SMUSIC MEDIA

Inside:
More News On POPKOMM.
See Pages 8 - 9.

Europe's Music Radio Newsweekly . Volume 10 . Issue 36 . September 4, 1993 . £ 2.95, US\$ 5, ECU 4



INNER CIRCLE SUCCESS — Inner Circle accepted an invitation from the Consul-General of the Republic of Jamaica during their Austrian tour and a gold record for their album "Bad To The Bone." Pictured (I-r) are: Consul-General Herbert Haberl, Warner Music Austria promotion manger Claudia Ruhdorfer, band member Roger Lewis, Warner Music Austria marketing director Manfred Wodara, band members Carlton Coffey, Lancelot Hall and Ian Lewis, Warner Music Austria label manager Klaus Hoffmann, Consul-General deputy Josef Stern and band member Touter Harvey.

Music Business Plans EC Lobbying Effort

EUROPE

by Emmanuel Legrand

A group of industry and government music organisations plans to lobby the European Commission in Brussels, asking that music

4.5% Rise In German Sales Thanks To Single

GERMANY

Unit shipments increased 4.5% to 101.3 million during the first six months, according to figures released by German music indus(continues on page 25)

receives the same treatment as the audiovisual field.

The decision was made after an informal meeting held in Cologne during the POPKOMM music convention and includes representatives from France (Export Office, Ministry of Culture), Italy (Arezzo Wave), Denmark (Rosa), Spain (SGAE), Belgium (Wallonie Bruxelles Musiques), Holland (Conamus), Germany (POPKOMM and North-Rhine Wesphalia's Ministry of Industry and Technology).

A draft titled "For A European Policy Of Music," prepared by the French Export Office and presented during the meeting, states that "the musical industry is a cultur-

(continues on page 25)

POPKOMM '93 Tops MIDEM Attendance

GERMANY

by Miranda Watson

With attendance figures almost 10.000, German music fair POP-KOMM now claims to be the biggest music event of its kind in

POP KOMM

the world, overtaking MIDEM (8.700 registered 1992) and the New Music Seminar. Cologne's congress centre played host to the

fifth POPKOMM, which has mushroomed from its beginnings in 1989 with 1.250 attendees and 18 stands to a colossal gathering with 256 stands, representation by 11 countries under the banner of "Meet The Nations" and almost 300 bands.

POPKOMM founder/
MD Dieter Gorny says the event is not just another MIDEM, but it is far more encompassing. "Statistically we may have beaten MIDEM, but the two conferences remain completely different and we have our own way to go. MIDEM is more of a publishing and

more of a publishing and business event, whereas POP-KOMM presents the whole cake of the music and entertainment (continues on page 25)

WDR Joins Europlay; Other Publics Set To Join

GERMANY

by Steve Wonsiewicz

Powerful German pubcaster WDR's announcement at POP-KOMM to join Europlay could give the pan-European music radio promotion initiative a jump start in attracting other influential public service broadcasters.

The decision will also dramatically bolster Europlay's influence in the world's third largest market, where the project already has signed up Saarlandischer Rundfunk, the smallest of the ARD stations. WDR head of light music entertainment Rudolf Heinemann and Europlay coordinator Charlie Prick are scheduled to meet within the next week or two and work out details.

Comments Prick, "Rudolf and I agreed that we should take (continues on page 25)

Touring Brings Doctors To Radio

EUROPE

by Machgiel Bakker

The current pan-European success of rock band Spin Doctors looks like a mere replica of what happened earlier in the US: through incessant touring, radio's initial lukewarm reception was eventually turned into a warm embrace.

Although the band's supple slant of funky rock is more



Spin Doctors

danceable and less straightforward compared to acts like
(continues on page 25)

No. 1 in EUROPE

European Hit Radio 4 NON BLONDES What's Up (Interscope)

Eurochart Hot 100 Singles CULTURE BEAT Mr. Vain (Dance Pool)

European Top 100 Albums U2 Zooropa (Island)

Crossing All Formats 140 Stations Throughout Europe

For details see page 15

paying the price of love



Major airplay across Europe on the following gold and platinum stations:

Austria

Austria
Ö3/Vienna
Belgium
BRTN RADIO DONNA/Brussels
RADIO CONTACT N/Brussels
BEL-RTI/Brussels
Czech Republic
BONTON RADIO/Prague
RTL CITY RADIO/Prague
Donwark

Denmark ÅRHUS NÆRRADIO/Århus ANR/Aalborg RADIO ABC/Randers RADIO VIBORG/Viborg UPTOWN FM/Copenhagen

Finland RADIO 100+/Tampere

France
M40/Paris
RTL/Paris
RVS/Rouen
VIBRATION/Orléans
VOLTAGE FM/Paris

ermany
HR 3: LEIDER GUT/Frankfurt
RADIO NRW/Oberhausen
WDR I/Cologne
WDR I: HIT CHIPS/Cologne
WDR I:/Cologne
SCHLAGERRALLYE/Cologne
HUNDERT 6/Berlin
RADIO 7/Ulm
RADIO GONG/Nuremberg
RB 4/Bremen
RSI/Kiel
SDR 3/Stuttgart

Holland
HET STATIONHilversum
NOSHilversum
SKY RADIO/Bussum
TROS RADIO 3/Hilversum
RADIO 538/Bussum

Italy 101 NETWORK/Milan RADIO DEFJAY NETWORK/Milan RADIO DIMENSIONE SUONO/Rome

RETE 105 NETWORK/Milan RTL 102.5 - HIT RADIO/Bergamo ITALIA NETWORK: LOS CUARENTA/Udine

Norway RADIO I/Oslo RADIO GRENLAND/Skien

RADIO SZCZECINSzczecin

RADIO NOVA ERAVVIla Nova de Gaia

Sweden
CITY RADIO/Gothenburg
CITY RADIO/Malmö
RADIO CITY/Stockholm
Z RADIO/Lund/Stockholm/Göteborg

Switzerland
DRS 3/Basel
RADIO BASILISK/Basel
RADIO PILATUS 104.9/Luzern
RADIO Z/Zurich
RADIO ZUERISEE/Rapperswil

United Kingdom

96.4FM-BRMB/Birmingham
96.4FM-BRMB/Birmingham
BBC RADIO I/London
BEACON RADIO/Wolverhampton
CAPITAL FM/London
CHILTERN NETWORK/
Dunstable/Northampton/Gloucester
CITY FM/Liverpool
METRO RADIO GROUP/Newcastle
DOWNTOWN RADIO/Belfast
FORTH RFM/Edinburgh
HORIZON RADIO AND GALAXY
RADIO/Milton Keynes/Bristol
INVICTA/Whitstable
POWER FM/Fareham
RADIO CLYDE/Glasgow
RADIO WYVERN/Worcester
TRENT FM/Nottingham

Up to no. 10 on EHR Top 40 after only 3 weeks. Most added at European radio 2 weeks running.

Classic harmonies, contemporary sound, instantly recognisable, Paying The Price of Love is an airplay smash from the forthcoming album Size Isn't Everything





album out 13 • 9 • 93

Travis To Join Quality Europe FM With Syndicated Programme

UNITED KINGDOM

by David Stansfield

Dave Lee Travis, the veteran DJ sacked from BBC Radio 1 FM for criticising the pubcaster both on air and in a national daily newspaper (M&M August 21), is poised to join the independent UK-based European satellite station Quality Europe FM.

Roy Litchfield, GM of the Quality Radio Group, which owns the station, says that while contracts have yet to be finalised, Travis is expected to present Saturday and Sunday morning programmes which are also planned to be syndicated to ILR stations in the UK. "They will take the programmes clean and put in their own five breaks per hour," he says.

Litchfield claims the station. launched in November last year, is the UK's only independent satellite radio station. "We broadcast 24 hours a day with a definite aim at other European territories via the Astra satellite, local cables and FM transmitters," he comments. "Travis will be broadcasting to Europe as well as ILRs in the UK. He will be given a totally free hand with his music choices. There'll be no Selector [the computerised music scheduling system] and he can play current music, good album tracks, whatever. We also hope that he'll keep the features that he had on Radio 1 FM.

Litchfield describes QE FM as an easy-listening station. He is also critical of ILR terrestrial stations, describing them as over-formatted and selected. QE FM, which targets the 20+ age group, has a weekly European audience totalling 321.000 (Continental Research) according to Litchfield, who claims there are 2.7 million satellite radio listeners in the UK. He lists Norway, France, Germany, Spain, Israel and Hungary

as some of the key territories in which QE FM broadcasts.

The Quality Radio Group, which also owns Europe's only 24hour country music station QCMR, is planning to launch two new satellite stations by the end of the year, says Litchfield. One will target under 20-year-olds and will be the only station devoted to current pop music.

The second new 24-hour music station will be dedicated to what Litchfield describes as "sweet music, aimed at the 50+ age



PE KEEPS THE KICK IN HER MUSIC — German-language artist Pe Werner recently extended her contract with Kick Musik for another five years, including management and publishing rights. Pictured (I-r) are: Kick legal affairs Heinz Kremer, Werner, Kick A&R/marketing Jörg Beuttner and joint MDs Alexander Elbertzhagen and Goetz Elbertzhagen.

Nataf

Nataf Named Ariola France GM

by Emmanuel Legrand

Fabrice Nataf, former president of Virgin Records France and current president of BMG's Vogue label, has been appointed GM of Ariola, one of the two labels divisions of BMG France.

Nataf replaces Philippe Desindes, who has moved to PolyGram International in London, and reports to Bernard Carbonez, BMG France president. He'll have "full

we had the best person within the company and Nataf was my first choice. I am glad that he accepted

when I offered him the job." Nataf welcomes the "challenge" and said it could benefit both labels.

Ariola's national roster includes Elsa, Laurent Voulzy and Indochine, and it handles marketing and promotion for international labels Arista, Jive, Silvertone and MCA

Carbonez denies speculations that two of the three BMG labels

operating in France will be merged. 'We have in France two distinct labels, Ariola and RCA, and what I

call an independent label, Vogue," he says. "There is no reason to change that. Vogue and Ariola will remain separate with two different teams but share the same boss.

Carbonez says he was fully satisfied with the performance of Vogue,

which grossed Ffr100 million (app. US\$17 million) during the past 12 months, mostly through reissues of the Jacques Dutronc back catalogue. Vogue also signed and broke Chicago-born act Maria Glen in France. Forthcoming releases for Vogue include the first album of Peter Kroner and a Malcolm McLaren project with acts such as Deneuve Catherine Françoise Hardy

Nataf joined BMG in the summer of 1992 after seven years with Virgin as A&R and, later, president of the label. His goal was to rejuvenate the former independent label Vogue acquired by BMG from Jean-Louis Detry. Nataf says he was "happy to have put Vogue back on the tracks and reshaped its image," as he "received more and more calls from artists who want to sign with Vogue," but adds he was "far from having achieved all I wanted with the company.

EUROPE AT A GLANCE

HOLLAND: Radio Noordzee Backs Mega Top 50

National-product only station Radio Noordzee Nationaal/Bussum has backed the newly launched chart organisation Mega Top 50 (M&M July 3). This makes the station the first commercial broadcaster to use the organisation's various sales and airplay-derived listings in its programming, following an earlier endorsement by the nation's EHR pub-

BELGIUM: CD Single Launch In September

The Belgian IFPI has announced the full-scale launch of the CD single for September. In a first step, positioning both the CD single at a retail price of less than Bfr200 (US\$5.50) and the CD maxi at a maximum retail price of US\$9.00. IFPI has designed special displays for point-of-sale promotion, each containing 24 titles. In addition, October will be named "Month Of The CD Single And CD Maxi." Marc Maes

UNITED KINGDOM: Stark Launches SongLink International

Former editor of trade monthly Songplugger, David Stark, has launched a new monthly service for music publishers and songwriters called SongLink International. The publication contains up-to-date information about songs needed for upcoming projects by recording artists worldwide, together with comprehensive A&R, artist management and producer listings and profiles.

UNITED KINGDOM: Radio One Launches Loud And Proud Gay Series BBC Radio One FM has launched its first gay series, "Loud & Proud." The first of six general issues magazine programmes aired on August 16 feature interviews with Neneh Cherry, M People and Fierce Ruling Divas. David Stansfield

UNITED KINGDOM: Kiss 100 Celebrates Third Birthday

Specialist dance music station Kiss 100 celebrated its third birthday on September 1 by devoting 10 hours of airtime to listeners top 100 dance tracks. The station also linked up with London's leading weekly information magazine Time Out to find out readers top three favourite dance records.

GERMANY: Stars Flock To RPR Fete '93

Radio RPR 1/Ludwigshafen is holding its annual fete on September 11. Performing at the 12-hour long concert will be German hardrock queen Doro, Culture Beat, Stuttgart hiphoppers Fantastischen Vier, Sweden's Army Of Lovers and a host of German acts, including Purple Schultz, Peacock Palace, 4 Reeves, The Land, Luna Luna and Swimming The Nile. RPR 2 stars will also be performing live such as Ireen Sheer, Mary Roos, Bernhard Brink and Peter Orloff.

Miranda Watson

IRELAND: Airplay For Local Acts Backed By JIM

The campaign for more airplay of national music on Irish commercial radio has gathered pace with the election of the JIM (Jobs In Music) campaign committee. An eight-person committee was elected and a set of objectives outlined for the campaign, including plans to persuade radio stations to play more Irish music and a lobby campaign directed at government ministers, politicians and regulator the IRTC. The JIM Campaign has dropped a more specific demand for a Canadian style 30% airplay quote for local music. **Dermott Haves**

TURKEY: 500 Radio Stations Closed Down By Officials

Authorities closed 500 radio stations and 50 TV stations recently in an effort to clamp down on illegal broadcasting. Some fear that the authorities made the move to terminate stations that are in direct opposition to the existing government. Official licenses will reportedly soon be issued. Kai Roger Ottesen

ITALY: Goodnight To War

EHR/ACE StereoRai's nightly "Planet Rock" programme is inviting other radio stations to join them in their "Goodnight to War" campaign. The campaign, intended to make listeners aware of the conditions in ex-Yugoslavia and the 40 other areas around the world inflicted by war, will finish every night with Edwin Starr's 1970 Tamla Motown hit War. Mark Dezzani

INTERNATIONAL: BMG Sales Up 20% To US\$3b

Bertelsmann Music Group reported a 20% increase in revenue to US\$3 billion for the fiscal year ended June 30, with global market share rising to 14.0% from 12.0% since 1990. In territories outside the US, BMG says first quarter market share jumped to 17.2% from Steve Wonsiewicz 15.6% over last year.



Hoeper Takes Over Position

GERMANY

by Miranda Watson

PD of Munich rock station Radio Xanadu, Benny Schnier, has left the station after two-and-a-half years, and music editor Steve Hoeper has been named as his replacement.

Comments Hoeper, "It was a mutual decision for Schnier to leave Xanadu. The major reason for him leaving is that he hadn't managed to achieve the reach data and turnover the shareholders wanted to see."

Hoeper adds that getting good

audience figures and revenue is hard in such a tight radio market as Munich, especially when working with a classic rock format. The new PD says he intends to tighten up Xanadu's format, but has no concrete plans at the moment. "I will be holding meetings with other DJs before I reach a decision. The music at Xanadu won't be changing, but there will be programme alterations.

Meanwhile, Xanadu is reportedly heavily in debt. Insiders estimate losses at DM7 million (app. US\$1.2 million). Schnier was unavailable for comment.

MUSIC & MEDIA SEPTEMBER 4, 1993

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Europe 2 Belgique Sets Official Launch For September 16

BELGIUM

by Marc Maes

Despite the Belgian French community government's delay in allocating regional frequencies and network permits, the official launch for ACE web Europe 2 Belgique is set for September 16, says network manager Eric Degand.

The network first debuted on January 4, but broadcasted a majority of programmes from the Europe 2 net in France. With the official launch, the majority of programmes will be produced in Belgium. (M&M, May 22).

Europe 2 Belgique will carry the same logo as the French stations, and Degand claims the network will not include a great deal of French repertoire. "Our ACE format, with an emphasis on Anglo-American music, will bring us very close to state broadcaster Radio 21 as far as target audiences are concerned," says Degand. "Recent research commissioned by the network reveals that we are aiming towards a younger audience than Chérie FM, Radio Nostalgie or Bruxelles Capitale.

Until now, Europe 2 Belgique has depended on the French parent network for half of its programming, but Degand says the Belgian operation will now only broadcast two programmes from the French network, "Star Fantasy" and "Décompte 25."

"The bulk of the network's programming will be produced in Brussels, which is the most important thing about our new roster," he adds. "We built our own production studios here with a budget of around Bfr4 million US\$125.000] for this purpose." The only other programmes not produced in Belgium are a one-hour Englishlanguage programme produced by a yet unnamed Los Angelesbased station and a series of information flashes on topics like cinema, cars and the EC's activities.

Sony Music Belgium MD Patrick Decam is looking forward to the launch of the new network. "I'm happy to welcome a dynamic new partner in the somewhat static Belgian media landscape," he says. "Its format fills a gap here and I appreciate the network's intentions to support Belgian repertoire alongside international successes like U2 or Culture Beat. Provided they achieve a strong knowledge of the market, they will soon be able to reach a substantial share of the audience."

The six-station network will kick off with a star-studded evening, with advertising executives and Belgian politicians highlighting the network's new programme and a full-scale

advertising and promotion campaign.

Europe 2 France's Eric Elisalde will work one day per week in Brussels as head of programming Belgian network, where Magaly Asselin was appointed broadcast director. The net will be transmitted to network

affiliates in Brussels, Liege, Braine L'Alleud, Louvain La Neuve, Mons and Mouscron. Degand claims that, for the time being, no plans exist to conclude a collaboration deal with Belgian IFPI on the so-called "broadcast fee." "We prefer to buy our records ourselves," he adds.

Aller Plans Major Move Into Swedish Commercial Radio

NORWAY

by Kai Roger Ottesen

Nine Norwegian applicants have surfaced in the bidding for Swedish commercial radio licenses, and backing eight of those

companies is Aller-Gruppen, a major investment company which has ownership interests in radio and publishing.

The applications were handed in by different companies all of which are in Aller's investment portfolio. Stations bidding which are under the Aller umbrella included

(persons responsible for each application listed in parenthesis): Norsk Aller (Tom E. Søgård), Radioutvikling Norsk (Alf Lande). Radio Classic/Oslo (Harald Hjort), Radio 7/Oslo (Søgård), Radio Limelight/ Trondheim (Sigbjørn Eilersten), Radio Trondheim (Eilersten), Radio 1/Gaula (Jon Johansen) and Radio 1/Oslo (Jon Morten Melhus). The key representatives from Aller are Lande, who is Aller's director of Norsk investments; Hjort, who serves as Radio 1 Norge music & research director; and Eilertsen, MD at Radio 1 Norge.

Comments Søgård, "We have built up extensive competence in Norway and have succeeded here. We believe we have something to add to the Swedish situation in terms of organisation and way of thinking. Another reason for applying is that the size of the Swedish advertising market is twice as big as Norway's."

Aller also has a company in Sweden, Svensk Aller. Local organisations will take care of the

day-to-day business, such as sales, marketing and programming. Aller will be involved in automation, music research, listener surveys and marketing.

Aller has applied for eight licenses in different markets: Stockholm, Uppsala, Norrköping, Västerås, Örebro, Lin-



talk with each other, which we are

participating in. We have had

talks with several companies." He

declines to disclose who the

companies are, but hints that they

are continental investors.

Aller's move adds a new aspect to the Scandinavian radio business where rival investment giants Egmont in Denmark and Kinnevik in Sweden and Denmark have been the most active (M&M August 28).



Søgård

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Radio Viborg Holds Position As Top Private In Danish Radio Scene

by Kai Roger Ottesen

Little movement can be noted in the chart of top 10 private Danish stations, as EHR outlet Radio Viborg/Viborg holds its top position in the country's private radio scene by scoring 156.000 daily listeners, according to recent figures from Gallup Radio Analyse.

EHR station The Voice/ Copenhagen holds its position at number three with 78.000 listeners, although all five Voice stations combined would actually top the chart, compiling a total of 162.000 listeners.

Although figures cannot be exactly compared to last year's, as Gallup has replaced its once-a-year research with quarterly results, EHR station Radio ABC/ Østylland is now sharing its position at four with Hot ACE Radio Uptown/Copenhagen, both stations scoring 64.000 daily listeners.

Local commercial stations are slowly, but securely, picking up on EHR public net Danmark's Radio P3, as commercial radio currently accounts for 17% of the listening share in Denmark, 12% behind EHR pubcaster P3.

However, ratings reveal significant differences between daily and weekly figures for the commercial stations, as Radio Viborg drops from 190.000 to 156.000 on a daily basis, but jumps from 300.000 to 360.000 on a weekly basis. Uptown FM also increased its ratings on a weekly basis (up 44.000 listeners), but lost listeners on a daily basis.

Judging from the top 10 stations it is hard to find specific

Top Danish Private Stations (daily listeners in thousands)

Station/Format	2nd Qtr. '93	
Radio Viborg (EHR)	156	190
ANR (ACE/EHR)	86	119
The Voice (EHR)	78	111
Uptown FM (Hot ACE) 64	80
Radio ABC (EHR)	64	88
VLR (EHR)	55	59
Århus Nærradio (EHR)	46	78
Voice Odense (EHR)	41	50
Radio Horsens (EHR)	41	54
Radio Herning (EHR)	40	44
Source: Gallup		

Arco Iris Bought Out By Church

by Howell Llewellyn

Radio Arco Iris has been bought by the Archbishopric of Toledo, the highest ranking in Spain's Roman Catholic Church, to set up Radio Maria, the country's first 24-hour religious station.

The station, bought for Pta20 million (app. US\$145.000), will begin broadcasting September 1, for the eight years remaining of

Radio Arco Iris's licence.

Auxiliary Bishop of Teledo Rafaul Palmero says Radio Maria would broadcast without advertising "to transmit a religious message and to evangelise." The programming will include items from Radio Vaticano, the Catholic catechism.

Radio Arco Iris is based in the Castile-La Mancha region, in the cities of Albacete, Ciudad Real, Toledo, Cuence and Guadalajara.

format differences in Denmark's radio landscape, as the format philosophy is not well-known among stations. Says The Voice PD Lars Kjær, "We can't allow ourselves to have a very defined format because the power of our transmitter is so low. The Voice broadcasts with 30 watts to the whole of Copenhagen. In addition there are a lot of stations trying to copy us, and you don't get much variety out of that "

Commenting on the ministry of cultural affairs Jytte Hilden's intention to investigate the signal power issue, Kjær says, "There is not much to indicate that politicians will to do anything for commercial radio. I want to see it before I believe it. There is a strange attitude towards commercial radio in Denmark."



A CULTURE OF GOLD — Dance act Culture Beat was recently awarded with a gold record in Germany for their single "Mr. Vain," which has held the number 1 position in both M&M's European Dance Radio chart and the Eurochart Hot 100 Singles. Pictured (I-r) are: Warner Chappell's Andreas Grund, Radio RPR's Tillmann Uhrmacher, Sony Music Dance Pool label manager Alexander Abraham, Sony Music international exploitation manager Ian Graham, Culture Beat's Tania Evans, band producer Torsten Fenslau, Culture Beat's Jay Supreme, componists Nosie Katzmann and Steven Levis, Sony Music Germany artist marketing director Hubert Wandjo, Sony Music Germany MD Jochen Leuschner, HR3's Markus Hertle and composer/co-producer Peter Zweier.

Balderi Considers RAI Reforms

by Mark Dezzani

An all-day music programme is one among other proposals for reform being considered for News/Talk, AOR network RAI Radio Uno, says RAI director Giovanni Balderi.

"No one can say what changes will take place until details on restructuring are published in October," he says. "Among the proposals being considered are more distinct identities between Radio 1 and Radio 2, which are too similar at the moment, with Radio 1 becoming a news and current affairs network, Radio 2 remaining a more generalised entertainment programme and Radio 3 becoming an exclusively cultural and classical music

channel. StereoRai, the FM network for young people, could be extended to all day programming."

Currently, StereoRai takes over RAI 2's FM frequencies after 14.00 until midnight, with RAI StereoNotte broadcasting an eclectic and specialist music programme overnight on FM. "It would be an opportune moment to create a channel to compete with the private music stations,"

Along with all TV and radio network heads, Balderi has given his notice of resignation to the RAI's new board of governors. "Obviously I would like to stay; radio is my life," he says, adding that he is proud of his record at the helm of Radio 1. "I think our most notable achievement was

reaching and maintaining an average eight million daily audience through major changes in 1991 when we became more news and current affairs oriented, especially in our morning programmes," he says.

RAI president Claudio
Dematté has already indicated that the RAI's mission as a public service broadcaster will be reinforced with an emphasis on developing a comprehensive and impartial news and information

Proposals by the old board of governors to unite the three radio news departments into one unit have been suspended while the reforms are being decided, but are still an option according to RAI iournalists.



NICK HEYWARD

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Sony Music International



SGAE Wins Major Court Ruling; Bars, Cafes Must Pay Royalties

by Howell Llewellyn

Spain's performing rights society, the SGAE (Sociedad General de Autores de Espana), has won a major court victory after a fouryear legal battle on the question of who should pay authors' rights in a public establishment where background music is played.

The ruling by Spain's Supreme Tribunal lays down that playing radio or TV in any of the country's 250.000 hotels, cafeterias, bars and restaurants is "an act of public communication" and therefore the establishment should pay rights. The ruling overturned a controversial 1989 finding by the Provincial Court of La Rioja in northern Spain, which ruled that the broadcaster should pay rights, not the bar owner.

Says SGAE director of licenses and receipts Javier Trujillo, "This is an important victory, both morally and financially. It is impossible yet to say what this will mean in terms of takings, but a rough estimate would be that the Ptal billion [app. US\$7.2 million] we now collect in a year from TV rights in bars, hotels, etc., will double next vear if you include extra TV rights as well as radio rights.'

Trujillo says the 1989 ruling had left the SGAE "perplexed, and the resulting law had allowed hotels/restaurants in areas neighbouring La Rioja, such as Vizoaya, Asturias and Castile-Leon, to stop paying TV and radio rights from their member establishments.

"Beginning in September, we shall set about signing new contracts with all the hotels/ restaurants that had taken the La Rioja ruling literally," comments Trujillo. He estimates that of the 250.000 establishments-by far the highest in any EC country-at least 50.000 have no licensing deal with the SGAE.

"On top of that, at least 10.000 new establishments open every year, and 20.000-25.000 of existing establishments change hands annually, especially on the coasts. We granted 30.000 new licenses in 1992 alone.'

The legal struggle began when a bar in the wine-producing Rioja region refused to pay authors' rights to the SGAE, arguing that the responsibility was that of the TV broadcaster. The bar owner was backed by the La Rioja Hostelry Association (Arbacares), and the case was won in the local

The SGAE won a first appeal, but that was overturned and now the Supreme Court ruling is final. The SGAE said in a statement that this last ruling "gives legal backing to the SGAE to act in an analogous way in all of the national territory." The statement said the Rioja finding had led several local hostelry associations "to maintain an aggressive attitude with respect to the SGAE."

The statement concludes, "In its sentence, the Supreme Tribunal makes it very clear that the current Law of Intellectual Property defines as public communication 'any act whereby a plurality of people has access to a work...including both the original transmission and the reception [by radio waves], since without one or the other, the creative activity of the author would not be broadcast among the listeners or viewers.

BBC Radio 1 Names Sturgess, Campbell As Temporary Replacements For Presenter Travis

UNITED KINGDOM

by David Stansfield

DJs Claire Sturgess and Nicky Campbell have been drafted in as temporary replacements for presenter Dave Lee Travis, who was fired from BBC Radio 1 FM recently. Travis broke his contract by criticising the pubcaster both on his programme and in a subsequent interview given to the daily tabloid The Sun (M&M, August

Sturgess, who has presented Radio 1 FM's Friday "Rock Show" for the last four months, has taken over Travis's regular 10.00-1.00 Saturday slot, while Campbell, who presents the station's "Into The Night" programme on Monday-Thursday from 22.00-24.00, is covering Travis's Sunday programme.

Sturgess and Campbell have stepped in for a nine-week period until a replacement for Travis, whose contract was originally

scheduled to expire in October, is expected to be announced.

The BBC's only official comment on the Travis controversy was, "We're sorry to see him go." However, a spokesperson for the station adds, "It was written into his contract that he couldn't criticise the BBC publicly so both incidents were in breach of that contract.

The BBC, however, does not intend to take action against DJ Jonathan King who, hot on the heels of the Travis affair, wrote an open letter to The Sun urging BBC director general John Birt to quit before he wrecks the BBC.

King, a renowned selfpublicist, is slated to launch a new Radio 1 FM series, but the station spokesman explains, "King is not on a long-term contract like Travis was. He's contracted for just one series so the same conditions do not apply."



GOLD FOR GOLD — Arcade product manager Niel van Hoff took the opportunity after an outdoor concert of the Golden Earring recently to award the group with a gold CD for over 50.000 copies sold of their last recording, "The Golden Earring - The Singles Collection (Vol. 1 & 2)". Pictured (I-r) are: licensor Polydor Holland MD Albert van der Kroft, (GE) Rinus Gerritsen, Red Bullet label manager Edu van Hasselt, (GE) George Kooymans, Barry Kay and Ceasar Zuiderwijk and Van Hoff.

RTE Staff Protest Changes

by Dermott Hayes

Staff at Irish national pubcaster RTE Radio One have protested to station management over the decision to drop a number of specialist music programmes from the autumn schedule. More then 150 members of staff signed the letter of protest.

An Irish politician, deputy of the Democratic Left Party Eamon Gilmore, has accused the pubcaster of failing to live up to its obligations.

Gilmore claims the annual £45 million (app. US\$68 million) RTE earned from licence fees required it to cater to minority interests, adding that the decision to drop the programmes would make the station non-distinguishable from other commercial stations.

The programmes involved include a number of traditional Irish music programmes such as "The Long Note," "Bluestime" and "Country Heartlands." A spokeswoman for RTE confirms the proposed changes, saying that the schedule was under constant revision. She says the changes will be incorporated in the new

Delta Radio Off To A Good Start

GERMANY

by Miranda Watson

After just three months on the air, German rock-formatted Delta Radio/Kiel has notched up 90.000 listeners per average hour, according to a survey conducted by Hamburg research body GFM-GETAS in June. The "Radiomarkt Nord '93" was commissioned by Delta Radio and NDR Radio and TV Advertising.

The ratings show Delta Radio to have an average daily cume listenership of 400.000 (300.000 in Schleswig-Holstein alone). A total of 830.000 had listened to the station in the last fortnight (600.000 from Schleswig-Holstein), while 1.5 million said

they had listened to the station since its launch. About 90% of Delta Radio's listeners are aged between 12-49 years, with 80% aged between 14-39.

MD Peter Vöpel comments, "Delta Radio has just missed the target of 100.000. We are pleased with the results and think the next Media Analyse will more than confirm these figures. I think the results show that our rock format is the right format and we are going to stick to it. We are thinking, however, of expanding it a little, and perhaps adding '70s rock classics to make the format a bit older."

Vöpel adds that the station's goal is to build up the number of listeners in the 30-49 age group.

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DANCE URBAN RAP GOSPEL ARTIST INTERVIEWS WE GOT'EM! BAILEY食食食 BROADCASTING I Tel.: 213 969-0011 Fax: 213 969-8474

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Staying Fresh, Consistent With New Adds

"I have a specific number of

songs on both playlists and I

won't increase that number.

If, for example, we get five

good songs and we have only

wait a week." - Jeff Graham

four spaces, then one has to

by Steve Wonsiewicz

Working out the mix between new music and new artists in your add policy often comes down to pure instinct, a firm understanding of what your station should sound like and a little research, say a trio of leading EHR programmers. The right balance makes your station sound fresh, yet consistent, no matter which country you broadcast in.

Comments Red Rose Radio/Preston PD Jeff Graham, "There's no specific criteria for new adds. Basically, I have a station sound in my head. I try and guide my head of music, my head of presentation and my disc jockeys to work from what I have in my head because you can't write it down.

"When I hear a song, I know if it's something I want on the air or not. With heavy rap, thrash, grunge or rock I can say 'That's just not us.'

At Red Rose, which targets a 15-34 demo, Graham has 11 songs on the "A" list (aired once every 3.5 hours) and 21 songs on the "B" list (aired once every 6.75 hours). That's down from the 30 songs on A and the 40-50 on B when he first joined the station in January

To Add Or Not To Add?

Graham adds a maximum of four songs to the A list and seven to B. "It depends on the amount of product that comes in and the amount of product we have to move off the A and B list," he says. "I have a specific number of songs on both playlists and I won't increase that number. If, for example, we get five good songs and we have only four spaces, then one has to wait a week

"We can go a week without adding anything, but those weeks are few and far between. It's not important that we add songs every week. I wouldn't like to change the A or B list more than 30-35% because they are so small. It's a hard and fast rule to a point, though slightly move-

Graham tries to factor in the expected longevity of songs when making new adds. "I think you're more aware [of burn records that you could sing along to, but was quite repetitive."

Adding too many new songs causes problems for listeners, warns Graham. 'Listeners don't like to feel inadequate about music," he says. "Everything we play for them should be recogniseable.

than four new records to the A list and 12 to B. Like Graham, Hahne also has a firm policy about the number of new adds to the A and B lists, and will hold songs until the next week.

This seems to work out the best for us," he says. "Since we target a mixed

audience and don't go just for young kids who want to listen only to new records, we have to be careful about

fresh and new. The market here tells us we have to go for both of those audiences because with only one we won't

Dropping new songs immediately into heavy rotation is often a gamble, says Hahne. "It's always a risk," he comments. "You have to balance the potential reactions of your listeners with the

impact of the Is record. record worth it?

like Mariah Carey's Dream Lover and Heroes Silencio's year Dos Tierras: one might be better than the other. depending on the

assist in his new add decision making. A, and which songs to throw out.

We have two guys at the station who mainly go out on the street and talk to listeners at clubs, discos, bars, wherever the music is, and find what's hot. We also have a woman who spends most of her day on the phone talking to listeners. Right now we have to rely mostly on feel, and I don't like that; it's too risky.

"What we had at Salu was a period of 12-14 weeks to let a record move from C to B to A," he says. "Fourteen weeks is usually the longest running time. We have had some, but not a lot. Only a few made it longer. There were really no true averages because it depends entirely on the song, the artist and how other stations are reacting. If you're the only station in town playing it, then you can leave it longer in A. There are lot of subtle influ-

One of the influences is a bias toward east German artists, says Hahne. "We look much more intensively at products from east German artists than anyone else. I have a guy here who has 20-plus years of experience in this area helping us choose these artists. Listeners here want that local identification, and you have to figure out how to do it. We can't play everything, but if it fits the format and the people know it, then we have a bias towards it.

Light Rotation First

At Radio City/Stockholm, head of music Niklas Ehring very rarely moves a song directly into heavy rotation. "I want to test the song first," he says. "I

"I want to test the song first... The only songs that usually go straight to heavy rotation are by established artists."

- Niklas Ehring

the amount of new material we play. I think it works such that on one hand the station's sound is familiar to listeners and on the other it still sounds

del single Entre

"If you find a record where different people say it fits perfectly into what you're doing-where you have requests, where you get comments-if all of those things are positive, then you put it into the A list. I learned this some years ago from an American consultant who said, 'When in doubt, say no.' This works still, but there are a lot of moments when I

How Callouts Help

Hahne is a firm believer in callouts to "The station here has only been on air for about six weeks, so we haven't yet started things like weekly callouts, like I did at Radio Salu," he says. "Callouts are the perfect way to determine how to move songs on the playlist. When I start callouts, which will be in a couple of weeks, I will have better information about moving songs from C to B or B to

And how long does Hahne feel songs on average stay on the A-B-C playlists?

have different categories which receive fewer plays each week. That's where I try the songs out. The only songs that usually go straight to heavy rotation are by established artists. We added the new Freddie Mercury song Living On My Own and Mariah Carey's Dream Lover straight to heavy rotation.'

Ehring, whose station targets a 15-34 demo, has 10 songs on his heavy rotation playlist (aired three times daily), 30 songs on the "A" list (aired twice daily) and 40 songs on the "B" list (aired threefour times a week).

Ehring adds about two-three songs each week on heavy rotation and fiveseven to the A list, with not more than 10 adds per week.

"I'm pretty flexible, however," he says. "If there are that many good songs to add, I will do it because listeners will want to hear them. However, it doesn't happen very often.

Like Hahne, Ehring pays close attention to local talent. "We have a little bias to Swedish artists with our new add policy," he says. "When there's a good record by a local artist our listeners want to hear it. We want to be able to support Swedish artists. For instance, we added Titiyo's Never Let Me Go on heavy rotation. It's that kind of attention to those kinds of artists that helps us in the rat-



We do play songs that are relatively new and listeners may just be getting used to. We prime them by saying 'Here's a great new single and we're sure you'll like it." But the more you do that, the more they start to feel inadequate about not knowing the music, and then the station doesn't become their friend anymore. The audience has to be able to turn on and

Graham believes that too many radio stations follow the record company lead when adding songs. "By the time a number one hit starts falling down the chart, the record company will already have released the next single, making it a top priority," he says. "The radio audience, however, is just getting familiar with that song. A lot of radio stations pull songs far too early.

know what we are doing.

"I realised about three-four years ago while at Radio Luxembourg that we were pulling songs too soon. That was part of the principle I brought here, and that was to stay with songs longer. For my A list, I look for songs that have about eight weeks of play.

Adding In E. Germany

At Energy Saxony, which targets a 15-30 demo, GM/PD Adam Hahne looks at four main areas when evaluating new adds. "Number one is 'Does it fit the

format?' Number two is the quality the song. Number three is listener requests and letters. And number four is local club activity.

"People like to listen to what they know, so we try not to surprise listeners too much with new songs;

but we want to play them and we want to break them. We always try to put a new song next to a familiar one so listeners will always know a smash hit will be

Hahne has 12 records on the A list (played four times daily), 22 records on the B list (played three times daily) and another 18-30 songs on the C list (played one-two times daily). He adds no more



"Since we target a mixed audience and don't go just for young kids who want to listen only to new records, we have to be careful about amount of new material we play." - Adam Hahne

out] with some songs than others," he comments. "When you add songs as they enter the charts, you're not aware if they are going to be a classic or not.

You certainly don't know 100% of the time; but with certain quirky, novelty-type songs you can have a pretty good feeling. I knew the Bluebells's Young At Heart would have a high burnout factor, which it did, because it was one of those

Programmers Call For Increased Focus On European Artists

by Steve Wonsiewicz

The year of economic union in Europe is also proving to be the year the continent's leading EHR networks began moving toward unified support of the area's recording artists; and Europlaythe pan-European programming initiative which comprises eight of the most influential radio networks-is slowly emerging as the

Speaking during the POP-KOMM panel "The Playlist For A European Community," Europlay coordinator Charlie Prick declared, "We [members of Europlay are not aware of how powerful our position is in Europe." Prick added, "People don't believe that you can make a hit with Europlay. That's not true. You can. We're more and more seeing our songs going on high rotation. Europlay gives artists and record companies more opportunities than normal to promote European artists.

Rudolf Heinemann, head of music entertainment at German pubcaster WDR1, surprised Europlay members by announcing during the panel that the net would join Europlay. "A lot of German radio is dominated by Anglo-American music," he said. "We have to do more to introduce and promote European productions on radio, both in Germany and the rest of Europe.'

Quotas shouldn't be the way, said Heinemann. "I don't think it's a good idea to require set targets, he commented, even if it "did encourage French productions.'

Added Jan Steeman, PD at Dutch EHR public net Het Sta-

tion, "It's our obligation to promote local talent. We have a powerplay of a local artist. Europlay is the same concept but on a European level.

Commenting on Europlay artists which are too Anglo-American sounding, he said, "We [the European radio industry] are now just beginning to support European artists. Once it works, then you can start to support more challenging, local music.

Preserving Euro Music

Rafael Revert, PD at Spanish EHR net Cadena Cien, was even more vocal in the need to programme more European artists. 'We have to help local, continental artists, and Europlay does that," he said. "If not, European music will eventually disappear. It's a step-by-step process in building continental artists, and Europlay is one key step.'

Looking into the future, Pentti Teravaninen, PD at EHR Radio 100+/Tampere in Finland and creator of Eurohit Parade, a project similar to Europlay, said both initiatives should focus on Western Europe first before expanding into other territories. "Before we go into Eastern Europe, we still have to develop our Western European network first. We both still have a lot to do to improve the effectiveness of our programmes.

Despite the strong ideals stated during the panel, Machgiel Bakker, moderator and Music & Media's senior editor/director of charts, warned programmers, "Promoting continental European music on your radio station is more than just appearing on this panel. It's about a firm commitment. If you're serious about boosting the image of continental European music and you realise the power that broadcasting can have, then Europlay or any European initiative is about putting a record on heavy rotation. And opt-out clauses-something that Europlay still has-should be a thing of the past. Participating stations can not allow to pass on a record. They're either in or they're

That clause, however, has to be included, said Erik Strieleman PD at Belgian pubcaster BRTN's EHR net Radio Donna. While he is a member of Europlay, he said, "We can't put a new group into high rotation if our audience have never heard of them and the record doesn't fit our format. The band and the song have to sound familiar."

Calling for more coordination among the record companies and Europlay and Eurohit Parade, PolyGram's director of promotions/Continental European repertoire Jan Abbink said one of Europlay's biggest problems for the music industry is that "your team of people choose a different record than what the record industry chooses as a European

Without working closely with the labels on stocking decisions, We won't be able on short notice to get product into the territory to make sales impact," adds Abbink. "It's possible to get an airplay hit, but you won't get a sales hit, and that's what counts.

Viva, MTV Europe Square Off In German Music TV Debate

Roedy

The economic viability of a national music TV channel and the role of supporting German and other European artists took centre stage during the opening panel "Give Me Your Young People And You Give Me The Future" at POPKOMM.

While expressing his support for planned German cable/satellite music and entertainment channel

keynote speaker Bill Roedy, chief executive/MD MTV of Europe, said he is doubtful that such a service is financially viable. "I don't believe that a national music channel is a unique idea. The fact is that if we'd thought there was

a demand, we'd have set up a national clone ourselves. If we ever see that there is a demand we have the technical capacity to do this overnight.

Roedy also warned against targeting a young audience. "The German TV landscape is very similar to that in America a few years ago when programmers were falling over each other in their fight for young target groups. The biggest mistake is imitation instead of innovation. It is wrong to target the same TV audience that everyone wants. You have to super serve the needs of your audience and go after specifically targeted socio-economic

He added that niche stations were meeting increasing resistance in Europe from advertisers, and that "MTV Europe has

been able to sell on its brand and not on its numbers.

Addressing MTV Europe's philosophy, programming director of programming Brent Hansen commented, "Playing Germany artists on MTV is not only for the German market; it's more to spread the music on a pan-European level. We want to develop German artists in Europe and also to the rest of

the world."

Commenting Viva's programming plans, Rudi Dolezal, DoRo Productions MD and Viva investor, said, "What we want to do is more for the German-speaking market. The music scene in general should be on

TV more. Viva could help the industry develop, and will do more than the existing TV sta-

That view was echoed by Kick Musik joint MD Alexander Elbertzhagen. "Our bands like The Land and Pe Werner have no chance of being played on MTV. With Viva they'll now have a better chance. That's the reason Viva should be in Germany.

Commenting on the role of the public service broadcasters supporting Germany's artists, WDR's Axel Beyer said channels like MTV Europe make viewers "feel like part of the family. That's what makes them successful. But that's also something public station's can't do because of our obligations. We have to serve all demos."

Viva Unveils Programming Details At POPKOMM

by Miranda Watson

Viva-One word that was on everyone's lips at this year's POP-KOMM. Announced last year as an idea by POPKOMM MD Dieter Gorny, Viva arrived this year as a reality, complete with its own stand and a press conference in which the channel's first programming details were outlined. first Germany's national cable/satellite music and entertainment channel is set to launch in November backed by EMI Music, Warner Music Group, Sony Pictures Entertainment, PolyGram International and Viva Medien.

Speaking during the press con-Viva Medien MD Michael Oplesch said programming will consist mainly of a "Bits & Pieces" rotation form, with rotating pre-produced flexible pro-

gramme elements, or "Bins," with three to four videos and a threeminute "Bit" (anything from an interview, report, people, trends, music, sport environment, news).

Magazine programmes will add editorial depth and forum for discussion. "Out Now" will be a mix of videos, international pop events, past pop stars and events, longer features, news and reports. "School's Out" will target the channel's younger viewers, a one-hour magazine programme with videos,

charts and reports on everything from sport to culture and politics. Oplesch said he would contin-

ue as MD of Viva Medien, the creative committee behind the channel, but that an MD for Viva Fernsehen was to be announced

within the next two weeks.

North Rhine-Westphalia Minister Wolfgang Clement stressed that he was pleased that "such a bold and forward-thinking" idea

had been realised. "I think Viva will be a big success and I think it's important that Viva stays rooted in Germany's creative centre-Cologne." The channel is definitely to be located in the state, but the exact location has yet to be announced.

During a special breakfast meeting concerning German pop music and television, EMI Music GSA president Helmut Fest explained the importance of Viva, "Until now we have had no outlet for national artists in Germany. MTV Europe is a wonderful medium to present artists,

but it can't speak to every culture and can only support national acts to a certain extent. In Germany we don't have a video culture, partly because of high production costs and partly because very few German artists make the charts. We spent DM450.000 on a Grönemeyer video just so it would get played on MTV Europe-but this is an excep-

There is no shortage of German product, he says, but there are not enough openings on TV to promote product. New artists. said Fest, have little chance of getting on the few shows there

He made it clear that Viva will not be the TV channel of the majors, but will have the common interest of promoting German product as a whole. "It is not

our intention to make our own channel. Chauvinistic nationalism is not our goal. It is important to have as many of the record companies as possible behind the channel to achieve the right balance. The channel is far more secure than if it just had one major behind it."

Fest stressed the need to support creativity, particularly from the independent sector. "Many of the creative impulses in our industry come from independents, which do not have the financial weight that we [majors] do. In is in our interest to support them as they will be the source of videos in the future. We can't have all our videos from [Viva investor/video production company] DoRo. We need to build up the German video production culture around the



WDR Becomes More European; Debuts New Programmes

by Miranda Watson

German pubcaster WDR's push to increase the amount of national product on its networks is slowly starting to bear fruit, with the launch this month of several new programmes.

Set to debut are Top Hits

Deutschland on WDR 1 on Saturday evenings featuring a rundown of German productions and
non-Anglo-American product
compiled by Media Control.

WDR has also introduced "Pops
Beste," a weekday show featuring
twenty CDs from Europe, Africa
and Latin America chosen each
month by the WDR 1 team.

The moves follow WDR head of music entertainment Rudolf Heinemann's open letter to the music and radio industries earlier this year calling upon radio programmers to play more European music. The pubcaster has also shown its commitment to European repertoire by announcing at **POPKOMM** that it has now joined the **Europlay** radio scheme (see story front page).

Speaking during WDR's press conference during POPKOMM, Heinemann said, "WDR has been running an initiative for a few months now to Europeanise German radio. We all know of German radio programmes which don't play any German language product. The only way to get German-language product played on the radio is to buy a big advertising block. I think this situation is unacceptable, firstly because Germany is the third biggest music market in the world and, secondly, because we radio programmers have to recognise the signs

of Europeanisation elsewhere and follow suit. Look at Viva, POP-KOMM and The Animals Of Farthing Wood [a children's TV programme broadcast in over 10 different countries in native languages]; these are all examples of co-operation between different countries and symbols of Europeanisation."

Heinemann said radio programmes should feature a variety of continental-language songs, especially more French, Italian and Spanish records. World music and ethnic pop should not be neglected.

He added, "National productions should not just have a 'fair chance' of being programmed, but should constitute a good proportion of the programme." At the same time, Heinemann warned against making too rapid a change. "At WDR we are effecting these changes subtly and carefully, you can't make too drastic a change or it means loosing listeners. But you will certainly now hear more German groups [singing in German and English] non-Anglo-American and groups."

WDR [producer/presenter Hans Engel said programmers needed to go and look for titles which fit their format. "A lot of Italian and French artists which are popular in their own countries never get released over here. It is a good idea to exchange information and ideas with stations in other countries as we do with Radio Nova/Sorso and Radio France."



EUROPLAY BRAINSTORMING — European broadcasters discuss the pros and cons of the Europlay scheme (see story page 8). From I-r, Het Station/Hilversum PD Jan Steeman, Radio 100/Tampere PD and Eurohitparade initiator Pentti Teravainen, WDR1/Cologne music entertainment head Rudolf Heinemann, Charlie Prick/Europlay, Cadena 100/Madrid PD Rafael Revert, BRTN Radio Donna/Brussels PD Erik Strieleman and moderator/M&M senior editor Machgiel Bakker.

POPKOMM AT A GLANCE

VeraBra Music Group Starts Cloud Nine Label

Vera Brandes, president of the VeraBra Music Group (VMG) has added another imprint to the group's growing roster of activities with the launch of pop label Cloud Nine. According to Brandes, the BMG Ariola Hamburg-distributed label is dedicated to "artistic freedom and musical quality. We will be very selective, releasing no more than eight albums a year. Developing international careers for our artists is, however, of prime importance to us."

The first release on the new label is the album Long Pig by UK act Latin Quarter, formerly signed to Arista. Other albums on Cloud Nine include I'm Still Growing by Robbie Gordon, the former musical director of Gil Scott-Heron and Dee Cartensen's Beloved One.

VMG is the owner of labels such as Call It Anything, Intuition Records, VeraBra Records and exclusively licenses NYC Records, Go Jazz and American Clave.

Ex-A&M Exec Launches CLE For Indie Distribution

Ex-A&M Europe VP Russ Curry has launched the independent distribution company CLE together with former WMD and WEA France commercial director Gérard Lefondeur. The Paris-based company intends to offer specialist sales, distribution and marketing services as well as providing stock control and licensing of special projects. According to Curry, over 50% of retail turnover in France is achieved by the super and hyper-market chains with the rest of the business done through retail chains such as FNAC, Virgin, Nuggets and Madison; independent distribution accounts for only 12%. "Independent labels are often the lifeblood of the industry," says Curry, "and we like to service such labels, both on a national and international level."

Music Arts Network Goes New Orleans

Frankfurt-based Music Arts Network (MAN) has released the 14-track compilation Back To New Orleans in a distribution agreement with BMG Ariola Munich's import service ARIS. According to MAN MD and long-time M&M correspondent Bob Lyng, it marks the first time for a sampler to cover the wide spectrum of musical styles that the city has on offer as previously only individual titles by artists were released. National retail chain WOM will prominently feature the entire MAN catalogue (at present over 50 titles) and plans for next year include a live New Orleans Mardi Gras Revue Show, sponsored by Tabasco sauce manufacturer McIlhenny.

Back To New Orleans features brass and dixieland bands, pure and unfiltered blues and soul as well as some modern guitar recordings. Programmers interested in the sampler should contact Lyng at tel. (+49) 69.433 839; fax: 433 018.

Compiled by Machgiel Bakker

New Jazz Working Group Formed With BPW Backing

Three majors and four independent labels have formed a jazz working group with the backing of German record industry body BPW, it was announced at POP-KOMM. The jazz group says its goal is to unite indies and majors to promote and support jazz music in Germany, bringing together different views and approaches to marketing and distribution of this genre. Members of the working group include majors EMI, MCA and Polydor and indies AMMC, VMG, Aris and Inak.

At a special press conference AMMC MD and founder of the "Jazz Marketing And Distribution" working group Michael Jacoby told delegates. "Finally, jazz is represented under the umbrella of BPW. This working

group is the first of its kind in the world as far as we know. The group will bring indies and majors together, working in harmony unlike other genres. Jazz is such a hard market to crack that we need each other."

Jacoby said that in America, jazz artists are much easier to promote because of the proliferation of format radio and genre charts. "We think it is vital to establish a jazz chart in Germany to help both retailers and consumers," he said. "These charts are at brainstorm stage at the moment, but we hope to launch a trend chart sometime this Autumn. We still have to work out how to make the jazz chart dynamic when there are so many steady sellers in this genre." Jakoby added that the chart will be

published in specialist jazz and trade magazines.

The group also hopes to establish separate gold awards for jazz artists, with lower sales targets needed to receive a gold disc. "Sales are much smaller in jazz, so you very rarely see gold status sales being reached," said Jacoby. "We are recommending that a gold disc status should be lowered to 10-15.000 units for jazz."

It is also hoped that next year's Echo Awards will be extended to include special awards for jazz artists. Jakoby also raised the idea of "Jazzkomm", a jazz-only event along the same lines as Klassikomm, to inform and educate retailers.



MAKING CONTACTS — POPKOMM's Ralf Plaschke (second right) meets (from l-r) Pixelpark marketing director Stephan Balzer, M&M publisher/GM Philip Alexander and M&M marketing manager Annette Knijnenberg.



OPEN FOR BUSINESS — The POPKOMM conference in full swing.

SALES PROPOSAL WRITING AND PRESENTATION SKILLS:

Why Your Station Can't Do Without

Two of the most popular choices made by my clients for training seminars are those covering sales proposal writing and presentation skills. The reasons for this bias in their thinking is quite simple.

In an increasingly competitive selling environment, radio sales people are constantly seeking "the edge" over their station's competitors: other stations or other mediums such as newspapers or TV. In fact, of all the skills you could improve, concentrating on these two key areas would cause a dramatic increase in results.

In this article I want to concentrate on the larger clients, but in fact the principles hold good for clients of any size, particularly if you are keen to build a long-term relationship with them and not just hit them hard once just to get you to that next big target. The trouble with larger accounts is that the whole sales cycle is taking longer; an average of five calls are necessary to close a deal where in the '80s three calls were sufficient. Clients are more cautious nowadays because money is tighter. More people are brought into the decision making process and, the client's knowledge of competitive media is far greater.

Far too often radio people spurn the opportunity to take a written proposal and present it professionally to the client. If you ask the sales people concerned they say things like, 'The trouble is that I'm fine when it's one to one but as soon as the odds alter, I fall apart!'

What I want to do in this article, is to give you some of the basics of both good proposal writing and presentation skills so that you might dramatically improve your sales results almost immediately.

Proposal Writing

A couple of years ago, when I was in America at an RAB seminar, I attended a session on proposal writing led by Mike Mahon of the RAB. It wasn't a flash presentation but it was very clear and concise and in this section I want to share with you some of the points he made which I use with my clients today.

Why use written presentations?

- 1. It will impress your client with the extra effort and time you have given to him giving you extra credibility and putting you a cut above other sales people.
- 2. It will show the client that you understand his particular marketing problems and show him you are there to help, not just to "sell".
- 3. Creating the presentation will help you to methodically analyse and solve client problems. For experienced sales people it focuses attention on coming up with a logical plan to address specific client needs. For newer sales people it forces them to get help from management or senior sales colleagues, correcting errors internally and not in front of the client.
- 4. The planning should allow you to make your presentation clearly and logically.
- 5. It allows you to "teach" your client about radio and your station in a controlled way. Far too often the whole presentation is about you and your station, which is in reality of little relative importance to the client.
- 6. Creating a logical presentation keeps possible "stall" objections to a minimum.

7. Most importantly, you stay "in charge" of the presentation, which can be a great confidence builder for both new and senior sales staff alike.

8. If created properly, a written proposal should make closing a logical conclusion to the presentation.

Basic Six-Section Proposal

During my time in radio I have seen some hideous examples of what was supposed to represent a written proposal, ranging from a single sheet of paper full of numbers and prices to massive 30-page documents telling the client how wonderful the station is and failing to mention the client, apart from asking for his signature at the end.

So try this simple formula covering a maximum of six single sheets, with the following headlines:

■ Page 1—Consultancy Recap

Three-five problem points from your first meeting (make them problems you can solve).

■ Page 2—Your Market

Use information from the first meeting and subsequent research obtained to demonstrate your understanding the impact of problems from page 1.

■ Page 3—Why Radio

Key points that show how our medium is the best logical choice for solving those client problems addressed in page 1 and 2.

■ Page 4—Why Your Station

Key points that show the specific role your station can play in solving those client problems (particularly relevant in a competitive radio market that allows you to sell your USPs).

■ Page 5—Suggested Strategy

A brief summary of the problems, solutions, logic and specifics of the suggested schedule. Please, not just computer generated rubbish.

■ Page 6—Agreement

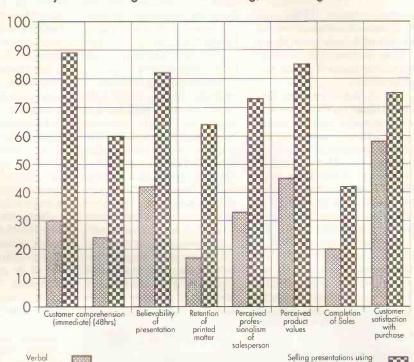
A firm contract that outlines all the obligations of the client and the station.

If you must put lots of station information, testimonials etc., put it in the appendices at the back. If things have gone really well the client may even read it, but don't hold your breath.

Presentation Skills

Having written this proposal, the trick is to be able to present it professionally. One tip I learned some time ago is to always use a loose leaf type presentation, even if it's one-on-one. In this way you only show the client what you want him to see and, very importantly, you retain control without losing eye contact for too long a period of time. Simple as that point is, bound presentations are handed over to clients every day. You begin your presentation and what is the client doing? Yes, that's right, flicking to the back of your work of art to see how much you are

Analysis Of Selling Effectiveness Using/Not Using Sales Tools



This chart shows the difference between choosing to use sales aids (written presentations) as a composite part of the presentation or not. The research is American - the conclusions are obvious.

going to sting him for! Whatever you say from that moment on is, potentially, lost.

So why is it then that perfectly capable sales people can turn to jelly just at the thought of doing a group presentation? In fact, research shows that the average person fears public speaking more than they fear death. There is a saying, "The brain starts working the moment you are born and stops working the moment you stand up to speak in public." A lot of it is down to presentation or lack of it. Frequently, people put a lot of effort into preparing a presentation, don't bother to rehearse it and then wonder why things go less then smoothly. Radio people as a breed are good instinctive performers but unfortunately the "shooting from the hip" brigade is beginning to get left behind in the more sophisticated sales environment in which we now find ourselves.

The ability to stand up and speak in public brings a disproportionate level of admiration and respect from your audience. It is a fact that bosses make subconscious decisions about the promotion prospects of subordinates on seeing them present. These skills are not just to impress and win business from your clients; but once you know the basics, to get up and control a meeting or presentation.

Script Preparation

It was Mark Twain who said, "It usually takes me three weeks to prepare an impromptu speech." Preparation is vital. Try this formula:

- List ideas at random on loose cards.
- Put the cards into a rough running order.
- Read them aloud with a stop watch.
- Reject superfluous material.
- Read out aloud again.
- Prepare professional cards.
- Prepare supporting visuals.
- Rehearse the process with a colleague.

Method of Presentation

I favour overhead projector for a presentation, because the acetates are easy to create and the control facto is very high. However, very few stations I deal with have their own machine, but as they retail at about \$300 (in the UK), you may consider buying your own. Additionally, you don't even need a screen, just a wall to project onto.

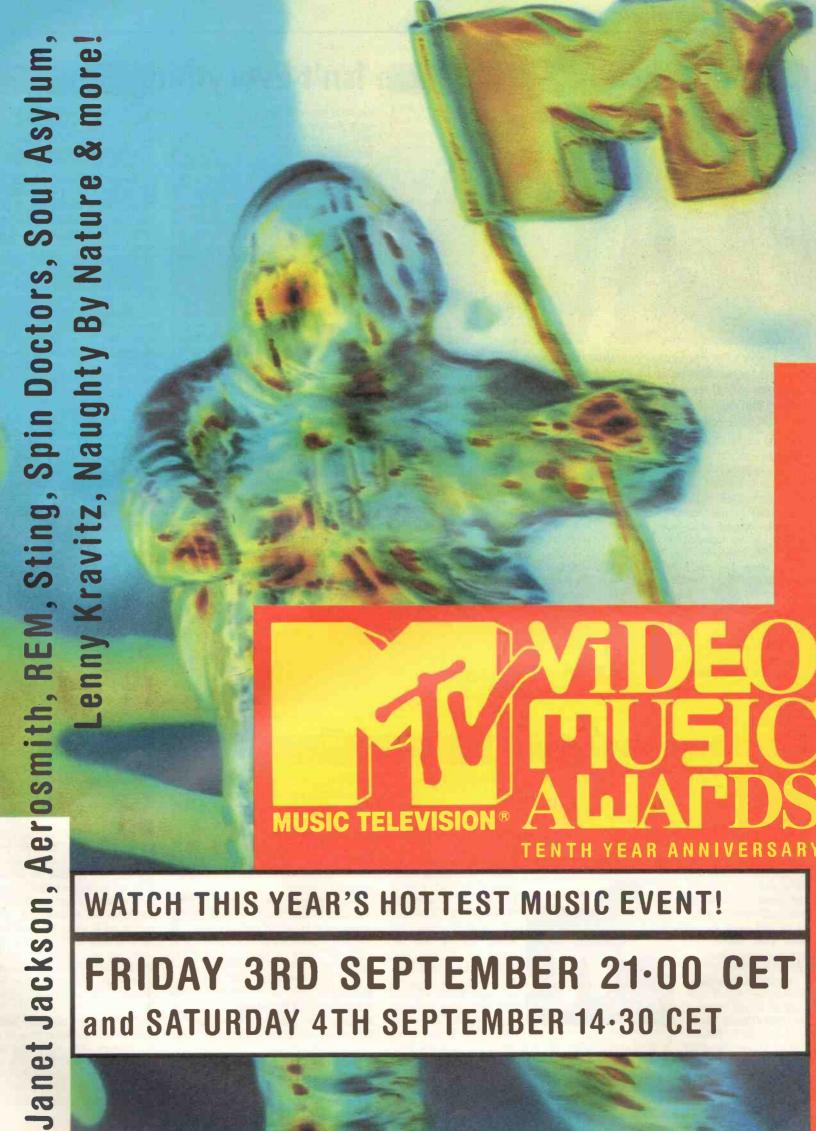
You can use slides but they are expensive and difficult to update when new material is to be added, plus you lose eye contact and very often people only get to see the back of your head as you stare at the screen.

Flip charts are alright but you need time to create sharp visuals and, of course, once you flip the page the whole page is on show, which may lose you control.

We haven't time to go on to talk about voice preparation, the various styles of presentation, introduction and ending, or all the other nuances of this much under estimated skill. But suffice to say that if you did nothing else other than concentrate your training on these two areas of proposal writing and presentation skills, revenue would automatically rise. Try it.

TONY GRUNDY owns broadcast sales specialist and management consultancy Communicate Now. Grundy has been in the broadcast industry for 18 years, during which time he was sales director at Radio Aire/Leeds and MD at Radio 210/Reading. He was also named deputy MD when Radio 210 merged with GRW/Bristol in June 1989. He can be contacted at tel: (+44) 491.873.185 or fax: (+44) 491.875.180.

performances by



FRIDAY 3RD SEPTEMBER 21-00 and SATURDAY 4TH SEPTEMBER 14-30 CET

Coming Back Big With "Size Isn't Everything"



When the Bee Gees release their new album "Size Isn't Everything" (Polydor) on September 13, it will be a classic case of bringin' it all back home. The three brothers Gibb, who have already sold over 100 million records and enjoyed unparalleled international success in the '60s, '70s and '80s, have resigned with PolyGram (following three albums for Warner Brothers) and are now set to stamp their class on the '90s.

EUROPE

by David Stansfield

From their first international hit single New York Mining Disaster, the Bee Gees have delivered a seemingly never-ending stream of timeless classics including Massachusetts, Stayin' Alive, Words, How Can You Mend A Broken Heart, To Love Somebody, Night Fever and Jive Talkin'. The list of artists who have recorded cover versions of Bee Gees songs ranges from Al Green to Janis Joplin and Elvis Presley to Sarah Vaughan.

Despite undisputable super status, the Bee Gees have no intention of resting on their collective laurels when it comes to promoting Size Isn't Everything and the album's first single Paying The Price Of Love, released on August 6 and already moving up quickly in

the EHR Top 40 chart.

PolyGram International marketing director for pop repertoire Mike Allen, stresses that it's vital for any priority act or artist signed to his company to give commitment. He's happy to report that the Bee Gees are giving that and more.

"One of the great things about this project is the fact that the European set-up promotion has already been done," he says. "For an act that has been around so long and is so big, it's great. They came over from the US well before the release and put it all together."

Putting it all together before the release of the single and the soon to be released album was very important to **Polydor UK** head of international marketing **Lindsay Brown**. But he says the Gibb brothers co-operated fantastically. "We sat down with them and said we needed to start work very early because of the press deadlines. We asked for them for a week here or two weeks there and they said they'd give us a month!"

The Bee Gees spent an initial 16 days in Europe which started with a media invite to the UK home of **Robin Gibb** where key European press and radio stations listened to the album and interviewed the act. "There are not many artists who will give you that degree of co-operation," says Brown. "And when we offered the invite to European media they found it difficult to believe that they could actually meet the act at Robin's house."

A second phase of promotion which starts on September 8 includes around 14 key TV appearances throughout Europe. great about that is the fact that given the scarcity of TV opportunities in Europe, the kind of response that the Bee Gees name still gets from TV programmers is amazingly high," explains Allen. "What we're taking on with the return of the Bee Gees in European terms is an act whose strength in Germany has been and remains phenomenal but in the rest of Europe is not quite so great. We obviously want to maintain and even improve our position in Germany and bring other markets to that level. All other territories wanted them for TV and they're the right kind of shows for them. They are shows that cover wide age ranges and that's the key. The Bee Gees don't just appeal to the older generation. There's a younger fan base that's being educated to Bee Gees music because it's timeless. You hear it on the radio all the time but it's not trendy. It's music of today.

Brown says the album is being marketed right across the board with a target audience of 12-45. The 12-track album embraces many musical genres which range from the dance grooves of *Paying The Price Of Love* and *Anything For You* to the rich harmony filled pop song *Kiss Of Life* or the power ballad

For Whom The Bells Toll. A big budget video featuring hologram technology has already been shot for the single The Price Of Love and the album bulges with potential follow-up singles.

Germany has always been a good market for the Bee Gees. The act's last album for Warner, *High Civilization*, went platinum with sales of 500.000 units and the brothers Gibb can fill 18.000 plus concert venues with relative ease.

Michael Eberhardt, senior product manager at Polydor/Hamburg confirms that the new Bee Gees project is one of the biggest for the German company this autumn. The single has already sold 16.000 units. "That's a very good result for a single these days," he comments. "We've suffered the same low market as the UK so we're extremely happy that this new Bee Gees product is being received so well in this country, not only by retail but also by radio."

Eberhardt confirms that national monitoring service Media Control's half-week survey (dated August 16) showed 54 plays. "That's quite amazing and we expect the single to enter the Top 100 Airplay charts next week. The singles market in Germany is generally slower than the UK's. We work with 45 stations but don't have national radio. When a single gets playlisted on BBC Radio 1 FM in the UK you can be almost certain that it will chart. We need to build and that takes time."

Polydor will invest in a nation-wide poster campaign followed by two radio advertising campaigns in October to promote the album. The Bee Gees will also appear on the prestigious "Wetten Das?" TV programme on September 18 which Eberhardt says has regular viewing audiences between 25-30 million people.

Radio is important to Allen, Brown and the Bee Gees themselves. "The brothers are troopers and know what they have to do," says Brown. "They appreciate how important radio is and have so far done well over 60 station IDs. Not everyone would do that. And, while there's nothing unusual or innovative about radio promotion for the single, various mixes have been produced and we've taken the record to radio with a great deal of confidence. So far that confidence has been justified."

Allen adds, "There's no point in plastering the word Bee Gees on street, magazine or retail outlet posters unless it's backed up with a strong radio presence for the new record. What the campaigns basically suggest is that the confidence is there in terms of radio. The campaigns are focused very hard on the recognition factor of the name Bee Gees in the knowledge that as we come out with the album and those campaigns we're going to be all over radio with a new record which is unmistakable. Even if you don't hear the DJ announce it, it couldn't be anyone else. It's the Bee Gees."

The Bee Gees may have bounced back into business but they've done so with heart. The brothers Gibb are putting together an international benefit concert to be staged later this year for the children of Bosnia. The proceeds will be donated to a trust specifically set up to bring long-term relief to victims of the civil war.

Clouseau Shake Off National Character

BELGIUM

by Wally Cartigny

Remember Close Encounters, the first big European hit for Belgian band Clouseau? That song was actually a translation of the

band's big Dutch-language hit Daar Gaat Ze. Enjoying the success they had with their previous albums, the three band members decided to stick with English lyrics when making their new upcoming album, In Every Small Town.

The album's international character doesn't only come out through the lyrics, says EMI Holland international manager for Benelux

product Danny Friedrich. "It is a very diverse album," he says. "It includes a few very strong-sounding pop rock songs, along with a couple of ballads which are real soft and smooth. But the most important thing is that the music has hit potential. With this

album, Clouseau should become a successful European act."

Over the last view years, Clouseau became a big selling act for their record company, their biggest fans consisting mainly of young girls. The new album *In Every Small Town* won't ignore this fan group,

claims Friedrich, but is also expected to reach a much broader audience. "Everyone who likes pop will probably like the album. It's not only the music, but also the visual aspect which should draw big crowds. The charisma of singer Koen Wauters will still attract a lot of young people, and what's more, he is an animal on

stage. His personality is exactly the extra touch necessary for helping the band to grow big."

Hopes from EMI that the new, Englishlanguage Clouseau will be a success appear to be turning into reality, as the first single of the album, *Live Like Kings*, reached the top 10 in Belgium and also entered the charts in Germany. To make sure people get used to what could be called "Clouseau, Chapter Two," the band will play their music live as much as possible. Not only will there be a European tour, but Wauters and his colleagues will also do some extraordinary things for promotion.

Adds Friedrich, "On September 25 they will travel by train through Holland, playing unplugged at 11 railway stations in one day. They'll start out in the south in Maastricht at 6.30, and finish in Groningen at 19.00 hours."

- Signed to: EMI.
- Publisher: **EMI Publishing**.
- Management: Linda van Weasberge
- New album: *In Every Small Town*, released September 13.
- New single: *Take Me Down*, released September 6.
- Producer: Derek Nakomoto.
- Concerts: A European tour will start at the beginning of 1994.

Marketing The Music: Artists featured have either achieved Top 15 chart status in the Eurochart or in their country of origin.

SINGLES

RICK ASTLEY

The Ones You Love - RCA PRODUCER: Gary Stevenson/Rick Astley

An R&B-flavoured pop song with an uplifting, gospel-tinged backing that fully utilises Astley's decisive vocals. From the forthcoming Body & Soul album, this track should have no problems alluring the EHR format.

CARTER USM

Lean On Me I Won't Fall Over - Chrysalis D/EHR/A PRODUCER: Sex Machine/Simon Painter A raving, anthemic song cast in a swirling, boisterous production that will initially scare off EHR programmers. Repeated

plays will do wonders though.

D:REAM

Unforgiven - Magnet EHR/D PRODUCER: D:Ream/Tom Frederikse Although it already peaked in the UK, this throbbing, head-bobbing track is infectious and could go far on the Continent.

NANCY GRIFFITH

Across The Great Divide - Elektra ACE/C PRODUCER: Jim Rooney

A lovely and neatly produced country pop ballad that quietly paces along and manages to keep momentum all the way through. A bright moment on ACE is guaranteed.

Pink Cookies In A Plastic Bag... - Def Jam EHR/D/A PRODUCER: Marley Marl

Although rap never made such an impact on European radio as in the US, EHR programmers are wise to check this very flowery rap track. The slow and drooping rhythms form the perfect backdrop for LL Cool J's casual but articulate vocals.

NIKKO & THE PASSION FRUIT

EHR/R She's Ignorant - Polydor PRODUCER: Nikkolai Weidemann

German singer/songwriter/producer Nikkolai Weidemann with a poppy and racey '60s song which features some supple rhythm guitars and a slightly psychedelic chorus. Very programmable.

IGGY POP

R/EHR Wild America - Virgin PRODUCER: Malcolm Burn

Ever the wild child, Pop rages and rocks his way through a relentlessly hard-hitting rock track. From the forthcoming album American Caesar.

SUZI QUATRO

Fear Of The Unknown - Polydor PRODUCER: Mike Chapman

Chapman's pristine production continues to match Quatro's understated vocals. A medium-paced composition with a compact chorus that EHR programmers will find easy to playlist.

QUAZAR

Unity - Seven Stars Records D/EHR PRODUCER: MG/Cycle

An uncommonly compact dance record that boasts such a well-developed melody and has such a non-intruding overall mix that it could easily fit the EHR formats as well.

STONE TEMPLE PILOTS

R/EHR Plush - Atlantic



PRODUCER: Brendan O'Brien

Taken from the two million-selling US album Core, this track is probably the best example of grunge getting mainstream acceptance. The guitars are brooding and sluggish, but the refrain takes the song right into EHR. Dutch EHR radio is already convinced; who follows?

URGE OVERKILL

Sister Havana - Geffen R/A/EHR PRODUCER: The Butcher Bros.

Here's a Chicago-based band that dwells in '60s guitar pop, golden hooks and the most ardent 12-bar riffing. This release can be a good excuse for programmers to start playing the excellent and highly entertaining Saturation album again.

EARTH, WIND & FIRE

BOB DUHNE

707.584 1512.

DUNAJ

Sings - Galaxy (EP) (US)

PRODUCER: Bob Duhne

Sunday Morning - Reprise EHR/D PRODUCER: Maurice White

Following a long career with Columbia, the band returns to the Warner Brothers fold for whom they recorded their first two albums in the early '70s. This funky track amply showcases their trademark of glowing vocal harmonies and intricate rhythmical abilities.

Every day a Sinatra comeback is

announced, but to no avail so far. Forget

"ol' blue eyes" for a while and try another

voice in the same genre. Contact tel. (+1)

The apocalyptic music of Captain

Beefheart and Pere Ubu has infected these

Czech avantgardists quite heavily.

Alternative radio could surely do with a

sincere new representative in this difficult

category. Contact Zbynek Knobloch at tel:

Dudlay - Bonton (CD) (Czech Republic)

PRODUCER: Borek Holecek

ALBUMS

JOHN HIATT

Perfectly Good Guitar - A&M R/EHR/A PRODUCER: Matt Wallace

Hiatt manages to keep his solid songwriting intact while considerably toughening his sound. The band Hiatt put together consists of people who might as well be his children but they play with a vigour rarely heard. Although the album's consistency in songwriting does not facilitate picking stand-out tracks, programmers should check out Cross My Fingers (the current single), the John Fogerty-like slow blues Old Habits, the rousing opening track Something Wild and the haunting The Wreck Of Barbie Ferrari.

AIMEE MANN

Whatever - Imago

Nimee Mann

PRODUCER: Jon Brion/Tony Berg

Mann enjoyed a brief spell of success in the mid-'80s as singer with Epic band 'Til Tuesday. Eventually without a record deal, Mann used the opportunity to experiment a great deal. She ended up with a batch of extremely personal songs in general dealing with love gone wrong. Her eccentric vocal style is set against wayward musical arrangements (a left field Fleetwood Mac comes closest for a description), that confuse, charm and calm at the same time. A delight

ecstasy, keyboard wizzard Alston Koch

hypnotises you with monotone house nois-

es. You're lost, they'll get you in no time.

Contact Lorna Hastings at tel: (+44)

for the more progressive pop programmer. Best: I Should've Known (already picking up cautious airplay in the UK, Holland and Finland), Put Me On Top and Say Anything.

MICHAEL MCDONALD

Blink Of An Eye - Reprise ACE/EHR PRODUCER: Russ Titelman/Michael McDonald Supported by a cast of top flight studio musicians, McDonald handsomely works himself through this set of fine, mostly self-written tunes, of which the arrangements are at times reminiscent of the more recent efforts by Steve Winwood. Tunes like the opening I Stand For You with its poignant reggae beat and instantly memorable chorus, the upbeat I Want You and the breezing No More Prayin' are likely to be embraced by Hot ACE and EHR programmers alike.

BAD BRAINS

A/R/EHR

Rise - Epic PRODUCER: Beau Hill A/R

R/EHR

Even though this is their major label debut and also the first time that they are working with a producer best known for his work with such AOR stalwarts such as Ratt and Warrant, Bad Brains haven't lost a bit of their drive and energy, nor have they ever sounded so good on record. From the bonecrushing title track, to the closing ballad Without You, which should help them win some fans at more conventional rock outlets, they travel through familiar territory.

WILL DOWNING

Love's The Place To Be - 4th & B'way ACE/D/EHR PRODUCER: Various

The real forte of this soul singer is his ability to deliver the goods on the ballads. And there are enough of them here; songs like Do You Still Love Me, Break Up To Make Up and especially the duet with Rachelle Ferrell, Nothing Has Ever Felt Like This are just a few fine tracks tailor made for latenight "quiet storm" programmes.

ROBIN ZANDER

Robin Zander - Interscope PRODUCER: Jimmy Iovine/Robin Zander

The Cheap Trick frontman's solo debut boasts a bewildering array of different styles, although the respect for "the song" always remains the focal point. Zander not only proves to be a very able songwriter himself, he also knows how to pick songs by others and turn them into something of his own. Maria McKee's Show Me Heaven, on which she also duets, gets a second life while Neil Young's I Believe In You is another treat not to be missed. Among the originals, I've Always Got You, co-written with Mike Campbell and J.D. Souther, the sparse ballad Emily and Reactionary Girl are among the other highlights.

SISTA ROSA

MUSIC MARKET PLACE

World's Gone Crazy - Source (UK) PRODUCER: Sista Rosa

71.229 6286; fax: 71.229 4810.

Three lads plus one sista from Ipswich have picked up the flair(s) of black masters Kravitz and Prince. The three tracks on this EP are enough reason to disturb the peace at every major label. Contact tel: (+44) 71.229 0228; fax: 71.229 6687.

SNAKES PARADISE

Love Got Wings - Underground (Sweden) PRODUCER: Not listed

The forbidden fruit as provided by this Swedish hard rock quintet tastes like Bon Jovi in the Slippery When Wet period. He who dares takes a bite, contact Roy Colgate at Warner Chappell Scandinavia at tel: (+46) 8.755 1210; fax: 8.755 1596.

GIN BLOSSOMS

New Miserable Experience - A&M A/R/EHR PRODUCER: John Hampton/Gin Blossoms

The best way to describe this Arizona fivepiece would probably be The Byrds on a rocket fuel. Even though the album packs a walloping punch the band never loses their keen sense of melody. Songs like Allison Road, Hey Jealousy and Lost Horizons are prime examples. Highlight is Cajun Song which features cajun star C.J. Chenier on accordion.

(+42) 2.766 382; fax: 2.766 204.

I Want Your Love - Equity (UK) PRODUCER: Tambi Fernando

While the witch-Michelle Farrugiatries to seduce you with love, passion and

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

Station reports include all new additions to the playlist, indicated by the abbreviation "AD." Reports from viation "AD." Reports from certain stations will also include a "Power Play" (PP), a track which receives special emphasis for the week, as well as featured new albums indicated by the designation "AL." Within each country, stations are grouped by ranking and listed alphabetically, Rankings include: Platinum (P), Gold (G), Silver (S) and Branze (B). All playlists must be received by Monday at 13,00 hours CET. Monday at 13.00 hours CET.

GERMANY

ANTENNE BAYERN/Munich P

rkus Steinkuhl - DJ/Produce

Markus Steinkuhl - DJ/Froauce Power Play: Alexander O'Neah- All That Billy Joe! The River Of Kid Safari- I Don't Paul Bennett- This Is Tino Turner - I Don't Wanna UB40- Falling In Love

A List:
AD Prinzen- Alles Nur Geklout

Dannii Minogue This Is It Juan Luis Guerra Frio Frio Keely Hawkes- In Our Time Madonno Rain
Proclaimers- I'm Gonna Be
Rod Stewart- Reason To Believe
Runnig- Greatest Flame
Wally Warning- All My Loving

HR 3: GRAFITTI/Frankfurt P

Markus Hertle - Producer

HR 3: LEIDER GUT/Frankfurt P

EHR/Dance Markus Hertle - Producer Power Play: AD Bitty McLean- It Keeps Rainin'

AD bee Gees- Paying The Price Leila K-Slow Nice Device Cool Corona Proclaimers- I'm Gonna Be Shara Nelson- Down That Road Sub-Sub- An'ti No. Love UB40 · Higher Ground

RADIO FFH/Frankfurt P

dreas Karczewski - Head Of Music

: Bandit Zeit Fuer Mich Chaya- I Feel My Heart Daryl Hall: In A Philly Mood Diesel- Come To Me Kid Safari- | Dan't Undercover- Lovesick Wynonna Judd- Tell Me Why

Jeff van Gelder - Head Of Music

AD 4 Non Blandes What's Up A-Ha- Angel In The Snow Gabrielle- Dreams
Rick Astley- The Ones You Love
Smokie- Naked Love Soul Asylum-Runaway Train

SWF 3: POPSHOP HITLINE/

Jörg Lange - Producer A List: Scorpions - Alien Notion Soul Asylum - Runaway Train

EHR
Hons Engel - Producer
Elmar Metz - Producer
A List:
AD Ava Cherry- Gimme, Gimme
Bee Gees- Paying The Price
Big Light Let's Start
Choko Demus & Piers- She Don't
Federaces, The Jakobe Enforcers- The Joker John Hiatt- Crass My Leila K- Slow Lenny Kravitz- Heaven Help Little Angels- Sail Away Loft- Summer Summer Lulu- Let me
OMD- Dream Of Me
Paul McCartney- Off The Ground
UB40- Higher Ground

WDR 1: HIT CHIPS/Cologne P

er Hoffmann - Producer

t:
Basic NRG- Rhythm Of Delight
Billy Idol Adam
Bitty McLean- It Keeps Rainin'
Boney M- Ma Baker
Grooveminister- Die Dinosaurie

National Galerie Himmelhool

WDR 1: SCHLAGERRALLYE/Cologne. P

Wolfgang Roth - Producer A List: AD Boney M- Ma Baker

Boney M- Ma Baker
Breeze: We Take Care
E.W. &E. Sunday Morning
Grant Miller Stranger In My Life
Kaimzein-Kling Klong
Maria McKee: I Can't Make
M.Ch. Corpnette: Fleel Lucky
Nice Device: Cool Corona
Philip Boa & Voodoo Club Fiesta
Pretty Molis & Hi Lin't Prinzen: Alles Nur Geklaut Proclaimers- I'm Gonna Be Reim Banditen Dies Ist Hip Hop Stoppok- Wetterprophet Thunder- Like A

BERUN 88.8/Berlin G National Music

Jürgen Jürgens - Head Of Music

:
Al Martino-Spanish Bollerina
Barbara Feltus' You Make Me
Blaue Engel: Kleine Sünden
Honne Holler-Einmal Noch In
Petra Zieger: Ist E Nicht
Taran-X. Ist Am Ende
Tomny Strien: Rei Dir Hab'
Wolfgang Ziegler- Als Du Noch
Wolfgang Petry: Sehnsucht Noch

ENERGY/Berlin G

Holger Richter - Music Dir

B List:

AD Ace Of Base: Happy Nation
Jungle Book: Jungle
M People: One Night In Heaven,
Madonno: Rain
Soul Asylvim: Runaway Train
Tasmin Archer: Somebody's
U 96: Night In Mation

HIT RADIO N 1/Nuremberg G

Cetin Yaman - Prog Dir Power Play: AD Urban Cookie-Glamourously

HUNDERT 6/Berlin G

AD 4 Non Blandes- What's Up Al Martino-Spanish Ballering Alexander O'Neal- All That Alexander O'Neal - All That Cinernafic- Unser Lied Hanne Haller Einmal Noch In Nice Device Cool Corona Papa Winnier You Are Paul McCarthey- Off The Ground Strandjungs- In Meinen Herz Wolfgang Petry- Sehnsucht Nach

OK RADIO/Hamburg G Oliver Weiberg - Head Of Music

Power Play:

AD E.W.&E. Sunday Morning
B List:

Bitty McLean: It Keeps Rainin' Lenny Kravitz: Heaven Help Sydney Youngblood: No Big Dea UB40: Higher Ground

ORB/FRITZ/Potsdom G

Bernd Albrecht, Frank Menzel Jens Malle - Music Prog

B List:

AD Bitty McLean: It Keeps Rainin'
G2: Was Geht Ab?
Nice Device: Cool Corono
Robin Zander: I've Always Got
Take That: Pray
Toten Hosen: Alles Aus Liebe
Waterboys- Glostonbury

RADIO 7/Ulm G

Alex Naumann - Head Of Music

AD A-Ha- Angel In The Snow Andrew Strong There Ain's Blove Engel-Kleine Sünden Carry & Ron-Mission Jean Shy- Ready for Love Jomanda- I Like It Jomander Like II
Kelly Family - No Lies
Lenny Kravitz Heaven Help
Prinzen - Alles Nur Geldout
Sode-Cherish The Day
Shanicer Ifs For
Strandjungs - In Meinen Herz
Toni Braushor - Another Sod
UB40 - Higher Ground
Unitone Rockers/Steel-Children

RADIO ARABELLA/Munich G Notional Music Karl-Heinz Schweter - Prog Dir A List: AD Angela Wiedl- Mama Teresa

Oui 3- Break From The Prinzen- Alles Nur Geklaut Swimming The Nile- Heart

It's happening:

Their new hit single »Nightswimming« from the smash album »Automatic For The People«

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r.s. 2 OK Radio RIAS 104.6 APR

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Radio Regenbogen

Gaby Albrecht Ewige Liebe Karina Kim- Beim Nöchsten Mar Oliver Frank- S.O.S. Am Strand Wildecker Herzbuben- Trink Der

Annabel Lamb Pistols At Dawn Incognito- Still A Friend Mariah Carey- Dream Love Richard Darbyshire- This I Whitney Houston- Run To

RADIO GONG/Nuremberg G

Peter "Marc" Stingl - Music Dir

Power Play:

AD Daryl Hall- In A Philly Mood
Paul McCartney- Off The Ground

AD Jungle Book-Jungle
M People- One Night In Hea

AL John Miles

Uwe Spörl - Prog Dir Ludwig Schieffer - Prog Dir A List: AD Banana P.S.- King Arthur

Buzz Hood Satisfaction
Janet Jackson: If
JFK-Ensemble- Bright Eyed Toten Hosen- Alles Aus Liebe Weather Girls- Can U Feel It

RADIO SALÜ/Saarbruecken G

Brigitte Barthel - Music Mgr

Alexander O'Neol· All That Haddaway Life Hooters- Bays Will Kim Wilde If I Can't Lenny Kravitz- Heaven Help Take That- Pray

RADIO XANADU/Munich G

Rock Stevie Höper - Head Of Music

st: Iggy Pop- Wild Pretty Maids- If It Ain't Robin Zander

RB 4/Bremen G Axel 5ammerfeld - DJ/Producer

AD Bad Boys Inc. - Don't Talk About

B List:

Aurich Carey: Dream Lover

B List:

Dary Hall: In A Philiy Mood
Diesel: Come To Me
E.M.&F. Sunday Marning
Incagnite Still A Friend
Jade: I Wanna
Leila K- Slow
Lenny Kravitz: Heaven Help
L Lau JiM. One: Somebody
M.Ch. Carpenter: I Feel Lucky
Nite Device: Cool Corona
Poul McCartey: Off the Ground
Paul Weller: Sunflower
Peacock Poloce: Man In The
U2-Stay
Undercover: Lovesick
Vernan: What Will You Do

Kiel: G

Stephan Hampe - Head Of Music Power Play: AD Yazz/Aswad-How Long

AD Yazz/Aswad: How Long
A List:

AD Eros Ramazzotti- Un'Altra
Freddie Mercury- Living On
Take That- Pray
Whitney Houston- Run To
AL Pur

SDR 3/Stuttgart G

ever Play:

2 Unlimited- Faces
Bee Gees- Paying The Price
Katrina And The Waves
Sheena Easton

RADIO F/Nuremberg S

Ziggie Hoga - Prog Dir

A List:

AD Bee Gees- Paying The Price
Nicki- Was Wärst Du Ohne Mi
Nitty Gritty Dirt Band- I've Been
Resitess Heart- Mending Fences
Tim Finn- Persuasion

Andy Wenzel - Head Of Prog

Power Play:
4 Non Blondes- What's Up
Ace Of Base- Happy Nation
Haddoway- Life

A List:
AD Madonno-Rain
Take That- Pray

B List:
AD Gloria Estefan- Mi Tierra M People One Night In Heaver Tim Finn Persuasion RADIO UNDAU/Lindou S

Jens Bohm - MD

Jens Bohm - MD
Power Play:
AD Herman Hermits- No Milk Today
A List:
AD Crosby/Collins- Hero
B List:
AD Chaya- I Feel My Heart

Martin Schwebel - Music Dir Power Play: AD Barbara Feltus- You Make Me

AD Johnny Logan: Celebrate And Win UB40: Higher Ground

B List:

B List:

AD Bee Gess- Paying The Price
Curt Smith- Calling Out
Fischer Z- The Peaches
Incognition Still A Friend
Klaus Hoffmann- Wir Leben Nach
Latin Quarter- Like A Miracle
Lenny Kravitz- Heaven Help
OMD- Dreom Of Me
Shanicies It's For
Sydney Youngblood- No Big Deal
Undercover- Lovesick

RADIO CHARIVARI/Nuremberg 8

Mathias Hofmann - Music Dir

A List:

AD Billy Joel- The River Of
Paul McCartney Off The Ground
R.E.M.- Nightswimming

UNITED KINGDOM

96.4FM-BRMB/Birmingham P

Clive Dickens - Program Manager AD Chaka Demus & Pliers - She Don't

Ian Wright- Do The Right Thing Joey Lawrence | Can't Help Joe Roberts- Back in My Kate Bush- Rubberband Kate Bush- Rubbertand Girl Kenny Thomas- Trippin' On Lulu- Let me Mary J. Blige- Real Love Paul Weller- Wild Wood Pogues- Tuesday Morning Sybil- Stronger Together Tony! Toni! Tone!- If I Had

ATLANTIC 252/London P

Paul Kavanagh - Prog Dir

ist:
Apache Indian: Boom Shack
Culture Beat: Mr. Yorin
Joey Lawrence: I Can't Help
Pogues: Tuesday Morning
Tasmin Archer- Arienne
UB40: Higher Ground

BBC RADIO 1/London P Paul Robinson - Prog Dir

A List: AD Culture Beat- Mr. Vain

B List:

AD James - Sometimes

Kote Bush - Rubberband Girl

Levellers - 100 Yearn Of Solitude

Meothad - Good Girls Go To

Pet Shop Boys - Go West

Sking - Shape Of My Heart

Sybil-Stronger Together

BEACON RADIO/Wolverhampton &

Peter Wagstaff - Prog Dir A List: AD 2 Unlimited Faces

Ali & Frazier- Uptown Top Apoche Indian- Boom Shack Beverley Craven Love Scenes Bon Javi- I'll Sleep Curiosity: Work It Out Deborah Harry: Strike Me Pink Deborah Harry- Strike Me Pi Don E- Crazy Duran Duran- Too Much Expose- I'll Never Jamiroquai- Emergency On Joe Roberts- Bock In My Kenny Thomas- Trippin' On Lulu- Let me New Order- World New Order- World
Pogues- Tuesday Marning
Rick Astley: The Ones You Love
Rob'N Raz- Clubhopping
Sting: Shape Of My Heart
Suzette Charles: Free To Love
SWV- Right Here

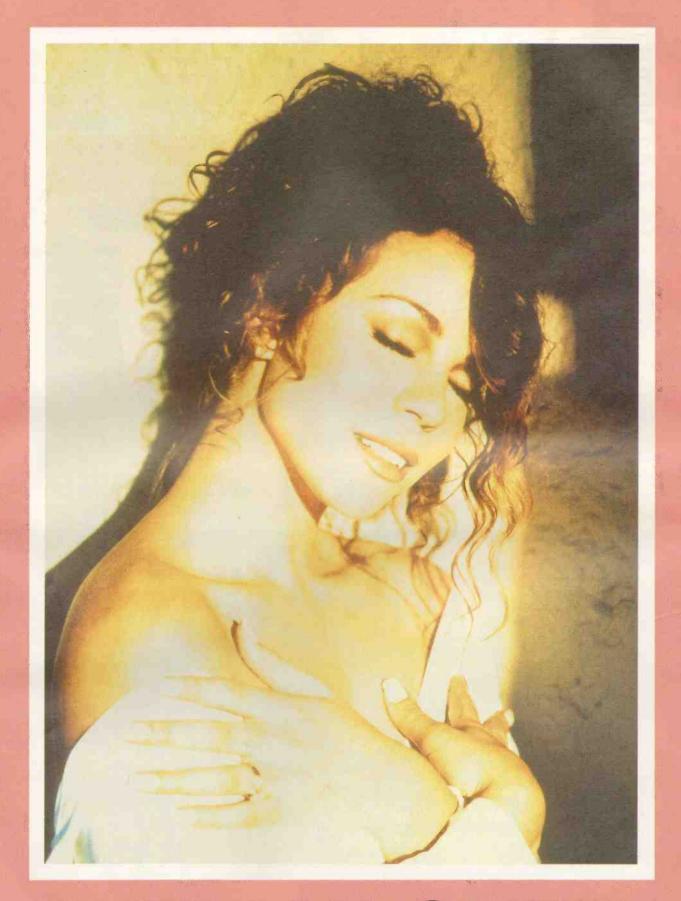
CAPITAL FM/London P Richard Park - Prog Contr

AD Chaka Demus & Pliers- She Don't Kate Bush- Rubberband Girl Pet Shop Boys- Go West Rick Astley The Ones You Love

KISS FM/London P Gardon McNamee - Prog Dir

AD Alexander O'Neal- All That Chaka Demus & Pfiers - She Don't Chaka Demus & Pfiers - Tracy Guru - Trust Me Joe- I'm In Love

MARIAH CAREY



DREAMLOVER

Her New Hitsingle.

Denmark: No. 23 (new entry) Holland: No. 36 (new entry) Sweden: No. 32 (new entry) United Kingdom: No. 10 No. 4 with a bullet in EHR Top 40

14 more adds!

COLUMBIA

METRO RADIO GROUP/Newcostle P

Liz Elliott - Music Organiser

AD Bryan Ferry- Girl Eddy Grant- Ra-Ti-Ray Expose- I'll Never
Oleto Adams- Window Of Hope
Rob'N Raz- Clubhopping
T.T. D'Arby- She

Aftershock- Slave To The Vibe Duran Duran- Too Much George Benson- Love Of... New Order: World Sting- Shape Of My Heart Sybil- Stronger Together

VIRGIN 1215 AM/London P

Richard Skinner - Prog Dir John Revell - Prog Dir A List: AD Paul Weller- Wild Wood

AD Diesel Park West- The Cat John Hiatt- Angel Matthew Sweet- The Ugly Squeeze- Fantastic Place String- Shape Of My Heart

A List:
AD k.d. lang/Andy Bell No More Mariah Carey Dream Love New Order World Nick Heyward Kite Rick Astley The Ones You Lov

AD Gary Numan: Cars '93 Gwen Guthrie: Nothin' Kate Bush: Rubberband Girl Maria McKee- I Con't Make Robin Zonder- I've Always Got Squeeze Fantastic Place

DOWNTOWN RADIO/Belfast G John Rosborough - Prog Dir

.. Deborah Harry- Strike Me Pink Kote Bush- Rubberband Girl Lenny Kravitz- Heaven Help Mary Błock- Summer **S**ent You

FORTH RFM/Edinburgh G Colin Sommerville - Head Of Music

A List:

AD 2 Unlimited Foces
Aftershock: Slove To The Vibe
Bee Gees: Paying The Price
Deborah Harry: Strike Me Pink
James-Sometimes
Kote Bush: Rubberband Girl
k.d. lang/Andy Bell: No More Teors
Maria McKee I Can't Make
Shing: Shape Of My Heart
B List:

Campbells- Holy Loch De La Soul- Breakadawn FPI Project Come On FPI Project Come On George Benson- Love Of.. John Mellencamp: What If I Lulu- Let me Maby: Move Robert Plant- Calling To Squeeze Fantastic Place

POWER FM/Fareham G rcus Patrick - Head Of Music

Apache Indian Boom Shack Culture Beat: Mr. Vain Tina Turner: Disco

Joey Lawrence: 1 Can't Help Myself Kate Bush: Rubberband Girl Pogues- Tuesday Morning Rick Astley: The Ones You Love Sting- Shape Of My Heart UB40- Higher Ground

RADIO CLYDE/Glasgow G EHR Alex Dickson - Prog Dir

Shora Nelson- 1 Goodbye in 10

Squeeze Fantastic Place Sybil Stronger Together AD DJ Jazzy Jeff Boom! Shake

James - Sometimes Mario McKee- I Can't Make RADIO WYVERN/Worcester G

nie Denham - Head Of Music

Deborah Harry- Strike Me Pink Kate Bush- Rubberband Girl Kenny Thomas- Trippin' On Meatloaf- Lost Boys & Golden Oleta Adams- I Just Had To

Len Groat - Head Of Programmes A List: AD Kenny Thomas-Trippin' On

AD Aftershock- Slove To The Vibe Ban Jovi I'll Sleep Bryan Ferry- Girl Coldcut- Dreamer Coldcut- Dreamer
Oleta Adoms: Window Of Hope
Suzette Charles- Free To Love
T.T. D'Arby: She
Urban Cookie- The Key

BROADLAND FM/SGR-FM/Norwich/ Ipswich and Bury S

Mike Stewart - Prog Dir Dave Brown - Head Of Music

t:
Bryan Ferry: Girl
Curiosity: Work It Out
Jomanda-1 Like It
Lulu: Let me
Richie Stevens: Body Slam

AD Björk- Venus As A Bay Don E- Crazy George Benson Love Of... Gwen Guthrie- Nothin' Gwen Guthrie: Nothin'
Jeanny's: You Can Tell
Lottitude: Building A Bridge
New Order: World
Sinclair: Ain't No Casonova
Sting: Shape Of My Heart
T.T. D'Arby: She Tony! Tonil Tone! If 1 Had

FOX FM/Oxford S eve Ellis - Prog Contr

Culture Beat: Mr. Vain
DJ Jazzy Jeff: Boom! Shoke
Kate Bush: Rubberband Girl
SWV-Right Here

GWR FM/Bristol/Swindon S Gary Vincent - Head Of Music

Sarah Henderson - Prog Contr AD Kate Bush-Rubberband Girl

Björk- Venus As A Boy Caverdale & Page: Take A Look Deborah Harry- Strike Me Pink Duran Duran- Too Much Bluke- Groove Feeling Fluke Groovy Feeling Lulu- Let me Snow : Uhh In You Sting: Shape Of My Heart Texas: So Called Friend

RED DRAGON FM/Cardiff/Newport S

Chris Moore - Head Of Music Power Play: Billy Joel- The River Of

Freddie Mercury- Living On UB40- Higher Ground

A List:

AD Bryon Ferry: Girl

Duran Duran: Too Much

Mariah Corey: Dream Lover

New Order: World

Sinclair: Ain't No Casanova
Tiina Turner: Disco

Incognito Still A Friend Inner City Back Together Jeanny's- You Can Tell Joe Roberts- Back In My Rick Astley- The Ones You Love Sting- Shape Of My Heart Tony! Toni! Tone!- If I Hod

SWANSEA SOUND/Woles S Rob Pendry - Head Of Music

AD Bee Gees- Paying The Price UB40- Higher Ground

Beach Bays- Forever
Bryan Ferry- Girl
Cliff Richard- Love Is The
Sarah Washington- | Will
Spin Tine Zwa- Feeling
Shing- Shape Of My Heart
Trudie Hide- Kane

GLR/London B

Jon Myer - Music Mgr

ist:

Bob Dylan- My Bock Pages
Chuck Prophet Heart Breaks
Coverdale & Page- Take A Look
Eric Clapton Don't Think Twice
Kate Bush- Rubberband Girl
M. McDonald: What Makes
M. McDonald: Everlasting
Oleto Adams: Window Of Hope
B. M. M. & A Free World R.E.M.- It's A Free World Sting- Shape Of My Heart Texas- So Called Friend

FRANCE

RVS/Roven G

Mickael Bourgeais - Prog Dir

AD Amestrong Tout Est Blex Bee Gees- Paying The Price Club 69- Let Me Be Mariah Carey Dream Lo Marc Morgan Notre Mystère Yazz/Aswad How Long

FRANCE INTER/Poris P

Dominique Farran A List:

AD Khaled-Serbi Serbi
Paul McCarmey-Off The Ground
AL M. McDonald

FUN RADIO/Paris P

Benoît Sillard - GM Hervé Lemaire - Prog Dir

Freddie Mercury- Living On Indecent Obsession- V Janet Jackson- If

M40/Paris P Christian Lefebvre - Prog Mgr

Janet Jackson- I Pauline Ester Sur Tan Sub-Sub- Ain't No Love Vanessa Paradis- Natural

AD Sade Cherish The Day

NRJ NETWORK/Paris P

A List: AD Ugly Kid Joe Cat's

RADIO RIVIERA/Monte Carlo G Danny Stocker - Music Coord

AD Bad Bays Inc. - Dan't Talk About Bod Bays Inc. Don't Talk Ab Belaved Outerspace Girl Freddie Mercury- Living On L Vandrass- Heaven Knaws M. McDonald- I Stand Nick Heyward: Kite Taylor Dayne- Can't Get Tears For Fears- Cold Van Morrison- Ball & Chain

VIBRATION/Orléans G Audrica Delaveau - Prog Coord

Arrested Dev. Mr. Wendal Bee Gees- Paying The Price Beverly: The Power. Freddie Mercury- Living On Mars Plastic- Find The Way R.E.M.: Everybody Hurts RAF- Just Take Me Higher

VOLTAGE FM/Rosny-sous-Bois G

Olivier Allordet - Music Dir

Ace Of Base All That She Wants Bee Gees Paying The Price Guru- Le Bien Regg'lyss: Mets De L'Huile Shinehead-Let Them Silk-Freak Me AL Mary J. Blige

RTL: WRTL/Paris S

orges Lang, Lionel Richebourg Divine Comedy Jane Siberry M. McDonald Milltown Brothers

ISABELLE FM/Tocane Saint Apre B Patrick Lopeyronnie - Prog Dir AD A.L. Charles- No More Tears

Capella- U Got 2 Know

Philippe Jammes

AD Army Of Lovers- La Plage Digilove- Let The Night Geraldine Baille- L'Etranger Honey C- Stop Richie Stevens- Body Slom Route 66- Cruisin' Roy Rogers- Don't Give It-Santiago- Hysteria

RADIO MANCHE/Saint-La B

Thierry Hot · Prog Dir AD Julien Clerc- Free Demo U2- Numb

Christine Lou Nathalie S'En Fout OMD: Dream Of Me Spin Doctars- 2 Princes

AUSTRIA

Ö 3/Vienna P EHR
Günther Lesjak - Head Of Music
A List:
AD Gran D'Ance-Just The 2 Of Us

CD INTERNATIONAL/Vienno G

Christoph Holy · Head Of Music Take That Pray

Aimee Mann- I Should've Known Beloved Outerspace Girl
Comouflage: Jealousy
Carole King; Lay Down
Daryl Holl! In A Philly Mood
Ellon John: Simple Life
Gloria Gaynor: 1 Will Survive
Gran D'Ance: Just The 2 Of Us
Hothouse Flowers: One
John Miles: What Goes Around
Little Angels: Soil Away
Power-Pack: Rubberdub Dance
Soul Asylum: Runaway Train Beloved Outerspace Girl

Tears For Fears- Cold U 96- Night In Mation

BELGIUM

BRTN RADIO DONNA/Brussels P

A List:
AD Ace Of Base- Happy Nation Axelle Red- Sensur Championettes Medley Julien Clerc Free Demo R.v/h Groenewoud- L'Etrange

AD Bitty McLean It Keeps Rainin'
Conny Vandenbos Ik Loop De Zon UB40- Higher Ground

RADIO 21/Brussels P Christine Goor - Producer Anne Goreux - Produce

Babyface For The Cool In You Babytace For The Cool in Yo Bitty McLean: It Keeps Rainin White/Peach- OK Fred Daryl Hall- In A Philly Mood Julien Clerc- Free Demo Kote Bush- Rubberband Girl Manic Street Pr.- La Tristesse Maurane: Sur Un Prélude Oui 3- Break From The Owen Curtis- 1 World Snow- Lonely Monday
Spin Doctors- Little Miss Tears For Fears- Cold
U2- Zooropa
UB40- Promises And Lies

RADIO CONTACT F/Brussels P lean Lou Bertin - Prog Dir

AD Michael/Queen Killer/Papa Jean Louis Aubert- Temps Mariah Carey- Dream Lov Robin S- Luv 4 Luv Sub-Sub- Ain't No Love

RADIO CONTACT N/Brussels P Danny de Bruin - Prog Dir A List:

AD Haddaway Life



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Radio Bremen 4 - WDR 1 - HR 3 -

Radio Regenbogen - RPR - SR 1 -

Antenne Bayern - BR 3 - SWF 1M - 7/v/m

Switzerland Radio Z - Radio Zversee - Radio Pilatus Austria Radio Ö3

Norway Radio 1

Sweden City Radio - Radio FM 103.2

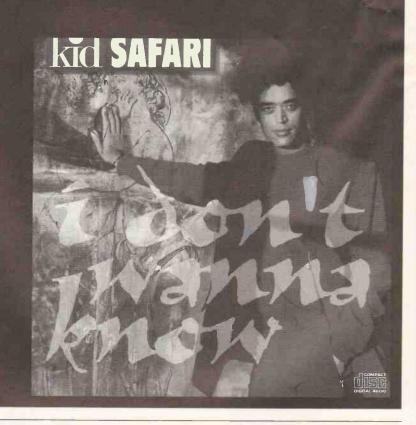
Denmark Radio Roskilde - Radio Sundbo -

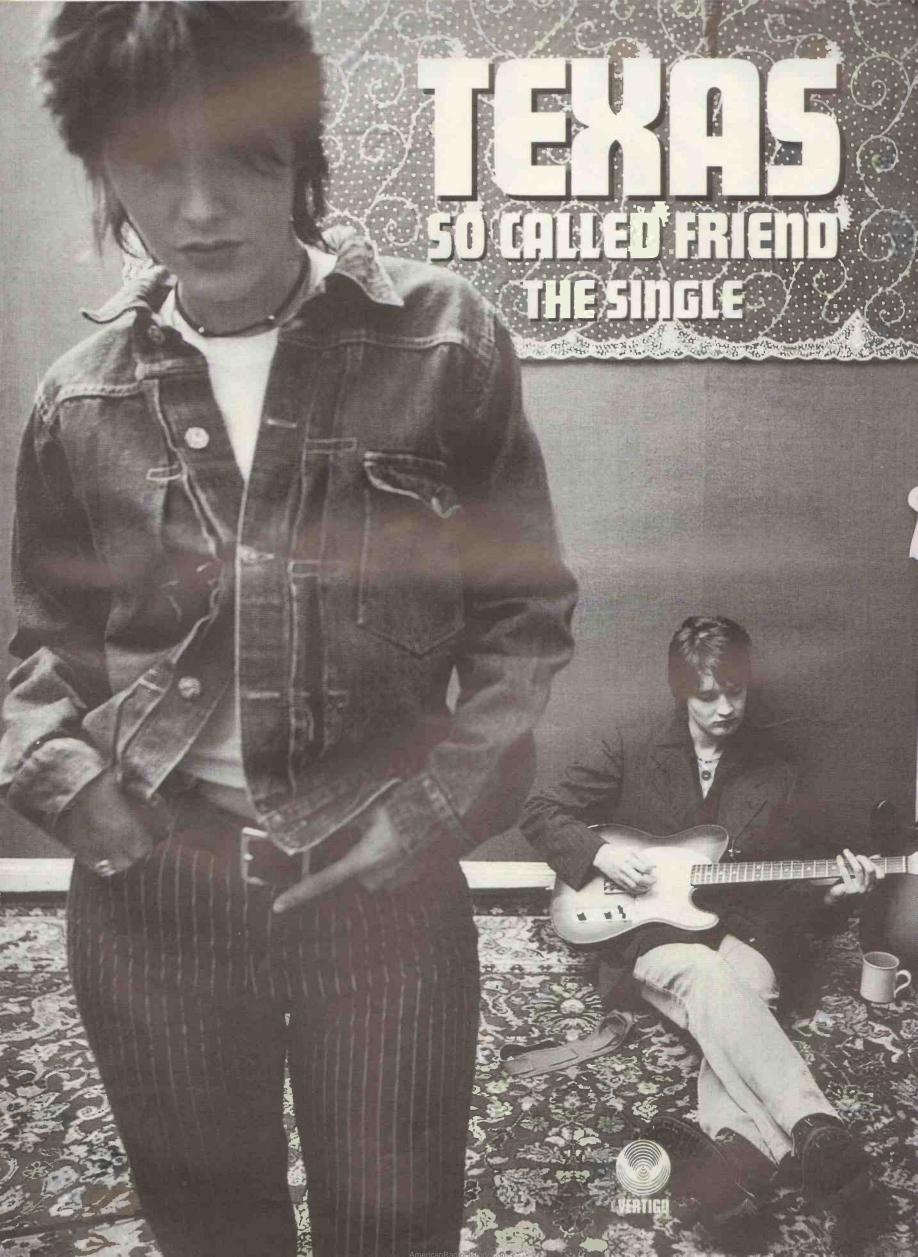
> Radio Sydkysten Radio Contact N - Radio Donna -

Radio Brussels - Radio Antigoon



Belgium





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SALESCHARTS

Holland No 32

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Switzerland No 46

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HIT-FM 106.1/Hasselt RADIO 102/Haugesund

Norway

HORTEN NÆRRADIO/Horten

RADIO ØST/Rade

Switzerland

COULEUR 3/Lausanne

RETE 3/Lugano



B List:

AD 2 Unlimited Foces
Apache Indian Boom Shack
Asia: Sukiyaki
Bee Gees-Paying The Price
Billy Joel- The River Of
Chelsy- My Day Will Come
Dannii Minogue- This Is It
East 17: West End Girls
Ens Romarzathi: Liv! Allen Gloria Gaynar I Will Survive Kenny G/Bryson- By The Time Mariah Carey- Dream Lover incessa- Rojo Y Llanto Robin S- Luv 4 Luv Spin Doctors- 2 Princes Sub-Sub- Ain't No Lo Twenty 4 Seven- Slove To The Unity Mixers- Dance Compi Urban Cookie- The Key Will Tura- Boven De Wolken Yazz/Aswad- How Long

BEL-RTL/Brussels G Serge Jonckers - Prog Dir AD Celine Dion- Ziggy

AD David Koven- Amelie
François Feldman- Fais Tomber
Pauline Ester- Sur Ton

BRF/Eupen S

Freddie Mercury-Living On Herbert Grönemeyer- Fisch Im Netz Janet Jackson- If Neneh Cherry Buddy X Saul Asylum-Runaway T DELTA RADIO/Bilzen S

lidde Rijpstra - Prog Dir Power Play: AD Leila K-Slow Will Tura- Boven De Wolken A List: Ace Of Base- Happy Nation DJ Jazzy Jeff- Boom! Shake

AD Bod Boys Inc. - Don't Talk About bod Boys Inc.- Don't Talk A Björk: Human Behaviour Dannii Minogue: This Is It Incognito- Still A Friend Inner Circle- Wrapped PM Sampson- I Got My

BRTN RADIO 2-EAST FLANDERS/Ghent 8 Johan Van Achte - Producer

A List AD Ace Of Base- Happy Nation Ace Of Base- Happy Not Adamo- Dace Poola Bon Jovi: I'll Sleep Frank Dingener- Somen Mariah Carey- Dream La Robin 5- Luv 4 Luv UB40- Higher Ground

BRTN RADIO 2-WEST FLANDERS/ Peter de Groot - Heod Of Music AD R.v/h Groenewoud- L'Etranger AL Wynonna Judd

HIT-FM 106.1/Hasselt 8 André Hemeryck - Prog Dir

André Hemeryck - Prog Dir
A List:

AD 2 Unlimited - Faces
Ace Of Base - Happy Nation
Bon Jovi - I'il Sleep
Chelsy- My Day Will Come
Cut 'N', Move Peace, Love & Harn Leila K- Slow Lenny Kravitz- Heaven Help Saul Asylum-Runaway Trai Stakka Bo-Here We Go

RADIO EXPRES/Antwerp 8 Marc Dhollander - Head Of Music

Adamo- Doce Paola Bee Gees- Paying The Price Benny Neyman- Gun Me Nog Jo Vally- Er Is Plaats Yves Segers- Op Zoek

EADIO MAXIMA/Roeselare B

Wim Coryn - Hand Of Music

2 Unlimited-Foom 2 Unlimber Page Notion Act Of Base Happy Notion Bad Bays Inc. - Don't Talk About Praga Kalte-Begin R.v./h Graenewood - I Ethanger

Cut 'N' Move-Peace, Love & Ho Lenny Kravitz- Heaven Help Pop In Wonderland- The La Spin Doctors- Little Mi

Ugly Kid Joe-Busy Mrs. Marrison: Ball & Chair

RADIO ROYAAL/Hamont-Achel B Tom Holland - Prog Dir Power Play: Yazz/Aswad- How Long

Filet D'Anvers-Bana Bana H. Wijngaard- Beun De Beunhaa Jazz Politie- Ze Zijn Terug Lenny Kravitz- Heaven Help Sta. Esmeralda- Don't Let Me Be Sub-Sub- Ain't No Love
Al. Billy Joel

RTBF RADIO 2/Hainaut B Philippe Jauniaux - Music Dir

AD 4 Non Blondes- What's Up Laura Pausini- Lo Solitudine Unity Mixers- Dance Computer

BONTON RADIO/Prague G Peter Kricek - Head Of Music Power Play:

AD Aftershock- Slave To The Vibe Bee Gees- Paying The Price E.W.&F.- Sunday Morning L.Vandross- Heaven Know

Abigail- Losing My Religion Bassheads: Start A Brand Ice Cube: Check Lenny Kravitz: Heaven Help Monie Love: Never Give New Order- World UB40- Higher Ground

B List:

AD Bob Dylon- My Bock Pages
Ceremony- Could'ue Been Love
Sylvain/Fripp- Jean The Birdmo
Dean Collisan- Hello Hello
Family Cort Airplane Gordens
Incognito- Still A Friend
Pete Townshend- Don't Try
Sindair- An't No Casonova
Steve Miller Band- Blue Eyes
Twins- Tonight

RTL CITY RADIO/Progue G Karel Oubrecht - Prog Mgr

Bee Gees- Paying The Price George Thorogood- Get A Haircut Pogues- Tuesday Morning

David Koller- Krvayy Ron

E.W.&F. Sunday Morning Josefin Nilsson- High Hopes Maria McKee- I Con't Make Soul Asylum Indecent ProposalOST SWV

RADIO ORION/Ostrova R Petr Magera - Prog Dir

A List:

AD Bee Gees Paying The Price

Duran Duran Too Much

Description of the Price Pure Not In Love

DENMARK

DR P3: GO'MORGEN P3/Copenhagen P EHR/Rock Torben Bille - Head Of Music Power Play: AD Goo Goo Dolls- We Are The A List:

AD Billy Joel- Shades Of Gray Robin Zonder- I've Always Got

DR P3: MASKINEN/Copenhagen P EHR/Rock Torben Bille - Head Of Music

AD Goo Goo Dolls- We Are The Robin Zander- I've Always G Smashing Pumpkins- Disarm

ÀRHUS NÆRRADIO/Árhus G Jesper Schousen - Head Of Music

AD Alberte- Desperado Alberte- Desperado
De De My Crush
Effy & Elliren Nör Jeg Går
Elisabeth- Hun Danser
Kim Appleby- Light Of The World
Leila K. Slow
M. McDanald- I Stad
Peaches/Babo A Place
Robin Zonder- I've Always Gat
Smokite- Noked Love orcover Lovesick

ANR/Auborg G Niels Widend - Head Of Music AD Bonses Venner-Vich AD 4 Non Blander-What's U Jason Donovan- All Around Kim Appleby- Light Of The World Robin Zander- I've Always Got

RADIO ABC/Randers G Stig Hartvig Nielsen - MD neberg - Prog Dir

sist:
Alberte- Desperado
Ali & Frazier- Uptown Top
Bitty McLean- It Keeps Rainin'
Carale King- Lay Down
Elisabeth - Hun Danser
Joey Lawrence- Nothin' My Love
Johanne Badvig- Who Do You Love
Kim Appleby- Light Of The Word
Princessa- Rojo Y Llonto
Rick Astey- The Ones You Love
Shara Nelson Down That Road Shara Nelson- Down That Road Sir Prize- Declaration

B List: Aftershork- Slove To The Vibe Bamses Venner- Vidt Curt Smith- Calling Out John Mellencamp- What I Juliet Roberts- Caught In Lenny Kravitz-Heaven Help L. Lau & M. One-Somebody Shane- Always On My Mina Toni Braxton- Another Sad Peter Belli

RADIO VIBORG/Viborg G Poul Faged - Head Of Music A List:

AD Alberter Desperado
Chesney Hawkes- Missing You
Elisabeth Hun Donser
Gilbert O'Sullivan- The Best Love
Soulsister- Locks And
UB40- Higher Ground

AD Dannii Minogue- This Is It Darleens- All Is Right Darleens- All Is Right John Hight-Cross My Johanne Bohig-Who Do You Love Keeth Howkes- In Our Time Lotte Remer- Hvis Blot Du Robin Zander- I've Always Got Svenne Rubins- Långa Bollar

THE VOICE/Copenhagen G

Curt Smith- Calling Ou DJ Jazzy Jeff-Boom! Shake Robin S- Luv 4 Luv Shara Nelson- Down That Rood

UPTOWN FM/Copenhagen G Niels Pedersen - Head Of Music

B List:
AD Bab Dylan- My Bock Pages
Curt Smith- Calling Out John Mellencomp- What If I Lenny Kravitz- Heaven Help

RADIO 89.1/Helsingor S ohannes Olsen - Head Of Music

Power Play: AD Oleta Adams- Window Of Ho Robin Zander- I've Always Go A List: AD UB40- Higher Ground

RADIO AMAGER - CITY/Copenhagen S Susan Dueland - Head Of Music Copy- Walk In The Park
O'Sullivan/Syggård- I Can't Think
Shane- Always On My Mind

RADIO HERNING/Herning S Ulrik Hyldgaard - Head Of Music

tt
Copy- Walk In The Park
Darleens All Is Right
Elisabeth: Hun Danser
Kim Appleby- Light Of The World
Lenny Kravitz: Heaven Heip
L. Lou & M.One- Somebady

RADIO MOJN/Aubenrau & Senderborg S Christian Backman - Head of Music

Bomses Venner- Vidt Kim Appleby- Light Of The World Mariah Carey- Dream Lover

Capy- Walk In The Park
Gilbert O'Sullivan- The Best Love Keely Hawkes- In Our Time Shane- Always On My Mind Taylor Dayne- Can't Get

RADIO ROSKILDE/Roskilde S Korsten Bendix - Head Of Music rer Play:
Andrew Strong-There Ain't Nothing
Rick Astley-The Ones You Love A List:
AD Sade- Cherish The Day

Jan Bradde - Prog Dir Særen Christiansen - Head Of Music

AD Alberte- Desperado
Bad Bays Inc. - Don't Talk About

Coldout- Dreamer
Curl Smith- Calling Out
Eros Ramazzath: Un Altra
Freddie Mercury- Living On
Johanne Ballyig: Who Do You Love
Kim Appleby- Light Of The World
O'Sullivan/Syggard-1 Can't Thiak
Robin Zander- I've Always Go
Shane- Always On My Mind Carole King- Lay Down
Darleens All Is Right
Ten Sharp- Lines
Thomas Helmig- Cry Woman

Bamses Venner

RADIO SYDKYSTEN/Copenhagen S

Curt Smith- Calling Out

Peter Hold - Prog Dir/DJ Kaj Jensen - Head Of Mu

Tower Of Power- You Undercover- Lovesick Copy- Walk in The Park Haddaway- Life
Ibsen- Knut Får Skæld Ud
Soulsister- Locks And

THE VOICE NÆRUM/Nærum S

Kosper Lange - Prog Dir A List: AD Curr Curt Smith- Calling Out Peaches/Bobo- A Place Seal-Out Of The UB40- Higher Ground Yazz/Aswad- How Long

st.
Alberte: Desperado
Dannii Minogue: This Is It
Hodddoway: Life
Jamiroquae: Emergency On
Kaely Harwites: In Our Time
Michael Jackson: Will You
Paul MicCarriery: Off The Ground
Robin S: Lur 4 Lur
Sein Dortners: Life Miss Spin Doctors- Little Miss Stone Temple Pilots- Plush SWV- Right Here TLC- Get It Up Twenty 4 Seven- Slave To The Wilmer X- Min Egen

THE VOICE NORDJYLLAND/Aulborg S

Dennis Kronborg

ennis Kronborg
were Play;

ID E.W.&F. - Sunday Morning
Johanne Bohig: Who Do You Love
Juliet Roberts - Cought In
Lenny Kravitz - Haaven Help
Robin Zander - I've Always Got Undercover-Loveside

Freddie Mercury- Living On Haddaway- Life Madonna- Rain SWV- Right Here

THE VOICE ODENSE/Odense S

nders Hansen - Head Of Music or Play: Culture Beat- Got To Get It Hunters/Collectors- Holy Grail Pogues- Tuesday Morning

Bee Gees- Paying The Price Bitty McLean- It Keeps Rainin Freddie Mercury Living On Rick Astley The Ones You Love

t:
2 Unlimited - Faces
Juliet Roberts - Cought In
Taylor Dayne - Send Me A Lover
TIC- Get It Up
Undercover- Lovesick
Whitney Houston- Run To

RADIO HOLBÆK/Holboeck B Stig Nielsen - Prog Dir Power Play:

AD Bad Boys Inc. - Don't Talk About Kim Appleby-Light Of The World AD Billy Joel- The River Of ne- Always On My Mind

RADIO KOLDING/Kolding B Søren Sundahl - Head Of Music

AD Bamses Venner- No Problem Peaches/Babo A Place B List:

AD Keely Howkes- In Our Time k.d. lang- The Mind

ESTONIA

RADIO KUKU/Tolling G

Rock/ACE Avo Raup - Head Of Music A List: AD Mariah Carey Dream Lov Rod Stewart- Reason To Believe UB40- Higher Ground FINLAND

RADIO 100+/Tampere G Pentti Terrovoinen - Music Dir

A List:

AD Club Nouveau- Oh Happy Day
Jerry James- Under The Influenc
Kenny Thomas- Stay
Pat Benatar- Somebody's Baby

GREECE

ANTENNA 97.1 FM STEREO/Athens P Elias Xinopoulos - Prog Dir

AD 4 Non Blondes- Whot's Up Beloved- Outerspace Girl 4 Non Blondes-Whot's Up Beloved- Outerspace Girl Bitty McLean- It Keeps Rainin' Chaka Demus & Pliers- Teose Me Freddie Mercury- Living On foe Cube- Check Stephen Duffy- Mature Stereo MC's- Fever US 3- Tulka Yoots Vanessa Paradis- Just As Long

POP 92.4 FM/Athens G Yonnis Methenitis - Prog Dir A List:

Jon Secado- Misunder Take That- Pray UB40- Higher Ground

HOLLAND

HET STATION/Hilversum P Jon Steeman - Head Of Music Power Play: Apache Indian- Boom Shack

A List: AD Khaled Serbi Serbi

Kholed: Serbi Serbi
Meladie MC- Dum Da Dum
Pradigal Sans: You Sell Think
Pradigal Sans: You Sell Think
Pradigans: I'm Ganna Be
SWV- Right Here
Ace Of Base
Baby/face
Baby Animals
John Miles

Tom Blomberg - DJ/Producer Frits Spits - DJ/Producer

Power Play: AD Apache Indian Boom Shack A List:

A List.

AD 2 Unlimited-Foces
Anita Meyer-Het Spijt Me
Bitry McLane: It Keeps Rainin'
Def Real-Simply Mellow
Gloria Gaynor-I Will Survive
Gloria Estefan-Mi Tierra
Gordon-'I Is Zo Weer Voorbij
Jazz Politie- Ze Zijin Tang
M People- One Night In Hooven
Robin 5. Liu & Liux Robin S- Luv 4 Lus Twenty 4 Seven · Slave To The Wynanna Judd · Tell Me Why

RADIO 3/Hilversum P Paul van der Lugt - Coord rer Play: Apache Indian- Boom Shack

Bitty McLean- It Keeps Rainin Dajae- U Got Me Up Jazz Politie- Ze Zijn Terug Rage...Machine- Bullet In Wynanna Judd- Tell Me Why

SKY RADIO/Bussum P

ACE
Ton Lathauwers - MD
Vranz van Maaren - Music Dir
B List:
AD Angela Bofill- Heavenly Love

TROS RADIO 3/Hilversum P HR Anton Daalhuisen - Head Of Music Power Play: AD Apache Indian Boom Shack

AD 2 Unlimited- Faces 2 Unlimited-Foces
Bitty McLean-It Keeps Rainin'
Dajae-U Got Me Up
Hepie & Hepie Zonerzon
Jazz Politie-Ze Zijn Terug
Modanno-Rain
de Leeuw/Hazze-Droomland
Roge.-Machine-Killing
Willeke Alberti-Wijnfrest
Wynonna Judd-Tell Me Why

VERONICA/Hilversum P Allard Berends - Dir Radio Roland Snoeijer - Producer AD Apache Indian: Boom Shock

LOVE RADIO/Amsterdam G Elliott Robinson - Music Dir Gabrielle- Dreams k.d. lang- The Mind Lenny Kravitz- Heaven Help Silk- Girl U For Me

Lou Rowland - Head Of Music Power Play: C. Hawkes- Tell Me Something

A List: Maria McKee- My Girihood Marc Cohn- From The Static Mike Oldfield- Altered State

ITALY

RADIO CLUB 91/Noples P Franco Mary Russo - Prog Dir AD Aimee Mann- I Should've Kno

Curt Smith- Calling Out Diesel- Come To Me Dinky Toys- Out In JTQ- Love The Life Kenny Thomas- Stay Manic Street Pr.- La Tristesse SWV- I'm So Inta You US 3- Tukka Yoots

RADIO DIMENSIONE SUONO/Rome P Carlo Maneini - Music Dir

o Mancini - Music Dir er Play: 883 - Come Vai Darryl Hall- in A Philly Moc Eros Romazzotti - Un/Altra Vasco Rossi - Delusa Tina Turner - Disco U2 - Zooropa

AD E.W.&F. Sunday Morning Urban Cookie- The Key

RADIO RAI VERDE/Rome P EHR
Poolo Francisci - Head Of Prog
Gigi Marzioli - Prog Dir
A List:
AD Spin 1 ne 2wo- Angel
AL Eros Ramazzotti
Tina Turner

RTL 102.5 - HIT RADIO/Bergamo P Grant Benson - Head Of Music Luca Viscardi - Head Of Music

AD 883- Come Vai BG/Prince Of Rop- Can We Get BG/Prince Of Rop- Can We Haddaway: Life Juliet Roberts- Caught In Madonna- Rain Michoel Jackson- Will You Sarah Washington - I Will Spin I ne Zwo- Watchtower Stefano Secthi- Brighter Taths Sizeants Description Teste Sciroppate- Dami Vasco Rossi- Occhi Blu

STEREORAI/Rome P Elio Molinari - Head of Dept Eodele Bellisario - Prog Dir

Fodele Bellisorio - Prog Dir Power Play: 4 Non Blandes - What's Lip Alpha Blandy - Cocody Roek Björk - Human Behaviour Gabrielle - Droams Lifers Group: Short Life Paul Weller - Sunflower U2-Stay

Urge Overkill- Sister Havana Vasco Rossi- Occhi Blu

AD G.L. Buffalo- Shining Hour

A List:

AD Aimee Mann-t Should've Kno
New Order- World
Taylor Dayne-!'ll Wait
U2/Lou Reed- Satellite Of
AL US 3 101 NETWORK: DANCE PARADE/Milan G

Roberto Coringidesi - DJ/Produce Power Play: Ten City- Fantasy

AD Funtopia- Girl Rooch Motel- Transatlantic Zhane- Hey Mr. DJ

marco Cecani - Prog Dir Giantra...
A List:
AD Jopan-Bisca
Undertrance- Don't Stop

ITALIA NETWORK: LOS CUARENTA/Lidine G

ITALIA NETWORK: MUSIC FM/Udine G

Gianmarco Ceconi - Prog Dir AD 4 Non Blandes- What's Up N.K.O.T.B. - Keep On Smilin' SWV- Right Here

RADIO BABBOLEO/Genoo G Lenny Rattono - Prog Dir AD Take That Pray

NUMBER ONE RADIO/Brescia S

Rudy Zerbi - Music Proc rre Pasolini - Music Pr A List

AD Daryl Hall- In A Philly Mood E.W.&E.- Sunday Morning
Taylor Dayne- Send Me A Lox
Tears For Fears- Cold

Gianna Nannini- Bell'Amica Renato Zero- Amore Al Verde

RADIO ONDA LIBERA/Perugia 5 Marcella Rosi - Prog Dir Pawer Play: Tina Turner- I Don't Wanna Vasco Rossi- Delusa

RADIO SOUND STEREO/Ferroro S Sandra Alberghini - Prog Dir r Play: 4 Non Blondes- What's Up Billy Joel- The River Of Mariah Carey- Dream Lover

AD Björk- Human Behaviour New Order- World Tasmin Archer- Arienne Tears For Fears- Cold

AD Billy Ray Cyrus- In The Heart Sarah Washington- | Will

RADIO BLU/Verona B Renzo Compo Dell'Orto - Prog Dir Walter Master Joy - Head Of Music

AD Juliet Roberts- Cought in Madonna-Rain A List: AD 883- Come Vo Curt Smith- Calling Out Haddaway- Life Tears For Fears- Cold

STUDIO UNO BROADCASTING/ Reggio Calabria B EHR luccio De Benedetto - General Dir Power Play: Ace Of Bose- Wheel..

Haddaway- Life
L Lou & M. One- Rich Girl AD Articola 31 - Tocca Qui Kris Kross- Alright
Michelle Gayle- Looking Up
Tears For Fears- Cold

U2- Stoy B Lie Bon Jovi- I'll Sleep Mica Paris- 2 In A Million Shonice- It's For Tears For Fears

LUXEMBOURG

ELDORADIO/Luxembourg S lim Devans - Head Of Music

Bee Gees- Paying The Price Mariah Carey · Dream Lover Shara Nelson · Down That Road

AD Ace Of Base- Happy Nation Belaved - Outerson Curt Smith- Calling Out Eros Ramazzotti- Un'Altro Curt Smith Calling Out Fras Ramazzathi Un'Altra Lenny Kravitz: Heaven Help Sade: Cherish The Day Spin Doctors- Little Miss Tasmin Archer: Arienne Tears For Fears- Cold UB40- Higher Ground

NRK/Osla P Rock/EHR
Knut Christian Maeng - DJ/Producer Power Play:

AD Leila K-Slow

A List:

AD Chocolate Overdose- Under This

Curt Smith- Calling Out Cypress Hill- Insone In The Brain Jade- One Woman MC Sar- Another Night Proclaimers - I'm Gons Robin S- Luv 4 Luv RADIO 1/Oslo G

Bjorn Foorland - DJ/Producer Chocolate Overdase- Under This Daryl Holl- In A Philly Mood Kate Bush- Rubberband Gir Rick Astley- The Ones You Love Smokie- Naked Love SWV- Right Here Fat Lady Sings- Drunkard
Trand Granlund- Nobody Ever

RADIO 1 FM/Bergen G Tore Andersen - Head Of Music Power Play:
4 Non Blandes- What's Up
Mariah Carey- Dream Lover AD Fischer 7- The Peacher Fischer Z- The Peaches
Kate Bush- Rubberband Girl
Papa Winnie- Rootsie & Boopsie
R.E.M.- Nightswimming
Rick Astley- The Ones You Lave
SWV- Human Nature

John Miles- What Goes Around Keely Hawkes- In Our Time Louise Hoffsten-Let The Best Soulsister-Locks And

RADIO 102/Haugesund G Egil Houeland - Head Of Music

AD Chocolate Overdose- Under This Haddaway- Life Restless Heart- Tell Me Stakka Bo- Here We Go U2- Stay

RADIO GRENLAND/Skien G Anders Tvegaard - Music Dir

4 Non Blandes- What's Up Bee Gees- Paying The Price Mariah Carey- Dream Love Saul Asylum- Runaway Trai AD Rick Astley- The Ones You L

Papa Winnie-You Are SWV- Right Here Mathisen/Falsk- En Jeg Ikke

Art By Accident- Still Standing Expose- I'll Never French Connection- I Don't John Miles- What Goes Around Kate Bush-Rubberband Gir Kate Bush-Rubberband Girl Lenny Kravitz-Heaven Help Louise Hoffsten- Let The Best Smokie Noked Love Fat Lady Sings-Drunkard Trand Granlund-Nobody Evel Undercover- Lovesick Boney M Chocolate Overdose

RADIO OSLO/Oslo G

Even Rognlien - Head Of Music A List:

AD Expose- I'll Never
Freddie Mercury- Living On
Gabrielle- Dreams

Barbra Streisand- All I Ask
DJ Bobo- Somebody Dance
Francesco Baccini- Andreatti
Jade- One Woman
Johnny Logan- Celebrate And Win
Kate Bush- Rutberbond Girl Maria McKee- I Can't Make MC Sar- Another Night Melodie MC- Dum Da Dum Fat Lady Sings- Drunkard

Undercover- Lovesick Wha- Pinball Wizard HÖRTEN NÆRRADIO/Horten 5

Vidar Lüders - Music Dir t: Chocolate Overdose: Under This Heidi Berry: The Moon And Rage..Machine: Bombtrack

D White/Peach- OK Fred Pogues- Tuesday Morning Stakka Bo: Here We Go

RADIO ØST/Rade S Äge-Christoffer Lundeby - HOM Power Play: L. Nilsen- 1000 Søte

4 Non Blandes- What's Up Culture Beat- Mr. Vain Janet Jackson- If Kjetil Saunes- Gi Meg Deg OMD- Dream Of Me Pet Shop Boys Can You Rod Stewart- Hove I Stakka Bo- Here We Go

RADIO 1 TRONDHEIM/Trondheim S EHR/Rock/MOR Bengt Sæther - Head Of Music

A List: AD White/Peach-OK Fred Mariah Carey- Dream Love Proclaimers- I'm Ganna Be

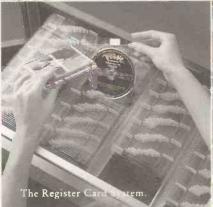
Art By Accident- Lift Me Up Bad Boys Inc. - Don't Talk About Bee Gees- Paying The Price Diesel- Come To Me Eros Ramozzotti- Un'Altra Eras Ramazzetti: Uni Altra Gäre Så Gäre: Make Goombas / Climbon: Walk The Jahn Teigen: Wheels In Modion Kate Bush: Rubberband Girl Lenny Kravitz: Heaven Help Paul McCartney: Off The Ground Restless Heart: Tell More Robin Zonder: I've Always Got You Spin Doctors: Little Miss Mathisen/Falsk: Tusen Grunner Undercover: Jovesick Undercover- Lovesick
Whitney Houston- Run To

RADIO FM 107,7/Stavanger S Thorbian Lea - Head Of Music

MUSIC & MEDIA SEPTEMBER 4, 1993









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Station Reports

AD Bee Gees- Paying The Price Chesney Hawkers Missing You Chocolate Overdose- Under This Expose- I'll Never Maria McKee- I Can't Make Payases, Tuesday Marchina

RADIO NORD/Harstad S Knut Forsaa - Head Of Music

ver Play: Marc Cohn- Paper Walls Muppets- Kokomo

RADIO FREDRIKSTAD/Fredrikstad B Jørgen Søderberg Jansen - Music Co-

Power Play:

AD Proclaimers - I'm Gonno Be

A List:
AD Freddie Mercury- Living On

STUDENTRADIOEN/Tromso B Rock/EHR Rune Hagen - Head Of Music Power Play: AD Kate Bush- Rubberband Girl

A List:

A List:

AD Iggy Pop Wild

Lenny Kravitz: Heaven Help

Volcano: Let Your Body

AL Bob Dylan

Chocolate Overdose

FOLAND .

POLSKIE RADIO 3/Worsow P

Marek Niedzwiecki - Produce er Play: Gene Loves Jezebel- Sweet Sweet

AD Bryon Ferry- Girl

Celine Dion- When I Fall In Love
Clannad I Will Find You Michael/Queen Killer/Papa Jamiroquai Blow Your Rad Stewart Reason To Believ Sting: Shape Of My Hear ILD Arby: She

RADIO BIALYSTOK/Biolystok G

J. Boltyk - DJ/Produ rwicz - DJ/Produce

C. Mokarewicz - Dd/Producus Power Planja AD Enforcers: The Joker Go On-To Nie Jo Renata Dabkowska: Wielling Spin Doctors: Little Miss

A List:
AD Lenny Kravitz: Heaven Help

B List:
AD Heroes Del Silencio - La Herida
Josan Donovan - All Around
T.T. D'Arby - She

RADIO LODZ/Lodz G

Jan Targowski - Head of Music Adam Kalacinski - DJ/Producer

Power Play: AD Heart Throbs- Stunned U2- Stay

AD Circus Of Power- Slip Away Double Swing Together
Human Faith
Moanam Bez Ciebie
Marek Jockowski W Z
Oddział Zamkniety Ps Maanam Bez Ciebie Marek Jackawski w Zyciu Oddział Zamkniety Psy Rage_Machine: Bullet In Shakespeans Sister: My 16th T.T. D'Arby She Vaya Can Dias: Sa Long Ago

Ryszard Gloger - Head Of Music Power Play: AD Billy Joel The River Of

A List:

AD Dream Theatre- Another Day
Madonna: Rain
Mancu Oloce Bostwa
Marc Cohn: Paper Walls Power-Pack- Welcome To

B List:
AD Carthy Dennis- Being
East 17- Deep
Look Twice- Shoke That Rump
Muppets- Kokoma
Slick- Big Bamboa

RADIO SZCZECIN/Szczecin G

KADIO SZCZELIN/SZCZECIO G
EHR

Dariusz Gibala - Producer

Power Play:
AD Bee Gees- Paying The Price
A List:
AD Billy Joel The River Of
Freddie Mercury: Living On
Proclaimers: Pm Ganna Be
Scorpians: Alien Nation
Steve Miller Band- Wide River
B List:

AD Björk- Human Behaviour
Double Swing- Together
Gary Moore- Parisienne
MC Sar- Another Night Pogues- Tuesday Morning Slawomir Lasawski- Arkadia Tag Team- Whoomp (There It Is) Tony! Toni! Tone!- If I Had Urban Cookie- The Key

RADIO ZIELONA GORA/Zielona Gora G

Dinky Toys Out In

Voo Yoo- Papierosy I Gin A List: AD Björk- Human Behaviour Dinosaur Jr.: Goin' Home Goombos/ Clinton- Walk The Pearl Jon: Crazy Mary Randy Bochman- Prairie Jawn Tino Turner- Disca Ziggy Marley- Brothers

Billy Joel- The River Of Billy Joel - The River Of Billy Roy Cyrus - In The Heart Human Faith Infectious Grooves - These Freaks Kris Kross Alright Manacu Oice Bostwa Megadeth - Angry Again New Dicks - I Love You Opera - Dzikie Kwiary SWAT - Picsenka Dla Sleeze Beez: I Don't Want Strajk- Gaz Tool Sober Wniebowzieci- Marko

Bogdan Fabianski - DJ/Producer

AD Bitty McLean- It Keeps Rainin D:ream- Unforgiver EPMD: Strictly
Good Men: Give It Up Horseniko-Tekno Sho Meladie MC- Dum Da Dun Meladie MC- Dum Do Du Michelle Gayle- Looking Robin S- Luv 4 Luv Shanice- It's For Tatjana- Feel Good Ya Ya's- More Than

RADIO GDANSK/Gdansk S :HK <mark>Marcin Sob</mark>esto - Producer

er Play: Double Swing-Together

Eros Ramazzotti- Un'Alfra Human- Foith Mancu- Obce Bostwa New Order- Warld Robin \$- Luv 4 Luv Raze Europy- Jesien To Pora SWV- Right Here

RADIO PILIS/Georsk S Piotr Matta - Head Of Music

er Play: Inner Circle- Bad Boys Maanam: Bez Ciebie

st:
Beloved · Outerspace Girl
Boney M· Sunny
Double Swing · Together
Eros Ramazzotti· Un'Altra
Marc Almond · Tainted Lave
Marioh Carey · Dream Lover
New Order · World
UB40 · Higher Ground
st:

AD Oleta Adams- I Just Had To S/T Lasowscy- Arcadia

RADIO 4 U: DANCE/Warsow B

Bogdon Fabianski - DJ/Prod.

A List:

AD Dennii Minague" This Is II
EPMD- Stridly
Harsenike- Tekno Shok
Jamal- Up & Down
Janel Juckson If
Leila K. Slow
Meladie MC- Dum Do Dum
Randy Bush- Foreign Affair

RADIO AS/Szczecin B Piotr Czajkowski - Head Of Music AD Spin Doctors- 2 Princes

A List:

AD 4 Non Blondes- What's Up

Bryon Ferry- Girl

Lenny Kravitz- Heaven Help Neneh Cherry- Buddy X UB40- Higher Ground

RADIO GORZOW/Gorzow B aslaw Lukowski - Head Of Music

Power Play: UB40- Higher Ground

UB40- Higher Ground A List: AD Aerosmith Cryin' Beloved Outerspace Girl Bulda Suffere Raglime Jan Bo- Lubie Te Noce Marioh Carey- Orsom Love Spin Doctors: Utile Muss Tima Turner- Disco

B List: AD Ceti-Piosenka

RADIO TORUN/Torun B Andrzei Roszak - Head Of Music

Hey- Dreams Mancu- Piosenka Barowa Wilki- N'Avoie

B List:
AD Double Swing Together
Opera Komu Moja
Rod Stewarth Reason To Believe

PORTUGAL

AD Roging Slab- Take A Hold

EHR
Nuno Sontos - Prog Dir
A List:

AD Aerosmith- Crazy
DJ Jazzy Jeff- Booml Shake
Helix- That Day Is Gonno Come

AD Braindead- Don't Cut My Legs
Duran Duran- None Of The Above

RADIO NOVA ERA/Vila Nova de Gaia G

RADIO ENERGIA/Lisbon G

RFM/Lisbon P Pedra Tojal - Head Of Music

Power Play: AD U2- Stay

RADIO 4 U/Warsaw S Sérgio Manuel Pinto - Music Prog

Power Play: 4 Non Blandes- What's Up Black Box- Rockin AD SWV- Right Here

A List

AD Bee Gees-Poying The Price
FPI Project-Come On
Freddie Mercury-Living On
Mikel Erentxun-Mienteme
OMD-Dream Of Me
R.E.M.-Nightswimming
Silencers-Life Can Be Folal
Snow-Lonely Monday
B List

Heroes Del Silencio La Herida Jamiroquai: Emergency On Juliete Jaimes: It's A Love Rod Stewart: Reason To Believe Secret Life- Love Sa Strong Suzette Charles: Free To Love

RUSSIA

RADIO MAXIMUM/Moscow P ınder Kasparov - Prog Dir

Alexander Kasparav - 1-10g S.
A List:

A List:

M People: One Night In Heaven
Rick Astley Hopelessly
Rod Stewart- Reason To Believe
Tasmin Archer- Arienne

B List:

AD Bell Biv Devoe- Something In
White/Proch: OK Fred
0J Jazzy Jeff-Board Shake
E-Type-I'm Falling
Hooters- Boys Will
Maria Christensen- Just A Little
New Order- World
Sade- Cherish The Day

SLOVENIA

RADIO PTUJ/Ptuj B

Dovorin Jukic - Head Of Music Power Play: AD 2 Unlimited Faces

Kim Sanders- Show Me A List:
AD Spin Doctors 2 Princes
Take That Proy

SPAIN

CADENA 100/Modrid P Rafael Revert - GM Carlos Finaly - Prog Dir Power Play: Gloria Estefan- Mi Tierra

A List: AD Donna Summer- Bad Girls AD Bob Marley- Stir It

Bob Marley- Slir II
Crowded House: Weather
Cyndi Lauper- Saily's
Denza Invisible: El Orden
Duran Duran- Come
Inudicion Odessa- Estupidos
General Lee- Cuando Las Gatas
La Dama Se Esconde - Fugaces
Love- Alone Again Or
Maggie Charles- Amora, Siempre
Mannolo Almeida - Codal Mönäna
Mariah Carey- Dreom Lover
Ray Charles- Unchain
Seudes- So Young

CADENA 40 PRINCIPALES/Modrid P Luis Merino · MD/Head Of Music Sandro d'Angeli · Prog Dir

Suede- So Young T. Rex- Get It On

Power Play: AD Rodriguez- Tu Cancion AD Lenny Kravitz: Heaven Help Platon-Tu Cancian Sin Nambre Rosaria-Escucha Primo Secretos - He Perdido El Tiempo Siniestro Total - Hombre Medicino

CADENA DIAL/Modrid P

Head Of Music Power Play: Marco Masini- Te Enamora

Marco Masini- Te Enamorant
A List:

AD Dyango- Morir De Amor
Harly- Borracho De Amor
Jon Secada - Sentir
Julian Contreros- Mariposa
Los Calis- La Vida
Mikel Terahum Mienteme
Parrita- Cuentale
Tate Montoya- Musica Ven

M-80/Madrid G José Ramon Pardo - Prog Dir/HOM Power Play: Gloria Estefan- Mi Tierro

AD Cyndi Lauper- Sally's Mariah Carey- Dream Love

Miguel Bose- Nado Sade- Cherish The Day

ONDA CERO MUSICA/Madrid G

ONDA CEAC EHR/ACE Paco Volentin - Music Dir Power Play: T.T. D'Arby - Delicate A List:
AD Danza Invisible: El Orden
Nirvana: Heart Shaped Box
Rod Stewart: Maggie May

RADIO TOP 40/Madrid S Raul Marchant - Music Mgr

A List: AD OBK-Robarle Al Tiempo UB40- Falling In Love

st:
Alejandro Sanz: Como Te Echo
Billy Joel: The River Of
Juan Luis Guerra: Mal De
La & Duro 2: Mealley
Magneto: Mi Amada
Mariah Carey: Dream Lover
Rebeldes: Elle Quire Mas
Rick Astley: The Ones You Love

RADIO PALAFRUGELL/Palafrugell 8

Rafel Corbi i Vilardell - MD/PD Power Play: Cut 'N' Move- Give It Up George Strait- I Cross

Jamiroquair Too Young La Decada Dime Lo Verdad UB40 Falling In Love AD Ali & Frazier- Uptown Top

Billy Joel- The River Of Darryll & Don Ellis- No Sir Richie Stevens- Body Slam

Dwight Yookam: It Only Hurts Els Pets: Munta-1 'ho Be Pam Tillis-Don'i Tell Me Robin S- Show Me Love Sanfi Arisa-Sardanova Snap-Do You See

SWEDEN

RIKSRADIO P3: KLANG & CO/ Stockholm F Lars Garan Nilsson - Produces

Lars Goron runses.

A List:

AD OMD Dream Of Me
Stakka Bo: Down The Drain
This Perfect Day: I'm In Love
Tiliyo: Never Let Me Go
Webstrama: Nanstansnan

CITY RADIO/Gothenburg G

Lars Bodin - Music Dir Power Play: AD Psychotic Youth- Elevator Girl

List:

D Oaryl Hall- In A Philly Mood Eras Ramazzotti- Un'Altra Love C.A.- Celebrate Nice Device- Cool Corona Ola Magnell- Ett Hus Tuesday Morning Pogues Tuesday M Robin S - Luv 4 Luv Soul Asylum: Runaway Sub-Sub: Ain't No Love AL Billy Joel

CITY RADIO/Molmö G

redrik Hellström - Music Dir

Fredrik Hellström - Music Dir A List: AD DJ Bobo- Keep On Donold Fagen- Trans-Island Eros Ramazzoff: Un'Altra Fischer Z- The Peaches John Winfield- You Can Get It Sub-Sub- Ain't No Lowe Tittyo- Never Let Me Go

EAST FM/Norrköping G Dan Grossmann - Music Dir

Titiyo: Never Let Me Go Daryl Hall: In A Philly Mood

DJ Boba-Keep On Eros Romazzotti-Un'Altra Robin S-Luv 4 Luv Soul Asylum-Runaway Train

2 Unlimited Faces Love C.A.- Celebrate Manic Street Pr.- La Tristesse S.Blame/Lo Camilla- Give Me

RADIO CITY/Stockholm G

Niklas Ehrina - Music Dir Titiyo Never Let Me Go

Apache Indian-Boom Shack Bee Gees- Paying The Price Jason Donovan- All Around Lenny Krovitz- Heoven Help Louise Hoffsten- Padded Bra Rick Astey- Hopelessly Robin \$- Luv 4 Luv Stakka Bo- Down The Drain LIRAD. Higher Ground UB40- Higher Ground

2 Unlimited - Faces 2 Unfimited - Faces
Anders Widmark Blue Suede
Babyface - For The Cool In You
Black Box - Rockin'
Bloomingdays - Good Romancing
Bon Javi - I'll Sleep
Def Leppard - Two Steps
Lytters Lebeling - Carellist Lustans Lokejer- Omöjligt LVandross- Heaven Kno Maria Christensen: Just A Little Nice Device Cool Corono Stone Tempie Pilots- Plush

RADIO HUDDINGE/Stockholm G Tomas Lannestedt - Prog Dir

AD Chris Isaak- San Francisco Helen Hoffner- Summer Pat Benatar- Somebody's Boby Z RADIO/Lund/Stockhalm/Göteborg G Tobias Björling - Prog Dir

Bloomingdays Good Romancing Daryl Hall- In A Philly Mood Eros Ramazzothi 'Un'Altra Kris Kross- Alright Leilo K. Slow Manic Street Pr.- La Tristesse Princessa: Raia Y Hanta Robin \$- Luv 4 Luv Soulsister- Locks And Undercover- Lovesic

HIT FM/Stockholm S Dance ohan B. Bring - Prog Dir

AD 2 Unlimited-Faces Bloomingdays Good Romancing
DJ Babo Keep On Eros Ramazzotti- Un'Altra Freddie Mercury- Living On Leila K- Slow Leila K-Slow Love C.A.- Celebrate Nice Device-Cool Corona Robin S-Luv 4 Luv Titiyo: Never Let Me Go

RADIO FM 103.2/Linköping S Mattias Arwidson - Head Of Music

Titivo Never Let Me Go Love C.A.- Celebrate

Arrested Dev. - Mamo's
Fischer Z- The Peaches
Iggy Pop- Wild
Jann Arden - I Would Die For You
Kristen Hall- Empty Promises Leila K- Slow Marla Glenn: The Cost Of Pagues- Tuesday Morning Matthew Sweet

RADIO STELLA FM 94,9/Höganös B

nrik Schumacher - Prog Dir er Play: Pogues- Tuesday Morn Webstrarna- Nånstans

Daryl Hall- In A Philly Mood Lenny Kravitz- Heaven Help UB40 Higher Ground

AD Freddie Mercury- Living On John Winfield- You Can Get It Kristen Hall- Empty Promises Manic Street Pr.- La Tristesse Stakka Bo- Dawn The Drain Undercover- Lovesick Culture Beat

SWITZERLAND

COULEUR 3/Lausanne G Thierry Catherine - Head Of Music

Chaka Demus & Pliers-Tease Me Pogues- Tuesday Morning Snaw- Lonely Monday Stakka Bo- Here We Go

Jean Bart Les Gens Nice Device- Cool Corona Posies- Solar Sister Fat Lady Sings- Show Of

Rock Christoph Alispach - Music Co-Ord

A List:

AD Apache Indian Boom Shack
Fischer Z- The Peaches Robin Zander- I've Always Got Kelly Willis

RADIO 24/Zurich G Dani Richiger - Head Of Music

Billy Joel- The River Of Eros Romazzotti- Un'Altra Gabrielle- Dreams

AD Ace Of Base- Wheel Fischer Z- The Peaches Freddie Mercury Livin Jon Secada One Of

AD LYandross- Heaven Knows AD David Knopfler-Carry Dave Kaz- Don't Look Marc Cohn: Paper Walls
Paul McCartney: Off The Ground
Penny Ford- I'll Be There
Rick Astley: The Ones You Love UB40- Higher Ground

RADIO FOERDERBAND/Bern G Res Hossenstein - DJ/Producer

> 4 Non Blandes- What's Up Kim Wilde- If I Can't Marioh Carey - Dream Love Proclaimers - I'm Gonna Be

RADIO PILATUS 104.9/Luzem .G Ralf Tschuppert - Music Dir

Bad Boys Inc. - Don't Talk About AD Bee Gees- Paying The Price Blues Traveler: Conquer Maria McKee- I Can't Mak Paul McCartney Off The Ground Rick Astley- The Ones You Love

RADIO ZUERISEE/Rapperswil G Tony Immer - Head Of Music

r:
Kim Appleby: Tobles
Rick Astley: The Ones You Love
Soul Asylum: Runaway Troin
Stone & Stone: I Wish You Were

RADIO LAC/Genevo S Jacky Sanders - Prog Dir

Grahrielle Dreams

Rick Astley The Ones You Love

AD Buzy Le Cial Chaka Demus & Pliers- Tease Me Michelle Gayle-Looking Up Paul McCartney Off The Ground Shara Nelson-Down That Road

R3 III/Mendrisio B Riccardo Pellegrini - Head Of Music AD Black Sabboth Jerusalem

Daryl Hall- In A Philly Mood P. Montecorvino- Addio

Articolo 31- Tocca Qu Bee Gees- Paying The Price Billy Idol- Shock Enigmo- Carly's Song Gianna Nannini lo Se Vasco Rassi- Non Appari

RADIO RAURACH/Liestol B

Rainer Luginbühl & Airplay 3 - Head Of Music A List: AD 4 Non Blondes- Wha

4 Non Blondes- What's Up Bee Gees- Paying The Pr Billy Prestan- Will It Go Carlene Carter- Meant To Be Chris Rea Fool Kinks- Dan't Forget To Dance Queen- Crazy Little Thing

RETE 3/Lugano 8 Giorgio Possera - Head Of Music A List:

Barenaked Ladies- Fight Incognito- Still A Friend Lou Reed- Why Can't I Stakka Bo- Here We Go

EUROPE

VOICE OF AMERICA/Europe P une Brown - Dir UB40 Falling In Low

Radio 538 Seeks Jocks! Radio 538 Seeks Jocks! Radio 538/Bussum is booking for some jocks who could amounce Europe's number 1 hits in their own local longuage. In his daily four-hour programme DJ Michael Pilanczyk will play a number 1 from a European country. Are you interested? Call (+31) 2159-48538 or fax 2159-42696.

THE WORLD'S GREATEST HITS/ FHR/ACE/Rock David Ba onfeld - Dir of Prog A List:

Billy Joel- The River Of East 17- West End Girls Freddie Mercury- Living On Haddaway- What Is Love Mariah Carey - Dream Love

AD Beloved Sweet Harmony

Bitty McLean- It Keeps Rainin'

Donnii Minogue This Is It

Gabrielle: Dreams
Guns N' Rases: November
Holf Pint: One Leg Up
L Lou & M. One: Samebody
SWV- Right Here
Take That: Pray
Urban Cookie: The Key

Apache Indian- Boom Shack

Mariah Carey Dream Lov

2 Unlimited: Faces Aftershock: Slave To The Vibe Bee Gees: Paying The Price Björk: Venus As A Boy Gary Numan: Cars '93 Gwen Guthrie: Nothin'

Joey Lowrence | Can't Help

Joey Lowrence I Con't Heip Lenny Kravitz- Heaven Help Oleta Adoms- Window Of Potti Scialfa: As Long As Rod Stewart- Reason To Believe Soul Asylum- Samebody Tony! Ton!! Tone!- If I Had

Gabrielle Dreams

Whitney Houston- | Will Breakin' Out Of The Box

Green Jelly- Anarchy

Invader: Ring De Iro

Visage- Fode To Grey Videos

2 Unlimited Face

Soul Asylum- Ri

MTV EUROPE/London P Music letevision Brent Hansen - Dir of Prog & Prod Jean-Pierre Millet - Mgr Music Prog

Culture Beat- Mr. Vain Gabrielle- Dreams Janet Jackson- If Michael Jackson- Will You U2- Numb

AC/DC- Big Gur Björk- Human Behoviour Freddie Mercury- Living On Green Jelly- Three Haddaway- Life Jamiroquai: Blow Your Neil Young: The Needle And R.E.M.- Nightswimming Robin S- Show Me Low

Breeders- Cannonball Cypress Hill- Insane In The Stakka Bo- Here We Go Stone Temple Pilots- Plush World Party Give It All

um Rotation 2 Unlimited Tribo 2 Unlimited Tribal
Aerasmith-Livin' On
Bon Jovi- In These
Eros Ramazzotti- Cose
Michael/Queen- Killer/Papa
Janet Jackson- That's The Pet Shop Boys- Can You

> 24 20

25 27 Rad Stewarth Have I Snap Do Doctors - 2 Princes Tino Turner - 1 Don't Wa UB40 - Falling In Love Ugly Kid Joe - Cot's

Ace Of Base-Happy Nation Ace Of Base-Happy Nation Advanced Chemistry: Fremd Billy Joet-The River Of Ban Javi: I'll Sleep Herbert Grönemeyer- Fisch Im Ice Cube-Check Lenny Kravitz- Heaven Help Manic Street Pr.- La Tristesse Manic Street Pr.- Lo T OMD- Dream Of Me Rage., Machine Bullet In Rod Stewart Reason To Believe Run DMC- Ooh, Whatcha S. Blame/La Comilla Give Me iven Väth La Esperranzo Sven Väth - La Esperranzo
Take That- Pray
Taylor Dayne - Can't Get
U 96- Night In Motion
US 3- Tukka Yoots
Prime Break Out
East 17- West End Girls

Inner Circle Bad Boys M People One Night In Hea Sir Prize Declaration UB40- Higher Ground



THE BOX/London G Music Television Liz Loskowski - Dir of Prog 4 Non Blandes- What's Up

Billy Joel- The River Of

Beloved - Outerspace Girl Black Box - Rockin' Freddie Mercury-Living On Jamiroquai-Emergency On Kinky Machine Going Out Rob'N Raz- Clubho Rob'N Raz- Clubhopping Secret Life- Love So Strong Snow- Runway Suzette Charles- Free To Love

Adult Contemporary Europe

ACE TOP 25

IW WOC Artist/Title (1) BILLY JOEL/The River Of Dreams UB40/(I Can't Help) Falling In Love With You (DEP International) 2 3 2 MICHAEL JACKSON/Will You Be There (Epic) TINA TURNER/I Don't Wanna Fight (Parlophone) 4 5 Q 6 GARRIFILE/Dreams (GolBeat) 6 (Columbia) 24 2 MARIAH CAREY/Dream Lover 7 12 4 4 NON BLONDES/What's Up (Interscope) 8 8 4 MADONNA/Rain (Mayerick) 9 5 LISA STANSFIELD/In All The Right Places (MCA) TERENCE TRENT D'ARBY/Delicate 10 11 (Columbia) 11 JANET JACKSON/That's The Way Love Goes (Virgin) 6 12 11 11 ROD STEWART/Have I Told You Lately (Warner Brothers) (13) 16 4 TAKE THAT/Pray (RCA) 14 10 11 STING/Fields Of Gold (M&A) (15) BEE GEES/Paying The Price Of Love NE (Polydor) 9 16 15 PET SHOP BOYS/Can You Forgive Her 17 13 5 WHITNEY HOUSTON/Run To You 18 KIM WILDE/If | Can't Have You 14 6 19 22 TAYLOR DAYNE/Can't Get Enough Of Your Love (Arista) 20 19 18 EROS RAMAZZOTTI/Cose Della Vita 21 18 8 CHRIS ISAAK/San Francisco Days (Warner Brothers) 22 20 12 TEARS FOR FEARS/Break It Down Again 23 21 MARC COHN/Walk Through The World 24 17 12 ROXETTE/Almost Unreal 25) UB40/Higher Ground (DEP International) NE

ry Europe IACE) Top 25 is based on a weighted-scoring system. It is com-ologistist of European stations programming soft pop/rock sounds for the me or during specific dayparts. Songs in "A" rotation receive more points ion or more limited display exposure.

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European Dance Radio

EDR TOP 25

1)	1	9	CHAKA DEMUS & PLIERS/Tease Me	(Mango
2	7	7	GABRIELLE/Dreams	(Go!Beat
3	2	9	M PEOPLE/One Night In Heaven	deConstruction
4	3	6	U.S.U.R.A./Sweat	(Time
5	8	2	JAMIROQUAI/Blow Your Mind (Sor	ny Soho Square
6	4	4	SHARA NELSON/Down That Road	(Cooltempo
7	22	2	SWV/Right Here	(RCA
8	6	9	CULTURE BEAT/Mr. Vain	(Dance Pool
9	23	2	MARIAH CAREY/Dream Lover	(Columbia
10	NE		GOOD MEN/Give It Up	(Fresh Fruit
11	5	3	MARY J. BLIGE/Love No Limit	(Uptown
12	19	5	TONY! TON!! TONE!/If I Had No Look	(Wing/Mercury
13	9	2	ROBIN S/Luv 4 Luv	(Champion
14	11	3	DAVID MORALES & THE BAD YARD CLUB/Gimm	ne Luv (Mercury
15	14	2	CYPRESS HILL/Insane In The Brain	(Ruffhouse
16	15	22	ROBIN S/Show Me Love	(Champion
17	10	4	LOFT/Summer Summer	(RCA
18	16	3	FPI PROJECT/Come On (And Do It)	(P.P.R.
19	24	2	DANCE 2 TRANCE/Take A Free Fall	(Blow Up
20	17	4	JULIET ROBERTS/Caught In The Middle	(Cooltempo
21	18	13	HADDAWAY/What Is Love	(Coconut
22	NE	>	INCOGNITO/Still A Friend Of Mine	(Talkin' Loud
23	21	15	DANCE 2 TRANCE/P.ower Of A.merican N	Natives (Blow Up
24	R E		JANET JACKSON/If	(Virgin
25	12	2	RICHIE STEVENS/Body Slam	(Motown

The European Value readin (EDM) rap 23 is based on a weighter-scoring system. In Scoringhed on the basis of playlists of European stations programming various styles of dance music (including hip hop/rap, R&B and swingbeat) for the 15-30 year-olds, fulltime or during specific dayports. Songs that have achieved top 20 status in the EHR Top 40 are regarded as non-specific for EDR and receive limited points.

Billboard Singles USA TOP 25

For week ending Sept. 4th 1993 ECO TW Artist/Title Label UB40/Can't Help Falling In Love Virgin (2) MARIAH CAREY/Dreamlover Columbia .3 2 TAG TEAM/Whoomp! (There It Is) Life 4 4 JODECI/Lately Uptown SOUL ASYLUM/Runaway Train (5) 5 Columbia 7 (6) JANET JACKSON/IF Virgin 7 SWV/Right Here 11 RCA (8) 12 MICHAEL JACKSON/Will You Be There IIM 9 6 THE PROCLAIMERS/I'm Gonna Be (500 Miles) Chrysalis TONY! TON!! TONE! / If I Had No Loot 9 10 Wing (11) 14 BILLY JOEL/The River Of Dreams Columbia 8 12 ONYX/Slam IMI 13 10 SWV/Weak RCA (14) 17 SHAI/Baby I'm Yours Gasoline Alley (15) BRIAN MCKNIGHT/One Last Cry TINA TURNER/I Don't Wanna Fight 16 13 Virgin (17) 18 MADONNA/Rain Maverick Wrap 18 15 95 SOUTH/Whoot, There It Is Ruffhouse 19 KRIS KROSS FEAT. SUPERCAT/Alright 20 25 CYPRESS HILL/Insane In The Brain Ruffhouse 21 21 4 NON BLONDES/What's Up Interscope 22 29 2PAC/I Get Around Interscope 23 31 AEROSMITH/Crvin' Geffen

TONI BRAXTON/Another Sad Love Song

DUICE/Dazzey Duks

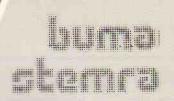
ECO = European Country of Origin

TMR

LaFace



EUROPEAN TOP 100_® **ALBUMS**



MAN	XX	COUNTRIES CHARTED	ARTIST COUNTRIES	CHARTED
SE S		A.B.D.N.5	SE SS SS TITLE - ORIGINAL LABEL	SF
1 7 Zooropa - Island A.B.DK.SFED.IRE.I.NLN.P.E.S.CH.UK	Soul Asylum Grave Dancers Union - Columbia		69 67 36 Pochette Surprise - Columbia	NL.E.U
UB40 A.B.DK.SF.FD.IRE.I.NL.N.R.E.S.CH.UK Promises And Lies - DEP International	36 29 11 Tears For Fears Elemental - Mercury	F.D.I.NL.CH	70 64 23 Kenny G Breathless - Arista	
4 Non Blondes A.B.DK.SED.IRE.NL.N.P.S.CH.UK Bigger, Better, Faster, More! - Interscope	Green Jelly Cereal Killer Soundtrack - Zoo	A.B.D.NL.S UK	Fl Ultimo De La Fila Astronomia Razonable - EMI	
Bon Jovi A.B.DK.SEED.IRE.NL.R.CH.UK A.B.DK.SEED.IRE.NL.R.CH.UK A.B.DK.SEED.IRE.NL.R.CH.UK	38 26 10 Neil Young Unplugged - Reprise	B.SF.D.IRE.NL.N.S.UK	72 RE The Joshua Tree - Island	F.IRE.U
Fros Ramazzotti 5 17 Tutte Storie - DDD	39 31 25 Lenny Kravitz Are You Gonna Go My Way - Virg	A.B.F.NLE.CH.UK	73 65 5 Louise Hoffsten Rhythm & Blonde - Rival	
Spin Doctors A.B.DK.SF.D.IRE.NL.N.S.CH.UK 15 Pocket Full Of Kryptonite - Epic Associated •	40 40 17 Ugly Kid Joe America's Least Wanted - Mercury		74)78 15 Stereo MC's Connected - Gee Street	IRE.L
Billy Joel A.B.DK.DJ.RE.I.N.L.N. CH.UK The River Of Dreams - Columbia	Cypress Hill Black Sunday - Ruffhouse	DK.D.IRE.NL.S.UK	75 70 6 Hanne Boel Kinda Soul - EMI-Medley	DK
Ace Of Base A.B.DK.SED.I.NLE.S.CH	Rage Against The Machine Rage Against The Machine - Epic	B.D.NLS.UK	Boo Radleys Giant Steps - Creation	
6 33 Happy Nation - Mega B.DK.ED.IRE.NLE.UK 9 38 The Perhapsy Asiste A	43 39 14 Die Toten Hosen Kauf Mich! · Virgin	A.D.CH	77 68 5 Earth, Wind & Fire The Very Best Of Earth, Wind & Fire - Arcade	
2 Unlimited A.B. S.F.F.D.IRE.N.L.E.S.CH.UK	(112)	EUK	78) 86 29 Vasco Rossi Gli Spari Sopra - EMI	
11 15 No Limits - Byte R.E.M. DK.SED.IRE.NLUK	44) 62 4 War - Island Soundtrack - Last Action Hero	A.D.NL.P.CH.UK	Adam Ant	
8 46 Automatic For The People - Warner Brothers	45 42 6 Last Action Hero - Columbia	7	Antmusic - The Very Best Of Adam Ant - Arcc	ade
2 13 11 What's Love Got To Do With It - Parlophone	46 43 7 Spiagge E Lune - FRI	A.D.P.E.CH	80 NE It's About Time - RCA Soundtrack - American Graffitti	
14 10 Emergency On Planet Earth - Orendo	47 36 10 Heroes Del Silencio El Espiritu Del Vino - EMI	A.D	American Graffitti - MCA	
Ten Summoner's Tales - A&M ▲ DK. SEED.IRE.L.NL.P.E.U.K	48 41 13 Herbert Grönemeyer Chaos - Electrola		82 79 8 Gert En Samson Samson 3 - Phillips	D.
Janet Jackson AB.DK.FD.NLS.CH.UK janet Virgin	49 35 13 Abba Gold - More Abba Hir		83 69 10 Orchestral Manoeuvres In The Dark Liberator - Virgin	
Rod Stewart A.DK.SED.NLE.S.CH.UK UnpluggedAnd Seated - Warner Brothers	50 50 4 Oleta Adams Evolution - Fontana	D.NLCH.UK	Hubert Von Goisern & Die Alpinkatzen Aufgeign Statt Niederschiassn - Ariola	A.I
7 18 6 Johnny Hallyday Au Parc Des Princes - Philips	51 48 5 Smashing Pumpkins Siamese Dreams - Hut	B.D IRE.NLS.UK	85 Stone Temple Pilots Core - Atlantic	DK.D.
8 17 15 On The Night - Vertigo	52) 59 4 Achtung Baby - Island	F.IRE.NLUK	86 75 15 Kaija Koo Tuullen Viernää - WEA	
9) 21 51 Unplugged - Duck	53 46 7 Michael Ball Always - Polydor	UK	87 73 12 Guns N' Roses Use Your Illusion II - Geffen ▲	8.D.N
Culture Beat Serenity - Dance Pool	54 51 69 Metallica - Vertigo	8.DK.D.NL.P.UK	88)100 6 Rosario De Ley - Epic	
20 8 Mi Tierra - Epic	55 49 7 Take That & Party - RCA	UK	89 76 12 Use Your Illusion I - Geffen ▲	DK.D.N
Michael Jackson B.DK.F.D.IRE.NLUK	56 47 4 Vai Sex & Religion - Relativity	SF.D.NL.CH,UK	90) 87 19 Tomas Ledin Du Kan Lita På Mig - Record Station	
2 19 89 Dangerous - Epic ▲5 Björk ADK SED IRE-NLN S CH.UK	57 53 8 Barbra Streisand Back To Broadway - Columbia	A,D,NLS.UK	Michel Sardou Bercy '93 - Trema	
Debut - One Little Indian/Mother Lean Michel Jarre 8.DKFNLE	58 57 18 Cannibali - CGD	1	Los Del Rio	
25 13 Chronologie - Dreyfus	Freddie Mercury	UK	A Mi Me Gusta - Serdisco Gianna Nannini	
Magazine 60 Medley 60's Slows - Mike Kalfleche	The Freddie Mercury Album - Parl	ophone A.D.NLE.CH	93)91 13 X Forza E X Amore - Ricordi	
Seiltänzertraum · Intercord A.B.SED.NL.S.CH.UK	60 56 18 Get A Grip - Geffen	A.D.S.CH	Mina Canta I Beatles - EMI	
7 22 5 The Battle Rages On - RCA	61)61 8 Replugged - Polydor	F	95 72 34 Jacques Dutronc Dutronc Au Casino (Live) - Columbia	
Patricia Kaas Je Te Dis Vous - Columbia B.F.D.CH	62 52 21 Helene Helene - AB		96 92 3 Greatest Hits - Columbia	<u> </u>
9 32 13 Nord Sud Oves Est - FRI	63 58 15 Blues Alive - Virgin	£E	97 94 22 Songs Of Faith & Devotion - Mute	
O 37 3 Soundtrack - Gute Zeiten Schlechte Zeiten D Gute Zeiten Schlechte Zeiten 2 - Edel	Thomas Helmig Say When - Genlyd	DK	98 74 12 Too Long In Exile - Polydor	D.N
Abba 27 47 Gold - Greatest Hits - Polar ▲4	65 63 16 Laura Pausini - CGD	1	99 93 3 Gerardina Trovato Gerardina Trovato - RTI	
2 33 11 Stephan Eicher Barclay	66 60 7 Us 3 Hand On The Torch - Blue Note	A.D.CH.UK	Pow Wow Regagner Les Plaines - Remark	
30 9 Billy Idol Cyberpunk - Chrysalis	67) 95 42 Sade Love Deluxe - Epic ▲	B.F.UK	A = Austria, B = Belgium, DK = Dermark, SF = Finland, F = France, D = Germany, GR = Greece., IRL = Irela I = Iroly, NL = Netherlands, N = Norway, P = Pantyad, E = Spain, S = Sweden, CH = Switzerland, UK = Unite	ed Kingdom.
George Michael & Queen feat. Lisa Stansfield ABEDINICH Five Live E.P Parlophone	68 66 8 Kastelruther Spatzen Der Rote Diamant - Koch	A.D	= FAST MOVERS NEW EN	



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S S S S ARTIST COUNTRIES CHARTED S T S S S TITLE - ORIGINAL LABEL (PUBLISHER)	ARTIST COUNTRIES CHARTED ST 15 S TITLE - ORIGINAL LABEL (PUBLISHER)	A TITLE - ORIGINAL LABEL (PUBLISHER) THE STATE OF THE COUNTRIES CHARTED COUNTRIES CHARTED SET STATE OF THE COUNTRIES CHARTED
Mr. Vain A.B.DK.SF.FD.IRE.I.NL.N.E.S.CH.UK 1 14 Culture Beat - Dance Pool (Warner Chappell)	35 27 25 Cat's In The Cradle Ugly Kid Joe - Mercury (Copyright Control)	Tuesday Morning The Pogues - Pogue Mahone (Pogue Mahone/Perfect Song
2 9 What's Up A.B.DK.D.IRE.I.NL.N.S.CH.UK A.B.DK.D.IRE.I.NL.N.S.CH.UK (Famous/WC)	36 38 31 No Limit ED.E.CH 2 Unlimited - Byte (MCA)	70 48 12 Can You Forgive Her? Pet Shop Boys - Parlophone (EMI)
3 6 4 Life A.B.DK.SEED.NL.N.E.S.CH Haddaway - Coconut (A La Carte)	37 29 3 Night In Motion A.D.S.CH A.D.S.CH	71 69 14 Do You See The Light Snap - Logic (Warner Chappell/Songs Of Logic)
4 4 26 What Is Love A.DK.SEF.D.IRE.I.NL.N.P.E.CH.UK Haddaway - Coconut (A La Carte)	38) 47 9 Show Me Love Robin S - Champion (Champion)	72)75 9 Parisienne Walkways '93 Gary Moore - Virgin (Maxwood)
5 3 15 (I Can't Help) Falling In Love With You A.B.DK.SEED.IRE.INLES.CH.UK UB40 - DEP International (Manna/Carlin)	39 43 5 Robin S - Champion (Champion)	Amante, Irmão, Amigo Marco Paulo - EMI (EMI)
6 5 5 Living On My Own A.B.D.IRE.NLUK Freddie Mercury - Parlophone (Mercury Songs)	Opal Mantra Therapy? - A&M (MCA)	74 54 4 What Ever Happened To Old Fashioned Love Daniel O'Donnell - Ritz (BMG)
7 7 47 All That She Wants Ace Of Base - Mega (Megasong)	41) 40 18 Cose Della Vita B.DK.F.D.S.CH B.DK.F.D.S.CH B.DK.F.D.S.CH B.DK.F.D.S.CH Cose Della Vita B.DK.F.D.S.CH Cose Della Vita B.DK.F.D.S.CH	75 58 7 This Is It Dannii Minogue - MCA (Copyright Control)
8) 12 6 Darla Dirladade G.O. Culture - Scorpio (Warner Chappell)	42) 57 5 Regg'lyssMets De L'Huile Regg'lyss - Virgin (Regg'lyss)	76 65 3 Little Miss Can't Be Wrong Spin Doctors - Epic Associated (Sony)
9 9 11 Oreams Gabrielle - Go!Discs (Perfect Songs/Zomba)	43 39 7 The Jungle Book Groove Various - Hollywood (Campbell Connelly)	77 59 8 Sweat Usura - deConstruction (Jacomo)
Two Princes A.B.DK.D.IRE.NL.N.S.CH Spin Doctors - Epic (Sony)	44) 46 3 Sarah Washington - Quality (Carlin)	78 45 8 If I Can't Have You Kim Wilde - MCA (Gibb Bross/BMG)
Somebody Dance With Me A.DK.SFD.N.S.CH D.J. BoBo - Fresh (C-B Hypedelic)	45 36 3 Rockin' To The Music Black Box - deConstruction (Warner Chappell)	79 New Joey Lawrence - EMI (PolyGram/WC/BMG)
12) 15 4 It Keeps Rainin' (Tears From My Eyes) Bitty McLean - Brilliant (EMI)	One Night In Heaven M-People - deConstruction (BMG/EMI)	80 86 3 C'Est Okay Les Visiteurs - Remark (Simpson/Tristan Clavier/J.M. Poiré
The River Of Dreams 14 5 Billy Joel - Columbia (EMI)	47 41 28 Give It Up A.DK.D A.DK.D	81 71 11 Here We Go Stakka Bo · Stockholm (Stockholm)
Pray Take That - RCA (EMI)	48 31 8 Pin-occhio - Dig It (Flarenasch)	82 70 14 Break It Down Again Tears For Fears - Mercury (EMI/Chrysalis)
The Key: The Secret Urban Cookie Collective - Pulse 8 (Peer)	49 37 17 That's The Way Love Goes DK.F.D.CH DK.F.D.CH	Take A Free Fall Dance 2 Trance - Blow Up (Allstar/BMG)
16 13 8 Michael Jackson - Epic (Warner Chappell)	50) 61 8 Summer Summer Loft - RCA (Warner Chappell)	Arienne Tasmin Archer - EMI (EMI)
17) 22 8 Big Gun AB.DK.SEED.IRE.NL.S.CH AC/DC - Atco (J.Albert & Son)	Under The Gun Sisters Of Mercy - Merciful Release (Glass Sea/Noa/EMI)	85 78 2 Er Is Plaats Voor Jou In Mijn Armen Jo Vally - Indisc (Disket/Black Gipsy)
18) 30 7 Runaway Train Soul Asylum - Columbia (WC/LFR)	52 44 28 Oh Carolina A.DK.F.D.CH Shaggy - Greensleeves (Greensleeves)	86 62 3 La Kabra Farmlopez - Ginger Music (Not Listed)
Rain Madonna - Maverick (WC/MCA) A B. SF.D. IRE S. CH. UK	53 49 4 Good Men - Fresh Fruit (Rhythm)	87)100 2 Uptown Top Ranking SEIRE U
Tease Me 20 12 Chaka Demus & Pliers - Mango (Blue Mountain/PolyGram/CC)	54 55 9 Gli Spari Sopra - Delusa Vasco Rossi - EMI (Warner Chappell)	Don't Panic/Let The Rhythm Entrance Dance Nation - RCA (Not Listed)
Wheel Of Fortune Ace Of Base - Mega (Megasong) 8.F.D.IRE.NLE.CH.UK	55) 84 2 Slave To The Music Twenty 4 Seven - Indisc (TBM/BMG 2 P(i)eters)	She Kissed Me Terence Trent D'Arby - Columbia (EMI)
Three Little Pigs 28 13 Green Jelly - Zoo (Chrysalis) A.B.DK.D.NLS	56) 74 3 Don't Talk About Love Bad Boys Inc A&M (PolyGram\Skratch\WC)	90 66 3 Can We Get Enough? B.G. The Prince Of Rap - Dance Pool (Allstar/BMG)
Tribal Dance DK.F.D.E.S.CH	57 50 4 Bon Jovi - Jamboo (PolyGram/EMI)	91 90 5 Bad Boys Inner Circle - Magnet (Madhouse/WC)
Nuff Vibes E.P.	58 53 7 Je Serai Là Johnny Hallyday - Philips (Desperado)	Slam Onyx - Chaos (Chyskilz/Madface/Baldhead/Jay)
B.DK.SFD.IRE.NL.S.CH.UK	59 42 4 Looking Up Michelle Gayle - 1st Avenue (Brampton/CC)	Plastic Dreams Jay Dee - R&S (First Impression/Nanada/R&S)
Love Sees No Colour A.F.D.E.S.CH	60 56 9 Can't Get Enough Of Your Love Taylor Dayne - Arista (Warner Chappell)	94 83 2 Lagaf - WEA (Ed. Hubert/Goofie Show)
Higher Ground B.IRE. NLUK	Slave To The Vibe	95 RED Gloria Gaynor · Polydor (PolyGram)
2) 35 2 UB40 - DEP International (New Claims/CC) Happy Nation A.B.D.NLCH	62) 79 4 Ziggy Celine Dion - Epic (Sony)	96 68 2 I Don't Like Reggae French Connection - Freaky (Sint Annes)
Almost Unreal Almost Unreal DK.D.IRE.S.CH.UK	Run To You D.IRE.P.UK	Heaven Help Lenny Kravitz - Virgin (Warner Chappell)
29 24 13 Roxette - EMI (Jimmy Fun/EMI)	64 63 5 Bon Jovi - Jamboo (PolyGram/EMI/CC) Whitney Houston - Arista (Peermusic/MCA) AD.CH AD.CH	Un Amour De Vacances Christoph Rippert - AB (ABeditions)
30 18 24 Snow - East West (PolyGram/CC) Right Here	Keep On Dancing! D.J. BoBo - Fresh (Fresh/EAMS)	99 67 9 Leopold 3 - HKM (Dinsong)
SWV - RCA (ATV/WC) Encores E.P. ELPE	Five Live E.P. DK.E	People Everyday
32 21 15 Dire Straits - Vertigo (Chariscourt/Rondor) Dream Lover DK.NLS.UK	Disco Inferno IRE UK	A Autor S - Billyland, DE - Development - Cooltempo (EMI/Carlin) A - Autor S - Billyland, DE - Develop S - Failand, F o France, D - Germany, GR - Greece, RL - Iradand, to that, NE - Billyland, NE - Namony P o Portugal, E o Spain, S o Swaden, CH - Switzerland, UK o United Kingdom.
33) 51 2 Mariah Carey - Columbia (Various)	Tina Turner - Parlophone (Chappell/Famous Chappell) Chronologie	FAST MOVERS FAST MOVERS NEW ENTRY RE-ENTRY
34 34 27 Sing Hallelujah Dr. Alban - SweMix (Swemix/Songs Of Logic)	68 64 10 Chronologie Jean Michel Jarre - Dreyfus (Jarre/Dreyfus)	



TOP 10 SALES IN EUROPE

(East West)

UNITED KINGDOM

Sin	gles	
1	Freddie Mercury - Living On My Own	(Parlophone)
2	Culture Beat - Mr. Vain	(Epic)
3	Bitty McLean - It Keeps Rainin'	(Brilliant)
4	Urban Cookie Collective - The Key: The So	ecret (Pulse 8)
5	Billy Joel - The River Of Dreams	(Columbia)
6	Apache Indian - Nuff Vibes E.P.	(Island)
7	SWV - Right Here	(RCA)
8	UB40 - Higher Ground	(Virgin)
9	4 Non Blondes - What's Up	(East West)
10	Take That - Pray	(RCA)
Alt	oums	
1	UB40 - Promises And Lies	(DEP Intl.)
2	U2 - Zooropa	(Island)
3	Billy Joel - The River Of Dreams	(Columbia)
4	Spin Doctors - Pocket Full Of Kryptonite	
5		(Warner)
6		(Phonogram)
7	Jamiroquai - Emergency On Planet Earth	(Sony Soho ²)
8	4 Non Blandes - Bigger, Better, Faster, Ma	
9	Soundtrack - The Bodyguard	(Arista)
10	Tina Turner - What's Love Got To Do With It	(Parlophone)
	00444	
	CDAINI	

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		$H \times H$	

Singles	
1 Haddaway - What Is Love	(BMG Ariola)
2 G.Michael/Queen/L.Stansfield - F	ive Live (EMI)
3 Ace Of Base - All That She Wants	(PolyGram)
4 D.J. Dero - Batucada	(Ginger)
5 U 96 - Love Sees No Colour	(PolyGram)
6 Dire Straits - Encores E.P.	(PolyGram)
7 Ace Of Base - Wheel Of Fortune	(PolyGram)
8 Viceversa - Ella	(Max)
9 2 Unlimited - Tribal Dance	(Blanco Y Negro)
10 UB40 - Falling In Love With You	(Virgin)
Albums	
1 Gloria Estefan - Mi Tierra	(Sony)
2 Various - Lo Mejor Del Soul	(Arcade)
3 Various - Megatron	(Max)
4 Various - Lo Mas Duro 2	(Max)
5 Various - Eurodance	(PolyGram)
6 El Ultimo De La Fila - Astronomia F	Razonable (EMI)
7 Various - Reggae, Reggae	(Arcade)
8 Rosario - De Ley	(Sony)
9 Los Del Rio - A Mi Me Gusta	(Serdisco)
10 Various - La Ruta Del Bacalao	(BMG Ariola)

DENMARK

Singles	
Culture Beat - Mr. Vain	(Sony)
2 4 Non Blondes - What's Up	(Warner)
3 Spin Doctors - Two Princes	(Sony)
4 UB40 - Falling In Love With You	(Virgin)
5 French Connection - I Don't Like Reggae	(Scandinavian)
6 Haddaway - Life	(BMG Ariola)
7 Haddaway - What Is Love	(BMG Ariola)
8 G.Michael/Queen/L.Stansfield - Five Liv	e (EMI-Medley)
9 Gabrielle - Dreams	(PolyGram)
10 Roxette - Almost Unreal	(EMI-Medley)
Albums 1 Thomas Helmig - Say When 2 Various - Absolute Let's Dance Vol. 2 3 Soundtrack - The Bodyguard 4 Rod Stewart - UnpluggedAnd Seates 5 4 Non Blondes - Bigger, Better, Faster, M 6 Various - Turn Up The Bass Vol. 2 7 U2 - Zooropa 8 UB40 - Promises And Lies 9 Spin Doctors - Pocket Full Of Kryptonit 10 Danser Med Drenge - Danser Med Drenge	ore! (Warner) (Arcade) (BMG Ariola) (Virgin) e (Sony)
SWITTED! AND	

SWIIZEKLAND

(Warner) (Sony) (Virgin)
(Sony) (Virgin)
(Virgin)
(BMG)
(Fresh)
(BMG)
(Warner)
(Sony)
te (Fresh)
(PolyGram)
More! (Warner)
(EMI)
(BMG Ariola)
(PolyGram)
(Phonag)
(BMG Ariola)
arth (Sony)
(Sony)
ite (Sony)

GERMANY Singles 1 4 Non Blondes - What's Up

1	4 Non Blondes - What's Up	(East West)
2	Haddaway - Life	(Coconut)
3	Culture Beat - Mr. Vain	(Sony)
4	D.J. BoBo - Somebody Dance With Me	(EAMS)
5	UB40 - Falling In Love With You	(Virgin)
6	Spin Doctors - Two Princes	(Sony)
7	Ace Of Base - Happy Nation	(Metronome)
8	Soul Asylum - Runaway Train	(Sony)
9	U 96 - Night In Motion	(PolyGram)
10	Loft - Summer Summer	(RCA/BMG)
Alb	oums	
1	4 Non Blandes - Bigger, Better, Faster, More	(East West)
2	Bon Jovi - Keep The Faith	(Phonogram)
3	UB40 - Promises And Lies	(Virgin)
4	Ace Of Base - Happy Nation	(Metronome)
5	Pur - Seiltänzertraum	(Intercord)
6	Soundtrack - Gute Zeiten Schlechte Zeit	en 2 (Edel)
7	Spin Doctors - Pocket Full Of Kryptonite	(Sony)
8	U2 - Zooropa	(BMG Ariola)
9	Billy Joel - The River Of Dreams	(Sony)
10	Eros Ramazzotti - Tutte Storie	(BMG Ariola)

HOLLAND

OIL	gles	
1	4 Non Blondes - What's Up	(Warner)
2	Freddie Mercury - Living On My Own	(EMI)
3	Culture Beat - Mr. Vain	(Sony)
4	Haddaway - Life	(Zomba)
5	Chaka Demus & Pliers - Tease Me	(BMG Ariola)
6	Michael Jackson - Will You Be There	(Sony)
7	Gabrielle - Dreams	(Phonogram)
8	UB40 - Falling In Love With You	(Virgin)
9	Taylor Dayne - Can't Get Enough Of Your Lov	e (BMG Ariola)
10	Janet Jackson - If	(Virgin)
Alt	ums	
Alk 1	oums 4 Non Blondes - Bigger,Better,Faster,M	ore! (Warner)
		ore! (Warner) (BMG Ariolo)
1	4 Non Blondes - Bigger, Better, Faster, M	
1 2	4 Non Blondes - Bigger, Better, Faster, M U2 - Zooropa	(BMG Ariolo)
1 2 3	4 Non Blondes - Bigger,Better,Faster,M U2 - Zooropo R.E.M Automatic For The People	(BMG Ariolo) (Warner)
1 2 3 4	4 Non Blondes - Bigger,Better,Faster,M U2 - Zooropo R.E.M Automatic For The People UB40 - Promises And Lies	(BMG Ariolo) (Warner) (Virgin)
1 2 3 4 5	4 Non Blondes - Bigger, Better, Faster, M U2 - Zooropa R.E.M Automatic For The People UB40 - Promises And Lies Ace Of Base - Happy Nation	(BMG Ariolo) (Warner) (Virgin) (Polydor)
1 2 3 4 5 6	4 Non Blondes - Bigger, Better, Faster, M U2 - Zooropa R.E.M Automatic For The People UB40 - Promises And Lies Ace Of Base - Happy Notion Oleta Adams - Evolution	(BMG Ariolo) (Warner) (Virgin) (Polydor) (Phonogram)
1 2 3 4 5 6 7	4 Non Blondes - Bigger, Better, Faster, M U2 - Zooropa R.E.M Automatic For The People UB40 - Promises And Lies Ace Of Base - Happy Nation Oleta Adams - Evolution Paul De Leeuw - Plugged	(BMG Ariolo) (Warner) (Virgin) (Polydor) (Phonogram) (Sony)
1 2 3 4 5 6 7 8	4 Non Blondes - Bigger, Better, Faster, M U2 - Zooropa R.E.M Automatic For The People UB40 - Promises And Lies Ace Of Base - Happy Nation Oleta Adams - Evolution Paul De Leeuw - Plugged Michael Jackson - Dangerous	(BMG Ariolo) (Warner) (Virgin) (Polydor) (Phonogram) (Sony) (Sony)

NORWAY

AUSTRIA Singles 1 4 Non Blondes - What's Up

2 Haddaway - Life

(Warner)

3	UB40 - Falling In Love With You	(EMI)
4	Culture Beat - Mr. Vain	(Sony)
5	Soul Asylum - Runaway Train	(Sony)
6	D.J. BoBo - Somebody Dance With Me	(Union)
7	Spin Doctors - Two Princes	(Sony)
8	Deadly Sins - We Are Going Down	(Warner)
9	Ace Of Base - Happy Nation	(PolyGram)
10	Ugly Kid Joe - Cat's In The Cradle	(PolyGram)
Alk	oums	
1	4 Non Blondes - Bigger, Better, Faster, Mor	e! (Warner)
2	U2 - Zooropa	(BMG)
3	Spin Doctors - Pocket Full Of Kryptonite	(Sony)
4	Bon Jovi - Keep The Faith	(PolyGram)
5	UB40 - Promises And Lies	(EMI)
6	Eros Ramazzotti - Tutte Storie	(BMG)
7	Green Jelly - Cereal Killer Soundtrack	(BMG)
8	Zillertaler Schürzenjäger - Typisch Schürzenja	äger (Tyrolis)
9	Ace Of Base - Happy Nation	(PolyGram)
10	Ugly Kid Joe - America's Least Wanted	(PolyGram)

FRANCE

Sin	gles	
1	G.O. Culture - Darla Dirladade	(Scorpio)
2	Haddaway - What Is Love	(Scorpio)
3	Ace Of Base - All That She Wants	(Barclay)
4	Culture Beat - Mr. Vain	(Sony)
5	Snow - Informer	(Warner)
6	Regg'lyss - Regg'lyssMets De L'Huile	(Virgin)
7	UB40 - Falling In Love With You	(Virgin)
8	2 Unlimited - No Limit	(Scorpio)
9	Dr. Alban - Sing Hallelujah	(BMG)
10	2 Unlimited - Tribal Dance	(Scorpio)
A II		(/
AIL	nums	(0)
	Johnny Hallyday - Au Parc Des Princes	
2	U2 - Zooropa	(Island)
3	Magazine 60 - Medley 60's Slows	(Phonogram)
4	Jean Michel Jarre - Chronologie	(Polydor)
5	UB40 - Promises And Lies	(Virgin)
6	Patricia Kaas - Je Te Dis Vous	(Columbia)
7	U2 - War	(Island)
8	Dire Straits - On The Night	(Phonogram)
9	Helene - Helene	(AB)
10	Soundtrack - The Bodyguard	(BMG)
	78	

BELGIUM

Singles	
1 Culture Beat - Mr. Vain	(Sony)
2 G.O. Culture - Darla Dirladade	(AMC)
3 Haddaway - Life	(BMG Ariola)
4 4 Non Blondes - What's Up	(Warner)
5 Freddie Mercury - Living On My Own	(EMI)
6 Jo Vally - Er Is Plaats Voor Jou In Mijn A	rmen (Indisc)
7 Leopold 3 - Zomernacht	(Indisc)
8 Various - The Jungle Book Groove	(Indisc)
9 Pin-occhio - Tu Tatuta Tuta Ta	(Distrisound)
10 Twenty 4 Seven - Slave To The Music	(Indisc)
Albums	
1 Gert En Samson - Samson 3	(PolyGram)
2 U2 - Zooropa	(BMG Ariola)
3 Eros Romazzotti - Tutte Storie	(BMG Ariola)
4 Johnny Hallyday - Au Parc Des Prince	s (PolyGram)
5 UB40 - Promises And Lies	(Virgin)
6 Abba - Gold - Greatest Hits	(PolyGram)
7 Bon Jovi - Keep The Faith	(PolyGram)
8 Soundtrack - The Bodyguard	(BMG Ariola)
9 Leopold 3 - Spiegels	(HKM)
10 G.Michael/Queen/L.Stansfield - Five I	Live (EMI)

FINLAND

Singles	
1 Culture Beat - Mr. Vain	(Sony)
2 Haddaway - Life	(BMG Ariola)
3 Dance Nation - Don't Panic/Let The	(BMG Ariola)
4 Earth, Wind & Fire - Boogie Wonderland - M	egamix (Sony)
5 Madonna - Rain	(Warner)
6 Haddaway - What Is Love	(BMG Ariola)
7 Dance 2 Trance - Take A Free Fall	(Mega)
8 D.J. BoBo - Somebody Dance With Me	(Pitch Control)
9 UB40 - Falling In Love With You	(EMI)
10 Kaija Koo - Tule Lähemmäs, Beibi	(Warner)
Albums	
1 Various - Blue Moon	(Warner)
2 Kaija Koo - Tuulten Viernää	(Warner)
3 Various - Techno & Dance 4	(K-Tel)
4 Various - Bailubuumi	(BMG Ariola)
5 Helen Hoffner - Wild About Nothing	(Warner)
6 UB40 - Promises And Lies	(Virgin)
7 Various - Party Planet	(Warner)
8 U2 - Zooropa	(BMG Ariola)
9 Various - Hittibuumi	(Sonet)
10 Ace Of Base - Happy Nation	(Mega)
To the or base Thappy Thanks	(1.1094)
PORTUGAL	
Singles	
I Marco Paulo - Amante, Irmão, Amigo	(EMI)
	1

		, , ,
	2 Haddaway - What Is Love	(BMG Ariola)
	3 Farmlopez - La Kabra	(Vidisco)
	4 Black Box - Rockin' To The Music	(BMG Ariola)
	5 Dire Straits - Encores E.P.	(PolyGram)
	6 Statement - Talkin' With You	(Vidisco)
	7 Fanny Connection - Heart Of Glass	(Vidisco)
١	8 Bon Jovi - I'll Sleep When I'm Dead	(PolyGram)
1	9 Gloria Gaynor - Will Survive	(PolyGram)
	10 Whitney Houston - Run To You	(BMG Ariola)
Ì	Albums	
	1 Eros Ramazzotti - Tutte Storie	(BMG Ariola)
ı	2 Various - 16 Top World Charts '93	(Vidisco)
ı	3 Various - Love Classics	(EMI)
	4 U2 - Zooropa	(BMG Ariola)
	5 Sting - Ten Summoner's Tales	(PolyGram)
	6 Dire Straits - On The Night	(PolyGram)
	7 Various - Summerslows	(Sony)
	8 Soundtrack - Last Action Hero	(Sony)
	9 Leandro E Leonardo - Temporal De A	mor (Vidisco)
	10 Various - No. 1	(BMG Ariola)
Ĥ	t/Media Control/Musikmarkt (West Germany);	

ITALY

igles	
Vasco Rossi - Gli Spari Sopra - D	Pelusa (EMI)
Ace Of Base - All That She Wants	s (Polydor)
Usura - Sweat	(Time)
Haddaway - What Is Love	(BMG Ariola)
Fiorello - San Martino	(FRI)
Captain Hallywood Project - Moi	re And More (Dig It)
Gabrielle - Dreams	(Media)
Raf - Il Battito Animale	(CGD)
B.G. The Prince Of Rap - Can We	Get Enough? (Sony)
883 - Ma Perche'	(FRI)
oums	
	(PolyGram)
	(FRI)
Fiorello - Spiggge E Lune	(FRI)
Fiorello - Spiagge E Lune U2 - Zooropa	(FRI) (BMG Ariola)
Fiorello - Spiagge E Lune U2 - Zooropa Raf - Cannibali	(BMG Ariola)
U2 - Zooropa Raf - Cannibali	(BMG Ariola) (CGD)
U2 - Zooropa	(BMG Ariola)
U2 - Zooropa Raf - Cannibali Laura Pausini - Laura Pausini Eros Ramazzotti - Tutte Storie	(BMG Ariola) (CGD) (CGD)
U2 - Zooropa Raf - Cannibali Laura Pausini - Laura Pausini Eros Ramazzotti - Tutte Storie Sting - Ten Summoner's Tales	(BMG Ariola) (CGD) (CGD) (DDD)
U2 - Zooropa Raf - Cannibali Laura Pausini - Laura Pausini Eros Ramazzotti - Tutte Storie	(BMG Ariola) (CGD) (CGD) (DDD) (PolyGram)
	Vasco Rossi - Gli Spari Sopra - D Ace Of Base - All That She Want Usura - Sweat Haddaway - What Is Love Fiorello - San Martino Captain Hollywood Project - Mol Gabrielle - Dreams Raf - Il Battito Animale B.G. The Prince Of Rap - Can We

SWEDEN

Singles	
1 4 Non Blondes - What's Up	(Warner)
2 Culture Beat - Mr. Vain	(Sony)
3 Green Jelly - Three Little Pigs (BMG Ariola)
4 UB40 - Falling In Love With You	(Virgin)
5 Haddaway - Life	(BMG)
6 Gabrielle - Dreams	(PolyGram)
7 Spin Doctors - Two Princes	(Sony)
8 Melodie MC - Dum Da Dum	(Virgin)
9 D.J. BoBo - Somebody Dance With Me	(MD)
10 Robin S - Show Me Love	(Mega)
Albums	

10 Robin S - Show Me Love	(Mega)
Albums	
1 U2 - Zooropa	(BMG Ariola)
2 4 Non Blondes - Bigger, Better, Faste	r,More! (Warner)
3 Louise Hoffsten - Rhythm & Blonde	(BMG)
4 UB40 - Promises And Lies	(Virgin)
5 Eros Ramazzotti - Tutte Storie	(BMG)
6 Björk - Debut	(PolyGram)
7 Tomas Ledin - Du Kan Lita På Mig	(Record Station)
8 Deep Purple - The Battle Rages On	(BMG)
9 Janet Jackson - janet.	(Virgin)
10 Culture Beat - Serenity	(Sony)

IRELAND

Sin	gles	
1	Freddie Mercury - Living On My Own	(EMI)
2	4 Non Blondes - What's Up	(East West)
3	Culture Beat - Mr. Vain	(Sony)
4	Billy Joel - The River Of Dreams	(Sony)
5	Garth Brooks - Friends In Low Places	(EMI)
6	Therapy? - Opal Mantra	(PolyGram)
7	Pale - The Pale E.P. (Unde	erscore One)
8	D.O'Donnell - What Ever Happened To	. (Ritz)
9	Gabrielle - Dreams	(Go!Discs)
10	Take That - Pray	(BMG)
ΔH	oums	
1	Various - That's What I Call Music! 25 (E	MI/Vir/Pall
2	Various - A Woman's Heart	(Dara)
3	U2 - Zooropa	(Island)
4	Various - The Best Dance AlbumEver	(Virgin)
5		elstar/BMG)
		(Dara)
6	Mary Black - The Holy Ground	,
	Eleanor McEvoy	(MCA)
8	Various - Trad At Heart	(Dara)
9	Billy Joel - The River Of Dreams	(Sony)
10	Mary Black - The Callection	(Dara)

Eurofile Radio Industry Directory 1994

Radio Industry

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Based on the national sales charts from 15 European markets. Information supplied by MRIB (UK); Bundesverband Der Phonographischen Wirtschaft/Media Control/Musikmarkt (West Germany); Europe 1/Canal Plus/Tele7Jours (France); Musica E Dischi/Mario De Luigi (Italy); Stichting Top 50 (Holland); SABAM/IFPI (Belgium); GLF/IFPI (Sweden); IFPI/Nielsen Marketing Research (Denmark); VG (Norway); ALEF MB/TVE (Spain); Seuro/IFPI (Finland); IFPI (Ireland); AFP (Portugal); Austria Top 30 (Austria); Media Control/Musikmarkt (Switzerland).

OFF THE RECORD

CROSSING THE CHANNEL

Although PolyGram International keeps its mouth firmly shut, we hear that its London-based marketing director Margarita Scheckel is becoming the new MD of its Spanish Polydor affiliate. Is the move related to the arrival of former Ariola France MD Philippe Desindes in London as Regional VP Marketing Continental Europe?

MYSTERY SPILLMANN REPLACEMENT

PolyGram Germany insiders are saying that the name of Phonogram MD Louis Spillmann's replacement begins with the letter "W"

MUTUAL DECISION?

Insiders are saying Benny Schnier's exit as PD at Radio Xanadu/ Munich was hardly a "mutual decision." The word is staffers unanimously decided they could no longer work with him and asked MD Thomas Gottschalk to do something about it, who then reportedly fired Schnier.

WEILLER INKS DEAL WITH BMG

Former Island France president Jean-Pierre Weiller has inked a deal with BMG France for the licensing of his new label Uno Mundo. Weiller's products will be fuelled through RCA in France, BMG International and Lou Maglia's Zoo label in the US.

Spin Doctors

(continued from page 1)

Stone Temple Pilots, Soul Asylum, Alice In Chains and Rage Against The Machine, the Spin Doctors' current acceptance in Europe belies yet another US phenomenon gradually making impact in Europe-the explosion of alternative rock into the mainstream.

Now, almost two years after the US release, the band's first fulllength album, Pocket Full Of Kryptonite, has gone past European platinum status (500.000 copies sold). On M&M's EHR Top 40, two singles are currently climbing up the chart, the first and re-released Little Miss Can't Be Wrong and Two Princes—a unique situation for a rock band.

London-based International Talent Booking (ITB) has been involved with the band since the beginning, before the record was released. ITB agent Mike Dewdney remembers handing cassettes out to the audience when the band played 15 small-sized London dates two-and-a-half years ago. "It was when the **Pearl Jam** buzz started," says Dewdney. "You could just feel they were going to be massive.'

Dewdney says the Doctors are not your average live rock band. "They do something different every time. Don't expect them to play their hit singles early on in the set and later in the encore. They might [suddenly] jam for half an hour. They're very easy going and totally cool. They keep it fun. That's the main thing.

ITB brought the band back to Europe this year February/March when it quickly becoming established in the US and had already sold over one million copies of "Kryptonite." "Overall, we did 30-50% of our main business," says Dewdney, "and 80% of the audiences were American.

ITB will be booking the band for a third European appearance in late September-early October hitting the UK (four dates), Germany (three), Sweden and Holland (both one). "We're going to sell every date," claims Dewdney. "This tour

will be very interesting as we will move from 400 people to 4.000.

The band's slow build was deliberately orchestrated by the Doctors' record label, Epic. As it couldn't get the band on radio early on, and the live element proved to be the such a winning ingredient in the US, bringing the band over to European audiences was essential, says Sony Music International director European marketing/Epic, Monica Marin. "To compensate for the lack of radio activity, you have to tour them."

According to Marin, the European campaign properly started at the end of '92. "They were a big name in the US and we decided-in a combined effort to stop imports-to release the 'Kryptonite' album in a special European version with three bonus tracks. After the February/March tour, the band went back to the US for another long tour and we were still working the "Little Miss" single. But we couldn't get radio interested and the single faded away. The end of spring, we sent the "Princes" single to radio and that's where it all happened. First Italy, then Sweden, followed by the UK, Germany and Holland."

And radio is indeed converted. At EHR City Radio/Malmö, music director Fredrik Hellström confirms that since the start of the station three years ago, Two Princes is the most played single ever, having registered 218 plays since airplay on the track started in March; Ten Sharp's You is secondbest played with 200 plays. "I personally think it's one of the greatest singles I've ever heard," says Hellström. "There's so much passion. It's rock but very well-developed with funny lyrics and a lot of fun. It's larger than life."

German pubcaster HR3/Frankfurt DJ/producer Markus Hertle is another fan. "I like the rough and individual sound, the feeling of being hand-made. There's no image creating, they have a 'high-belief' grade." Hertle, programming between 15-20 hours for the pubcaster, estimates he has played Two Princes between 50-100 times since March.

POPKOMM

(continued from page 1)

industry together with politics and economics and a lot of music within our festival. This is the biggest difference."

He adds, "It is our duty now to make sure that POPKOMM continues to be the event for the music industry, not a commercial idea. POPKOMM is much more than a little A&R meeting; we are being looked at by the whole of Europe.

Warner Music Germany MD Gerd Gebhardt thinks POP-KOMM was the right size this year, but that it shouldn't be allowed to get much bigger. "For me it was the biggest, most successful and exciting POPKOMM so far. From a communication standpoint it was great. Companies had much more space to present themselves and their ideas with bigger stands. I think the organisers have to be careful what happens next year, though. We have to ensure that communication comes first and foremost at POPKOMM."

PolyGram Germany president Wolf Gramatke says he feels positive about POPKOMM, but is cautious as to how it develops in the future. "I don't think POPKOMM is too big yet, but the organisers have to be very careful how they continue to set the pace. I think it has achieved its aim of becoming an A&R playground. I was pleased to see the lively independent scene at the back of the hall. POPKOMM is not just about the majors showing off with big stands."

Gramatke says he would more retailer involvement in POP-KOMM and more controversial panels. "I was disappointed with the panels. They were much too slick 1

BMG Ariola/Hamburg MD Michael Anders, however, disagrees with Gramatke on that point, saying, "The reaction of people to the panels was very strong. I thought there were a lot of very interesting themes this year."

He also doesn't think the fair is too big. "This year's fair was 'huge,' but it was still possible to sit down and talk with people."

Though most people still managed to find their niche in the mammouth trade fair, some believe the event has grown too big. Sony Music Germany's Hard N' Heavy A&R/marketing manager Marcus Linde says that many people were shocked at the sheer size of POP-KOMM this year and the fair is in danger of loosing sight of its original aims and goals. "POPKOMM is no longer a forum for new talent, but a playground for record companies to present their new artists. It's no longer a place where unsigned artists can approach companies. Also, there's the decadence of how much money went into some of the stands. It's the equivalent of three or four newcomer albums which must be a real kick in the face for an artist. This is surely not the original idea of POPKOMM."

Many executives are now calling for an end to the public day at POPKOMM. Says Linde, "People were just attracted by the size of the event, hoping to see some big names and out to get as much for free as possible.

Gramatke and Anders both agree that the open day is a negative point about POPKOMM and that it doesn't add anything. Gebhardt says that he would personally prefer the public day to become a third day for business and not be opened up to the public, unless the day is more organised and all the stands are occupied.

EC Lobby Plans

(continued from page 1)

al industry like any other." But, it adds, "unlike cinema and the audiovisual sector, EC's cultural policy has never taken into account the musical industry's field."

Reasons, according to the memo, are that "musical industry is seen as a rich, profitable and selfsupporting field of activity" and that 90% of the phonographic industry turnover comes from popular music, while the share of classical music remains below 10%. "Nevertheless, popular music is far from having acquired a 'cultural status' in

The draft notes a series of "economical and cultural stakes" faced by Europe.

German radio was heavily tar-

■ The market is "dominated by American culture to the prejudice of national cultures and European national languages-in France, in the past, and in Spain and Italy nowadays-have been able to resist this domination by preserving a national production.

■ The musical industry, with all its aspects (records, shows, radio, audiovisual), is "the most powerful and popular vehicle to expose culture to the youth." Therefore, "a European policy cannot escape from cultural realities linked with its young population."

Based on this analysis, the different organisations claim "it is urgent to work out a European policy in this field or at least work out the grounds of a concrete and pragmatic action programme." All this with the collaboration of the European Commission and the different professional organisations.

A list of proposals includes:

- Support independent producers
- Support the exchanges of European artists between countries through tours and festivals
- Support music video production
- Increase Euro-productions on the world market
- Develop information exchanges between EC countries (a European data base could be set up).

Participants agreed that these topics should now be discussed further at a national and an EC level. A financial estimate will be worked out to evaluate the cost of these various programmes. Representatives agreed to meet again during the forthcoming MIDEM in January.

WDR

(continued from page 1)

this further. I'll send him some records to vote on for the next Europlay, as well as other material.

"We would like them to join as soon as possible, but I don't think that it will be earlier than October."

Prick says he wants to score WDR first before working with the three-four other pubcasters who are interested in joining. He declines to cite which until talks progress.

"If we get a higher profile in Germany and higher airplay power, that will make a big difference," he says. "I don't think WDR alone will make all the difference, but I'm sure once we score them it won't be too difficult to get one or two other influential stations to join in."

man radio is dominated by Anglo-American music. We have to do more to introduce and promote European productions on radio, both in Germany and the rest of Europe, and Europlay is a positive

try body BPW at POPKOMM. The growth in singles was the major reason for this overall increase in unit sales, with shipments up 35.2% to 16.9 million. CD singles showed a 62.5% rise

to 15.6 million, representing

92.3% of total single sales.

German Sales

(continued from page 1)

Total album units remained unchanged 84.4 million. CD sales rose 16% to 62.4 million, while cassette shipments fell 23.9% to 21.0 million. Vinyl slumped 66.6% to just 1 million units.

First Half German Record Shipments '93 (millions of units)

	'92	'93	% chg.
Singles	12.5	16.9	+35.2
LPs	3.0	1.0	-66.6
Cass.	27.6	21.0	-23.9
CDs	53.8	62.4	+16.0
Total	96.9	101.3	+4.5
Source:	BPW		

geted with a 20-second spot aired 160 times for two weeks in August on the major German pubcasters plus privates OK Radio/Hamburg, FFN/Isernhagen, RPR/Ludwigshaven and ORB/Fritz/Berlin.

Sony Music Germany product manager Thomas Heymann claims the radio advertising campaign helped a lot in turning the album into gold status (250.000 units). "We placed the spots in such a way that the school kids, who were all on holiday, could hear them when they got up, around mid-day. It was very important for us to reach the younger buyers." According to Heymann, airplay started first at pubcaster WDR/Cologne, based in the industrial North Rhine-Westphalia area, known for its love of rock 'n' roll.

This week, Epic has released the live 10-track Homebelly Groove, originally issued in the US last year and containing material recorded before the band's commercial breakthrough.

Says Heinemann, "A lot of Gerstep in the right direction."

Looking For Higher Ground

Under the reign of a very stable, though fully bulleted top 5 segment, the EHR chart of this week generates the rather unique occurrence of two singles by the same band in the top 20. While UB40's ex-chart topper (I Can't Help) Falling In Love With You still lingers in the top 10, the British band's new single Higher Ground shoots into the top 20 in its second charting week, jumping up 17 positions (biggest leap of the week), thanks to a 50% points gain (fastest of the week). Collecting 22 first-time reports this week, Higher Ground shares the status of Most Added leader in a tie with the Bee Gees' Paying The Price Of Love, which also held that position last week.

UB40's adds are especially found in Germany, Austria, the UK, Belgium, Denmark and Sweden. The UK, Sweden, Poland, Denmark and Holland register the best acceptance levels (50-90%).

The re-launch of SWV's Right Here, now including samples of Michael Jackson's Human Nature (with the master's approval), really does the trick for this US soul/dance trio and it is the first single for the 'Sisters With Voices' to make European chart impact. The single scores the highest new entry in the EHR Top 40 this week (at 33), backed by a roster measuring 43 stations. Especially in the UK, Italy and Portugal the single is making good inroads. The penetration ratio in those countries varies between 53 and 76%. Denmark and Holland follow with 26 and 33% respectively.

Another dance single cracking into the Top 40 this week is **Robin** S's *Luv* 4 *Luv*. Portugal, the UK, Holland and Belgium lead the way for the US newcomer's second single with a 40-100% penetration range (her solo debut single *Show Me Love* is still listed in the **Chartbound** section).

Another solo debut making the Top 40 this week is Calling Out by former Tears For Fears singer and bass player Curt Smith. Italy is the single's best initial supporter with a 53% penetration mark, followed by more modest figures in Switzerland, Germany, the UK and Denmark.

When we take a look at newcomers that have started queuing up in the Chartbound section, we first come across British new talent Bitty McLean whose cover version of Fats Domino's It Keeps Rainin' (Tears From My Eyes) collects promising figures—31 stations including 13 adds, a very high proportion. In the list's second half the English-born, Asian ascent Apache Indian emerges with Boom Shack A Lak, the third single from the Arranged Marriage album, as well as I've Always Got You by Cheap Trick frontman Robin Zander. The British Urban Cookie Collective also take a chance on the EHR battleground, with The Key: The Secret. Long live the new talent!

Pieter Kops

	_	_		
MC	ST	A	DD	FD

MOSTAD	DED	
BEE GEE\$/Paying The Price Of Love	(Polydor)	22
U840/Higher Ground	(DEP International)	22
LENNY KRAVITZ/Heaven Help	(Virgin)	21
KATE BUSH/Rubberband Girl	(EMI)	14
MARIAH CAREY/Dream Lover	(Columbia)	14

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

"A" ROTATION PERFORMANCE

A ROTATION PERFORMANCE		
		"A"%
TINA TURNER/Disco Inferno	(Parlophone)	92
SNOW/Informer	(Eost West)	82
BITTY MCLEAN/It Keeps Rainin' (Tears From My Eyes)	(Brilliant)	77
DINKY TOYS/Out In The Streets	(Creastors)	76
SPIN DOCTORS/Little Miss Can't Be Wrong	(Epic)	75
ACE OF BASE/All That She Wants	(Mega)	73
HADDAWAY/What Is Love	(Coconut)	73
EROS RAMAZZOTTI/Un'Altro Te	(DDD)	73

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

NEW TOP 20 CONTENDERS

THEN TOT 20 CONTENT	DENO	
BITTY MCLEAN/It Keeps Rainin' (Tears From My Eyes)	(Brilliant)	31
APACHE INDIAN/Boom Shack A Lak	(Manga)	26
ROBIN ZANDER/I've Always Got You	(Interscope)	26
URBAN COOKIE COLLECTIVE/The Key: The Secret	(Pulse 8)	25
KATE BUSH/Rubberband Girl	(EMI)	14

New Top 20 Contenders are those artists that have not yet had an EHR top 20 hit and appear on this page for the first time

week 36/93

IW WOC Artist/Title

EHR TOP 40

Original Total Rotation New

TW	LW	WOC	Artist/Title	Original Label	Total Stations		ation B	New Adds
1	1	9	4 NON BLONDES/What's Up	(Interscope)	134	117	17	7
3 4 5 6	2	6	BILLY JOEL/The River Of Dreams	(Columbia)	125	100	25	6
3	3	10	GABRIELLE/Dreams	(Go!Beat)	110	92	18	3
4	5	3	MARIAH CAREY/Dream Lover	(Columbia)	110	85	25	14
5	4	6	MADONNA/Rain	(Maverick)	110	85	25	7
6	7	6	TAKE THAT/Pray	(RCA)	105	83	22	7
7	6	15	UB40/(I Can't Help) Falling In Love With You	(DEP International)	102	81	21	1
8	8	9	MICHAEL JACKSON/Will You Be There	(Epic)	93	70	23	2
9	11	4	FREDDIE MERCURY/Living On My Own	(Parlophone)	85	69	16	12
10	21	3	BEE GEES/Paying The Price Of Love	(Polydor)	78	62	16	22
11	10	10	TAYLOR DAYNE/Can't Get Enough Of Your Love	(Arista)	85	56	29	1
12	13	7	CULTURE BEAT/Mr. Vain	(Dance Pool)	75	53	22	5
13	9	6	JANET JACKSON/IF	(Virgin)	80	56	24	3
14	12	7	KIM WILDE/If I Can't Have You	(MCA)	78	53	25	1
15	32	2	UB40/Higher Ground	(DEP International)	72	53	19	22
16	14	16	TINA TURNER/I Don't Wanna Fight	(Parlophone)	70	48	22	0
17	20	8	OMD/Dream Of Me	(Virgin)	76	45	31	4
18	18	9	M PEOPLE/One Night In Heaven	(deConstruction)	60	41	19	5
19	27	3	HADDAWAY/Life	(Coconut)	69	52	17	9
20	17	9	U2/Numb	(Island)	62	44	18	1
21	22	6	WHITNEY HOUSTON/Run To You	(Arista)	69	39	30	3
22	24	17	SPIN DOCTORS/Two Princes	(Epic)	66	41	25	3
23	23	12	TERENCE TRENT D'ARBY/Delicate	(Columbia)	70	44	26	0
24	16	21	HADDAWAY/What Is Love	(Coconut)	63	46	17	0
25	25	4	YAZZ & ASWAD/How Long	(Polydor)	58	36	22	5
26	19	13	PET SHOP BOYS/Can You Forgive Her	(Parlophone)	65	38	27	0
27	40	2	LENNY KRAVITZ/Heaven Help	(Virgin)	55	33	22	21
28	15	12	LISA STANSFIELD/In All The Right Places	(MCA)	60	35	25	0
29	30	7	CHAKA DEMUS & PLIERS/Tease Me	(Mango)	50	29	21	2
30	26	14	ROXETTE/Almost Unreal	(EMI)	59	37	22	0
31	34	3	SPIN DOCTORS/Little Miss Can't Be Wrong	(Epic)	45	34	11	7
32	35	5	SOUL ASYLUM/Runaway Train	(Columbia)	60	41	19	6
33	7	•	SWV/Right Here	(RCA)	43	24	19	11
34	29	7	WATERBOYS/Glastonbury Song	(Geffen)	49	30	19	2
35	28	11	ROD STEWART/Have I Told You Lately	(Warner Brothers)	50	29	21	0
36	7	E	ROBIN S/Luv 4 Luv	(Champion)	41	25	16	12
37	31	19	JANET JACKSON/That's The Way Love Goes	(Virgin)	52	32	20	0
38	33	3	BON JOVI/I'll Sleep When I'm Dead	(Jambco)	42	22	20	6
39	39	3	SHARA NELSON/Down That Road	(Cooltempo)	38	24	14	6
40	7		CURT SMITH/Calling Out	(Vertigo)	35	18	17	9
The EHR	Top 40	chart is base	ed on a weighted-scoring system. Songs score points by ochieving airplay at M&M's EHR rep	ortina stations, that target 12-34 year-old	listeners with co	nlemporary	music ful	ltime or during

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

CHARTBOUND

Fig. 1. at 1	THE RESIDENCE OF THE PARTY OF T	A STANDARD TO STAND		The Committee of the Co	and all the second	
R.E.M./Nightswimming	(Warner Brothers)	42/2		DEBORAH HARRY/I Can See Clearly Now	(Chrysalis)	28/0
ACE OF BASE/Wheel Of Fortune	(Mega)	39/1		NICE DEVICE/Cool Corona	(Genlyd)	
EROS RAMAZZOTTI/Un'Altra Te	(DDD)	38/8		ARMY OF LOVERS/La Plage De Saint Tropez	(Stockholm)	27/1
GLORIA ESTEFAN/Mi Tierra	(Epic)	38/2		ROBIN S/Show Me Love	(Champion)	27/1
BELOVED/Outerspace Girl	(East West)	35/7	- 51	APACHE INDIAN/Boom Shack A Lak*	(Mango)	26/9
ACE OF BASE/Happy Nation	(Mega)	34/7		ROBIN ZANDER/I've Always Got You*	(Interscope)	26/8
STAKKA BO/Here We Go	(Stockholm)	34/3		TEARS FOR FEARS/Cold	(Mercury)	26/7
DANNII MINOGUE/This Is It	(MCA)	33/5		HOOTERS/Boys Will Be Boys	(MCA)	26/2
BITTY MCLEAN/It Keeps Rainin ^{1*}	(Brilliant)	31/13		RICK ASTLEY/The Ones You Love*	(RCA)	25/13
	(Pogue Mahone/WEA)	31/10		ROD STEWART/Reason To Believe (War	ner Brothers)	25/6
SPIN 1NE 2WO/Can't Find My Wa	y Home (Columbia)	29/0		URBAN COOKIE COLLECTIVE/The Key: The Sec	ret* (Pulse 8)	25/4
TINA TURNER/Disco Inferno	(Parlophone)	28/6		BILLY RAY CYRUS/In The Heart Of A Woman	(Mercury)	25/2
TASMIN ARCHER/Arienne	(EMI)	28/4		DINKY TOYS/Out In The Streets	(Creastars)	25/2
SADE/Cherish The Day	(Epic)	28/4		OLETA ADAMS/I Just Had To Hear Your Voice Aga	in (Fontana)	25/1
MICHELLE GAYLE/Looking Up	(1st Avenue)	28/3		INNER CIRCLE/Bad Boys	(WEA)	25/1

The EHR "chartbound" chart lists the total number of EHR reporting stations playing newer songs that do not yet have enough cirplay 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 cirplay for two consecutive weeks will be deleted from this chart, but may reoppear with new airplay. In the case of a tie, songs are listed by new adds. Asterisks indicate new entries in Chartbound.

REGIONAL EHR TOP 20

week 36/93

charts based on playlists from radio stations playing EHR material



1. NORTHWEST

TW	r LW	woc	Artist/Title	Original Lobel	Tot Stat	Rote		New
	781							
- 1	1	5	FREDDIE MERCURY/Living On	(Parlophone)		21	0	0
2	2	6	MADONNA/Rain	(Maverick)	21	19	2	0
3	3	6	BILLY JOEL/The River Of Dreams	(Columbia)	21	18	3	0
4	4	9	TAKE THAT/Pray	(RCA)	21	18	3	0
5	8	2	MARIAH CAREY/Dream Lover	(Columbia)	20	18	2	1
ŏ	15	3	UB40/Higher Ground	(DEP International)	19	17	2	3
7	6	4	SPIN DOCTORS/Little Miss	(Epic)	17	15	2	0
В	20	2	TASMIN ARCHER/Arienne	(EMI)	17	13	4	1
9	7	8	4 NON BLONDES/What's Up	(Interscope)	18	15	3	0
10	9	6	ROXETTE/Almost Unreal	(EMI)	18	10	8	0
11	10	11	GABRIELLE/Dreams	(Go!Beat)	17	16	1	0
12	. 5	10	M PEOPLE/One Night In Heaven	(deConstruction)	18	15	3	0
13	17	3	BEE GEES/Paying The Price Of Lo	ve (Polydor)	18	16	2	2
14	18	2	TINA TURNER/Disco Inferno	(Parlophone)	17	16	1	2
1.5	12	3	MICHELLE GAYLE/Looking Up	(1st Avenue)	16	12	4	0
16	19	2	URBAN COOKIE COLLECTIVE/The	(Pulse 8)	16	8	8	1
17	16	2	BITTY MCLEAN/It Keeps Rainin'	(Brilliant)	16	12	4	0
16	NE		SWV/Right Here	(RCA)	16	10	6	2
19	NE		APACHE INDIAN/Boom Shack A	Lak (Mango)	14	7	7	3
20) NE		ROBIN 5/Luv 4 Luv	(Champion)	13	8	5	0

MOST ADDED STING/Shape Of My Heart KATE BUSH/Rubberband Girl RICK ASTLEY/The Ones You Love CULTURE BEAT/Mr. Vain BRYAN FERRY/Girl Of My Best Friend

(EMI) (RCA) (Virgin)

2. CENTRAL

				Original	Tot	Roto	rtion	New	
TW	LW	WOC	Artist/Title	Label	Stat	Α	В	Adds	
1	-1	7	4 NON BLONDES/What's Up	(Interscope)	24	23	1	1	
2	2	11	UB40/Falling In Love	(DEP International)			2	0	
3	3	4	BILLY JOEL/The River Of Dreams	(Columbia)	21	17	4	0	
4	7	5	MADONNA/Rain	(Maverick)	20	16	4	3	
5	15	5	TAKE THAT/Pray	(RCA)	20	15	5	4	
6	4	В	MICHAEL JACKSON/Will You Be	There (Epic)	20	15	5	0	
7	9	3	HADDAWAY/Life	(Coconut)	18	13	5	1	
8	6	7	GABRIELLE/Dreams	(Go!Beat)	20	18	2	1	
9	5	9	ROD STEWART/Have I	(Warner Brothers)	16	12	4	0	
10	11	3	ACE OF BASE/Happy Nation	(Mega)	18	13	5	2	
11	14	2	KIM WILDE/If I Can't Have You	(MCA)	18		6	1	
12	NE		SOUL ASYLUM/Runaway Train	,	18		5	3	
13	18	3	OMD/Dream Of Me	(Virgin)	15		5	2	
14	В	8	SPIN DOCTORS/Two Princes	(Epic)		12	3	0	
15	10	9	PET SHOP BOYS/Can You	(Parlophone)	19		5	0	
16	12	6	BON JOVI/In These Arms	(Jambco)			5	0	
17	16	2	MARIAH CAREY/Dreom Lover	(Columbia)		10	6	3	
18	13	14	TINA TURNER/I Don't Wanna	(, -, -, -, -, -, -, -, -, -, -, -, -, -,	12	6	6	0	
19	20	2	YAZZ & ASWAD/How Long			11	2	1	
20	NE		BEE GEES/Paying The Price Of Lo	ve (Polydor)	12	9	3	7	

MOST ADDED MOST ADDED
UB40/Higher Ground
BEE GEES/Paying The Price Of Love
LENNY KRAVITZ/Heaven Help
PAUL MCCARTNEY/Off The Ground
NICE DEVICE/Cool Corona

(Polydor) (Virgin) arlophone)

3. WEST

TW	£W	WOC	Artist/Title	Original Label	Tot Stat	Roll	ation B	New
1	1	9	MICHAEL JACKSON/Will You Be There	(Epic)	11	9	2	0
2	3	17	ACE OF BASE/All That She Wants	(Mega)	12	10	2	0
3	2	7	U2/Numb	(Island)	8	6	2	0
4	6	7	2 UNLIMITED/Tribal Dance	(Byte)	9	7	2	0
5	17	2	SPIN DOCTORS/Twa Princes	(Epic)	9	8	1	0
6	12	2	4 NON BLONDES/What's Up	(Interscope)	9	9	0	2
7	4	7	EROS RAMAZZOTTI/Cose Della Vita	(DDD)	10	7	3	0
В	5	13	HADDAWAY/What Is Love	(Coconut)	10	9	1	0
9	В	14	TEARS FOR FEARS/Break It	(Mercury)	8	8	0	0
10	10	15	TINA TURNER/I Don't Wanna	(Parlophone)	8	5	3	0
11	11	3	CULTURE BEAT/Mr. Vain	(Dance Pool)	7	7	0	0
12	7	15		International	8	7	1	0
13	14	11	JEAN-MICHEL JARRE/Chronologie 4	(Dreyfus)	8	7	1	0
14	15	4	TERENCE TRENT D'ARBY/Delicate	(Columbia)	8	4	4	0
15	16	16	STEPHAN EICHER/Des Hauts, Des Bas	(Barclay)	7	5	2	0
16	RE		LAURENT VOULZY/Le Pouvoir	(Ariola)	6	5	1	0
17	9	14	JANET JACKSON/That's The Way	(Virgin)	8	5	3	0
18	13	13	SNOW/Informer	(East West)	7	7	0	0
19	18	3	WHITNEY HOUSTON/I Have Nothing	(Arista)	7	7	0	0
20	19	5	GARY MOORE/Parisienne Walkways	93 (Virgin)	5	4	- 1	0

MOST ADDED MOST ADDED

MEES / Paying The Price Of Love

MARIAH CAREY/Dream Lover

JANET JACKSON/IF

FREDDIE MERCURY/Living On My Own 4 NON BLONDES/What's Up

(Columbia) (Virgin) (Parlophone)

4. NORTH

TW	LW	WOC	Artist/Title	Original Label	Tot Stat	Rote	ation B	New Adds
1	1	7	4 NON BLONDES/What's Up	(Interscope)	37	32	5	1
2	2	4	MARIAH CAREY/Dream Lover	(Columbia)	31	27	4	1
3	3	6	TAKE THAT/Proy	(RCA)	31	26	5	0
4 5	4	8	GABRIELLE/Dreams	(Go!Beat)	27	23	4	1
5	5	5	BILLY JOEL/The River Of Dreams	(Columbia)	29	24	5	1
6	6	5	MADONNA/Rain	(Maverick)	28	21	7	1
7	NE		ROBIN ZANDER/I've Always Got You	(Interscope)	19	15	4	7
8	9	3	SOUL ASYLUM/Runaway Train	(Columbia)	24	19	5	- 1
9	17	2		International)	21	14	7	5
10	В	4	JANET JACKSON/IF	(Virgin)	21	15	6	0
11	12	4	KIM WILDE/If I Can't Have You	(MCA)	19	13	6	0
12	13	4	OMD/Dream Of Me	(Virgin)	18	9	9	1
13	10	14	UB40/Falling In Love (DEF	International)	23	15	8	0
14	-11	5	M PEOPLE/One Night In Heaven (d	eConstruction)	13	9	4	0
15	19	3	SPIN DOCTORS/Little Miss	(Epic)	15	10	5	1
16	NE		BEE GEES/Paying The Price Of Love	(Polydor)	18	15	3	2
17	NE		HADDAWAY/Life	(Coconut)	20	15	5	3
18	7	9	LISA STANSFIELD/Right Places	(MCA)	20	15	5	0
19	14	12	TAYLOR DAYNE/Can't Get	(Arista)	19	11	8	1
20	18	3	MICHAEL JACKSON/Will You Be There	(Epic)	19	13	6	1

MOST ADDED

LENNY KRAVITZ/Heaven Help UNDERCOVER/Lovesick
ROBIN ZANDER/I've Always Got You
ROBIN 5/Luv 4 Luv
KIM APPLEBY/Light Of The World

5. WEST CENTRAL

				Original	Tat	Rott	otion	New	
TW	EAA	WOC	Artist/Title	Label	Stat	Α	В	Adds	
1	4	4	HADDAWAY/Life	(Coconut)	15	12	3	-1	
2	NE		APACHE INDIAN/Boom Shock A Lak	(Mango)	7			5	
3	10	8	GABRIELLE/Dreams			8	5	0	
4	12	4	FREDDIE MERCURY/Living On	(Parlophone)	15	11	4	0	
5	2	6	MICHAEL JACKSON/Will You Be There	(Epic)	14	13	1	0	
6	14	7	TAYLOR DAYNE/Can't Get	(Arista)	15	12	3	0	
7	16	7	CHAKA DEMUS & PLIERS/Tease Me	(Mango)	12	9	3	0	
8	6	В	4 NON BLONDES/What's Up	(Interscope)	12	9	3	0	
9	17	8	CULTURE BEAT/Mr. Vain	(Dance Pool)	13	10	3	0	
10	13	2	BILLY JOEL/The River Of Dreams	(Columbia)	13	7	6	1	
11	5	2	SUB-SUB/Ain't No Love (R	ob's Records)	10	6	4	2	
12	9	5	SCABS/She's Jiving	(PIAS)	12	8	4	0	
13	3	2	MADONNA/Rain	(Maverick)	11	6	5	1	
14	19	2	BJöRK/Human Behaviour (One Little In-	dian/Mother)	8	5	3	_1	
15	RE		SPIN DOCTORS/Two Princes	(Epic)	10	5	5	-1	
16	NE		WYNONNA JUDD/Tell Me Why	(Curb)	6	5	- 1	3	
17	8	8	NICE DEVICE/Cool Corono	(Genlyd)	10	5	5	0	
18	7	6	JANET JACKSON/IF	(Virgin)	12	6	6	0	
19	11	2	BEE GEES/Paying The Price Of Love		11	6	5	2	
20	- 1	16	UB40/Falling In Love (DEP	International)	13	9	4	0	

MOST ADDED

APACHE INDIAN/Boom Shack A Lak

ACE OF BASE/Hoppy Nation
2 UNLIMITED/Faces

JAZZ POLITIE/Ze Zijn Terug

BITTY MCLEAN/It Keeps Rainin' (Tears From My Eyes)

(Mega) (Byte) (VAN Records) (Brilliant)

6. SOUTH

TW	FW	WOC	Artist/Title	Lobel	Stat	A	В	Adds
1	- 1	9	U2/Numb	(Island)	16	13	3	0
2	2	6	BILLY JOEL/The River Of Dreams	(Columbia)	16	15	1	0
3	3	9	GABRIELLE/Dreams	(Go!Beat)	13	12	1	0
4	6	3	TEARS FOR FEARS/Cold	(Mercury)	12	11	1	4
5	4	12	HADDAWAY/What Is Love	(Coconut)	15	11	4	0
6	5	11	UB40/Falling In Love	(DEP International)	12	10	2	0
7	8	12	PET SHOP BOYS/Can You	(Parlophone)	11	9	2	0
8	12	6	4 NON BLONDES/What's Up	(Interscope)	10	9	1	1
9	7	11	LISA STANSFIELD/Right Places	(MCA)	9	6	3	0
10	13	3	CURT SMITH/Calling Out	(Vertigo)	8	7	1	2
11	9	3	MARIAH CAREY/Dream Lover	(Columbia)	9	8	1	0
12	31	5	M PEOPLE/One Night In Heaven	(deConstruction)	10	8	2	0
13	15	16	TINA TURNER/I Don't Wanna	(Parlophone)	11	10	1	0
14	14	5	VASCO ROSSI/Delusa	(EMI)	7	6	- 1	0
15	10	5	SPIN 1NE 2WO/Can't Find	(Columbia)	7	5	2	0
16	17	11	TERENCE TRENT D'ARBY/Delicate		11	9	2	0
17	16	6	ROBERT PLANT/I Believe	(Fontana)	6	6	0	0
18	19	9	MICHAEL/QUEEN/Killer/Papa	(Parlophone)	8	7	-1	0
19	NE		HADDAWAY/Life	(Coconut)	9	8	1	3
20	18	3	JANET JACKSON/IF	(Virgin)	10	8	2	0

MOST ADDED
TEARS FOR FEARS/Cold
HADDAWAY/Life MADONNA/Roir JULIET ROBERTS/Caught In The Middle

(Coconut (Maverick)

7. SOUTHWEST

-	_							
				Original	Tot		noin N	
	TW	5M	WOC	Artist/Title Label	Stat	A	BA	dds
	1	1	5	4 NON BLONDES/What's Up (Interscope)	6	6	0	0
	2	2	8	U2/Numb (Island)	7	6	1	0
	3	4	4	BILLY JOEL/The River Of Dreams (Columbia)	7	5	2	2
	4	19	3	MARIAH CAREY/Dream Lover (Columbia)	6	4	2	3
	5	3	5	WATERBOYS/Glastonbury Song (Geffen)	7	3	4	0
	6	5	8	GLORIA ESTEFAN/Mi Tierra (Epic)	7	5	2	0
	7	7	4	HEROES DEL SILENCIO/La Herida (EMI)	7	5	2	1
	В	6	5	EL ULTIMO DE LA FILA/Como Un Burro (EMI)	6	5	1	0
	9	11	4	TAKE THAT/Proy (RCA)	5	3	2	0
	10	NE		ROD STEWART/Maggie May (Warner Brothers)	4	3	1	1
	11	13	4	JAMIROQUAI/Too Young (Sony Soho Square)	5	4	1	0
	12	12	2	CUT 'N' MOVE/Give It Up (EMI Medley)	6	3	3	0
	13	9	2	BILLY RAY CYRUS/in The Heart (Mercury)	6	4	2	0
	14	20	6	TERENCE TRENT D'ARBY/Delicate (Columbia)	5	3	2	0
	15	14	2	SEGURIDAD SOCIAL/Quiero Tener (G.A.S.A.)	5	3	2	0
	16	17	2	NEW ORDER/Ruined In A Day (London)	4	2	2	0
	17	18	2	WHITNEY HOUSTON/Run To You (Arista)	4	2	2	0
	18	8	4	UB40/Falling In Love (DEP International)	6	4	2	1
	19	NE		SADE/Cherish The Day (Epic)	5]	4	1
	20	16	12	STING/Fields Of Gold (A&M)	5	4	1	0

MOST ADDED MARIAH CAREY/Dream Lover
MIKEL ERENTXUN/Mienteme
DANZA INVISIBLE/El Orden Del Mundo (G.A.S.A.) (G.A.S.A.) CYNDI LAUPER/Sally's Pigeons BILLY JOEL/The River Of Dreams (Epic)

TW	LW	WOC	Artist/Title	Label	Stat	Α	В	Adds
1	2	5	4 NON BLONDES/What's Up	(Interscope)	13	10	3	1
2	7	5	FREDDIE MERCURY/Living On	(Parlophone)	11	9	2	1
3	4	4	WATERBOYS/Glastonbury Song	(Geffen)	12	8	4	7
4	3	5	MADONNA/Rain	(Maverick)	11	8	3	0
5	6	6	ROBERT PLANT/I Believe	(Fontono)	10	7	3	0
6	NE			P International)	11	9	2	3
7	NE		SPIN DOCTORS/Little Miss	(Epic)	7	6	-1	3
8	1	5	JANET JACKSON/IF	(Virgin)	9	7	2	0
9	8	7	DEBORAH HARRY/I Can See Clearly	(Chrysalis)	8	4	4	0
10	9	3	BON JOVI/I'll Sleep When I'm Dead	(Jambco)	9	5	4	0
11	10	2	SADE/Cherish The Day	(Epic)	10	8	2	0
12	5	10	TERENCE TRENT D'ARBY/Delicate	(Columbia)	7	4	3	Ô
13	13	6	DEEP PURPLE/Anyo	(RCA)	11	5	6	0"
14	NE		BILLY JOEL/The River Of Dreams	(Columbia)	11	9	2	2
15	14	5	OMD/Dream Of Me	(Virgin)	10	6	4	0
16	11	4	COVERDALE & PAGE/Take Me	(EMI)	7	3	4	0
17	15	6	GABRIELLE/Dreams	(Go!Beat)	7	- 6	1	0
18	16	7	SOUL ASYLUM/Runaway Train	(Columbia)	7		2	0
19	17	2	KIM WILDE/If I Can't Have You	(MCA)	9	4	5	_
20	18	5	WHITNEY HOUSTON/Run To You	(Arista)	9	4	5	0

8. EAST CENTRAL

MOST ADDED BEE GEES/Paying The Price Of Love UB40/Higher Ground TERENCE TRENT D'ARBY/She Kissed Me SPIN DOCTORS/Little Miss Can't Be Wrong LENNY KRAVITZ/Heaven Help

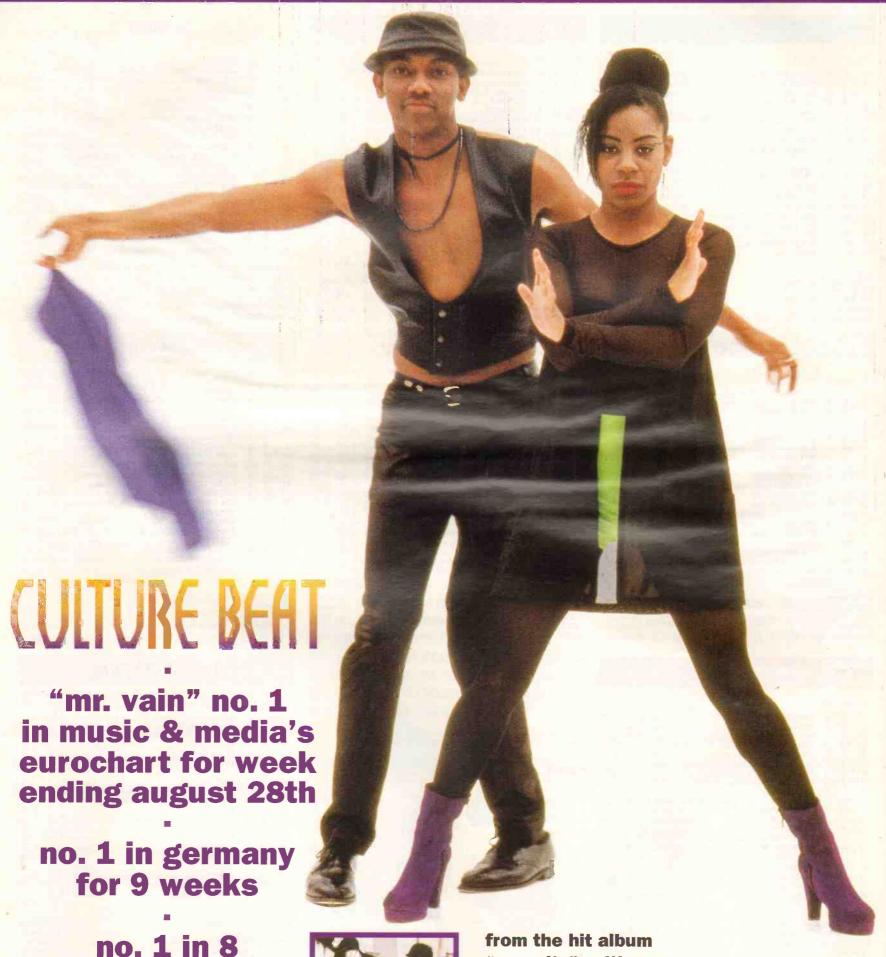
(Polydor) (Epic)

- NORTHWEST (NW): British Isles

- (United Kingdom, Ireland).
 CENTRAL (C): German-Language areas
 (Germany, Austria, parts of Switzerland, Luxembourg).
 WEST [W): Francaphone areas
 (France, Wallonia/Belgium, parts of Switzerland, Monoco).
- 4. NORTH (N): Scandinavia (Sweden, Denmark, Norway, Iceland,
- WEST CENTRAL (WC): Dutch-Language areas
- (Holland; Flanders/Belgium). SOUTH (\$): Italian-Language areas (Italy, Ticino/Switzerland, Malta).

- 7. SOUTHWEST (SW): Iberia (Spain, Portugal).
 8. EAST CENTRAL (EC): East Central area (Czech Republic, Slovalda, Hungary, Poland).
 9. SOUTHEAST (SE): Balkan (no chart compiled yet).
 10. NORTHEAST (NE): Balkic area (no chart compiled yet).
 11. EAST (E): Eastern area (no chart compiled yet).

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