

PRETENDERS

packed!
the new album
out 14th may

wea

MUSIC & MEDIA

Volume 7
Issue 20
May 19
1999
£3
US\$ 5
ECU 4

The European
Music &
Broadcast
Trade Magazine

Bavarian Station Stops Programming CD-3

by Chris Fuller

Munich - CBS Records' persistence in servicing radio with CD-3 has provoked conflict with Bavarian public broadcaster Bayerischer Rundfunk (BR). According to Jim Sampson, programme consultant on pop channel Bayern 3 (BR3), CBS' inability to provide CD-5 singles over CD-3 and vinyl will "seriously affect our playlisting of new CBS product".

Due to a space-saving drive in the BR archive, the station is now loathe to accept vinyl singles or albums and seeks to become an all-CD operation. But it has also decided not to play CD-3 singles, which CBS still services to stations across Europe in preference to CD-5. All other majors have ceased production of CD-3.

At CBS in Frankfurt, marketing director Hubert Wandjo says the company is concerned over BR3's action and will approach the station to "discuss ways

around the problem". But he stressed it would not affect the company's general policy on CD-3. Sampson slams CD-3 as "a toy format which should go. The discs are difficult to handle and archive, easy to lose, the packaging is cheap and insufficient and can easily cause damage to the disc."

"The players we use are first generation Studer. They accept CD-3 adaptors, but unloading and reloading is a fiddly and time-consuming business. It can take over 20 seconds, about double that when using CD-5, and that is unacceptable within a fast-moving radio show. We have tried several different types of adaptor, one of which made loading simpler but was easily broken."

New generation Studer machines will accept CD-5s without adaptors but are not compatible with BR3's master control desk. Sampson continues on page 6

Italian Private Radio Shake-Up

by David Stanfield

Rome - Italy's private radio sector faces a major shake-up if legislation recently approved by the government's Senate is passed by the full parliament. The most important aspects of the legislation include a redistribution of radio frequencies, changes to advertising restrictions and different regulations for networks and national broadcasters.

The redistribution of frequencies would see more airspace for non music-based 'community' stations, which are operated by cultural and political groups. Under the legislation, they would be allocated 30% of the national frequencies, with 70% going to commercial broadcasters.

There has been no legislation covering radio in Italy,

which has about 4,000 private broadcasters, since the first station was launched in 1975. The number of frequencies available under the new laws has not been announced. And although each broadcaster will have to comply with a series of technical regulations, these still remain unclear. Meanwhile, the proposed regulations governing advertising represent a major blow to private national broadcasters, who will be limited to national advertising only.

Alberto Hazan, head of private national stations Rete 105 and Radio Monte Carlo, says this aspect of the legislation is 'stupid'. Hazan: "We are being penalised. In The TV sector Silvio Berlusconi takes both national and local advertising".

continues on page 6

PWL Launches French Label

by Emmanuel Legrand

Paris - UK production house PWL is to begin producing French-language records for its new label PWL France, which will be marketed and distributed by Polydor France. According to PWL MD David Howells, it is the first time mainland European artists, singing in their own language, will be fully produced and released by the company.

The new label emphasises the company's continued commitment to French music. Last year it released (via its PWL Continental subsidiary) two records licensed from CBS France that had been turned down by CBS UK; *A La Vie, A L'Amour* by Jackie Quartz and *Debut de Soiree's Nuits De Folie*. Both singles

reached the French top 20, with *Nuits De Folie* spending nine weeks at no. 1.

Belgian manager and producer Lou Deprijk (who launched Viktor Lazlo's career) will select the acts, which will be approved by Pete Waterman. Roland Kruger, publisher of PWL's All Boys Music in France and Belgium, will co-ordinate the project.

Howells says although the company believes French music has wide potential, "we will be very selective and plan to release no more than two or three records a year".

PWL UK productions, such as Kylie Minogue, will continue to be distributed in France by CBS.



Adele receives a platinum disc for her self-titled debut album at a party to celebrate the first of her London concerts. She is joined by Chryslis executives and members of Snack Music Productions.

CONTENTS

Soul II Soul Launch New Decade At IM&MC 4

Major acts lined up for Amsterdam conference

Luxembourg Delays Scandinavian Service 6

Discussions with performance rights societies continue

Spectrum Puts Jackson On Ethnic Playlist 8

New UK station takes 'liberal' approach to promoted programming

AVRO Swaps Top 40 For Album Format 14

Dutch broadcaster moves away from dance-dominated singles chart

Mid-Price Product 19-21

A look at the cheaper end of the market

An EPRM publication in partnership with

Billboard

MYLENE FARMER

(N°1 ARTIST IN FRANCE)

"SANS CONTREFAÇON"
FIRST SINGLE

"AINSI SOIT JE..."
CD MC LP

NOW... ALL OVER EUROPE



12 new songs from MADONNA



**11 SONGS FROM OR
INSPIRED BY THE
FORTHCOMING FILM*
DICK TRACY**

**Plus the
CONTEMPORARY
SMASH HIT
"Vogue"**

*EUROPEAN RELEASE: U.K. JULY 6 SPAIN: SEPTEMBER 14
FRANCE: SEPTEMBER 26 GERMANY: SEPTEMBER 27
SWEDEN: SEPTEMBER 28 ITALY: OCTOBER 5 HOLLAND: OCTOBER 5
SUBJECT TO CHANGE

PHOTOGRAPHY: PATRICK DEMARCHELIER



MUSIC FROM AND INSPIRED BY THE FILM DICK TRACY

Ships to dealers Friday May 18th



extra

Following NRI's unsuccessful bids for a London franchise last year, another French station, **Europe 1**, is now trying to get a foothold in the UK radio market. According to Europe 1's head of development **Martin Brisac**, it will team up with British investors to apply for one of the franchises to be awarded by the Radio Authority (which will replace the IBA) next year.

Meanwhile, the IBA has been flooded with over 800 "letters of intent" from groups seeking to launch radio stations. The IBA, which is currently sorting the letters according to type of service and location, will use the information to help identify areas where new radio services are most in demand. These will be given priority.

An announcement is imminent on the future of troubled Dutch satellite station **Radio 10**. In the wake of the pop channel's lengthy and costly legal battles, rumourers abound that it is seeking foreign investment and is planning a total relaunch. But at press time MD **Jeeroen Soer** was tight-lipped: "We are in negotiations and an announcement will follow soon."

Due to illness, **Frank Zappa** has cancelled his IM&MC keynote address. The current line-up of keynotes include **Steve Crane**, president of **Emmis Broadcast** ('New Investment Opportunities In European Radio'); **Colin Waters**, MD Laurel Benedict ('Radio Europe 2000'); **Al Heller**, Chairman MCA Music Entertainment Group ('World Radio: Mirror Image of America or an Original Statement?'); and **Mike Haas**, programme director Antenne Bayern ('Keeping Your Market Share').

UK industry organisation **BPI** is in battle with music publishers over the level of mechanical royalties rates. The MCPS (Mechanical Copyright Protection Society, representing the publishers) wants a 12% rise over existing levels. However, the BPI is calling for a cut of 20%, to bring the UK in line with royalty payments in mainland Europe. MCPS wants a quick decision so it can install a new system from July 1, but debate over the issue may make this impossible.

edited by **Magchel Bakker**

Soul II Soul Launch New Decade At IM&MC

by **Hugh Fletcher**

Soul II Soul launch their second album, *Soul II Soul Volume II: 1990 A New Decade*, at the International Music & Media Conference (IM&MC) in Amsterdam on May 28. The band, whose *Club Classics Volume I* has sold 850,000 in the UK and 420,000 in Europe, will hold a press conference and conduct two days of radio and press interviews at the conference.

However, it is unlikely that exclusive previews of the album, because of bootlegging problems with their current single, *A Dream's A Dream*. Pirated white labels of the single were found on sale in Italy a week before Virgin sent the official copies out. "The two radio stations involved were not to blame but it makes it very difficult to give radio exclusives as a result," says senior international product manager **Yvonne Fletcher**.

Virgin has only got the band for one week of promotion before they start rehearsing for dates in Japan and the US this summer. European dates are expected in

the autumn. "It's impossible to fit in all the requests we have had to talk with them," says Fletcher. "We'll probably have to ask journalists from different countries to double up in interviews in order to accommodate them."

The new album includes two tracks that have already been hit singles - *Get A Life* and *A Dream's A Dream* - and the prospect of more to follow, as it looks set to be among this summer's most played records. The other eight tracks include *Kym Maxwell* singing on *Missing You* and sax player *Courteney Pine* on *Courteney Blues*.

"Having two hits already on the album gives us a great advantage," says Virgin International GM **Chris Griffin**. West Germany, Sweden, Holland and more recently France have been the best territories for Soul II Soul in continental Europe so far. But Griffin is particularly proud of Greece where *Get A Life* has just been topped from no. 1 spot after nine weeks... by *A Dream's A Dream*.

Meanwhile, **Kim Wilde**, Paul

Young, Soul II Soul, Manu Negra and Sonia are among the international artists who will be at the IM&MC to meet the media. The conference will also feature some 35 acts on the verge of international crossover, during a four-night live showcase programme which will be extensively covered by MTV.

Due to inability of international distributors to confirm broadcast dates for the *Rock Over Europe* TV show, the conference organisers have decided not to stage the telecast this year.

Organiser **Jan Abbink**: "We couldn't make TV commitments with record companies regarding top acts when the situation was so uncertain, and we're quite sure that many are still sending top artists for promotion. The music at this year's conference will present a much more realistic and dynamic picture of what's developing on the international music scene than a big playback show anyway. It seems no one is interested in that sort of thing any more."

Donington Rocks At BBC Radio 1

BBC Radio 1 will broadcast the whole of this year's **Castle Donington Monsters Of Rock Festival** live on August 18. The station, which has secured UK rights to the show, has traditionally broadcast a live preview on its 'Friday Night Rock Show' with DJ **Tommy Vance**. He will now introduce headliners **Whitesnake**, special guests **Aerosmith**, **Poison**, The **Queerboys** and **Thunder** from the Donington stage. Coverage will start at 14.00.

Radio 1 has already aired a series of major live broadcasts including concerts by **U2** and **Eric Clapton**. And on June 30 it will feature the **Wednesday 1990** live show with **Pink Floyd**, **Phil Collins**, **Paul McCartney**, **Mark Knopfer**, **Elton John** and **Tears For Fears**. The station is also tipped to gain the rights to one of the **Rolling Stones** UK concerts this summer. □

95% Music On Melody Radio

London's new easy-listening FM station, **Melody Radio**, claims its less talk, more music format will break the mould of UK commercial radio when it launches in July. "One of the station's selling points is the avoidance of unnecessary talk and concentration on music, a first as far as the UK is concerned," says station manager and programme controller **Sheila Porritt**.

"We will be a continuous music station, with no celebrity DJs, no personality interviews, no phone-ins or chart shows. The only interruptions will be for commercials, local information and brief news, weather and traffic updates, with a music-to-speech ratio of 95-5%."

Melody, which is backed by the financial group **Hanson Trust** and involves **Radio Clyde** in a management role, is currently auditioning presenters. It will be targeted at a 35-60 age group with an initial target audience of 13% (around one million). Artists featured will range from The **Carpenters** to **Frank Sinatra**. Porritt: "We are looking to those people who grew up on

radio but feel disenfranchised by the commercial stations. In music terms, the closest analogy would be **BBC Radio 2**, though we would differ greatly in presentation." Melody aims to limit its advertising to six minutes an hour.

(advertisement)



dierks studios
professional audio - video mobiles

see you at the IMMC at the Paradiso

dierks studios
tel. (49) 2238-2040/3333
fax. 27 34

Key Players Respond To 'Heartless' Radio Attack

by **Chris Fuller & Gary Smith**

Prominent players from West German private radio have given a mixed reaction to comments from **Udo Lange**, MD of Munich-based **Radio 10**, which branded computer-aided programming as 'heartless' at a recent press conference held by record industry association **BPW**.

Lange claimed the predominance of all-hit formats in private radio left little chance for new artists, doubted pop radio's ability to spot new musical trends and said heavy use of 'powerplays' decreased record sales. "What is currently broadcast is often a heartlessly compiled music bin of one title after another, instead of an informative and lively presentation of pop music," he said.



D-Mob has just signed a management agreement with **SBK** and a publishing deal with **EMI Music**. From l-r: senior VP **SBK/EMI**, **Arma Anders**; **SBK/EMI** music chairman **Charles Koppelman**; D-Mob head singer **Chilly Davis**; **Martin Bendler**, president **SBK** and vice chairman **EMI Music**; and D-Mob's manager **Simon Fuller**.

PolyGram West Germany Aims For 600 Laser Titles

by **Volker Schnurrbauch**

Hamburg - Following **PolyGram's** decision to relaunch its ill-fated **CD Video (CDV)** format in the autumn, West German MD **Wolfgang Dieter Gramatke** says he expects in the revised catalogue to include 600 titles by the end of the year. The autumn campaign will feature the format's new name, **Laser Disc (LD)**, a trademark owned by hardware manufacturer **Pioneer** and already used in Japan and the US. The **CDV single (S')** will retain its original name.

Gerd Schmidt-Walk, **PolyGram's** CDV marketing manager, says "the relaunch is based on revised price and software policies." Philips will offer **CDV/DL** players for less than **DM 1000** (app. **US\$ 600**).

At **Radio Schleswig Holstein (RSH)** in Kiel, northern Germany's leading private channel, head of music **Martin Schwedel** agrees there is an over-abundance of mainstream programming. But he contends that more private stations, not less, would ease the problem.

"I'll had more then it would be much easier to cater for special interest groups," says Schwedel. "Research shows that a broad slice of listeners like hearing established artists and old hits from 25 or 30 years ago. Many stations must respond to this, and play mainstream material to cater for their wide range of listeners."

As for 'heartless' computer-aided programming, Schwedel comments: "Computers are

dumb machines, as good or bad as the person programming them. They are used to guarantee certain records receive the right number of rotations, the rest is down to the skill of the operator."

Martin Schmitz, marketing director at Munich-based national satellite broadcaster **Star&Sat**, agrees with **Lange** that a lot of West German commercial radio is dull. "Too many stations stick to a rigid playlist system and are afraid to deviate from what's in the national chart or to experiment with new music. If it were not for the jingles you could not tell one from the other."

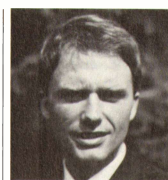
But at **Star&Sat**, **Schmitz** claims **LDs** are allowed "far more freedom". "This is all-brain radio," he says. "Our playlists are put together by committee without the aid of computer, headed by MD **Peter Pelunka**. Presenters are encouraged to pursue personal taste and regularly pick up on things which are not necessarily being pushed by the music industry. By looking beyond the charts, the station attains an original feel and we pick up on things months before the competition."

A more hostile reaction is given by **Mike Haas**, programme director at Bavaria's **Antenne Bayern**, the leading statewide private, who describes **Lange's** comments on programming as "hogwash".

Haas: "I don't know which stations he's listening to. At **Antenne Bayern** we certainly don't blindly follow the charts, as **Lange** seems to think, but I do look for a certain sound which will appeal to the widest reach. That's what that radio is sold and we have to come up with the numbers. As a businessman I'm sure **Lange** would appreciate that. But I am always on the lookout for new product that fits the format, which is oldies-based **Euro AC**."

And at **West Berlin's** leading commercial station **RIAS 2**, head of music **Henry Gross** refutes the suggestion that radio cannot spot trends. "Every week we listen to everything that has come in during the previous seven days and if it's good we play it. It doesn't matter whether it's an unknown artist or **Elton John**, the same criteria applies."

Gross dismisses **Lange's** criticisms of powerplays as ill-



Mike Haas

found. **Gross**: "I don't believe records can be killed off by powerplays - and anyway I don't think powerplays in the sense that **Lange** means really exist here. When we started, powerplay records were played four times per day. But now we just have an **A** and **B** list, each one consisting of 22 titles. The **A** list is played twice per day and the **B** list is played once per day. For the **A** list that usually means once at eight in the morning and again later in the evening." □

(advertisement)

POWERFUL PEPE AHLQVIST H.A.R.P.



LIVE AT MILKY WAY AMSTERDAM SCANDINAVIAN SHOWCASE MONDAY MAY 28th

Available for your territory

Contact during IM & MC
TIMO LINDBROOM
A&R Manager
Hotel Krasnapolsky
DAM 9, Tel. 354 9111

FAZER MUSIC INC.
P.O. Box 169, SF-02011 ESPOO FINLAND
Tel. +358 0 435 011, Fax 122782, mult. tel. +358 0 455 2352

MOVING

Media: Jeff van Gelder, formerly with Schwarzwald Radio has joined NRW in Oberhausen as head of music ★ Stefan Hetschig is the new head of music at West Germany's Radio Gong, following the departure of Arno Mueller ★ Thomas Klock, programme director at Antenne Austria has left the station and is replaced by Doris Kodat ★ Lauk van Rooij joins AVRO Radio 3 in Holland as a DJ, while Bas Westerweel has left radio to concentrate on TV ★



Lagden

Kevin J. Lagden has been appointed head of sales at VCI Programme Sales, responsible for all rights to Strand VCI's own productions and with European rights for VCI's catalogue ★ Mike Southgate has been promoted to MD of production facilities at LWT following the retirement of Peter Cazaly next month ★ Margaret Mathieson is to become MD of Island World Productions, a new production house being formed by Island Records and World Film Services ★



van der Kroft

Music Industry: After lengthy legal proceedings Albert van der Kroft, ex GM BMG Anstalt Holland, has now officially joined Polydor Holland as MD ★ Anne-Marie Nicol has been promoted from head of international at London's East West to director of international ★ Neil Cox, formerly international manager for RCA/BMG UK, has joined EMI's International Marketing Division and will be responsible for marketing EMI acts in Europe ★ WEA Europe has appointed three new London-based marketing managers, Jane Evans (associated labels), Lars Toft (Atlantic, Atco, Elektra) and Rainer Focke (WEA Int., WEA Global Affiliate, licensed labels) ★

CHAIRS

Luxembourg Delays Scandinavian Service

by Chris Fuller

Radio Luxembourg International's proposed satellite radio station for Scandinavia has been delayed because of protracted discussions with performance rights societies in the four Nordic territories. But Maurice Vass, MD of Radio Luxembourg (UK), which will operate the new station, expects clearance to be given later this month.

The daytime English-language service, carried via the Astra satellite on the back of the signal used by parent company CLT for Dutch TV channel RTL-Veronique, was intended to begin at the start of the year.

Vass: "Negotiations have been slower than expected but we are not worried. We're not the sort of organisation to just rush into an territory with a signal and then find ourselves in trouble. It's im-

Bavarian Station Stops CD-3

continued from page 1

portant that we establish a good relationship with the various copyright agencies from the start. They must realise that we are experienced international broadcasters who play by the rules!"

Vass criticises Dutch-based Sky Radio for "rushing into Scandinavia without gaining copyright clearance. Now they must withdraw. That approach is entirely wrong!"

At present, Luxembourg is running a non-speech 'Music-Scan' service during the day, beginning at 6.00 hours. From 14.00-17.00 RTL's Luxembourg-based English-language service takes over and, from 20.00, the British service is also available on 208/140 KHz medium wave.

Vass aims to secure an initial audience of one million cabled homes across Scandinavia and,

with the switch of the 208 signal to the satellite in the evenings, he hopes for a number of new cabled listeners in the UK. The station is planning promotional campaigns in both Scandinavia and the UK.

The proposed Scandinavian service will feature 208 DJs plus Cass Jones, formerly from UK commercial station Ocean Sound.

of the all-CD satellite station Star★Sat, also based in Munich, says the channel incorporates CD-3 into its programming though "in an ideal world they would not have to. In terms of handling and loading they make for a lot of extra work".

At West Berlin's public station Sender Freies Berlin (SFB), producer Jurgen Jurgens agrees: "We use them because we prefer CD over vinyl, but they are more difficult and dangerous to work with than CD-5s. We find that using a CD-3 adaptor causes noise and, especially on the third or fourth track of the disc, the laser is prone to skipping. They are also extremely awkward to store."

And in Hamburg, private station Radio Hamburg uses both vinyl and CD-5s - but not CD-3. Head of music Michael Missy: "CD-3s are not acceptable because they are so difficult to handle. And even with adaptors I find them unreliable. It's a radio-unfriendly format." □

son: "If we invested in new CD-players we'd also have to install a new desk, which could cost anything up to US\$ 50,000. For the sake of one record company, we are not prepared to do this!"

Sampson says the channel is not boycotting CBS product and praises the company for its support in the past. But as BR3 gives preference to CD-5s over CD-3 and vinyl, current CBS policy will seriously effect both the placing and frequency of CBS product on the channel's A, B and C playlists.

Hubert Wandjo says CBS believes in the format and will persist with it indefinitely: "Recent figures from Media Control 'West Germany's' airplay monitoring organisation) show we are second only to WEA in terms of West German national airplay, which indicates that other stations are having no problem with the format. We have had no other complaints.

"We see it as a configuration of the future. It offers broadcasters a choice and represents less waste in terms of materials used and packaging. And at retail, we are selling as many CD-3s ratio-wise as other companies are selling CD-5s."

Other West German broadcasters contacted by Music & Media were also critical of CD-3. Martin Schmitz, marketing direc-

tor of the all-CD satellite station Star★Sat, also based in Munich, says the channel incorporates CD-3 into its programming though "in an ideal world they would not have to. In terms of handling and loading they make for a lot of extra work".

At West Berlin's public station Sender Freies Berlin (SFB), producer Jurgen Jurgens agrees: "We use them because we prefer CD over vinyl, but they are more difficult and dangerous to work with than CD-5s. We find that using a CD-3 adaptor causes noise and, especially on the third or fourth track of the disc, the laser is prone to skipping. They are also extremely awkward to store."

And in Hamburg, private station Radio Hamburg uses both vinyl and CD-5s - but not CD-3. Head of music Michael Missy: "CD-3s are not acceptable because they are so difficult to handle. And even with adaptors I find them unreliable. It's a radio-unfriendly format." □

(Advertisement)

Grace Kauris

I DON'T KNOW
WHAT'S GOING ON

Taken from the album
کستان احیات

EMI RECORDS

Wilson Phillips

"... a California dream come true ..."

New CD, LP, Cassette featuring the U.S. Top 20 single 'Hold On'

Spectrum Puts Jackson On Ethnic Playlist

by Paul Easton

Spectrum Radio, the London multi-cultural commercial station due on air early in June, will take a liberal view of 'ethnic music programming', according to station manager and programme controller Keith Belcher. The station's daytime programming will be based on a 'mellow adult contemporary' format with blocks of specialist music and talk shows during the evening.

Spectrum's promise of performance to the Independent Broadcasting Authority (IBA) states it will broadcast a mixture of talent and music, designed to appeal to the tastes and interests of the main ethnic minorities in the London area. At least 80% of the music broadcast will be performed or composed by ethnic artists in the language and/or preferred

style of the ethnic minority at which the programme is directed. There will also be at least eight hours a day of programming, including music, in the language of the targeted groups.

Belcher: "We won't be playing a lot of music from the charts, or much house or hip-hop. We'll be playing a wide variety of good quality music during the day that is non-British or ethnic in the true sense of the word."

"After all, we can play Barry Manilow and Barbara Streisand because they're Jewish and Michael Jackson is black. Look at *Lambada*, which must have been the biggest dance craze in Britain last year. That was an ethnic record in a foreign language yet it was hugely popular."

"I'm getting fed up with the

belief that the only good music is by white Anglo-Saxon protestants and that black musicians all play old drums and Greeks always play bouzoukis!"

Spectrum will broadcast 24 hours a day on 558AM to the Greater London area, which has an adult population of 8 million. In addition to the regular peak programmes aimed at a cosmopolitan audience, there will be tailor-made programmes for Spanish, Jewish, Italian, Asian, Chinese, Greek, Arab and Afro-Caribbean listeners. Potential

advertisers will have the chance to target these different ethnic groups.

So far, the IBA says it is satisfied with Spectrum's plans. Radio programme officer Janet Lee: "An outline schedule has already been discussed with Keith Belcher which seems to be within the terms of the promise of performance. We certainly expect to keep them in it, and if they don't we will take steps to ensure that they are brought into line very quickly!" □

Riverside Seeks BBC Frequency

Riverside Radio, one of the unsuccessful applicants for the London FM franchise last year, has made a novel approach to the GLR to provide a full-time adult rock service on the FM frequency of Greater London Radio (GLR).

GLR is one of the BBC's local stations under threat of closure as the corporation tries to save £12.5 million in its regional services by 1993. The station has also been criticised by the IBA for 'wasting' its FM frequency.

Riverside consultant Colin Walters, former MD of Piccadilly Radio and French broadcaster

Europe 1, wrote to BBC director-general Michael Checkland suggesting the idea. Checkland says no decision over the future of GLR will be taken before the autumn. He adds that "any future plans for GLR, which is still in a period of having to maximise its audience, would not necessarily include relinquishing frequencies."

Riverside would not be allowed to operate as a commercial station under the terms of the BBC's charter, but the BBC is allowed to contract out programming to independent producers. □

Commercial Radio Searches For National Pop Talent

by Hugh Fielder

Commercial radio stations across the UK are promoting the Young Britons 1990 search for new rock and pop talent. Selected acts will get the chance to record a single and album, as well as appearing on a compilation LP coinciding with a Young Britons nationwide tour.

So far, 16 stations from across the UK have joined the promotion. Each station will broadcast details of the talent search and invite tapes from young acts. These will be listened to by judges from Young Britons Ltd, a company formed by AIR Records, and a shortlist will be drawn up.

The stations will then be able to participate in a series of regional showcases during July, which can be broadcast live or recorded for later transmission. They can in-

volve their listeners or supply judges and/or celebrities to series up to 15 acts who will then get the chance to record material for a single and album. Stations can also use the promotional showcases for their own promotional activities and will be paid a nominal fee to cover expenses.

The selected acts have to sign a contract with Young Britons, giving the company the right to record and release one album but they are free to sign to any other company afterwards and there are no management or publishing restrictions.

Singles from acts chosen by Young Britons will be released during July and August and a sampler album will be issued in September, when the selected bands will go out on a UK tour. □

Five New Regional Stations in GDR

by Volker Schunrabe

East Germany's media council has decided to create five regional radio stations, each broadcasting for 20 hours a day, at the expense of one of the country's four national stations, Radio DDR 2.

In light of the decision, Werner-Falch and Klaus Schmauz, vice-directors of Radio DDR, whose broadcasting time has been cut to 16 hours a day, have called for the 'rapid development of a federal media infrastructure'.

Maltusch says the regional stations' programming will include 'new' service information and entertainment, satisfying the musical tastes of the 25-45 age group.

The five stations, which will be launched on July 1, will serve Mecklenburg, Brandenburg, Saxony-Anhalt, Saxony and Thuringia, which are expected to be re-established as federal states.

The remains of Radio DDR 2, an East/West German cultural station, to be broadcast via the Astra satellite. Kultur D will carry no advertising.

Meanwhile, Maltusch says West Berlin-based public broadcaster SFB 2 is being considered as a possible partner for Kultur D and East Germany's youth channel, DT 64. □

Radio W 1 Sets New Hit Record

Wurzburg - Radio W 1, a 24-hour private station in the Bavarian city of Wurzburg, has set a new record for broadcasting his non-stop. Programme director Marcus Speh says presenters Kaya Goek and Marcus Schiller worked in eight-hour shifts for 100 consecutive half days (April 24 to May 4) and played 2002 hits.

The previous record was held by two SDR presenters in Stutt-

gart, who played 1501 hits. The titles broadcast were chosen by about 12,000 listeners, who filled out one of the 30,000 postcards Radio W 1 distributed in its listening area. To end the marathon session, Goek and Schiller broadcast the 10 most requested titles in the from the Tanzpalast disco in nearby Kitzingen. Since O'Connor's *Nothing Compares 2 U* headed the request list. □

It Takes Presidents

- Signed worldwide to WEA West Germany.
- Published by Miuai Musik.
- Managed by Manfred Schmidt, based in Cologne.
- Debut album: *God Bless Harmony*.
- Producer: Ian Price in London.

■ Current single: *Hey Lord*, the second from the album. A third single, *Sting Of A Wedding Ring*, is scheduled for release on June 15.

■ Euro release: *God Bless Harmony* has been released in the GAS territories.

■ Marketing: WEA is giving radio promotion priority and the duo are spending two weeks on an extensive national media tour, with radio, TV and press interviews at all major stations and magazines.

■ Tour: WEA is considering organising a number of showcase gigs at major club

venues, depending on media response to the group's PR tour.



This German/British duo, Andreas von Kane and ex-Academy singer and songwriter Nicholas Marriott, met at a London studio last May. Their music is melody-oriented pop, and all the tracks were written or co-written by themselves.

Among the musicians appearing on the album were Morris Michael (Tina Turner, ABC), saxophonist Harry Sokal (Wang Chung), Chicago arranger Jeremy Lubbock and Juliet Roberts, formerly from Working Week. □

WORLDWIDE

BMG, PolyGram Launch GDR Distribution

BMG Ariola Munich has announced the opening of an East Berlin office for the Bertelsmann Music Group's distribution and marketing activities in East Germany.

Joerg Stempel, formerly assistant director of distribution VEB Deutsche Schallplatten, has been appointed to manage the company's activities. Stempel will build up a catalogue drawing from such BMG labels as Ariola, RCA, Arista, Hansa, Miller, and Ariola Express. Frauke Koch has been appointed as BMG's East Berlin-based A&R talent scout.

Meanwhile, PolyGram has also announced the launch of a distribution system in East Germany. MD Wolf-Dieter Gramatke

says the company was forced to act alone after negotiations between West German industry representatives and the VEB Deutsche Schallplatten failed to produce concrete results.

Gramatke: "Manfred Zunkeller (MD WEA), Thomas Stein (MD BMG Ariola Munich) and I had tried repeatedly to come to an agreement with the VEB, but the company is undergoing total restructuring and nobody wanted to make commitments. At the moment nobody knows what form the VEB will eventually take".

PolyGram has appointed former VEB sales director Lothar Rodis as distribution manager. □



West German 'Jan punk' band Die Toten Hosen celebrate getting a gold record for their Virgin LP 'Ein Kleines Bißchen Horrorshow'. The award was presented during an appearance on Swiss TV.

BLM Offers Second State Licence

Munich - Bavaria's media authority BLM is accepting applications for a second statewide private radio licence. The only applicant to date is Radio Melodie, which is backed by telephone directory publisher Gunther Oschmann's Neue Welle.

Oschmann already holds shares in about 24 local stations in

Bavaria, statewide station Antenne Bayern and Radio 2000, which produces mangled (shared) programming for numerous Bavarian privates. If it is issued with the licence, Radio Melodie plans to target the over-35 age group, with an accent on folk programming. □

(advertisement)

Official Pop Merchandising  Official Tour T-Shirts

Rolling Stones
Madonna
Iron Maiden

Public Enemy
Guns 'n' Roses
Helloween etc.

For Retail Distribution
Rotterdam 0031/10/4765577
Fax 0031/10/4770258

(advertisement)

Grace Jones

I DON'T KNOW WHAT'S GOING ON

توستان حیات

Taken from the album

EMOTIONS * PARK

RECORD LABEL

March Sales Drop 8% On 1989

by Emmanuel Legrand

Sales figures for the French music industry in March were 8.3% lower than for the same period last year, according to industry body SNEP. Turnover for the month reached Frf 361 million (app. US\$ 63 million) compared

to Frf 393 million in March 1988, the first fall since the recovery of the industry in 1987.

However, overall sales for the first quarter of the year show an increase of 13.6% to Frf 1.2 billion and SNEP predicts a 1.92

sales figure of Frf 5 billion.

Vinyl singles and LPs registered the biggest decrease. Album sales dropped from Frf 45 million in March 1989 to Frf 16 million in 1990, a decline of nearly 65%. Meanwhile, cassette sales dropped 14.7% to Frf 95 million. CD sales increased by 12.9% to Frf 211 million. The CD now accounts for just under 60% of total turnover.

The March dip has worried some industry observers, but others are confident that strong releases in May and June will help boost sales. The opening of the Marseilles Virgin Megastore and a new FNAC store in Paris will also strengthen consumer interest.

WEA France, international manager, Jean-Paul Commin, says the decline of single sales is accelerating: "At the moment there are no substitutes, such as the CD single, which can really replace the format. France is now living in a situation where the single is nothing but a promotional tool. Globally, if this movement continues, it would be very worrying for the industry, but let us wait and see if it is a lasting trend." □

Lang Backs Calls For Music Channel

French culture minister Jack Lang says the French government supports the idea of an all-music TV channel. Lang was speaking to industry leaders at the launch of the government's scheme to promote video clip production.

During the presentation SNEP president Patrick Zelnik, who is also president of Virgin France, renewed the call for an all music channel, saying there was no point in producing more clips if there was nowhere to see them.

Lang says the idea did have government backing: "We want a decision to be taken within the CSA as soon as possible, so that a real music channel will exist in France"

Lang was backed by the minister of communication Catherine Tasca, who says video production standards have improved considerably during the last three years: "When the first music channel [TV6] was closed down in 1987, productivity was relatively feeble. The initiative has to be taken by producers and the TV channels. The new support mechanism for video clips contains elements which will help advance the cause of music channels." □

Radio Mayak Strikes Fun Radio Deal

by Jacqueline Eacott

Fun Radio has concluded a deal with Soviet state station Radio Mayak, which will see the two exchanging programming featuring local repertoire. Mirjana Roben, who is responsible for development at Fun, says the agreement "allows Fun to broadcast an hour of essentially French music on Radio Mayak every week".

The show will be presented in Russian by a Radio Mayak presenter. In return, Fun will broadcast a weekly show featuring Soviet bands. The agreement is likely to be the first stage of a lengthy co-operation between the two stations, which will be developed later in the year.

The first show featuring French artists was broadcast on April 28, making "Fun the first French station to broadcast in the Soviet Union", according to Roben. Europe 2's Europa Plus Moscow

MUSIC & MEDIA - May 19, 1990

6th-8th June 1990
Olympia 2, London

APRS
90
THE
ONE
SHOW

APRS 90... The One Show for the pro audio industry. APRS 90 is the showcase of the world's products and systems for recording, broadcasting, post-production and sound reinforcement.

It makes APRS 90
The One Show for you.

Exclusively for professional visitors, the annual APRS shows have long been the venue for exciting new product launches and all the latest in pro audio equipment. Year on year, the exhibition pushes out to fresh frontiers in technology, and new markets.

Now, APRS 90 becomes The One Show, for what will soon be the one market of Europe.

In London. At Olympia 2.
6th-8th June 1990.
The One Show you must not miss.



TO REGISTER IN ADVANCE FOR YOUR FREE ADMISSION, PLEASE CONTACT:
APRS 90 REGISTRATION, 163A, HIGH STREET, RICKMANSWORTH WD3 1AY,
ENGLAND TELEPHONE: (0923) 772907. FAX: (0923)773079.

Les Rita Mitsouko Named Act Of The 80s

Virgin act Les Rita Mitsouko have been awarded the Bus d'Acier as the most outstanding French rock act of the 80s. The award was created to mark the 10th anniversary of the Bus d'Acier ceremony.

Another Virgin act, Mano Negra, received the Bus d'Acier for best band of the year, beating

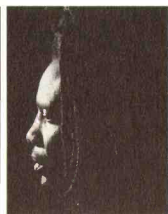
a third Virgin act, Jean-Louis Murat by 24 votes to 15. Mano Negra lost out by one vote last year to Noir Desir.

The winners were chosen by a jury of some 40 radio, TV and press journalists, who were given a free vote. The event was sponsored by radio station RFM. □

SPOTLIGHT

So Kalmery

- Signed to CBS France.
- Published by Yba Music.
- New album: *Brakka*.
- New single: *Brakka*.
- Recorded at Plus Trente in Paris, produced by So Kalmery and Martin Watson. Mixed at Plus Trente and Guillaume Tell.
- Marketing: CBS is currently developing a full promotional campaign, although several TV appearances are already lined up.
- Euro release: The album and single have been released in France, Belgium and Switzerland.



Burnett at Studio Utopia.

His first LP *King Melody Band* was released on EMI in 1971 in Nairobi. Kalmery moved to Paris in 1982 and created the band Ujamaa, who released two albums, *Africa Man* in 1983 and *So And Ujamaa* in 1985. He has toured extensively in Africa and Europe with a variety of artists, including Papa Wemba, Dorothee Masuka, Dollar Brand and Paco de Lucia. □



YOU'D HAVE TO TRAVEL

THOUSANDS OF MILES...

PROVIDE THE BUSINESS DEALS THAT LEAD TO THE BIGGEST SUCCESS FOR YOUR COMPANY



TO MAKE IMPORTANT MUSIC INDUSTRY CONTACTS FROM ALL OVER THE WORLD

TO SEE OVER 250 NEW AND ESTABLISHED ARTIST SHOWCASES DURING 5 DAYS OF ELECTRIFYING PERFORMANCES IN NEW YORK'S HOTTEST CLUBS AND CONCERT VENUES.

TO TAKE ADVANTAGE OF NEW AND INNOVATIVE IDEAS FROM THE INDUSTRY'S MOST INFLUENTIAL RECORD COMPANY EXECUTIVES, BOOKING AGENTS, MANAGERS, PUBLISHERS, LAWYERS, RADIO PROGRAMMERS, ENGINEERS, MANUFACTURERS AND PRODUCERS

TO MEET NEW CAREER OPPORTUNITIES AND LEARN ABOUT THE MOST UP TO DATE INFORMATION AND ISSUES AFFECTING THE MUSIC BUSINESS TODAY

CATCH UP ON THE NEWEST TECHNOLOGY, PRODUCTS & SERVICES FROM THE WORLD'S MOST PROGRESSIVE MUSIC MERCHANTS

NEW COME TO THE NEW MUSIC SEMINAR AND EXPERIENCE ALL THIS IN FIVE DAYS

NMS INTERNATIONAL REPRESENTATIVES

AUSTRALIA & NEW ZEALAND:
Phil Reed, Director, 3306 Street,
Cherrybrook, NSW 2070, Australia
Tel: 61-231-76172 or 281-2125
Fax: 61-231-76238
AUSTRIA:
Gottfried Kersch, 1010, 1010-1099
Tel: 43-1-455086-912

CANADA:
Shari Spivack, 100
Lonsdale Road, 60, Willow Avenue,
Toronto, Ontario, M2H 1L7, Canada
Tel: 416-291-2829
CANADA SALES: Harvey Wolfe
Newcom Music, 100
Dundas Street West,
Toronto, Ont. M5G 1C4, Canada
Tel: 416-593-8157

FRANCE:
Francois Bouchard, 100, Pigonnet,
Tignes, 73121, 73101 Paris, France
Tel: 33-1-47-31-31-30
Fax: 33-1-47-31-31-30

HOLLAND:
Wim van der Meer, 2021 PA, P.O. Box 12555,
LTO '90 Amsterdam, Holland
Tel: 31-20-622-2222

GERMANY:
Gottfried Kersch, 1010, 1010-1099
Tel: 49-30-401083-1
Fax: 49-30-401083-1

ITALY:
Serena Caserio,
Dopo la Festa, S. R.L.
Via S. Rocco, 10, 00191 Rome, Italy
Tel: 39-06-574020

JAPAN:
T. Otsuka & M. A. Enomoto,
1-10-1, Komaba, Komaba-ku,
Tokyo, Japan
Tel: 81-3-3480-5332

SCANDINAVIA:
Cecilia Andersson,
Molner Wood Music, 143 Avenue B,
Suite 21, 100 Ave. Rock, New York
Tel: 212-252-0883

SPAIN:
Miguel Angel, 1088-226
Sociedad Espanola de Grabacion
S.A., Calle de S. Francisco, 10,
Barcelona, 08002, Madrid, Spain
Tel: 34-1-521-68-9788
Fax: 34-1-521-68-9883

UNITED KINGDOM:
Cliff Berry,
Sunny Lane, 1000 Associates,
1000, 1000, 1000, 1000
Luton, MK15 0JN, England
Tel: 44-1-48-200774 or 44-1-831-4293

WEST & EAST GERMANY:
Hugo Sasse,
Vaterstrasse, 10, 10119 Berlin, FRG
Tel: 49-30-4610000

INTERNATIONAL:
Linda Kupper, 100,
1000, 1000, 1000, 1000
Tel: 1-800-333-3333

INTERNATIONAL:
Linda Kupper, 100,
1000, 1000, 1000, 1000
Tel: 1-800-333-3333



New Music Seminar 11
July 14-18, 1990
Marriott Marquis Hotel, NYC
Register Early and Save \$100
Pay only \$230 thru May 18th

For high exposure marketing opportunities call Lora Ballato, 212-473-4343
Journeycraft, the official NMS travel agent, will beat the lowest promotional airfare. Call 212-363-9600
New Music Seminar 532 Broadway New York City, New York 10012 212-473-4343 Fax 212-353-3162

I T A L Y

SIAE Welcomes New Home Taping Legislation

by David Stanfield

The Italian government is currently considering legislation to compensate artists, composers and producers for financial losses due to home taping. The law will direct a percentage of the retail price of blank cassettes and video tapes to SIAE (Italian Society Of Authors & Publishers).

Mario Fabiani, legal adviser to SIAE, welcomes the move but says the complexities of the Italian parliament may mean that it is some time before the law is introduced. Fabiani says the exact percentage is yet to be finalized but he expects it to be 10% of the retail price on blank cassettes and 5% on video tapes.

Fabiani insists that it is not a levy. "A levy is a tax that goes to the state. We consider this as royalties which will be divided equally between composers, producers and artists."

Fabiani says parliament is also discussing the possibility of directing a percentage of the retail

price of vinyl product, CDs and audiovisual equipment to SIAE for the same purpose. Meanwhile, the government is considering introducing legislation that would result in harsher penalties for radio and TV stations who do not pay royalties to SIAE. Broadcasters are currently subject to a fine, but they could soon face the possibility of the courts confiscating soundcarriers from their premises.

Fabiani says that local stations are the main abusers in the radio sector, and alleges the biggest TV offender is media magnate Silvio Berlusconi.

"State TV RAI pays about 4.5% of its total advertising and licence fee revenues to SIAE for royalty purposes. Berlusconi (who does not receive revenue from licence fees for his private network stations) only pays about 1%. The issue is now before the 'Tribunal Court in Rome'." □

S P O T L I G H T

Fabio Concato

- Signed to Philips (Phonogram).
- Published by PolyGram Italia SRL.
- Managed by Popi Fabrizio.
- New album: *Giannutri*.
- Previous album: a double picture disc version of his *Fabio Concato* and *Sensa Avvisore* LPs, released in 1986.
- *Giannutri* was produced by Phil Ramone at the Guillaume Tell Studios in Paris.

Concato is currently on a month-long national theatre tour and will tour again in the autumn.

Phonogram is promoting the album with advertising spots on Silvio Berlusconi's private TV channels and with ads on the commercial radio network Dimensione Suono. Concato has given interviews on Radio Dimensione Suono and state radio channel, RAI Stereo 2.

He has also been interviewed on the 24-hour TV music channel VideoMusic and 'Clip Clip', the afternoon music show on private TV network Tele Monte Carlo. Concato has made several TV promo-

tional appearances on RAI and various commercial channels.

Concato first debuted on the Philips label in 1979 with his *Zio Tom* LP. His later album releases all achieved platinum status and his double picture disc LP stayed in the national chart for 32 weeks. The single *051/222525*, which was about child abuse, was released in 1988 and all profits went to a



charity, whose telephone number was the title of the record. The single is also on the 10 track *Giannutri*.

Concato writes all his own material and the track *Entertainment* is in English. A list of internationally respected musicians guest on *Giannutri*, including Carlos Alomar, Laurence Cottle, Tony Beard, Melina Brunn and Felix Sabaleo. □

Radio Radio Targets Motorists

Radio Radio, the Rome-based private station, has launched a network with a difference by broadcasting to motorists on the Rome/Milan freeway, touching on the cities of Rome, Florence, Bologna and Milan on route.

Radio Radio started transmitting as a local station in 1987 and is owned by Fabio Duranti and Maurizio Catalani. Catalani explains the new move: "We decided

to expand six months ago and did test transmissions with a music-only policy. Now we have introduced 10 new presenters and broadcast live from 07.00-21.00."

There are also 12 daily slots to attract young listeners, with what Catalani describes as the '12 most important records of the day' aired. Radio Radio is the only network in Italy to offer an extensive live traffic news service. □

Dimensione Suono Scores First Goal

Radio Dimensione Suono is currently leading the way in the battle between private broadcasters for the exclusive rights to cover events during the World Cup Football Championships, which will be held in Italy from June 8 to July 9.

The only private station allowed to broadcast live from Rome's VIP lounge, Programme director, Bruno Ployer: "We have an exclusive

agreement to interview sports, music and show business personalities at the village, which is being set up by a number of large firms."

Ployer says the station will also present nightly music shows from the area. These will include DJ presentations, video clip programmes plus concerts featuring national and international artists, some of which will be aired live. □

THOMAS HELMIG

LOVENS HJERTE ("The Lion's Heart")
0-50-000 is 7 days.

Thomas Helmig plays live at the MILKY WAY in Amsterdam on May 28 as part of the IM & MC Scandinavian Night.

Be there.

2 on the Danish album chart.

AVRO 3 Swaps Top 40 for Album Format

by Jerry Gossett

Dutch public broadcaster AVRO has decided to include more album tracks and less chart hits on its Radio 3 playlist. Jan Steeman, head of AVRO 3, says the change of format is because the top 40 and other singles charts are no longer a reliable basis for determining the popularity of tracks. Steeman: "Singles are becoming less and less important. Meanwhile, the charts seem to be dominated by dance records, a style of music which is mainly championed by 12 to 16-year olds. Although we want to keep in touch with these new trends, we think there is a growing difference between

chart hits and what is really popular with our target audience." AVRO has attracted former VARA DJ Luuk van Rooij (who is still working for Radio 10) to present a new morning show, while Hans Schiffers moves back to 12:00-14:00 to host another new show. DJ Bas Westerweel is leaving Radio 3 to concentrate on TV, for the time being.

Steeman says despite all the changes, he is not afraid AVRO will lose its identity: "The new format is coming into effect very gradually, so people have time to get used to it. The change will enrich our programming." □



Vaya Con Dios' new album 'Night Owls' has gone gold in Belgium and Finland on advance shipments alone. BHG Arista Europe MD Jan Jans says 300,000 copies have been shipped to the rest of Europe. They and band member Dani Klein celebrate the news.

S P O T L I G H T

Isabelle Antena

- Signed to Les Disques du Crépuscule.
- Published by Les Disques du Crépuscule.
- Management: Tour de Force, Dilbeck, Belgium.
- Album: *Intemporelle*.
- Single: not yet decided.
- Previous release: *De L'Amour Et Des Hommes* (1989).
- Recording: ICP and Soundville studios.
- Production: Antena and Nicolas Fiszman.
- Antena is on a 10-date Japanese tour until the end of this month.
- Euro release: no plans for release outside Belgium have been confirmed.

Isabelle Antena has been writing

and performing since 1981 and has released five albums, ranging from swing and jazz to Latin and soul. Antena also produced the



female trio Fragile On The Rocks earlier this year. *Intemporelle* is released on CD only. Subtitled 'Pop In The Service Of Revolution', it looks at mankind's achievements. An in-store promotion campaign begins in summer and Antena has already done a series of radio interviews. □

TROS, Veronica Go For Musical Summer

Dutch broadcasters Veronica and TROS are concentrating on popular music during their summer TV schedules. Both stations will air



The Neville Brothers - featuring in a TROS 'Telespecial'

several music specials, featuring artists such as Jason Donovan, Dire Straits, The Neville Brothers and Roy Orbison.

The TROS 'Telespecials' will be broadcast over the next six weeks and include foreign, as well as national, artists. The programmes

on Janet Jackson and The Neville Brothers were bought in the US, while specials on Jason Donovan, Grant & Forsythe and Frank en

Mirella were self-produced.

Starting on June 2, Veronica will show re-runs of its series 'The Story Of...' in which artists such as Fleetwood Mac, Dire Straits, Roy Orbison and Rod Stewart are profiled. □

Roadrunner Starts Dancing

Dutch heavy metal indie Roadrunner has launched a new dance label, Lafayette Records. Its first release is a former Canadian no. 1 single, *Let My Back Bones Slide*, by Maestro Fresh Wes.

Roadrunner spokesman Ed van Zijl: "We wanted to start a new project. Dance is very popular and a developing market, so it was not a difficult decision to make." □

Van Zijl says Lafayette will be handled separately from the heavy metal repertoire. "Dance needs a totally different marketing approach. With heavy metal you have to rely on press coverage most of the time, while radio is the more important medium for dance. With Lafayette we will start releasing singles and working with pluggers!" □

Dureco Signs New Distribution Deals

by Marc Maes

The Brussels subsidiary of Dutch company Dureco has signed several new distribution deals, following the loss of ECM earlier this year.

Dureco's head of promotion, Elvina Rens: "The loss of ECM was very painful to us, but by adding a number of jazz, dance and new age labels we are thinking more commercially. We are moving away from the more marginal labels like Crammed and Crepuscule to attack a broader market."

Among those to join Dureco are eight jazz labels, which will make up one third of Dureco's

total sales. They include Candic, Freedom, Black Lion and RDC. At Dureco's Dutch headquarters, international manager Hans Vatter confirmed that the company is expanding its repertoire: "We are a record company and not a label, therefore we must be able to cope with anything from classical music to dance or hard rock."

"We have been pretty much pop oriented in the last few years but we want to broaden our market. At the same time we are facing a possible change in public tastes?" □

Finnish CD Sales Up 69%, Vinyl Dips Slightly

by Kari Helopisto

Finnish CD shipments to retailers jumped by 69% in 1989, according to new figures released by industry body AKT/IFPI, whose 20 members account for 60-65% of the market. Total unit sales (all formats) showed a 12% increase in 1988, despite disappointing sales over the Christmas period. In total, 1.15 million CDs, worth US\$ 14.7 million, were sold, a rise in market value of 61%. However, the CD still trails behind the vinyl LP, which remains the leading format despite a slight decline in sales of 5% to 3.12 million units. The value of the vinyl LP dropped 20% to US\$ 24.2 million. The cassette, in second place, had sales of 2.9 million units, up 19% in 1988.

Taking all formats into consideration, AKT/IFPI shipped a total of 7.2 million units last year, worth US\$ 60.5 million, an increase of 15%. This figure includes around 600,000 "7" and "12" singles.

The biggest decrease was in sales of domestic vinyl releases, down 20% in volume. However, international vinyl shipments rose 4%. Domestic CD shipments rose 99%, thanks to a steady output of new titles during 1988. Shipments of international CDs, which beat domestic counterparts 4:1, rose 62%.

The 40-45% of the market not represented by AKT/IFPI is made up of direct importers, mail order and independent printers. Next to Sweden, Finland is Scandinavia's second-largest recorded music market. 1989 sales figures for Sweden, Norway and Denmark are expected soon. □

SPAIN & PORTUGAL

COPE To Buy Half Cadena 13 Network

by Anna Marie De La Fuente

The Cadena COPE radio network has reached an agreement with Catalonia's Cadena 13 radio group to purchase 50% of its capital. The deal will be made via a new rights issue, the details of which are still being finalized. Cadena 13 programming director Miguel Miralles says the arrangement will allow both networks to continue programming independently. "Programming changes are still being worked out, but the group's 16 stations

will continue to broadcast in the Catalan language."

Cadena 13 has been negotiating the sale of part of its capital with various newspapers and radio networks for several months. In January it rejected an offer from the Catalan communications network corporation Catalan De Radio Y Television. COPE finalized the deal through its Catalan companies radio Sabadell and Editorial Catalana. □

Exterior Ups Output

Radio Exterior, state-run RNE's external radio service, has added new hour-long news services in Russian and German and doubled its Arabic language output. Arabic speakers make up the bulk of the station's audience according to research.

The changes follow listener requests, says Exterior's director

Homero Valencia, and will mean an 11.5% increase in its 1990 budget. Spanish broadcasts to Europe have also been increased, and now run continuously from 07:00-23:30.

Radio Exterior uses the Selection De Radio Nacional weekly playlist of 50 records for its music programming. □

S P O T L I G H T

Mikael Anreot

- Signed to CBS Records.
- Published by CBS Music Publishing.
- Managed by himself and Roxy Vinje.
- Debut album: *Every Hour*, currently in the Finnish IFPI Top 20.
- Current single: *After You*.
- The LP was recorded at Riverside Studio, Turku, and self-produced.
- Distributed by CBS Records in Finland but there are no plans as yet for release outside Finland.
- Anreot recently completed an extensive Finnish tour in support of the album. No further dates are planned.

Mikael Anreot, at the moment living in the UK, composed many of the songs on *Every Hour*, his debut LP, using his home studio in Turku, Finland. Anreot plays many different instruments as

well as providing vocals, to produce modern dance music. He gave extensive promotional support to the album during his recent Finnish tour, with in-store appearances and interviews with 20 major radio stations. He has also appeared on the TV shows 'Jukebox' (TV3) and 'Rocktop' (YLE2).



The LP *Every Hour* features a wide range of backing musicians including Lars Norin and Bo Sanderberg from Sweden, William Thornburn from Scotland and Finnish names like Keimo Hurvonen, Riku Pahlama and Ippo Murtojarvi. Additional vocals have been provided by The Beat, Finland's representatives at this year's Eurovision Song Contest.

SGAE Strikes TV Deals

Spain's authors' rights association (SGAE) has finally signed deals with all of the country's autonomous state TV stations. The five local TV channels have been on air for varying lengths of time and will pay SGAE all monies due since their first transmission.

An SGAE spokesman con-

firms that talks were still under way with Spain's three new private TV stations but adds: "This precedent should make it easy." He says agreements with new radio stations had been reached much more quickly, claiming this was because they are staffed by "professionals who understand the idea." □

G R E E C E

Flash & Sky Face Eviction From Plaka Studios

by John Carr

Two of Athens' most successful private radio stations, Sky 100.4 FM Stereo and Flash 96.1 FM Stereo, face eviction from their studios in the Plaka district because of strict new laws governing companies operating in the area.

The Plaka, the Bohemian quarter under the Acropolis, has been the home of both stations since the past year. However, the Greek government has launched a drive to remove businesses that, according to the law, "alter the character of the district."

A police raid on Sky and Flash

at the end of April provoked angry protests, with station executives claiming that "a campaign against private radio was in progress." Government officials strongly deny the claim, saying the freedom of the airwaves has nothing to do with the matter.

A high-level government decision has stopped the eviction process temporarily, but Sky and Flash may well be forced to move elsewhere. Sky 100.4 FM Stereo is Greece's second most popular station, with about 12%, while Flash is currently fourth in audience ratings with around 5%. □

IM&MC

AMSTERDAM, HOLLAND MAY 27-30, 1990

SPECIAL EVENTS!

- ★ Opening Concert - International Premiere: Guitar virtuoso Jan Akkerman performs selections from his upcoming album 'The Noise Of Art'.
- ★ 'Amsterdam Rocks' - Dynamic live showcase programme featuring the world's most promising new talent, along with special international guests.
- ★ MTV 'Talent For The 90s' live club night to be taped for international broadcast.
- ★ World Party's Continental European showcase premiere.
- ★ A full three day press conference schedule with top artists, video premieres and special industry announcements.
- ★ Happy Hour! Hosted by Virgin and some of their hottest (new) artists.
- ★ Demonstration of the revolutionary new airplay monitoring system B.D.S.
- ★ Station-To-Station - The I.D.ea Exchange: The opportunity to share jingles, popular music programmes etc. directly with international colleagues. Bring your ideas and airchecks on reel-to-reel, cartridge or cassette.

ARTISTS AT IM&MC TO DATE!

Kim Wilde - Paul Young - Soul II Soul - Mano Negra - World Party - Sonia - The Cross (featuring Roger Taylor) - LaToya Jackson - Lois Lane - Grace Kairos - De Dijk - Dance With A Stranger - Jill Sobule - Les Satellites - Propaganda Bond - Jerry Harrison (Talking Heads) - The Creeps - Tony Scott - Colin James - Toten Hosen - Colours - Fatal Flowers - Michel van Dyke - Sanne - Miss B. Haven - Oh Well - Pepe Ahlqvist - Pleasure Principle - Rausch - Thomas Helmig - Robert Lloyd - Senators - Sjak! - Something Happens - Jan Akkerman - Twenty 4 Seven - Ashley Maher - Bad To The Bone -

more to be announced soon!

IM&MC WORLDWIDE:

IM&MC Main Office
Attn: Karen Holt
PO Box 9027 - 1006 AA, Amsterdam, Holland
Tel: (31 20) 469 1961
Fax: (31 20) 469 1964
Tlx: 12938

IM&MC U.S.A. & CANADA:

IM&MC U.S.A. (c/o Billboard)
Attn: Peggy Dale
1515 Broadway 39th Floor, NY, NY 10036
Tel: 212 536 3089/800 950 1018
Fax: 212 536 3351
Tlx: 710581 6279



official carrier

A MUSIC & MEDIA / BILLBOARD EVENT IN
COOPERATION WITH THE CITY OF AMSTERDAM.

Registration Fee: US\$ 400.=/UK £ 240.=/Dfl. 700.=

- Please send me more information.
- I would like to register for the IM&MC:

Mr./Ms. _____ Company _____
Complete Address _____
Tel. _____ Fax. _____ Tlx. _____

THE ULTIMATE MUSIC & MEDIA CONFERENCE

THE PROGRAMME!

(subject to changes)

Sunday, May 27

- ★ Registration desk open from 12.00
- ★ IM&MC WELCOME PARTY!
- ★ Welcome concert: special performance by Jan Akkerman
- ★ 'Holland Welcomes You' and 'The French Invasion' showcases.

Monday, May 28

- ★ **KEYNOTE ADDRESS: 'NEW INVESTMENT OPPORTUNITIES IN EUROPEAN RADIO'**
Steve GRANE, President, EMMIS Broadcasting Corp.
- ★ 'ENTERTAINING VISIONS'
The diversification of the entertainment industry over the coming decade.
- ★ 'A SOUND APPROACH TO MARKETING RADIO'
Developing effective marketing techniques and evaluating the key elements for successful competition.
- ★ Luncheon showcase concert: Colin James.
- ★ **KEYNOTE ADDRESS: 'RADIO EUROPE 2000'**
Colin WALTERS, Chief Executive, Laurel Benedict Ltd.
- ★ 'IN THE FACE OF COMPETITION...PROGRAMMING RADIO'
Keeping the audience tuned in and turned on.
- ★ 'BROADENING MARKETING HORIZONS'
Exporting and marketing European talent to the world.
- ★ Virgin Int. and their artists invite you to 'Happy Hour'.
- ★ 'Spotlight on Scandinavian' showcase.

Tuesday, May 29

- ★ **KEYNOTE ADDRESS: 'WORLD RADIO: MIRROR IMAGE OF AMERICA OR AN ORIGINAL STATEMENT?'**
Al TELLER, Chairman, MCA Music Entertainment Group.
- ★ 'THE PROMOTION COMMOTION'
International managers discuss promoting artists across national

- frontiers and the changing role of artist management.
- ★ Coca-Cola Eurochart Coffee break.
- ★ 'SEE THE MUSIC, LISTEN TO THE PICTURE'
Are the priorities of the record industry and the television industry in tune when it comes to music programming?
- ★ Luncheon showcase concert with Jill Sobule.
- ★ **KEYNOTE ADDRESS: 'KEEPING YOUR MARKET SHARE ONCE YOU HAVE IT'**
Mike HAAS, Programme Director, Antenne Bayern
- ★ 'RADIO 2001, A DIGITAL ODYSSEY?'
The impact of digital audio in radio, and the techniques of automated radio programming.
- ★ 'THE BATTLE FOR INDEPENDENTS'
Strategies for a fairer share of airplay. (Organised in association with Rock Affairs)
- ★ 'German Night' showcase.

Wednesday, May 30

- ★ 'A WORLD FULL OF EASTERN PROMISE'
Does the opening up of Eastern Europe represent genuine investment opportunities for the music and media industries? Separating wishful thinking from realistic assessment.
- ★ 'ARTISTRY IN PRODUCT PROMOTION'
Determining the advantages and opportunities presented by sponsorship for advertisers, artists and the media.
- ★ Luncheon showcase performance with Colours.
- ★ 'BROADCASTING, NARROWCASTING OR TYPECASTING?'
Radio dynamics for the '90s: formats, presentation and on-air talent. What are viable new formats for Europe? Finding suitable on-air personalities and keeping them.
- ★ MTV 'Talent For The 90s' TV show taping - with very special guests!
- ★ Swatch/MTV Roadshow premiere 'Let's Party' with international dance acts Twenty 4 Seven, Oh Well, Tony Scott and featuring LaToya Jackson!

THE SPEAKERS!

Confirmed speakers to date:

Martin Briseac (Europe 2); Robert Dodd (Broadcast Innovations); Alec Kenny (Satchi & Satchi); Nigel Sandiford (PolyGram International); Steven Kik (Philips Consumer Goods); Bruno Lecluse (Metropolis Radio); Arnen Opanesyan (Radio Moscow); Lynn Anderson (Kiss FM); Gillian Reynolds (Daily Telegraph); Monty Luftner (BGM); Chris Lycett (BBC Radio 1); Bruno Ployer (Radio Dimensione Suono); Helmut Fest (EMI Electrola); Richard Park (Capital Radio); Tony Wilson (Factory Communications); Marc Garcia (Europe 2); Bill Roedy (MTV Europe); Alan Edwards (Rogers & Cowan International); Stan Park (Independent Radio Sales); Rick Cummings (EMMIS Broadcasting); Diane Nelmes (Granada TV); Sam Holdsworth (BP) Entertainment Division); Tony Hollingsworth (Tribute Prod./Organiser 'Looking East'); Rachel Steel (QuestionAir); Gordon Link (McCann-Erickson Inc.);

Philippe Desindes (BMG Ariola France); Peter Ruchel (WDR); Rebecca Batties (MTV International); Marialina Marcucci (Super Channel); Bernard Batzen (Program); Philippe Maziere (OU FM); Al Munteanu (Tele 5); Harvey Goldsmith (Allied Entertainment Group); Kaz Fukutsu (Original Broadcasting); Holger Mueller (EMI Austria); Steve Knill (GMR); Jeff Pollock (Pollock Media Group); Martin Schmitz (Star/Sat); Toru Uehara (Hit Studio Int/Fuji TV); Jay Trachman (CoolRadio USA); Stuart Watson (MCA International); Brian Carter (BCM Records); Machigiel Bakker (Music & Media); Rick Garson (Entertainment Marketing Group); Steve Saltzman (Rock Over London); Peter Jackson (Capital Radio); Bo Berg (Radio Voice); Tim Blackmore (Unique Broadcasting Company); Rafael Revert (40 Principales Network); Herman Stumpert (RSH); Andy McHardy (Broadcast Software Ltd.); Andrew Economou (Radio Computing Services); Barry Matheson (Continental Control); Rued Jacobs (Boudisque); Fabrice Absil (Fairplay Promotion); Bertrand Blaha (Danceteria); Ton Lathouwers (Sky Radio).

SINGLES



SINGLE OF THE WEEK

Ruby Blue
The Quiet Mind - Fontana
After an album and four singles for London-based independent label Red Flame, this widely acclaimed four-piece from Edinburgh have a major label deal. Their debut release proves that they really are the best folk/pop act the UK has produced for some time. Their strengths are the striking vocal interplay between singers Rebecca Pidgeon and Erika Spotswood and the subtlety of their musical arrangements. Steeleye Span for the 90s.

Psychefunkapus

We Are The Young - Atlantic



Wild and extremely enjoyable funk rock with ecologically inspired lyrics and a great dance groove. What more could you want?

Dominice

Angel Don't Cry - Virgin
Hard-hitting, hook-laden rock from West Germany. Big production, courtesy of Harold Faltermeyer.

Cabaret Voltaire

Keep On - Parlophone
The duo's latest single is a house-based number with a hypnotic chorus. Similar to The Beloved - dance music with atmosphere. Good remix by Phil Harding.

Mats Ronander

Soul Sister - BMG Ariola
A soulful dance record with a thoroughly contemporary minimalist approach. A good groove and a fine production.

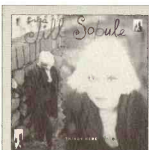
Frank Zander

De Ur-Ur-Enkel Von Frankenstein '90 - Hansa/BMG
An excellent house remix of this witty and slightly crazy number.

Mano Negra

Rock 'N' Roll Band - Virgin
A short number - full of pleasantly chaotic energy from one of France's very best groups. Sheer fun.

ALBUMS



ALBUM OF THE WEEK

Billy Idol
Things Here Are Different - MCA
A strong, mature and highly listenable LP from yet another talented singer/songwriter. The material is for the most part laid-back and acoustic but there are also some moments of pure pop. Idol's style is good but it is her lyrical strength that distinguishes her from much of the competition. Sophisticated AC material that would particularly suit late-night formats. Try *Living Color*, *Pillar*, *Too Cool To Fall In Love* and *Evian*.

Something Happens

Stuck Together With God's Glue - Virgin
If nothing else, this album has the title of the year. As for the music, it is best described as patchy. When they are good - as on *Good Time Coming* - their songs are very good but much of the rest sounds uninspired and more than a little half-hearted.

The Black Crows

Stop Your Moneymaker - Def American
Fate-flaunting, blues-based bar rock - more reminiscent of the Rolling Stones than The Faces. Already widely hailed as the US' answer to The Quireboys, their new album would seem to indicate that the roads outside the average US bar are long, lonely and dusty rather than crowded and wet. A time that leaves little to be desired.

Patricia Kaas

Scène De Vie - CBS
With her previous LP *Made-moiselle Chant*, still in the European Top 100 Albums after 69 weeks (the longest stay by a Continental artist) Kaas' debut LP for CBS could be said that the glossy produced songs come perfectly with lush, jazzy arrangements and the artist's extravagant vocal style. The result is no-nonsense entertainment with a wide appeal that leaves no doubt this is a major talent. Try *Kennedy Rose*, *Les Mannequins D'Osier* and *L'Heure Du Jazz*.

12 Drummers Drumming

Loveless - Mercury
West Germany's answer to The Alarm have come up with an entertaining record of guitar pop. Although their sound is generally fairly orthodox they occasionally produce some interesting ideas such as the keyboard and cello work on *Shower Of Love*. A good record, helped along by the large-than-life production courtesy of David M Allen and Will Gosling.

Energy Orchard

Energy Orchard - MCA
A new band from Ireland who make solid anthem-like rock with folk overtones. All their material has strong hooks and the jangly guitars are spiced up with violin, keyboards and harmonica. Raw, driving material with a hint of darkness from a very talented band. Try *Somebody's Brother*, *This House Must Fall* and Van Morrison's *One, Two Brown Eyes*.

Billy Idol

Charmed Life - Chrysalis
It has been four years since his last LP of new material and in the meantime guitarist Stevie Stevens has left. The songs seem a touch tamer but basically Idol has stuck to the formula that has worked so well for him on his previous solo efforts. Again he has come up with a bunch of good songs, although it remains to be seen how much longer he can play the 'enfant terrible'. Check out *Prodigal Blues*, *Endless Sleep* and *Licensed To Thrill*.

Kristiana Levy

Bad Thing - Eicrora
On this, her second LP, Levy has finally fulfilled the promise she merely hinted at on her self-titled debut release. She has a powerful, expressive voice with a big range and this time both the production, by Henry Staroste, and the songs are equal to the jangly guitars that are singing a record worth checking out. Try *Perfect Girl*, *Whole Wide World*.

Kristiana Levy

Editor Gary Smith
Contributors Pieter de Bruyn
Kops and Macgill Bakker

IT'S NO !!

EXPLOSIVES

Explosives features the major new releases by established and new artists. It includes recent releases still in need of support on European radio.

SINGLES OF THE WEEK

Vital for your play list.
Ruby Lee - The Quiet Mind (Fontana)
Psychefunkapus - We Are The Young (Atlantic)
Larry McCray - Ambition (Pointblank)

SURE HITS

Cabaret Voltaire - Keep On (Parlophone)
Frank Zander - Der Ur-Ur-Enkel Von Frankenstein '90 (Hansa/BMG)
Mano Negra - Rock 'N' Roll Band (Virgin)
His Latest Flame - Love's In The Neighbourhood (FFRR)
Mr. Lee - Pump That Body (live) (Kitchaware)
Martin Stephenson And The Daintees - Left Us To Burn (Island)
Webb Wilder - Hitin' Where It Hurts (Atlantic)
The Linc Time - All For Love And Love For All (Virgin)
The Senators - Ordinary Heartbreak (Virgin)

EURO-CROSSOVERS

Continental records ready to cross-over
Mats Ronander - Soul Sister (BMG Ariola)
Domino - Angel Don't Cry (Virgin)

EMERGING TALENT

New acts with hot product.
D-Shake - 'baaaaaaaahhh' (Go Bang)
The Thunder - Backstreet Symphony (Mercury)
Adventures Of Stevie V - Dirty Cash (Atlantic)
En Vogue - Hold On (Atlantic)

ENCORE

Gun - The Feeling Within (A&M)
Seduction - Heartbeat (A&M)

ALBUMS OF THE WEEK

Jill Sobule - Things Here Are Different (MCA)
Something Happens - Stuck Together With God's Glue (Virgin)
Billy Idol - Charmed Life (Chrysalis)
The Black Crows - Shake Your Moneymaker (Def American)
Kristiana Levy - Bad Thing (Electrola)
12 Drummers Drumming - Loveless (Mercury)
Energy Orchard - Energy Orchard (MCA)
Patricia Kaas - Scène De Vie (CBS)
Marianne Faithfull - Blazing Away (Island)
Niagara - Religion (Polydor)
Hunters & Collectors - Ghost Nation (Atlantic)
Stevie Salas - Stevie Salas Colorcade (Island)

YESTER HITS

Singles
U.S.A. For Africa - We Are The World (CBS)
Simple Minds - Don't You Forget About Me (Mercury)
Tears For Fears - Everybody Wants To Rule The World (MCA)
Phil Collins - One More Night (Virgin/WEA)
Modern Talking - You're My Heart, You're My Soul (Hansa)

radio active

EUROPE'S MOST RADIO ACTIVE HIT MATERIAL

EXPLOSIVES

Chart Busters is a quick reference to this week's Hot 100 Singles/Albums and the European Top 30 charts. Chart positions are indicated where appropriate.

CHART ENTRIES

Airplay Top 50
Kylie Minogue - Better The Devil You Know (30) (PWL)
Vaya Con Dios - What's A Woman (37) (BMG Ariola)
Adamski - Killer (41) (PWL)

Hot 100 Singles
Kylie Minogue - Better The Devil You Know (17) (PWL)
New Kids On The Block - Cover Girl (23) (CBS)
Beats International - Won't Talk About It (44) (Go Disc)
Mantronix feat. Wonder5 - Take Your Time (46) (Capitol)
The Wonder Stuff - Circlesquare (49) (Polydor)
Thunder - Backstreet Symphony (58) (EMI)
Atmosphere - Atm-O-Fear (59) (USA)

Top 100 Albums
Billy Idol - Charmed Life (15) (Chrysalis)
Big Fun - A Backstreet Of Dreams (28) (live) (Virgin)
Wildecke Herbuben - Herzlein (29) (Hansa/BMG Ariola)

FAST MOVERS

Airplay Top 50
Heart - All I Wanna Do Is Make Love To You (5-10) (Capitol)
Snap - The Power (12-20) (Logic/BMG Ariola)
Family Stand - Ghetto Heaven (15-25) (Atlantic)
The Pasadena's - Love Thing (18-43) (CBS)

Hot 100 Singles
Soul II Soul - A Dream's A Dream (13-21) (10 Records)
Francis Fieldman - C'Est Toi Qui M'a Fait (24-36) (Philips)
Erste Allgemeine Verunsicherung - Ding Dong (26-49) (EMI)
Matthias Rhein - Verdammt, Ich Lieb' Dich (32-37) (Polydor)
Vogue - Hold On (34-80) (Atlantic)
Lagaf - Bo La Lavabo (37-49) (Fremusca)
Patricia Kaas - Les Hommes Qui Passent (40-82) (CBS)

Top 100 Albums
Paula Abdul - Forever Your Girl (14-33) (Virgin)
Yngwy J. Malmeist - Eclipse (37-56) (Polydor)

HOT ADDS

Breaking Out On European Radio
Chris Kempers & Daniel Kovac - Frei Zu Leben (Polydor)
Rolling Stones - Almost Hear You Sigh (CBS)

YESTER HITS

Albums
Phil Collins - No Jacket Required (Virgin/WEA)
Paul Young - The Secret Of Association (CBS)
Prince & The New Power Generation - Around The World In A Day (Warner Brothers)
Sade - Diamond Life (Epic)
Tina Turner - Private Dancer (Capitol)

PUBLISHED BY AMERICAN RADIO HISTORY

united kingdom

Most played records in England during the week of publication on the following stations BBC 1, BBC 2, Capital Radio, Greater London Radio and the major independents.

1. *Soul II Soul - A Dream's A Dream*
1. *Phil Collins - Something Happened On The Way To Heaven* (Capitol)
3. *Paula Abdul - Opposites Attract*
4. *Madonna - Vogue*
4. *Adamski - Kite*
6. *Alanah Myles - Back Velvet*
7. *Happy Mondays - Stay On Me*
8. *Mid Creds Of The Coconut - The Sea Of Life*
9. *Snapp - The Power*
10. *Family Stand - Disco Heaven*
11. *Madhouse Flowers - Get It Up*
12. *Billy Idol - Cradle Of Love*
13. *Adventurers Of Science V - Dirty Can*
14. *Laid Back - Business*
15. *Beats International - Don't Talk About It*
16. *The Blues Brothers - Everybody Wants Somebody*
17. *Hearst - All I Wanna Do Is Make Love To You*
18. *Joan Jansz - Real Real Real*
19. *The Passions - Live That*
20. *Kylie Minogue - Better The Devil You Know*

austria

Most played records as checked by Media Control on the national station ORF.

1. *Madonna - Vogue*
1. *Roxette - Dargens*
3. *Nick Kamen - I Promised Myself*
4. *Tina Turner - I Don't Wanna Lose You*
5. *Wolf - Fin' You*
6. *Straw Wagnershausen - Das Eine Mal*
7. *Sinead O'Connor - Nothing Compares 2 U*
8. *Bonnie Bawlf - Feindings*
9. *Alanah Myles - Back Velvet*
10. *Gary Jules - Honey*
11. *Florence Mac - Live Me*
12. *Billy Joel - Get To The Essence*
13. *Eros Ramazzotti - Senza Una Canzone*
14. *Sydney Youngblood - Se And' Hai*
15. *Paula Abdul - Opposites Attract*
16. *The Noting Nihilists - You Can't Swear My*
17. *Vaya Con Dios - What's A Woman*
18. *P. Edwards & Brown - Hearst*
20. *Snapp - The Power*

holland

Airplay checked on Radio 2 and 3, the Dutch national pop stations. For info contact: *Coaching Nederlandse Top 40*, PO Box 706, 1200 AS Hilversum, tel(0)35-231647.

1. *Phil Collins - Something Happened On The Way To Heaven*
2. *Clooney - Love*
3. *Alanah Myles - Back Velvet*
4. *Eros Ramazzotti - Se Senza Una Canzone*
5. *Angels & The Ruks - Pressure*
6. *Florence Mac - Live Me*
7. *UB40 - Kingston Town*
8. *Rice - Category Number One*
9. *Madonna - Vogue*
10. *The House Of Love - Beasts And The Saints*
11. *John & Carmen - Everybody*
12. *Kim Wilde - It's Here*
13. *Vaya Con Dios - What's A Woman*
14. *Realizing Stars - Always Here You Are*
15. *Live Towers - Love*
16. *The Passions - Live That*
17. *The Great O'Reilly - All The Things I Want*
18. *Monogems & Melancon Dita - Hand In Hand*
19. *Alamo - Meade's Circus*
20. *Bonnie Raitt - Now A Heart*

germany

From the airplay hit parade from Media Control including 29 radio stations. For more info please contact: *Media Control - Postfach 625, D-7570 Baden*, Baden, tel(0)721-33066.

1. *Sinead O'Connor - Nothing Compares 2 U*
2. *Alanah Myles - Back Velvet*
3. *Madonna - Vogue*
4. *Phil Collins - Something Happened On The Way To Heaven*
5. *Sonia Wagnershausen - Das Eine Mal*
6. *Matthias Rein - Versuchen Sie Lieb Dich*
7. *Billy Joel - I Can't Turn To You*
8. *Kim Wilde - It's Here*
9. *Hearst - All I Wanna Do Is Make Love To You*
10. *Eros Ramazzotti - Se Senza Una Canzone*
11. *Nick Kamen - I Promised Myself*
12. *Cher Keyser & David Ross - Frei Zu Leben*
13. *Davey Springfield - In The Face*
14. *Erasure - Beethoven*
15. *Eros Ramazzotti - Senza Una Canzone*
16. *Depeche Mode - Enjoy The Silence*
17. *Tina Turner - Foreign Affair*
18. *Joan Jansz - Real Real Real*
19. *Daniel Lanois - Just Love*
20. *Wilson Phillips - Hold On*

italy

Most played records as compiled from RAI Stereo Due.

1. *Depeche Mode - Enjoy The Silence*
2. *Sinead O'Connor - The Emperor's New Clothes*
3. *The Noting Nihilists - You Can't Swear My*
4. *Soul II Soul - Get It Up*
5. *Public Enemy - Fear Of A Black Planet (Pt 2)*
6. *Eros Ramazzotti - In Ogni Seno*
7. *Florence Mac - Live Me*
8. *Madonna - Vogue*
9. *Gianni Morandi - Mi Innamoro*
10. *Formosa - 3 (Pt 2)*
11. *Suzanne Vega - Soul On Dreams*
12. *Falco - Concerto*
13. *Ron Agri - La Salsa E Di Voi*
14. *Cher Adams - Ready To Go*
15. *Snapp - The Power*
16. *Nino Buonocore - Senti Me*
17. *Flaminio - Con Te Vivo*
18. *Joe Cocker - What Are You Doing With A Fool*
19. *Rycochit - Salsamoro - Senti Me*
20. *Kim Wilde - It's Here*

spain

The 20 most played records in Spain from Cuarenta Principales, covering the major Spanish stations.

1. *Depeche Mode - Enjoy The Silence*
2. *Sinead O'Connor - Nothing Compares 2 U*
3. *Lisa Stansfield - I'm Promised*
4. *Big Fun - Hasta O Siempre*
5. *Madonna - Vogue*
6. *Ricco - Love*
7. *Travis - The Power*
8. *Travis - The Power*
9. *Sin Recuerdo - Por Si No Se Muere*
10. *Low Rockabilly - Me*
11. *Los Infirmos - No Problem*
12. *Mikel Billo - How Am I Supposed To Live...*
13. *Jive Bunny - The Suck Good To Me*
14. *Juan Carlos Valenciano - La Luna*
15. *Gasol Lopez - Salsa*
16. *Los Coyotes - El Falso Amor*
17. *Galena Galen - La Caja De La Cita De Dios*
18. *Joe Menes - It's Over*
19. *Ultimate - Siempre Lo Que Tu Amor*
20. *Littono Carr - A Tercio De La Noche*

switzerland

Most played records as checked by Media Control on the national station DR3 and 5 private stations. For more info please contact: *Media Control, Post. Passage 2, Basel 4002*, tel(0)721-22898.

1. *Alanah Myles - Back Velvet*
2. *Madonna - Vogue*
3. *Eros Ramazzotti - Se Senza Una Canzone*
4. *Vaya Con Dios - What's A Woman*
5. *Stephanie Eckler - June Au Air*
6. *Sinead O'Connor - Nothing Compares 2 U*
7. *Depeche Mode - Enjoy The Silence*
8. *Patrick Kasse - Les Herbes Qui Parlent*
9. *Kim Wilde - It's Here*
10. *Hearst - All I Wanna Do Is Make Love To You*
11. *Nick Kamen - I Promised Myself*
12. *Snapp - The Power*
13. *Florence Mac - Live Me*
14. *Beats International - Don't Talk About It*
15. *Joan Jansz - Real Real Real*
16. *Joe Cocker - What Are You Doing With A Fool*
17. *Laid Back - Business*
18. *Eros Ramazzotti - Se Senza Una Canzone*
19. *Midnight Oil - Blue Sky Day*
20. *Phil Collins - I Wanna Be Good For You*

france

From the airplay hit parades provided by Media Control France. For more info please contact: *Media Control France, 25 Av. De La Foret Noire - 67000 Strasbourg - France*, tel(80)366580.

Radios Peripheriques (AM Stations)

1. *Patrick Breeff - Tu Qu'Est Tu*
2. *Patrick Kasse - Les Herbes Qui Parlent*
3. *Francisco Feldman - C'Est Tu Qui M'a Fait*
4. *Rivero Pagny - Je Te Jure*
5. *Madonna - Vogue*
6. *Michael Berger - C'Est Tu Qui M'a Fait*
7. *Julien Clerc - He He He*
8. *Tom Foran - Assez For The Young At Heart*
9. *Sinead O'Connor - Nothing Compares 2 U*
10. *Les Fourches - Version M*
11. *Lisa Stansfield - All Around The World*
12. *Art Mergler - On S'en Fout On Va Faire*
13. *Phil Collins - I Wanna Be Good For You*
14. *Mylene Farmer - Tu Comprends*
15. *Gianni Pagni - L'Amore Au Table Vert*
16. *Sydney Youngblood - Se And' Hai*
17. *Les Nigauds - La Temp De Torm*
18. *Pauline Ester - Ouj La Libre*
19. *The Christians - Worth*
20. *Rocky Roccase - Worth*

Radios FM

1. *Sinead O'Connor - Nothing Compares 2 U*
2. *The Christians - Worth*
3. *Phil Collins - I Wanna Be Good For You*
4. *Elton John - Sacrifice*
5. *Lisa Stansfield - All Around The World*
6. *Madonna - Vogue*
7. *Michael Berger - C'Est Tu Qui M'a Fait*
8. *Louise Gordon - Happen' At Our Heart*
9. *Depeche Mode - Enjoy The Silence*
10. *Francisco Feldman - C'Est Tu Qui M'a Fait*
11. *Richard Marx - Right Here Waiting*
12. *Sydney Youngblood - Se And' Hai*
13. *Tom Foran - Assez For The Young At Heart*
14. *Rock Machine - Pourage*
15. *Midnight Oil - Blue Sky Day*
16. *Paula Abdul - Opposites Attract*
17. *Patrick Breeff - Tu Qu'Est Tu Qui M'a Fait*
18. *Chery Springfield - I Wanna Be Good For You*
19. *Black Box - I Don't Know Anbody Else*
20. *Technobunny - Get Up*

MUSIC & airplay MEDIA TOP 50

SYDNEY YOUNGBLOOD 22 WEEKS AND STILL WAITING...

THIS WEEK	LAST WEEK	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)
1	1	Vogue	Madonna - Sire (Various)		
2	2	Black Velvet	Alanah Myles - Atlantic (EMI/Bluebird/Walrus)		
3	3	Nothing Compares 2 U	Sinead O'Connor - EMI/Capitol (Controversy Music)		
4	4	Something Happened On The Way To Heaven	Phil Collins - Virgin/WEA (Phil Collins/Hit And Run)		
5	10	All I Wanna Do Is Make Love To You	Heart - Capitol (Zomba Music)		
6	5	Save Me	Fleetwood Mac - Warner Brothers (Fleetwood/Warner/Tameline)		
7	7	Se Bastasse Una Canzone	Eros Ramazzotti - DDD (DDD/Una Lira/Scorbanda)		
8	9	I Promised Myself	Nick Kamen - WEA (EMI Music)		
9	6	Enjoy The Silence	Depeche Mode - MCA (Sire)		
10	11	It's Here	Kim Wilde - MCA (Rickman Music)		
11	8	Kingston Town	UB40 - Virgin (Sparta Florida)		
12	20	The Power	Snapp - Logic/BMG Anika (Hassett/Fellow)		
13	12	Advice For The Young At Heart	Tom Foran - Fontana (Virgin Music/10 Music)		
14	19	Das Erste Mal Ist Noch Weh	Stefan Wagnershausen - Polydor (Poly Gram)		
15	25	Getto Heaven	Ghetto Stand - Atlantic (A&M/Vernal/Mariano)		
16	18	Opposites Attract	Paula Abdul - Virgin (Virgin/Olle Lauber)		
17	26	I Go To Extremes	Billy Joel - CBS (EMI Songs)		
18	43	Love Thing	The Passions - CBS (CBS Music)		
19	17	Bakerman	Laid Back - BMG Anika (Sing/Sax/Casada/Mxy)		
20	24	Les Hommes Qui Passent	Patricia Kaas - CBS (Zone Music/Back To Paris)		
21	28	A Dream's A Dream	Soul II Soul - 10 Records (Various)		
22	4	Ding Dong	Erste Allgemeine Verunsicherung - EMI (Blanco Musik/Winterup Musik)		
23	24	All Around The World	Lisa Stansfield - Arista/BMG (Big Life Music)		
24	17	In Private	Dusty Springfield - Parlophone (Cap Music/10 Music)		
25	23	The Sex Of It	Kid Creole & The Coconuts - CBS (Controversy Music)		

THIS WEEK	LAST WEEK	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)
26	16	Blue Savannah	Erasure - MCA (Sire/Quali/Monster/Sone)		
27	22	Step On	Happy Mondays - Factory (Treptrey)		
28	25	C'Est Tu Qui M'a Fait	Francisco Feldman - Atlantic (Kestech/Casari/Dino)		
29	27	Everybody Needs Somebody	The Blues Brothers - Atlantic (Kestech/Casari/Dino)		
30	NE	Better The Devil You Know	Kylie Minogue - PWL (All Boys Music)		
31	13	Words	The Christians - Island (10 Music)		
32	20	Sit And Wait	Sydney Youngblood - Atlantic (Virgin Music)		
33	38	Je Te Le Dis Quand Meme	Patrick Bruel - RCA/BMG (Scarlet O'Lara Music)		
34	33	I Wish It Would Rain Down	Phil Collins - Virgin/WEA (Phil Collins/Hit & Run)		
35	39	Adverts	Dusty Cash - Virgin/WEA (Copyright Control)		
36	31	Real Real Real	Jane Child - Fontana (Copyright Control)		
37	NE	What's A Woman	Vaya Con Dios - BMG Anika (Vaya Con Dios/BMG)		
38	26	Counting Every Minute	Sonia - Chrysalis (All Boys Music)		
39	45	Give It Up	Hothouse Flowers - London (Warner Chappell)		
40	21	Dangerous	Roxette - Atlantic (Jimmy Fun Music)		
41	NE	Killer	Adamski - MCA (MCA/Beethoven - S. Music)		
42	40	I Don't Wanna Lose You	Tina Turner - Capitol (Constant Evolution Music)		
43	NE	Cradle Of Love	Billy Idol - Chrysalis (Chrysalis/Copyright Control)		
44	NE	Verdammt, Ich Lieb' Dich	Matthias Rein - Polydor (Kangaroo Musikverlag)		
45	49	Foreign Affair	Tina Turner - Capitol (Screen Gems/EMI Music)		
46	32	Sacrifice	Elton John - Rocket (Big Big Music)		
47	NE	Don't Talk About It	Beats International - Got Discs (Got Discs/EMI Music)		
48	29	Escapade	Jane Jackson - A&M (Black Ice/lyric Time)		
49	NE	What Did I Do To You?	Lisa Stansfield - Arista/BMG (Big Life Music)		
50	NE	Don't Wanna Fall In Love	Jane Child - Warner Brothers (Radica/Dichotomy/Warner)		

THE REVIVAL IS HERE

3

hot 100

SINGLES

THIS WEEK	LAST WEEK	WKS ON CHARTS	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)	COUNTRIES CHARTED
1	1	6	Vogue	Madonna	Sire	(Various)	UK, FG, BH, Sp, A, Ch, Sw, Po, Di, N, FI
2	4	17	Nothing Compares 2 U	Sinead O'Connor	Ensign/Chrysalis	(Controversy Music)	FG, BH, Sp, A, Ch, Sw, Po, Di, N, FI, Gr
3	2	7	Black Velvet	Alannah Myles	Atlantic	(EMI/Bluebear Wälztes)	UK, GB, H, A, Ch, Sw, Di, N, FI
4	3	11	The Power	Snap	Logic/BMG Ariola	(Hanseatic/Fellow)	UK, GB, H, A, Ch, Sw, Di, N, FI
5	5	11	Opposites Attract	Paula Abdul	Virgin	(Virgin/Ollie Leibler)	UK, FG, B, A, Sw, Di, N, Gr
6	9	5	Killer	Adamski	MCA	(MCA/Beethoven St. Music)	UK, Ir
7	13	4	Dirty Cash	Adventures Of Stevie V.	Mercury	(Copyright Control)	UK
8	7	15	Le Temps Des Yeyes	Les Vagabonds	Carrere	(Editions Orlando)	FB
9	8	12	Sacrifice	Elton John	Rocket	(Big Pig Music)	FG, B
10	6	13	Enjoy The Silence	Depeche Mode	Mute	(Sonet)	FG, B, H, Sp, A, Ch, Sw, Di, N, FI, Gr
11	10	9	Words	The Christians	Island	(10 Music)	FB, Po
12	17	6	I Promised Myself	Nick Kamen	WEA	(EMI Music)	UK, FG, B, Ch, I
13	21	2	A Dream's A Dream	Soul II Soul	10 Records	(Various)	UK, GB, H, Ch, Sw, Di, N, FI, Gr
14	15	12	Infinity (1990's Time For The Guru)	Guru Josh	de/Construction/RCA/BMG	(Copyright Control)	GB, H, A, Gr
15	12	7	Kingston Town	UB40	Virgin	(Sparta Florida)	UK, GB, H, Ir
16	11	14	Dub Be Good To Me	Beats International	Go! Discs/PolyGram	(Go! Discs/EMI Songs)	UK, GB, H, Sp, A, Ch, Sw, Di, N, FI, Gr
17	NE		Better The Devil You Know	Kylie Minogue	PWL	(All Boys Music)	UK, Ir
18	25	5	Pourtant	Roch Voisine	GM/BMG Ariola	(Ed. Georges Mary)	FB
19	20	8	All I Wanna Do Is Make Love To You	Heart	Capitol	(Zomba Music)	UK, G, H, Sw, Po, Ir
20	14	15	Get Up!	Technotronic	ARS	(Bogam/BMC Publishing)	FG, Sp, A, Ch, Po, Gr, I
21	16	12	On Ecrit Sur Les Murs	Demis Roussos	EMI	(Materia/Sidecar)	FB
22	27	3	Something Happened On The Way To Heaven	Phil Collins	Virgin/WEA	(Phil Collins/Hit And Run)	UK, GB, H, Ir, FI
23	NE		Cover Girl	New Kids On The Block	CBS	(Maurice Starr Music)	UK
24	36	4	C'Est Toi Qui M'a Fait	Francois Feldman	Philips	(Manilu/Carole)	FB
25	28	9	That Sounds Good To Me	Jive Bunny & The Mastermixers	Music Factory	Dance (Copyright Control)	FG, B, H, Sp, A, Ch, D
26	49	3	Ding Dong	Erste Allgemeine Verunsicherung	EMI	(Blanko Musik/Wintrup Musik)	G, A, Ch
27	19	13	I Don't Know Anybody Else	Black Box	de/Construction/RCA/BMG	(Intersong Music)	FG, B, Sp, A, Ch, Di, Gr, I
28	24	7	Ghetto Heaven	Family Stand	Atlantic	(Asun/Vermal/Maanama)	UK
29	18	6	This Beat Is Technotronic	Technotronic	ARS	(Bogam/BMC Publishing)	UK, GB, H, Sp, Ch, Ir, FI
30	29	6	Step On	Happy Mondays	Factory	(Tapestry)	UK
31	26	16	I Wish It Would Rain Down	Phil Collins	Virgin/WEA	(Phil Collins/Hit & Run)	FG, Po
32	57	3	Verdammt, Ich Lieb' Dich	Matthias Reim	Polydor	(Kangaroo Musikverlag)	G
33	23	9	Version "90"	Les Forbans	Vogue	(Various)	FB
34	80	2	Hold On	En Vogue	Atlantic	(2 Tuff-E-Nuff Songs)	UK
35	22	12	Hiroshima	Sandra	Virgin	(Reinzer/Global Music)	FG, Ch
36	31	11	Megamix	Claude Francois	Carrere	(Various)	FB
37	69	4	Bo Le Lavabo	Laga!	Farenasch	(Editions Carrere)	F
38	43	14	Un 'Estate Italiana	Gianna Nannini & Edoardo Bennato	Virgin	(Sugar/Warner Chappell)	A, Ch, Sw, Di
39	30	2	November Spawned A Monster	Morrissey	HMV	(Various)	UK, Ir
40	82	2	Les Hommes Qui Passent	Patricia Kaas	CBS	(Zone Music/Back To Paris)	FB
41	33	7	Das Erste Mal Tat's Noch Weh	Stefan Waggershausen	Polydor	(Miau Musik)	G, A
42	42	3	Wild Women Do	Natalie Cole	EMI USA	(Various)	UK
43	35	13	How Am I Supposed To Live Without You	Michael Bolton	CBS	(SBK April Music)	GB, H, A, Sw, Po, Gr
44	NE		Won't Talk About It	Beats International	Go! Discs	(Go! Discs/Warner Chappell)	UK
45	71	2	Save Me	Fleetwood Mac	Warner Brothers	(Fleetwood/Warner Tamerlane)	UK, G, H, D
46	NE		Take Your Time	Mantronix feat. Wondress	Capitol	(MCA Music/Copyright Control)	UK
47	45	7	Hier Kommt Kurt	Frank Zander	Intercord	(Zett Musik)	G, A
48	61	3	It's Here	Kim Wilde	MCA	(Rickim Music)	UK, G, Ch, Sw, Di, N, FI
49	NE		Circlesquare	The Wonder Stuff	Polydor	(PolyGram Music)	UK
50	32	7	Don't Miss The Partyline	Bizz Nizz	Cooltempo	(MCA Music)	UK
51	93	2	How Can We Be Lovers	Michael Bolton	CBS	(Warner Chappell/EMI)	UK, Ir
52	34	5	Everybody Needs Somebody	The Blues Brothers	Atlantic	(Kaetch/Caesar/Dino)	UK, Ir, FI
53	37	10	Blue Savannah	Erasure	Mute	(Sonet/Musical Moment/Sonet)	UK, G, D, Ir
54	64	3	Hitchin' A Ride	Sinitta	Fanfare	(Dick James Music)	UK, Ir
55	53	22	In Private	Dusty Springfield	Parlophone	(Cage Music/10 Music)	FG
56	54	5	Herzlein	Wildecke Herzubben	Hansa	(BMG Ariola/Prima/Hansa)	G
57	86	2	Natural Thing	Innocence	Cooltempo	(Rondor/Repro Music)	G, H
58	NE		Backstreet Symphony	Thunder	EMI	(Rondor Music)	UK
59	NE		Atm-Oz-Fear	Atmosphere	USA	(USA Import)	G, B
60	46	3	Tattooed Millionaire	Bruce Dickinson	EMI	(Zomba Music)	UK
61	85	2	Melodie D'Amour	Kaoma	CBS	(HMLD BV/BM Productions)	FG, H
62	65	8	You Got It	New Kids On The Block	CBS	(SBK Songs)	F
63	52	5	Tomorrow	Tongue 'N' Cheek	Syncopate	(Copyright Control)	UK
64	56	18	Bakerman	Laid Back	BMG Ariola	(SingASong/Casadida/Mega)	UK, G, Ch
65	NE		Se Bastasse Una Canzone	Eros Ramazzotti	DDD	(DDD/Una Lira/Scorribanda)	G, B, H, Ch
66	68	2	Snappiness	BBG	Urban/Polydor	(Anxious/BMG/Virgin)	UK
67	40	15	Lily Was Here	David A. Stewart & Candy Dulfer	Anxious/RCA/BMG	(D'n'A/BMG Music)	UK, G, Gr
68	51	3	Je Te Le Dis Quand Meme	Patrick Bruel	RCA/BMG	(Scarlet O'Laura Music)	FB
69	59	10	Dangerous	Roxette	Parlophone	(Jimmy Fun Music)	G, A, Ch
70	66	6	Blue Sky Mine	Midnight Oil	CBS	(Warner Chappell)	FG, Ch
71	NE		What Did I Do To You?	Lisa Stansfield	Arista/BMG	(Big Life Music)	UK
72	50	9	Rok The Nation	Rob 'N' Raz feat. Leila K.	Arista/BMG	(Telegram)	G, Ch, Sw, D
73	47	6	Hang On To Your Love	Jason Donovan	PWL	(All Boys Music)	UK, B
74	48	6	Real Real Real	Jesus Jones	Food	(Copyright Control)	UK
75	38	7	Escapade	Janet Jackson	A&M	(Black Ice/Flyte Tyme)	UK, G, Ir
76	58	4	Use It Up And Wear It Out	Pat & Mick	PWL	(ATV/Warner Chappell)	UK
77	39	12	Meme Si Tu Revenais (Remix '90)	Claude Francois	Carrere	(Various)	FB
78	NE		Love Thing	The Pasadenas	CBS	(CBS Music)	UK
79	NE		Kissing Gate	Sam Brown	A&M	(Rondor/Wayblue/Crusoe)	UK
80	RE		Right Here Waiting	Richard Marx	EMI USA	(Various)	FB
81	41	18	You Make Me Feel (Mighty Real)	Jimmy Somerville	London	(I.Q. Music)	F
82	75	3	Sit And Wait	Sydney Youngblood	Circa	(Virgin Music)	FG, A
83	NE		Softly Whispering I Love You	Paul Young	CBS	(PolyGram Music)	UK
84	NE		How Was It For You?	James	Virgin	(Blue Mountain Music)	UK
85	44	6	Counting Every Minute	Sonia	Chrysalis	(All Boys Music)	UK, Ir, FI
86	RE		Advice For The Young At Heart	Tears For Fears	Fonema	(Virgin Music/10 Music)	FG
87	60	8	Chariot D'Etoiles	Melody	Carrere	(Editions Carrere)	FB
88	88	8	Vattene Amore	Amedeo Minghi & Mietta	Fonti Cetra	(Nuova Fonit Cetra/Yor)	I
89	98	2	Heaven Give Me Words	Propaganda	Virgin	(Halo/10/10/10 Music)	UK
90	72	3	Nicolas Et Marjolaine	Dorothee	A&B	(Polydor (Abedations))	F
91	55	11	Love Shack	B-52's	Reprise	(Man Woman Together Now!)	UK
92	NE		Alles Wird Gut	Toten Hosen	Virgin	(Chrome)	G
93	63	3	The Sex Of It	Kid Creole & The Coconuts	CBS	(Controversy Music)	UK, H
94	87	9	Don't You Love Me	49'er's	4th & Bway	(Copyright Control)	G, Ch, D
95	NE		Without You	Motley Crue	Elektra	(Various)	UK
96	RE		Fame '90 (Remix)	David Bowie	EMI	(Various)	G, B, H, Po
97	95	3	Ik Wil Je	De Kreuners	EMI	(EMI Music)	B
98	NE		Give A Little Love Back To The World	Emma	Deep Heat	(John Paul/Marybone)	UK
99	NE		Mon Enfance	Kashin	BMG Ariola	(Editions Georges Marie)	F
100	70	7	Pictures Of You	The Cure	Fiction/Polydor	(Fiction Songs)	G

UK = United Kingdom, G = Germany, F = France, Ch = Switzerland, A = Austria, I = Italy, Sp = Spain, H = Holland, B = Belgium, Ir = Ireland, Sw = Sweden, D = Denmark, N = Norway, Fi = Finland, Po = Portugal, Gr = Greece.

NE = NEW ENTRY
RE = RE-ENTRY
Fast Movers (circled numbers)

SOMEWHERE IN AN OFFICE IN EUROPE...

"Oops! I took it home."

"If this is the kind of thing you often hear when looking for this week's copy of Music & Media, it's time you took out your own subscription. Fill in the coupon in this issue."

THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	TITLE	COUNTRY	THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	TITLE	COUNTRY	THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	TITLE	COUNTRY
1	1	4	Sinead O'Connor	I Do Not Want What I Haven't Got	GB	35	30	17	Cher	Hotel Of Stone Cold	UK	69	84	33	Elton John	Sleeping With The Past	GB
2	2	23	Phil Collins	But Seriously	UK	36	37	16	Jimmy Somerville	Read My Lips	GB	70	47	7	Mia Farrow	California	FR
3	3	7	Depeche Mode	Violator	UK	37	34	3	Yngwie J. Malmsteen	Read My Lips	UK	71	51	7	Barclay James Harvest	Welcome To The Show Area	GB
4	5	4	Alanah Myles	Alanah Myles	UK	38	32	12	Johnny Clegg & Savuka	Cruel Crazy Beautiful World	UK	72	61	14	Quireboys	A Bit Of What You Fancy	UK
5	6	4	Eros Ramazzotti	In Ogni Senso	IT	39	31	14	Eric Clapton	Johnny Was	UK	73	NE	1	Jule Neigel Band	Wide Wide World	FR
6	4	4	Fleetwood Mac	Behind The Mask	UK	40	41	23	Gipsy Kings	Moonlight	FR	74	71	10	Indochine	Le Baiser	FR
7	7	4	Gary Moore	Solo Got The Blues	UK	41	37	10	Tears For Fears	The Seeds Of Love	UK	75	NE	1	Luciano Pavarotti	The Essential Pavarotti	UK
8	8	7	David Bowie	Changes	UK	42	4	6	Radio Futura	Veceno En La Palmita	ES	76	NE	1	Janet Jackson	Rhythm Nation 1814	UK
9	9	7	The Carpenters	Only Yesterday - Greatest Hits	UK	43	28	15	Cat Stevens	The Very Best Of Cat Stevens	UK	77	NE	1	Beats International	Let Them Eat Bingo	UK
10	10	11	Midnight Oil	Blue Sky Mining	UK	44	42	7	B-52's	Cosmic Thing	UK	78	NE	1	Antonio Venetini	Gli Amici	IT
11	14	5	Heart	Brigade	UK	45	NE	1	Original Mabal	Heroin	UK	79	36	3	Guesch Patti & Encore	Nomades	FR
12	15	7	The Notting Hillbillies	Mising... Presumed Having A Good Time	UK	46	65	4	Sam Brown	April Moon	UK	80	75	3	Miguel Bosé	Los Chicos No Lloran	ES
13	18	11	Technotron	Pump Up The Jam	UK	47	5	4	Brenda Cochran	The Voice	UK	81	53	3	Les Trois	Les Trois	FR
14	13	2	Paula Abdul	Forever Your Girl	UK	48	34	14	Roxette	Look Sharp	UK	82	58	5	David Hasselhoff	Looking For Freedom	UK
15	NE	1	Billy Idol	Charmed Life	UK	49	47	28	Francois Feldman	Une Presence	FR	83	57	3	Rebel MC	Rebel Music	UK
16	12	6	Sandra	Paintings In Yellow	UK	50	45	4	Gloria Estefan	Cuts Both Ways	UK	84	83	8	Cock Robin	Rebel Music	UK
17	13	3	UB40	Labour Of Love II	UK	51	37	6	Van Morrison	The Best Of Van Morrison	UK	85	79	4	Marika	Anna O	UK
18	15	12	Lisa Stansfield	Alfie	UK	52	30	6	Roch Voisine	Helene	UK	86	74	1	Oxxa	Oxxa I New Trolls	UK
19	23	3	Suzanne Vega	Days Of Open Heart	UK	53	38	15	John Lee Hooker	The Healer	UK	87	84	1	Bjorn Arfvedson	Rebel Music	UK
20	16	13	Rod Stewart	The Best Of Rod Stewart	UK	54	54	14	Julian Clerc	Fais Moi Une Place	UK	88	95	3	Tennessee	Una Noche En Malibu	UK
21	34	11	New Kids On The Block	Forever Young	UK	55	51	14	Westenhagen	Hilfslos	UK	89	88	8	Michel Polnareff	Kama Sutra	FR
22	19	16	The Christians	Colour and Soul	UK	56	55	6	Sandra	The Blue Brothers	UK	90	69	10	Tracy Chapman	Crucified	UK
23	11	11	Tina Turner	Foreign Affair	UK	57	48	11	Tanita Tikaram	The Sweet Keeper	UK	91	74	17	Quincy Jones	Back On The Block	UK
24	25	9	Michael Bolton	Good Friends	UK	58	53	10	Patricia Kays	Makemebel's Chateau	UK	92	NE	1	Skid Row	Skid Row	UK
25	26	16	Billy Joel	Still Front	UK	59	41	3	Lu Red & John Cale	Songs For Drella	UK	93	90	8	La Guardia	Cuando Brillé El Sol	UK
26	17	12	Nigel Kennedy/Eco	Violin Four Seasons	UK	60	44	10	Supertank	The Very Best Of...	UK	94	76	26	Belinda Carlisle	Runaway Horses	UK
27	22	15	Chris Rea	The Road To Hell	UK	61	43	5	James Last	Classics By Moonlight	UK	95	71	43	Fine Young Cannibals	The Ray And The Cooked	UK
28	NE	1	Big Fun	A Pocketful Of Dreams	UK	62	47	9	Robert Plant	Manic Nirvana	UK	96	NE	1	Luz	Luz V. Ritter	UK
29	NE	1	Wildecke Herzuben	Herzuben	UK	63	54	3	The House Of Love	The House Of Love	UK	97	NE	1	Bonnie Raitt	Nick Of Time	UK
30	20	3	Public Enemy	Fear Of A Black Planet	UK	64	59	9	Push	Ummes Sol	UK	98	87	3	Lois Lane	Fortune Favourites	UK
31	27	2	Sonia	Everybody Knows	UK	65	60	2	Patrick Read	Alors Regarde	UK	99	85	29	Alice Cooper	Trash	UK
32	17	2	Inspiral Carpets	Life Can Be Beautiful	UK	66	99	2	Fabio Concato	Concato	UK	100	NE	1	Billy Bragg	The International	UK
33	15	2	Black Box	Dreamin' G. Sweet Good Night	UK	67	87	58	Francois Cabrel	Sarbacane	UK						
34	4	1	ABC	Absolutely News	UK	68	46	7	Stefan Waggershausen	Tief Im Sueden Heines Herz	UK						

MID - PRICE PRODUCT **Bargain Buys And Back Catalogue**

A look at the cheaper end of the market

There is a belief among large sections of the record buying public that mid-price and budget product is inferior quality, that the cheaper price means cheaper product. But low cost product is big business, especially as it turns to alternative outlets to increase sales. Chris White looks at Europe's biggest budget markets - the UK and West Germany.

because we are basically dealing with second-hand A&R, we improve sound quality and package.

Knight Riding (solo artist rock albums) and releases covering easy listening and country music.



Billy Joel - successful mid-price release

Last year in West Germany budget and mid-price product accounted for nearly 50% of the total album market (149.6 million units). Although unit sales fell slightly from their 1988 figure, budget/mid-price cassettes take the lion's share with 40.4 million units, followed by budget CDs (19.6 million) and the vinyl LP in third place (15 million). Since taking over Miller International, BMG Ariola has led the German budget market with a share of about 40%, followed by Polygram among others.

"People have the right to expect good quality product no matter what price they are paying." Klaus Schmalenbach

BMG Ariola director of strategic marketing Europe, Klaus Schmalenbach, says mid and budget priced product is an essential part of business but warns the market is getting clogged up with inferior quality. "A lot of companies produce very shabby product which they can make fast money on. But disappointed customers soon spread the word and this hurts the whole industry."

"People have the right to expect good quality product no matter what price they are paying. So our top priorities are to ensure quality and then to market it effectively. The BMG catalogue covers the whole spectrum of music so some titles may be better known in some territories than others. But we include them all so that individual countries can pick to suit their markets. On the other hand,

ing so we can stay competitive in a crowded market". While at one time artists were reluctant to see their product appear in any price category other than full, that situation has changed. Most now recognise the importance of their back catalogue appearing on mid-price because it stimulates interest.

"Mid-price is a good way of winning back the older record buyers," Chris Hardin

Knight Records in the UK is part of the Castle Communications Group and in the last two years has made a big impact in the mid-price market with various series including the Heart & Soul multiple artist compilations,

MD Chris Hardin: "Mid-price is an extremely important area of the market. It is a good way of winning back the older record buyers, but at the same time one cannot ignore those people in their 20s to whom the product is probably very new. We devote a lot of time and effort to cross-advertising all the Knight material by way of CD catalogues, point of sale material and in-store displays. Radio stations are also serviced with product but it is important to come up with creative ideas like competitions to ensure better air-promotion".

BMG, which has just released back catalogue from Vangelis, the Scorpions and the Kincks, services most radio stations with its mid-price product. "It is difficult to monitor sales as a result of airplay but if the targeting is right then airplay is very beneficial to sales," says Harris. "With the recent splitting of the radio frequencies audiences are now much clearer defined. There is clear evidence already that since the launch of Jazz FM in London there has been increased interest in the back catalogue of various top names like Ella Fitzgerald, Sarah Vaughan and Billie Holiday." East West Records marketing

manager Ian Ramage feels that radio could pay more attention to the product but adds: "It is really down to record companies paying more attention to them, particularly the commercial stations, and exploiting their mid-price

and programmes and not just do blanket coverage," says O'Cain. "The recent splitting of the frequencies in the UK has obviously helped a lot and a station like London's Capital Gold can only help the sales of product from a



Scorpions - popular back catalogue

product to the full. Even when the product gets played the record company or label is not always name checked which is why it is important to have back-up point of sale material and displays!"

"Radio promotion is important with the price ranges but you have to target the right stations

company like Music For Pleasure."

However, not all companies are so optimistic. Hughes argues that airplay is of little relevance to promoting the product, due in part to styles of presenting. "Radio 2 totally neglects the importance of informing listeners that records

they have played have just been re-released. If Melody Radio does the job properly, then I would expect to see an increase in sales!"

MCA does not automatically service radio stations with mid-price product either. "We take the view that, as most of the product has already been available at full price, they do not need another copy of the same recording," says Fisher. "It is also difficult to say

"Since the launch of Jazz FM there has been increased interest in the back catalogue of various top names like Ella Fitzgerald,"
Gareth Harris

whether airplay helps mid-price sales because, unless a name check is given, the listener can be unaware that it is a mid-price issue."

However, Melvin Simpson, group marketing manager at Pickwick, argues that this is not necessarily so. "Radio stations like Capital Gold help a company like Pickwick, specialising in low-price product, to target its market better. There are, of course, many

(advertisement)

times when no mention is given on-air of what label the record appears on, but it can stimulate interest among the listeners who may then come across one of our albums while browsing in a store!"

Recent low-price releases from Pickwick have included titles from such international names as Barbra Streisand, Barry Manilow, Neil Diamond and Billy Joel alongside Bread, Culture Club

and Elaine Paige Simpson: "We liaise very closely with major record companies like CBS and are always pushing for stronger material. Generally, we get the product when the company concerned realises that the royalty they will earn is higher than the one they have been getting for something that has been in catalogue for years."

Malcolm McGlynn, Stylus Records general marketing manager,

says the timing of mid-price product is crucial as well: "At Stylus we put out some titles that have previously been TV advertised in the mid-price category. Because we license in most of the material anyway we do not always have the rights to put out the product at mid-price, but where it has been possible sales have been good. It is really down to the artist and the product. The classic rock albums do very well, but something like a dance music collection probably would not because it is too recent for nostalgia, and the kids are more interested in buying current singles anyway."

BMG launched Ariola Express in March 1986 in West Germany, Austria and Switzerland, and sales have now reached 30 million units. Last year, the Ariola Express was launched in the Benelux and the label has now attracted an additional market of impulse buyers in non-traditional outlets like supermarkets, chain stores, shopping malls and petrol stations. Schmalenbach says this creates extra business without detracting from regular sales or having a negative effect on the ar-



Carly Simon - an up-coming budget compilation

tists' profile from the consumers' point of view.

Hardin agrees: "Non-traditional

outlets are playing an increasingly important role, mainly as an adjunct to traditional outlets, but they are also becoming a partial replacement to the multiples who do not carry the full range of mid-price product that is available!"

It is generally agreed that non-traditional outlets do not take away business from the retail trade because the people who buy at supermarkets or petrol stations are unlikely to visit record shops very often. Fisher: "Non-traditional outlets are useful because they do not affect regular business in the conventional outlets. Consumers who buy in a supermarket or petrol station are not the type who

"Consumers who buy in a supermarket or petrol station are not the type who would normally go into a record store,"

Bob Fisher

would normally go into a record store so these outlets help capture another segment of the marketplace."

Simpson agrees non-traditional outlets are extremely important

social developments taking place in Europe. With this in mind we are creating marketing tools with crossover potential and developing long-term marketing plans for an international standard!"

(advertisement)



- CDT runs an efficient plant for mastering and manufacturing CD Audio and CD-ROM
- CDT offers full service from tape through glassmaster to packaged product
- CDT guarantees first quality and quick delivery time
- CDT COMPACT DISC Tonträger GmbH
Gustav-Meyer-Allee 25, 1000 Berlin 65
Phone: (0 30) 4 63 50 95 Telex 185 825

the sensational

SANNE

ROXY · AMSTERDAM · 28-5-90



MNW

SWEDEN

MNW RECORDS
 BOX 71, 185 00 VÄXNÖM, SWEDEN
 PHONE: 46/764/3450 FAX: 46/764/3060
 PUBLISHING HANDELED BY MISTY MUSIC

MNW RECORDS PROUDLY PRESENTS THE WANNADIES

another great band
 with great songs
 from Swedens strongest
 indie - and we are looking
 for partners!

The Sinners
 Sheila Chandra
 Commando
 and Pretty Triggers
 still available
 for most territories
 ex. GAS, U.K., Spain
 and Scandinavia.

MUSIC & MEDIA



Tony Carrasco
N-R-G Remix (Discomagic/Italy) Contact: Tony Carrasco/
 tel:39.2.6700400 or Disco Magic/tel:39.2.5063352/fax:5064675
 Carrasco uses organ sounds that are reminiscent of Booker T & The
 MGs. His original keyboard playing, laced with an insistent house
 groove, makes for one of the more spirited tracks around at the mo-
 ment. Taken from the album *A Moment In Time*. Licence and sub-
 publishing widely available.

The Wannadies

My Home Town (MNW/Sweden) Contact:
 MNW/Jonas Sjöström/tel:46.764.33450/fax:30060
 This new Swedish band are from the far north
 of the country and the song is about their fond-
 ness for their home town of Skellefteå. Their
 debut LP will be out in mid-August and will be
 followed by an extensive tour. Definitely one to
 watch. Licence and sub-publishing free except
 Scandinavia.

Talisman

Just Between Us (Airplay/Sweden)
 Contact: Vinyl Mania/Per Lönnström/
 tel:46.8.988840/fax:296704
 Solidly produced heavy rock from Scandinavia.
 Talisman are in between metal and pop,
 mainly due to their strong melodies and im-
 aginative arrangements. In the same vein as
 Europe, this band could well cross over to an
 international audience. Licence and sub-
 publishing free except Scandinavia.

Loose Bruce

Feel'n' Moody (Tam Tam/UK) Contact:
 Savage/Sheyla Asante/tel:44.1.4901210/fax:2503186
 A driving and insistent hiphouse number with a
 larger than life drum sound. The chorus is effec-
 tive, more because of its repetitiveness than any
 great melodic content. Should do well on the
 dance floor with some radio potential too.
 Licence and sub-publishing free except UK.

The String Of Love

Nothing Has Been Proven (Energy/Italy)
 Contact:Energy/Alvaro Ugolini/
 tel:39.6.384886/fax:381058/tlx:624818
 Always a bit difficult to say exactly what is so
 good about Italian house tracks. This one
 sounds fresh, atmospheric and has a pleasant
 light feel to it. Using bits of (Dusty Springfield's)
 version of 'The Pet Shop Boys' 'Scandal', this
 track immediately sticks in the mind. Licence
 and sub-publishing widely available.

Records mentioned on this page are by promoting acts which have potential for breaking into the pan-European market. The selection is done by the editorial team of Music & Media. Radio & TV programmes wanting to play the material mentioned here should be aware that not all records are necessarily released in every territory. International A&R managers and music publishers on the look out for new deals should contact the original master/publishing owners. Country of origin and contact numbers are listed as known. Those wishing to submit material to this section should send their records, biographies and photos to Music & Media, Gary Smith, PO Box 9027, 1006 AA Amsterdam, Holland.

Talent Tracks

PROMISING ACTS WORTH WATCHING

UPDATE

by Gary Smith

Kaoss by Dr Baker
 (Talent Tracks cassette
 no. 44), the first

release by Copenhagen-based COMA records, has just entered the top 75 in the UK singles chart. Expect more good soon.

Two songs from LRO Music in West Berlin, Agata Kristie and Poems For Laila (cassettes no. 38 & 39), both performed recently in Leningrad and the results were recorded live. An LP will be released in the autumn but in the meantime you can catch both acts at the Come Together Festival in Xanten, West Germany, on June 15.

UK-based company Made In Plastic (MIP) is in the process of expanding into mainland Europe. The company was started by Hugh Stanley Clarke, EMI UK's former senior A&R man, and his wife Jenny. While at EMI, Hugh was in charge of the budget for session players and felt they were getting a rough deal, in terms of wages and the amount of time it took them to get their money. They realised there was a niche in the market for a company to co-ordinate the careers of musicians and it seems they're right. Since it formed three years ago, MIP's turnover has increased by 800% and is expected to reach £2.4 million this year.

At the moment, the company handles the careers of around 700 musicians. It has either supplied musicians or whole touring units in

A NEW MUSIC & MEDIA INFO SERVICE FOR ACTIVE TALENT SCOUTS. 20 HOT TIPS EVERY 2 WEEKS ON CASSETTE. CALL GARY SMITH FOR ALL INFO. AMSTERDAM (020) - 6691961

many top acts including Lisa Stansfield, Bros, Yaz, Tears For Fears, Elton John and Rick Astley, as well as providing session players for studios.

MIP also has a publishing company, MIP Publishing, which is affiliated to Film Tax. Jenny explains: "Lots of our top studio people are very talented composers, but because they were not in a band, the major publishers wouldn't go near them. We went with Film Tax because it had loads of back catalogue



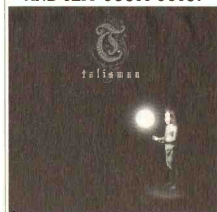
Lisa Stansfield uses musicians from MIP

but really nothing contemporary and I wanted to get into that side of things.' MIP is now setting up affiliate offices in all the major European territories and is interested in making contact with Continental management companies. For more information phone London (071) 959722, fax: 9243409.

TOP 20 UK Independent Charts

Singles			LPs		
THIS WEEK	LAST WEEK		THIS WEEK	LAST WEEK	
1	3	Glider	1	1	Life
2	1	Stay On	2	2	The Good Son
3	4	Sleeping Stone	3	4	Longest
4	2	Play	4	3	Stone Roses
5	5	Happy Chick	5	5	Apparatus
6	6	Post-Em	6	6	Blurred
7	4	This Is How It Feels	7	8	We Care A Lot
8	8	Ride	8	9	Smash
9	5	Floppy Berrys	9	14	Acid MIC
10	10	Deo	10	9	Wolover
11	11	Street	11	11	Happy Mondays
12	10	Big	12	10	Plains In The Game
13	12	Paul Session	13	15	Squair & O'Man
14	17	Staring At The Sun	14	13	Realistically Spooked
15	14	Headbanger Swam	15	12	Squair & O'Man
16	15	Hebbit's A Ride	16	16	The Camerons Of
17	16	Luvaff	17	17	Madness
18	17	CB To Go	18	18	Get Down From Acid
19	11	Dunkin'Shabukuti	19	12	Snuff Sand
20	15	WFL	20	19	Alvin Live In Leeds
					Margie Walker

FEATURING MARCEL JACOB AND JEFF SCOTT SOTO!



For further information, please contact:
 VINYL MANIA Per Lönnström
 phone - 46898840 fax - 468296704

(advertisement)
READY TO JUMP
 10 TOP A&R SELECTIONS
 - The Best Of Europe's
 Independent Scene -
 10 RED HOT LOCAL BREAKOUTS
 - If It Is Breaking Somewhere Else It
 Might Just Work For You Too -
 On the all new revised
 Talent Tracks Cassette

№.46

See answer card elsewhere in this issue for subscriptions and information

(advertisement)
THE HOT SPOT FOR NEW TALENT!
BOOK YOUR SPECIAL TALENT TRACKER!

Call:
 Music & Media Main Office
 31 - 20 6691961



Well, it's bad news from the Dutch Media Commission this week. They've decided not to give any radio or TV cable time to Stichting ZON, something to be with Bhagan or to the Church of Scientology.

Never mind, they seem to have the "Radiomafia" on air in Finland, at least that's whatYLE will call its revamped Channel 2 from June 1. Glad to see my dear friend Pentti Kemppainen will be in charge along with Jukka Haarna and Ismo Nykanen. Broadcasters from East and West Germany are obviously far more highbrow.

"Kultur D" is the name of a new radio programme that will be transmitted via Astra and operated by DLF West Germany, *Deutschlandsender* and Radio DDR 2.

Actually, my Finnish friends

are all over the place these days. YLE's Tapani Ripatti recently nipped across the Gulf of Finland to Estonian capital Tallin in response to a swamp of 'come and meet us'-type letters from Estonian dance fans who manage to pick up his weekly show. He was, so he tells me, virtually mobbed at a nearby disco, and was kept up all night while vinyl-starved DJs and fans made tapes of his record collection!

Talking of records, predictions are coming in thick and fast for my 'spot the summer hit' competition. Leading the pack so far, *Le Petit Train* from wacky French duo Les Rita Mitsouko, which is currently topping the Greek airplay charts. Obviously one we will all be dancing to on los this year.

US promotional gimmick of the week has to be WKLS-F/Atlanta "Wake-Up Crew Bunnie Shoot", in which listeners were invited to fire paint guns at stuffed rabbits for charity! Hundreds of angry listeners wailed the switchboard, not complaining about cruelty to sweet little furry things, but protesting when the plugs were pulled on the competition OB!

Tom Waits, the 'distinctive' Los Angeles crooner, is suing US crisp manufacturers Frito Lay for US\$ 4 million for impersonating his voice on radio advertisements. Waits says he's always made a point of refusing to endorse products. "I don't choose to use the audience. I've developed a support a little party snack!" Nevertheless, he describes the impersonation as "spooky".

Not so many anniversaries this week. Style Synchronizer Paul Weller is 32 and Miles Davis is 64 on May 25, and Gladys Knight will be 46 on May 28. Scott McKenzie's *San Francisco* was released 23 years ago on May 27, and is still essential playlisting for every 60s retrospective! Ten years later, the Sex Pistols' first single *God Save The Queen* was released. I must say I haven't played that one on my breakfast show recently.

A UK newspaper, *The Daily Mirror*, is coming to the aid of BBC Radio 2 DJ Ken Bruce who was recently 'swapped' with Judith Chalmers by the station's programmer controllers. The paper's campaign to reinstate Ken to his original slot has produced hundreds of letters of support

from readers but so far Radio 2 bosses remain unmoved. It's a bit like when my bosses tried to put me on the graveyard shift!

Well, there ain't no stoppin' those revals now. And smooth soul singer David Saylor (yes, Saylor) has teamed up with the legendary Edwin Starr for a remake of McFadden & Whitehead's *Ain't No Stoppin' Us Now* (a monster hit in 1979) because it "reflects the phenomenal changes that are taking place in the world today." Yeah!

Now, listen all you record company people out there, the Eurovision song contest is over for a year, so please can we have an end to singles with titles like *Boo Hoo Hoo*, by Distant Cousins and *Boah Booah* from Titi Et Nobru. I feel very, very silly saying them on air, and I am sure I am not alone in this. Mind you, the dafest thing I ever said during a programme was something about rumours that Rudolph Hesse was about to be released from Spandau Ballet! Ah, the perils of live broadcasting.....

Ray D

Updated reports and playlists additions from the major radio & tv stations from 16 European countries.

FP: Powerplay
AD: Additions to the playlist
LP: Alter of the week
CL: Clip
ST: Studio
IN: Interview
Because of a public holiday, some of the UK reports are frozen.

UNIFIED KINGDOM
BBC RADIO 1 - London
Chris Lytcut - Sen. Prod.
A List:
AD Beats Inc.: Won't Talk About
Kylie Minogue: Better The Pademest Low Thing
Sax 'n' Papa-Expression
B List:
AD Heartwood Powers: Give Me Hothouse Powers: Give It Up
Lisa Stansfield: What Did I Say: The Power
Sonia: Counting Every Minute
Wonderlust: Circersquare

CAPITAL RADIO - Prog. Center
Richard Park - Fred. Concor.
AD Crystal Palace FC: Glad All Propaganda: Heaven Give Me The Black Box: Everybody
Suzanne Vega: Give Me Dreams
The Chimes: I Still Haven't
Hothouse Flowers: Give It Up
Depêche Mòde: Policy Of Truth
Lisa Stansfield: What Did I
Jane Child: Don't Wanna Fall
The Farm: Stepping Stone
En Vogue: Hold On

RADIO CITY - Liverpool
Tony McCarren - Head Of Music
AD Parties In Kryme - Turlic

Elton John: Sacrifice
Lisa Stansfield: What Did I
Cabaret Voltaire: Keep On
Mentors: Take Your Time
BBG: Snappers
Lightning Seals: All I Want
Eurythmics: Angel
Chris Rea: Texas

PICCADILLY RADIO - Manchester
David Dunne - Head Of Music
A List:
AD Lisa Stansfield: What Did I
Halo James: Baby
The B-52's: Room
Jane Child: Don't Wanna Fall
Something Shapes: Because I
Right Now! Now!
The Pearl Emperor: Abandon
Melissa Etheridge: The Angels

GREATER LONDON RADIO - London
Trevor Dann - Head Of Music
A List:
AD Senators: Ordinary Heartbreak
Gary Moore: Sell Out The
Nick Lowe: All Men Are Liar
LP Bonnie Rae
Suzanne Vega: Book Of Dreams
Floodwood: Save Me
B List:
AD Ian McCulloch: Castellan
Brian Kennedy: Hollow
Mary Coughlin: Hell On The
BMB - Birmingham
Robin Walk - Head Of Music
A List:
AD BBG: Snappers
Kylie Minogue: Better The
New Kids DT Block: Cover
Propaganda: Heaven Give Me
Wonderlust: Circersquare
En Vogue: Hold On

RADIO CITY - Liverpool
Tony McCarren - Head Of Music
AD Parties In Kryme - Turlic

En Vogue: Hold On
Happy Mondays: Step On
Nasalle Cole: Wild Women Do
Michael Bolton: How Can We Be
Family: Shado Heaven
Heart: All I Wanna Do
Bibi Dink: Cradle Of Love
Blues Brothers: Everybody

HORIZON RADIO - Milton Keynes
Clive Dickson - Head Of Music
AD Pleasure: Peace
Carlton Dream: Do You
Double Trouble: Talk Back
En Vogue: Hold On
Slow Flowers: Springtime For
Hollywood

CHITEN RADIO & NORTHANTS RADIO
Paul Robinson - Prog. Contr.
AD Wonderlust: Circersquare
Lisa Stansfield: What Did I
Hothouse Flowers: Give It Up
Mantronics: Take Your Time
Beats Inc.: Won't Talk About
Ian McCulloch: Cardelano
Suzanne Vega: Book Of Dreams

RADIO RADIO - Manchester
Nigel Williams - Sen. Prod.
A List:
AD Steve V: Dirty Cash
BBG: Snappers
Michael Bolton: How Can We
Taylor Dayne: I'll Be Your
Beverly Hills Cop
Billy Idol: Cradle Of Love
New Kids DT Block: Cover
The Redskins: Love Thing
Lisa Stansfield: What Did I

METRO FM - Newcastle
Giles Sprog - Prog. Contr.
A List:
Depêche Mòde: Policy Of Truth

AD Paul Young: Satisfy Whispering
The B-52's: Room
Depêche Mòde: Policy Of Truth
Shawn Saunders: Yes I Do
Joan Armatrading: More Than
John Esler: In Cuts Both
Halo James: Magic Hour
Lisa Stansfield: What Did I

HORIZON RADIO - Milton Keynes
Clive Dickson - Head Of Music
AD Pleasure: Peace
Carlton Dream: Do You
Double Trouble: Talk Back
En Vogue: Hold On
Slow Flowers: Springtime For
Hollywood

CHITEN RADIO & NORTHANTS RADIO
Paul Robinson - Prog. Contr.
AD Wonderlust: Circersquare
Lisa Stansfield: What Did I
Hothouse Flowers: Give It Up
Mantronics: Take Your Time
Beats Inc.: Won't Talk About
Ian McCulloch: Cardelano
Suzanne Vega: Book Of Dreams

RADIO RADIO - Manchester
Nigel Williams - Sen. Prod.
A List:
AD Steve V: Dirty Cash
BBG: Snappers
Michael Bolton: How Can We
Taylor Dayne: I'll Be Your
Beverly Hills Cop
Billy Idol: Cradle Of Love
New Kids DT Block: Cover
The Redskins: Love Thing
Lisa Stansfield: What Did I

METRO FM - Newcastle
Giles Sprog - Prog. Contr.
A List:
Depêche Mòde: Policy Of Truth

RADIO TRENT GROUP - Nottingham
Len Grant - Deputy Prog. Dir.
A List:
AD The B-52's: Room
Rainy Children: Music Stop
Terry 'N' Chalk: Tomorrow
Halo James: Magic Hour
B List:
AD Gary Moore: Sell Out
Thomas Lang: The Longest Show
Sax: Hippychick
Lisa Stansfield: What Did I
Suzanne Vega: Book Of Dreams

RADIO HALLAM - Sheffield
Dean Peppal - Head Of Music
A List:
AD Jane Child: Don't Wanna Fall
Halo James: Magic Hour
B List:
AD BBG: Snappers
Depêche Mòde: Policy Of Truth
Robert Plant: Hurting Kind
Kiss: The Sky: Woodoo Chick
Suzanne Vega: Book Of Dreams
Lad: Backe - Bakerman
Thomas Lang: The Longest Show

RADIO RADIO - Manchester
Nigel Williams - Sen. Prod.
A List:
AD Steve V: Dirty Cash
BBG: Snappers
Michael Bolton: How Can We
Taylor Dayne: I'll Be Your
Beverly Hills Cop
Billy Idol: Cradle Of Love
New Kids DT Block: Cover
The Redskins: Love Thing
Lisa Stansfield: What Did I

METRO FM - Newcastle
Giles Sprog - Prog. Contr.
A List:
Depêche Mòde: Policy Of Truth

RADIO TRENT GROUP - Nottingham
Len Grant - Deputy Prog. Dir.
A List:
AD The B-52's: Room
Rainy Children: Music Stop
Terry 'N' Chalk: Tomorrow
Halo James: Magic Hour
B List:
AD Gary Moore: Sell Out
Thomas Lang: The Longest Show
Sax: Hippychick
Lisa Stansfield: What Did I
Suzanne Vega: Book Of Dreams

Tuning in To RFM

- Core artists: the Beatles, Phil Collins, Simon & Garfunkel, The Christians.
- Top shows: 'RFM Graffiti', 'Ba Be Bi Bo Bu' and Eddy Mitchell at weekends.
- Hours on air: 24.
- Target audience: 25-39 year olds.
- Actual audience: 1.7% (Mediametrie January-March 1990).
- Ownership: Crown Communications (since 1989), Credit Mutuelle and Patrick Meyer (VP), who founded the station in 1982.
- Address: 11-15 Quai de Dion Bouton, 92816 Puteaux.
- Telephone: 331.40.991515.
- Frequency 103.9 FM.

Programme director, Jean-Bruno Michaud: "We promote ourselves as a station with both music and personality. That is why our recent ad campaign focused on big-name presenters like Eddy Mitchell and Antoine Camille. We want to have people on air who have things to say. There are 13 journalists who provide a 24-hour news service, working from press agency briefs as well as developing their own special reports. We want to create a complete radio station, but above all we are music radio,

aiming at a fairly wide audience with a mixture of oldies and current hits.

"The style is not all rock, nor is it baba cool (second generation hippy). Currently the split is 35% French music and 65% Anglo-American, but it could eventually reach 60% French and 40% Anglo-American. We use computerised programming, with software from the US called Radio R Revolution. The station does not carry any syndicated programmes and our jingles are supplied by an outside company.

"When it comes to choosing the playlist, I work with a panel of 820 people, testing around 50 to 60 titles each week. No great method is criticised by a lot of people, we have used it successfully since January 1989, but only to test records which are already known, rather than new releases. We are not there to make hits. We are simply asking people's opinions.

"The charts are not really relevant to our format. The top 50 is not right for our audience and, in any case, with a drop in singles sales, it is less reliable than ever as a guide. But we really need more information from the record companies. They have to be more professional in their attitude. Luckily, there are some people who have the correct marketing approach, but we still receive too many records.

"We have always been told that French music is inferior but it is just not true. In reality, artists like Jean-Louis Murat, Francis Cabrel



and Patricia Kaas sell well and there are plenty of new artists with potential, such as Pauline Ester. One of the surprising things we found by using the panel is that our listeners do want to hear French music.

"There have been only advantages to Crown Communications taking over. We work with them every day and have formed a real team. For the past year it has been a question of searching for the right formula and I think we have found it. No great changes are likely in the future, apart from the development of the network nationwide. Meanwhile, we were one of the few stations, along with France-Info, to increase our audience in the last Mediametrie poll!" □

OUT NOW!

METAL THUNDER COMPILATION

FEATURING: BBG SNAPPERS, F.N. GUNS, GRAFFITI & HAMMER, DIRTY SIDE

NEW LP - WOODKA 1002 NEW CD - WOODKA 1002 CD

DISTRIBUTED IN BENELUX BY INDISC

RUMBLE RECORDS

P.O. BOX 108 2610 ANTWERP (WILRIJK) BELGIUM PHONE: 32-3-313 70 06

Public Enemy '91 Is A Joke...
House Of Love: The Beatles
The Strangers: Sweet Smell

VERONIQUE
COUNTDOWN
Rob Of Boer - Prod.
CL Soul II Soul: A Dream's A Reality Show

ST 77
IN Tony Scott: MC
SUPER CHANNEL
HiFi Television: World
Newspaper: World

BSB
Powerlog:
CL 88 Soul II Soul: A Dream's A Reality Show

UNITED KINGDOM
HOLLYWOOD BOYS
Paul Ciani - Prod.
Kylie Minogue: Better The Devil Wins

FRANCE
Gilbert Osofsky - Music Co-Ord.
CL 88 Soul II Soul: A Dream's A Reality Show

ITALY
Giancarlo Trembetti - Prod.
CL 88 Soul II Soul: A Dream's A Reality Show

FRANCE
CL 88 Soul II Soul: A Dream's A Reality Show

FRANCE
CL 88 Soul II Soul: A Dream's A Reality Show

Deejay Television
Claudio Cecchetto - Prod.
CL 88 Soul II Soul: A Dream's A Reality Show

HOLLAND
VERONICA
Rob De Boer - Prod.
CL 88 Soul II Soul: A Dream's A Reality Show

GERMANY
Andreas Theilmeyer - Prod.
CL 88 Soul II Soul: A Dream's A Reality Show

GERMANY
Andreas Theilmeyer - Prod.
CL 88 Soul II Soul: A Dream's A Reality Show

GERMANY
Andreas Theilmeyer - Prod.
CL 88 Soul II Soul: A Dream's A Reality Show

GERMANY
Andreas Theilmeyer - Prod.
CL 88 Soul II Soul: A Dream's A Reality Show

GERMANY
Andreas Theilmeyer - Prod.
CL 88 Soul II Soul: A Dream's A Reality Show

GERMANY
Andreas Theilmeyer - Prod.
CL 88 Soul II Soul: A Dream's A Reality Show

SWITZERLAND
DRS - Benoit
Frank Senn - Prod.
CL 88 Soul II Soul: A Dream's A Reality Show

SWITZERLAND
DRS - Benoit
Frank Senn - Prod.
CL 88 Soul II Soul: A Dream's A Reality Show

SPAIN
K3
TV El Trece
TV El Trece

SPAIN
K3
TV El Trece
TV El Trece

POLAND
TV 1 - Flak
Bogdan Fabianski - Prod.
CL 88 Soul II Soul: A Dream's A Reality Show

BELGIUM
WTK
Super 50
CL 88 Soul II Soul: A Dream's A Reality Show

BELGIUM
WTK
Super 50
CL 88 Soul II Soul: A Dream's A Reality Show

BELGIUM
WTK
Super 50
CL 88 Soul II Soul: A Dream's A Reality Show

EUROCLIPS
The most avid music video clips throughout Europe...
VIDEO FAVOURITE
Eros Ramazzotti
Se Basase Un Cancion

EUROCLIPS
The most avid music video clips throughout Europe...
VIDEO HITS
Alannah Myles
Snap
The Power - Motion Brothers

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

EUROCLIPS
The most avid music video clips throughout Europe...
EUROCLIPS
The most avid music video clips throughout Europe...

Personally...
I think it's a great time for pop music...
NRK 2

Personally...
I think it's a great time for pop music...
NRK 2

Personally...
I think it's a great time for pop music...
NRK 2

Personally...
I think it's a great time for pop music...
NRK 2

Personally...
I think it's a great time for pop music...
NRK 2

Personally...
I think it's a great time for pop music...
NRK 2

Personally...
I think it's a great time for pop music...
NRK 2

Personally...
I think it's a great time for pop music...
NRK 2

FRANKIE FEVER
Aarhus Naerdrad
TP MC: Pops - Your Hands

FRANKIE FEVER
Aarhus Naerdrad
TP MC: Pops - Your Hands

FRANKIE FEVER
Aarhus Naerdrad
TP MC: Pops - Your Hands

FRANKIE FEVER
Aarhus Naerdrad
TP MC: Pops - Your Hands

FRANKIE FEVER
Aarhus Naerdrad
TP MC: Pops - Your Hands

FRANKIE FEVER
Aarhus Naerdrad
TP MC: Pops - Your Hands

FRANKIE FEVER
Aarhus Naerdrad
TP MC: Pops - Your Hands

FRANKIE FEVER
Aarhus Naerdrad
TP MC: Pops - Your Hands

HAAKAN JANSSON
TP A Way Of Life: Triffin' For
K C Tronic: Say What You Say

HAAKAN JANSSON
TP A Way Of Life: Triffin' For
K C Tronic: Say What You Say

HAAKAN JANSSON
TP A Way Of Life: Triffin' For
K C Tronic: Say What You Say

HAAKAN JANSSON
TP A Way Of Life: Triffin' For
K C Tronic: Say What You Say

HAAKAN JANSSON
TP A Way Of Life: Triffin' For
K C Tronic: Say What You Say

HAAKAN JANSSON
TP A Way Of Life: Triffin' For
K C Tronic: Say What You Say

HAAKAN JANSSON
TP A Way Of Life: Triffin' For
K C Tronic: Say What You Say

HAAKAN JANSSON
TP A Way Of Life: Triffin' For
K C Tronic: Say What You Say

MUSIC & MEDIA
A publication of European Music Report by an
EMR/Black Box Company which is a subsidiary
of Universal Publications Inc.

MUSIC & MEDIA
A publication of European Music Report by an
EMR/Black Box Company which is a subsidiary
of Universal Publications Inc.

MUSIC & MEDIA
A publication of European Music Report by an
EMR/Black Box Company which is a subsidiary
of Universal Publications Inc.

MUSIC & MEDIA
A publication of European Music Report by an
EMR/Black Box Company which is a subsidiary
of Universal Publications Inc.

MUSIC & MEDIA
A publication of European Music Report by an
EMR/Black Box Company which is a subsidiary
of Universal Publications Inc.

MUSIC & MEDIA
A publication of European Music Report by an
EMR/Black Box Company which is a subsidiary
of Universal Publications Inc.

MUSIC & MEDIA
A publication of European Music Report by an
EMR/Black Box Company which is a subsidiary
of Universal Publications Inc.

MUSIC & MEDIA
A publication of European Music Report by an
EMR/Black Box Company which is a subsidiary
of Universal Publications Inc.

PUBLICATIONS**the doors are opened...***** FONORAMA***

the first magazine for record collectors in Eastern Europe
offers all dealers and individuals advertising to reach the unobtainable

PERSONAL ADS

- 1 word is 15 p
- a heading or a semi-display ad – £1.

RECORDS FOR SALE/WANTED

- 1 line is 80 p

DISPLAY ADS (up to A5 size)

- 1 sq. cm is £1.2
- 1 sq. inch is £7.5
- colour – add 25% more

When ordering the ads in minimum 3 consecutive issues you get 20% discount. Always state the languages you speak, or if you wish it to be written in Polish.

Payment by Barclays International Money Order, cheques on City-bank, Lloyds Bank, American Express, Bank Handlowy SA London only. Sorry, no cash, no personal cheques.

All funds payable to
FONOPRESS S-ka z.o.o.

A sample copy of FONORAMA for 3 IRC's or £1 stamp.

FONORAMA, P.O. Box 114, 31-829 Kraków 31, Poland.
Telex 325237, Fax G3 0048-1222606,(5:00-13:00 GMT)

MUSIC AND MORE**TAPE DUPLICATION****DUPLICASE
DUPLICASE**

BLANK AUDIO CASSETTES (Cr & Fe)
in any length, quick delivery, low prices.

REAL-TIME CASSETTE COPY SERVICE
for demos and music cassettes
also small numbers - highest quality.

Duplicase
Rozenlaan 57
NL-2771 DC Boskoop
Netherlands
Tel: 31-1727-17838

CONGRATULATIONS**EMI Music Publishing****REPRESENTS**


Sinéad
O'Connor

No 1**THROUGHOUT THE WORLD**

127, Charing Cross Road, London WC2H 0EA Telephone 071 434 2131 Fax 071 434 3531

VARIOUS

Pan-European Promotion - a concept that the Flying Dutchman promotion and marketing team has been working from since 1979.

Since then, we have contributed to the development of a number of artist careers and projects, including Phil Collins, Berlin, INXS, the Diamond Awards Festival, Genesis, Roxette, The Fatal Flowers and The International Music & Media Conference.

The Flying Dutchman - your partner for . . .

- Pan-European artist promotion
- Artist relations and management
- International events and conferences
- Sponsoring

. . . and your key to a continent full of opportunities.

Contact us for an information kit. Tel.: 31.20.669.1981 Fax: 31.20.170856 Tlx.:12938

**TO
PLACE
YOUR
CLASSIFIED**

**PHONE
YLONKA
ON
31-20-6691961**