams-There Will Never Complices- Verdad Que KLF- Justified

SWEDEN

CITY 103/Gothenburg Lars Bodin. - Music Dir Power Play: AD Donna Summer- Work Thot

AD Robbie Valentine Over And Stefan Andersson-Fire AL John O'Kane

HIT FM/Stockholm Johan B. Bring - Prog Dir A List:

A List:

AD Donna Summer-Work That
Hubbub-When Can I
John O'Kane-Dagce Goes On
Kym Sims-Too Blind
MC Hammer-Addams Groove
Nia Peeples-Street
Stefan Andersson-Fire

RIKSRADIO P3/KLANG & CO./Stockholm L.G. Nilsson - Producer

John O'Kane- Donce Goes On Stefan Andersson- Fire Ted Strom- Ett Liv

RADIO MALMOHUS/Malm

RADIO MALMOHUS/Malmo
Olle Nilsson - Head Of Music
A List:

AD Da Yeene- Alright
Everything But The Girl- Twin
Gnags- lyglemandens
John O'Kane- Donce Goes On
John Lee Hooker- This Is Hip
Nanna- Go Your Own Way
Patrick Bruel- Qui A Le Droit
Wilmer X. Eddie OK

RADIO HUDDINGE/Stockholm Robert Sehlberg - Prog Dir

AD Genesis- | Can't Dance Kate Bush-Rocket Man
KLF-Justified
Natural Selection- Do Anything
Rozalla- Everybody's Free

NORWAY

RADIO 102/Haugesund Egil Houeland - Head Of Music A List:

A List:
AD Contenders- Radio Land Genesis- I Can't Dance Guns N' Roses-Live And Frince Diamonds
Queen-Bohemian Rapsody
Snap-Colour Of Love
U2- One
Vestlandsanden-Brenn Alle Bruer AL Simply Red

NRK-REPORT 1/Oslo Vidar Lonn-Arneson - Producer A List: AD Guns N' Roses- Live And N.K.O.T.B. If You Go Away

Sanne- Crazy Love

NRK-REPORT 2/Oslo Jan Rustad - Producer A list

A List: AD Contenders Radio Land Cutbacks What It Takes Ingenting Pass På Så Du Marius Muller- Don't Take Pugh Rogefeldt Volvojernet

STUDENTRADIOEN/Trom: Rune Hagen - Head Of Music A List: AD Contenders Radio Land

Jokke/Valentinerne-Herr Komme KLF- Justified

MC Hammer- Addams Groove Pet Shop Boys- Was It

RADIO GRENLAND/Skien Anders Tvegaard - Music Dir

AD Dag Kolsrud- Someone To Love Genesis- I Can't Dance Marky Mark- Wildside MC Hammer- Addams Groove Snap- Colour Of Love
Wendy Maharry- Desperate

DENMARK

THE VOICE/Copenhagen
Lars Kjær - Prog Dir
A List:

AD Bette Midler- In My Life
Dread Flimstone- From The Ghetto
INXS- Shining Star MC Hammer- Addams Groove News- Crazy Lazy City

RADIO VIBORG/Viborg
Poul Foged - Head Of Music
A List:
AD Bonnie Tyler- Against The Wind
Jody Watley- I Want You
Julian Lennon- Help Yourself
Lisa Stansfield- All Woman

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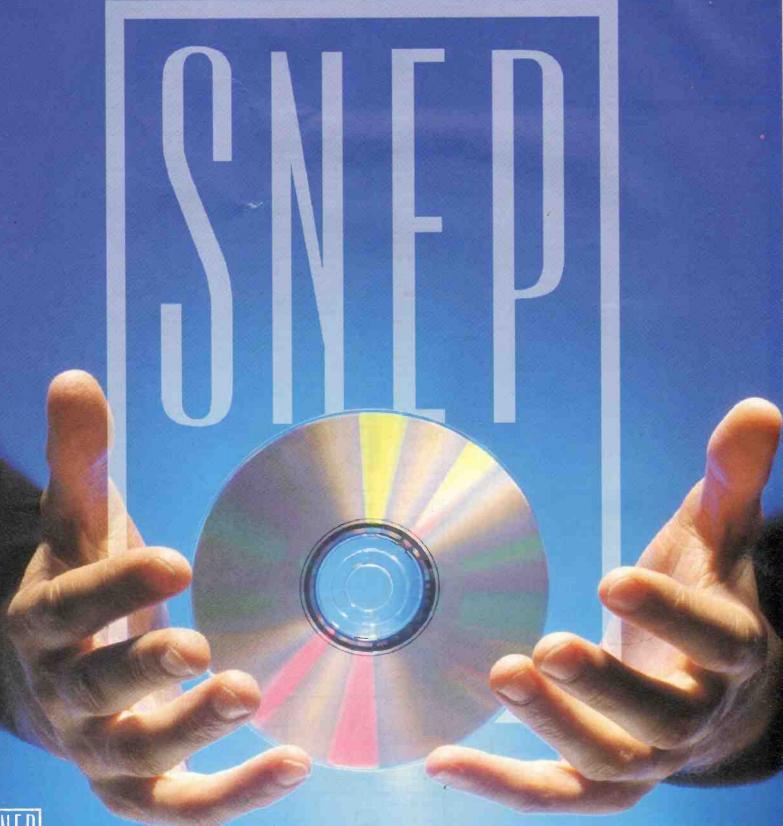
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News- Crazy Lazy City Queen- These Are The Days Slade- Universe

AD Enya- How Can I Keep Genesis I Can't Dance Guns N' Roses Live And

ARHUS NAERRADIO/Århus Jesper Schousen - Head Of Music A List:

AD Genesis- I Can't Dance INXS-Shining Star Lovekings- We Got A Better Measure-Face To Face News- Crazy Lazy City Paula Abdul- Vibeology

RADIO HSR/Copenhagen Ronny Salomonsen - Head Of Music A List:

AD 2 Unlimited- Get Ready 4 This 2 Unlimited-Get Ready 4 This Atlantic Star: Love Crazy Cathy Dennis-Everybody Move Genesis- I Can't Dance Keith Sweat-Keep It KLF. Justified Nia Peeples-Street Paula Abdul-Vibeology DS 12-Ton Sweatsher PS 12-Tag Kæresten Right Said Fred- Don't Talk

DANMARKS RADIO/Copenhagen Leif Wivelsted - Head Of Programmes
A List:

Dr. Baker-Turn Up The Music Michael/John-Don't Let The Sun Laus Höjbye-Krumme's Sang Marky Mark-Good Vibrotions Michael Jackson-Black

RADIO HORSENS/Horsens Jan Boogaloo - Head Of Music Power Play: AD Brd. Ulstrup- Så Bare Ta Diana Ross- When You Tell Paula Abdul- Vibeology

A List:
AD INXS- Shining Star
Michael Bolton- When A Man
Salt-N-Pepa- Do You Want Me
Tina Turner- Way Of The

RADIO SYDKYSTEN/Copenhagen Peter Hald - Head Of Music A List:

AD Cliff Richard- We Should Be Miss B Haven- Langt Ude

RADIO VICTOR/Esbjerg
Lars Meibom - Head Of Music
A List:
AD Baby Animals- Painless
Bonnie Tyler- Against The Wind
Lisa Stansfield- All Woman
Luther Vandross- The Rush Measure-Face To Face Queen-The Show Must Ga Ray Dee Ohh- Vred Ung Mand Snap-Colour Of Love

RADIO HOLBAECK/Holbaeck

A List:
AD C&C Music Factory- Just A
L.A. Guns- Bollad Of Jone
MC Hammer- Addams Groove
Nia Peeples- Street
Tevin Campbell- Tell Me What

FINLAND

DISCOPRESS/Tomp

Army Of Lovers- Obsession Black Box- Open Your Eyes De La Soul- Keep The Faith Guns N' Roses- Don't Cry KLF- Justified
L.A. Style- James Brown Is Dead
Prince- Gett Off
Ressu Redford- Kato Mità

RADIO 100+/Tampere Pentti Teravainen - Music Dir

AD Amy Grant-Good For Me Bonnie Tyler-Bitter Blue Amy Grant- Good For Me Bonnie Tyler- Bitter Blue Boyz II Men- Uhh Ahh Carey Strings- Das Muss Jody Watley- I Want You Paul Rein- Wonderland **Prince**-Diamonds Procol Harum: A Dream in Right Said Fred: I'm Too Sexy Vanessa Williams: The Comfort Winans: I'll Take You

AUSTRIA

OE 3/Vienna Gunther Lesjak - Head Of Music

Gunther Lesjak - Head Of Music B List: AD Alan Jackson- Don't Rock Commitments- Musiong Solly Gary Lux- For More INXS- Shining Stor Kate Bush- Rocket Man Neil Diamond- Don't Turn Pears-Johnny
PM Dawn-Paper Doll
Simply Red-Stors
Soulsister-Sweet Dreamer
Ulla Meinecke-Das War
Wilson Phillips-The Dream Is

SWITZERLAND

RADIO 24/Zurich Clem Dalton - DJ A List: AD Bette Midler- In My Life

Bruce Cockburn: A Dream like Huey Lewis- He Don't Queen- Bohemian Rapsody

STUDIO B/Dornach Gusty Hufschmid - Head Of Music A List: AD Jessica Mohn-Schwarze

Nicole- Ein Leises Lied Nicki-Traum Nick: Iroum
River City People- Standing
Roxette- Spending My Time
Roy Black- Jeder Braucht
Southside Johnny- It's Been A
Tony Christie- Sweet

RADIO FOERDERBAND/Bern Res Hassenstein - Di/Producer Power Play: Simply Red-Stors

A List:
AD Herbert Leonard Parlons
London Boys- Is It Love
Ten Sharp- You

Christoph Alispach - Music Co-Ord A List: AD KLF- Justified

COULEUR 3/Lausanne Thierry Catherine - Head Of Music Power Play: AD Angelique Kidjo Wé-Wé

AD Angelique Kidjo Wé-Wé A List: AD Basil- Out Of Bomb The Bass- The Air Chris Stamey- Something Leather Nun- Take me Prince, Money Don't Motter Simply Red. Stors Suggreyabes. Hit Sugarcubes-Hit
Texas- In My Heart
This Picture- Naked Rain
Urban Dance Squad- Routine

RSR LA PREMIERE/Geneva Catherine Colombara - Producer AL Alain Morisod Johnny Hallyday Lisa Stansfield

PORTUGAL

RFM/Lisbon
Pedro Tojal - Head Of Music
A List:

A List: AD Michael/John- Don't Let The Sun: Julia Fordham- Love Moves Queen- Bohemian Rapsody U2- Mysterious Ways

YUGOSLAVIA

STUDIO D/Novo Mesto Rasto Bozic - Dj/Producer A List: AD Martika- Martika's Kitchen

GREECE

POP 92.4 FM/Athens Isaac "Easy" Coutiyel - Prog Dir A List:

AD Genesis- I Can't Dance Gipsy Kings-Sin Ella Jon Bon Jovi-Levon Level 42- Guaranteed Pet Shop Boys- Was It Redhead Kingpin-Nice Roy Orbison-I Drave B List:
AD Eddie Money- I'll Get
Mr. Big-To Be With You
Natural Selection- Hearts Don't
Ozzy Osbourne- No More Tears
Ten Sharp- Ain't My Beating

ANTENNA 97.1 FM STEREO/Athens Elias Xinopoulos - Prog Dir A List:

A List:

AD Band Aid- Do They Know
Cliff Richard- We Shauld Be
Kym Sims- Too Blind
Marc Almond- My Hand Over
Mariah Carey- Can't Let Go
MC Hammer- Addams Groove **UK Mixmasters**- Bare Necessities Wham- Last Christ

STAR FM STEREO/Thess Vassilis Turonis - Prog Dir A List: AD KLF- Justified

UK Mixmasters-Bare Necessities

AD Brian May- Driven
Keith Sweat- Keep It
N.K.O.T.B.- If You Go Away
Salt-N-Pepa- You Showed Me

This Picture Noked Rain RADIO ZET/Warsaw Darek Andrzejewski - Head Of Music Power Play:
Army Of Lovers- Crucified AD Marc Almond- My Hand Over

AD Barry White Dark And Rush Ghost Salt-N-Pepa Push It

RADIO MERKURY/Poznan Ryszard Gloger - Head Of Music Power Play: AD Rod Stewart- Broken Arrow

AD Koa Srewar Problem A List:
AD Enya-How Con I Keep
Fiordaliso-I Love You
Mr. Big- To Be With You
Natural Selection- Do Anything

POLAND

POLSKIE RADIO 3/Warsaw Marek Niedzwiecki - Producer Marek Niedzwiecki - Produce Power Play: AD Queen These Are The Days

A List:

AD Bad English- Straight To Your
Bryan Adams- Do I Have
Genesis- Jesus He Knows
Guns N' Roses- Live And
Pixies- I Can't
Siouxie & The Banshees- Hear

RADIO RMF/Krakow Piotr Metz - Head Of Music Power Play: Michael/John- Don't Let The Sun

AD Jon Bon Jovi-Levon

Queen-Bohemian Rapsody
Voice Of The Beehive-Perfect Place AD Lenny Kravitz- What Goes Around

Michael Jackson- Give In To Me Rush- Ghost

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Rock Dance

(continued from page 1)

tory, rock, or more serious music, will become important, and the influence of the US will be less heavy."

Those views are echoed by Stefano Zappaterra, head of promotions at Polydor Italy. "Basic rock and roll will gain appeal in 1992—simple music with guitar, drums, bass and maybe a second guitar or keyboards; the type that the Rolling Stones have always provided," he says. "There's evidence of this in the music of Bryan Adams, certain songs on Sting's album The Soul Cages and the latest U2 album. It's not AOR, but it's close.

"The popularity of dance music will probably decrease.

There's not a lot of great product about, but the material which is excellent will continue to be successful. The dance music situation reminds me of the late 1970s. People got fed up of disco music and turned to new wave and punk music."

But Mark Collen, EMI Records' UK senior product manager for Parlophone/Capitol, thinks dance will still continue to dominate the pop end of the chart. "Dance will be growing up just like punk did in the early '80s," he says. "If you can imagine a cross between U2 and KLF, that's the direction.

"At the other end of the market, we'll be seeing the growing importance of adult rock—artists like **Crowded House** or **John O'Kane** appealing to consumers over 25 who like buying albums but feel increasingly alienated in the stores."

In rock-oriented Scandinavia, the guitar movement has also been embraced. Says Warner Music Norway marketing manager Fred Engh; "September When was our 'happening' local band last year. In a way, they have set a trend because they have opened the doors to 'college' rock, just like R.E.M did. We certainly will continue on this path."

A Broadening Of Styles

However, Sony Music Sweden promo manager Joakim Bergman is more ambivalent. "It's hard to say. I've got the feeling a lot of musical styles work well nowadays," says Bergman. "Radio is always very song-oriented, regardless of the genre. As long as it's a good song, they don't mind if it's rap or hard rock. By the way, rap is here to stay. The charts prove the hard facts. A very fine new trend is the growing importance of Swedish artists. Again, take the charts, and see for yourself. At a certain point in December, 15 out of 40 albums in our charts were local product-13 out of these 15 were in the 24 top slots.

Warner Music Netherlands head of promotion Dick Pieren sees the dance movement as expanding more than ever in 1992. "Within dance, the mix of different styles will be broader than ever-a sort of 'world dance music.' The recent single by KLF [Justified & Ancient] is a good example, with its country elements. Also, the school of singer/songwriters will see a similar broadening. Look at Seal, a new talent who is equally adept with techno as with handling ballad material."

BMG Records UK head/ international marketing Chrissie Harwood also points to the ongoing influx of dance, but notes, "A lot of the hits last year were based on remixers and producers. You weren't necessarily establishing an artist identity. I foresee a lot of development artists in the

Growth Of German-Language Music

In Europe's largest market, Thomas Wolf, head of A&R at Phonogram Germany, says German-language repertoire will increase in popularity, but mostly on the national market. "Radio programming, which is featuring more German-language acts than ever, and the resulting chart placement of that material, contributes significantly to this trend," he says.

"The boom in German-language repertoire is being initiated by the record companies. Whether this will translate into sales remains to be seen.

"It is very difficult to break German artists on a pan-European level if they are not established acts such as the **Scorpions** or **Stephan Eicher**.

Sony Music Germany director/artist marketing Hubert Wandjo also is a strong believer in the growth of German-language repertoire. He says, "As the demographics shift and our society grows older, this trend will continue to increase, which will be reflected in our acquisition policy."

"Dance and rap will also continue strong. But the big hits do not come from the hardcore side, but from the crossover side. The better the mix with pop music, the bigger the success will be. But the demise of the single could negatively affect this trend."

Ideal co-MD Manfred Achtenhagen agrees. "Dance music will certainly be a strong winner in 1992, as will German-language repertoire in the pop-rock and schlager-folk music areas."

Focus On Artists And Melody

In France, Island France GM Jean-Pierre Weiller believes the forthcoming years will be marked by the "return of the artists in the prime place" after years dedicated

to marketing of products such as "never-ending lists of compila-

Weiller predicts rap will continue to be strong in the '90s. "Rap was a musical revolution and has become an important part of today's creativity," he says. "Rap will become more and more melodic, and played with real instruments."

Weiller anticipates that African music will be "more mature, more modern, more contemporary." He says ethnic music will also "play a greater role, and be a part of the global world music movement." As for dance music, Weiller sees a "return to more melodic tunes and stronger arrangements."

Keep On Dancing

In Spain, CBS-Sony marketing director Raul Lopez is placing his bets on dance. "At last count, 6.000 discotheques are thriving in Spain," he says. "I see dance music growing even more in popularity. The neo-punk style—all the rage now in the UK— could start picking up here as well. Latin music and some local soloists could also be gaining more appeal in '92."

Ariola Spain radio promoter Pedro Sobrino votes for a mixed bag of styles. "Like always, there'll be a bit of everything. Rap music could be moving aside for 'Bacalao' music, a house/funk mix which is getting more and more popular in clubs. Soul music is also gaining in appeal."

No matter how you look at it, 1992 is shaping up to be a year of variety: the continuing strength of dance and rap, and a refreshing influx of rock 'n' roll and ethnic expansion. With the renewed emphasis on artist development seen as a welcome and crucial ingredient, the music industry appears to be returning to its goal of presenting a diverse music menu, regardless of one's tastes, which is likely to serve both broadcasters and the record industry well.

Billboard

SINGLES

		© 1991, Billboard/BPI Communications, Inc.	-
TW	LW	Artist/Title For week ending January 18 1992 Label	ECO
1	1	MICHAEL JACKSON/Black Or White Epic	
2	2	COLOR ME BADD/All 4 Love Giant	
3	3	MARIAH CAREY/Can't Let Go Columbia	
4	8	G.MICHAEL/E.JOHN/Don't Let The Sun Go Down On Me Columbia	UK
5	9	CE CE PENISTON/Finally A&M	
6	13	PRINCE AND THE N.P.G./Diamonds And Pearls Paisley Park	
7	12	SHANICE/I Love Your Smile Motown	
8	4	BOYZ II MEN/It's So Hard To Say Goodbye Motown	
9	6	NIRVANA/Smells Like Teen Spirit DGC	
10	7	HAMMER/Addams Groove Capitol	
11	5	HAMMER/2 Legit 2 Quit Capitol	
12	16	GENESIS/No Son Of Mine Atlantic	UK
13	11	PM DAWN/Set Adrift On Memory Bliss Gee Street	UK
14	10	MARKY MARK & THE FUNKY BUNCH/Wildside Interscope	
15	20	U2/Mysterious Ways Island	UK
16	17	TEVIN CAMPBELL/Tell Me What You Want Me To Do Qwest	
17	24	KARYN WHITE/The Way Feel About You Warner Brothers	
18	14	PAULA ABDUL/Blowing Kisses In The Wind Captive	
19	15	MICHAEL BOLTON/When A Man Loves A Woman Columbia	
20	21	AMY GRANT/That's What Love Is For A&M	
21	22	RICHARD MARX/Keep Coming Back Capitol	
22	27	ROD STEWART/Broken Arrow Warner Brothers	
23	25	GLORIA ESTEFAN/Live For Loving You Epic	
24	19	GUNS N' ROSES/Don't Cry Geffen	
25	28	BRYAN ADAMS/Can't Stop This Thing We Started A&M	
26	31	KEITH SWEAT/Keep It Comin' Elektra	
27	33	LISA STANSFIELD/Change Arista	UK
28	18	NAUGHTY BY NATURE/O.P.P. Tommy Boy	
29	26	JODECI/Forever My Lady Uptown	
30	37	STACY EARL/Love Me All Up RCA	
31	NE	RIGHT SAID FRED/I'm Too Sexy Charisma	UK
32	32	HEAVY D. & THE BOYZ/Is It Good To You Uptown	
33	30	PRINCE AND THE N.P.G./Cream Paisley Park	
34	NE	THE STORM/I've Got A Lot To Learn About Love Interscope	
35	NE	BOYZ II MEN/Uhh Ahh Motown	
36	34	ROBERTA FLACK WITH MAXI PRIEST/Set The Night To Music Atlantic	
37	38	MOTLEY CRUE/Home Sweet Home Elektra	
38	36	ROXETTE/Spending My Time EMI	S
39	NE	BONNIE RAITT/I Can't Make You Love Me Capitol	

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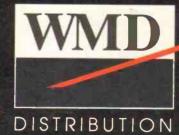
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TOP 10 SALES IN EUROPE

UNITED KINGDOM

SIN	gles	
1	Queen - Bohemian Rhapsody/These Are	(Parlophone)
2	KLF/Tammy Wynette - Justified And Ancient	(KLF Comm.)
3	Diana Ross - When You Tell Me That You	Love Me (EMI)
4	Right Said Fred - Don't Talk Just Kiss	s (Tug)
5	Hammer - Addams Groove	(Capitol)
6	Guns N' Roses - Live And Let Die	(BMG)
7	G.Michael/E.John . Don't Let The Sun	(Columbia)
8	Kym Sims - Too Blind To See It	(east west)
9	Shaft - Roobarb & Custard	(Ffreedom)
10	Brian May - Driven By You	(Parlophone)
4.11		

(east west)
(Parlophone)
(Capitol)

Capitol) (Epic) 4 Michael Jackson - Dangerous Lisa Stansfield - Real Love U2 - Achtung Baby (Island)
Michael Bolton - Time, Love & Tenderness (Columbia)
Michael Crawford - Performs A.L. Webber (Telstar)

Simon & Garfunkel - The Definitive (Columbia) Genesis - We Can't Dance (Virgin) 10 Genesis - We Can't Dance **SPAIN**

Singles

1 Michael Jackson - Black Or White (Sony Music) 2 Rozalla - Everybody's Free 3 LA Style - James Brown Is Dead 4 East Side Beat - Ride Like The Wind 5 KLF/Tammy Wynette - Justified And (Blanca Y Negro) 6 2 Unlimited - Get Ready For This (Blanco Y Negro) 7 Midnight Shift - Without You 8 Lisa Stansfield - Change (Ariola) 9 Terry Ronald - Calm The Rage (Ariola) 10 U2 - The Fly (Ariola) 10 U2 - The Fly (Ariola) 11 Michael Jackson - Dangerous (Sony Music) 12 Queen - Greatest Hits II (EMI) 13 Enya - Shepherds Moons (Warner Music) 14 Dire Straits - On Every Street (PolyGram) 15 Nana Mouskouri - Nuestras Canciones (PolyGram) 16 Jean Michel Jarre - Images (PolyGram) 17 Alejandro - Viviendo Deprisa (Hispavox) 18 Luz Casal - A Contra Luz (Hispavox) 19 Paco De Lucia - Concierto De Aranjuez (PolyGram)	OIL	rigics	
3 LA Style - James Brown Is Dead 4 East Side Beat - Ride Like The Wind 5 KLF/Tammy Wynette - Justified And (Blanco Y Negro) 6 2 Unlimited - Get Ready For This (Blanco Y Negro) 7 Midnight Shift - Without You (Blanco Y Negro) 8 Lisa Stansfield - Change (Ariola) 9 Terry Ronald - Calm The Rage (Ariola) 10 U2 - The Fly (Ariola) 1 Michael Jackson - Dangerous (Sony Music) 2 Queen - Greatest Hits II (EMI) 3 Enya - Shepherds Moons (Warner Music) 4 Dire Straits - On Every Street (PolyGram) 5 Nana Mouskouri - Nuestras Canciones (PolyGram) 6 Jean Michel Jarre - Images (PolyGram) 7 Alejandro - Viviendo Deprisa (Warner Music) 8 Luz Casal - A Contra Luz (Hispayox)			
4 East Side Beat - Ride Like The Wind (Blanco Y Negro) 5 KLF/Tammy Wynette - Justified And (Blanco Y Negro) 6 2 Unlimited - Get Ready For This (Blanco Y Negro) 7 Midnight Shift - Without You (Blanco Y Negro) 8 Lisa Stansfield - Change (Ariola) 9 Terry Ronald - Calm The Rage (Ariola) 10 U2 - The Fly (Ariola) Albums 1 Michael Jackson - Dangerous (Sony Music) 2 Queen - Greatest Hits II (EMI) 3 Enya - Shepherds Moons (Warner Music) 4 Dire Straits - On Every Street (PolyGram) 5 Nana Mouskouri - Nuestras Canciones (PolyGram) 6 Jean Michel Jarre - Images (PolyGram) 6 Jean Michael Jackson - Daprisa (Warner Music) 8 Luz Casal - A Contra Luz (Hispayox)			
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8 Luz Casal - A Contra Luz (Hispayox)	6		
	7		
9 Paco De Lucia - Concierto De Aranjuez (PolyGram)			

DENMARK

10 Genesis - We Can't Dance

(Virgin)

0111	9100
1	Dr. Baker - Turn Up The Music (Mega)
2	G.Michael/E.John - Don't Let The Sun (Sony Music)
3	KLF/Tammy Wynette - Justified And Ancient (Mega)
4	Michael Jackson - Black Or White (Sony Music)
5	Bossen & Bumsen - Op Te' Jul (Medley)
6	Queen - Bohemian Rhapsody/These Are (EMI)
7	Salt-N-Pepa - Let's Talk About Sex (PolyGram)
8	Marky Mark/Funky Bunch - Good Vibrations (Warner Music)
9	Simply Red - Stars (Warner Music)
10	Snap - Colour Of Love (BMG)
Alb	oums
1	Michael Learns To Rock - Michael Learns To Rock (Medley)

10	Shap - Colour Or Love	IDIAIO					
All	Albums						
1	Michael Learns To Rock - Michael Learn	s Ta Rack (Medley					
2	Nana Mouskouri - The Very Bes	t Of (PolyGram					
3	Ray Dee Ohh - Radiofoni	(Replay					
4	Paul Young - From Time To Time	(Sony Music					
5	Genesis - We Can't Dance	(Virgin					
6	Queen - Greatest Hits II	(EMI					
7	D.A.D Riskin' It All	(Medley					
8	Gnags - Lygtemandens Sang	(Genlyd					
9	Alberte - Lyse Nætter	(Pladecom					
10	U2 - Achtung Baby	(BMG					

SWIIZERLAI	VD
Singles	
1 Michael Jackson - Black Or Wh	nite (Sony Music)
2 Salt-N-Pepa - Let's Talk About Se	ex (PolyGram)
3 Monty Python - Always Look Or	n The (Virgin)
4 Marky Mark/Funky Bunch - Good Vibrati	ions (Warner Music)
5 Ten Sharp - You	(Sony Music)
6 Army Of Lovers - Crucified	(Exclusa)
7 Prince/The N.P.G Diamonds And Pe	earls (Warner Music)
8 Prince/The N.P.G Cream	(Warner Music)
9 G.Michael/E.John - Don't Let The Su	un (Sony Music)
10 Bryan Adams - I Do It For You	(PolyGram)
Albums	

Alb	ums	
1	Queen - Greatest Hits II	(EMI)
2	Michael Jackson - Dangerous	(Sony Music)
3	Genesis - We Can't Dance	(Virgin)
4	Bryan Adams - Waking Up The Neighb	ours (PolyGram)
5	U2 - Achtung Baby	(BMG)
6	Züri West - Arturo Bandini	(Witra)
7	David Hasselhoff - David	(BMG)
8	Roxette - Joyride	(EMI)
9	Simply Red - Stars	(Warner Music)
10	Soundtrack - The Commitments	(Warner Music)

GERMANY

SIL	gles	
1	Salt-N-Pepa - Let's Talk About Sex	(Metronome)
2	Michael Jackson - Black Or White	(Sony Music)
3	Monty Python - Always Look On The Br	ight (Virgin)
4	Genesis - No Son Of Mine	(Virgin)
5	Army Of Lovers - Crucified	(Ideal)
6	Rozalla - Everybody's Free	(Logic)
7	U 96 - Das Boot	(Polydor)
8	Queen - The Show Must Go On	(EMI)
9	LA Style - James Brown Is Dead	(Zyx)
10	G.Michael/E.John - Don't Let The Sun	
		, , , , ,
AIL	oums	
1	Genesis - We Can't Dance	(Virgin)
2	Queen - Greatest Hits	(EMI)
3	Michael Jackson - Dangerous	(Sony Music)
4	Roxette - Joyride	(EMI)
5	Simply Red - Stars	(WEA)
6	Nirvana - Nevermind	(BMG)
7	Queen - Queen Greatest Hits	(EMI)
8	Bryan Adams - Waking Up The Neighb	ours (Polydor)
9	Tina Turner - Simply The Best	(EMI)
10	Scorpions - Crazy World	(Phonogram)

HOLLAND

Sir	gles
1	G.Michael/E.John - Don't Let The Sun (Sony Music)
2	Queen - Bohemian Rhapsody/These Are (EMI)
3	Shanice - I Love Your Smile (RCA)
4	Nirvana - Smells Like Teen Spirit (BMG)
5	Gordon - Kon Ik Maar Even Bij Je Zijn (CNR)
6	KLF/Tammy Wynette - Justified And Ancient (Indisc)
7	Michael Jackson - Black Or White (Sony Music)
8	Queen - The Show Must Go On (EMI)
9	Salt-N-Pepa - You Showed Me (Phonogram)
10	2 Unlimited - Get Ready For This (Boudisque)
ΔI	ntime
	Ours Greatest Hite II (EAAI)
1	Queen - Greatest Hits II (EMI)
1 2	Queen - Greatest Hits II (EMI) Queen - Queen Greatest Hits (EMI)
1 2 3	Queen - Greatest Hits II (EMI) Queen - Queen Greatest Hits (EMI) U2 - Achtung Baby (Ariola)
1 2	Queen - Greatest Hits II (EMI) Queen - Queen Greatest Hits (EMI)
1 2 3	Queen - Greatest Hits II (EMI) Queen - Queen Greatest Hits (EMI) U2 - Achtung Baby Michael Jackson - Dangerous Enya - Shepherds Maons (Warner Music)
1 2 3 4	Queen - Greatest Hits II (EMI) Queen - Queen Greatest Hits (EMI) U2 - Achtung Baby (Ariola) Michael Jackson - Dangerous (Sony Music)
1 2 3 4 5	Queen - Greatest Hits II (EMI) Queen - Queen Greatest Hits (EMI) U2 - Achtung Baby Michael Jackson - Dangerous Enya - Shepherds Maons (Warner Music)
1 2 3 4 5 6	Queen - Greatest Hits II (EMI) Queen - Queen Greatest Hits (EMI) U2 - Achtung Baby Michael Jackson - Dangerous Enya - Shepherds Maons (Yarner Music) Nirvana - Nevermind (Ariola)
1 2 3 4 5 6 7	Queen - Greatest Hits II (EMI) Queen - Queen Greatest Hits (EMI) U2 - Achtung Baby (Ariola) Michael Jackson - Dangerous (Sony Music) Enya - Shepherds Maons (Warner Music) Nirvana - Nevermind (Ariola) Paul Young - From Time To Time (Sony Music) Bee Gees - The Very Best Of The Bee Gees (Polydor)
1 2 3 4 5 6 7 8	Queen - Greatest Hits II (EMI) Queen - Queen Greatest Hits (EMI) U2 - Achtung Baby (Ariola) Michael Jackson - Dangerous (Sony Music) Enya - Shepherds Maons (Warner Music) Nirvana - Nevermind (Ariola) Paul Young - From Time To Time (Sony Music) Bee Gees - The Very Best Of The Bee Gees [Polydor] Tina Turner - Simply The Best (EMI)

NORWAY

Singles
1 G.Michael/E.John - Don't Let The Sun (Sony Music)
2 Michael Jackson - Black Or White (Sony Music)
3 Bonnie Tyler - Bitterblue (BMG)
4 New Kids On The Block - If You Go Away (Sony Music)
5 Monty Python - Always Look On The Bright (Virgin)
6 Snap - Colour Of Love (BMG)
7 Guns N' Roses - Live And Let Die (BMG)
8 Guns N' Roses - Don't Cry (BMG)
9 Sabrina Johnston - Friendship (Warner Music)
10 Salt-N-Pepa - Let's Talk About Sex (PolyGram)
Albums
1 Bonnie Tyler - Bitterblue (BMG)
2 Michael Jackson - Dangerous (Sony Music)
3 Halvdan Sivertsen - Forr Ei Dame (NA)
4 Skruk - Stille Natt (NA)
5 Genesis - We Can't Dance (Virgin)
. 0 /
6 Enya - Shepherds Moons (Warner Music) 7 Queen - Greatest Hits II (EMI)
6 Enya - Shepherds Moons (Warner Music) 7 Queen - Greatest Hits II (EMI) 8 U2 - Achtung Baby (BMG)
6 Enya - Shepherds Moons (Warner Music) 7 Queen - Greatest Hits II (EMI) 8 U2 - Achtung Baby (BMG)

AUSTRIA

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Singles
1 Salt-N-Pepa - Let's Talk About Sex (PolyGram)
2 David Hasselhoff - Do The Limbo Dance (BMG)
3 Michael Jackson - Black Or White (Sony Music)
4 Jason Donovan - Any Dream Will Do(PolyGram)
5 Bryan Adams - I Do It For You (PolyGram)
6 Erasure - Love To Hate You (Echo)
7 Prince/The N.P.G Cream (Warner Music)
8 Erste Allgemeine Verunsicherung - Jamba (EMI)
9 Right Said Fred - I'm Too Sexy (Exclusa)
10 Simply Red - Something Got Me Started (Warner Music)
Albums
1 Erste Allgemeine Verunsicherung - Watumba (EMI)
2 Michael Jackson - Dangerous (Sony Music)
3 David Hasselhoff - David (BMG)
4 Simply Red - Stars (Warner Music)
5 U2 - Achtung Baby (BMG)
6 Queen - Greatest Hits II (EMI)
7 Rainhard Fendrich - Nix Is Fix (BMG)
8 Genesis - We Can't Dance (Virgin)
9 Ludwig Hirsch - Sternderl Schaun (PolyGram)
* 10 Bryan Adams - Waking Up The Neighbours (PolyGram)

FRANCE

6 Mylene Farmer - Je T'Aime Melancolie (Polydor)

(RCA)

(Epic) (Delphine) (Polydor) (Columbia)

Patrick Bruel - Qui A Le Droit

Michael Jackson - Black Or White
J. P. Audin/D. Modena - Song Of Ocarina
Bryan Adams - I Do It For You
Frances Cabrel - Petite Marie

7 Anne - Bernard Et Bianca Au Pays (Walt Disney)
8 Dorothee Les Neiges De L'Himalaya (BMG)
9 Tino Rossi - Petit Papa Noel (EMI)
10 Johnny Hallyday - Ça Ne Change Pos Un Homme [Phonogram]
Albums
1 Patrick Bruel - Si Ce Soir (RCA)
2 Michael Jackson - Dangerous (Epic)
3 Johnny Hallyday - Ca Me Change Pas Un Homme (Phonogram)
4 Dire Straits - On Every Street (Phonogram)
5 Francis Cabrel - D'Un Ombre A L'Autre (Columbia)
6 Genesis - We Can't Dance (Virgin)
7 J.P. Audin & D. Modena - Ocarina (Delphine)
8 Jean Ferrat - Dans La Jungle Ou Dans L (EMI)
9 Rondo Veneziano - Mystere (Polydor)
10 U2 - Achtung Baby (BMG)

BELGIUM

Singles	
Mama's Jasje - Zo Ver Weg	(RCA)
Benny B - Parce Qu'On Est Jeunes	(Distri)
Pleasure Game - Le Seigneur Des Tenebr	es(MMI)
Michael Jackson · Black Or White (Sony	(Music)
Helmut Lotti - What Kind Of Friend	(RCA)
Fortuna - Mea Culpa	(Distri)
Vlaamse Vrienden Voor Kerst In Vlaanderei	(Indisc)
The Unity Mixers - Electrosound Take 2	(Indisc)
Patrick Bruel - Qui A Le Droit	(RCA)
O Nirvana - Smells Like Teen Spirit	(BMG)
Albums	
	(Music)
Patrick Bruel - Si Ce Soir	(RCA)
3 U2 - Achtung Baby	(BMG)
Queen - Greatest Hits II	(EMI)
Genesis - We Can't Dance	(Virgin)
Gert En Samson - Gert En Samson	(CNR)
	(Music)
	r Music)
Pet Shop Boys - Discography	(EMI)
10 Eros Ramazzotti - Eros In Concert	(BMG)
	,
FINLAND	
Cinala	

Singles
1 Sielun Veljet - Laatikoita (Poko)
2 Popeda - Kirje (Poko)
3 Michael Jackson - Black Or White (Sony Music)
4 Ne Luumaet - Onnellinen Perhe (Poko)
5 JAMMS - It's Grim Up North (EMI)
6 Guns N' Roses - Live And Let Die (BMG)
7 Erasure - Love To Hate You (Sonet)
8 U2 - Mysterious Ways (BMG)
9 Army Of Lovers - Obsession (Sonet)
10 Salt-N-Pepa - Let's Talk About Sex (PolyGram)
Albums
1 Topi Sorsakoski - Yksinäisyys (EMI)
2 Samuli Edelman - Samuli Edelman (Flamingo)
3 Ressu Redford - Laulussa On Helppo Rakastaa (Finnlevy)
4 Queen - Greatest Hits II (EMI)
5 Arja Koriseva - Saa Joulu Aikaan Sen (Finnlevy)
6 Michael Jackson - Dangerous (Sony Music)
7 Genesis - We Can't Dance (Virgin)
8 New Kids On The Block - Merry Merry(Sony Music)
9 Pet Shop Boys - Discography (EMI)
10 U2 - Achtung Baby (BMG)
GREECE
Cinala

Singles
1 Michael Jackson - Black Or White (Sony Music)
2 Army Of Lovers - Crucified (NA)
3 U2 - Mysterious Ways (BMG)
4 The KLF/Tammy Wynette - Justified And Ancient (NA)
5 LA Style - James Brown Is Dead (NA)
6 Genesis - No Son Of Mine (Virgin)
7 T99 - Nocturne (NA)
8 G.Michael/E.John - Don't Let The Sun (Sony Music)
9 Erasure - Love To Hate You (Virgin)
10 Guns N' Roses - Live And Let Die (BMG)
Albums
1 U2 - Achtung Balby (BMG)
2 Simply Red - Stars (Warner Music)
3 Michael Jackson - Dangerous (Sony Music)
4 Ting Turner - Simply The Best (EMI)
5 Army Of Lovers - Massive Luxury Overdose(NA)
6 Genesis - We Can't Dance (Virgin)
7 Guns N' Roses - Use Your Illusion II (BMG)
8 Dire Straits - On Every Street (PolyGram)
9 Guns N' Roses - Use Your Illusion I (BMG)
10 Pet Shop Boys - Discography (EMI)
Wirtschaft/Madia Control/Musikmarkt (West Germany): Euro

ITALY Singles 1 G.Michael/E.John - Don't Let The Sun... (Sony Music) Rock Or White (Sony Music)

1 G.Michael/I	John - Don't Let The Su	in (Sony Music)
2 Michael Ja	ckson - Black Or Wh	ite (Sony Music)
3 49ers - Mon	re Your Feet	(Media)
4 R.Cocciant	e/P.Turci - E Mi Arriv	a Il Mare (Virgin)
5 Hammer - :	2 Legit 2 Quit	(EMI)
6 D.J. Molell	a - Revolution	(Fri Record)
7 LA Style - Je	ames Brown Is Dead	(Ariola)
8 Enrico Rug	geri - Peter Pan	(CGD)
9 Lisa Stansf	ield - Change	(BMG)
	ena - Buon Natale	(Virgin)
Albums		
1 Queen - Gr	eatest Hits II	(EMI)
	ckson - Dangerous	(Sony Music)
	ele - Sotto 'O Sole	(CGD)
4 U2 - Achtung		(BMG)
	enditti - Benvenuti In	
	zzotti - Eros In Conce	
	ozzi - Le Mie Canzon	
8 Simply Red		(WEA)
	Ve Can't Dance	(Virgin)
	Hiato - Came Un Can	
		(=)
	SWEDEN	
Singles		
	ckson - Black Or Wh	nite (Sony Music)

9 Genesis - We Can't Dance (Virgin)
10 Franco Battiato - Came Un Cammello In (EMI)
SWEDEN
Singles
1 Michael Jackson - Black Or White (Sony Music)
2 Just D - Juligen (Telegram/Virgin)
3 Salt-N-Pepa - Let's Talk About Sex (PolyGram)
4 Stonecake - Tuesday Afternoon (Wire)
4 Stonecake - Tuesday Afternoon (Wire) 5 Scorpions - Send Me An Angel (PolyGram)
6 G.Michael/E.John - Don't Let The Sun (Sony Music)
7 Erasure - Love To Hate You (Warner Music)
8 Rozalla - Everybody's Free (To Feel Good) (EMI)
9 Eva Dahlgren - Vem Tänder Stjärnorna (Record Station)
10 Guns N' Roses - Don't Cry (BMG)
Albums
1 Eva Dahlgren - En Blekt Blondins (Record Station)
2 Michael Jackson - Dangerous (Sony Music)
3 The Boppers - The Boppers (Sonet)
4 Bryan Adams - Waking Up The Neighbours [PolyGram]
5 U2 - Achtung Baby (BMG)
6 Genesis - We Can't Dance (Virgin)
7 Enya - Shepherds Moons (Warner Music)
8 Monica Zetterlund - Varsamt (BMG)
9 Nirvana - Nevermind (BMG)
10 Queen - Greatest Hits II (EMI)
1051 4410
IDEL AND

IRELAND
Singles
1 Queen - Bohemian Rhapsody/These Are (EMI)
2 G.Michael/E.John - Don't Let The Sun (Sony Music)
3 2 Unlimited - Get Ready For This (Warner Music)
4 Diana Ross - When You Tell Me That You Love Me (EMI)
5 UK Mixmasters - Bare Necessities Megamix (BMG)
6 Various Artists - Merry Christmas (Record Services)
7 The Saw Doctors - Presentation Border (Solid)
8 Bendan O'Carroll - Merry Christmas To Everyone (Solid)
9 Guns N' Roses - Live And Let Die (BMG)
10 Gerald O'Flynn - Hush Little Baby (Record Services)
Albums
1 Soundtrack - The Commitments - The Commitments (MCA)
1 Soundtrack - The Commitments - The Commitments (MCA) 2 Queen - Greatest Hits II (EMI)
2 Queen - Greatest Hits II (EMI)
2 Queen - Greatest Hits II (EMI) 3 Bryan Adams - Waking Up The Neighbours (PolyGram) 4 Simon & Garfunkel - The Definitive (Sony Music) 5 U2 - Achtung Baby (BMG)
2 Queen - Greatest Hits II (EMI) 3 Bryan Adams - Waking Up The Neighbours (PolyGram) 4 Simon & Garfunkel - The Definitive (Sony Music) 5 U2 - Achtung Baby (BMG) 6 Michael Jackson - Dangerous (Sony Music)
2 Queen - Greatest Hits II (EMI) 3 Bryan Adams - Waking Up The Neighbours (PolyGram) 4 Simon & Garfunkel - The Definitive (Sony Music) 5 U2 - Achtung Baby (BMG) 6 Michael Jackson - Dangerous (Sony Music) 7 Enya - Shepherds Moons (Warner Music)
2 Queen - Greatest Hits II (EMI) 3 Bryan Adams - Waking Up The Neighbours (PolyGram) 4 Simon & Garfunkel - The Definitive (Sony Music) 5 U2 - Achtung Baby (BMG) 6 Michael Jackson - Dangerous (Sony Music) 7 Enya - Shepherds Moons (Warner Music) 8 Simply Red - Stars (Warner Music)
2 Queen - Greatest Hits II (EMI) 3 Bryan Adams - Waking Up The Neighbours (PolyGram) 4 Simon & Garfunkel - The Definitive (Sony Music) 5 U2 - Achtung Baby (Sony Music) 6 Michael Jackson - Dangerous (Sony Music) 7 Enya - Shepherds Moons (Warner Music) 8 Simply Red - Stars (Warner Music) 9 Abba - The Hits Box (Pickwick)
2 Queen - Greatest Hits II (EMI) 3 Bryan Adams - Waking Up The Neighbours (PolyGram) 4 Simon & Garfunkel - The Definitive (Sony Music) 5 U2 - Achtung Baby (BMG) 6 Michael Jackson - Dangerous (Sony Music) 7 Enya - Shepherds Moons (Warner Music) 8 Simply Red - Stars (Warner Music)
2 Queen - Greatest Hits II (EMI) 3 Bryan Adams - Waking Up The Neighbours (PolyGram) 4 Simon & Garfunkel - The Definitive (Sony Music) 5 U2 - Achtung Baby (Sony Music) 6 Michael Jackson - Dangerous (Sony Music) 7 Enya - Shepherds Moons (Warner Music) 8 Simply Red - Stars (Warner Music) 9 Abba - The Hits Box (Pickwick)

PORTUGAL
Singles
1 Marco Paulo - Taras E Manias (EMI)
2 Guns N' Roses - Don't Cry (BMG)
3 Extreme - More Than Words (PolyGram)
4 U2 - The Fly (BMG)
5 Bryan Adams - 1 Do It For You (PolyGram)
6 Juan Luis Guerra & 4:40 - Burbujas De Amor (BMG)
7 R.E.M Radio Song (Warner Music)
8 Croquete - Ai Que Bom Que É (PolyGram)
9 Magal - Me Chama Que Eu Vou (Sony Music)
10 Marco Paulo - Maravilhoso Coração (EMI)
Albums
1 Bryan Adams - Waking Up The Neighbours (PolyGrom)
2 Queen - Greatest Hits II (EMI)
3 Tina Turner - Simply The Best (EMI)
4 Bee Gees - The Very Best Of The Bee Gees (PolyGram)
5 Carlos Guilherme - Histórias De Amor (Edisom)
6 Onda Choc - Ela Só Quer, Só Pensa Em (Sony Music)
7 Queen - Queen Greatest Hits (EMI)
8 Juan Luis Guerra & 4:40 - Bachata Rosa (BMG)
9 U2 - Achtung Baby (BMG)
10 Rui Veloso - Auto Da Pimenta (EMI)

Baby Auto Da Pimenta (BMG)

Based on the national soles charts from 16 European markets. Information supplied by MRIB (UK); Bundesverband Der Phonographischen Wirtschaft/Media Control/Musikmarkt (West Germany); Europe 1/Canal Plus/Tele/Jours (France); RAI Stereo Due/Musica E Dischi/Mario De Luigi ([toly]; Stichting Nederlandse Top 40 (Holland); SABAM/IFPI (Belgium); GLF/IFPI (Sweden); IFPI/Johan Schlueter (Denmark); VG (Norway); Gallup/AFYVE (Spain); Seura/IFPI (Finland); IFPI (Greece). Labels listed are the national marketing companies.



EUROCHART HOT 100_® SINGLES



	SINCLES	
SITE COUNTRIES CHARTED SITE ARTIST- ORIGINAL LABEL (PUBLISHER)	YE SE SE COUNTRIES CHARTED ST 15 S ARTIST- ORIGINAL LABEL (PUBLISJER)	TITLE COUNTRIES CHARTED ARTIST - ORIGINAL LABEL (PUBLISHERS)
Black Or White UK.F.D.B.N.L.E.A.C.H.S.P.DK.IR.N.SE.G.R.I Michael Jackson - Epic (Warner Chappel/CC)	Petite Marie Frances Cabrel - Calumbia (Editions Chandelle)	6971 6 When A Man Loves A Woman UK.D.N.L.S.DK Michael Bolton - Columbia (Warner Chappell)
2 4 4 Don't Let The Sun Go Down On Me UKEDBALCH.S.DK.R.N.GR.I George Michael & Elton John - Epic (Big Pig)	36 25 3 Too Blind To See It Kym Sims - Atca (Capyright Cantral)	70 55 4 Am I Right? UK.A Erasure - Mute (MM-Sanet/Andy Bell)
3 5 2 Bohemian Rhapsody/These Are The Days Of Our Lives UKDBNLDKIR Queen - Parlophane (Various)	37 48 2 Je T'Aime Melancolie Mylene Farmer - Polydor (Requiem)	Petite Maman Noel Les Muscles - A-B [A-B Editions]
4 2 17 Let's Talk About Sex D.B.N.L.A.C.H.S.DK.N.SF Salt-N-Pepa - ffrr (Next Plateau/All Boys)	38 58 2 Was It Worth It? Pet Shop Boys - Parlophone (Ten/Cage)	The Complete Dominator Human Resource - R&S (MCA)
5 7 4 Justified And Ancient UK.D.B.N.L.E.A.C.H.S.D.K.G.R. The KLF feat. Tommy Wynette - KLF Communications [EG/Zoo/WC/BMG]	39 26 29 Send Me An Angel DA.CH.S Scorpions - Mercury (PolyGram Music)	73 42 20 Set Adrift On Memory Bliss F.D.CH PM Dawn - Gee Street (MCA/Reformation)
6 3 26 (Everything Do) Do It For You FD.B.E.A.CH.S.P.DK.GR.I Bryan Adams - A&M (MCA/Rondor/Zomba)	40 67 2 Roobarb & Custard Shaft - Ffredom (MCA)	Running Out Of Time Digital Orgasm - Dead Dead Good (Be/S)
7 15 3 Live And Let Die UK.D.B.N.I.C.H.S.DK.IR.N.SF.GR Guns N' Roses - Geffen (MPL Communications)	41 51 3 Bare Necessities Megamix UK Mixmasters - Connect (Campbell Connelly)	75 50 22 I'm Too Sexy Right Said Fred - Tug (Hit & Run)
When You Tell Me That You Love Me Diana Ross - EMI (Empire/WC)	42 20 4 Driven By You Brian May · Parlophone (Queen/EMI)	76 49 21 Bacardi Feeling (Summer Dreaming) D.A.CH Kate Yanai - WEA (La Frette Music Paris)
9 12 16 Everybody's Free (To Feel Good) FD.B.NLE.CH.S.DK.SF Rozalla - Pulse 8 (Peer Music)	43 29 6 Spending My Time Roxette - EMI (Jimmy Fun/EMI)	Goodnight Girl Wet Wet Wet - Precious (Precious/Chrysalis)
10 9 9 No Son Of Mine Genesis - Virgin (Genesis/Hit & Run)	57 3 You D.A.CH.S Ten Sharp - Columbia (Sony Music)	78 73 3 It's Grim Up North JAMMS - KLF Communications [EG/BMG/Zoo/Warner Chappell]
11 8 8 Qui A Le Droit Patrick Bruel - RCA (14 Production)	45 62 2 Le Seigneur Des Tenebres Pleasure Game - Touch Of Gold (Scorpio/Now Disc)	79 53 28 More Than Words Extreme - A&M (Rondor)
12 10 12 Always Look On The Bright Side Of Life Monty Python - Virgin (Kay Gee Bee/Virgin)	Bernard Et Bianca Au Pays Des Kangarous F Anne - Walt Disney Records (Walt Disney Publishing)	Turn Up The Music Dr. Baker - Coma (Megasongs)
13 13 15 Cream Fince & The New Power Generation - Paisley Park [Warner Chappell]	47 92 3 Joseph Mega-Remix Jason Donovan & Cast Joseph Really Useful (Really Useful)	81 Taras E Manias Marco Paulo - EMI (EMI Songs)
14)37 4 Don't Talk Just Kiss Right Said Fred - Tug (Hit&Run)	48 47 16 Can't Stop This Thing We Started Bryan Adams - A&M (Adams/Almo/Zomba)	Fairytale Of New York The Pogues & Kirsty McColl - Stiff Music (Poguemahone)
15 19 17 James Brown Is Dead D.B.E.A.CH.S.GR.I LA Style - Decadance (Orfo/Hi-Tension)	49 44 6 Bitterblue D.A.N Bonnie Tyler - Ariola (Hanseatic)	8.NLCH.SF
Song Of Ocarina EB Jean Philippe Audin & Diego Modena - Delphine (Delphine)	50 36 25 You Could Be Mine Guns N' Roses - Geffen (Warner Chappell)	De La Soul - Tommy Boy (Various) B4 10 Dizzy UK.A
30 15 Don't Cry F.D.C.H.S.P.DK.N.SF.I Guns N' Roses - Geffen (Warner Chappell)	51)87 3 Ca Ne Change Pas Un Homme Johnny Hallyday - Phonogram (Desperado Music)	85 65 2 Tuesday Afternoon Standard Win (Red Harris (Alich In Sense (Lowery/BMG)
Addams Groove Hammer - Capitol (Bust It)	5274 3 Martika 'S Kitchen Martika - Columbia (Warner Chappell)	O4 70 20 Any Dream Will Do
1928 5 Stars Simply Red - east west (So What/EMI) UK.D.B.NL.DK.IR.GR.I	53)97 2 Das Boot U 96 - Polydor (Bavaria Sonor)	Jasón Donovan - Really Useful (Really Useful) 87 52 8 Shiny Happy People R.E.M Warner Brothers (Warner Chappell)
20 23 15 Crucified D.B.A.C.H.GR Army Of Lovers - Ton Son Ton (Team Sonet)	54 45 4 Zo Ver Weg Mama's Jasje - RCA (Play That Beat)	OO ot a Falling D.A
21)60 2 Colour Of Love UK.D.B.NL.CH.S.DK.N.GR Snap - Arista (WC/Zomba)	55)% 2 Les Neiges De L'Himalaya Dorothee - AB (AB Editions)	Julee Cruise - Warner Brothers (MCA Music) 89 83 3 Laatikoita Sielun Veljet · Poko (Poko)
22 14 3 Mysterious Ways UZ - Island (Blue Mountain)	Petit Papa Noel Tino Rossi - EMI (Max Eschia)	Up love C/Est Out He love C/Est Nov.
23 18 5 Ride Like The Wind East Side Beat - ffrr (Warner Chappell)	57)64 5 Way Of The World Tina Turner - Capitol (Empire/Rondor/Goodsingle)	Thierry Hazard - Columbia (Sony) La Zoubida F Lagar - Flarenesch (Copyright Control)
24) 27 5 Smells Like Teen Spirit UK.D.B.NL Nirvana - DGC (Virgin)	58 98 2 Everybody Move Cathy Dennis - Polydor (EMI/Warner Chappell)	Lagaf - Flarenasch (Copyright Control) 92 33 16 Dejeuner En Paix Stephan Eicher - Barclay (Electric Unicorn)
25 6 9 The Fly E.D.E.A.CH.S.R.GR.I U2 - Island (Blue Mountain)	Parce Qu'On Est Jeunes Benny B - PLR (Copyright Control)	D.N.L.S.SEI
26 16 17 Good Vibrations Marky Mark & The Funky Bunch feat.L.Holloway - Interscope [WC/EMI]	60 40 9 Raptout (Vampire) F.B	Metallica - Vertigo (PolyGram) 94 90 4 2 Legit 2 Quit
27 22 4 The Show Must Go On Queen - Parlophone (Queen/EMI)	Les Inconnus - Lederman (Lederman) The Shoop Shoop Song (It's In His Kiss) Cher - Epic (Alley/Trio/Hudson Bay)	Hammer - Capitol (Busi-II) DE 40.7 Jambo D.A
28 34 4 You Showed Me Salt-N-Pepa - ffrr (TRO-Essex)	49 25 4 We Should Be Together UK.DK.IR	What Kind Of Friend
2939 4 Diamonds And Pearls Prince & The New Power Generation - Paisley Park (Warner Chappell)	63 56 5 Cliff Richard - EMI (Sony) 63 Fig. 1 Love Your Smile Shanice - Motown (Carlin)	O7 46 7 Kon Ik Maar Even Bij Je Zijn
30 17 11 Change Lisa Stansfield - Arista (Big Life) D.B.NLE.A.CH.GR.J	All Woman UK	Gordon - CNR (CNR) 98 88 2 Cash City Luc De La Rochelliere - Trema (Trema)
31 21 15 Something Got Me Started Simply Red - east west (EMI/So What)	Lisa Stansfield - Arista (Big Life) 65 43 4 Rocket Man (I Think It's Going To Be A Long, Long Time) Kate Bush - Mercury (PolyGram)	OO 75 40 Wind Of Change D.CH
32 31 15 Love To Hate You D.B.A.S.SF.GR Erasure - Mute (MM-Sonet/Andy Bell/Sony)	Juligen s	Scorpions - Mercury (PolyGram Music/Copyright Control) Seven O'Clock News/Silent Night/A Hazy. UK
On a If You Go Away UK.NL.P.D.K.IR.N	Just D - Telegram (Copyright Control) 67 59 23 Do The Limbo Dance	Simon & Garfunkel - Columbia (Pattern) 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 - Poragal, GR - Greece.
New Kids On The Block - Columbia (Warner Chappell) Get Ready For This UK.B.NI.E.R	David Trasselnorr - white Records/Arrola ("Young" Musikverlag) 8.NL.S.DK.SF	= FAST MOVERS = FAST MOVERS = RE-ENTRY
2 Unlimited - PWL (MCA) The Eurochart Hot 100 Singles is compiled by BPI Communications BV in cooperation with Burna/Siemra and based on (Inchi) - Strichting Nederlands a Ton 40 Hot-Bland	he following national singles sales charts: MRIB (UK); Bundeswerband Der Phonographischen Wirtschoft/Media Control/M SABAM/(FP) Belaium); GEF/FP (Sweden); FP/(Johan Schluster (Denmark); MS (Nonuma); Callus (ASYVE (Sweden); Sew	

Snap

Following five European hit singles during 1990, dance duo Snap have returned with the new single Colour Of Love, which will be followed by the album The Madman's Return, on February 3.

Together with Belgian act Technotronic, Snap were at the forefront of a European dance movement that combined catchy melodies with groovy rhythms and wrapped them up in streamlined productions, resulting in the acceptable face of house and hip hop.

Snap's biggest single to date was The Power which sold some 2.5 million copies worldwide and finished at number 3 in M&M's 1990 year-end Eurochart, making it the highest-charting debut and mainland European single of that year.

Other successes for the band include Ooops Up, Cult Of Snap, Mary Had A Little Boy and The Megamix. All singles combined, Snap sold approximately 4.7 million copies. The debut album World Power sold 2.6 million copies.

The new single, released on December 9, 1991 but only now making chart impact, pairs a bass-heavy and soothing Massive-type of production to rapper Turbo's firm vocals. The soulful female vocals provided by Thea Austen makes the song an easy add-on for EHR formats.

It has already entered this week's EHR Chartbound section with 13 stations and five new adds under its belt.

However, it is likely to see a big move up next week, following its current position in the German sales chart where it has rocketed from number 46 to 12.

In the rest of Europe, the single has made surprisingly quick impact. Countries charted include the UK, Holland, Norway, Belgium, Switzerland, Sweden, Denmark and Greece. Also in the Coca-Cola Eurochart Hot 100 Singles, Colour Of Love has made a big move upward and jumps from number 60 to 21 in its second week.

The duo are signed to Frankfurt-based label Logic Records which is owned 50% by BMG Ariola Munich. Benito Benites and John Virgo-Garrett 3, the producers of the album are pseudonyms for Luca Anzillotti and Michael Münzing, the creative nucleus of Logic.

According to BMG Ariola exploitation manager Susie Armstrong, the release of The Madman's Return will prove that Snap is one of the very few dance acts which sell albums.

The release will be supported by major advertising and point-of-sale material. Marketing will be centered on the tattoo illustration, as featured on the single sleeve. February also sees the duo on a combined promotion and club tour throughout the UK, Spain, Italy and Germany, later followed by the US and

Machgiel Bakker

EDR TOP 25

TW		WOC	Artist/Title	Label
1	1	3	MICHAEL JACKSON/Black Or White	(Epic)
2	2	6	LISA STANSFIELD/Change	(Arista)
3	10	2	PRINCE/Diamonds And Pearls	(Paisley Park)
:44	15	4	2 UNLIMITED/Get Ready 4 This	(PWL Continental)
- 5	3	3	SHANICE WILSON/I Love Your Smile	(Motown)
6	7	2	LISA STANSFIELD/All Woman	(Arista)
7	12	2	KYM SIMS/Too Blind (Strictly	Rhythm/East West)
8	14	6	ROZALLA/Everybody's Free (To Feel Good)	(Pulse 8)
9	9	2	SALT-N-PEPA/You Showed Me	(ffrr)
10	25	2	BEATS INTERNATIONAL/In The Ghetto	(Go Beat)
11	6	4	DREAD FLIMSTONE/From The Ghetto	(Acid Jazz/Urban)
12	7	•	NIA PEEPLES/Street Of Dreams	(Charisma)
13	16	2	EAST SIDE BEAT/Ride Like The Wind	(ffrr)
14	19	2	BLACK BOX/Open Your Eyes (c	deConstruction/RCA)
15	7		PAULA ABDUL/Vibeology	(Virgin America)
16	7		KLF/Justified & Ancient (KLF	Communications)
17	7		ABC/Say It	(Parlophone)
18	7		CE CE PENISTON/We Got A Love	(A&M)
19	7		RIGHT SAID FRED/JOCELYN BROWN/Don't Ta	alk Just Kiss (Tug)
20	20	2	SABRINA JOHNSTON/Peace	(East West)
21	18	4	C&C MUSIC FACTORY/Just A Touch Of Love	(Columbia)
22	N		LUTHER VANDROSS/The Rush	(Epic)
23	4	6	SIMPLY RED/Something Got Me Started	(East West)
24	23	5	CE CE PENISTON/Finally	(A&M)
25	24	3	PM DAWN/Set Adrift On Memory Bliss	(Gee Street)
European	Dance i	Radio (El	DR) is based on a weighted-scoring system and is compiled on the basis of	f playlists from European stat

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

NATIONAL AIRPLAY

National product is highlighted in red

UNITED KINGDOM

Most played records on BBC stations and major

- (7) Brian May Driven By You
- (2) Michael Jackson Black Or White (8) Diana Ross When You Tell Me... (1) Simply Red Stars
- Hammer Addams Groove
- Genesis I Can't Dance Right Said Fred Don't Talk . Blue Pearl Feel The Passion Airhead Counting Sheep
- 10. (-)
- (5) U2 Mysterious Ways
- 12. (-) Queen These Are The Days ...
 13. (12) Kym Sims Too Blind To See It
 14. (-) Beautiful South Old Red Eyes .

- Sugarcubes Hit Wonder Stuff Welcome To The
- Tom Petty/Heartbreakers Kings Highway
- 20. (9) Prince/The N.P.G. Diamonds And Pearls

GERMANY

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

- Genesis No Son Of Mine Simply Red Stars Michael Jackson Black Or White (2)
- Roxette Spending My Time Ten Sharp You Tina Turner Way Of The World
- (11) Bryan Adams - I Do It For You

- 8. (3) Monty Python Always On The...
 9. (8) Lisa Stansfield Change
 10.(10) Glass Tiger My Town
 11. (5) Münchener Freihelt Liebe Auf Den...
- 11. (3) Municaener Frentet Lete Aut Deix.
 12. (16) Salt-N-Pepa Let's Talk About Sex.
 13. (15) Army Of Lovers Crucified
 14. (13) Simply Red Something Got Me Started
 15. (-) OMD Call My Name
 16. (14) Scorpions Send Me An Angel

- G.Michael/E.John Don't Let The Sun.. Queen The Show Must Go On Pet Shop Boys Was It Worth It? Joe Cocker Night Calls

FRANCE AM

Most played records on AM stations. Com Media Control/Strasbourg.

- (3) Etienne Daho Sa
- Prince/The N.P.G. Cream
- Michael Jackson Black Or White Johnny Hallyday Ça Ne Change Pas... Patrick Bruel Qui A Le Droit
- Mylene Farmer Je T'Aime.Melancolie Bernard Lavilliers Fait Divers
- Marc Cohn Walking In Memphis
- 9. (19) Genesis No Son Of Mine 10. (-) MC Solaar Victime De La Mode 11. (18) R.E.M. Shiny Happy People
- Stephan Eicher Pas D'Ami Comme Toi Renaud Marchand De Cailloux

- Fredericks/Goldman/Jones 1.2.3.
- 16.(12) Luc De La Rocheliere - Cash City
- 18. (-) PM Dawn Set Adrift On Memory Bliss 19. (1) Francis Cabrel Petite Marie 20. (-) Jean-Louis Murat Col De La Croix Murand

FRANCE FM

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

- (1) Michael Jackson Black Or White
- Prince/The N.P.G. Cream R.E.M. Shiny Happy People Genesis No Sone Of Mine
- (4)
- (7) Lenny Kravitz Stand By My Woman
- (-) Stephan Eicher Pas D'Ami Comme Toi
- 9 (11) PM Dawn Set Adrift On Memory Bless
- Simply Red Something Got Me Started
 Dire Straits Heavy Fuel
- 12.(19) Lisa Stansfield Change
- 13.(17) Guns N' Roses Don't Cry 14.(10) Etienne Daho Saudade
- Luc De La Rocheliere Cash City
- 16.(13) T.Petty/Hearthreakers Learning To Fly
- 17. (-) Marc Cohn Walking In Memphis 18. (-) Rozalla Everybody's Free 19. (-) Salt-N-Pepa Let's Talk About Sex 20. (-) Roxette The Big L

NORWAY

Most played records on 40 Norwegian stations Compiled by Radio Topp 20/Scaneco, Young & Rubicam (4) G.Michael/E.John - Don't Let The Sun ...

- Michael Jackson Black Or White Prince/The N.P.G. Diamonds And Pearls
- U2 Mysterious Ways New Kids On The Block If You Go Away
- Snap · Colour Of Love Hammer Addams Groove Simply Red Stars
- 9. (15) Tina Turner Way Of The World 10. (5) 11. (2) 12. (-)
- Michael Jackson Heal The World-Bonnie Tyler Bitterblue KLF Justified And Ancient Dag Kolsrud Someone To Love
- Mariah Carey Can't Let Go Ten Sharp You Richard Marx Keep Coming Back
- 16. (14) Richard Marx Keep Coming Back 17. (20) Eric Clapton Wonderful Tonight 18. (-) Right Said Fred Don't Talk Just Kiss 19. (-) Lisa Stansfield - All Woman

20. (-) Genesis - I Can't Dance

SPAIN

Most played records on Cuarenta Principales

- Decada Prodigiosa Licencia Para Baila
- Michael Jackson Black Or White Celtas Cortos El Ritmo Del Mar Eros Ramazzotti - La Vida Todavia
- Bryan Adams Can't Stop This Thing... Various Bolero Mix 8 Pet Shop Boys - DJ Culture (12)
- Queen The Show Must Go On Amistades Peligrosas Estoy Pe
- Genesis No Son Of Mine Presuntos Implicados Como Hemos Cambiado Sergio Dalma Princessa
- INXS Shining Star Salt-N-Pepa Let's Talk About Sex Los Rolin Spanish Rumba Beat Los Rebeldes Tu Mano En Mi Mano Gabinete Caligari - Lo Mejor De Ti
- L.A. Style James Brown Is Dead Greta Y Los Garbo No Puedo Escapa Emilio Aragòn Maria

HOLLAND

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

- (3) Shanice I Love You Smile
 Right Said Fred Don't Talk
- Paula Abdul Vibeology KLF - Instified And Ancien
- 4. (5) KLF Justified And Ancient
 5. (-) Bad English Time Stood Still
 6. (-) Hammer Addams Groove
 7. (-) East Side Beat Ride Like The Wind
 8. (-) G.Michael/E. John Don't Let The Sun...
 9. (-) Diana Ross When You Tell Me That You...
 10. (-) Snap Colour Of Love
 11. (4) Queen Bohemian Rapsody/These Are...
 12. (11) Michael Jackson Black Or White
 13. (16) Gordon Kon Ik Maar Even Bij Je Zijn
 14. (-) Eric & His Burden It's X-Mas Alright
 15. (-) Lies Stranfield All Woman

- 14. (-) Eric & His Burden It's X-Mas Airight
 15. (-) Lisa Stansfield All Woman
 16. (15) Simply Red Stars
 17. (-), M.Bolton When A Man Loves A Woman
 18. (-) Bassheads Is There Anybody Out There
 19. (-) Havenzangers Ik Sta Liever Op De Ski
 20. (-) Natural Life Strange World

SWITZERLAND

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

- (1) Michael Jackson Black Or White
- (1) Michael Jackson Black Or White
 (3) Bryan Adams I Do It For You
 (13) Simply Red Stars
 (2) Simply Red Something Got Me Started
 (9) Ten Sharp You
 (5) Lisa Stansfield Change
 (6) Genesis No Son Of Mine
 (4) Salt-N-Pepa Let's Talk About Sex
 (16) Tina Turner Way Of The World
 (19) Roxelte Spending My Time
- 10.(19) Roxette Spending My Time Monty Python - Always Look On The... Prince/The N.P.G. - Cream G.Michael/E.John - Don't Let The Sun...
- 14.(18) Chris Rea Winter Song 15. (-) Kate Yanai Bacardi Feeling
- 16. (11) Bonnie Tyler Bitterblue
 17. (-) Queen The Show Must Go On
 18. (-) Army Of Lovers Crucified 19. (12) Richard Marx - Keep Coming Back
 20. (-) L.Kravitz - It Ain't Over Till It's Over

Most played records on private radios as compiled by

FINLAND

- 1. (1) Kurre Jäit Sateen Taa Anne Hanski - Purielentäjä
- (11) Ressu Redford Kato Mitä Sä Teit
- (10) Michael Jackson Black Or White 6. (14) Samuli Edelmann - Paratiisi
- (-) Prince/The N.P.G. Diamonds And Pearls
 (-) Queen The Show Mr. Queen - The Show Must Go On Suurlähettilaat - Omituisten Otusten. Lisa Stansfield - Change Pave Maijanen - Hän Tulee Mun Sänkyyn
- 11. (8) Fave Matjanen man timee Mun Sankyyn 12. (7) Genesis No Son Of Mine 13.(13) Marstio Muisto Vain Jää 14.(16) Puolikuu Makeaa Myrkkyä 15.(15) Ressu Redford Laulussa On Helppo Rakastaa 16. (5) Benny Törnoos Käy Muumilaaksoon
- 17. (-) Arja Koriseva Saa Joulu Aikaan Sen
 18. (4) Sepi Kumpulainen Armotonta Menor
- 17. (-) Alja Misera Saa Fouta Menoa 19. (-) Neumann Joulu Autiotalossa 20. (2) Samuli Edelmann Pienestä Kii

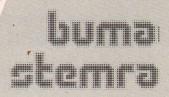
SWEDEN

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

- (5) Just D Juligen
 (2) Eva Dahlgren Kom Och Håll Om Mig (1) Michael Jackson - Black Or White (-) Stonefunkers - Lucky People Center (8) Beagle - A Different Sunday
- KLF Justified And Ancient
 G.Michael/E.John Don't Let The Sun.
- 8. (19) Da Yeene Alright (4) Simply Red - Stars (3) Stonecake - Tuesda
- 10. (3) Stonecake Tuesday Afterno 11. (-) Shanice I Love Your Smile 12. (6) Rozalla Everybody's Free 13. (9) Martika - Martika's Kitchen
- ABC Say It Anders Glenmark Anna Dans Rob N' Raz/DLC Bite The Bet mark - Anna Dansa
- 17. (-) Kate Bush Rocket Man 18.(11) Mauro Scocco Till Dom Ensa 19. (-) Metallica - The Unforgiven
 20. (-) Mariah Carey - Can't Let Go
- MUSIC & MEDIA JANUARY 18 1992



EUROPEAN TOP 100_® **ALBUMS**



	ALDUMS	
TITLE - ORIGINAL LABEL ACCUMINES CHARTED COUNTRIES CHARTED SERVICE - ORIGINAL LABEL	N STEET ARTIST COUNTRIES CHARTED STEET ST	SERVED ARTIST COUNTRIES CHARTED SERVED SERV
1 2 5 Michael Jackson Dangerous - Epic ▲ 3	35 42 10 Erasure UK,D.A.S.GR	6910031 Seal Seal - ZTT/WĘA ▲
Queen UK.D.B.NL.E.A.CH.S.P.DK.I.N.SF.GR.IR Greatest Hits II - Parlophone	36 30 3 Diana Ross The Force Behind The Power - EMI	70 70 4 Chris Rea Auberge - east west ▲
3 7 Genesis UK.F.D.B.N.L.E.A.CH.S.P.DK.I.N.SF.GR.IR We Can't Dance - Virgin	53 25 Gipsy Kings Este Mundo - Columbia ▲ D.A.CH.P.GR	80 6 Franco Battiato Come Un Cammello In Una Grondaia - EMI
4 4 5 U2 UK.F.D.B.N.L.E.A.CH.S.P.DK.I.N.SEGR.IR Achtung Baby - Island	38 33 9 Roy Black Rosenzeit - east west	72 76 3 Topi Sorsakoski S Yksinäisyys - <i>EMI</i>
5 12 Simply Red UK.F.D.B.NLE.A.CH.S.DK.I.GR.IR Stars - east west ▲2	39 41 9 Francis Cabrel D'Un Ombre A L'Autre - Columbia	Al Bano & Romina Power Vincerai - WEA
Tina Turner UK.D.B.NLE.A.CH.S.P.DK.I.N.SF.GR.IR Simply The Best - Capitol	40 46 10 Kenny Thomas Voices - Cooltempo	Alejandro Viviendo Deprisa - Warner Brothers
7 7 13 Bryan Adams UK.F.D.B.N.L.E.A.CH.S.P.DK,N.SF.GR.IR Waking Up The Neighbours - A&M \$\triangle 2\$	41 44 13 Eva Dahlgren S.SF En Blekt Blondins Hjärta - Record Station	75 49 5 Toten Hosen Learning English, Lesson 1 - Virgin
Dire Straits 6 15 On Every Street - Vertigo ▲2	42 40 26 Stephan Eicher Engelberg - Barclay	76 67 15 Peter Maffay 38317 - Teldec
9 7 Enya UK.D.B.N.L.E.A.CH.S.P.DK.N.GR.IR Shepherds Moons - WEA	43 34 4 Jean Ferrat Dans La Jungle Ou Dans Le Zoo - EMI	77 66 6 Punto E Virgola - Philips
Queen Greatest Hits - EMI	44 85 4 Jean-Philippe Audin & Diego Modena F	Nana Mouskouri The Very Best Of - Polydor
Nevermind - DGC WK.D.B.NL.CH.S.DK.N.SF.GR.IR	45 36 5 Cliff Richard UK.DK.IR Together With Cliff Richard - EMI	84 3 Carreras/Domingo/Pavarotti In Concert - Decca
Prince & The New Power Generation UKFD&NLEACH.SPDK.GR.R Diamonds And Pearls - Paisley Park	46 38 4 Renaud Marchand De Cailloux - Virgin	80 NE A Contra Luz - Hispavox
3 15 6 Lisa Stansfield UK.D.B.NL.A.CH.S.DK.GR Real Love - Arista	47 48 14 Antonello Venditti Benvenuti In Paradiso - Ricordi	81 55 11 Les Inconnus Boulversifiant - Lederman
4 10 14 Guns N' Roses UK.F.D.B.N.L.E.A.CH.S.P.DK.N.SF.GR.LIR USe Your Illusion II - Geffen ▲	48 57 5 Bonnie Tyler CH.S.DK.N Bitterblue - Hansa	82 NE Army Of Lovers A.CH.DK.G. A.CH.DK.G. A.CH.DK.G.
5 14 38 Roxette UK.D.B.NLE.CH.DK.GR.IR Joyride - EMI ▲ 3	Pino Daniele Sotto 'O Sole - CGD	83 56 13 Reim 2 - Polydor
6 19 5 Patrick Bruel Si Ce Soir - RCA	50 43 7 Tony Christie Welcome To My Music - White/Ariola	Rondo Veneziano Prestige - Baby Records
7 13 16 Paul Young UK.B.N.L.S.DK.IR Trom Time To Time - The Singles Collection - Columbia ▲	Rondo Veneziano Mystere - Baby Records	Paco De Lucia Concierto De Aranjuez'- PolyGram
8 17 7 Pet Shop Boys Discography - EMI	52 63 2 New Kids On The Block Hits - Columbia	Monty Python Sings - Virgin
9 18 11 Soundtrack - The Commitments UK.D.A.CH.S.DK.N.IR The Commitments - M.C.A.	53 50 2 Luciano Pavarotti UK.N.GR The Essential Pavarotti II - Decca	87 73 11 Christian Morin Aquarella - DEE
0 22 41 Out Of Time - Warner Brothers ▲3	54 39 4 Patricia Kaas Carnets De Scene - Columbia	Rondo Veneziano Magica Melodia - Baby Records
Guns N' Roses UK.D.NL.E.A.CH.S.DK.SF.GR.IR 21 14 Use Your Illusion I - Geffen	Umberto Tozzi Le Mie Canzoni - CGD	89 68 5 Roy Black Für Dich Allein - east west
2 20 14 David Hasselhoff David - White Records/Ariola	Nana Mouskouri Nuestras Canciones - Polydor	Enrico Ruggeri Peter Pan - CGD
3 5 Simon & Garfunkel UK, S.IR The Definitive Simon & Garfunkel - Columbia	57774 3 Queen UK.D.ŅL	91 96 2 The Boppers The Boppers - Sonet
Joe Cocker Night Calls - Capitol	Andrew Lloyd Webber Joseph & The Amazing Technicolor Dreamcoat - Really Useful	92 88 3 Samuli Edelman Samuli Edelman - Flamingo
5 23 9 Eros Ramazzotti Eros In Concert - DDD	59 52 12 R.E.M. <i>UK.D.A.CH.GR</i> UK.D.A.CH.GR	93 61 19 Metallica D.NLP.DK Metallica - Vertigo
Salt-N-Pepa UK.D.NLA.CH.DK The Greatest Hits - Next Plateau	60 47 13 Mariah Carey Emotions - Columbia	94 79 5 Steve Miller Band The Very Best Of - Arcade
7 25 34 Michael Bolton UK.IR Time, Love & Tenderness - Columbia	Michael Learns To Rock Michael Learns To Rock - Medley	95 Flippers Träume Einer Nacht - Dino
8 28 58 Scorpions D.CH.DK,GR D.CH.DK,GR	62 83 5 Bee Gees The Very Best Of The Bee Gees - Polydor	96 75 7 Barclay James Harvest Best Of - Polydor
9 26 4 Erste Allgemeine Verunsicherung D.A.CH Watumba - EMI	63 92 2 Marky Mark And The Funky Bunch D.S.DK.SF Music For The People - Interscope	97 72 8 Bee Gees Story : RSO
O 29 10 Jean Michel Jarre UK.D.B.NLE.CH.P.SF Images - The Best Of Jean Michel Jarre - Dreyfus	64 51 7 A-Ha Headlines And Deadlines - Warner Brothers	Elton John The Very Best Of Rocket \$\Delta 5\$
1 24 3 Michael Crawford Michael Crawford Performs A.L. Webber - Polydor	65 69 7 Zucchero "Sugar" Fornaciari Live At The Kremlin - Polydor	99 64 5 Radiofoni - Replay
Johnny Hallyday Ca Me Change Pas Un Homme - Philips/Phonogram	66 71 40 Greatest Hits - RCA \$\triangle 2	Phil Collins Serious HitsLive! - Virgin/WEA
, , , , ,		
3 32 27 Cher UK.D.A.CH.DK.GR Love Hurts - Geffen ▲	67 45 49 Fredericks, Goldman & Jones F.B Fredericks, Goldman & Jones - Columbia	UK – United Kingdom, D = Germany, F = France, CH = Switzerland, A = Austria, I = Italy, E = Spain, NIL = Holland, B = Belgium, IR = Ireland, S = Sweden, DK = Denmark, NI = Norway, SF = Finland, P = Portugal, GR = Greece.

OFF THE RECORD

WELCOME BACK: Former CBS International president Allen Davis is returning to the industry this month in a London-based international post at PolyGram. Davis retired in Santa Fe, New Mexico, after leaving the CRI presidency in 1986. He knows PolyGram president Alain Levy well, from when Levy worked for CBS Records International in Paris. Davis also knows Europe: he was temporary CEO of CBS Records Holland in 1978-79.

MO' JAZZ FROM MOTOWN?: OTR hears that PolyGram has plans to launch a new Motown label called Mo-Jazz. Details soon.

UK ILR PPL PAYMENTS DROP £1M: The UK Phonographic Performance Ltd. (PPL) was paid over £13 million (app. US\$25 million) in royalties from radio for the year 1990-91. Commercial radio paid about £5 million, £1 million less than last year. BBC Radio paid about the same as last year. The decrease in royalties stems from the on-going payment scale dispute between the PPL and independent radio, which is slated to go before the Copyright Tribunal on June 29. Details next week.

MIDEM

(continued from page 1)

body at the same time. There is a general rule: you go there to open and close deals, but never *do* deals."

Explains Firth, "In the past, too many deals were made at three in the morning after too many drinks and too much food. You come home and youl regret them. Some 20 people from BMG's publishing affiliates are expected to show up, mostly from the European territories."

MCA Music International VP John Brands has organized a major meeting with 80 entertainment lawyers from the US, UK, Germany and France. "Midem is hardly used anymore for making deals on the spot. However, the first negotiations are still important. Midem is a sort of routine—meeting people you don't come across the rest of the year."

Sony Music International VP business affairs/music publishing Jeremy Pearce points to the initial contacts that his company made some years back with the Gipsy Kings. "Eventually, they led to a pan-European deal [M&M May 25, 1991]. Although it is comparatively rare to pick up deals at Midem, we are hoping this year to meet some interesting smaller companies from the US and Australia which would normally go the indie route."

At MCA Records, senior executives who will be attending include MCA Records International's London-based senior VP Stuart Watson, L.A.-based senior VP/special marketing and products Bruce Resnikoff, MCA Hamburg MD Heinz Canibol and MCA/Geffen marketing manager/France Gerard Woog.

Says Watson, "Midem provides an ideal opportunity for us to greet our colleagues, licensees and affiliates from all over the world."

Pulse-8—the independent dance label that houses Zimbabwian rave singer Rozalla—will be using Midem to launch its new division, Faze-2. According to MD Frank Sansom, Faze-2 will be used to release one-off projects, whereas Pulse-8 will be concentrat-

ing on album releases of dance artists. "We'll be also looking for sub-publishing deals for **Upfront Music**, the publishing division of both Pulse-8 and Faze-2. We also hope to confirm label deals in Australia, Japan, Benelux, Scandinavia and Germany. I am very pro-Midem."

Paolo Corsi, A&R director at EMI Music Publishing Italy, stresses that his firm will form part of EMI International's strong and aggressive presence at Midem. For Corsi, the most important aspect of the market it to talk with attorneys and lawyers who are often difficult to meet throughout the rest of the year.

Many of Italy's leading indie classical music labels and publishers have banded together for the first time at 'Classica Dall' Italia (Italian Classical Music Booth).

For some Italian companies, such as Symphonia, Midem is a first-time experience. Symphonia director Roberto Meo hopes to find international distribution deals. "The local market is small and it is difficult to deal with international distributors when you only have a limited amount of product," he says.

AFI (Italy's IFPI) is backing a stand involving 21 small- and medium-sized record companies. It's the second time the association has organised such a booth. Franco Donato, AFI vice president and president of the association's small/medium companies section, says, "Italian music has matured rapidly over the last year. The Japanese have always shown interest in it and I'm expecting even more interest from them this year."

More than 300 French companies had confirmed their presence at press time, most of them via a collective stand. For the second year in a row, all French professional organisations will be present at a collective stand called "Village France," which includes performing rights association Sacem, record producers' collecting societies SCPP and SPPF, music trade industry group SNEP, artists' and performers' collecting, societies Adami and Spedidam, the Fund for Musical Creation (FCM) and

BPI

(continued from page 1)

concerts nightly, along with features and interviews focusing on Norwich bands. Radio presenter Mark Goodier's evening shows will be dedicated to the festival. The live music is likely to feature themes each evening in such categories as dance, rock, indie and world. A consortium of European radio producers reportedly have expressed interest in broadcasting the festival.

Says Goodier, "Radio 1 is always trying to get involved in new music. I have been campaigning for the opportunity for us to get out of London. The name bands should give the broadcast concerts a broad appeal and draw attention to Norwich's own bands. The record companies talent scouts are certain to be out in force."

Radio 1 controller Johnny

Beerling adds, "We are involved because we have always been at the forefront of showcasing new talent and because we believe live music matters."

Says BPI chairman Maurice Oberstein, "We will be circulating details of the festival within the industry and ensuring artists and record industry people turn up in force. No man is an island; that holds true for our broadcast and record industry more than most. Working together for better programming of our artists serves everyone's interests and is an essential part of the thinking that should be bringing the broadcast and record industry closer together to serve the common aim."

Along with the concerts, the MU will be organizing seminars for young musicians. Explains MU general secretary **Dennis' Scard**, "For many years our slogan has been 'keep music live.' It is impor-

tant to keep musicians live and have venues to promote live music."

The initial investment reportedly runs into five figures and is shared equally among four parties. Total festival investment is expected to hit six figures.

Beerling adds, "This project has been in development for two years, and we hope that it will be the first of many such Sound-City works."

Local bands, however, have expressed fears that the presence of famous artists will eclipse local talent. Says a member of one Norwich band, "I have reservations. The Waterfront was started as a Norwich venue for local bands. This seems to be a showcase for national bands in the local area. There are only around 10 local bands which could fill support slots and this festival has no room for really young bands."

Baltics

(continued from page 1)

privatization are capable of standing on their own feet when the state link is broken. This is as true for TV and radio as it is for engineering or food companies."

State networks YLE in Finland and SVT in Sweden have extended offers to help their Baltic counterparts, although it is unlikely that either would participate directly in the commercialization of networks.

A more probable scenario is that Baltic countries will legislate to allow foreign media companies to invest in the more viable radio and TV stations, thus providing an essential development capital and technical support lifeline to networks ill-equipped to handle the changeover.

"We are receiving a growing number of inquiries from foreign and native individuals and companies," reports Lithuania's minister of communications **Kostas Birulis**. "Many have expressed an interest in participating in the development of commercial TV and radio networks. We see this as a long-term goal. In order to support commercial TV and radio, the Baltic states will need to have an efficient media structure at all levels. An advertising industry is needed and these things take time."

The Baltic region has three

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Dutch

(continued from page 1)

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Competition wasn't the sole reason for forming Station 3. "Obviously, I take the competition [from the cable/satellite privates] very seriously, but realize that Radio 3 always enjoyed a monopoly. Losing some share was inevitable. I think the share of the privates has now stabilized. But offering a better service to the listeners was the other incentive to start the station."

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	11	13	SALT-N-PEPA/Let's Talk About Sex	(ffrr)	34	25	g.	2
_	10	4	U2/Mysterious Ways	(Island)	32	27	5	2
13		5	SHANICE WILSON/I Love Your Smile	(Motown)	31	23	8	4
14	15	4	MARTIKA/Martika's Kitchen	(Columbia)	32	22	10	6
15	12	7	EXTREME/Hole Hearted	(A&M)	34	26	8	1
	14	9	RICHARD MARX/Keep Coming Back	(Capitol)	31	19	12	1
_	13	15	SIMPLY RED/Something Got Me Started	(east west)	30	27	3	0
18	31	2	EAST SIDE BEAT/Ride Like The Wind	(ffrr)	28	17	11	10
	17	14	PRINCE/Cream	(Paisley Park)	25	21	4	0
20		7	DIRE STRAITS/Heavy Fuel	(Vertigo)	27	19	8	1.
21		2	KATE BUSH/Rocket Man	(Mercury)	26	18	8	2
22		5	SEAL/Killer	(ZTT/WEA)	23	18	5	0
23		5	VIC REEVES & THE WONDER STUFF/Dizzy	(Sense/Island)	23	15	8	1
24			PET SHOP BOYS/Was It Worth It	(Parlophone)	27	17	10	10
25		3	SALT-N-PEPA/You Showed Me	(ffrr)	25	14	11	6
26	29	3	QUEEN/The Show Must Go On	(Parlophone)	26	21	5	4
27	27	2	CATHY DENNIS/Everybody Move	(Polydor)	26	16	10	4
28		5	K. MINOGUE & K. WASHINGTON/IF Yo	u Were (PWL)	28	18	10	0
	25	8	GLASS TIGER/My Town	(Capitol)	23	19	4	1
	24	13	MARIAH CAREY/Emotions	(Columbia)	21	14	7	0
31	34	2	BRIAN MAY/Driven By You	(Parlophone)	20	14	6	3
32	32	2	KENNY THOMAS/Tender Love	(Cooltempo)	20	15	5	0
33		2		Rhythm/east west)	17	13	4	0
-	33	2	GUNS N' ROSES/Live And Let Die	(Geffen)	19	9	10	2
35	35	2	DIANA ROSS/When You Tell Me That You L	ove Me (EMI)	24	17	7	3
36	NE		OMD/Call My Name	(Virgin)	24	14	10	4
37	37	2	ERASURE/Am Right	(Mute)	21	14	7	2
38	30	_	BRYAN ADAMS/Can't Stop This Thing We :	Started (A&M)	21	14	7	0
39	NE		LISA STANSFIELD/All Woman	(Arista)	20	10	10	4
40	40	6	BELINDA CARLISLE/Do You Feel Like Feel	(Offside/Virgin)	20	14	6	2
The I	HR Top	40 char	t is based on a weighted-scaring system. Sonas score points by achieving			41 5		60 (:

he EHR Top 40 chart is bosed on a weighted-scaring system. Songs score points by achieving oirplay of M&M's EHR reporting stations. Unlike M&M's European Airplay Top 50, which scludes reports from stations serving a general audience, these stations target 12:34 year-old listeners with contemporary music fulfilme or during specific doyparts. Songs in "A" rotation airplay sceive more points than those in "B" rotation or more limited airplay exposure. Stations are weighted by market size and by the number of hours per week committed to the format.

CHARTBOUND RECORDS

ARMY OF LOVERS/Obsession (China)	21/2	RIGHT SAID FRED/J. BROWN/Don't Talk (Tug)	16/0
BRYAN ADAMS/I Do It For You (A&M)	21/0	DE LA SOUL/Keep The Faith (Tommy Boy)	15/1
SCORPIONS/Send Me An Angel (Vertigo)	21/0	BLACK BOX/Open Your Eyes (deConstruction/RCA)	14/3
KENNY THOMAS/Best Of You (Cooltempo)	19/2	PM DAWN/Paper Doll (Gee Street)	14/2
AMY GRANT/That's What Love Is For (A&M)	19/0	CLIFF RICHARD/We Should Be Together (EMI)	14/2
U2/The Fly (Island)	19/0		14/1
JAMES/Sound (Fontana)	18/2		13/5
A-HA/Move To Memphis (Warner Brothers)	18/0	DOTALLA /C	13/1
QUEEN/Bohemian Rapsody (Parlophone)	17/4	ROZALLA/Faith (In The Power Of Love) (Pulse 8)	13/1
NATURAL SELECTION/Do Anything (east west)	17/2	ZUCCHERO/CRAWFORD/ Diamante* (Polydor)	12/7
TEN SHARP/You (Columbia)	17/1	NIRVANA/Smells Like Teen Spirit* (DGC)	12/3
MARIAH CAREY/Can't Let Go (Columbia)	16/4	MC SKAT KAT/Skat Strut (Virgin America)	12/2
NEW KIDS ON THE BLOCK/If You Go(Columbia)	16/2	DEACON BLUE /Cover From The Sky (Columbia)	12/1
C&C MUSIC FACTORY /Just A Touch (Columbia)	16/1	EVERYTHING BUT THE GIRL/Twin Cities (Blanco y Negro)	12/0
COLOR ME BADD/I Adore Me Amor (Giant)	16/0	ROBBIE VALENTINE/Over And Over Again (Polydor)	12/0

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

AIRPLAY ACTION

by Machgiel Bakker

Michael Jackson keeps on breaking records. This week, Black Or White is registering a total number of reporting stations of 71 (70% of the EHR database)-

of 71 (70% of the EHR database)the highest ever. The song gets coverage in all markets, with the
emphasis on Denmark, Spain,
Belgium, the UK and Holland.

George Michael & Elton
John are booking a good
increase this week, with Don't Let
The Sun Go Down On Me
jumping from number 8 to 6.
Recorded at Wembley Arena in
March of last year, it is the first
live recording to enter the EHR
chart. Airplay is best in Norway,
Denmark, Belgium and the UK. It
also marks the third-highest Denmark, Belgium and the UK. It also marks the third-highest position for a duet on EHR, following Zucchero & Paul Young's Senza Una Donna (peaking at number 2 mid-June last year) and Tina Turner & Rod Stewart's It Takes Two (number 4, December 1990).

Another good move for the third single and title track of Prince's Diamond & Pearls album, that shoots up from number 18 to 10 in its third week. It gets

18 to 10 in its third week. It gets good reports from the UK, Denmark and-to a lesser extent-

Italy. So far, Cream has been Prince's best-scoring single from the album, peaking at number 3 during the beginning of November '91.

Shanice Wilson is the first Motown artist to score on EHR. Motown artist to score on ETTA.

The Benelux market is especially receptive to the I love Your Smile single. The current success is a good start for the Polydor label that since the beginning of this year has been distributing year has been distribu Motown-a change from **BMG**.

Another dance single getting good airplay coverage in the Benelux is ffrr/London duo East Side Beat with their interpretation of the first 1980 US hit single by **Christopher Cross**, Ride Like The Wind. Apart from the Benelux, it gets its best reports from the UK, Spain and France.

Pet Shop Boys have the highest entry in the EHR Top 40 chart this week with Was It Worth It, entering at number 24. No other act has scored so often on other act has scored so othen on EHR as Pet Shop Boys. Apart from Was It Worth It, five other singles from the pop duo have reached the EHR chort. In order of appearance, they have included So Hard, Where The Streets Have No Name, Jealousy, DJ Culture and Beina Borina. and Being Boring.

EHR NEW ADD LEADERS

EAST SIDE BEAT/Ride Like The Wind (ffrr)	10
G. MICHAEL/E. JOHN/Don't Let The (Epic)	10
	10
KLF/Justified & Ancient (KLF Communications)	9
PRINCE/Diamonds And Pearls (Paisley Park)	8
SIMPLY RED/Stars (east west)	7
ZUCCHERO/CRAWFORD/Diamante(Polydor)	7

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

EHR "A" ROTATION LEADERS

- The state of the	
MICHAEL JACKSON/Black Or White (Epic)	68
SIMPLY RED/Stars (east west)	48
GENESIS/No Son Of Mine (Virgin)	46
TINA TURNER/Way Of The World (Capitol)	39
G. MICHAEL/ELTON JOHN/Don't Let The (Epic)	35
LISA STANSFIELD/Change (Arista)	34
MICHAEL BOLTON/When A Man Loves (Columbia)	32
ROXETTE/Spending My Time (EMI)	30
KLF/Justified & Ancient (KLF Communications)	28
U2/Mysterious Ways (Island)	27

"A" ROTATION PERFORMANCE

Artist/Title/Label	"A" %	
CROWDED HOUSE/Fall At Your Feet (Capital)	83	

CROWDED HOUSE/Fall At Your Feet (Capitol)	83
ROBBIE VALENTINE/Over And Over Again (Polydor)	83
GLASS TIGER/My Town (Capitol)	82
QUEEN/The Show Must Go On (Parlophone)	80
BLACK BOX/Open Your Eyes (deConstruction/RCA)	78
JOE COCKER/Night Calls (Capitol)	78
SEAL/Killer (ZTT/WEA)	78
ROZALLA/Everybody's Free (To Feel Good) (Pulse 8)	76
KYM SIMS/Too Blind (Strictly Rhythm/east west)	76
PAUL YOUNG/Don't Dream It's Over (Columbia)	76

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

EHR TOP NEWCOMERS

Total Stations

NIRVANA/Smells Like Teen Spirit

(DGC) 12/3

EHR Top Newcomers are those artists that have never hod a Top 20 hit before. Artists are listed by total number of stations. In the case of a fie, songs are listed alphabetically by artist

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OFF THE RECORD

WELCOME BACK: Former CBS International presing Davis is returning to the industry this month in a Lorinternational post at PolyGram. Davis retired in Santa Mexico, after leaving the CRI presidency in 1986. He know Gram president Alain Levy well, from when Levy work Records International in Paris. Davis also knows Europe temporary CEO of CBS Records Holland in 1978-79.

MO' JAZZ FROM MOTOWN?: OTR hears that Polyplans to launch a new Motown label called Mo-Jazz. De

UK ILR PPL PAYMENTS DROP £1M: The UK Pho Performance Ltd. (PPL) was paid over £13 million (a million) in royalties from radio for the year 1990-91. C radio paid about £5 million, £1 million less than last Radio paid about the same as last year. The decrease is stems from the on-going payment scale dispute between and independent radio, which is slated to go before the Tribunal on June 29. Details next week.

MIDEM

(continued from page 1)

body at the same time. There is a general rule: you go there to open and close deals, but never *do* deals."

Explains Firth, "In the past, too many deals were made at three in the morning after too many drinks and too much food. You come home and youl regret them. Some 20 people from BMG's publishing affiliates are expected to show up, mostly from the European territories."

MCA Music International VP John Brands has organized a major meeting with 80 entertainment lawyers from the US, UK, Germany and France. "Midem is hardly used anymore for making deals on the spot. However, the first negotiations are still important. Midem is a sort of routine—meeting people you don't come across the rest of the year."

Sony Music International VP business affairs/music publishing Jeremy Pearce points to the initial contacts that his company made some years back with the Gipsy Kings. "Eventually, they led to a pan-European deal [M&M May 25, 1991]. Although it is comparatively rare to pick up deals at Midem, we are hoping this year to meet some interesting smaller companies from the US and Australia which would normally go the indie route."

At MCA Records, senior executives who will be attending include MCA Records International's London-based senior VP Stuart Watson, L.A.-based senior VP/special marketing and products Bruce Resnikoff, MCA Hamburg MD Heinz Canibol and MCA/Geffen marketing manager/France Gerard Woog.

Says Watson, "Midem provides an ideal opportunity for us to greet our colleagues, licensees and affiliates from all over the world."

Pulse-8—the independent dance label that houses Zimbabwian rave singer Rozalla—will be using Midem to launch its new division, Faze-2. According to MD Frank Sansom, Faze-2 will be used to release one-off projects, whereas Pulse-8 will be concentrat-

ing on album releases or sunce artists. "We'll be also looking for sub-publishing deals for **Upfront Music**, the publishing division of both Pulse-8 and Faze-2. We also hope to confirm label deals in Australia, Japan, Benelux, Scandinavia and Germany. I am very pro-Midem."

Paolo Corsi, A&R director at EMI Music Publishing Italy, stresses that his firm will form part of EMI International's strong and aggressive presence at Midem. For Corsi, the most important aspect of the market it to talk with attorneys and lawyers who are often difficult to meet throughout the rest of the year.

Many of Italy's leading indie classical music labels and publishers have banded together for the first time at 'Classica Dall' Italia (Italian Classical Music Booth).

For some Italian companies, such as **Symphonia**, Midem is a first-time experience. Symphonia director **Roberto Meo** hopes to find international distribution deals. "The local market is small and it is difficult to deal with international distributors when you only have a limited amount of product," he says.

AFI (Italy's IFPI) is backing a stand involving 21 small- and medium-sized record companies. It's the second time the association has organised such a booth. Franco Donato, AFI vice president and president of the association's small/medium companies section, says, "Italian music has matured rapidly over the last year. The Japanese have always shown interest in it and I'm expecting even more interest from them this year."

More than 300 French companies had confirmed their presence at press time, most of them via a collective stand. For the second year in a row, all French professional organisations will be present at a collective stand called "Village France," which includes performing rights association Sacem, record producers' collecting societies SCPP and SPPF, music trade industry group SNEP, artists' and performers' collecting societies Adami and Spedidam, the Fund for Musical Creation (FCM) and

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Baltics

(continued from page 1)

privatization are capable of standing on their own feet when the state link is broken. This is as true for TV and radio as it is for engineering or food companies."

State networks YLE in Finland and SVT in Sweden have extended offers to help their Baltic counterparts, although it is unlikely that either would participate directly in the commercialization of networks.

A more probable scenario is that Baltic countries will legislate to allow foreign media companies to invest in the more viable radio and TV stations, thus providing an essential development capital and technical support lifeline to networks ill-equipped to handle the changeover.

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MUSIC & MEDIA JANUARY 18 1992



EUROPEAN RADIO



EHR TOP 40

TW LW WO	C Artist/Title	Label	Total	Α	В	Add
1 1 6	MICHAEL JACKSON/Black Or White	(Epic)	71	68	3	1
2 2 9	GENESIS/No Son Of Mine	(Virgin)	62	46	16	0
3 3 5	SIMPLY RED/Stars	(east west)	58	48	10	7
4 4 11	LISA STANSFIELD/Change	(Arista)	51	34	17	1
5 5 6	TINA TURNER/Way Of The World	(Capitol)	52	39	13	5
6 8 4	G. MICHAEL/E. JOHN/Don't Let The		49	35	14	10
7 6 8				32	10	4
8 7 6				30	11	2
9 9 3	KLF/Justified & Ancient	(KLF Communications)	41	28	13	9
10 18 3	PRINCE/Diamonds And Pearls	(Paisley Park)	36	24	12	8
11 11 13	SALT-N-PEPA/Let's Talk About Sex	(ffrr)	34	25	9	2
12 10 4	U2/Mysterious Ways	(Island)	32	27	5	2
13 16 5	SHANICE WILSON/I Love Your Smile	(Motown)	31	23	8	4
14 15 4	MARTIKA/Martika's Kitchen	(Columbia)	32	22	10	6
15 12 7	EXTREME/Hole Hearted	(A&M)	34	26	8	1
16 14 9	RICHARD MARX/Keep Coming Back	(Capitol)	31	19	12	1
17 13 15	SIMPLY RED/Something Got Me Starter	d (east west)	30	27	3	0
18 31 2	EAST SIDE BEAT/Ride Like The Wind	(ffrr)	28	17	11	10
19 17 14	PRINCE/Cream	(Paisley Park)	25	21	4	0
20 19 7	DIRE STRAITS/Heavy Fuel	(Vertigo)	27	19	8	1
21 22 2	KATE BUSH/Rocket Man	(Mercury)	26	18	8	2
22 21 5	SEAL/Killer	(ZTT/WEA)	23	18-	5	0
23 23 5	VIC REEVES & THE WONDER STUFF/	Dizzy (Sense/Island)	23	15	8	1
24 NE	PET SHOP BOYS/Was It Worth It	(Parlophone)	27	17	10	10
25 28 3	SALT-N-PEPA/You Showed Me	(ffrr)	25	14	11	6
26 29 3	QUEEN/The Show Must Go On	(Parlophone)	26	21	5	4
27 27 2	CATHY DENNIS/Everybody Move	(Polydor)	26	16	10	4
28 20 5·	K. MINOGUE & K. WASHINGTON/	. ,	28	18	10	0
29 25 8	GLASS TIGER/My Town	(Capitol)	23	19	4	1
30 24 13	MARIAH CAREY/Emotions	(Columbia)	21	14	7	0
31 34 2	BRIAN MAY/Driven By You	(Parlophone)	20	14	6	3
32 32 2	KENNY THOMAS/Tender Love	(Cooltempo)	20	15	5	0
33 26 2		ictly Rhythm/east west)	17	13	4	0
34 33 2	GUNS N' ROSES/Live And Let Die	(Geffen)	19	9	10	2
35 35 2	DIANA ROSS/When You Tell Me That		24	17	7	3
36 NE	OMD/Call My Name	(Virgin)	24	14	10	4
37 37 2	ERASURE/Am I Right	(Mute)	21	14	7	2
38 30 14	BRYAN ADAMS/Can't Stop This Thing		21	14	7	0
39 NE	LISA STANSFIELD/All Woman	(Arista)	20	10	10	4
40 40 6	BELINDA CARLISLE/Do You Feel Like I	reel (Ottside/Virgin)	20	14	6	2

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ARMY OF LOVERS/Obsession (China)	21/2	RIGHT SAID FRED/J. BROWN/Don't Talk (Tug)	16/0
BRYAN ADAMS/I Do It For You (A&M)	21/0	DE LA SOUL /Keep The Faith (Tommy Boy)	15/1
SCORPIONS/Send Me An Angel (Vertigo)	21/0	BLACK BOX/Open Your Eyes (deConstruction/RCA)	14/3
KENNY THOMAS/Best Of You (Cooltempo)	19/2	PM DAWN/Paper Doll (Gee Street)	14/2
AMY GRANT/That's What Love Is For (A&M)		CLIFF RICHARD/We Should Be Together (EMI)	14/2
U2 /The Fly (Island) JAMES /Sound (Fontana)	19/0	ENYA/Caribbean Blue (WEA)	14/1
JAMES/Sound (Fontana)	18/2	SNAP/Colour Of Love* (Logic)	13/5
A-HA /Move To Memphis (Warner Brothers)	18/0	ROZALLA/Everybody's Free (To Feel Good) (Pulse 8)	13/1
QUEEN/Bohemian Rapsody (Parlophone)		ROZALLA/Faith (In The Power Of Love) (Pulse 8)	13/1
NATURAL SELECTION/Do Anything (east west)		ZUCCHERO/CRAWFORD /Diamante* (Polydor)	12/7
TEN SHARP/You (Columbia)	17/1	NIRVANA/Smells Like Teen Spirit* (DGC)	12/3
MARIAH CAREY/Can't Let Go (Columbia)		MC SKAT KAT/Skat Strut (Virgin America)	12/2
NEW KIDS ON THE BLOCK/If You Go(Columbia)	16/2	DEACON BLUE /Cover From The Sky (Columbia)	12/1
C&C MUSIC FACTORY /Just A Touch (Columbia)		EVERYTHING BUT THE GIRL /Twin Cities (Blanco y Negro)	
COLOR ME BADD/I Adore Me Amor (Giant)	16/0	ROBBIE VALENTINE/Over And Over Again (Polydor)	12/0

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 Newcomers are those artists that have never had a Top 20 hit before. Artists are from this chart, but may reappear with new airplay. In the case of a tie, songs are listed alphabetically by artist.

AIRPLAY ACTION

by Machgiel Bakker

Michael Jackson keeps on breaking records. This week, Black Or White is registering a total number of reporting stations of 71 (70% of the EHR database)of / I / U% of the EHK database)—
the highest ever. The song gets coverage in all markets, with the emphasis on Denmark, Spain, Belgium, the UK and Holland.

George Michael & Elton
John are booking a good increase this week, with Don't Let

John are booking a good increase this week, with Don't Let The Sun Go Down On Me jumping from number 8 to 6. Recorded at Wembley Arena in March of last year, it is the first live recording to enter the EHR chart. Airplay is best in Norway, Denmark, Belgium and the UK. It also marks the third-highest position for a duet on EHR, following Zucchero & Paul Young's Senza Una Donna (peaking at number 2 mid-June last year) and Tina Turner & Rod Stewart's It Takes Two (number 4, December 1990).

Another good move for the third single and title track of Prince's Diamond & Pearls album, that shoots up from number 18 to 10 in its third week. It gets good reports from the UK, Denmark and-to a lesser extent-

Italy. So far, Cream has been Prince's best-scoring single from the album, peaking af number 3 during beginning November '91

Shanice Wilson is the first Motown artist to score on EHR. The Benelux market is especially receptive to the I Love Your Smile single. The current success is a good start for the **Polydor** label that since the beginning of this year has been distributing Motown-a change from **BMG**.

Another dance single getting good airplay coverage in the Benelux is **ffrr/London** duo **East Side Beat** with their interpretation of the first 1980 US hit single by **Christopher Cross**, Ride Like The Wind. Apart from the Benelux, it gets its best reports from the UK, Spain and France.

from the UK, Spain and France.

Pet Shop Boys have the highest entry in the EHR Top 40 chart this week with Was It Worth It, entering at number 24. No other act has scored so often on EHR as Pet Shop Boys. Apart from Was It Worth It, five other singles from the pop duo have reached the EHR chart. In order of appearance, they have included So Hard, Where The Streets Have No Name, Jealousy, DJ Culture No Name, Jealousy, DJ Culture and Being Boring.

EHR NEW ADD LEADERS

EAST SIDE BEAT/ Ride Like The Wind (ffrr)	10
G. MICHAEL/E. JOHN/Don't Let The (Epic)	10
PET SHOP BOYS /Was It Worth It (Parlophone)	10
KLF /Justified & Ancient (KLF Communications)	9
PRINCE/Diamonds And Pearls (Paisley Park)	8
SIMPLY RED/Stars (east west)	7
ZUCCHERO/CRAWFORD/Diamante(Polydor)	7

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

EHR "A" ROTATION LEADERS

MICHAEL JACKSON/Black Or White (Epic)	68
SIMPLY RED/Stars (east west)	48
GENESIS/No Son Of Mine (Virgin)	46
TINA TURNER/Way Of The World (Capitol)	39
G. MICHAEL/ELTON JOHN/Don't Let The (Epic)	35
LISA STANSFIELD/Change (Arista)	34
MICHAEL BOLTON/When A Man Loves (Columbia)	32
ROXETTE/Spending My Time (EMI)	30
KLF/Justified & Ancient (KLF Communications)	28
U2/Mysterious Ways (Island)	27

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 rie, songs are listed olphobetically by artist.

"A" ROTATION PERFORMANCE

Artist/Title/Label	"A" %
CROWDED HOUSE/Fall At Your Feet (Capitol)	83
ROBBIE VALENTINE/Over And Over Again (Polydor)	83
GLASS TIGER/My Town (Capitol)	82
QUEEN/The Show Must Go On (Parlophone)	80
BLACK BOX/Open Your Eyes (deConstruction/RCA)	78
JOE COCKER/Night Calls (Capitol)	78
SEAL/Killer (ZTT/WEA)	78
ROZALLA/Everybody's Free (To Feel Good) (Pulse 8)	76
KYM SIMS/Too Blind (Strictly Rhythm/east west)	76

"A" Rotation Performance is a listing of those records who have achieved the best A rotation penetrolion. Records listed are those outside the EHR top 20 and with a total number of reporting stations of at least 10. Song stad are listed planchatically.

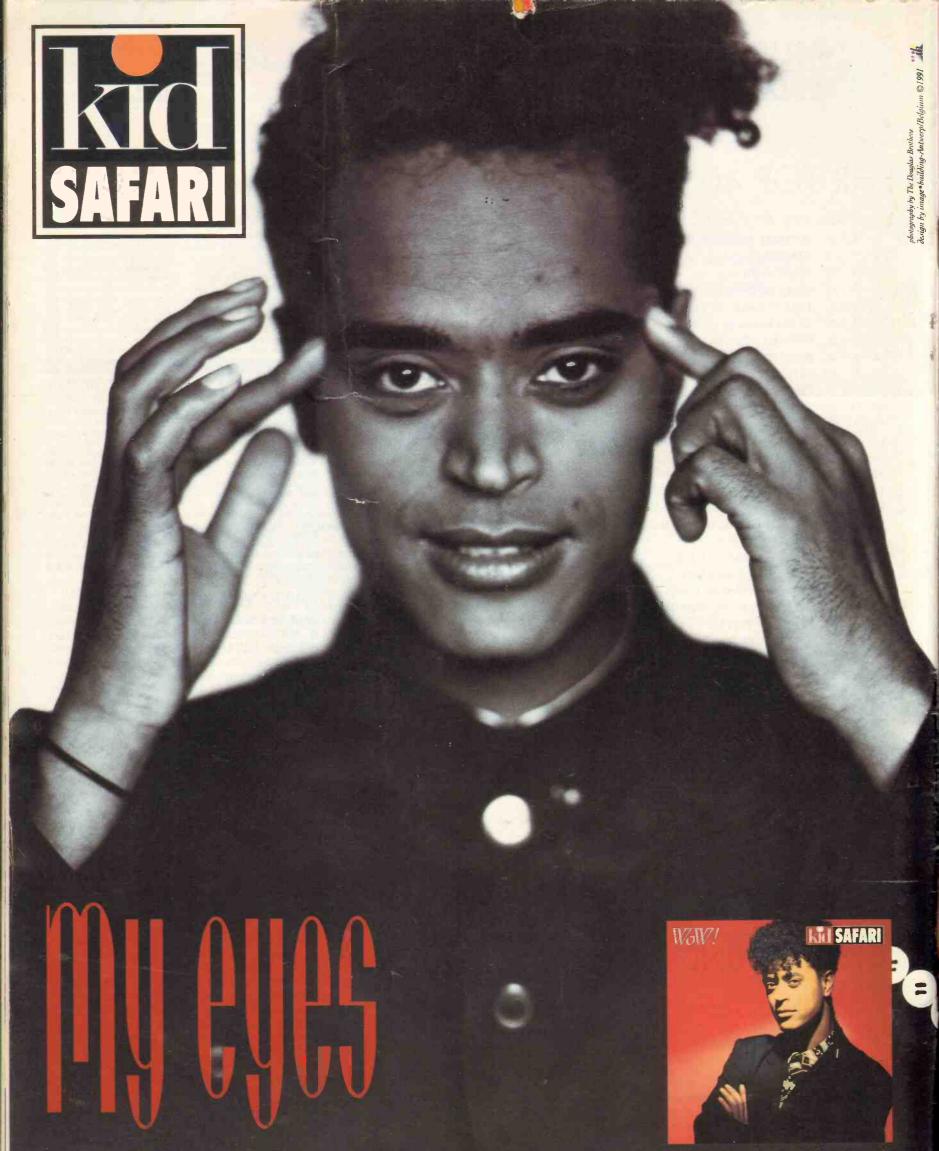
PAUL YOUNG/Don't Dream It's Over (Columbia) 76

EHR TOP NEWCOMERS

Total Stations

NIRVANA/Smells Like Teen Spirit

(DGC) 12/3



The new single from his debut album "Wow"





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