

MUSIC & MEDIA

Europe's Radio-Active Newsweekly

1984
10 years
1994

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Virgin's Berry Heads New EMI Structure

INTERNATIONAL

by Adam White

The dealmaking skills of **Virgin Music Group** chairman/CEO **Ken Berry**—not to mention the company's record-breaking profits—have just earned him a bigger job.

Effective September 1, Berry will become president/CEO of **EMI Records Group International**, a new structure responsible for EMI's most profitable domain: the world outside North America. The shape and size of the new unit will not become clear, however, until Berry gets to grip with his new post.

"This is intended to give me more time to work on the broader, strategic issues facing EMI and the music industry", explains EMI Music president/CEO **Jim Fifield**, to whom Berry reports. "It will help me run the company more smoothly."

(continues on page 24)

AUTHORITY ANNOUNCES PLAN FOR REGIONAL FM LICENCES

Virgin 1215 Loses FM Fight

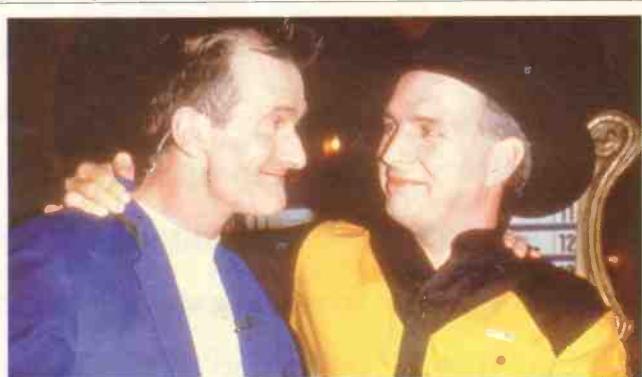
UNITED KINGDOM

by Jeff Clark-Meads

The UK's big cities are about to get a radio bonanza. The UK Radio Authority has decided to allocate the country's final batch of FM frequencies to new regional

stations, which will mean up to three additional services for the main population centres.

The decision also means, though, that there will be no new country-wide FM rock station, despite a 600,000-name petition calling for one.



MOST WANTED COUNTRY SINGER — Garth Brooks appeared for a live performance and an interview on MTV Europe's *Most Wanted* recently, while on tour in Europe. He is pictured here (r) with *Most Wanted* presenter Ray Cokes

The Radio Authority made its decision at the end of a three-month consultation period. It had asked for views on whether it should give frequencies in the 105 to 108 MHz range to local, national or regional services

(continues on page 24)

Spanish Radio Giants Combine Programming

SPAIN

by Howell Llewellyn

Spain's two largest private radio broadcasters **Cadena SER** and **Antena 3 Radio** are to fuse their news talk broadcasting and rationalise programming on their music nets to create a balanced nationwide portfolio. The move comes with the creation of a SER-Antena 3 joint management

(continues on page 24)

Cabrel Brings "Honest Music" To Top The French Charts

FRANCE

by Emmanuel Legrand

Even if **Francis Cabrel** is one of France's most revered artist, the magnitude of the success of his most recent album has been a surprise for many within the industry. In little more than a month, his album *Samedi Soir Sur La Terre*, released in France on April 6 by **Columbia**, has gone over double platinum (600,000 units sold) and at presstime still continues to sell at a daily rate of 10-17,000 units, according to the label.

(continues on page 23)

French Album Charts Return
See page 23.

MTV Proves Screen's Influence On Sales

EUROPE

by Jeff Clark-Meads

A study conducted in 1990 by **Euromonitor** into the correlation between airplay and chart success in the UK asked a sample group of record buyers what had been the biggest influence on their purchase. The largest group—a total of 25% of singles buyers and 28% of albums buyers—had heard the music on the radio: 14% said they always bought

releases from that particular artists; 14% quoted various sources, while the fourth largest group—a total of 14% of singles purchasers and 5% of albums buyers—reported that they bought a record because they had heard it or part of it on television.

Although overshadowed by radio, there is no doubt that TV influences viewers musical choices. The visual power of a video or live performance adds an extra dimension to the impact of radio

play alone. It is essential to building up the all-important artist image. Consequently, when it comes to the launch of a new album or new act, television is widely regarded as an important part of the marketing mix. Icing on the cake it may be, but without it, developing and sustaining new acts can be a difficult task.

Try telling that to the TV mandarins, though. Terrestrial television is notoriously deaf to reminders from the music indus-

try that music is a rich and worthy aspect of modern culture.

In all European countries, the number of outlets for music on terrestrial television are so few that they can present no sustained and meaningful exposure for an artist. The only way television can make a contribution, say record companies, is if radio play, press coverage and advertising are all playing their part at the same time.

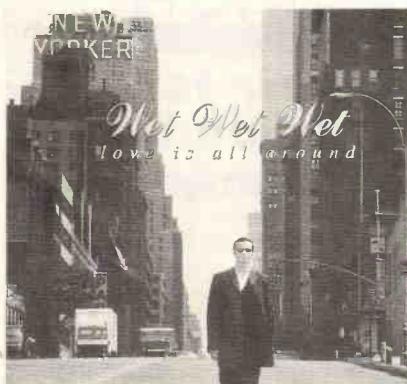
(continues on page 23)

No. 1 in EUROPE

European Hit Radio
LOVE SYMBOL
The Most Beautiful Girl
(NPG/Edel)

Eurochart Hot 100 Singles
MARIAH CAREY
Without You
(Columbia)

European Top 100 Albums
PINK FLOYD
The Division Bell
(EMI)



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NEW ENTRY EHR TOP 40 AT #34



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Pop music has become an element in today's global entertainment world. Together with TV, films, video, the print media, computer games and new media such as CD-ROM or CD-I pop music forms a wide-ranging communications spectrum. A trade fair for pop music must therefore present all the elements of this multimedia network, because more intensive interchange and precise information are of great significance for the functioning of this complex network.

POPKOMM. is designed as a discussion forum and monitor for these developments and emphasizes this by taking on a new orientation:

Trade Fair for Pop Music and Entertainment.

As a congress, trade fair and festival POPKOMM. is now the focal point for everyone in the pop music industry, entertainment and its ancillary sectors: record companies, music publishers, musicians and music producers, radio, TV, print media, film and video producers, artist agencies, tour operators, the trade, manufacturers and organizers.

POPKOMM.

The Fair for Pop Music and Entertainment

August 18-21st, 1994
Cologne, Germany
Congress Centrum Ost

Denekamp Promoted To SMI Senior VP; Oversees Far East

INTERNATIONAL

by Machiel Bakker

Following a two-year stint at Sony Music Europe (SME), Dutchman Richard Denekamp (42) is moving to New York to become senior VP for Sony Music International (SMI), reporting to SMI president Bob Bowlin.

In his new role, Denekamp will be the "righthand" of Bowlin for all commercial matters. "It's a broad spectrum," says Denekamp, "ranging from worldwide strategic planning to special assignments like new business developments and the set-up of new companies." On the latter, Denekamp will be involved with all of Sony's affiliates and licensed companies in the Far



Denekamp

East and Sony will appoint a special regional director who will become accountable to Denekamp. It is expected that Denekamp will officially start in his new role on September 1.

Declining to be specific, Denekamp says SMI's targets will be "pretty aggressive. We've set ourselves high targets in terms of where we're heading to in the future, what our economic success will be, our projected market shares and the number of companies."

Although a statement from SME was not forthcoming at press time, it is understood that Denekamp's position at SME will not be replaced and, instead, the company will be searching for two new staff functions, one for European business affairs and one for human

resources.

Denekamp was elevated from his Sony Music Holland MD post to SME senior VP in May 1992 replacing Manolo Diaz. During this period, Sony had Europe divided into major territories (UK, Germany, France, Italy, Spain), reporting directly to New York, and the "secondary" markets (currently 13) under the responsibility of Denekamp.

The arrival of SME president Paul Russell in January 1993 changed that structure and all of Europe was eventually the responsibility of Russell, although Denekamp continued to form an extra reporting layer for the smaller country MDs. With the departure of Denekamp, it is understood that all European MDs will now report directly to Russell.

National Private Frequency Plan Provokes Strong Interest

IRELAND

by Dermott Hayes

Expressions of interest for a new national private station in Ireland far exceeded expectations on the deadline for applications last week.

The Irish Television and Radio Commission (IRTC) received a reported 10 to 15 letters in response to a national newspaper ad campaign seeking expressions of interest in a new private national station.

The commissioners were encouraged by the response, according to a spokesman for the

IRTC. There were only four applications for the licence when it was first offered in 1989, when it was won by the now defunct Century Radio. The size of the recent response increases the likelihood that the IRTC will place the national commercial station franchise for open public tender in the near future. The IRTC spokesman cautioned, however, that "This has been a preliminary exercise. We will be cautious and take whatever time is needed to decide."

"The whole exercise was a pre-tender trawl. Firstly, to gauge just how much interest there was

out there and secondly, to set out what is needed to establish a national commercial station that will succeed and flourish."

The question of whether or not to proceed with the tender process was on top of the agenda at the IRTC's meeting scheduled for May 26.

The identities of the interested parties will not be divulged, according to the spokesman, although the expressions of interest might be used to develop future guidelines for public tenders.

French Music Replaces MTV On Norwegian Cable Janko

EUROPE

by Julia Sullivan & Emmanuel Legrand

Disagreements over cable licence fee have led to MTV Europe being dropped from Norwegian cable operator Janko in favour of France's MCM-Euromusique. The move represents a loss for MTV of some 140,000 cable households from a total of 650,000 in Norway.

The fee MTV demanded for the use of its programming was too high to be viable for the basic cable service, but the music TV channel refused to be included on an extended package, according to Janko marketing manager Trond Janhas. MTV's broadcasting agreement ran out April 15. Following an initial month free of charge on the basic cable, the French-language MCM will now

be available on the extended channel for what Janhas reports as "a similar fee to MTV."

Comments Janhas, "We wanted to run MTV, but we were not prepared to include them on the basic service, which would have meant charging all our subscribers for a channel some 18% have shown an interest in. We proposed including them in our extended package, but they refused."

MTV director of marketing and network development Peter Einstein points out that, following disagreements with various Norwegian cable operators two years ago, Janko is the only company not to accept the cable fee.

"Over the past two years any cable operators with whom we had difficulties on this matter have realised that we are important for them, and have put us

back on. Having carried this policy through, in fairness to our other subscribers we cannot continue to supply free programming to Janko."

"Like any other channel, MTV should be included in the basic fee charged to all subscribing households. By leaving us out of the basic package Janko is just trying to use the fact that MTV is very popular to raise the extra revenue."

Janko's Janhas describes MCM as having a slightly wider appeal than MTV, and the channel's slant towards continental music (70% European and 50% French content) is believed to be attractive to Scandinavian audiences. However, although talk/music ratio is far lower than on MTV, he sees language as a problem.

EUROPE AT A GLANCE

SPAIN: Advanced Music Takes The Stage In Barcelona

Sonar is the name of the first international festival dedicated to so-called "advanced music" to be held in Barcelona June 2-5. Advanced music is defined as music created with the use of electronic instruments or information systems such as computers. It comprehends everything from electro-acoustic to ambient to dance. The festival, which will include conferences, performances, demonstrations and commercial exhibits, is an initiative of SGAE, the Spanish rights society, and Barcelona's Centre of Contemporary Culture. Artists appearing include video artist Peter Rubin, performance artist Barry Schwarz, German group Can, well-known ambient musician and vice president of SGAE Teddy Bautista and the dance mix team of Toni Peret and Josep Maria Castells. For information contact: (+34) 3 425 4378, fax: 425 0659.

Terry Berne

HOLLAND: Dutch First Quarter Record Shipments Up 14%

First quarter figures released by Dutch record industry body NVPI show record shipments to have increased 14% from the same period in the previous year. A total of 8.2 million units were shipped worth Dfl 110.7 million (app. US\$57 million). Singles showed the most growth, up 24% to 1.17 million units, while CDs were up 14% to 6.5 million units. Other album formats showed a decline, however—MCs dropped 6% to 0.22 million units, while LPs plunged 68% to just 6,000 units. New formats DCC and MD have failed to take off, both dropping off during the first quarter by 91% and 88% and shifting a mere 2,000 units apiece.

Miranda Watson

SPAIN: Spanish Acts Support Amnesty CD

Twenty eight Spanish musicians have contributed to a new double CD by the Spanish branch of the London-based human rights organisation Amnesty International, which will be used to launch the campaign "silenced Lives." Artists include Miguel Rios, Lluis Llach, Manolo Tena, and Rosendo, among others.

Howell Llewellyn

UK: Mike Stock's Ding Dong Label Goes To Arista/Bell

Top UK songwriter/producer Mike Stock has signed a new record label deal with Arista/Bell. Formerly part of songwriting/production team Stock, Aitken & Waterman, Stock will launch his Ding Dong label on May 30 with the release of a remake of the Barbra Streisand and Donna Summer '79 hit *No More Tears (Enough Is Enough)* by Kim Mazelle and Jocelyn Brown.

Miranda Watson

IRELAND: FM104 Books TV Ads

Dublin ACE station FM104 has set a new marketing precedent in commercial radio with a one-month long TV advertising campaign on Irish national television. Using a "Radio With Attitude" campaign slogan, the Dublin station has stolen a lead from its nearest competitor with a high profile, prime time assault. "It builds awareness levels which is exactly what we needed for ACE in Dublin," said FM104 PD Scott Williams.

Dermott Hayes

LUXEMBOURG: CLT Profits Up 15%, Radio Share Lower

Profits at media giant Compagnie Luxembourgeoise de Télédiffusion (CLT) were up by 15% in 1993 to LUF 3 billion (app. US\$87.3 million), up from LUF 2.6 billion in 1992. Once the cash cow of the CLT, radio revenue now only accounts for 12% or LUF 8.7 billion out of a total LUF 75 billion. Television generated a whopping 81% of total revenue, of LUF 60.4 billion.

Marlene Edmunds



RUNAWAY SUCCESS — Sony Music executives congratulated Soul Asylum (SA) while they were in Germany on their Grammy award for their single "Runaway Train." Pictured (back row, l-r) are: Danny Murphy (SA), Joey Huffman (SA), David Pirner (SA), Sony Music MD Jochen Leuschner, Karl Mueller (SA), Sony head of promotion Bernd Weiss, Michael Loffler (Mama Concerts), Bill Sullivan (SA); (front row, l-r): Grant Young (SA) and Sony marketing manager Dragnet/Alternative, Willy Ehmam.

FINNISH GOVT. GRANTS EIGHT LOCAL RADIO FRANCHISES

Classic FM Continues Expansion With Operations In Finland

FINLAND

by Kari Helopaltio & Jeff Clark-Meads

UK national classic music station **Classic FM** is continuing its continental European expansion with a newly awarded licence to broadcast in Finland. The radio group is part of a consortium that is to expand Helsinki station **Klassinen Asema** to a service that will cover the 18 largest cities in the country. The net will cover 80% of the population and will reflect Classic FM's populist approach to classical music.

The new net is a partnership between **Klassinen Asema**, which has been broadcasting in Helsinki for three years, **Classic**

FM and a Swedish newspaper publisher. **Klassinen Asema** is owned by the **Finnish Economic Information Bureau**.

Classic FM's Dutch station was launched at the beginning of May.

Classic Radio is one of two special interest networks which were authorised, along with "youth radio" **Muorisradio**, to broadcast in the four biggest cities—Helsinki, Turku, Tampere and Oulu. The licence holders are **Radio City/Helsinki** and **Radio Sata/Turku**, who had filed separate applications of almost identical nature.

The government's allocation of eight new local radio franchis-

es was followed by several regulatory amendments which loosened various restrictions which have so far hampered commercial broadcasters. The "own production" rules, which require a minimum 75% of local production, has been dropped. Also, for the first time, simulcasts of local or foreign origin can be transmitted freely between 18.00-06.00 and for a total of one hour between 06.00 and 18.00.

MD of independent radio association **SPRL**, **Kai Salmi**, welcomes these changes, commenting, "Local stations are now given more stimulation and clearer rules of the game."

Z Radio Plans National Network

SWEDEN

by Nicholas George

Z Radio is to open seven stations at the end of June, giving Sweden a new music radio network that will cover half the nation. At the same time the company's music directors are busy changing the profile of the existing stations in an effort to reach an older and wealthier audience.

Currently, Z Radio has fully operating stations in Stockholm and Gothenburg, with a third completely automatic station broadcasting in the northern city of Sundsvall. The new stations will be in Eskilstuna, Norköping, Karlstad, Jönköping, Växjö, Kristianstad and Helsingborg, giving Z Radio a potential audience of more than four million people.

The stations will broadcast a networked programme from Stockholm during the day and run a sustaining service at night. This way they will comply with Swedish government regulations which aim to prevent stations running 24-hour networks through local radio frequencies.

Andres Nilsson, head of development at the Z Radio group, says the network will be changing the format at its existing stations before the national launch. "We will be working to change the Stockholm format before June, aiming for a more adult audience with an age between 30-45. We will be playing hits from the '50s to the '90s."

Nilsson also defends Z Radio against criticism that it was failing to provide local programming. "You can't blame us

for what we are doing. We are acting within the rules of the frequency auction."

Z Radio is owned by the **Kinnekiv Media Group**, which also owns **Z Magazine** and **ZTV**, the cable music and youth television channel. Re-profiling the radio network will move it away from the younger ZTV audience, which has caused much dispute in the group, and last month prompted the resignation of Z Radio's Stockholm and Gothenburg chief **Johanna Unghansen**.

The new network will be run jointly by Z Radio and **Svenska Direct Reklam**, who will coordinate sales of spot advertising.

Nilsson says he sees the main competition as coming from gold-formatted **Radio Rix**, which is aiming at a similar audience and has a slightly larger network.



EMI EUROPE CONGRATULATES SECADA — Staff members of EMI Music Continental Europe, EMI UK and EMI International presented Jon Secada with a special award at the Miami launch of his new album "Heart, Soul And A Voice." The award marks sales of over two million units of his self-titled debut album outside the US. Pictured (l-r) are: EMI UK senior product manager EMI Amanda Rabbs, EMI marketing manager international sector Virginia Irving, ERG New York associate director international artist development Pam Gorode, Secada's management representative Ady Ordiales, Secada, EMI promotions manager international sector Katy Kinch, EMI marketing manager US repertoire European sector Carrie Spacey-Foote and EMI senior promotions manager European sector Louise Veys.

IP Software Helps Radio Ad Planners

BELGIUM

by Marc Maes

IP Radio executives hope to make radio advertising campaigns easier to plan with a newly-released software package manufactured by software company **INRA Europe**.

Offering tailor-made campaigns according to budget, target audience, time-slots and radio format, the programme will save booking agencies a substantial amount of time, according to IP Radio head of Radio Marketing Research **Marco Marini**. "It will allow media planners to work more efficiently and to concentrate on the message and creativity." He adds, however, "Advertising investments are already extremely healthy, so I doubt this would increase revenues."

The Belgian radio ad market is the healthiest in Europe,

having gained momentum over the last three years to reach a share of 8.5% of all advertising investments. However, with some 7,000 spots per week available, compared to TV's 700, radio can be a baffling medium for advertisers, says Marini.

Information on available stations was built up through IP's Radiometrie 75,000 research allowing them to give precise details on the impact and reach of all radio stations in Belgium. Operational as from this week, the system allows clients to key into IP radio's database by modem link-up. A detailed briefing on target audience, station, frequency and budgets supplies fullscale media plans on demand. The programme is expected to be in full rotation before the end of May.

NEWSMAKERS

● **NORWAY:** Bjorn Johansen has been appointed MD at Scandinavian Records (SR) in Oslo. Johansen was previously marketing manager at Virgin Norway for seven years. In his new role, he will report to **Gert Holmfred**, co-founder of SR and current MCA Sweden MD.

● **BELGIUM:** Myriam Gooris and Jacqueline Liesse have been appointed by the RTBF as morning news presenters.

● **BELGIUM:** Sony Music Belgium has appointed Bart Brusseleers as radio promotion manager. He replaces Win Van Den Broeck who has been named head of promotion.



HALLO VENRAY RELEASE TWEE METER CD — Dutch act **Hallo Venray** knew they'd made it when they were invited to appear on VARA journalist Jan Douwe Kroeske's unplugged series 'Twee Meter Sessions.' The band are celebrating the release on Varagram of the session recording. Pictured (l-r) are: bassist Peter Konings, Sony Holland product manager Jos Lauwers, drummer Dim Veldhuisen, singer Henk Koorn, guitarist Toon Moerland, Van Record Company product manager Dolf van der Doorn, Van Record Company MD William Haughton, Douwe Kroeske and Varagram's Marcel van Rooijen.

SER's Festival Line-Up Criticized

SPAIN

by Howell Llewellyn

Spanish group network owner Cadena SER recently came under fire from the opposition socialist group on Madrid City Council when it was announced by the ruling conservative People's Party that SER would be organising all musical activities at the capital's main annual festival, the May 13-22 San Isidro Fiestas.

All artists appearing at three main venues were selected by two SER nets, all-Spanish music Cadena Dial and EHR powerhouse **Los 40 Principales**. Socialist culture spokesperson **Roman Herrera** criticized the fact that "Only artists chosen by SER will

act and many artists will be left out."

SER's overall music MD, **Luis Merino**, maintains, however, "The artists and the labels have reached an agreement with us in which everybody benefits." He admits that SER's nets would concentrate on the artists playing at the fiestas, on May 15.

Artists scheduled include **Bob Geldof**, **Texas** and the **Lemonheads**' singer **Evan Dando**. **Los 40 Principales** programmed events at the Casa de Campo lake, including Spanish acts such as **Antonio Vega**, **Los Ronaldos** and **La Granja**. Cadena Dial chose acts for the Plaza Mayor, which included **Martirio**, **Los Inhumanos**, **Azuquita** and **Antonio Carbonell**.

2nd Radio MONTREUX

JUNE
9-11
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INFORMATION AND REGISTRATION

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- Students benefit from a 50% reduction.

Programming The Music

Delta Radio Sharpens Programme To Target Older Listeners

GERMANY

by Miranda Watson

Schleswig-Holstein statewide rock station **Delta Radio** is to lean more towards classic rock in an attempt to attract more older listeners, according to PD **Adam Hahne**, who took over the reins from **Sabine Neu** in December '93. The programming tweaks will also include embracing more cross-over classic hits.

Says Hahne, "We are staying with the rock roots, but we will play more back catalogue to try and reach our full 20-49 target group. Delta has included too many unknown tracks in its programming, which lost a lot of listeners."

Delta's new focus will be "more regional, more popular and more modern" in an effort to increase the station's regional identity. This will include the introduction of seven regional news pro-

grammes and a greater regional flavour in all information segments.

Changes in focus will also affect the marketing department, where new regional advertising packages will allow prospective advertisers to target specific areas of Schleswig-Holstein. Hahne adds that the lower advertising prices which Delta can offer make radio accessible as an advertising medium to the local community.

Delta is also planning to expand its network with negotiations currently underway for two support frequencies in greater Hamburg. Says Hahne, "Delta can't be received in stereo all over Hamburg at the moment, in particular in the South. If we get these frequencies, we can change this." Legal discussions are still underway, but the transmitters are ready and he expects Delta to be able to transmit by Summer.

Skyrock Looks For The Sound Of The '90s

FRANCE

by Emmanuel Legrand

French EHR net **Skyrock** has learned the hard way that it is difficult to please the 15-20 and the 20-35 demos. The 1993 mid-season and year-end ratings proved that aiming at all targets can be damaging for audience results. The most recent **Médiamétrie** ratings show that the station has stabilised its losses, and the management, under the aegis of programme director **Laurent Bouneau**, has made new strategic moves to increase its share of the 15-20 core demo audience.

Comments Bouneau, "We've tried something and it's true to say it wasn't conclusive. Looking for an older audience resulted in us losing sight of our core audience, the 15-20 age group, which was our force. We will now try to regain the leadership on this tar-

get." The main change will be musical, as Bouneau says he will now play "nothing but music from the 1990s," while the station's motto remains "more hits, less ads."

The basic programming will focus on contemporary rock and dance acts, with a search for more upbeat and tougher music. Bouneau points out for example that Skyrock has been very active playing bands such as **Therapy?**, the **Red Hot Chili Peppers**, **I AM** and **Mano Negra**.



Laurent Bouneau

"I want to play the music that suits a young audience, be that dance or rock." Another change will come from the arrival of former classic-rock-formatted **Oui FM** talk-show host **Maurice**, who will be given the 22:00-24:00 slot for a similarly aggressive talk show. "I think he is one of the most brilliant hosts to emerge from the FM band," says Bouneau.

RTL 102.5 Replaces Comedy With News

ITALY

by Mark Dezzani

Bergamo-based Italian EHR web **RTL 102.5 Hit Radio** has switched morning drive format following the recent departure of their long-standing breakfast presenter **Tony Severo**.

Non-stop news, a rolling news format with some music replaces the comedy/zoo programme "Severo's Circus." Between 07.00 and 10.00 journalist **Giuseppe Cogliandro** links hit music and news reports presented by journalists **Daniele Belloni** and **Francesca Trevisi**.

Cogliandro says the move was made to strike out from the comedy format utilised by nearly all of their national private network competitors. "We reckon we have a

winning alternative to the classic morning show format," says Cogliandro. "We are building on our reputation for news for which we won a Radio Oscar last year. We have the largest journalistic team of all the national privates, with 12 full-time and 60 correspondents throughout Italy and around the world. We are using a lot of news and soundbites and will get comments from the newsmakers themselves." RTL 102.5 Hit Radio music director **Grant Benson** says that music still plays an important part in the mornings. "We are averaging about nine records an hour in the morning drive instead of the usual 12-13, with our regular ratio of new, recurrent and gold tracks."

Open Your Ears For Greater Revenue

If I were put in charge of an existing station or group of stations and asked to produce the highest possible revenue growth over the next nine months, what three sales training ideas would I put into practice to achieve that growth?

Le's make it slightly more difficult by saying one of the pre-conditions of the job is that I have got to work with the existing team and no more money is available for taking on extra staff.

To achieve the greatest level of success, most of my time would be spent training, coaching and supporting the sales team in the following areas:

- Listening skills
- First interview investigative skills
- Presentation skills

Listening Skills

While at the recent RAB Managing Sales Conference in Dallas, we were asked to do an exercise with the person sitting in the next seat by asking, "What is the best thing that has happened to you at the conference so far?" That person had to speak for a total of two minutes, and we were not to interrupt but encourage them to talk while listening very closely to their reply.

I have repeated this simple exercise with my sales team clients in the UK and they find it incredibly difficult to do. Why should that be? The answer is that sales people, being outgoing by nature, love to talk. Very often successful sales people are said to possess "the gift of the gab," in fact they would be better sales people if they had the gift of silence or listening.

It is a fact that if you are talking you are learning less than if you are listening. We have two ears and one mouth and we should use them in that ratio. All too often, sales people find great difficulty in hearing anything when waiting for their turn to speak!

Rightly or wrongly, the most instinctive reaction most of us have developed in ordinary conversation is to *not* listen. So what are we normally doing when someone else is talking?

1. Thinking about what to say back or settling on some advice to give ("If I were you...")

2. Preparing a judgement ("You were absolutely right," a good response, or, "Don't you think you were rather impatient," a bad response)

3. Feeling impatient for the speaker to finish (because of a negative reaction, "Nothing I can help with anyway...", because one is simply not interested, or because of a positive reaction, "Oh that's an easy one...")

4. Being distracted by one's own history and how it fits ("Oh, I know what you mean—I had a similar experience...")

5. Being distracted by something quite irrelevant which happens to be in the foreground of one's own mind.

Impeding True Listening

Active listening involves not only listening but also communicating, understanding

and acceptance; it's a two way process. Active listening is a process of drawing out, and a number of skills can be used:

Paraphrasing: rephrasing the employee's own words and reflecting them back, demonstrating that you have heard and understood; allowing him/her to elaborate further.

Reflecting feelings: reflecting back how the speaker says he/she feels, or appears to feel, encouraging further discussion of his/her feelings in the supportive atmosphere.

Echoing: playing back the last word with a questioning tone.

Open questions: using open-ended questions to open up an area, to encourage him/her to tell you more about the problem/situation.

Statements with a questioning tone: an alternative to questions.

Summarising: making sure that you have understood what the speaker has told you and demonstrating this; giving him/her an opportunity to correct the detail or add more.

Probing: using specific questions to tease

So many other factors ultimately depend on how thoroughly and professionally that first meeting is conducted. If the main purpose of that meeting is to obtain quality information from the client to enable the sales person to write a proposal and brief commercial production, then its importance cannot be overstated. Frequently in my job when I am asked to do consultancy work with radio stations I can trace problem clients back to poor first meetings.

Clearly linked to improved listening skills is asking the right sort of questions at this very first meeting. The RAB consultancy questionnaire is a good basis for deciding what type of questions you need answers to. It is not questions for questions sake, but focused questions to unearth potential areas of dissatisfaction either with current advertising methods or discovering a marketing problem they need help with.

When you are able to go back with a logically reasoned, well-researched proposal with options and an accurate creative response, the chances of closing the deal increase massively. Again, far too often in sales departments, even though first interviews skills are vital, teams don't practise "in private" enough. The

sales people start literally to shake in their shoes because they have never been trained in the proper skills.

I now insist that all my clients go through at least the basics of presentation skills. We establish the ground rules, get familiar with using some of the necessary equipment such as overhead projectors and then go through a series of fun exercises before videoing a formal presentation. The value of the video feedback cannot be overstated. On most occasions it is the first time they have ever seen what they look like in a work situation.

Once the nerves have been overcome the real thing becomes so much easier. Bearing in mind that a large body of research tells you that people fear public speaking more than they fear death, it is vital to remove that fear by practising the skills. Another known fact is that bosses do make subconscious decisions about the promotion potential of their team members on seeing them present. Once you have got the skills, take the opportunity to get on your feet to present.

Speeches at weddings, social events and prize givings, etc. are all opportunities to improve the skills. People will attribute all sorts of qualities to people they see presenting confidently.

Once you have got your preparation together based around a solid structure, the fact that you suffer from one or another of the start-up diseases—fast pulse, muscle spasm, nausea, sweaty palms, shallow breathing and blurred vision—no longer worries you. These systems are perfectly normal and the more practised you become, the more you are able to mask these feelings and concentrate on the finer details.

Finer details like developing your voice to create greater pitch, pause, pace and punch. This all helps to make the presentation more interesting and therefore more memorable. Remember, when you see a superb presentation that the easier it all looks the more preparation will have gone into it. It was Albert Mehrabian in 1972 in his "Contributions To Communication" study who showed that

the actual words we use in a presentation or speech only contribute 7% to the impact and understanding, your voice contributes 38% and your body language 55%. In other words, it is not what is said, but who says it and how it is said that matter the most.

So spend time before a presentation, on some or all of the following: List ideas at random on loose cards (6x4) used as brain death prevention cards; put the cards into a rough running order; read them aloud with a stop watch; reject superfluous material; read aloud again; re-read professional cards and visuals; rehearse the whole process with a stop watch, if possible in the room where the speech is to take place.

Concentrating your training efforts on these three vital areas of improving listening skills, investigative skills and presentation skills is bound to substantially increase the revenue to your station.

A Guide To Better Listening

Keys To Effective Listening

1. Find areas of interest
2. Judge content, not delivery
3. Show patience and understanding
4. Listen for ideas
5. Concentrate and work at listening
6. Avoid distractions
7. Exercise and challenge
8. Keep an open mind

The Bad Listener

- | | |
|---|--|
| Switches off dull/dry subject matter | Views it as a learning opportunity |
| Switches off if delivery/presentation is poor | Considers content, not errors in delivery |
| Gets involved in arguments | Waits until the speaker is finished before asking |
| Listens only for facts | Questions. Listens for theme |
| Demonstrates no energy, attention is false | Works hard at listening and exhibits activity |
| Is easily distracted | Fights to avoid distractions, is tolerant and knows how to concentrate |
| Resists difficult material, prefers light, non-challenging material which requires minimum thought, application | Prepares to get involved in difficult material to stretch and exercise his brain power |
| Reacts to emotional words and phrases | Interprets "colourful" words and phrases, does not become distracted |

The Good Listener

out details and to focus on particular topics.

Clarifying: checking back when you're not sure; giving him her the chance to explain again if you have not understood.

Asking for examples: showing that you are following, but a way of obtaining more clarity.

Using encouraging NVC: head nods, smiling, uh huh, etc. (non-verbal communications)

Using silence: not interrupting or feeling uncomfortable, but allowing time for natural pauses, reflecting, finding the right words, making a decision to say more.

First Interview: Investigating

It is always an interesting point of discussion to ask: "Which is the most important part of the sales process?" There are those who would say, "If you can't close the sale nothing else matters," or conversely, "If you can't identify a customer by good prospecting, you get nowhere in selling."

My view is that, of course, all aspects of the process are vital but assuming you can get face-to-face with the customer, I believe those first interview investigative skills are by far the most important ones to get right.

fact find is always one of the exercises I include in training sales teams. Too often the client has got lots of great information to give us but we fail to ask the right sort of probing questions to get to that information. Practise the skills and you will automatically write better proposals and in turn create better commercials from giving your creative guys a better brief. The client gets better results and therefore comes back for more. Simple, isn't it? So why don't we do it?

Presentation Skills

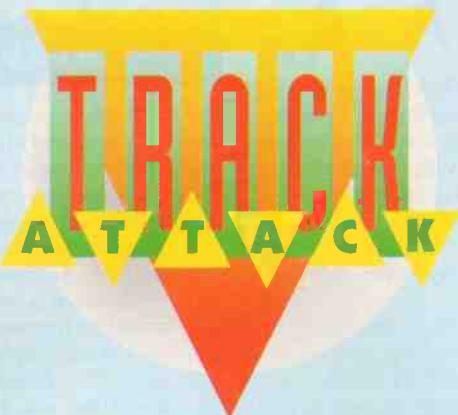
Just how much more business could radio stations take if they rehearsed and practised regularly the vital skills of effective presentations? I say regularly, because it is a nerve-wracking experience; sales people avoid situations where they might have to stand up and present or speak. Immediately the odds alter from one-to-one, quite experienced radio

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.

ARTIST

PROFILE

MUSIC & MEDIA'S



Blind Fish featuring David Hallyday



RADIO PROGRAMMERS: If you are interested in receiving the promo CD of this artist, please call Pieter at Music & Media, tel. (+31) 20.669 1961.

There was a time when audiences stood thinking, what's that band, and what's **Phil Collins** doing there? They were referring to **Genesis**, of which he had always been part of anyway. Let's change the script only slightly. **David Bowie** suddenly joined a band—**Tin Machine**—in which he became a normal band member. Why would a mega star do that? Just for pleasure; being "under pressure" constantly is no fun. Now we see **David Hallyday**, God in France, founding a rock 'n' roll band, **Blind Fish**.

2000 BBF is their debut album, licensed for the world from the American **Scotti Bros** label by **Phonogram France**. The word retro is given a whole different meaning, since they hark back to the "new wave" at the beginning of last decade—to Liverpool, Glasgow and Dublin. Now that **U2**'s the **Edge** doesn't use reverb on his guitar anymore, it's good to hear that the single *Natural Child*—inserted in this week's issue of M&M—restores that tradition, a little fortified by today's dance beats.

The entire **Paul Duffy**-produced set, recorded at **Santa Monica Sound** in California, is a collection of songs beaming off an early '80s mood. The previous single *Pain And Pride* brings **Teardrop Explodes** back to memory. Other heroes from those days, the **Simple Minds**, come to mind via the drums on *Can't Go On*. Further back in time then only 10-15 years they go on *In The End* with its Diddley beat.

All in all the music is quite different to Hallyday's solo work—not middle of the road, but a bit left field pop rock. Why don't you give it a shot with the single you've got now?

Just off the road from five shows in Germany, video shoots in London and promotion in Sweden, Blind Fish will be performing in the Elysee Montmartre in Paris on June 1 before flying back to their American homebase. On July 1 they'll be back for a live appearance on the "Eurockéennes" festival in Belfort, France.

A MUSIC & MEDIA ADVERTISING SUPPLEMENT

SINGLES

2 UNLIMITED

The Real Thing - Byte

D/EHR

PRODUCER: Wilde/De Coster

In no time, chart positions are reported from the UK, Ireland, Holland, Belgium, Germany and Denmark. With this ABBA-esque pop dance chorus many territories will follow.

BOSTON

I Need Your Love - MCA

R/EHR/ACE

PRODUCER: Tom Scholz

The grunge storm has calmed down a bit and the indisputable masters of melodic rock dare to come out of a long hibernation. This scorching ballad will surely break the ice.

COOL JAMES & BLACK TEACHER

Dr. Feelgood - Stockholm

D/EHR

PRODUCER: Cool James & Black Teacher

Down at the doctors teenagers get cured with a dose of Euro dance that isn't that much different from the recipe as served by fellow countryman Dr. Alban.

BRUCE DICKINSON

Tears Of The Dragon - EMI

R/EHR

PRODUCER: Shay Baby

The great swashbuckler who almost went to the Olympics now fights a spitting dragon on his first solo outing since he left Iron Maiden who should get the shivers from this ballad.

EVERYTHING BUT THE GIRL

Rollercoaster - EP - Blanco Y Negro

ACE/A

PRODUCER: Ben Watt/Tracey Thorn

A new monument of minimalism. For inspiration the jazzy pop duo returns to the garden of *Eden*, where they last strolled at the time of its sparsely arranged classic debut.

E.Y.C.

Number One - Gasoline Alley

D/EHR

PRODUCER: Howie Rice

We can do it fast and slow, they express themselves clearly. And so they do, keeping the tempo to this swingbeat song rather high, interluded by one shiftless bit.

INTERNATIONAL CHRYSSIS

Rebel Rebel - PWL

D/EHR

PRODUCER: International Chrysis/Barry Stone

Crisis? What Crisis? These rebels know that the emergency exit of songwriter's block is in the rich '70s back catalogue, as this pop dance version of the Bowie classic confirms.

K-KLASS

What You're Missing - Deconstruction

D/EHR

PRODUCER: K-Klass

It's A-Class pop dance what this lot delivers here. In "humminability" it's equal to the Shamen's *Ebenezer Goode*. Better credentials you can't get.

ALISON MOYET

Getting Into Something - Columbia

EHR

PRODUCER: Ian Broudie

Seated in a comfy armchair still wrapped in cellophane, Moyet is looking rather indifferently, which can't be said about her vocal performance on this ballad with a demanding dance rhythm.

PINK FLOYD

Take It Back - EMI

R/EHR

PRODUCER: Bob Ezrin/Pink Floyd

Those who think Pink Floyd is an album-only band, should take it all back, because in its U2 mould *this* is the radio track from the new album *The Division Bell*.

PRONG

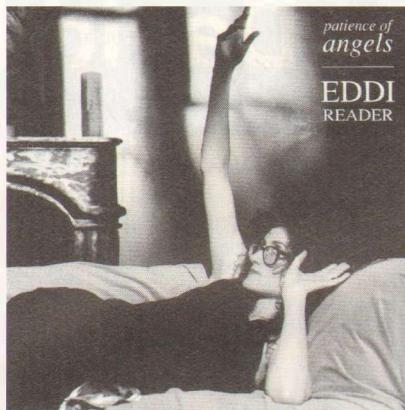
Whose Fist Is This Anyway? - Epic

R/A

PRODUCER: Prong

If Biohazard and Pantera can shock the entire American nation with their steamroller metal, then these contemporaries can plant their knuckles as aggressively in your face.

EDDI READER

*Patience Of Angels* - WEA

ACE/EHR

PRODUCER: Greg Penny

Constant craving for the right sound has driven chanteuse Reader into the arms of Greg Penny, the man behind k.d. lang's grammy-awarded *Ingénue* album. A very wise choice as *Virgin 1215 AM/London DJ Graham Dene* agrees. "For me it's the best new record of the moment. I screamed 'yes' when I first heard it. Written by Boo 'Who?' Hewerdine, who used to be with the Bible, it made an immediate impact on me."

JOE ROBERTS

Back In My Life - ffr

D/EHR

PRODUCER: Various

Roberts has got soul in the dance era with a voice between Don Covay's falsetto and Al Green's vibrato, while he sings as joyful as Michael Jackson in his *Off The Wall* period.

ROXETTE

Crash! Boom! Bang! - EMI

EHR/R/ACE

PRODUCER: Clarence Öfverman

Sometimes the vocabulary used is a bit confusing. Despite the cartoon-esque words, the title track of the new CD is everything but an earth-shattering rocker. Forget it, it's a classy ballad!

SPIN DOCTORS

Cleopatra's Cat - Epic

R/EHR

PRODUCER: Spin Doctors/Peter Denenberg/Frankie LaRocko

Only programmers like sphinxes can resist this slow sultry funk. Those who impudently think they can do without, will get Julius Caesar's dog sent after them. *Radio City/Helsinki* head of music *Markus "Mage" Vainio* is not of the reckless kind. "On first hearing it's not as catchy as the previous singles. Then you only hear the groove, but after a few spins the melody comes through too."

ALBUMS

THE AUTEURS

Now I'm A Cowboy - Hut

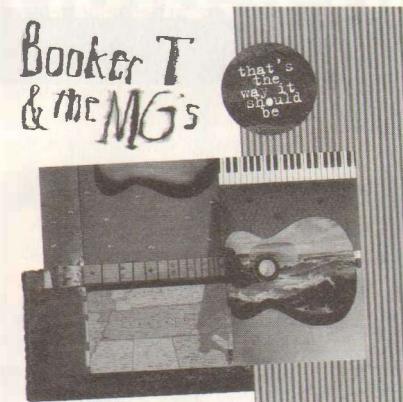
R/A

PRODUCER: Phil Vicknall/Luke Haines

Every now and then another band gets the honorary title of the best band since the Smiths. In the media it's the battle between Suede's "Brat" Anderson and the Auteurs' "Lucky" Haines. If it comes to being in love with himself the first one wins, if it comes to pure lyricism the latter is ahead. Those song titles alone, *New French Girlfriend*, *I'm A Rich Man's Boy* and *The Upper Classes*!

Musically they're up the same street where David Bowie used to buy his glam clothes. In our blurred opinion it's a draw.

BOOKER T. & THE MG'S

*That's The Way It Should Be* - Columbia

ACE/EHR/R/A

PRODUCER: B.T. Jones/S. Cropper/S. Jordan/D. Dunn

Time has stood still, but so what? Together with the Meters, Booker T. & the MG's are the most swinging instrumental R&B combos in history. Calling it kitsch, or even interval music in the cinema, is as big an insult as stepping on Carl Perkin's blue suede shoes. Hammond organ's main man Booker T. always stays on the right side of kitsch, and is the model of how okay a musician can be. Assisted by the high priest of guitar fill ins, Steve Cropper, instinctive bass player Donald "Duck" Dunn plus funky drummer Steve Jordan of (Keith Richards-fame), the choice of covers from Dylan to U2 and Janet simply works under all conditions. Period!

ALICE COOPER

The Last Temptation - Epic

R/EHR

PRODUCER: A. Wallace/D. Flemming/D. Baron/J. Purcell America's show rocker extraordinaire goes back to the kind of concept album people loved him for in the late '70s (e.g. *Welcome To My Nightmare* and *From The Inside*). Most prominent contributor is Neil Gaimen, who co-devised the concept. Noted for the highly-acclaimed "Sandman" series, he wrote—drumroll please!—the three-part comic book adaption that is published alongside this CD release. His presence may have contributed to the fact that this album is even more image-provoking than a "normal" A.C. CD. Highlights are the European single *Lost In America* (too funny for the US?) and the two songs. *Soundgarden* singer Chris Cornell had a hand in—*Stolen Prayer* and the US single *Unholy War*.

THE HOOTERS

Live - MCA

R/EHR/A

PRODUCER: Rob Hyman & Eric Bazilian

Since their first major achievement as the

ones behind a debuting Cyndi Lauper's unique sound, Hyman and Bazilian's band have remained a musical force to be reckoned with. Their unique blend of Gaelic-infused Americana is as powerful live as it is in the studio. The selection on offer here reads like a "Greatest Hits" compilation with two impromptu "rehearsal-room" Bob Dylan covers thrown in for good measure. Recorded in Germany last year, everything has been left as it was performed on the night(s) featuring the audience as an important and enthusiastic participant.

MAU MAU

Bass Paradis - Vox Pop/EMI

A/EHR/ACE

PRODUCER: Fabio Barovero/Luca Morino

Paraphrasing on Neil Young's question "are there still any real cowboys?" we ask "are there still any real troubadours?" Well, this Italian folk tribe is a travelling band pur sang with a huge topographical knowledge. Whilst driving on all European highways they've also picked up music from all the areas they've crossed, and you can hear that on this album of "European folk unification" peppered with local migrant specialties. The catchy, percussive single *Adoré* sums it all up, the Europe-in-one-day feel condensed in just over four minutes. Adorable!

STINA NORDENSTAM

And She Closed Her Eyes - Telegram

A/ACE

PRODUCER: Erik Holmberg/Stina Nordenstam The "audiosyncratics" at East West have seen the Northern light shine. Admit it, Sweden's Nordenstam is of the "all or nothing" new age type. Either people fall for her by the millions, or they collectively turn their back on this female counterpart of Robert Wyatt. Such fragile music, sung in the most bizarre vibrato, is like the sole warm spot on the permafrost. Maybe the single *Little Star* could grow to mega status, or later the bossa nova-styled track *Hopefully Yours*.

SEED

Seed - Mechanic/Giant

A/R/EHR

PRODUCER: Howard Benson

A mild variant of grunge has hit bluestown Austin, Texas. Being not half as loud as their Seattle colleagues, these four are probably best proof that grungers listen at home to '70s bands like Rush just like all normal people do. The album opener *Rapture* could serve as the ideal single. With two lead vocalists—Chadwick Salls and Gabriel Ordonez—they are definitely not your average alternative rock act. They have a great sense of melody and integrate "branch-unfriendly" instruments like piano too. A novelty, we say.

SENSE

Stacked Up - Ultimate

R/A

PRODUCER: Hoggis

Stacking up layers of hip hop and metal, Senser is the UK's answer to Urban Dance Squad and Rage Against The Machine. If it comes to riffs, guitar isn't dominating the soundscape continuously, with *What's Going On* and *Stubborn* being the proverbial exceptions. Often the six strings only colour up the sonic environment through siren-like solos in the background (*Age Of Panic*). In a way their dynamic white-boy-black-rhythm music comes across like a souped-up version of Stereo MC's and Stakka Bo, while the board of censors could work overtime.

Marketing The Music

Polydor Markets Lena Fiagbe As A Singer/Songwriter

UNITED KINGDOM

by Robbert Tilli

Is she a dance diva or a respectable singer/songwriter? Or maybe even both? Such questions pop up every time one hears **Lena Fiagbe**. Production tricks, like carefully used modern dance beats, are a bit misleading, but the possibility to strip her repertoire to its bare essence in "Unplugged" performances proves she's closer to Van the Man than to La Stansfield. Her thigh-length leather boots and John Lennon sunglasses stand for a sexy and intelligent singer who can write her own songs too.

At the time of her European breakthrough second single *Gotta Get It Right*, released in the tail end of last year, it was not yet clear which direction Fiagbe would go. The lead track on that four-track EP was clearly dance-infested, but the remaining three songs were covers from renowned tunesmiths. Finally, the third single *What's It Like To Be Beautiful* and her debut album *Visions* have put everything in the right perspective.

For her manager **John Campbell** there has never been any discussion about her

position. "First and foremost Lena is a singer/songwriter. With my long history in publishing, I only sign people who write songs. Many record companies I've negotiated with had difficulties in pigeon holing her. Was she like **Shara Nelson** or **Carleen Anderson**? She's black, but she's white. She's soul, but she's funk, et cetera. Confusion all over."

"We were very conscious not to be swamped into a label. Finally, we chose for **Mother**. With its small roster, it could give her more attention, while it goes through **PolyGram** internationally, which also deals with another artist of mine, **Marcella Detroit**. Mother's link with **U2** and [manager] **Paul McGuinness** can't 'hurt' her in an industry sense too."

Polydor UK international marketing manager **Alastair Farquhar** looks at Fiagbe in a similar way. "Following the

momentum built up by the 1993 singles, the release of the current single, and partic-

all major territories. We also have serviced seven-track acoustic CDs, containing four

Lena originals, plus **Sly Stone**, **Bob Marley** and **Van Morrison** covers. These songs add to the singer/songwriter vibe and give positive association due to the covers."

After this base, Polydor will follow with a remixed version of the highly EHR-friendly title track, the best of both worlds coupling the Gaelic folk tradition with contemporary but not too prominent club beats. That folk feel is also very apparent on *Everybody Needs Some Luck*, while the ballad *Is It Because* could even have been from a **Tanita Tikaram** record. To Fiagbe the song is always more important than the current trend, which makes her album playable years from now.



ularly the *Visions* album, sees Lena's musical direction clearly defined. We see her as a singer/songwriter in the classic mould, a **Carol King** for the '90s. Our initial positioning of Lena reflects this. We will be taking her out to showcase acoustically in

Urban Dance Squad Has Found Soul Brothers At Virgin

HOLLAND

by Robbert Tilli

Around Christmas last year an unorthodox advertisement was published in Dutch rock magazine *Oor*. It said, "Urban Dance Squad is in the studio." A **Virgin** logo was printed underneath. It was meant to be a statement from both band and record company. It was also a very effective one too. The buzz about the genuine rap rock crossover, a bit worn out after the non-renewal of their contract with **BMG Ariola**, has been resurrected.

Recalls **Virgin Holland** A/R/marketing manager **Dick Stolk**, "Their last album came out two and a half years ago, and as recording artists, they had gotten into a vacuum. We have been in touch with them since the days before their [1989] debut album. But then we were not strong enough to sign them ourselves. Now the time was right, and we were all on the same wavelength. We only want to have acts with international appeal because Holland and Belgium alone are too small."

It was not a matter of a long bidding war between the other majors in Holland. **Paul Van Melis** at Delft-based **Mojo Management** had to restoke the fire. "In a way it hasn't been an emptiness at all because the band was active all the time, relentlessly touring abroad. But it was hard to find a new partner. We thought, 'Let's draw the attention again via the punters,

then the industry will follow automatically.' And it happened; after the 'Lowlands' festival last August, everybody was lining up to sign them. We had secured a [licensing] deal within a month. At **Virgin** we found our type of people, and we're glad that as of July 4 in the UK it will be out on its alternative **Hut** imprint. That ad in *Oor* was



exactly what we wanted. No lengthy press releases; just a simple announcement."

In an earlier phase many French labels showed great interest in the Squad, which toured La Republique extensively in the summer of 1993. Melis and band, however, decided that the 500 kilometer-distance and the language barrier could cause many problems. "And after all we live in Holland; it's simply much handier to have a deal here."

Already experimenting with hip hop and rock in the days when **Rage Against The Machine** was still a pipe dream, they have

now maximised their efforts on the new album *Persona Non Grata*. Now a foursome, without scratcher/DJ DNA, they are more rocking than ever. **Rude Boy**'s staccato raps are as razor sharp as ever, but he gets more backing from guitarist **René van Barneveld**, alias "Tres Manos," who shoots his riffs like a machine gunman.

Van Barneveld analyses the changes, whereby less has become more. "Although it's four fifths of the original line-up, the chemistry is completely different. It's like we're another band now. We don't do anything on purpose; intuition has always been our guideline. In the past we could erect a smoke screen by our multi-layered approach with many samples. Now we intuitively fell back on simplicity—one guitar, one bass and one drum, with hardly any overdubs. What you hear is basically a three-piece with a singer, which gives the sound a certain transparency. A lot of the

changes are also due to the fact that for the first time we worked with producers [from the **Butcher Bros** team]."

In the past a lot of creation came out of friction within the band. "But we found mechanisms to overcome that in our 400 days without a recording contract. Like creativity, maturity is an ongoing process," adds **Van Barneveld**.

Originality has always been the band's forte in music, lyrics and in promotion. Flyposters for the first single *Demagogue* were stuck on billboards for the Dutch national elections on May 3. Amidst all

political hot shots, **Rude Boy**'s face was looking down sternly at the Amsterdam population. With their first top 10 album, the Squad surely got the people's vote.

- Signed to: **Virgin Holland**
- Publisher: **Pennies From Heaven**.
- Management: **Mojo/Delft**.
- New album: *Persona Non Grata* released on April 25. It is at number 9 in Holland and at number 24 in Belgium.
- New single: *Demagogue* released on April 4; currently, it is at number 47 in Holland.

SHORT TAKES

- **Ice-T** has just finished his vocal part on **Motörhead**'s upcoming *Born To Raise Hell* single.
- Sponsored by the cultural department, the **Dutch Rock Foundation** has issued *Turquerie*, a compilation CD by five Turkish bands living in Holland.
- Watch out for the "In Concerto '94" tour, an all-Italian initiative set up by **Trident Agency**. On diverse locations throughout Europe a package deal, with varied bills, consisting of the likes of **Pino Daniele**, **Jovanotti**, **Eros Ramazzotti**, **Paolo Vallesi** and **Luca Carboni** will be performing. Reportedly, **Ramazzotti** is headliner, and together with **Jovanotti** the sole artist present every night.
- Talking about odd couples, **John Mellencamp** has teamed up with **Me'Shell NdegéOcello** for his new single *Wild Night*.

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

SHORT GROOVES

by Maria Jiménez

CDS OF EXTENDED LENGTH: Trans-Global Underground had a hit a few months back with *Temple Head* and have now assembled a total of twelve tracks on the full-length CD *Dream Of 100 Nations (Nation)*. The laidback jam of *Temple Head*, the prime hip hop of *Shimmer* and the attractive chanting in *Voyager* show three sides of this multi-faceted, full body sound CD. • Hardfloor offer up a respectable variety on their *Funalogue* mini-album (Eye Q Records). The deliciously deep acid of *Confus*, the gabber slam and raw sound bending of *Roarri*, the looping percussion of *Rosinenbrot*, the happy upbeats of *Funalogue* and the chug along vibe of *Alternative* are the five faces of this fantastic record.

AFTER 'E' COMES 'F': This is a slogan from new French label F Communications. Familiar names such as Aurora Borealis and St. Germain-en-Laye have new releases on this label, *The Milky Way* and *The Mezzotinto EP* respectively. Aurora Borealis' *Milky Way* is available as a skyscape in the *Scan X Mix* and an acidic speedy journey in the *Lunatic Acid Mix*. St. Germain's mighty *Mezzotinto EP* brings up the opposite dance extreme with house, jazz, soul and R&B flooding through each of the five numbers. *Walk So Lonely* and *My Mama Said* are most radio friendly.

THE EFFECTS OF AN ENGLISH LABEL: Effective Records provides us with two recommended house tracks. Tall Paul's *Rock The House* comes with a high energy house mix with scattered poppy lyrics (a1), a light techno mix (b1) and a happy good time mix (b2). Danish act Miro follow up their housier track *Celebrate* with the prime *Spaceman*, leaning towards techno and including a mild *Trance Mix*, a soaring acid *Hammond Mix* and a speedy *Hard Mix*.

OUTLAND EXPANDING: Not only does the Amsterdam-based retailer Outland have a new outlet in Maastricht, but also a heap of exciting releases to report. Rachmad Project delivers *16 Beat*, a skip-along Dutch club track with light piano and uplifting vibes, on *Rachmad Project Part 3*. Luvsunge wow us with the driving forces of *Do You Feel What I'm Feeling?* • And if you didn't already know, *The Feelings EP* from Jaimy & Con-Am contains a splendid *Drive Dub Of Funky Love* and the disco-inspired bass-pumper *Emotions*.

TRANCE FORMATION IN BELGIUM: P. Gyselaers and E. Overdijk, two members of KK Records act Swains, are now also recognised as Amazone. This new formation has released a captivating debut in the hypnotic *Are You Invisible?*. *The Dubtech Mix* is both intriguing and mesmerizing, definitely trance-inducing, but unlike typical trance. A step beyond.



SWEEPING DOWN THROUGH ITALY: The production process at Flying Records is speeding along with a load of new releases. Degression's vocal worker, house pumper *People (UMM)* comes with four options—an underground club cut, a piano-energized version, a thumpin' alternative mix and a trusty dub for dub heads • Sigrid's seductive *España Enjoy (DIO)* has a hot *Tierra Caliente* version with a soft gabber pound layered with synths du jour and echoed spicy Spanish lyrics • Darry Hardy puts *So Much Baby (DIO)* to vinyl, including the recommended *Machine Mix* containing a rolling, almost massaging bass, catchy melodic hooks and a grinding loop.

WELL WORTH THE MENTION: Degrees Of Motion roll in with *Do You Want It Right Now (ffrr)*, a smooth, warm house number in *Richie's Street Mix* and an R&B focused treat in the *King Street Mix* • Loveland's *Let The Music Lift You Up (Eastern Bloc)* is in competition with Darlene Lewis' version of the same song on Detroit's KMS label (reviewed in M&M issue 17). *The Bottom Dollar Mix* of Loveland's release is a houser, while the *Big Room Dub* is a true alternative ride through diverse phases, lead by a hi-hat and bassline.

THE MAJORS SUPPLY THE GOODS: Motiv8's happy, positivity track à la Urban Cookie Collective, *Rockin' For Myself*, is appealing in its warm *Stonebridge Mix*, the wide open *Well Hung Parliament Adventure* and the hi-pumpin' *Ultimate Vocal Mix (WEA)*. • Taylor Dayne hits the dancefloor crowds with many strong mixes of her powerful vocal houser *I'll Wait (Arista)* • E-Smoove's *Vocal Mix* is a highly recommended soulful version, while *7 Minutes Of Silk* from Steve Hurley mixes it up for another type of smooth.

SPAIN KEEPS ON SPINNIN': Although Spain is better known for good parties than for good dance music, the scene is developing rapidly. Pink Records and Bol/Kong Records both have compilations out. *Pink & Mix* consists of light rave-oriented numbers and house tracks including Tambourines' *Hello Daddy* and Team DJs Metro's *You Feel So Strange*. The double CD set, *Valencia Dance*, leans more towards Euro-trance and a harder edge sound with the likes of Aidus Haza and Konplot.

CONTACTS: • Arista, tel: (+44) 71.973 8040; fax: 71.371 9324. • Eastern Bloc, tel: (+44) 61.228 6432; fax: 61.226 6728. • Effective, tel: (+44) 71.486 3145; fax: 71.486 3134. • Eye Q, tel: (+49) 69.885 633; fax: 69.800 333. • F Communications, tel: (+33) 1.4453 7130; fax: 1.4463 0183. • ffrr, tel: (+44) 81.741 1234; fax: 81.741 1656. • Flying/UMM/DIO, tel: (+39) 2.5801 3230; fax: 2.5801 3240. • KK Records, tel: (+32) 3.253 1480; fax: 3.253 1496. • Nation Records, tel: (+44) 71.792 8167; fax: 71.792 2854. • Spiritual/Outland, tel: (+31) 20.638 7576; fax: 20.638 7199. • WEA, tel: (+44) 71.937.8844; fax: 71.938 3901.

Blanco y Negro Steps Up Local New Talent Signings

SPAIN

by Terry Berne

An indication of the problems dance music in Spain has had to confront, as well as the progress it has made, is that until '79 it was illegal to directly import records into the country, a vestige of the Franco regime's strict control of culture. Until that year, only licensed product could be sold. As a result, there were vast areas of pop music which went unheard and unsold in Spain. And as there were virtually no companies specialising in the licensing of dance music, this was one area especially hard hit.

Barcelona-based label **Blanco y Negro** began in '79 as an import service catering to dance DJs. Four years later, the label was releasing its own material. Another obstacle the young company had to overcome was the prohibition by Spanish performing rights organisation SGAE on remixes of any kind.

"There was simply a legal vacuum surrounding the whole question of remixes and other uses of copyrighted material," says Blanco y Negro president and international manager **Felix Buget**. The company was instrumental in resolving the legal aspects of the problem in conjunction with the rights association and Blanco y Negro quickly became known for its innovative and popular remix compilations.

These include such series as the now venerable *Bolero Mix*, which stands at ten albums, *Skateboard*, with six, and *Maquina del Tiempo*, with two installments so far. The first album of a new series, simply called *Demolition*, has also just appeared. These collections, mixed in the main by Radio Top/Barcelona DJ **Quique Tejada**, are TV advertised, often in conjunction with national radio networks such as **Los 40 Principales**, Radio Top and **Onda Cero**. They sell around 100.000 units on average (platinum in Spain), though the more popular releases can double that number.

The label's most spectacular success, however, came not from these highly promoted compilations, but from local techno duo **O.B.K.** Blanco y Negro have sold well over half a million copies of their first two albums—the first such success for a native dance-oriented act. Buget attributes their popularity at least in part to the torpor of international pop, which has opened a space for dance to fill.

Sales figures like these raise the spectre for a small company of too much growth too fast. Buget stresses that the label is staunchly independent, and has no desire to create a situation where the company would have to generate inflated sales solely to support an expanding infrastructure.

Still, the label is busy developing new talent, and for the moment seems to be

betting as much on viable acts as on its remixes and compilations. Three such acts are about to make their appearance. The first, **Exodo**, is described by Buget as "techno de diseño", which implies elaborate arrangements and more carefully wrought lyrics than is generally associated with dance. The band gained notoriety last Autumn with their first

single, the **Tejada**-produced *Autifimo*, while their latest *A/ Otro Lado* has been powerplayed on 40 Principales. The album, tentatively entitled *Factor Humano* will be released shortly.

Funcion Privada is a pop formation with Latin and African roots, whose songwriting ability and musical sophistication are evident on first hearing. *Bolero*, the first single from their album *Bajo el Sol Africano*, portends more than just another promising debut. The production is by Blanco y Negro regular **Quim Quer**.

The third group about to be launched is **Ipsa Facto**, a pop/dance trio aimed at teens, in the same vein as **Take That** or **NKOTB**. "This is just the sort of act the Spanish scene lacks," claims Buget. The group's first release should be out by early Summer.

Besides the approximately 40 home-grown productions released each year, the company continues to import and license material from North of the Pyrenees. And this is where their long familiarity with the club scene pays off. Explains Buget, "Apart from the few special programmes dedicated to dance by the major national stations, and some local programming, dance music gets little airplay in Spain. On the other hand, if a track doesn't make it first in the clubs, no amount of promotion or airplay will make it a hit."

"Though dance is in many ways the new European pop," he continues, "and no longer simply a minority style, radio in Spain still doesn't take it seriously. But a specialized dance station like those that exist in other European countries will most likely emerge from a group like **SER** (owners of national networks Los 40 Principales, Cadena Dial and M-80), who have always been attuned to the necessities of the marketplace. It is an adventurous step to take, but one which must surely be taken."

'Proper' dance acts are the most logical step for a dance scene still in formation. Whether or not the acts will someday cross borders is a question that hardly arises at this juncture. But the first moves have been made, and the near future will be a crucial test of the real viability of dance in Spain.



music s.a.

Music Market Place

ABBEY ROAD

Now - Caracol-Music (CD) (Belgium)

PRODUCER: Timothy Hagelstein

Once started as a Beatles look-alike group, this Namur-based band has developed a true obsession for the Fab Four. Musical references pop up everywhere on this CD including a direct copy of the clipped guitar intro of *Getting Better* on *No Chance* and the piano intro of *Golden Slumbers* on *Higher*. In addition, *Back In The USSR* and *Sgt. Peppers* are straightforward covers. Contact **Timothy Hagelstein** at tel: (+32) 71.300 960; fax: 71.300 323.

CLAIRE ANN

Poupée De Cire, Poupée De Son - Little Circle (Belgium)

PRODUCER: Ad Cominotto

This childish sounding singer gives an odd and mystifying twist to this beautiful **Serge Gainsbourg** classic. Don't be fooled by this though, because in this way it not only remains a great pop song, but it's very well suited for contemporary tastes as well. Contact **Daniel Haesen** at tel: (+32) 2.245 6592; fax: 2.245 6227.

BAN JYANG

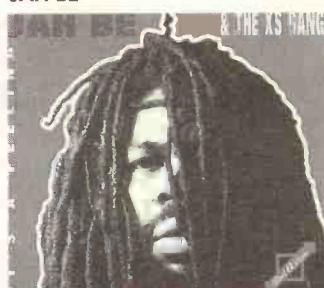
Weirdo Side Effects - Deaf

Truncheon/Semaphore (UK/Germany)

PRODUCER: Ban Jyang

Are they hardcore punk or are they heavy metal? The band itself describes it as head annihilation groove, which leaves the answer in the middle. The bulk of the material is fast and furious rock, which hides some really nice melodies underneath the concrete. Contact **Mike Neun** at tel: (+49) 911.952 770; fax: 911.952 7750/60.

JAH BE



It's A Feeling - Red Arrow/SPV (Germany)

PRODUCER: XS Gang

A Jamaican in Düsseldorf? Yes that's right, this artist who lives there for more than 12 years stays a lot closer to reggae's roots than most of his fellow rastamen with this delicious bit of lovers rock with a dub element. Contact **Mike Ward** at tel/fax: (+44) 742.879 882, or tel: (+1) 202.789 5454.

THE GIPSY BOYS

Pure - Riff (CD) (Holland)

PRODUCER: Fried Manders

Their name implies a relationship with the Gipsy Kings, but their music owes a lot more to the sounds of Django Reinhardt and Stephane Grapelli. This is not that surprising because rhythm guitarist **Falko Reinhardt** is actually related to the late Django himself. They get away with it because they are very gifted. Contact **Frances Wouters - van den Oudenweijer** at tel: (+31) 4977.87 353; fax: 4977 87 513.

MARK GREENE

Love Is More Than Spoken - FAJR (CD) (US/UK)

PRODUCER: Dowe/Irons/Greene/Disney

Situated somewhere between soul and gospel, this former frontman of the **Moments**, who sounds a bit like Marvin Gaye, deftly works his way through a collection of mostly ballads and only occasionally reverts to a higher pace, such as on the clavinet-driven *No Other Love*. Contact **Mike Ward** at tel/fax: (+44) 742.879 882, or tel: (+1) 202.789 5454.

JET BLACK JOE

You Ain't Here... - Spor (CD)

(Iceland/Holland)

PRODUCER: Jet Black Joe/Eythor Arnalds

Heavily psychedelic rockers from Europe's Northwestern outpost turn the clock 20 years backward and bring back memories of some of the finest work by the Beach Boys and Pink Floyd from that day and age. Most of the material is fairly slow, but occasionally they shift to high gear such as on *Echoes In The Rain*. Contact **Joke Asman** at tel: (+31) 2159. 29 900; fax: 2159.29 999.

THE STIFF KITTENS

Eat The Peanuts - Psychic (EP)

(Australia/UK)

PRODUCER: The Stiff Kittens

Antipodian indie rockers with an attitude make it clear from the opening *Don't Think Much* that they mean business. They impose a strong pop feel on a generally rocking foundation, only to be interrupted by the acoustic *16th Storey*. The **Shocking Blue** cover *Hot Sand* is noteworthy in particular. Contact **John Bourke** at tel: (+44) 71.486 3441; fax: 71.486 3134.

DJ's Delite - Poul Foged

Poul Foged, Head Of Music at Denmark's largest commercial station EHR outlet **Radio Viborg**

sees the following developments: "This year has really shown a Swedish invasion. It's not only **Roxette** nowadays, which is already extremely popular and reached most played status this week with their new single *Crash! Boom! Bang!*, but also new artists like **Orup**



(Metronome) and **Magnus Uggla** (**Columbia**) of whom numerous tracks are playlisted. Among the new names we count **Cajsa Stina Åkerström**

(**Metronome**) and especially the jazz-influenced **Lisa Ekdahl** (**EMI**). They both have a bright future ahead of them. The domestic big thing this has to be **Kim Larsen**'s new album on **EMI Medley**. His approach has such broad appeal, that he goes down well with every station in spite of the different formats. Also I think, country is going to be bigger across Europe in the future so we have started to play some country tracks from artists like **Mary-Chapin Carpenter** (**Columbia**) and **Faith Hill** (**Warner Brothers**).

Breakin' & Entering

EUROCHART

One week after earning the title of this year's longest number 1 run in the Hot 100 (9 weeks), **Bruce Springsteen's Streets Of Philadelphia** loses its momentum. The loss is enough to promote last week's runner-up, **Mariah Carey's Without You**, to the top spot without the need of a bullet.

This week's Sales Breaker is **2 Unlimited's The Real Thing** which climbs 25 places to number 5. Crossing over in grand fashion it lists ten countries in its second chart week.

Quite a difference from the Top 100 Albums' Sales Breaker **Cranberries' Everybody Else Is Doing It, So Why Can't We** which climbs seven places to number 8 charting only in Ireland and the UK.

Highest new entry in the Hot 100 is **Pearl Jam's Dissident** (**Epic**) at number 28. It is the act's sixth Hot 100 entry and their second-highest to date. Their first entry, '92s *Alive*, charted for five weeks and peaked at number 53. Follow-up *Even Flow* knew only one entry, at number 99, and the last track of their debut album *Ten* to enter the Hot 100 was *Jeremy*, peaking at number 57 it charted for three weeks. *Go*, the first single taken of their second album *Vs.* also known as *Five Against One*, peaked at number 26 late last year and charted for four weeks. The album's second single release *Daughter* only charted for two consecutive weeks and peaked at number 42 earlier this year.

The highest new entry in the Top 100 Albums belongs to **Erasure** (**Mute**); *I Say I Say I Say*

enters the Top 100 at number 6. Not merely content with their fourth consecutive UK number 1—entering at the UK charts pole-position—the duo's album lists entries in five other countries as well; highest of which are entries at number 12 in Denmark and number 14 in Austria. The album follows in the footsteps of its first single release *Always* which was highest new entry in issue 18.

Hot on Erasure's heels is **Chris De Burgh** (**A&M**) whose *This Way Up* debuts at the Top 100's number 7 spot. It is his eighth European Top 100 entry, including the '86 Greatest Hits compilation (**Telstar**), since '84s *Man On The Line* which peaked at number 7 and enjoyed a continuous run of 45 weeks. *Into The Light* from '86 performed even better; charting for 60 consecutive weeks it peaked at number 5. In '88 *Flying Colours* accumulated 37 chart weeks and peaked at number 3 while the following year's release *Spark To A Flame* reached number 4 and a total of 22 weeks. During the '90s De Burgh enjoyed two previous album entries with *High On Emotion Live From Dublin* peaking at number 17 and totalling 10 weeks in '90 followed by '92s *Power Of Ten* which peaked at number 7 and accumulated a total of 19 weeks.

This week's "Top 10 Sales In Europe" page features the brand new French albums chart (see also page 23). Starting next week, the chart will be used for the compilation of M&M's European Top 100 Albums.

Mark Sperwer

EUROCHART HOT 100 SINGLES

Ain't Nothing Like...	87	Mama Said	88
All For Love	53	Mmm Mmm Mmm Mmm	6
Always	9	More To This World	47
Around The World	8	Move On Baby	40
Bouge!	100	När Vi Gräver Guld I USA	56
Cannonball	62	No Good (Start The Dance)	48
Carry Me Home	45	No More (I Can't Stand It)	20
Celebration Generation	80	No One Can Stop Us Now	91
Come On You Reds	7	Omen III	27
Deep Forest	64	One	13
Dignity	69	Past The Mission	95
Disdissent	28	Prayer For The Dying	35
Don't Turn Around	29	Pupumanny	86
Doop	15	Read My Lips	97
Dr. Feelgood	76	Return To Innocence	42
Dreams	81	Right In The Night	46
Ease My Mind	98	Riverdance	70
Eins, Zwei, Polizei	72	Rock 'N Roll Kids	92
Everything Changes	31	Rock My Heart	19
Get-A-Way	18	Sensualité	34
Give Me All Your Love	16	Seras-Tu La	63
Go To Give It Up	67	Shoop	73
Happy Nation	77	Sister Golden Hair	85
Happy People	79	Six Days	66
Hero	41	Sleeping In My Car	38
High On A Happy Vibe	89	Somewhere Over The Rainbow	26
Hold On If You Believe In Love	99	Strani Amore	51
Hooked On Feeling	71	Streets Of Philadelphia	2
Hymn	54	Sugardaddy	96
I Can See Clearly Now	60	Sweet Lullaby	94
I Like To Move It	4	Sweets For My Sweet	22
I'll Remember	39	Take Me Away	90
I'll Stand By You	36	Take My Love	58
Inside	14	Tears Of The Dragon	78
Inside Your Dreams	32	The Beautiful Experience	82
It's Alright	17	The Eyes Of Truth	84
Je Danse Le Mia	24	The Most Beautiful Girl In The World	3
Jessie	43	The Power Of Love	65
Just A Step From Heaven	44	The Real Thing	5
La Solitudine	50	The Real Thing	30
Latin Lover	49	The Rhythm Of The Night	23
Lean On Me	59	The Sign	33
Let The Beat Control Your Body	61	Think About The Way	37
Light My Fire	57	Touch	68
Long Time Gone	55	United	21
Look Who's Talking!	11	What You're Missing	75
Loser	25	What's My Name?	83
Lost In America	74	Whatta Man	93
Love Is All Around	10	Without You	1
Mädchen	12	World In Your Hands	52

EUROPEAN TOP 100 ALBUMS

883	31	Jule Neigel Band	87
Ace Of Base	26	Julia Fordham	92
Ace Of Base	12	Julio Iglesias	83
Aerosmith	22	Kim Larsen	65
Ana Belen & Victor Manuel	24	Kummeli	82
Auteurs	85	Laura Pausini	19
Basic Element	76	Laura Pausini	77
Beautiful South	96	Lisa Ekdahl	75
Beck	93	Loreena McKennitt	44
Biohazard	17	Lucilectric	64
Björk	52	M-People	48
Blur	21	Magic Affair	59
Bodycount	100	Mariah Carey	2
Brand New Heavies	69	Mariah Carey	84
Bryan Adams	11	Marvin Gaye	38
Cappella	30	Meat Loaf	23
Chris De Burgh	7	Michael Bolton	70
Clawfinger	68	Michael Nyman	61
Coro Monjes De Silos	14	Mina	86
Counting Crows	49	Nick Cave & The Bad Seeds	35
Cranberries	8	Nirvana	29
Crash Test Dummies	4	Nirvana	43
Cypress Hill	97	Nomadi	95
D:Ream	67	Nordman	55
Deacon Blue	10	Pantera	37
Des'ree	56	Paolo Vallesi	88
Die Ärzte	63	Phil Collins	28
Die Prinzen	91	Pink Floyd	1
Die Toten Hosen	60	Presuntos Implicados	32
Dr. Alban	20	Pretenders	16
Dusty Springfield	42	Primal Scream	45
El Consorcio	51	Prince Ital Joe & Marky Mark	34
Enigma	13	Pur	54
Erasure	6	Rage Against The Machine	99
Eric Clapton	18	Roxette	3
Eternal	36	Sonic Youth	47
Fabio Concato	80	Soundgarden	40
Frances Black	79	Soundtrack - Four Weddings...	81
Gloria Estefan	89	Soundtrack - Philadelphia	5
Haddaway	58	Taikepeili	90
Howard Carpendale	46	Take That	9
Hubert Von Goisern	62	Toni Braxton	25
J. Karjalainen	74	Tori Amos	53
Jah Wobble's Invaders	66	Traffic	27
Jean Michel Jarre	98	Umberto Tozzi	39
Jeff Trachta & Bobby Eakes	73	Van Morrison	41
Jimi Hendrix	50	Zuri West	57
Joshua Kadison	15	Zap Mama	94
Jovanotti	72	Zillertaler Schürzenjäger	71
Judith Durham & The Seekers	33	Zillertaler Schürzenjäger	71

EUROCHART HOT 100 SINGLES

week 23/94

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THIS WEEK	LAST WEEK	WKS on CHART	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	WKS on CHART	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	WKS on CHART	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED
1	2	15	Without You	Mariah Carey - Columbia (Apple)	A.B.DK.D.IRE.NL.S.CH	34	35	8	Sensualité	Axelle Red - Virgin (Warner Chappell)	F	68	64	3	Touch	Basic Element - EMI (EMI)	D.K.S
2	1	16	Streets Of Philadelphia	Bruce Springsteen - Columbia (Springsteen)	A.B.DK.F.D.IRE.I.NL.N.S.CH	35	60	2	Prayer For The Dying	Seal - ZTT (Perfect/Beethoven Street)	UK	69	NE	4	Dignity	Deacon Blue - Columbia (ATV/MI)	UK
3	3	8	The Most Beautiful Girl In The World	The Symbol - NPG (Controversy)	A.B.DK.F.D.IRE.I.NL.E.S.CH.UK	36	43	5	I'll Stand By You	Pretenders - WEA (Sony/Clive Banks/EMI)	DK.D.IRE.I.NLS.UK	70	71	3	Riverdance	Bill Whelan - Mother (PolyGram)	IRE
4	4	16	I Like To Move It	Reel 2 Real feat. The Mad Stuntman - Positiva (Strictly Rhythm/Mega Platinum)	A.B.DK.F.D.IRE.NL.S.CH.UK	37	48	4	Think About The Way	Ice MC - DWA (Extravaganza)	B.F.D.I.E.CH	71	72	2	Hooked On Feeling	Tony Wilson - Blanco Y Negro (EMI)	E
★★★★★ SALES BREAKER ★★★★★						38	37	11	Sleeping In My Car	Roxette - EMI (Jimmy Fun/EMI)	A.B.DK.SF.D.S.CH	72	NE	2	Eins, Zwei, Polizei	Mo-Do - plaStika (Camaleonte)	I
5	30	2	The Real Thing	2 Unlimited - Bye (MCA)	A.B.DK.SF.D.IRE.NL.N.S.UK	39	34	9	I'll Remember	Madonna - Maverick/Sire (WC/CC)	DK.F.D.I.S.CH	73	RE	2	Shoop	Salt-N-Pepa - frr (Various)	UK
6	5	6	Mmm Mmm Mmm Mmm	Crash Test Dummies - Arista (Island)	A.B.DK.D.IRE.NL.N.S.CH.UK	40	31	15	Move On Baby	Cappella - Internal (MCA)	B.F.D.I.E.CH	74	NE	2	Lost In America	Alice Cooper - Epic (Grip Victim)	SF.UK
7	7	5	Come On You Reds	Manchester United Football Squad - PolyGram TV (EMI)	IRE.UK	41	40	8	Hero	Mariah Carey - Columbia (Sony/WC)	F.D	75	NE	2	What You're Missing	K-Klass - deConstruction (MCA)	UK
8	10	3	Around The World	East 17 - London (PolyGram)	DK.SF.D.IRE.UK	42	33	20	Return To Innocence	Enigma - Virgin (Enigma Songs/Mambo Music)	B.DK.F.D.S.CH	76	49	5	Dr. Feelgood	Cool James & Black Teacher - Stockholm (Stockholm Songs)	S
9	8	6	Always	Erasure - Mute (Musical Moments/Minotaur/Sony)	A.B.DK.SF.D.IRE.F.S.CH.UK	43	42	6	Jessie	B.D.IRE.NL.CH	77	63	8	Happy Nation	Ace Of Base - Mega/Metronome (Megasong)	F	
10	26	2	Love Is All Around	Wet Wet Wet - Precious Organization (PolyGram)	IRE.UK	44	39	5	Just A Step From Heaven	Eternal - EMI (Sony/CC)	IRE.UK	78	NE	2	Tears Of The Dragon	Bruce Dickinson - EMI (Zomba)	UK
11	11	13	Look Who's Talking!	Dr. Alban - Cheiron (Dr. Songs - Cheiron Songs)	A.B.DK.F.D.I.E.S.CH	45	53	3	Carry Me Home	Gloworm - Go!Discs (Copyright Control)	IRE.UK	79	77	18	Happy People	Prince Ital Joe & Marky Mark - East West (Warner Chappell)	A.D.CH
12	22	11	Mädchen	Lucilectric - Sing Sing (Son Of Sing Sing)	A.D.CH	46	38	18	Right In The Night	Jam & Spoon - Dance Pool (Allstar/Subliminal/Get Into Magic)	B.DK.F.D.I.E.CH	80	93	2	Celebration Generation	Westbam - Low Spirit/Motor (Vielklang)	D.NLS.CH
13	9	5	One	Metallica - Vertigo (PolyGram)	B.DK.SF.F.D.NL.N.S.CH	47	47	2	More To This World	Bad Boys Inc. - A&M (Kastlekat/WC/EMI/CC)	UK	81	66	4	Dreams	Cranberries - Island (Island)	IRE.UK
14	6	4	Inside	Stiltskin - White Water (Water)	IRE.UK	48	NE	2	No Good (Start The Dance)	The Prodigy - XL (EMI)	IRE.UK	82	NE	2	The Beautiful Experience	The Symbol - NPG (Warner Chappell)	CH
15	16	16	Doop	Doop - Clubstitute (CNR/MCA)	A.B.DK.F.D.IRE.NLE.CH	49	RE	2	Latin Lover	Decadance - EAMS (EAMS)	A	83	82	8	What's My Name?	Snoop Doggy Dogg - Interscope (Suge)	F
16	14	3	Give Me All Your Love	Magic Affair - Electrola (Nosferatu)	A.DK.SF.D.NLS.CH	50	51	23	La Solitudine	Laura Pausini - CGD (Warner Chappell)	B.F	84	45	3	The Eyes Of Truth	Enigma - Virgin (Enigma Songs/Mambo Music)	B.UK
17	12	24	It's Alright	East 17 - London (PolyGram)	A.B.DK.F.D.CH	51	50	11	Strani Amore	Laura Pausini - CGD (Cappuccino/Blue Team/Italfono/Meringa)	B.NL	85	79	5	Sister Golden Hair	Spanic - Ginger Music (Ginger)	E
18	36	22	Get-A-Way	Maxx - Blow Up (Not Listed)	B.DK.FIRE.UK	52	61	9	World In Your Hands	Culture Beat - Dance Pool (Warner Chappell)	A.B.DK.F.D.CH	86	97	2	Pupunanny	Afrika Bambaataa - Expanded (Camaleonte)	I.E
19	15	9	Rock My Heart	Haddaway - Coconut (A La Carte)	A.B.DK.F.D.IRE.NLS.CH	53	41	21	All For Love	Bryan Adams/Rod Stewart/Sting - A&M (Various)	DK.F.D.I.S.CH	87	68	2	Ain't Nothing Like The Real Thing	Marcella Detroit & Elton John - Rocket (Jobete/EMI)	UK
20	20	3	No More (I Can't Stand It)	Maxx - Blow Up (Not Listed)	A.DK.SF.D.S.CH	54	NE	2	Hymn	Moby - Mute (CC/Little Idiot)	SF.UK	88	NE	2	Mama Said	Carleen Anderson - Circa (MCA/BMG)	UK
21	44	4	United	Prince Ital Joe & Marky Mark - East West (Petersongs/WC)	DK.SF.D.S.CH	55	NE	2	Long Time Gone	Galliano - Talkin' Loud (Warner Chappell)	UK	89	NE	2	High On A Happy Vibe	Urban Cookie Collective - Pulse 8 (Peermusic)	B.SF.IRE.NL.CH
22	13	6	Sweets For My Sweet	C.J. Lewis - Black Market/MCA (Carlin)	SF.IRE.UK	56	RE	2	När Vi Gräver Guld I USA	Glenmark/Eriksson/Strömstedt - Metronome (Magaluf/Blue Cable/Nixongs)	S	90	74	11	Take Me Away	Twenty 4 Seven - Indisc (TBM/BMG 2 Pijeters)	B.DK.D.E
23	19	17	The Rhythm Of The Night	Corona - DWA (Extravaganza)	B.F.I.NL.E.CH	57	32	5	Light My Fire (The Cappella Remixes)	Clubhouse - PWL (Mhara)	IRE.UK	91	81	2	No One Can Stop Us Now	Chelsea Football Club - RCA (Hyde Park)	IRE.UK
24	23	8	Je Danse Le Mia	I Am - Delabel (EMI)	B.F	58	56	11	Take My Love	Good Shape - Dino (Mouse Music)	B	92	89	3	Rock 'N' Roll Kids	Paul Harrington & Charlie McGrit - Acorn/CNR (Acorn)	IRE
25	28	7	Loser	Beck - Geffen/MCA (BMG/Nothin' Fluxin')	A.B.D.NL.N.S.CH	59	46	3	Lean On Me	Michael Bolton - Columbia (EMI)	IRE.UK	93	85	11	Whatta Man	Salt-N-Pepa feat. En Vogue - frr (Sandia/Irving)	DK.D.IRE.NL
26	25	13	Somewhere Over The Rainbow	Marusha - Low Spirit/Motor (EMI)	D.CH	60	98	2	I Can See Clearly Now	Jimmy Cliff - Chaos/Columbia (Rondor)	F.D	94	91	2	Sweet Lullaby	Deep Forest - Columbia (Celine/Uncle Dan's)	N
27	17	17	Omen III	Magic Affair - Electrola (Nosferatu)	A.B.DK.SF.D.NLS.CH	61	54	17	Let The Beat Control Your Body	2 Unlimited - Byte (Decos/MCA)	F.D.CH	95	NE	2	Past The Mission	Tori Amos - East West (Sword And Stone)	IRE.UK
28	NE	2	Dissident	Pearl Jam - Epic (Sony/PolyGram/WC)	DK.IRE.N.UK	62	58	8	Cannonball	Breeders - 4AD (Period)	F	96	92	4	Sugardaddy	Bingo Boys - WEA (Line Of Colors/Kraut)	A
29	24	9	Don't Turn Around	Ace Of Base - Mega/Metronome (Megasong)	A.B.DK.D.NLS.CH	63	100	2	Seras-Tu La	Veronique Sanson - WEA (Colline)	F	97	NE	2	Read My Lips	Alex Party - Cleveland City (Cleveland City)	UK
30	18	8	The Real Thing	Tony Di-Bart - Cleveland City (Cleveland City/Peermusic)	B.FIRE.UK	64	62	2	Deep Forest	Deep Forest - Columbia (Sony)	UK	98	NE	2	Ease My Mind	Arrested Development - Cooltempo (EMI Blackwood/Arrested Development)	F.UK
31	21	8	Everything Changes	Take That - RCA (EMI/Chrysalis/Sony)	A.B.DK.D.IRE.NL.CH	65	55	18	The Power Of Love	Celine Dion - Epic/Columbia (EMI)	B.S	99	99	2	Hold On If You Believe In Love	C.B. Milton - Boudisque (Decos/Soundsational)	B.SF
32	29	10	Inside Your Dreams	U 96 - Motor (Pink/Warner Chappell)	A.B.SF.F.D.NL.CH	66	NE	2	Six Days	Intermission - Blow Up (Warner Chappell)	A.D.CH	100	NE	2	Bouge!	Patrick Bruel - RCA (Not Listed)	B.F
33	27	26	The Sign	Ace Of Base - Mega/Metronome (Megasong)	DK.F.D.IRE.E	67	65	10	Got To Give It Up	Masterboy - Polydor (Michaelsen/Warner Chappell)	A.D.CH	A = Austria, B = Belgium, DK = Denmark, SF = Finland, F = France, D = Germany, IRL = Ireland, I = Italy, NL = Netherlands, N = Norway, P = Portugal, E = Spain, S = Sweden, CH = Switzerland, UK = United Kingdom = FAST MOVERS = NEW ENTRY = RE-ENTRY					

★★★★★ SALES BREAKER ★★★★★ indicates the single registering the biggest increase in chart points.

The Eurochart Hot 100 Singles is compiled by BPI Communications BV, and based on the following national singles sales charts: MRIB (UK); Bundesverband Der Phonographischen Wirtschaft/Media Control (Germany); SNEP/UPFI (France); Musica E Dischi/Maria De Luigi (Italy); Stichting Mega Top 50 (Holland); SABAM/IPFI (Belgium); GLF/IPFI (Sweden); IFPI/Nielsen Marketing Research (Denmark); VG (Norway); ALEF MB/TVE (Spain); YLE 2 Radiomafia/IPFI (Finland); IFPI (Ireland); UNEVA (Portugal); Austria Top 30 (Austria); Media Control/Musikmarkt (Switzerland). © BPI Communications BV - All rights reserved. ® Hot 100 is a trademark of BPI Communications LP. used with permission.

EUROPEAN TOP 100 ALBUMS

Sales
week 23/94

THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED
1	1 8	Pink Floyd	The Division Bell - EMI ▲	A.B.DK.SFD.IRE.I.NL.N.P.E.S.CH.UK	34	94 2	Prince Ital Joe & Marky Mark	Life In The Streets - East West	D	68	57 16	Clawfinger	Deaf, Dumb, Blind - MVG/WEA	A.D.S
2	2 36	Mariah Carey	Music Box - Columbia ▲3	A.B.DK.SFD.IRE.I.NL.N.P.E.S.CH.UK	35	44 5	Nick Cave & The Bad Seeds	Let Love In - Mute	A.B.SFD.IRE.NLP.S.CH	69	58 7	Brand New Heavies	Brother Sister - frr	N.L.S.CH.UK
3	3 6	Roxette	Crash! Boom! Bang! - EMI	A.B.DK.SFD.IRE.I.NL.N.P.E.S.CH.UK	36	28 3	Eternal	Always & Forever - EMI	DK.UK	70	64 25	Michael Bolton	The One Thing - Columbia ▲	D.P
4	4 4	Crash Test Dummies	God Shuffled His Feet - Arista	A.DK.SFD.IRE.I.NL.N.S.CH.UK	37	27 9	Pantera	Far Beyond Driven - Alco	A.DK.SFD.S.CH	71	→	Zillertaler Schürzenjäger	Rebellion Live In Den Bergen - Folge 3 - Tyrolis	A
5	5 17	Soundtrack - Philadelphia	Philadelphia - Epic Soundtrax ▲	A.B.DK.D.IRE.I.NLP.CH.UK	38	30 8	Marvin Gaye	The Very Best Of Marvin Gaye - Motown	B.IRE.NLS.UK	72	67 19	Jovanotti	Lorenzo 1994 - Soleluna/Mercury	I
6	→	Erasure	I Say, I Say, I Say - Mute	A.DK.SFD.IRE.UK	39	35 5	Umberto Tozzi	Equivocando - CGD	B.I	73	63 5	Jeff Tracht & Bobby Eakes	Bold And Beautiful - Arcade	NL
7	→	Chris De Burgh	This Way Up - A&M	D.IRE.CH.UK	40	37 11	Soundgarden	Superunknown - A&M	A.DK.SFD.IRE.NLS.CH	74	81 8	J. Karjalainen	Villejä Lupiineja - Poko	SF
8	15 18	Cranberries	Everybody Else Is Doing It, So Why Can't We - Island	IRE.UK	41	51 5	Van Morrison	A Night In San Francisco - Polydor	D.IRE.I.NLS.UK	75	74 12	Lisa Ekdahl	Lisa Ekdahl - EMI	DK.S
9	7 30	Take That	Everything Changes - RCA ▲2	A.B.DK.D.IRE.I.NL.CH.UK	43	50 6	Nirvana	In Utero - Geffen/MCA	B.DK.IRE.NLP.S.UK	77	87 21	Laura Pausini	Laura Pausini - CGD ●	B.NL
10	6 7	Deacon Blue	Our Town - Greatest Hits - Columbia	IRE.UK	44	45 9	Loreena McKennitt	The Mask And Mirror - Quinlan Road/Warner	D.NLE	78	75 4	Take That	Take That & Party - RCA	DK.D.NL
11	8 26	Bryan Adams	So Far, So Good - A&M ▲3	A.B.DK.D.IRE.I.NL.S.CH	45	31 8	Primal Scream	Give Out But Don't Give Up - Creation	A.D.IRE.NLS.CH.UK	79	76 5	Frances Black	Talk To Me - Dara	IRE
12	11 70	Ace Of Base	Happy Nation - Mega/Metronome ▲2	B.D.IRE.NLP.E	46	36 5	Howard Carpendale	Ich Bin Da - Polydor	D	80	89 3	Fabio Concato	Scomporre E Ricomporre - Mercury	I
13	9 22	Enigma	The Cross Of Changes - Virgin ●	A.DK.SFD.IRE.NL.N.P.E.S.CH.UK	47	38 2	Sonic Youth	Experimental Jet Set, Trash & No Star - Geffen/MCA	B.SF.IRE.NL.PUK	81	→	Soundtrack - Four Weddings & A Funeral	Four Weddings & A Funeral - Vertigo	UK
14	10 22	Coro de Monjes del Monasterio De Silos	Las Mejores Obras Del Canto Gregoriano - EMI ●	B.DK.SFIRE.NL.PES.CH.UK	48	40 31	M-People	Elegant Slumming - deConstruction	D.K.D.IRE.UK	82	70 3	Kummeli	Artisti Maksaa - Porkkana Ryhmä	SF
15	13 5	Joshua Kadison	Painted Desert Serenade - SBK	D.NL.N.CH	49	55 12	Counting Crows	August & Everything After - Geffen/MCA	A.D.IRE.NLP.E.S	83	→	Julio Iglesias	Crazy - Columbia	B.NL.UK
16	19 2	Pretenders	Last Of The Independants - WEA	DK.SFD.NL.N.P.E.S.UK	50	32 5	Jimi Hendrix	Blues - Polydor	B.SF.NLS.CH.UK	84	93 3	Mariah Carey	Unplugged - Columbia	D.NL
17	21 3	Biohazard	'State Of The World Address - Warner Brothers	A.B.DK.SFD.NL.S.CH	51	71 2	El Consorcio	Lo Que Nunca Muere - Hispavox	E	85	65 2	Auteurs	Now I'm A Cowboy - Hut	S.UK
18	14 5	Eric Clapton	The Cream Of Eric Clapton - Polydor	B.DK.SFD.N.S	52	43 44	Björk	Debut - Mother/One Little Indian ▲	B.DK.D.IRE.NLUK	86	→	Mina	Mazzini Canta Battisti - PDU	I
19	17 12	Laura Pausini	Laura - CGD	B.I.NL.CH	53	41 16	Tori Amos	Under The Pink - East West	A.D.IRE.CH.UK	87	→	Jule Neigel Band	Herzlich Willkommen - Red Rooster	D
20	16 8	Dr. Alban	Look Who's Talking! - Cheiron	A.B.DK.SFD.NL.S.CH	54	53 38	Pur	Seiltänzertraum - Intercord	D	88	77 5	Paolo Vallesi	Non Mi Tridare - RTI	I
21	12 4	Blur	Parklife - Food	DK.IRE.S.UK	55	62 3	Nordman	Nordman - Sonet	S	89	60 45	Gloria Estefan	Mi Tierra - Epic ▲	E
22	22 55	Aerosmith	Get A Grip - Geffen/MCA	A.DK.D.NLP.E.S.CH	56	56 2	Des'ree	I Ain't Movin - Sony Soho Square	NL.UK	90	97 3	Taikapeili	Suuri Salaisuu - WEA	SF
23	18 35	Meat Loaf	Bat Out Of Hell II - Back Into Hell - Virgin ▲	DK.D.IRE.NLE.CH.UK	57	54 2	Züri West	Züri West - Witra	CH	91	72 27	Die Prinzen	Alles Nur Geklaut - Hansa	D
24	→	Ana Belen & Victor Manuel	Mucho Mas Que Dos - Ariola	E	58	42 8	Haddaway	The Album - Coconut	B.D.NL.CH.UK	92	73 2	Julia Fordham	Falling Forward - Circa	UK
25	26 17	Toni Braxton	Toni Braxton - Arista/LaFace	D.NL.E.S.UK	59	→	Magic Affair	Omen - The Story Continues - Electrola	S.F.D.CH	93	66 3	Beck	Mellow Gold - Geffen/MCA	A.S.F.NLS.CH
26	23 22	Ace Of Base	Happy Nation U.S. Version - Mega/Metronome ▲	A.DK.S.CH.UK	60	52 26	Die Toten Hosen	Reich & Sexy (Best Of) - Virgin	D.CH	94	99 2	Zap Mama	Sabsylma - Crammed World	B.NL.CH
27	48 2	Traffic	Far From Home - Virgin	D.S.CH.UK	61	33 16	Michael Nyman	The Piano - Virgin	B.IRE.P.E.S	95	85 3	Nomadi	La Settima Onda - CGD	I
28	20 26	Phil Collins	Both Sides - Virgin/WEA ▲3	D.NL.P.E.CH	62	46 11	Hubert Von Goisern & Die Alpinkatzen	OmUndUntn - Ariola	A.D.CH	96	78 8	Beautiful South	Miaow - GolDiscs	D.UK
29	34 6	Nirvana	Nevermind - DGC/MCA ●	B.DK.IRE.NL.S.UK	63	49 31	Die Ärzte	Die Beste In Menschengestalt - Metronome	A.D	97	86 2	Cypress Hill	Black Sunday - Ruffhouse/Columbia	DK.D.UK
30	25 11	Cappella	U Got 2 Know - Internal	A.B.DK.SFD.NL.CH	64	→	Lucilectric	Mädchen - Sing Sing	D	98	→	Jean Michel Jarre	Chronologie 6 - Dreyfus	UK
31	47 3	883	Remix '94 - FRI	I	65	61 4	Kim Larsen	Hjem Kan Sige Nej Til En Engel - EMI-Medley	DK.N	99	96 6	Rage Against The Machine	Rage Against The Machine - Epic	DK.D.NL
32	29 8	Presuntos Implicados	El Pan Y La Sal - WEA	E	66	→	Jah Wobble's Invaders	Take Me To God - Island	UK	100	92 5	Bodycount	Bodycount - Sire	D
33	39 5	Judith Durham & The Seekers	A Carnival Of Hits - EMI	UK	67	59 9	D:Ream	D:Ream On Vol. 1 - Magnet	D.IRE.UK					

***** SALES BREAKER ***** indicates the album registering the biggest increase in chart points.

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• recognition of pan-European sales of 500,000 units ▲ recognition of sales of 1 million units, with multi-million sellers indicated by a numeral following the symbol.

A = Austria, B = Belgium, DK = Denmark, SF = Finland, F = France, D = Germany, IRL = Ireland, I = Italy, NL = Netherlands,
N = Norway, P = Portugal, E = Spain, S = Sweden, CH = Switzerland, UK = United Kingdom.
○ = FAST MOVERS → = NEW ENTRY ← = RE-ENTRY

TOP 10 SALES IN EUROPE

UNITED KINGDOM

TW	LW	Singles
1	2	Manchester United FS - Come On You Reds (PolyGram TV)
2	6	Wet Wet Wet - Love Is All Around (Mercury)
3	3	East 17 - Around The World (London)
4	1	Stiltskin - Inside (3MV)
5	4	C.J. Lewis - Sweets For My Sweet (MCA)
6	26	Maxx - Get-A-Way (Pulse 8)
7	14	2 Unlimited - The Real Thing (PWL)
8	17	Seal - Prayer For The Dying (ZTT)
9	7	Crash Test Dummies - Mmm Mmm Mmm (RCA)
10	NE	Pearl Jam - Dissident (Epic)

TW LW Albums

1	NE	Erasme - I Say, I Say, I Say (Mute)
2	1	Deacon Blue - Our Town - Greatest Hits (Columbia)
3	5	Cranberries - Everybody Else Is Doing It... (Island)
4	3	Pink Floyd - The Division Bell (EMI)
5	2	Crash Test Dummies - God Shuffled His Feet (RCA)
6	4	Blur - Porklife (Food)
7	NE	Chris De Burgh - This Way Up (A&M)
8	9	Judith Durham & The Seekers - A Carnival Of Hits (EMI)
9	8	Pretenders - Last Of The Independents (WEA)
10	7	Eternal - Always & Forever (EMI)

SPAIN

TW LW Singles

1	1	Tony Wilson - Hooked On Feeling (Blanco Y Negro)
2	2	Spanic - Sister Golden Hair (Ginger)
3	3	Jam & Spoon - Right In The Night (Sony)
4	4	Symbol - The Most Beautiful Girl In The World (Fonomusic)
5	5	Doop - Doop (Blanco Y Negro)
6	6	Ice MC - Think About The Way (Blanco Y Negro)
7	7	Dr. Alban - Look Who's Talking! (BMG Ariola)
8	8	Corona - The Rhythm Of The Night (Blanco Y Negro)
9	9	Paco Pil - Dimension Divertida (Max)
10	10	Silensi - Hooked On Feeling (Max)

TW LW Albums

1	NE	A.Belen/V.Manuel - Mucho Mas Que Dos (BMG Ariola)
2	1	Presuntos Implicados - El Pon Y La Sal (Warner)
3	3	Caro Manes De Silas - Canto Gregoriano (EMI)
4	7	El Consorcio - Lo Que Nunca Muere (Hispavox)
5	9	Ac Of Base - Happy Nation (PolyGram)
6	6	Mariah Carey - Music Box (Sony)
7	2	Roxette - Crash! Boom! Bang! (Hispavox)
8	4	Michael Nyman - The Piano (Virgin)
9	5	Gloria Estefan - Mi Tierra (Sony)
10	8	Pink Floyd - The Division Bell (EMI)

DENMARK

TW LW Singles

1	1	Symbol - The Most Beautiful Girl In The World (Mego)
2	3	Dr. Alban - Look Who's Talking! (BMG Ariola)
3	2	Mariah Carey - Without You (Sony)
4	8	Bruce Springsteen - Streets Of Philadelphia (Sony)
5	5	Take That - Everything Changes (BMG Ariola)
6	9	Maxx - No More (I Can't Stand It) (Scandinavian)
7	NE	2 Unlimited - The Real Thing (Scandinavian)
8	4	Magic Affair - Give Me All Your Love (EMI-Medley)
9	22	Basic Element - Touch (EMI-Medley)
10	NE	East 17 - Around The World (PolyGram)

TW LW Albums

1	1	Mariah Carey - Music Box (Sony)
2	2	Kim Larsen - Hven Kon Sig Nej Til En Engel (EMI-Medley)
3	3	Eric Clapton - The Cream Of Eric Clapton (PolyGram)
4	6	Dizzy Mizz Lizzy - Dizzy Mizz Lizzy (EMI-Medley)
5	9	Goombay Dance Band - The Golden Hits (Elap)
6	10	Roxette - Crash! Boom! Bang! (EMI-Medley)
7	7	The Sandmen - In The House Of Secrets (EMI-Medley)
8	16	Sort Sol - Glamourpuss (Sony)
9	NE	Erasure - I Say, I Say, I Say (Sonel)
10	11	Sanne Solomonsen - Language Of The Heart (Virgin)

SWITZERLAND

TW LW Singles

1	1	Mariah Carey - Without You (Sony)
2	3	Marusha - Somewhere Over The Rainbow (PolyGram)
3	2	Doop - Doop (Phonag)
4	NE	Symbol - The Beautiful Experience (Edel)
5	6	Reel 2 Real/Mad Stuntman - I Like To Move It (EMI)
6	5	Symbol - The Most Beautiful Girl In The World (Phonag)
7	4	Bruce Springsteen - Streets Of Philadelphia (Sony)
8	12	Züri West - Prinz! Schönke Dir (Sound Service)
9	7	Corona - The Rhythm Of The Night (Zyx)
10	15	Ice MC - Think About The Way (PolyGram)

TW LW Albums

1	1	Züri West - Züri West (Sound Service)
2	2	Mariah Carey - Music Box (Sony)
3	3	Pink Floyd - The Division Bell (EMI)
4	4	Roxette - Crash! Boom! Bang! (EMI)
5	6	Cappella - U Got 2 Know (Zyx)
6	5	Laura Pausini - Laura (Warner)
7	9	Zap Mama - Sabylsma (RecRec)
8	46	Chris De Burgh - This Way Up (PolyGram)
9	8	Joshua Kadison - Painted Desert Serenade (EMI)
10	7	Soundtrack - Philadelphia (Sony)

GERMANY

TW	LW	Singles
1	1	Mariah Carey - Without You (Sony)
2	2	Lucilectric - Mädchen (BMG Ariola)
3	6	Prince Ital Joe & Marky Mark - United (East West)
4	4	Reel 2 Real/Mad Stuntman - I Like To Move It (EMI)
5	5	Marusha - Somewhere Over The Rainbow (Motor)
6	3	Bruce Springsteen - Streets Of Philadelphia (Sony)
7	7	Magic Affair - Give Me All Your Love (Electrola)
8	14	Crash Test Dummies - Mmm Mmm Mmm (BMG Ariola)
9	10	Symbol - The Most Beautiful Girl In The World (Edel)
10	8	Dr. Alban - Look Who's Talking! (BMG Ariola)

TW	LW	Albums
1	1	Mariah Carey - Music Box (Sony)
2	3	Pink Floyd - The Division Bell (EMI)
3	2	Roxette - Crash! Boom! Bang! (Electrola)
4	6	Crash Test Dummies - God Shuffled His Feet (BMG Ariola)
5	5	Joshua Kadison - Painted Desert Serenade (EMI)
6	4	Soundtrack - Philadelphia (Sony)
7	12	Biohazard - State Of The World Address (WEA)
8	NE	Chris De Burgh - This Way Up (Polydor)
9	7	Take That - Everything Changes (RCA)
10	32	Prince Ital Joe/Marky Mark - Life In The Streets (Warner)

FRANCE

TW	LW	Singles
1	2	Bruce Springsteen - Streets Of Philadelphia (Columbia)
2	3	I Am - Je Danse Le Mia (Virgin)
3	1	East 17 - It's Alright (Barclay)
4	4	Axelle Red - Sensualité (Virgin)
5	5	Mariah Carey - Hero (Columbia)
6	7	Ac Of Base - The Sign (Barclay)
7	6	Corona - The Rhythm Of The Night (Airplay)
8	9	Laura Pausini - La Solitudine (Corriere)
9	8	Breeders - Cannonball (Virgin)
10	18	Veronique Sanson - Seras-Tu La (WEA)

1	1	Francis Cabrel - Samedi Soir Sur La Terre (Columbia)
2	2	Patrick Bruel - Bruel (RCA)
3	3	Michel Sardou - Selon Que Vous Serz... (Tremo)
4	4	East 17 - Wolhamstow (Barclay)
5	5	Soundtrack - Philadelphia (Columbia)
6	7	Soundtrack - Philadelphia (BMG)
7	NE	Mano Negra - Casa Babylon (Virgin)
8	6	Pink Floyd - The Division Bell (EMI)
9	8	Mariah Carey - Music Box (Columbia)
10	11	Jimi Hendrix - Blues (Polydor)

ITALY

TW	LW	Singles
1	4	Ma-Da - Eins, Zwei, Polizei (Expanded)
2	1	Bruce Springsteen - Streets Of Philadelphia (Sony)
3	2	Madonna - I'll Remember (WEA)
4	3	Corona - The Rhythm Of The Night (Robyx)
5	7	Afrika Bambaataa - Pupunanny (Expanded)
6	9	Einstein Dr. DJ - Automatic Sex (Expanded)
7	8	D.J. Molella - Change (Time)
8	10	Pretenders - I'll Stand By You (WEA)
9	6	Jovanotti - Serenata Rap (PolyGram)
10	5	Ice MC - Think About The Way (Robyx)

1	1	Pink Floyd - The Division Bell (EMI)
2	4	883 - Remix '94 (FRI)
3	2	Soundtrack - Philadelphia (Sony)
4	3	Umberto Tozzi - Equivocando (CGD)
5	5	Mariah Carey - Music Box (Sony)
6	6	Laura Pausini - Laura (CGD)
7	7	Jovanotti - Lorenzo 1994 (PolyGram)
8	10	Fabio Cancio - Scoppare E Ricomporre (PolyGram)
9	NE	Mina - Mozzini Canto Battisti (EMI)
10	8	Paolo Vallesi - Non Mi Tridore (RTI)

HOLLAND

1	1	Reel 2 Real/Mad Stuntman - I Like To Move It (EMI)
2	2	Symbol - The Most Beautiful Girl In The World (Red Bull)
3	3	Metallica - One (Phonogram)
4	5	Crash Test Dummies - Mmm Mmm Mmm (BMG Ariola)
5	4	Mariah Carey - Without You (Sony)
6	5	Doop - Doop (Sony)
7	6	Ice MC - Think About The Way (Blanco Y Negro)
8	7	Dr. Alban - Look Who's Talking! (BMG Ariola)
9	8	Corona - The Rhythm Of The Night (Blanco Y Negro)
10	12	Normal - Doe Effen Normal (Phonogram)

1	1	Mariah Carey - Music Box (Sony)
2	2	Jeff Tracht & Bobbi Eakes - Bold And Beautiful (Arcade)
3	3	Laura Pausini - Laura (Warner)
4	4	Pink Floyd - The Division Bell (EMI)
5	6	



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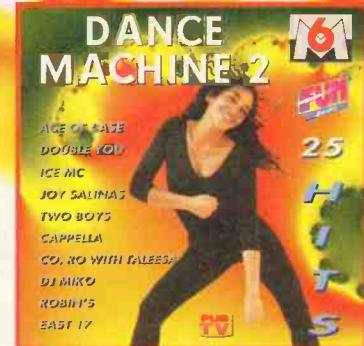


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DANCE SHOW:
17 000 PEOPLE**

CONTACT : AIRPLAY RECORDS, 39 RUE DE LA ROCHEFOUCAULD • 92100 BOULOGNE • FRANCE
TEL : 33 (1) 46 03 66 88 • FAX INT'L : 33 (1) 46 03 42 77

Station reports include all new additions to the playlist, indicated by the abbreviation "AD." Reports from certain stations will also include a "Power Play" (PP), a track which receives special emphasis for the week, as well as featured new 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 Bronze (B). All playlists must be received by Monday at 13.00 hours CET.

GERMANY

ANTENNE BAYERN/Munich P
EHR
Markus Steinkuhl - DJ/Producer
Power Play:
Beautiful South- Good As Gold
Joshua Kadison- Jessie
Kenny Thomas- Keep Forgetting
Matt Bianco- Our Love
Symbol- The Most Beautiful
Vince Gill & Gladys Knight- Ain't
A List:
AD Jay Seever- That's What
Marcella Detroit- I Believe
Roxette- Crash! Boom! Bang!
Sir Douglas- Twisted World
B List:
AD Bob Geldof- Crazy
Brand New Heavies- Dream On
Tevin Campbell- I'm Ready

ANTENNE NIEDERSACHSEN/Hannover P
ACE
Anja Schmidt - Head Of Music
A List:
AD Adamo- Nach Allen Was War
Münchener Freiheit- Du Weißt Es
Madonna- I'll Remember
Sandra Schwarzaupt- Written

NDR 2/Hamburg P
ACE/EHR
Fred Schoenagel - Head Of Music
A List:
AD All 4 One- I Swear
Joe Cocker- Summer In The City
Sally Oldfield- Digging
Six Was Nine- Drop Dead

RADIO FFH/Frankfurt P
EHR
Rolf Blasberg - Head Of Music
A List:
AD Pet Shop Boys- Liberation
B List:
AD Jan Secada- If You Go
Six Was Nine- Drop Dead

RADIO NRW/Oberhausen P
ACE
Jeff van Gelder - Head Of Music
A List:
AD Clive Griffin- Commitment
Ochsenknecht- World Of Girls
Roxette- Crash! Boom! Bang!

SWF 3: POPSHOP HITLINE/
Baden Baden P
EHR
Jörg Lange - Producer
A List:
AD Marusha- Somewhere
Silkskin- Inside
Symbol- The Most Beautiful

WDR 1: SCHLAGERRALLY/Cologne P
EHR/Rock
Wolfgang Roth - Producer
A List:
AD All 4 One- I Swear
Big Mountain- Baby! Love
Bruce Dickinson- Tears Of Choice- Ballad Of Leo & Poul
Herbert Grönemeyer- Morgenrot
Indigo Girls- Wood Song
Kate Yanai- Cry Cry Louise

Lisa Nilsson- Let Me In
Left- Love Is Magic
Magic Affair- Give Me All
Pink Floyd- Take It
Roxette- Crash! Boom! Bang!
Six Was Nine- Drop Dead
Stan Bush- In The Name
Steve Wynn- Carelessly
Tori Amos- Post The Mission

104.6 RTL BERLIN/Berlin G
EHR
Lori Granger - Music Dir
B List:
AD Celine Dion- Misled
Chris De Burgh- Blonde Hair
Crash Test Dummies- Minim Minm
Erasure- Always
Hands On The Wheel- Cold Flame
Jon Secada- If You Go
Seal- Prayer For The Dying
Six Was Nine- Drop Dead

ENERGY/Berlin G
EHR
Holger Richter - Music Dir
B List:
AD Aerosmith- Crazy
East 17- Around The World
Joe Cocker- Summer In The City
Jon Secada- If You Go
Pet Shop Boys- Liberation
Roxette- Crash! Boom! Bang!

HIT RADIO N 1/Nuremberg G
Dance
Stefan Meixner - Prog Dir
Power Play:
AD C.J. Lewis- Sweats For My Sweet

A List:
AD Counting Crows- Mr. Jones
H.R. Kunze- Einfacher Mann
Roxette- Crash! Boom! Bang!
Spin Doctors- Have You Ever

B List:
AD Choice- Bullied Of Leo & Paul
Joe Cocker- Summer In The City
Lisa Nilsson- Let Me In
Motiv 8- Rockin' For Myself

**O.T. Quartet- Hold That
Phil Collins- We Wait And
Seal- Prayer For The Dying**

**Six Was Nine- Drop Dead
Stella Getz- Dr. Love**

HUNDERT 6/Berlin G
ACE
Rainer Gruhn - Music Dir
A List:
AD Bernhard Brink- Komm Und Für

**Claudia Jung- Unter Meiner Haut
Driza Bone- Pressure
Fony- Long Way
Grace Jones- Slave To The
Herbert Grönemeyer- Morgenrot
Corpendale/Hill- Du Biß
Olaf Berger- Doch Abends
Pandora- Something's Gone
Pink Floyd- Take It
Roland Kaiser- Und War
Roxette- Crash! Boom! Bang!**

Umberto Tozzi- Io Muoio Di Te

OK RADIO/Hamburg G
EHR
Oliver Weiberg - Head Of Music
Power Play:
AD Stella Getz- Dr. Love

A List:
AD Blur- Girls & Boys
Intermission- Six Days
Jon Secada- If You Go
Max- If It's To Be
Mayomi- Whatever I
Six Was Nine- Drop Dead
Stakka Bo- On Your Knees
Ten City- Goin' Up In Smoke
Walking Hours- I'll Be Waiting
Yazz- Have Mercy

B List:
AD Aerosmith- Crazy
Alannah Myles- Our World
Babyface- Rock Bottom
Boz Scaggs- Some Change
Des'ree- I Ain't Movin'

**Richard Marx- Silent Scream
Saga- (You Were) Never Alone
AL Blind Fish**

RB 4/Bremen G
EHR
Axel Sommerfeld - DJ/Producer
A List:
AD BG/Prince Of Rap- The Colour Of

**Fun Factory- Close To You
Maxx- No More, I Can't Stand It
Pink Floyd- Keep Talking
Toto- Hosen- Kauf Mich!**

Yazz- Have Mercy

ATLANTIC 252/London P
EHR
Paul Kavanagh - Prog Dir
A List:
AD Arrested Dev- Ease My Mind
Carleen Anderson- Mama Said
Seal- Prayer For The Dying

BBC RADIO 1/London P
EHR
Paul Robinson - Prog Dir
Power Play:
Big Mountain- Baby! Love

C.J. Lewis- Sweats For My Sweet

**East 17- Around The World
Family Cat- Wonderful Excuse
Maxx- Get-A-Way
Symbol- The Most Beautiful
Silkskin- Inside
Tony Di-Bart- The Real Thing
Worlds Apart- Could It Be**

RSH 1/Kiel G
EHR
Stephan Hampe - Head Of Music
Power Play:
AD Roxette- Crash! Boom! Bang!

A List:
AD All 4 One- I Swear
Down Penn- You Don't
Frima Rainey- Love Is A

**Frentel- Accidental Kelly Street
Salt-N-Pepa- Whatta Man
Umberto Tozzi- Io Muoio Di Te**

AMSTERDAM

BRUSSELS

DUSSELDORF

LONDON

PARIS

NEW YORK

LOS ANGELES

Karl-Heinz Schweter - Prod Dir
A List:
AD Adamo- Nach Allen Was War
Duo Wärle- Ein Fröhliches
Irene Sheer- Schöner Mann
Melanie Terres- Deinenwegen
Valerie's Garten- Piraten Der
Edenharder/Isabella- Die Welt

RADIO GONG/Nuremberg G

EHR
Peter "More" Sting - Music Dir

Power Play:
AD Pink Floyd- Take It

Walking Hours- I'll Be Waiting

A List:
AD Celine Dion- Misled

Chris De Burgh- Blonde Hair

Crash Test Dummies- Minim Minm

Erasure- Always

Hands On The Wheel- Cold Flame

Jon Secada- If You Go

Seal- Prayer For The Dying

Six Was Nine- Drop Dead

**RADIO KÖLN: COLOGNE CHARTS/
Cologne G**

EHR
Uwe Spörli - Prog Dir

Power Play:
AD Ludwig Schieffer- Prog Dir

A List:
AD Bengels- Straßenbahnliebe

Jeremy Jackson- I Need You

Jon Secada- If You Go

Trude Herr- Niemals Geh

Zhanni- Groove Thang

RADIO REGENBOGEN/Mannheim G

EHR/Gold

Martin Schwebel - Music Dir

Power Play:
AD Seal- Prayer For The Dying

A List:
AD Counting Crows- Mr. Jones

H.R. Kunze- Einfacher Mann

Roxette- Crash! Boom! Bang!

Spin Doctors- Have You Ever

B List:
AD Choice- Bullied Of Leo & Paul

Joe Cocker- Summer In The City

Lisa Nilsson- Let Me In

Matraca Berg- Slow Poison

Rödelheim Harthäne- Keine Ist

Ruby Turner- Living For

RADIO SALÜ/Saarbrücken G

EHR
Brigitte Barthel - Prog Dir

Power Play:
AD Thorsten Kremers- Head Of Music

A List:
AD D'ream- U R The Best

Joe Cocker- Summer In The City

Six Was Nine- Drop Dead

Stella Getz- Dr. Love

HUNDERT 6/Berlin G

ACE
Rainer Gruhn - Music Dir

A List:
AD Bernhard Brink- Komm Und Für

Claudia Jung- Unter Meiner Haut

Driza Bone- Pressure

Fony- Long Way

Grace Jones- Slave To The

Herbert Grönemeyer- Morgenrot

Corpendale/Hill- Du Biß

Olaf Berger- Doch Abends

Pandora- Something's Gone

Pink Floyd- Take It

Roland Kaiser- Und War

Roxette- Crash! Boom! Bang!

Umberto Tozzi- Io Muoio Di Te

RADIO GONG/Nuremberg G

EHR
Keith Pringle - Head Of Music

Power Play:
AD Pink Floyd- Take It

A List:
AD Celine Dion- Misled

Chris De Burgh- Blonde Hair

Crash Test Dummies- Minim Minm

Erasure- Always

Hands On The Wheel- Cold Flame

Jon Secada- If You Go

Seal- Prayer For The Dying

Six Was Nine- Drop Dead

Stevie Nicks- Barely

Tori Amos- Post The Mission

U 96- Inside Your Dreams

RADIO CHARVARI/Nuremberg S

ACE
Mathias Hofmann - Music Dir

Power Play:
AD Pink Floyd- Take It

A List:
AD Celine Dion- Misled

Chris De Burgh- Blonde Hair

Crash Test Dummies- Minim Minm

Erasure- Always

Hands On The Wheel- Cold Flame

Jon Secada- If You Go

Seal- Prayer For The Dying

Six Was Nine- Drop Dead

Stevie Nicks- Barely

Tori Amos- Post The Mission

U 96- Inside Your Dreams

RADIO BROAD FM/SGR-FM/

Norwich/Ipswich and Bury S

EHR
Keith Pringle - Head Of Music

Power Play:
AD Pink Floyd- Take It

A List:
AD Celine Dion- Misled

Chris De Burgh- Blonde Hair

Crash Test Dummies- Minim Minm

Erasure- Always

Hands On The Wheel- Cold Flame

Jon Secada- If You Go

Seal- Prayer For The Dying

Six Was Nine- Drop Dead

Stevie Nicks- Barely

Tori Amos- Post The Mission

U 96- Inside Your Dreams

RADIO PICCADILLY/Manchester P

EHR
Keith Pringle - Head Of Music

Power Play:
AD Pink Floyd- Take It

A List:
AD Celine Dion- Misled

Chris De Burgh- Blonde Hair

Crash Test Dummies- Minim Minm

Erasure- Always

Hands On The Wheel- Cold Flame

Jon Secada- If You Go

Seal- Prayer For The Dying

Six Was Nine- Drop Dead

Stevie Nicks- Barely

Tori Amos- Post The Mission

U 96- Inside Your Dreams

RADIO VIRGIN/1215 AM/London P

Rock
Richard Skinner - Prog Dir

Power Play:
AD Pink Floyd- Take It

A List:
AD Alain Bashung- Head Of Music

Black Box- Ride On Time

Crystal Waters- 100% Pure Love

Culture Beat- World In

Urban Cookie Collective- Feels

AL Kool & The Gang

L'ONDE LATINE/Aix en Provence S

National Music

Power Play:

AD Florent Pagny- ...Tu Me Suis?

A List:
AD Alain Bashung- Head Of Music

Black Box- Ride On Time

Crystal Waters- 100% Pure Love

Culture Beat- World In

Urban Cookie Collective- Feels

AL Kool & The Gang

L'ONDE LATINE/Aix en Provence S

National Music

Power Play:

AD Florent Pagny- ...Tu Me Suis?

A List:
AD Alain Bashung-

following on from the hits
'Walk On The Ocean' and 'All I Want'

Toad
the Wet
Sprocket

are back with a New
U.S. chart bound single
fall/down

Toad
the Wet
Sprocket

fall/down

HOT FLASH - No. 5 on BILLBOARD Modern Rock Tracks.

A List:
AD Patrick Bruel- Bouge
Food The Wet S. - Fall
Way Back When- Pleasure

DR P3: MASKINEN/Copenhagen P
EHR/Rock

Palle Aarslev - Head Of Channel

A List:
AD Blur- Tracy Jacks

Galliano- Long Time Gone

Oasis- Supersonic

Sharing Patrol- Free Me

ÅRHUS NÆRRAADIO/RADIO COLOMBO/

Århus G

EHR

Jesper Schousen - Head Of Music

Jacob Sørensen - Head Of Music

A List:
AD Biffy McLean- Dedicated To

C. James/Black T. Dr. Feelgood

John/Detroit- Ain't Nothing

Joe Cocker- Summer In The City

Joshua Kadison- Jessie

Michael Bolton- Lean On Me

Seal- Prayer For The Dying

Toc teat, Rocca- Doo-Wop Sh Bob

Way Back When- Some Future

B List:
AD 2 Unlimited- The Real Thing

Aerosmith- Crazy

Julio Iglesias- Crazy

Urban Cookie Collective- High On

Whigfield- Saturday Night

ANR/Aalborg G

ACE/EHR

Lars Trillingsgaard - Head Of Music

B List:
AD Crystal Waters- 100% Pure Love

Erasure- Always

Ester Brohus- If The Sky

General Public- I'll Take You

Nice Little... Flying

Six Was Nine- Drop Dead

RADIO ABC/Randers G

EHR

Sig Hartwig Nielsen- MD

Henrik Hennberg - Prog Dir

A List:
AD CS Åkerström- Du

Roxette- Crash Boom Bang!

B List:
AD East 17- Around The World

John/Detroit- Ain't Nothing

Joselyn S. Smith- Back In My

Joe Cocker- Summer In The City

Luciferious- Mädchen

Nude- All We Ever Had

Prince Irls Joe/M.M.- United

Seal- Prayer For The Dying

Tony Toni Toné- Lay Your Head

Touch/Culture- Doo Wop

RADIO VIBORG/Viborg G
EHR
Poul Foged - Head Of Music

A List:
AD Bams- Hödelose Dage

Bitty McLean- Dedicated To

John/Detroit- Ain't Nothing

Faith Hill- Piece Of

B List:
AD East 17- Around The World

Kim Wilde- Kids In America

Venter Pá Far- Der Er Alid

Vince Gill- Whenever You

THE VOICE/Copenhagen G

EHR

Lars Kjær - Prog Dir

Kristian Petersen - Music & Prog Co-ord

A List:
AD Arrested Dev- Ease My Mind

Celine Dion- Misted

Joe Cocker- Summer In The City

Mc'Shell Indege- Call Me

O.T. Quartet- Hold That

Seal- Prayer For The Dying

B List:
AD 2 Unlimited- The Real Thing

Aerosmith- Crazy

Julio Iglesias- Crazy

Urban Cookie Collective- High On

Whigfield- Saturday Night

ANR/Aalborg G

ACE/EHR

Lars Trillingsgaard - Head Of Music

B List:
AD Crystal Waters- 100% Pure Love

Erasure- Always

Ester Brohus- If The Sky

General Public- I'll Take You

Nice Little... Flying

Six Was Nine- Drop Dead

RADIO ABC/Randers G

EHR

Sig Hartwig Nielsen- MD

Henrik Hennberg - Prog Dir

A List:
AD CS Åkerström- Du

Roxette- Crash Boom Bang!

B List:
AD East 17- Around The World

John/Detroit- Ain't Nothing

Joselyn S. Smith- Back In My

Joe Cocker- Summer In The City

Luciferious- Mädchen

Nude- All We Ever Had

Prince Irls Joe/M.M.- United

Seal- Prayer For The Dying

Tony Toni Toné- Lay Your Head

Touch/Culture- Doo Wop

RADIO MOJN/Aabenraa & Sanderborg S

ACE

Sune Lauritsen - Head Of Music

B List:
AD Graham Goble- Can't Eat

Way Back When- A Love That

RADIO ROSKILDE/Roskilde S

ACE

Henrik Lundsgaard - Head Of Music

Power Play:

AD Joshua Kadison- Jessie

Seal- Prayer For The Dying

A List:
AD Bams- Hödelose Dage

Big Mountain- Baby I Love

Crash Test Dummies- Mmm Mmm

RADIO HOLBÆK/Holboek B

EHR

Stig Nielsen - Prog Dir

ELEMENT- Heaven
Jocelyn B. Smith- Back In My
Mirah- I Can Hear
Sally Oldfield- Digging

THE VOICE NORDJYLLAND/Aalborg S
EHR

Dennis Kronborg - Prog Dir

Power Play:

AD Basis- Drunk On Love

Brothers- Back

Collective Soul- Shine

Desire- Desire

Judy Cheeks- Reach

Touch/Culture- Doo Wop

A List:
AD 2 Boys- Just The 2 Of Us

Gloworm- Carry Me Home

AD Arrested Dev- Ease My Mind

Celine Dion- Misted

Joe Cocker- Summer In The City

Mc'Shell Indege- Call Me

O.T. Quartet- Hold That

Seal- Prayer For The Dying

B List:
AD Bitty McLean- Dedicated To

Celine Dion- Misted

Counting Crows- Mr. Jones

Joe Cocker- Summer In The City

Kissin' Cousins- Sugar Sugar

Urban Cookie Collective- High On

Whigfield- Saturday Night

RADIO HERNING/Herning S

EHR

Ulrik Hyldgaard - Head Of Music

A List:
AD Bitty McLean- Dedicated To

Celine Dion- Misted

Counting Crows- Mr. Jones

Joe Cocker- Summer In The City

Kissin' Cousins- Sugar Sugar

Whigfield- Saturday Night

RADIO MOJN/Aabenraa & Sanderborg S

ACE

Sune Lauritsen - Head Of Music

B List:
AD Graham Goble- Can't Eat

Way Back When- A Love That

RADIO ROSKILDE/Roskilde S

ACE

Henrik Lundsgaard - Head Of Music

Power Play:

AD Joshua Kadison- Jessie

Seal- Prayer For The Dying

A List:
AD Bams- Hödelose Dage

Big Mountain- Baby I Love

Crash Test Dummies- Mmm Mmm

RADIO HOLBÆK/Holboek B

EHR

Stig Nielsen - Prog Dir

A List:
AD Christer Sandelin- Kitsch Will
Corona- The Rhythm Of
Crash Test Dummies- Mmm Mmm
East 17- Around The World
Joe Cocker- Summer In The City

RADIO HOLSTEBRO/Holstebro 8

EHR

Paul Haes - Head Of Music

Hans Henrik Gran - Music/Prog Co-ord

A List:
AD 2 Unlimited- The Real Thing

Best Seller- Seasons In The

Cash'N'Carry- Shamblin' In

JX- Son Of A Gun

Kissin' Cousins- Sugar Sugar

Magic Affair- Omen III

Mezzoforte- After Hours

MKM- Dar Dar Dada

Paul Kellor- Kai & Andreas

Seal- Prayer For The Dying

Whigfield- Saturday Night

RADIO SLR/Slagelse 8

EHR

Jesper Reuterz - Head Of Music

Power Play:

AD Malurt- Sommer Pa Vej

A List:
AD Crash Test Dummies- Mmm Mmm

John/Detroit- Ain't Nothing

Joe Cocker- Summer In The City

Joshua Kadison- Jessie

Majbrakte Ulriksholm- Somebody

Nice Little... Flying

Seal- Prayer For The Dying

Tony- Bi-Bit

TV 2- Stormfulde Højder

RADIO 2/Tallinn G

EHR

Sven Abbedaas - Head Of Music

B List:
AD Aerosmith- Crazy

Backbeat Band- Bitter Moon

Backbeat Band- Please Mr. Postman

Bonnie Raitt- You

CS Åkerström- Du

Corten Anderson- Mama Said

Corona- The Rhythm Of

Counting Crows- Mr. Jones

Counting Crows- Mr. Jones

Dance With A Stranger- Our

Gnags- 10.000 Arbejdse

Judy Cheeks- Reach

Luke Briscoe- Sunshine Eddie

Mezzoforte- After Hours

Mirah- I Can Hear

Sally Oldfield- Digging

Whigfield- Saturday Night

RADIO KUKU/Tallinn G

Rock/ACE

Arth Raids- Head Of Music

A List:
AD David Lee Roth- Nightlife

Proclaimers- What Makes You Cry

Richard Marx- Silent Screen

Yes- Walls

RADIO FEAKES/Corfu B

EHR

Dimiris Roussos

A List:
AD 2 Unlimited- The Real Thing

East 17- Around The World

RADIO 3/Hilversum P

EHR

Paul van der Lught- Co-ord

Power Play:

AD C.J. Lewis- Sweets For My Sweet

RADIO 538/Bussum G

<p

Huey Lewis & The News



In Rotation On 101 Stations
Throughout Europe

Added This Week To:

Germany	Radio FIV/Recklinghausen
Italy	Rete 105 Network/Milan
	Antenna Dello Stretto/Messina
	Radio Meteora/San Paolo di Jesi
Luxembourg	Eldoradio/Luxembourg
Norway	Radio Øst/Rade
Poland	Radio Zachod/Zielona Gora
	Radio Torun/Torun
Slovenia	RM International/Maribor
United Kingdom	Beacon Radio/Wolverhampton
	Radio Wyvern/Worcester

EHR TOP 40 #10 with a bullet!!!

ARE YOU PLAYING IT?!
Extensive European Tour Starting June 11

(SHE's) **SOME KIND OF
WONDERFUL**



Laura Pausini - Anni Miei
Lucio Dalla - Merd Man
Mango - Giulietta
Paola Vallesi - Insieme A Te

RADIO KISS KISS NETWORK/Naples P
ACE/Dance
Roberto Mancinelli - Prog Dir
A List:
AD Andrea Mingardi - 6 Al 2000
Arrested Dev: Ease My Mind
Digital Bay - Dig It All
Edoardo Bennato - Se Son Rosa
Glam - Sex Drive
Joe Cocker - Summer In The City
Jon Secada - If You Go
Juliet Roberts - Again
Julia Fordham - Different Time
Mina - Il Leone
Undercover - Best Friend
US 3 - 11 Long Years

RETE 105 NETWORK/Milano P
EHR
Angelo De Robertis - Head Of Music
A List:
AD Afrika Bambaataa - Pupunanny
Dawn Penn - Carry Me More
Gem - Yo Te Siento As!
Huay Lewis - Some Kind Of
INXS - Keep The Peace
MC Ubaldo - The Rhythm Is
Nick Green - Why Do I
Pink Floyd - Take It
Tony Di-Bart - The Real Thing
Tori Amos - Past The Mission
Youssou N'Dour - 7 Seconds

RTL 102.5 - HIT RADIO/Bergamo P
EHR
Grant Benson - Head Of Music
Luca Viscardi - Head Of Music
A List:
AD East 17 - Around The World
Irene Grandi - Spasiti Subito
Luca Barbarossa - Cellai
Miguel Base - Si Tu No
Timoria - Sangue Impazzito
B List:
AD Alison Moyet - Getting Into
John Mellencamp - Wild Night
Pink Floyd - Take It

101 NETWORK: DANCE PARADE/Milano G
Dance
Roberto Corinaldesi - DJ/Producer
A List:
AD Club 69 - Sugar Pie Guy
Daisy Dee - Dance If
Donna Giles - And I'm
Pad Foote - Sex-O-Matic
Tony Di-Bart - The Real Thing

ITALIA NETWORK: LOS CUARENTA/
Udine G
Dance
Sascia Marvin - Prog Dir
A List:
AD 2 Unlimited - The Real Thing
Alodina - Call My Name
Alter Ego - Dance
Cappella - U & Me
Datura - Th' 7th Allucination
Mash - U Don't Have
Moka - Northern Wind
Morgana - On The
Outthere Brothers - Don't Stop
Virtusimmo - Cibernetica

ITALIA NETWORK: MUSIC FM/Udine G
EHR
Sascia Marvin - Prog Dir
B List:
AD Arrested Dev: Ease My Mind
B.C. 52's - The Flintstones
Duran Duran - Thank You
Galliano - Long Time Gone
Mariash Carey - Anytime You
Pitura Freska - 7 E 40
Spin Doctors - Cleopatra's Cat

POWER RV1 THE BLACK RADIO/Lurian G
Dance
Paolo Lauri - Head Of Music
Power Play:
AD Youssou N'Dour - 7 Seconds
A List:
AD Des'ree - You Gotta Be
Lisette Melendrez - Goody
Michael Bolton - Lean On Me
Misty Oldland - A Fair Affair
B List:
AD Anticipella - Move Your Body
Articolo 31 - Voglio Una Lurida
Cappella - U & Me
Cindy Brown - I Got It
Kris Kriss - I'm Real
Pad Foze - Sex-O-Matic
Schooly D - Another Sign
X-Static - I'm Standing

RADIO BABBOLEO/Genoa G
EHR
Lenny Rationa - Prog Dir
Power Play:
AD Lucio Battisti - B-Nario
A List:
AD Miguel Base - Saito Il Segno

RADIO CLUB 91: DANCE/Naples G
Dance
Franco Mory Russo - Prog Dir
A List:
AD Alfa Gamma - Somebody Move
Anticipella - Move Your Body
Articolo 31 - Voglio Una Lurida
Cappella - U & Me
Cindy Brown - I Got It
Darry Hard - So Much Baby
Depression - People 7
Future City - Infatuation
Stone Age - Bamboo Dance
Ten City - Goin' Up In Smoke
Wray - Movin' 2

RADIO MONTE CARLO/Milan G
ACE
Francesco Migliozzi - Prog Contr
A List:
AD Basia - Drunk On Love
Joe Cocker - Summer In The City
Miguel Base - Si Tu No
Pink Floyd - Take It

ANTENNA DELLO STRETTO/Messina S
EHR
Filippo Pedeli - DJ
Power Play:
Judy Cheeks - Reach
A List:
AD Alison Moyet - Getting Into
Arrested Dev: Ease My Mind
Cappello - U & Me
Celine Dion - Misled
Down Penn - You Don't
Giorgia - Nessun Dolore
Huay Lewis - Some Kind Of
Toad The Wet S. - Fall

NUMBER ONE RADIO/Brescia S
EHR
Roberto Lezzi - Music Prog
Pierpaolo Pasolini - Music Prog
A List:
AD Duran Duran - Thank You
Edoardo Bennato - In Nome Del
Elton John - Can You Feel
Ensures - Always
Jon Secada - If You Go
Luca Barbarossa - Cellai
Mina - Parce No
Seal - Prayer For The Dying
Traffic - Here Comes A Man
Youssou N'Dour - 7 Seconds

RADIO ONDA LIBERA/Perugia S
ACE
Marco Picchio - Prog Dir/Head Of Music
A List:
AD Dream - U R The Best
B List:
AD Paolo Vallesi - Non Mi
Pretenders - I'll Stand By You

RADIO SOUND STEREO/Ferrara S
EHR
Sandro Albergini - Prog Dir
Power Play:
883 - Chiuditi Nel Cesso
Paolo Vallesi - Non Mi
Scalpi Bociani
A List:
AD 2 Unlimited - The Real Thing
East 17 - Around The World
Filippo Malatesta - Non Voglio
La Bouch - Sweet Dreams
Luca Barbarossa - Cellai
Mosh - U Don't Have
Manica Narancio - El Amor
Pitura Freska - 7 E 40
Savage - Don't You

NUMBER ONE: DANCE ACTION/Brescia B
Dance
Roberto Lezzi - Music Prog
Power Play:
East 17 - Around The World
A List:
AD Arrested Dev: Ease My Mind
Cranberries - Dreams
Deep Forest - Deep Forest
General Public - I'll Take You
Jody Watley - When A Man
Kim Wilde - Kids In America
Pink Floyd - Take It

PRIMARADIO/Naples B
ACE
Giuseppe Borrone - Prog Dir
Lino Artico - Music Dir
A List:
AD Articolo 31 - Voglio Una Lurida
Ensures - Always
Gerardino Travato - Insieme
Laura Pausini - Gente
Michele Zarrillo - Il Canti
Riccardo Fogli - Cara Amore
Scalpi Bociani
Sheryl Crow - Run Baby Run
AL Edoardo Bennato

RADIO BLU/Verona B
EHR
Renzo Campi Dell'Orto - Prog Dir
Walter Master Jay - Head Of Music
A List:
AD Be Blitz - Take My Way
East 17 - Around The World
Irene Grandi - Sposati Subito
Mike Francis - Bellissimi
Pink Floyd - Take It
Roxette - Crash! Boom! Bang!

B List:
AD Avant Stone - All Aboard
Celine Dion - Misled
Chiquetiere Band - Chiquetiere
Flor De Mal - Julie
Jonice Robinson - Children
Luca Barbarossa - Cellai
Maria Venuti - Fortuna
Mo Do - Zwei Polizei
Tony Di-Bart - The Real Thing
Urban Cookie Collective - High On

RADIO METEORA/San Paolo di Jesi B
EHR
Ferruccio Silveri - Prog Dir
A List:
AD Joe Cocker - Summer In The City

RADIO 102/Haugesund G
EHR
Egil Hoveland - Head Of Music
A List:
AD Erasure - Always

RADIO ØST/Rade S
ACE
Åge-Christoffer Lundeby - HOM
A List:
AD Coombay Dance Band - Radio Mix

STUDIO UNO BROADCASTING/
Reggio Calabria B
EHR
Nuccio De Benedetto - General Dir
Power Play:
Bitty McLean - Dedicated To
Madonna - I'll Remember

Symbol - The Most Beautiful
A List:
AD Erasure - Always
General Public - I'll Take You
Kenny Thomas - Destiny
Opus III - When You Made
Shawn Christopher - Make My Love
Vernice - Quando Framonta Il Sole
B List:
AD East 17 - Around The World
Elenio Mandi - Mandi Mandi
Mariah Carey - Music Box
AL Jon Secada
Mike Francis

LATVIA

RADIO SW/Riga S
EHR
J. Sipkevics - Prog Dir
A List:
AD G. Friday/Bono - Billy Boola
Pretenders - I'll Stand By You
Toni Braxton - Another Sad

LITHUANIA

RADIO M-1/Vilnius G
EHR
Donatas Bucelis - Prog Dir
Power Play:
AD General Public - I'll Take You
A List:
AD East 17 - Around The World
Kroetze - Crash! Boom! Bang!

LUXEMBOURG

ELDORADIO/Luxembourg S
EHR
Jim Devans - Head Of Music
A List:
AD Crystal Waters - 100% Pure Love
Tony Di-Bart - The Real Thing

B List:
AD Ärzte - Friedensponzer
Brand New Heavies - Dream On
Celine Dion - Misled
Huey Lewis - Some Kind Of
Marusha - Somewhere
R. Kelly - Bump N' Grind
Seal - Prayer For The Dying

MALTA

BAY RADIO/St. Julian's B
EHR
Clem Dalton - Prog Dir
Power Play:
East 17 - Around The World

A List:
AD Arrested Dev: Ease My Mind
Cranberries - Dreams
Deep Forest - Deep Forest
General Public - I'll Take You
Jody Watley - When A Man
Kim Wilde - Kids In America
Pink Floyd - Take It

NORWAY

NRK PETRE/Oslo P
EHR
Knut Christian Moeng - DJ/Producer
Power Play:
AD Jah Wobble - Becoming More

Loveland - Let The Music
A List:
AD Angelique Kidjo - Adouma

AD EchoBelly - Insomniac
Toad The Wet S. - Fall

Touch/Culture - Doo Wop

Youssou N'Dour - 7 Seconds

RADIO 1/Oslo G
EHR
Bjorn Faarlund - DJ/Producer
A List:
AD C.J. Lewis - Sweets For My Sweet

Seal - Prayer For The Dying

B List:
AD Anne Grete Preus - Månen Elev

CS Åkerblom - Du

Crash Test Dummies - Mmm Mmm

Dance With A Stranger - Look What

Eddi Reader - Patience

Joe Cocker - Summer In The City

Jon Secada - If You Go

Traffic - Here Comes A Man

RADIO 1 FM/Bergen G
EHR
Finnur Andersen - Head Of Music
A List:
AD Joe Cocker - Summer In The City

RADIO 102/Haugesund G
EHR
Egil Hoveland - Head Of Music
A List:
AD Erasure - Always

Joe Cocker - Summer In The City

Pink Floyd - Keep Talking

Roachford - Only To Be

Roxette - Sleeping In My Car

Umberto Tozzi - Io Muo Di Te

RADIO ØST/Rade S
ACE
Åge-Christoffer Lundeby - HOM
A List:
AD Coombay Dance Band - Radio Mix

Cranberries - Dreams

Huey Lewis - Some Kind Of

JX - Son Of A Gun

Roxette - Crash! Boom! Bang!

Seal - Prayer For The Dying

RADIO 1 TRONDHEIM/Trondheim S
ACE
Bengt Saether - Head Of Music
Playlist Unchanged

RADIO FM 107.7/Stavanger S
ACE
Thorbjørn Lea - Head Of Music
Power Play:

AD Francis Dunnery - American Life

A List:
AD Green/Lovett - Funny How

Erkisen - Who's Seal - Prayer For The Dying

AL Vestlandsfonden

RADIO 1 HABSTAD/Harstad B
EHR
Kai-Å. Kind Johansen - Head Of Music
A List:
AD Six Was Nine - Drop Dead

AL Zoo

RADIO FREDRIKSTAD/Fredrikstad B
EHR
Jørgen Sæderberg Jansen - Music Co-Ord

Power Play:
CS Åkerblom - Du

Sheryl Crow - Run Baby Run

AD Mezzoforte - After Hours

A List:
AD Francis Dunnery - American Life

B List:
AD Green/Lovett - Funny How

Erkisen - Who's Seal - Prayer For The Dying

AL Vestlandsfonden

RADIO 1 TOSTAD/Tønsberg B
EHR
Kai-Å. Kind Johansen - Head Of Music
A List:
AD Six Was Nine - Drop Dead

AL Zoo

RADIO 107.7/Porsgrunn B
EHR
Kai-Å. Kind Johansen - Head Of Music
Power Play:
AD Green/Lovett - Funny How

Erkisen - Who's Seal - Prayer For The Dying

AL Vestlandsfonden

RADIO 107.7/Ålesund B
EHR
Kai-Å. Kind Johansen - Head Of Music
Power Play:
AD Green/Lovett - Funny How

Erkisen - Who's Seal - Prayer For The Dying

AL Vestlandsfonden

RADIO 107.7/Ålesund B
EHR
Kai-Å. Kind Johansen - Head Of Music
Power Play:
AD Green/Lovett - Funny How

Erkisen - Who's Seal - Prayer For The Dying

AL Vestlandsfonden

RADIO 107.7/Ålesund B
EHR
Kai-Å. Kind Johansen - Head Of Music
Power Play:
AD Green/Lovett - Funny How

Erkisen - Who's Seal - Prayer For The Dying

AL Vestlandsfonden

RADIO 107.7/Ålesund B
EHR
Kai-Å. Kind Johansen - Head Of Music
Power Play:
AD Green/Lovett - Funny How

Erkisen - Who's Seal - Prayer For The Dying

AL Vestlandsfonden

RADIO 107.7/Ålesund B
EHR
Kai-Å. Kind Johansen - Head Of Music
Power Play:
AD Green/Lovett - Funny How

Erkisen - Who's Seal - Prayer For The Dying

AL Vestlandsfonden

RADIO 107.7/Ålesund B
EHR
Kai-Å. Kind Johansen - Head Of Music
Power Play:
AD Green/Lovett - Funny How

Erkisen - Who's Seal - Prayer For The Dying

AL Vestlandsfonden

RADIO 107.7/Ålesund B
EHR
Kai-Å. Kind Johansen - Head Of Music
Power Play:
AD Green/Lovett - Funny How

Erkisen - Who's Seal - Prayer For The Dying

AL Vestlandsfonden

RADIO 107.7/Ålesund B
EHR
Kai-Å. Kind Johansen - Head Of Music
Power Play:
AD Green/Lovett - Funny How

Erkisen - Who's Seal - Prayer For The Dying

AL Vestlandsfonden

RADIO 107.7/Ålesund B
EHR
Kai-Å. Kind Johansen - Head Of Music
Power Play:
AD Green/Lovett - Funny How

Erkisen - Who's Seal - Prayer For The Dying

AL Vestlandsfonden

RADIO 107.7/Ålesund B
EHR
Kai-Å. Kind Johansen - Head Of Music
Power Play:
AD Green/Lovett - Funny How

Erkisen - Who's Seal - Prayer For The Dying

AL Vestlandsfonden

RADIO 107.7/Ålesund B
EHR
Kai-Å. Kind Johansen - Head Of Music
Power Play:
AD Green/Lovett - Funny How

Erkisen - Who's Seal - Prayer For The Dying

AL Vestlandsfonden

RADIO 107.7/Ålesund B
EHR
Kai-Å. Kind Johansen - Head Of Music
Power Play:
AD Green/Lovett - Funny How

Erkisen - Who's Seal - Prayer For The Dying

AL Vestlandsfonden

RADIO 107.7/Ålesund B
EHR
Kai-Å. Kind Johansen - Head Of Music
Power Play:
AD Green/Lovett - Funny How

Erkisen - Who's Seal - Prayer For The Dying

AL Vestlandsfonden

RADIO 107.7/Ålesund B
EHR
Kai-Å. Kind Johansen - Head Of Music
Power Play:
AD Green/Lovett - Funny How

Erkisen - Who's Seal - Prayer For The Dying

AL Vestlandsfonden

RADIO 107.7/Ålesund B
EHR
Kai-Å. Kind Johansen - Head Of Music
Power Play:
AD Green/Lovett - Funny How

Erkisen - Who's Seal - Prayer For The Dying

AL Vestlandsfonden

AD Jimmy Cliff - I Can See Clearly
A List:
AD Aerosmith - Crazy

Backbeat Band - Please Mr. Postman
Beautiful South - Everybody's Talkin'

Crash Test Dummies - Mmm Mmm

Erasure - Always

Huey Lewis - Some Kind Of

Moam - Bei Siebie

Marci Jackowski - O Ludzio

Matt Bianco - Our Love

Snoop Doggy Dogg - Doggy Dogg

Traffic - Here Comes A Man

RADIO 107/Göteborg B
EHR
Jaroslaw Lukowski - Head Of Music
Power Play:
AD Bruce Dickinson - Tears Of

A List:
AD Aerosmith - Crazy

Bonnie Raitt - You

Daryl Hall/S.O.B. - Gloryland

John/Detroit - Ain't Nothing

Janet Jackson - Anytime Anyplace

Marvin Gaye - Lucky

Shyne - On And

RADIO TORUN/Torun B
EHR
Dariusz Tomaszewski - Head Of Music
Power Play:
AD Huey Lewis - Some Kind Of

A List:
AD Dream - U R The Best

Deacon Blue - I Was Right

Jon Secada - If You Go

Level 42 - All Over You

Marvin Gaye - Lucky

Yello - Da It

RADIO 107/Paris G
EHR
Piotr Niziolek - Head Of Music
Power Play:
AD Bruce Dickinson - Tears Of

Station Reports



MTV EUROPE/London P
Music Television
Brent Hansen - Dir Of Prod & Prom
Peter Good - Mgr Music Prod
Heavy Rotation

Ace Of Base- Don't Turn
Bruce Springsteen- Streets Of
Mariah Carey- Without You
Reel 2 Reel- I Like To
Roxette- Sleeping In My Car
Symbol- The Most Beautiful
Take That- Everything

Active Rotation
Bon Jovi- Dry County
Cappelle- Move On Baby
Crash Test Dummies- Mmm
Culture Beat- World In
Doop- Doop
Dr. Alban- Look Who's
Erasure- Always
Haddaway- Rock My Heart
Phil Collins- We Wait And
Prince Ital Joe/M.M.- United
Toni Braxton- Breathless Again

Buzz Bin
Arrested Dev- Ease My Mind
Big Mountain- Baby I Love
Des'ree- You Gotta Be
Nick Cave- Do You Love Me
Rollins Bond- Liar
Soundgarden- Spoonman
Sina Nordenstam- Little Star

Medium Rotation
Ace Of Base- The Sign
Aerosmith- Cryin'
Billy Joel- The River Of
Bryan Adams- Please
Adams/Stewart/Sing- All For
Dream- Things Can Only
East 17- It's Alright
Enigma- Return To Innocence
Jan & Spoon- Right In The Night
Mariah Carey- Dream Lover
Phil Collins- Both Sides
R.E.M.- Everybody Hurts
Take That- Baby

Break Out
Blur- Girls & Boys
Brand New Heavies- Dream On
Enigma- The Eyes Of Truth
G. Friday/Bono- In The Name
Meat Loaf- Objects In The

Metallica- One
Pet Shop Boys- Liberation
Pretenders- I'll Stand By You
Primal Scream- Rocks
Roachford- Only To Be
Salt-N-Pepa- Whatta Man
U 96- Inside Your Dreams

Prime Break Out
2 Unlimited- The Real Thing
Atlantic Ocean- Waterfall
Beautiful South- Good As Gold
Crystal Waters- 100% Pure Love
East 17- Around The World
Lucifer- Mädelchen
Marusha- Somewhere
Urban Cookie Collective- High

VIVA TV/Cologne P
Music Television
Christoph Post - prod. dir.
A List:

Ärzte- Friedenspanzer
Ace Of Base- Don't Turn
Crash Test Dummies- Mmm
Doop- Doop
Dr. Alban- Look Who's
Erasure- Always
Haddaway- Rock My Heart
Phil Collins- We Wait And
Prince Ital Joe/M.M.- United
Toni Braxton- Breathless Again

New Videos

Arrested Dev- Ease My Mind
Big Mountain- Baby I Love
Des'ree- You Gotta Be
Nick Cave- Do You Love Me
Rollins Bond- Liar
Soundgarden- Spoonman
Sina Nordenstam- Little Star

Medium Rotation
Ace Of Base- The Sign
Aerosmith- Cryin'
Billy Joel- The River Of
Bryan Adams- Please
Adams/Stewart/Sing- All For
Dream- Things Can Only
East 17- It's Alright
Enigma- Return To Innocence
Jan & Spoon- Right In The Night
Mariah Carey- Dream Lover
Phil Collins- Both Sides
R.E.M.- Everybody Hurts
Take That- Baby

Break Out
Blur- Girls & Boys
Brand New Heavies- Dream On
Enigma- The Eyes Of Truth
G. Friday/Bono- In The Name
Meat Loaf- Objects In The

MC Sar/Real McCoy- Automatic
Members Of Mayday- Rare
Metallica- One
Michel Van Dyke- She Comes
Odyssey- Riding
Pet Shop Boys- Liberation
Phil Collins- We Wait And
Roxette- Sleeping In My Car
Salt-N-Pepa- Whatta Man
Six Was Nine- Drop Dead
Take That- Everything
Toto- Tenor Kufi Michi!
Twenty 4 Seven- Take Me
U 96- Inside Your Dreams

C List:

Beautiful South- Good As Gold
Adam/Stewart/Sting- All For
Chris De Burgh- Blonde Hair
Des'ree- You Gotta Be
East 17- Around The World
Enigma- Return To Innocence
Floy- Soulful Man
Jimmy Cliff- I Can See Clearly
Level 42- Forever Now
Loft- Love Is Magic
M-People- Renaissance
Mark Oh Randy (Stop That
Meat Loaf- Rock & Roll Dreams
Roachford- Only To Be
Tag Team- Whoomp!
Take That- Babe
Westbam- Celebration Generation
Yazz- Have Mercy

New Videos

Aerosmith- Crazy
Bellicons- Summerwine
Blur- Girls & Boys
Bob Geldof- Crazy
Crystal Waters- 100% Pure Love

Dream- U R The Best

Enigma- The Eyes Of Truth
Fleshquartet- Donc' In Madly
Farian/McAuley- Rikki Don't
Freaky Weirdoz- Hit Me
Jah Wobble- Becoming More
Julie Neigel- Boon- Sehnsucht
K7- Hi De Ho
Kim Wilde- Kids In America
Maxim Red- What Would
Meat Loaf- Objects In The Rear
Morrissey- The More
Nena- Hol' Mich Zurück
Rüdiger Beyer- Die Liebe Siegt
Roxette- Crash! Boom! Bang!

Scorpions- Woman
Sheryl Crow- Run Baby Run
Soon E MC- Au Nom De Miers
Stella Getz- Dr. Love
Throw That Beat- I Won't
Urban Cookie Collective- High

Yello- Do It ↗
New Videos
CMT EUROPE/Nashville S
Music Television
Cecilia Walker- Prog Coord
Heavy Rotation
Clint Black- A Good Run Of Bad
Confederate Railroad- Daddy
Deborah Allen- Break These
Jamie O'Hara- Cold Hard Truth
J.M. Montgomery- Rope The
Kathy Mattea- Walking Away
Kelly Willis- Heaven's Just...
Lori White- That's My Baby
Linda Davis- Company Time
Pam Tillis- Spilled Perfume
Patty Loveless- How Can I
Reba McEntire- Why Haven't I...
Rodney Crowell- Let The Picture
Toby Keith- Wish I

Yello- Do It ↗

ZZ Top- Breakaway
THE BOX/London G
Music Television
Liz Laskowski - Dir Of Prog
Box Tops

2 Unlimited- The Real Thing
Big Mountain- Baby I Love
Bitty McLean- Dedicated To
C.J. Lewis- Sweets For My Sweet
Eternal- Just A Step From Heaven
Frances Rafferty- Lonely Symphony
Mariah Carey- Without You
Prodigy- No Good
Reel 2 Reel- I Like To
Ren & Shmoy- Happy Happy

New Videos

Beck- Pay No Mind (Snooker)
Capt. Hollywood- Only
Clock/Allen- The Rhythm
Compulsion- Basket Case
Cracker- Low
Grid- Swap Thing
Julia Iglesias- Crazy
Mazzele/Brown- No More Tears
Liane Foly- Sweet Mystery
Maxx- Get-A-Way
Moby- Hymn
Nan Vernon- Motorcycle
Ramona- 55- More Than I
Roxette- Crash! Boom! Bang!
Shara Nelson- Nobody
Tori Amos- Past The Mission

RADIO 32/Zuchwil S

EHR
Ralph Wicki - Prog Dir
A List:

AD Alison Moyet- Ne Me Quitte
Chris De Burgh- This Is Love
Chris Norman- Jealous
Des'ree- Little Child
Dodo Hugo- Casino Zürich
Fabio Concato- Rosalina
Heaven West- She's In Love
Jeremy Jackson- One More Smile

Jon Secada- If You Go
Julia Iglesias- When You Tell
Katy Perry- Cry Cry Louise
Roberto Blanco- Puppenspieler

RADIO LAC/Geneva S
EHR
Jacky Sanders - Prog Dir
A List:
AD Sheezam- Give Me The
Spin Doctors- Cleopatra's Cat
Yousou N'Dour- 7 Seconds

RADIO 3 III/Mendrisio B

EHR
Boris Piffaretti - Prog Dir
Riccardo Pellegrini - Head Of Music
Power Play:

AD Body Tronic- Send Me An Angel
Liane Foly- Sweet Mystery
Marillion- Alone Again In The Lap
Greco/Curreri- Prendimi

A List:

AD Jovanotti- Io Ti Cercherò

RADIO PILATUS 104.9/Luzern G
EHR
Rolf Tschuppert - Music Dir
Philippe Unterschütz - Head Of Music
A List:

AD Alison Moyet- Getting Into

C.J. Lewis- Sweets For My Sweet
Celine Dion- Misled
Dis Bonjour-.. Christal
Grace Jones- Slave To The
Judy Cheeks- Reach
Kate Yanai- Cry Cry Louise
Manfred Ebert's A... Make
Oli Rush- Homework
Ronny Jordan- Come With Me
Rosco Martinez- Neon Moonlight
Silencers- It's Only Love
Toad The Wet S. - Fall

Traffic- Here Comes A Man

Walking Hours- I'll Be Waiting

Youssou N'Dour- 7 Seconds

RADIO FRAMBOISE/Yverdon B

EHR

Jean Luc Zwickerl - Prog Dir

A List:

AD Catch My Soul- Catch

Des'ree- You Gotta Be

RETE 3/Lugano B

ECE/Rock

Elena Corasanini - Head Of Music

A List:

AD Edoardo Bennato- La Fratita

Jah Wobble- Becoming More

Spin Doctors- Cleopatra's Cat

PROGRAMME SUPPLIERS

FM RADIO NETWORK/Germany S
FHR
Armin Weis - Prog Dir
A List:

Ace Of Base- Don't Turn

Beck- Loser

Big Mountain- Baby I Love

Bruce Springsteen- Streets Of

Crash Test Dummies- Mmm Mmm

Erasure- Always

Huey Lewis- Some Kind Of

Joshua Kadison- Jessie

Symbol- The Most Beautiful

Madonna- I'll Remember

Mariah Carey- Without You

Michael Bolton- Soul Of

Pet Shop Boys- Liberation

Roachford- Only To Be

Roxette- Sleeping In My Car

Spin Doctors- Have You Ever

Take That- Everything

A List:

AD Michel Van Dyke- She Comes

Phil Collins- We Wait And

Seal- Prayer For The Dying

RADIO EXPRESS: AMERICAN TOP 40/U.S.A. S

EHR

Bruce Goldberg - Producer

A List:

Ace Of Base- The Sign

Ace Of Base- Don't Turn

Big Mountain- Baby I Love

Counting Crows- Mr. Jones

General Public- I'll Take You

Madonna- I'll Remember

Symbol- The Most Beautiful

Toni Braxton- You Mean The

A List:

AD All 4 One- I Swear

B.C.-52's- The Flintstones

Enigma- Return To Innocence

Madonna- I'll Remember

Michael Bolton- Completely

Richard Marx- Now And Forever

Toni Braxton- You Mean The

A List:

AD Mariah Carey- Anytime You

Michael Bolton- Said I Loved

Toni Braxton- Breathless Again

THE WORLD'S GREATEST HITS/U.S.A. S

EHR/ACE/Rock

David Baronefield - Dir Of Prog

A List:

All 4 One- I Swear

Bruce Springsteen- Streets Of

Eternal- Stay

Jon Secada- If You Go

Madonna- I'll Remember

Roxette- Sleeping In My Car

Symbol- The Most Beautiful

A List:

AD Celine Dion- Misled

Jan & Spoon- Right In The Night

Seal- Prayer For The Dying

Tony Di-Bart- The Real Thing

WESTWOOD ONE: CASEY'S COUNTDOWN/U.S.A. S

EHR

Bill Stoller - Inf Director

A List:

Bon Jovi- I Want- Love Sneakin

Bruce Springsteen- Streets Of

Celine Dion- The Power..

Jon Secada- If You Go

Joshua Kadison- Beautiful

Madonna- I'll Remember

Mariah Carey- Without You

Michael Bolton- Completely

Richard Marx- Now And Forever

Toni Braxton- You Mean The

A List:

AD Mariah Carey- Anytime You

Michael Bolton- Said I Loved

Toni Braxton- Breathless Again

European Dance Radio

EDR TOP 25

TW LW WOC Artist/Title Label

1 1 5 CRYSTAL WATERS/100% Pure Love (Mercury)

2 3 4 TONY DI-BART/The Real Thing (Cleveland City)

3 16 3 CLUB HOUSE/Light My Fire (PWL)

4 5 11 DOOP/Doop (Club Substitute)

5 2 15 CORONA/The Rhythm Of The Night (DWA)

6 4 6 2 BROTHERS ON THE 4TH FLOOR/Never Alone (Bounce)

7 6 3 AMOS/Only Saw Today (Dig It)

8 8 2 DARKMAN/Yabba Dabba Doo (Wild Card)

9 9 8 SNOOP DOGGY DOGG/Gin & Juice (Death Row/Interscope)

10 NE ARRESTED DEVELOPMENT/Ease My Mind (Chrysalis)

11 10 9 ATLANTIC OCEAN/Waterfall (Pegasus)

12 21 4 URBAN COOKIE COLLECTIVE/High On A Happy Vibe (Pulse 8)

13 NE 2 UNLIMITED/The Real Thing (Byte)

14 13 4 ICE MC/Think About The Way (DWA)

15 15 4 AFRIKA BAMBAATAA/Pupunanny (DFC)

16 12 7 DES'REE/You Gotta Be (Sony Soho Square)

17 14 2 JAIMEE DEE/Don't Be Shy (X-Energy)

18 11 3 CAPPELLA/Move On Baby (Internal)

19 NE ETERNAL/Just A Step From Heaven (EMI)

20 22 2 BLOWN/Je T'Aime... Moi Non Plus (Epic)

21 RE C.J. LEWIS/Sweets For My Sweet (Black Market)

22 19 2 MARUSHA/Somewhere Over The Rainbow (Low Spirit/Motor)

23 NE DOUBLE DEE/Love Nobody (Irma)

24 NE BLAST/Crazy Man (UMM)

25 23 2 MOTIV8/Rockin' For Myself (WEA)

Billboard Singles USA TOP 25

TW LW Artist/Title For week ending June 4th 1994 Label ECO

1 1 ALL-4-ONE/I Swear Blitzz

2 2 MADONNA/I'll Remember Maverick

3 3 ACE OF BASE/The Sign Arista DK

4 5 ENIGMA/Return To Innocence Virgin D

5 4 PRINCE/The Most Beautiful Girl In The World NPG

6 6 BIG MOUNTAIN/Baby I Love Your Way RCA

7 12 ACE OF BASE/Don't Turn Around Arista DK

8 11 WARREN G. & NATE DOGG/Regulate Death Row

9 7 TONI BRAXTON/You Mean The World To Me LaFace

10 10 AALIYAH/Back & Forth Blackground

11 30 JANET JACKSON/Any Time, Any Place/And On And On Virgin

12 8 R. KELLY/Bump N' Grind Jive

13 9 TEVIN CAMPBELL/I'm Ready Qwest

14 16 JON SECADA/If You Go SBK

15 21 R. KELLY/Your Body's Callin' Jive

16 17 RICHARD MARX/Now And Forever Capitol

17 15 CELINE DION/The Power Of Love 550 Music

18 13 CRASH TEST DUMMIES/Mmm Mmm Mmm Mmm Arista

SUBSCRIBE TO REALITY

Top 40 Airplay Monitor • Country Airplay Monitor • R&B Airplay Monitor • Rock Airplay Monitor



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audio fingerprint of the song. These patterns are sent by wire to remote monitors around the country. At each monitor site stereo
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- Power Playlists
- Biggest Gainers

- New Releases
- Impact Pages
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MTV Europe

(continued from page 1)

The only exception to the rule, they feel, is MTV Europe. Its potential for high rotation has established it as the only television station in Europe capable of breaking a record and a band unassisted.

That ability and its implementation is a source of quiet pride at the station. Says director of programmes and production Brent Hansen, "Part of the pleasure of having the kind of distribution that MTV has is that you are able to create a push behind a band."

But does MTV put that push behind new acts? Hansen states, "MTV takes a lot of risks programming-wise. I think that's one of the reasons we are successful.

I think radio stations tend to be more conservative than we are. We are quite daring."

As examples of bands MTV has broken, Hansen points to Take That, Urban Cookie Collective, Ace Of Base, Two Unlimited, Roxette, Culture Beat, Soul Asylum and Lenny Kravitz.

However, he also acknowledges that the support of MTV is not necessarily a guarantee of success. "Some stuff just doesn't work," Hansen says. "We are brave and we take punts. We always have to be brave enough to be prepared to play new and interesting things. But, sadly, some stuff just doesn't work with record-buyers."

Nonetheless, Hansen underscores MTV's commitment to supporting new talent. He says,

"It's part of our brief that we want to break new acts. It's also our responsibility to try to break acts; we exist because of music."

Terrestrial television broadcasters can, however, make a very comfortable living without carrying any dedicated music shows at all. So, if MTV's finite playlist cannot accommodate a new single or a new act, where do other television outlets fit into the marketing mix?

Steve Matthews, marketing director at Phonogram UK, comments, "Breaking a band is all about the cumulative effect of everything the record company does. One play on TV programmes like 'The Chart Show' or 'Top Of The Pops' isn't going to be a huge influence without radio play."

"You have to have TV in con-

junction with radio play; the radio play is what backs up every TV play. The question is, though, where do you get a couple of plays on TV these days?"

The scarcity of outlets on terrestrial television has long been a cause of deep frustration for the record industry. Record companies feel that music's cultural and social significance—and its sheer popularity—is not being reflected by the broadcasters.

One senior industry source says, "music programmes are in a ghetto in the minds of broadcasters so they become ghettoised in the schedules. If they were treated as the broad-based entertainment they truly are, audiences for them would grow and we would receive more exposure for our acts."

In the face of public TV's re-

solute aloofness, support from MTV for any particular record is particularly well appreciated. Matthews confirms Hansen's view that MTV can be effective in isolation in creating demand for a record.

"MTV is very influential when it comes to certain records, particularly in the rock end of the market. Obviously, that's because people who buy rock records are also likely to watch MTV."

"MTV got behind Ugly Kid Joe's first single. They had it on high rotation for six weeks before the record came out. Because of the enthusiasm that created in the stores, our representatives were going mental trying to get their hands on it."

Francis Cabrel

(continued from page 1)

The album has topped the new French album sales charts of industry organisation SNEP for four weeks since its release date, barring one week when it was overtaken by the new Michel Sardou album.

Cabrel's album is a follow-up to the critical and commercial success of the million-plus selling album Sarbacane released in 1989 (a triple live CD has been released in the meantime), which earned him three "Victoires de la Musique" awards in 1990 for Best Male Act, Best Album and Best Show.

His laid-back, rural folk-country-blues style and his simple and pure lyrics, as well as a distant attitude towards the business, has earned him a strong following. Cabrel lives a family life in the South of France, in the small city of Astaffort, where he is member of the city council.

Cabrel started to write the songs for the album early last year and it was a painful, slow process. At the end of the year, he moved into Studio Polygone in Toulouse, where he gathered the same musicians that helped him forge the unmistakable Sarbacane sound: Gerard Bikalo (keyboards, arrangements), Manu Katché (drums), Bernard Paganotti (bass), Denys Lable (guitar) and

Jean-Louis Roques (accordion), among others. Gipsy Kings singer Nicolas Reyes contributed to the song La Corrida and the album was mixed by New Yorker James Ferber. The outcome is close to Sarbacane, with 10 songs reflecting Cabrel's melodic talent and his pessimistic look at the world.

Columbia director international artists Virginie Auclair says even the first demo hearing "showed that Cabrel had overcome his doubts and was bound to create the perfect follow-up to Sarbacane. He found in himself the resources to write what I think are the best songs he ever wrote, following the same simplicity he experienced with Sarbacane and the acoustic tour he did afterwards."

Monique Le Marcis, musical director for full-service station RTL/Paris, calls it "one of the most beautiful albums of recent time, full of melancholy, a weary and worried look at the world but also full of this romantic tenderness he always had."

She adds, "This is exactly the kind of album that grows on you and when you listen to a lot of music, at the end of the day, it is the type you really remember. It's a real pleasure."

This view is shared by Michael Gentile, head of musical programming for TV channel M6, co-sponsor of Cabrel's tour. "There is no glamour, no hype in

this success. The success of Cabrel, like that of Alain Souchon, brings a lot of satisfaction. These are true artists that exist beyond fashion."

Marketing of the album started early January while Cabrel was still recording, says Auclair. "We booked a series of billboards in Paris to announce the album for the spring, and then followed that with a series of concerts." During March and April, Cabrel gave a series of interviews to major news magazines. The daily Liberation followed all the recording process and did a double-page spread story. It helped, says Auclair, to inform about the release and increase the interest. Cabrel kept clear of major TV shows in April except for a news programme and an hour-long portrait in a programme hosted by Laurent Boyer on M6. He did his first major TV show in early May.

The first single Je T'Aimais, Je T'Aime, Je t'Aimerai was serviced to radio stations one week before the album release on April 1. Says Auclair, "We had an amazing response from radio stations. It is played everywhere, from full-service and ACE to youth-targeted station, with a unanimous enthusiasm." The single is currently number 13 in M&M's Regional Airplay listings.

Le Marcis says RTL presented the album on its first day of release, and the station is sponsor of the concerts. She calls Cabrel

"a member of RTL's family of artists" along with Jean-Jacques Goldman, Patricia Kaas, Johnny Hallyday and Michel Sardou.

Meanwhile M6 were involved in co-producing the pastoral-themed video and will run a series of spots announcing the concerts.

Explains M6's Gentile, "We are going to follow him during all the life of the album. We are delighted to be associated with him because we consider him among the two or three key French acts."

EHR net Skyrock programme director Laurent Bouneau describes Cabrel's appeal as "transcending the barriers of age." He has added Cabrel on his playlist along with more upbeat acts like I Am, Mano Negra, Tonton David or Stephan Eicher (see for more information on Skyrock's revised programming policies, page 5).

What surprised most industry observers was the high volume of sales, even a month after the release. Sony Music sources say the selling rate was much higher than for Sarbacane, which leads to speculations that the album could be diamond (over one million sales) before summer. Retailers confirm the interest from consumers. Jerome Rey, product manager at the Virgin Megastore on the Champs Elysees, notes that Cabrel's album "sold during its first weeks at a rate we hadn't seen for quite some time." He adds, "Frankly, we didn't think it

would be so impressive. It started very strongly and with a volume that surprised us. We knew it would be big, but not at this level and with that kind of rotation.

Sales have been consistent for about a month and, although there is a little recess right now, it remains a hot item and still our best seller." Rey adds that the special packaging (the product is presented as a small book with lyrics and pictures and the CD inserted) has added to the appeal of the release. He notes that TV appearances of the artist have helped boost sales and he feels that the album will have a long shelf-life which will be boosted by the artist's screen activity.

Monique Le Marcis explains that the public's constant interest for Cabrel comes from the fact that Cabrel is "authentic." She says, "I think it all comes down to authenticity. He doesn't cheat his public, he is what he is and is what he sings. At a time when a lot of things are fake, this discreet attitude, this sincerity, you can even call it humility, is rare and greeted by the public."

Le Marcis recalls that in the late 70s, when Cabrel just started his career, she told the president of CBS Records France during a convention in London: "This one, I hope you will never spoil him." And she adds, "Hopefully, Cabrel has not let anything spoil him."

French Album Chart Back On Track

As of this week, M&M recommences the publication of the French album charts. The charts were discontinued in September of last year by broadcasters Europe 1 and Canal+. Music industry trade organisation SNEP is financing the revised chart, compiled by IFOP and Tite-Live.

M&M will be using the

chart for the compilation of its European Top 100 Albums as of next week but already publishes the first 10 positions (see page 14). France's best-selling album at the moment is Francis Cabrel's *Samedi Soir Sur La Terre* (see frontpage article for details), followed by Patrick Bruel's *Brûlé* and Michel Sardou's *Selon Que Vous Serez*.

The best-selling international artist is Ace Of Base with *Happy Nation*, at number 4.

The chart is currently 45 positions deep and a top 25 compilations is published alongside it. Last month (April 16), M&M resumed publishing the new French singles chart.

MB

MUSIC & MEDIA / PO Box 9027, 1006 AA Amsterdam, The Netherlands
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Publisher and Managing Director: Philip Alexander
Editor-in-Chief: Marcelle Balde
UK Bureau Chief: Jeff Clark-Meads
Special Projects Manager: Mary Weller; Music Editor: Robert Till; Staff Reporter: Miranda Watson; Associate Editor: Julia Sullivan; Dance Journalist: Maria Jimenez;
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International Sales Director: Ron Bellis (UK, USA) (+31) 2990.20274; Advertising Executives: Pieter Markus, (classical, jazz, dance); Alina Dragan (Eastern Europe); G/S/A: Norbert Bäddeler (+49) 2302.390043; France: Francois Millet (+33) 1.4549.2933; Scandinavia, Benelux: Iril Harpaz (+31) 21.53.13.503/16703; U.S.A.: Beth Dell'Isola (+1) 404.512.7107.
Production Manager: René Ederven; Lay Out: Pauline Wittenberg; Will van Litsenberg.
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OFF THE RECORD

HOW MUCH MAJOR LABEL POWER IS BEHIND VPL? MTV Europe's dispute with UK collecting society VPL is shaping up to be a test case with pan-European consequences—the European Commission's competition department, DG4, appears to be using the case to challenge the basic concept of collecting societies. MTV argues that VPL is a cartel that abuses the power of the major labels, and DG4's date for hearing the case—June 21 and 22—is so early that the companies feel the department is making a point. If MTV is successful and the majors have to pull out of VPL, the status of equivalent societies in the rest of the European Union will be thrown into doubt.

DON'T WORRY, RICH: The UK press extended the hand of sympathy to its favourite tycoon **Richard Branson** last week. Not only did **Virgin 1215** fail to secure an opportunity to bid for a national FM franchise (see page one) but his **Virgin Group** failed in its bid to run the UK's new, multi-million-pound national lottery.

Virgin's Berry

(continued from page 1)

ly, while bringing Ken's successful, entrepreneurial style into the EMI structure."

Four EMI executives who presently report to Fifield will be accountable to Berry from September: **Rupert Perry**, president of EMI Records Group UK and Eire; **Alexis Rotelli**, president of EMI Music Continental Europe; **David Stockley**, president of EMI Music International; and senior VP of logistics and supply, **Peter Knee**. All are headquartered in London except New York-based Knee.

"I would like the international group to be more seamless, more creatively driven," says Fifield. Berry will be "setting the priorities for our international acts, setting our international agenda" in tandem with **Charles Koppelman**, chairman/CEO of EMI Records Group North America, who also reports to Fifield.

Adam White is international editor in chief for Billboard.

Virgin Boosts EMI Profits

INTERNATIONAL

by Dominic Pride

Final and unequivocal proof that EMI Music's buy-out of Virgin was worth the money is staring critics in the face in the group's full-year figures, which show sales up 16.8% to £1.76 billion and operating profits up a massive 25% to £246.1 million for the year ended March 31.

Bolstered by the eight million sales of **Janet Jackson's Janet**, Virgin saw the best performance in its 21-year history, contributing sales of £452 million and profit of £90 million.

EMI Music president/CEO **Jim Fifield** calculates the synergy benefits of the merger to be in the region of £47 million and states that the integration of the company is now complete, with a new Spanish distribution centre being the last block to fall into place.

Virgin's market share in the US tripled, whereas in the UK the company had six number one albums during the calendar year.

EMI Music's strong figures—including Virgin—were aided

by a total of 15 albums selling more than two million copies worldwide. **Frank Sinatra's Duets**, **Garth Brooks' In Pieces**, **UB40's Promises And Lies** and **Meat Loaf's Bat Out Of Hell** all sold over five million worldwide, as did the **Beatles' "Red"** and **"Blue"** reissues. **Lenny Kravitz's Are You Gonna Go My Way** sold over four million, while three million plus sellers included **Canto Gregoriano** by the Spanish Monks of Santo Domingo, **Very** by the Pet Shop Boys, **The Cross Of Changes** by Enigma, **Blind Melon's** self-titled album and **Siamese Dream** by the Smashing Pumpkins.

Although the financial year saw a swing from 62% to 67% of sales in CD format, "the glory days of CD are over", says Fifield. "The future [increase] will be sales driven, and that means market share increases. Those gains are not going to come from anyone else other than Warner, PolyGram and Sony, and they're not going to roll over and die."

Dominic Pride is European news editor for Billboard.

Capital Radio Announces Profit Increase Of 80%

UNITED KINGDOM

by Jeff Clark Meads

The effects of the UK's economic recession on the radio industry appear to be abating, according to the country's largest private radio group, **Capital Radio**. The company made a pre-tax profit of £8.4 million (app. US\$12.5 mil-

lion) in the six months to the end of March, up 80% on the figure for the same period last year; turnover rose from £14 million to £23.6 million.

Commenting on the results, Capital chairman **Ian Irvine** says, "The upturn in confidence in the radio advertising market which began in the second half of 1993

has been sustained. Group turnover increased by 68%, including the contributions from our Midlands stations acquired in April 1993.

"The increased demand for radio advertising has been strong from both national and local advertisers, as well in the field of sponsorship."

Virgin UK FM Licences

(continued from page 1)

(M&M, May 7).

National AM rock station **Virgin 1215** had sought to persuade the authority to go the national route with an on-air campaign under the banner "Let's get Virgin on FM." This resulted in the 600,000-name petition.

However, in announcing the authority's decision, chairman **Lord Chalfont** says, "The 600,000 people who signed seemed to assume that if we did devote the sub-band to a new national station, it would go to Virgin. That was by no means the case.

"There was a slight confusion in the minds of some of those 600,000 people. We could not regard them as 600,000 voices totally in favour of a new national station. We had to take into account the reasons why they had taken this view."

Chalfont emphasises, though, that the arguments by Virgin and others for a national station were taken seriously and given full consideration.

He adds that, other than the petition, the authority received

more than 450 responses to its consultation document and that these reflected a broad spectrum of opinion. Within that, support for the Authority's final choice came from advertisers, trade unions and investors in radio. He says advertisers were generally not in favour of a national station.

Chalfont argues that regional stations provide the most flexibility and—uppermost in the Authority's thinking—the greatest potential for enhancing listener choice.

The Authority now hopes to advertise licences during the autumn. Pressed to identify areas ripe for a regional station, Chalfont points to London/south-east England, Sheffield/South Yorkshire, the East Midlands (Nottingham/Derby/Leicester) and East Anglia (Norwich, Ipswich and King's Lynn).

Chalfont says new regional services will not necessarily have to produce programming that is not supplied by one of the existing local stations in the region. He says potential new licences "will have to put forward a programme plan and we will then consider that plan in the context of enhancing listener choice."

The new frequencies will be split into three packets in each designated region. One packet will go to one large station and one to a network of community stations. The third packet will then be allocated to a large or small broadcaster depending on demand for services and potential suppliers.

Virgin, meanwhile, says it is making the best of the AM frequency it already has. A spokeswoman says that, far from planning to close down as some media speculation suggests, it is continuing to invest in improving its signal in areas of the country where reception is poor, notably the far South-west.

Virgin Group chairman **Richard Branson** comments, "It is ironic that the Radio Authority's decision has occurred in the same month that Virgin 1215 has achieved its highest ever listening figures."

Chalfont responds, "Virgin should not be too devastated because in 1996 digital audio broadcasting will become available and there is no reason why Virgin should not be broadcasting on DAB as well as AM."

the radio sector by consolidating news talk broadcasting—an area which is currently over-saturated in relation to the available advertising revenue. This explains, they say, why the conventional sector, with the exception of SER, has accumulated huge debts.

Radio advertising losses have increased over the last few years, exacerbated five years ago by the arrival of private TV and the allocation of 347 new commercial radio licences.

Government restrictions on the granting of the Union Radio licence include the following: Union Radio may not constitute more than 50% of the total stations in any area.

PRISA took a minority share in Antena 3's after the latter suffered an internal power struggle in July 1992. Last year, eight journalists filed a lawsuit claiming Union Radio contravened the anti-monopoly law. On May 21, the association of independent radio stations **ARI** said it would lodge an appeal.

Union Radio aims to cover most of the country, and is planning to maximise coverage by reorganising frequency allocation. The restructuring is hoped to cut costs, offer greater diversification and specialisation, and make greater use of the technical resources available.

Union Radio executives also argue that the move will benefit

EHR TOP 40

TW	LW	WOC	Artist/Title	Original Label	Total Stations	Rotation A	Rotation B	New Adds
1	1	12	SYMBOL/The Most Beautiful Girl In The World	(NPG)	121	104	17	2
2	2	7	PRETENDERS/I'll Stand By You	(WEA)	104	73	31	5
3	3	7	ERASURE/Always	(Mute)	104	74	30	10
4	4	6	BIG MOUNTAIN/Baby I Love Your Way	(RCA)	94	66	28	4
5	6	7	CRASH TEST DUMMIES/Mmm Mmm Mmm Mmm	(Arista)	98	71	27	10
6	10	5	JON SECADA/If You Go	(SBK)	94	63	31	17
7	5	18	BRUCE SPRINGSTEEN/Streets Of Philadelphia	(Columbia)	81	62	19	0
8	12	3	SEAL/Prayer For The Dying	(ZTT)	80	56	24	20
9	7	9	MADONNA/I'll Remember (theme from With Honors)	(Maverick)	89	67	22	3
10	11	3	HUEY LEWIS & THE NEWS/(She's) Some Kind Of Wonderful	(Elektra)	76	47	29	8
11	8	8	TAKE THAT/Everything Changes	(RCA)	82	63	19	0
12	18	3	C.J. LEWIS/Sweets For My Sweet	(Black Market)	56	44	12	7
13	15	8	ACE OF BASE/Don't Turn Around	(Mega/Metronome)	75	51	24	2
14	19	4	TONY DI-BART/The Real Thing	(Cleveland City)	66	47	19	10
15	16	7	PET SHOP BOYS/Liberation	(Parlophone)	75	48	27	6
16	14	6	PHIL COLLINS/We Wait And We Wonder	(Virgin/WEA)	72	45	27	1
17	17	8	DES'REE/You Gotta Be	(Sony Soho Square)	61	43	18	4
18	13	16	MARIAH CAREY/Without You	(Columbia)	62	48	14	0
19	9	12	ROXETTE/Sleeping In My Car	(EMI)	69	59	10	1
20	28	2	EAST 17/Around The World	(London)	54	40	14	15
21	21	4	CRYSTAL WATERS/100% Pure Love	(Mercury)	50	29	21	5
22	N.E.	→	ROXETTE/Crash! Boom! Bang!	(EMI)	56	46	10	18
23	24	9	COUNTING CROWS/Mr. Jones	(Geffen)	52	31	21	4
24	23	11	DR. ALBAN/Look Who's Talking	(Cheiron)	54	33	21	0
25	25	3	BITTY MCLEAN/Dedicated To The One I Love	(Brilliant)	47	31	16	7
26	N.E.	→	PINK FLOYD/Take It Back	(EMI)	37	25	12	13
27	20	10	ROACHFORD/Only To Be With You	(Columbia)	49	27	22	2
28	22	9	HADDAWAY/Rock My Heart	(Coconut)	50	37	13	1
29	27	13	JOSHUA KADISON/Jessie	(SBK)	48	36	12	2
30	32	2	ETERNAL/Just A Step From Heaven	(EMI)	41	32	9	2
31	37	2	ELTON JOHN & MARCELLA DETROIT/Ain't Nothing Like The Real Thing	(Rocket)	41	31	10	8
32	26	8	D:REAM/U R The Best Thing	(Magnet)	41	26	15	2
33	38	2	CRANBERRIES/Dreams	(Island)	33	20	13	2
34	N.E.	→	WET WET WET/Love Is All Around	(Precious)	30	23	7	6
35	36	5	PINK FLOYD/Keep Talking	(EMI)	40	24	16	3
36	35	10	SALT-N-PEPA FEAT. EN VOGUE/Whatta Man	(ffrr)	32	16	16	1
37	N.E.	→	MICHAEL BOLTON/Lean On Me	(Columbia)	31	26	5	8
38	30	4	RICHARD MARX/Silent Scream	(Capitol)	44	24	20	1
39	39	2	BRAND NEW HEAVIES/Dream On Dreamer	(Acid Jazz)	39	22	17	4
40	40	4	YAZZ/Have Mercy	(Polydor)	39	24	15	2

The EHR Top 40 chart is based on a weighted-scoring system. Songs score points by achieving 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.



indicates Europe's most Radio Active record, registering the biggest increase in chart points.

CHARTBOUND

.JOE COCKER/Summer In The City	(Capitol)	37/20	AEROSMITH/Crazy*	(Geffen)	27/12
BASIA/Drunk On Love	(Epic)	36/4	ARRESTED DEVELOPMENT/Ease My Mind*	(Chrysalis)	27/11
BLUR/Girls & Boys	(Food)	35/2	LEVEL 42/All Over You	(RCA)	24/4
BOB GELDOF/Crazy	(Vertigo)	35/1	CORONA/The Rhythm Of The Night	(DWA)	24/2
SIX WAS NINE/Drop Dead Beautiful	(Virgin)	33/12	YOUSSOU N'DOUR/NENEH CHERRY/7 Seconds*	(Columbia)	23/10
MEAT LOAF/Objects In The Rear View Mirror May...	(Virgin)	33/2	JULIA FORDHAM/Different Time Different Place	(Circa)	21/2
GENERAL PUBLIC/I'll Take You There	(Epic)	32/4	MISTY OLDFIELD/A Fair Affair	(Columbia)	21/2
REEL 2 REAL/I Like To Move It	(Positiva)	32/2	CULTURE BEAT/World In Your Hands	(Dance Pool)	21/1
URBAN COOKIE COLLECTIVE/High On A Happy Vibe	(Pulse 8)	31/7	JUDY CHEEKS/Reach*	(Positiva)	20/6
TRAFFIC/Here Comes A Man*	(Virgin)	29/13	DARYL HALL/SOUNDS OF BLACKNESS/Gloryland*	(Mercury)	20/5
CHRIS DE BURGH/Blonde Hair, Blue Jeans	(A&M)	29/3	BEAUTIFUL SOUTH/Everybody's Talkin'*	(Go!Discs)	20/4
BECK/Loser	(Geffen)	29/0	MICHAEL BOLTON/Soul Of My Soul	(Columbia)	20/0
CELINE DION/Misled	(Epic/Columbia)	28/11	PATRICK BRUEL/Bouge	(RCA)	19/2
2 UNLIMITED/The Real Thing*	(Byte)	28/11	MAGIC AFFAIR/Omen III	(Electrola)	19/2
ENIGMA/The Eyes Of Truth	(Virgin)	28/5	UMBERTO TOZZI/Io Muoia Di Te*	(CGD)	19/2

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

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**Around Europe**

While the top 5 segment of the chart remains rather stable—only the Crash Test Dummies are new at number 5—the margin between the number one and the other titles remains considerable, although the latter keep gaining points, notably *I'll Stand By You* by the Pretenders. If we widen our scope to the top 10, however, we spot two new titles, Seal's *Prayer For The Dying* at number 8 and Huey Lewis & The News' *(She's) Some Kind Of Wonderful* at number 10.

Thanks to Seal's continuous accumulation of reports, this week especially in Denmark, Greece, Germany, Finland and the UK, it is the third week in a row that the British singer qualifies as **Most Added** leader, albeit in a tie now (20 adds each) with Joe Cocker—Cocker's version of Lovin' Spoonful's 1966 hit *Summer In The City* looks ready to enter the chart next week as it tops the **Chartbound** section with a total roster of 37 stations.

As for Huey Lewis & The News, it is remarkable to see that, although most European countries have picked up on his version of *(She's) Some Kind Of Wonderful*, Holland, otherwise known for quick response to foreign product, hasn't tuned in yet. In France the track hasn't kicked off yet either. Best penetration ratios for the US rock & roll outfit are being registered in Norway (70%), Italy (69%), Finland (67%), Germany (65%), Switzerland (60%) and the UK (55%).

Last week's highest new entry in the EHR Top 40, *Around The World* by British teen act East 17, now continues its expansion under the **Radio Active** banner, as it has managed to register the biggest chart-point increase of the week.

East 17 thanks its significant growth to 15 new adds, many of them occurring in Italy, Germany and Denmark, as well as a handful of upward conversions (e.g. from medium to heavy rotation). The single is most widely playlisted in the UK (75% penetration), followed by Italy (56%), Germany (44%) and Denmark (39%).

The highest new entry in this week's chart is booked by Roxette, whose *Crash! Boom! Bang!*, the title cut and second single from their current album, debuts at number 22, armed with 18 first-time reports that predominantly come from Germany, Italy and Holland. At this stage, it has best penetrated Sweden (63%), Norway (60%), the UK (45%), Denmark (44%) and Poland (43%).

It marks the 10th chart entry by the Swedish stars, who have always been considered one of EHR's core acts. Roxette have two EHR number 1's on their track record—*Joyride* and *Fading Like A Flower (Everytime You Leave)* (both in 1991). In their "home region," the North, Roxette's new single is already charting at number 8 (see **Regional Airplay**, page 27).

Pieter Kops

MOST ADDED

JOE COCKER/Summer In The City	(Capitol)	20
SEAL/Prayer For The Dying	(ZTT)	20
ROXETTE/Crash! Boom! Bang!	(EMI)	18
JON SECADA/If You Go	(SBK)	17
EAST 17/Around The World	(London)	15
PINK FLOYD/Take It Back	(EMI)	13
TRAFFIC/Here Comes A Man	(Virgin)	13
AEROSMITH/Crazy	(Geffen)	12
SIX WAS NINE/Drop Dead Beautiful	(Virgin)	12

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

"A" ROTATION PERFORMANCE

YOUSSOU N'DOUR FEAT. NENEH CHERRY/7 Seconds	(Columbia)	86
AD BASE/The Sign	(Mega/Metronome)	83
MICHAEL BOLTON/Lean On Me	(Columbia)	83
ROXETTE/Crash! Boom! Bang!	(EMI)	82
ETERNAL/Just A Step From Heaven	(EMI)	78
SIX WAS NINE/Drop Dead Beautiful	(Virgin)	78
WET WET WET/Love Is All Around	(Precious)	76

"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 are listed alphabetically by artist.

NEW TOP 20 CONTENDERS

TRAFFIC/Here Comes A Man	(Virgin)	29
YOUSSOU N'DOUR FEAT. NENEH CHERRY/7 Seconds	(Columbia)	23
JUDY CHEEKS/Reach	(Positiva)	20
DARYL HALL AND SOUNDS OF BLACKNESS/Gloryland	(Mercury)	20
UMBERTO TOZZI/Io Muoia Di Te	(CGD)	19

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 with this single. Artists are listed by total number of stations. In case of a tie, records are listed alphabetically by artist.

REGIONAL CROSSOVERS

Tracking the cross-regional impact of songs

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BORDER BREAKERS

Mainland European records breaking out of their region of signing

TW	LW	WOC	Artist/Title
1	2	10	ACE OF BASE/Don't Turn Around
2	1	13	ROXETTE/Sleeping In My Car
3	17	2	ROXETTE/Crash! Boom! Bang!
4	5	13	DR. ALBAN/Look Who's Talking
5	3	11	HADDAWAY/Rock My Heart
6	4	30	ACE OF BASE/The Sign
7	6	12	DOOP/Doop
8	11	13	MAXX/Get-A-Way
9	14	9	CORONA/The Rhythm Of The Night
10	8	5	ENIGMA/The Eyes Of Truth
11	7	16	CAPPELLA/Move On Baby
12	>	NE	2 UNLIMITED/The Real Thing
13	15	11	LAURA PAUSINI/Strani Amori
14	13	3	MICHAEL LEARNS TO ROCK/25 Minutes
15	12	19	C.B. MILTON/It's A Loving Thing
16	16	17	JAM & SPOON/Right In The Night (Fall In Love With Music)
17	10	18	ANGELIQUE KIDJO/Agolo
18	9	27	ENIGMA/Return To Innocence
19	22	5	UMBERTO TOZZI/Io Muo Di Te
20	21	3	SIX WAS NINE/Drop Dead Beautiful
21	>	RE	TWENTY 4 SEVEN/Take Me Away
22	18	10	CULTURE BEAT/World In Your Hands
23	>	NE	THE CHOICE/The Ballad Of Lea & Paul
24	24	17	2 UNLIMITED/Let The Beat Control Your Body
25	19	2	MANO NEGRA/Señor Matanza

Original Label	Region Of Signing	Crossover Regions	Total Stations
Mega	NORTH	WC, EC, W, C, NW, S, SE	74
EMI	NORTH	WC, W, C, S, SW, SE	63
EMI	NORTH	WC, EC, W, C, NW, S	42
Cheiron	CENTRAL	WC, W, N, S, SW, SE	51
Coconut	CENTRAL	WC, W, NW, N, S, SE	43
Mega	NORTH	W, C, NW, SW	29
Clubstitute	WEST CENTRAL	W, C, NW, N, S, SW, SE	31
Blow Up	CENTRAL	W, NW, N	18
DWA	SOUTH	WC, W, N, SW, SE	25
Virgin	CENTRAL	EC, NW, S, SW	24
Internal	SOUTH	WC, W, C, N, SW	24
Byte	WEST CENTRAL	EC, W, C, NW, N	21
CGD	SOUTH	WC, W, C	20
EMI-Medley	NORTH	EC, C	22
Byte	WEST CENTRAL	C, NW, S	15
Dance Pool	CENTRAL	WC, W, N, S, SW	25
Mango	WEST	C, N, S	23
Virgin	CENTRAL	WC, W, NW, N, S	18
CGD	SOUTH	W, C	11
Virgin	CENTRAL	N	22
Indisc	WEST CENTRAL	C, N, SW	13
Dance Pool	CENTRAL	W, S, SE	14
Double T	WEST CENTRAL	W, C	10
Byte	WEST CENTRAL	W, C	10
Virgin	WEST	S	4

CHANNEL CROSSOVERS

The top-playlisted UK/Irish records on mainland European radio

TW	LW	WOC	Artist/Title
1	1	8	PRETENDERS/I'll Stand By You
2	2	7	ERASURE/Always
3	3	8	TAKE THAT/Everything Changes
4	4	6	PET SHOP BOYS/Liberation
5	8	3	SEAL/Prayer For The Dying
6	5	8	DES'REE/You Gotta Be
7	7	7	PHIL COLLINS/We Wait And We Wonder
8	9	3	C.J. LEWIS/Sweets For My Sweet
9	16	2	TONY DI-BART/The Real Thing
10	6	10	ROACHFORD/Only To Be With You
11	15	8	BRAND NEW HEAVIES/Dream On Dreamer
12	14	17	JIMMY CLIFF/I Can See Clearly Now
13	>	RE	PINK FLOYD/Take It Back
14	23	2	EAST 17/Around The World
15	12	6	D:REAM/U R The Best Thing
16	10	9	BEAUTIFUL SOUTH/Good As Gold (Stupid As Mud)
17	18	9	YAZZ/Have Mercy
18	17	8	PINK FLOYD/Keep Talking
19	11	15	MARCELLA DETROIT/I Believe
20	20	6	BLUR/Girls & Boys
21	19	5	BOB GELDOF/Crazy
22	13	15	LEVEL 42/Forever Now
23	>	NE	BASIA/Drunk On Love
24	>	NE	CHRIS DE BURGH/Blonde Hair, Blue Jeans
25	22	8	MISTY OLDLAND/A Fair Affair

Original Label	Crossover Regions	Total Stations
WEA	WC, EC, W, C, N, S, SW, SE	117
Mute	EC, W, C, N, S, SW, SE	100
RCA	WC, W, C, N, S, SW, SE	92
Parlophone	WC, EC, W, C, N, S, SW, SE	88
ZTT	WC, W, C, N, S, SW, SE	78
Sony Soho Square	WC, EC, W, C, N, S, SE	70
Virgin	WC, EC, W, C, N, S, SW	81
Black Market	WC, EC, W, C, N, S, SE	51
Cleveland City	WC, EC, W, C, N, S, SW, SE	62
Columbia	WC, EC, W, C, N, S, SW, SE	57
Acid Jazz	WC, EC, W, C, N, S, SW, SE	53
Columbia	WC, EC, W, C, N, SE	42
EMI	EC, W, C, N, S, SW	35
London	WC, EC, C, N, S	41
Magnet	WC, C, N, S, SW	40
Go! Discs	EC, C, N, SW, SE	46
Polydor	WC, C, N, S, SW	44
EMI	EC, W, C, N, S, SW, SE	43
London	WC, C, N, S, SE	45
Food	WC, EC, W, C, N, S, SW	39
Vertigo	EC, W, C, N, S, SW	45
RCA	W, C, N, S, SW	39
Epic	EC, W, C, N, S	42
A&M	EC, C, N	34
Columbia	W, C, N, S	34

For all artists appearing on this chart, the Region Of Signing is Northwest.

ATLANTIC CROSSOVERS

The top-playlisted North American records on European radio

TW	LW	WOC	Artist/Title
1	1	12	SYMBOL/The Most Beautiful Girl In The World
2	3	7	BIG MOUNTAIN/Baby I Love Your Way
3	4	9	CRASH TEST DUMMIES/Mmm Mmm Mmm Mmm
4	2	20	BRUCE SPRINGSTEEN/Streets Of Philadelphia
5	6	5	JON SECADA/If You Go
6	5	10	MADONNA/I'll Remember (theme from With Honors)
7	8	4	HUEY LEWIS & THE NEWS/(She's) Some Kind Of Wonderful
8	7	17	MARIAH CAREY/Without You
9	10	15	JOSHUA KADISON/Jessie
10	9	5	CRYSTAL WATERS/100% Pure Love
11	11	12	COUNTING CROWS/Mr. Jones
12	>	NE	JOE COCKER/Summer In The City
13	24	2	ARRESTED DEVELOPMENT/Ease My Mind
14	12	12	SALT-N-PEPA FEAT. EN VOGUE/Whatta Man
15	13	6	RICHARD MARX/Silent Scream
16	14	4	MEAT LOAF/Objects In The Rear View Mirror May...
17	>	NE	YOUSSOU N'DOUR FEAT. NENEH CHERRY/7 Seconds
18	15	20	TONI BRAXTON/Breathe Again
19	18	3	MICHAEL BOLTON/Lean On Me
20	17	10	BONNIE RAITT/Love Sneakin Up On You
21	>	NE	AEROSMITH/Crazy
22	19	25	BRYAN ADAMS, ROD STEWART & STING/All For Love
23	20	11	BECK/Loser
24	>	RE	CELINE DION/Misled
25	>	NE	JUDY CHEEKS/Reach

Original Label	Crossover Regions	Total Stations
NPG	WC, EC, W, C, NW, N, S, SW, SE	159
RCA	EC, W, C, N, W, N, S, SW, SE	114
Arista	WC, EC, W, C, NW, N, S, SW, SE	119
Columbia	WC, EC, W, C, NW, N, S, SW, SE	108
SBK	WC, EC, W, C, NW, N, S, SW, SE	113
Maverick	EC, W, C, NW, N, S, SW, SE	112
Elektra	WC, EC, W, C, NW, N, S, SW, SE	98
Columbia	WC, W, C, NW, N, S, SW, SE	85
SBK	WC, EC, W, C, N, SE	69
Mercury	WC, W, C, NW, N, S, SW, SE	55
Geffen	WC, EC, W, C, NW, N, S, SW, SE	62
Capitol	WC, W, C, N, S	48
Chrysalis	WC, W, C, NW, N, S	31
Frr	WC, EC, W, C, NW, N, S, SW, SE	36
Capitol	EC, C, N, W, N, S, SW	52
Virgin	EC, C, N, W, N, S, SW, SE	38
Columbia	WC, C, N, W, N, S	31
LaFace	WC, W, C, NW, N, S, SW	39
Columbia	EC, N, W, S, SE	30
Capitol	EC, W, C, NW, N, S, SW	36
Geffen	WC, EC, C, N, SW	26
A&M	W, C, N, W, N	26
Geffen	WC, C, N, S, SE	29
Epic	EC, C, N, W, N, S, SE	31
Positiva	WC, C, N, W, N, S	23

For all artists appearing on this chart, the Region Of Signing is North America.



This week's highest new entry in the Border Breakers chart (at number 12) is seized by Dutch duo 2 Unlimited, who are signed to Belgian label Byte. The pop dance act who provided Europe's best-selling single of 1993 with *No Limit*, now anticipate their forthcoming third album (due out on June 6), with a new single, entitled *The Real Thing*.

The Real Thing crosses over to 21 stations in five foreign regions. In the Northwest (British Isles), the response is strongest: no less than nine UK stations have added the song onto their playlists. Among these are leading EHR stations like 96.4FM-BRMB/Birmingham, Capital FM/London and Metro Radio Group/Newcastle, as well ACE station Cool FM/Belfast and dance-formatted Horizon Radio and Galaxy Radio/Milton Keynes. The North is next in line with five stations. In Sweden, ACE East FM 106 1/2/Norrköping and dance-oriented Studio Hit FM/Stockholm are championing the track, while in Denmark, two EHR stations are joining in, of which Gold-ranked Århus Nærradio/Radio Colombo/Århus is the most influential. National Finnish platinum EHR broadcaster Yle 2/Radiomafia/Helsinki has also added the track. The Central is represented by platinum-ranked EHR HR 3: LEIDER GUT/Frankfurt and dance-formatted Hit Radio N 1/Nuremberg. In the East Central, we count three early believers, two in Poland and one in the Czech Republic—gold-ranked Bonton Radio/Prague, the most influential supporter in that region. As for the West, at last, two francophone stations in Belgium are playlisting the West Central act, of which only platinum EHR Radio Contact F/Brussels really stands out.

The Real Thing is 2 Unlimited's fourth single in Border Breakers. *Let The Beat Control Your Body* went highest, peaking at number 4, earlier this year. Since the chart's launch in October last year, there has been no week without at least one title by the prosperous duo amongst its ranks!

Pieter Kops

The Regional Crossover charts track the cross-regional movement of product. The Border Breakers chart ranks the 25 most successful Continental European records making airplay impact outside their region of signing (airplay achieved in the original region is excluded from the calculations).

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

All three charts are non-format specific. "Region Of Origin" is not necessarily an indication of where the artist comes from but, more significantly, where he/she is signed. An increasing number of national artists are signed to "foreign" labels and M&M wants to acknowledge the crossover impact of such deals.

For each record, "Crossover Regions" are listed in order of first-time airplay appearance.

REGIONAL AIRPLAY

week 23/94

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The top-playlisted songs on European music radio (all formats), listed by region

NORTHWEST

TW	LW	WOC	Artist/Title	Original Label	Tot Stat	Rotation A	New B Adds
1	1	10	SYMBOL/The Most Beautiful	(NPG)	20 18	2 0	
2	11	3	SEAL/Prayer For The Dying	(ZTT)	22 15	7 3	
3	4	6	TONY DI-BART/The Real Thing	(Cleveland City)	20 17	3 0	
4	3	6	PRETENDERS/I'll Stand By You	(WEA)	20 18	2 0	
5	2	7	ERASER/Always	(Mute)	21 17	4 0	
6	9	2	WET WET WET/Love Is All Around	(Precious)	20 17	3 3	
7	7	2	BIG MOUNTAIN/Baby I Love Your Way	(RCA)	20 14	6 1	
8	5	4	JON/DETROIT/Ain't Nothing	(Rocket)	19 16	3 1	
9	8	4	ETERNAL/Just A Step From Heaven	(EMI)	18 15	3 0	
10	17	2	BEAUTIFUL SOUTH/Everybody's Talkin'	(Goldiscs)	20 12	8 1	
11	13	3	EAST 17/Around The World	(London)	17 14	3 1	
12	6	3	MICHAEL BOLTON/Lean On Me	(Columbia)	19 16	3 0	
13	10	5	C.J. LEWIS/Sweets For My Sweet	(Black Market)	15 13	2 0	
14	16	3	CRANBERRIES/Dreams	(Island)	16 11	5 0	
15	18	3	JON SECADA/If You Go	(SBK)	17 13	4 0	
16	12	4	CRASH TEST DUMMIES/Mmm Mmm Mmm	(Arista)	14 8	6 0	
17	15	3	BIG MOUNTAIN/Streets Of	(Columbia)	12 9	3 0	
18	19	8	BITTY MCLEAN/Dedicated To	(Brilliant)	14 10	4 0	
19	> NE	BAD BOYS INC./More To This World	(A&M)	16 12	4 2		
20	> NE	PINK FLOYD/Take It Back	(EMI)	14 9	5 1		

MOST ADDED

MARIAH CAREY/Anytime You Need A Friend
ASWAD/Shine
TRAFFIC/Here Comes A Man
EDDI READER/Patience Of Angels
DEACON BLUE/Dignity

(Columbia)
(Bubblet)
(Virgin)
(Blanco Y Negro)
(Columbia)

MOST ADDED

SIX WAS NINE/Drop Dead Beautiful
ROXETTE/Crash! Boom! Bang!
JON SECADA/If You Go
JOE COCKER/Summer In The City
SEAL/Prayer For The Dying

TW	LW	WOC	Artist/Title	Original Label	Tot Stat	Rotation A	New B Adds
1	1	4	ERASURE/Always	(Mute)	32 19	13 1	
2	4	7	TAKE THAT/Everything Changes	(RCA)	31 28	3 1	
3	3	9	SYMBOL/The Most Beautiful	(NPG)	30 26	4 1	
4	2	10	JOSHUA KADISON/Jessie	(SBK)	32 26	6 0	
5	10	5	PHIL COLLINS/We Wait And	(Virgin/WEA)	30 23	7 3	
6	5	3	HUEY LEWIS/Some Kind Of	(Elektra)	29 20	9 2	
7	6	8	ACE OF BASE/Don't Turn	(Mega/Metronome)	29 21	8 0	
8	7	14	BRUCE SPRINGSTEEN/Streets Of	(Columbia)	28 23	5 0	
9	12	4	PET SHOP BOYS/Liberation	(Parlophone)	27 20	7 3	
10	9	11	MARIAH CAREY/Without You	(Columbia)	25 20	5 0	
11	11	4	BIG MOUNTAIN/Baby I Love Your Way	(RCA)	22 17	5 1	
12	8	11	ROXETTE/Sleeping In My Car	(EMI)	26 24	2 0	
13	14	3	CRASH TEST DUMMIES/Mmm Mmm Mmm	(Arista)	26 18	8 1	
14	13	7	MADONNA/I'll Remember	(Maverick)	24 19	5 1	
15	> NE	SIX WAS NINE/Drop Dead Beautiful	(Virgin)	21 15	6 9		
16	> NE	JON SECADA/If You Go	(SBK)	23 12	11 8		
17	> NE	CHRIS DE BURGH/Blonde Hair	(A&M)	20 10	10 3		
18	> NE	PRETENDERS/I'll Stand By You	(WEA)	20 11	9 1		
19	16	12	JIMMY CLIFF/I Can See Clearly	(Columbia)	18 10	8 0	
20	15	9	DR. ALBAN/Look Who's Talking	(Cheiron)	16 12	4 0	

TW	LW	WOC	Artist/Title	Original Label	Tot Stat	Rotation A	New B Adds
1	1	5	PATRICK BRUEL/Bouge	(RCA)	16 15	1 0	
2	2	12	FREDER/GOLDMAN/JONES/Juste Apres	(Columbia)	15 15	0 0	
3	3	7	SYMBOL/The Most Beautiful	(NPG)	17 14	3 0	
4	4	6	MC SOLAAR/Séquelles	(Polydor)	13 12	1 0	
5	6	10	STEPHAN EICHNER/Manteau De Glore	(Barclay)	11 10	1 0	
6	5	15	BRUCE SPRINGSTEEN/Streets Of	(Columbia)	15 15	0 0	
7	7	7	PRETENDERS/I'll Stand By You	(WEA)	14 8	6 0	
8	8	11	I AM/Dans Le Mia	(Delabel)	14 13	1 0	
9	9	8	PINK FLOYD/Take It Back	(EMI)	9 8	1 0	
10	12	6	MISTY OLDLAND/A Fair Affair	(Columbia)	13 8	5 1	
11	11	4	HADDAWAY/Rock My Heart	(Coconut)	12 12	0 0	
12	10	4	BASHUNG/Ma Petite Entreprise	(Barclay)	11 6	5 0	
13	13	5	FRANCIS CABREL/Je T'Aimes	(Columbia)	11 10	1 1	
14	14	9	ACE OF BASE/The Sign	(Mega/Metronome)	10 10	0 0	
15	15	3	DES'REE/You Gotta Be	(Sony Soho Square)	11 8	3 1	
16	16	2	JIMMY CLIFF/I Can See Clearly	(Columbia)	8 8	0 1	
17	18	4	BIG MOUNTAIN/Baby I Love Your Way	(RCA)	8 5	3 1	
18	17	17	PHIL COLLINS/Everyday	(Virgin/WEA)	8 8	0 0	
19	19	2	STING/Nothing 'Bout Me	(A&M)	9 5	4 0	
20	20	4	ETERNAL/Stay	(EMI)	8 8	0 0	

NORTH

TW	LW	WOC	Artist/Title	Original Label	Tot Stat	Rotation A	New B Adds
1	1	10	SYMBOL/The Most Beautiful	(NPG)	44 40	4 0	
2	2	6	PRETENDERS/I'll Stand By You	(WEA)	36 30	6 1	
3	4	6	CRASH TEST DUMMIES/Mmm Mmm Mmm	(Arista)	32 26	6 5	
4	6	5	BIG MOUNTAIN/Baby I Love Your Way	(RCA)	35 29	6 1	
5	3	8	MADONNA/I'll Remember	(Maverick)	32 26	6 1	
6	5	7	ERASER/Always	(Mute)	31 24	7 2	
7	> NE	SEAL/Prayer For The Dying	(ZTT)	29 22	7 11		
8	10	2	ROXETTE/Crash! Boom! Bang!	(EMI)	29 24	5 4	
9	8	18	BIG MOUNTAIN/Streets Of	(Columbia)	24 16	8 0	
10	9	14	MARIAH CAREY/Without You	(Columbia)	23 18	5 0	
11	13	3	JON SECADA/If You Go	(SBK)	27 19	8 2	
12	15	2	C.J. LEWIS/Sweets For My Sweet	(Black Market)	15 11	4 1	
13	14	6	TAKE THAT/Everything Changes	(RCA)	23 11	12 0	
14	7	12	ROXETTE/Sleeping In My Car	(EMI)	20 16	4 0	
15	16	2	SIX WAS NINE/Drop Dead Beautiful	(Virgin)	22 18	4 4	
16	11	6	DES'REE/You Gotta Be	(Sony Soho Square)	15 13	2 0	
17	19	4	PET SHOP BOYS/liberation	(Parlophone)	21 14	7 1	
18	12	3	HUEY LEWIS/Some Kind Of	(Elektra)	24 14	10 1	
19	> NE	JOSHUA KADISON/Jessie	(SBK)	22 14	8 3		
20	18	9	ACE OF BASE/Don't Turn	(Mega/Metronome)	18 9	9 0	

MOST ADDED
SEAL/Prayer For The Dying
JOE COCKER/Summer In The City
YOUSSOU N'DOUR FEAT. NENEH CHERRY/7 Seconds
CRASH TEST DUMMIES/Mmm Mmm Mmm Mmm
ROXETTE/Crash! Boom! Bang!

(ZTT)
(Capitol)
(Columbia)
(Arista)
(EMI)

MOST ADDED
JOE COCKER/Summer In The City
YOUSSOU N'DOUR FEAT. NENEH CHERRY/7 Seconds
WET WET WET/Love Is All Around
ROXETTE/Crash! Boom! Bang!
C.J. LEWIS/Sweets For My Sweet

TW	LW	WOC	Artist/Title	Original Label	Tot Stat	Rotation A	New B Adds
1	5	11	LAURA PAUSINI/Strani Amori	(CGD)	14 13	1 0	
2	1	7	PRETENDERS/I'll Stand By You	(WEA)	16 8	8 0	
3	6	3	C.J. LEWIS/Sweets For My Sweet	(Black Market)	11 8	3 3	
4	2	7	TAKE THAT/Everything Changes	(RCA)	14 12	2 0	
5	8	13	JOSHUA KADISON/Jessie	(SBK)	11 9	2 0	
6	3	10	SYMBOL/The Most Beautiful	(NPG)	13 10	3 0	
7	9	15	MARIAH CAREY/Without You	(Columbia)	11 10	1 0	
8	11	6	TIMELESS/Where Is The Love	(Dino)	12 8	4 0	
9	7	15	BIG MOUNTAIN/Streets Of	(Columbia)	11 10	1 0	
10	> NE	JOE COCKER/Summer In The City	(Capitol)	8 3	5 4		
11	4	2	UNLIMITED/It's The Real Thing	(Bye)	11 8	3 0	
12	14	4	TONI BRAXTON/Another Sad	(LaFace/Arista)	10 4	6 1	
13	> NE	WET WET WET/Love Is All Around	(Precious)	7 5	2 3		
14	10	6	CRASH TEST DUMMIES/Mmm Mmm Mmm Mmm	(Arista)	10 5	5 0	
15	12	2	REEL 2 REAL/I Like To Move It	(Positivo)	10 7	3 0	
16	19	4	DULFER/Street Beats	(EMI)	6 3	3 1	
17	> NE	TOM ROBINSON/Hard	(Cooking Vinyl)	7 5	2 2		
18	> NE	URBAN COOKIE COLLECTIVE/High On	(Pulse 8)	9 5	4 0		
19	15	3	CRYSTAL WATERS/100% Pure Love	(Mercury)	7 4	3 0	
20	> NE	YOUSSOU N'DOUR/7 Seconds	(Columbia)	5 5	0 3		

TW	LW	WOC	Artist/Title	Original Label	Tot Stat	Rotation A	New B Adds
1	1	8	DES'REE/You Gotta Be	(Sony Soho Square)	15 10	5 1	
2	2	8	MADONNA/I'll Remember	(Maverick)	17 15	2 1	
3	3	2	SEAL/Prayer For The Dying	(ZTT)	14 11	3 1	
4	5	4	JON SECADA/If You Go	(SBK)	15 12	3 2	
5	6	10	SYMBOL/The Most Beautiful	(NPG)	16 13	3 0	
6	11	5	UMBERTO TOZZI/I Muoio Di Te	(CGD)	14 13	1 1	
7	10	8	PRETENDERS/I'll Stand By You	(WEA)	13 7	6 1	
8	7	8	PINK FLOYD/Keep Talking	(Mercury)	14 10	4 0	

ALICE COOPER

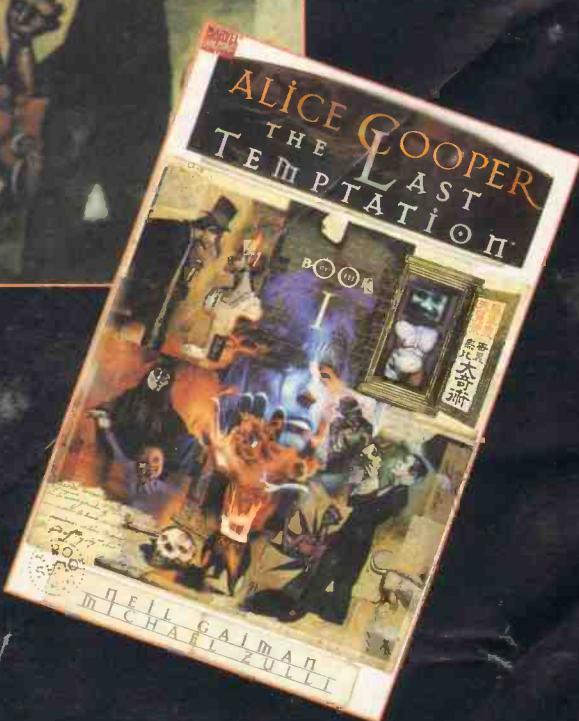
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