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# MUSIC & MEDIA

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The European  
Music &  
Broadcast  
Trade Magazine

## UK Officials Favour Classical FM Outlet

by Hugh Fielder

A national FM classical station for the UK appeared a stronger possibility last week when Lord Chalfont, chairman of the Radio

## Italian-Only Station Stars In Ratings

by David Stanfield

Italian private national station Radio Italia Solo Musica Italiana has passed the one million listener mark for the first time, according to audience research group Audiradio.

The daily listener figure sees the outlet, which is now the fourth most important private station in Italy, gaining ground on its competitors with its policy of airing Italian music only. Last year, in Audiradio's 1989 survey, Radio Italia Solo's daily audience was just \$43,000.

By comparison, the top three privates - Rete 105, Radio Deley and Radio Monte Carlo - have all sur-

continues on page 6

Authority, hinted at possible amendments to the new Broadcasting Bill.

The Bill's requirement that at least one of the three national franchises be awarded to a station playing "music other than pop" has caused problems for the Radio Authority, which at a September weekend meeting failed to successfully define 'pop'.

But according to Lord Chalfont the Bill is "not complete yet" and may be altered on its return to parliament for the last time this month.

"The government is making certain amendments at the report stage which starts on October 8. It may well be that the 'music other than pop' phrase may be one of the amendments. It would clearly help the Radio Authority if there was a definition by the government of what they mean by that phrase. But if they won't then we will!"

continues on page 6

## RMS OFFERS GERMAN AD PACKAGE

# Privates' War With ARD Heats Up

by Paul Andrews

Hamburg-based Radio Marketing Services (RMS) has begun a national sales campaign for affiliated private stations - believed to be the first time advertising on local and regional radio throughout Germany has been sold in a single package.

Under the scheme, known as the RMS Kombi, advertisers can book time on all RMS member stations. They are: RSH (in Schleswig-Holstein); Radio Hamburg, Radio Finn (Niedersachsen); RPR (Rheinland-Pfalz); Antenne Bayern (Bavaria);

and Radio Kombi Baden-Wuerttemberg (17 local stations) - all of whom partown RMS; plus DT64 and Sachsenradio, stations based in what was East Germany; Radio Saube (Saarland); and national classical cable station Klassik Radio.

The new package has been launched as a direct competitor to public broadcaster ARD's planned national sales operation. "It's very important for us to be in a strong position against the public stations," says Antenne Bayern marketing director Karl-Heinz Hoerhammer. "They will have a national combination by 1992 - we have to be there first."

"The advantage is that agencies and clients can book a lot of stations with one order, and they pay a lot less for the Kombi than the sum of the rates on all the member stations!"

RMS, adds spokesperson

continues on page 6



MCA Music International has signed Janet Jackson to a sub-publishing agreement for the world, excluding North America and Japan. The deal includes songs written by Jackson for her current multipatinum album 'Rhythm Nation 1814'. From left: Merrill Wapner, VP of international acquisitions, MCA Music; Jackson; and John Brands, VP MCA Music International.

## SNEP Calls For Code Of Ethics

by Emmanuel Legrand

Industry body SNEP wants to establish a code of ethics between TV and radio broadcasters, and record producers and publishers. A first draft of the text has been approved by SNEP's board and will shortly be examined by all parties.

Patrice Fichet, VP of SNEP, explains: "We want to establish a code that is based on the principal of openness and honesty. If a record company or an independent producer has a share in a broadcaster, or is the producer of a programme, it should be made public. We want to establish

a joint committee with representatives from all parties to act as the guardians of this principal, and to look at any abuses that might surface."

The initiative follows a series of allegations concerning conflicts of interest, as increasingly record companies and producers are investing in programmes as well as TV and radio stations. Some SNEP members fear direct, and undisclosed, involvement with broadcasting, is leading to abuses and leaves the industry open to allegations of unfair competition.

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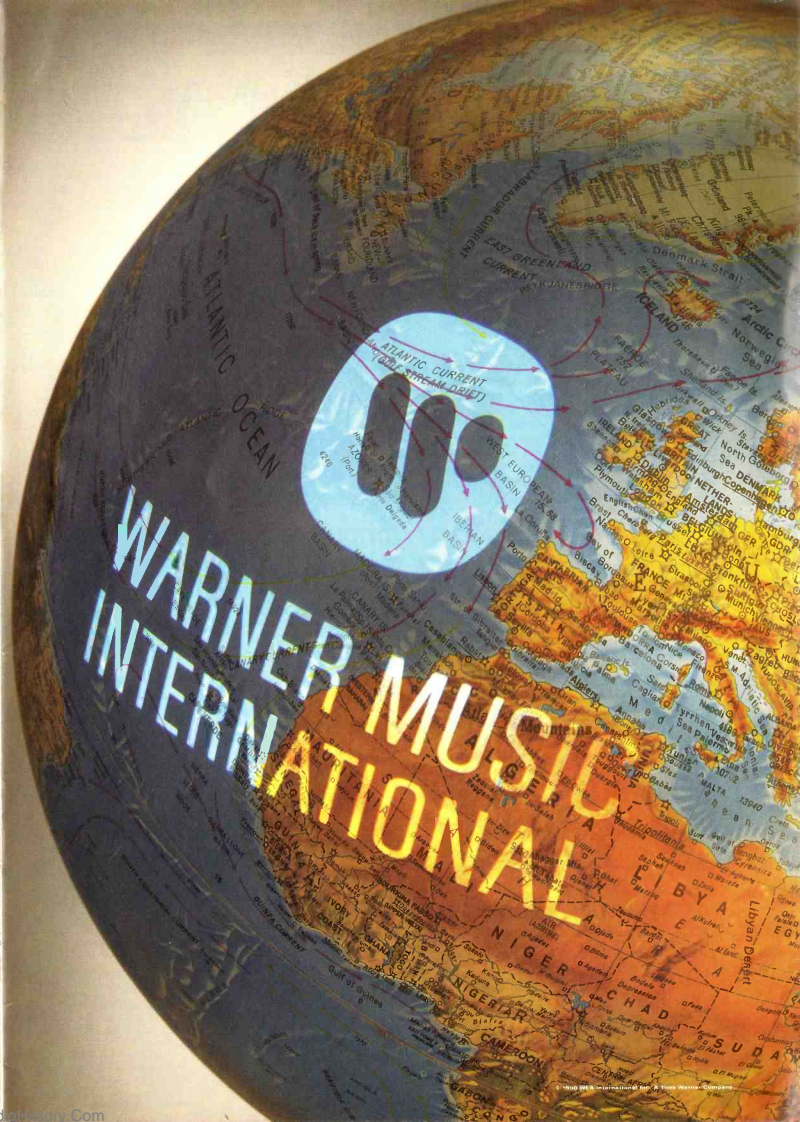
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## Solidarity Launches In Poland

by Chris Fuller

New Polish commercial station Radio Solidarity, which is 43% owned by UK investment companies Radiotrust and Abrust (Aberdeen New European Investment Trust), was officially launched in Warsaw on September 20. An opening party for potential advertisers and several government officials was hosted by the station's MD Jola Wisniewska and head of programming Jerzy Ferar.

Solidarity ("Solidarnosc") began as an illegal underground service in the early 80s and now broadcasts on FM to a potential audience of 1.5 million in and around Warsaw. It has been carrying out test broadcasts for the past four months and has settled at a 50/50 ratio of talk to music, mixing political comment, news, sport and English-language tuition with western God and CHR-type CDs and cassettes.

According to Radiotrust chairman Alastair Shaw, who has overseen a £ 200,000 UK investment into the station, the music mix also includes a "sprinkling of modern Polish-language music". Shaw: "The approach is very much that of a BBC, world service-type station. There is great loyalty towards the name Solidarity, though now it takes an independent stance."

It is intended that Solidarity will eventually serve as the centre of a Polish commercial radio network. Shaw: "The initial public

reaction has been encouraging - phone-ins have proved extremely popular. We intend to instigate detailed market research over the next few months."

Radiotrust, a quoted UK investment fund aimed solely at commercial radio, is also seeking to fund a new private venture in Czechoslovakia, and has submitted a proposal to the Czech government's broadcasting commission. It is also in discussion with Lithuania's first non-state station, M1 in Vilnius, which recently merged with its sister station RadioCentras and now operates under the RadioCentras name.

M1 began transmissions at the start of the year, while the RadioCentras channel began on the same frequency, on both FM and AM, in August (M&M July 14). Combined into one station, RadioCentras targets a 15-50 age

group within a 150 kilometre radius around the Lithuanian state capital Vilnius (population 600,000) with a broad mix of rock, pop and MOR. It is on air from midday to midnight and employs seven full-time employees and around 20 part-timers.

"According to M1 co-founder Rimantas Plekiys, the Baltic state's continued struggle for independence from the Soviet Union has resulted in an economic slump and a lifeless advertising market.

Plekiys: "It's a difficult situation but we are retaining our audience levels [more than half the families in Vilnius, the station says]. We have built up good listener loyalty over the past six months and are confident that when the political situation settles we will be well-placed to take advantage of a market economy." □

## Speakers Announced For Looking East And West

by Adam White

New IFPI president Sir John Morgan, BMG International senior VP Arnold Bahlmann and Europe 2 MD Martin Brisse are among entertainment industry leaders set to participate in next month's Looking East & West conference in Budapest.

From Eastern Europe, speakers will include Laszlo Hegedus, owner of Radio Calypso, Hungary's first private station, and Jeno Bors, former Hungaroton MD and now MD of Quint Records, a new US/Hungarian joint venture.

The November 23-26 conference is intended to facilitate investment and trade between the music industries of Western and Eastern Europe. It will offer a programme of panels, seminars, artist showcases and keynote speeches. The organisers are Tribute Productions; joint sponsors are Music & Media and Billboard.

Bahlmann and Bors will participate in seminars on record industry topics, chaired by Stuart Watson, VP of MCA Records International. They will explore the economic interests of Western labels in Eastern Europe, the promotion of music, and retail

distribution opportunities.

Piracy, rife in Eastern Europe, is a key subject for discussion in these seminars on rights to be chaired by Robert Stuyt, IFPI Europe chairman and PolyGram Netherlands MD. Joining him will be IFPI's Morgan, who has specialised knowledge of Poland gained during his tenure as British ambassador there.

Looking at the potential market for music TV in Eastern Europe and the prospects for pan-European broadcasting will be sessions chaired by John Cummins of media consultants Hydra Associates. He has enlisted, among others, Janis Fenyó, MD of Hungary's first video distributor, Visco Films.

Brisac of French broadcaster Europe 2 will join panelists dissecting radio investment and programming opportunities. Sessions will be chaired by Simon Cole, CEO of UK syndicator Unique Broadcasting, which has a joint venture in Czechoslovakia.

Further details from Tribute Productions at The Maples Business Centre/Suite F, 144 Liverpool Road, London N1 1LA, tel: (071) 700.4515, fax: 700.0854. □

## e t r a

German radio has discovered the virtues of local-language music and schlager, following the recent ratings success of MOR/schlager stations Radio Arabella and WDR 4. Now, SWF and SDR plan to launch a joint MOR/Schlager next year, covering south-western Germany from Würzburg to Lake Constance. According to SDR director of radio Hubert Locher, the service will aimed at the over-40s with a "70:30 talk/music ratio. It will have a "a strong emphasis on German-language volksmusic and schlager, mixed with short bulletins of information".

★ ★  
RSH, the German private for the Schleswig-Holstein region, plans a sister service in neighbouring Mecklenburg-Vorpommern, formerly part of the GDR. The station has formed a joint company with East German state shipping line Schiffswerke and plans to apply for a licence once a regional media authority is set up, after the October 14 state elections. According to MD Hermann Stumpert, the new station will be having a format similar to RSH but will use DJs and reporters from the region.

★ ★ ★  
Executives from Dutch public and private radio & TV, have joined forces to rescue local, Amsterdam-based station Radio Extra 108 from closure. The station built up a substantial following since its launch five years ago, despite lack of subsidies or funding from commercials, which are not permitted under existing Dutch law. Local commercial radio will be allowed in Holland, from next year, and Salto, the licensing authority for capital, plans a new station in 1991. Extra 108, however, is not currently included in the new plans. Radio 108 executives, Sky Radio and KIL-Venroque are among the broadcasters trying to change that by lending their weight in support of the station.

★ ★ ★  
The Irish Independent Radio & TV Commission (IRTC) predicts that the nation's independent radio stations will earn IR£ 9 million (app. US\$ 5.3 million) from advertising by the year end. This means the IRTC's 3% levy on stations' gross advertising revenues will net the company IR£ 270,000 for 1990.

★ ★ ★  
Virgin plans two more megastores next year. After Amsterdam - launched directly with the new Free Record Shop megastore, which opens November 17 - Virgin wants to open new outlets in Brussels and Antwerp, with floor space exceeding 1,500 metres.

## Drake-Chenault Begin European Tests

by Chris Fuller

On the heels of the Satellite Music Network (SMN), another US radio company, Albuquerque-based Drake-Chenault, has begun testing four formats in Europe via the Panamasat satellite.

Represented in Europe by the UK-based Telstar Satellite Music Network, Drake-Chenault is feeding its country, oldies, AC and soft AC formats to a group of stations in the UK, Ireland and on the Continent. The broadcasters are monitoring the signals and passing on opinions on presentation, music choice and technical quality.

The formats are all 24-hour "neutral" services, allowing for tone-switching and the insertion of local ads and jingles, though for initial European tests they are sharing one transponder on a six-hour rotation. The signals originate from studios in Denver, Colorado.

Telstar MD Graham Kentsley says it is too early to say which of the formats is most suitable for the European market. "It's very much an experiment!" he adds, "but if any tests go particularly well we will certainly consider launching them as 24-hour services."

## MIDEM Radio Conference

The 1990 MIDEM radio conference will cover three areas - the changing international radio landscape in the run-up to 1992, marketing opportunities in Europe, and new technology and its effects on the industry.

More than 50 industry figures will participate in the conference, to be held at the Palais des Festivals, Cannes, France on January 20-24. The event is being organised by the MIDEM Organisation in conjunction with London-based syndicator, the United Broadcasting Company.

Speakers, drawn from radio stations, syndicators, record companies and advertising agencies, will include Tony McGinn (MCM Networking, Australia), Eugenio Galdon (SER, Spain), Steve Saltzman (Rock Over London, UK), Agustín Ruiz de Aguirre (Radio Popular, Spain), Pierre Bellanger

He does not expect stations to take the full service, but to "dip in and out" of the signal when they please. The formats do not carry advertising or sponsorship, with payment on a purely cash basis. "Fees will be related to individual rate cards," says Kentsley.

Drake-Chenault, established in the US for more than 30 years, is a programming and consultancy company with over 400 client stations across the US, Canada, Europe, the Caribbean and the Far East. Aside from the satellite formats it also provides syndicated programming, research, library and automated music management services.

Chairman William Sanders claims Drake-Chenault is "the only satellite-delivered system in the US that does not carry commercials. Ours is strictly a one-to-one programming service, we do not aim to set up a network."

Kentsley, whose Telstar company operates the "Supergrid" oldies service to 12 client stations across Europe, believes the full potential of satellite radio will not be realised for another year. "The market at the moment is too fragmented and it will take time for the concept to sink in!" □

(Skyrock, France), Jacques Roccas (NRI, France), Laszlo Hegedus (Radio Calypso, Budapest), Michael Missy (Radio Hamburg, Germany), Lutz Kuckuck (DMK, Germany), Bo Berg (Voice, Denmark) and David Briggs (Capital, UK). □

## Radioscan

With the thousands of stations, in hundreds of formats and markets in the US, it can be difficult for syndicators to keep up with one solution for their programming. One is right

comes from the Radio Information Center's IBM-compatible hard disk programme, Radioscan. With a monthly-updated database consisting directly with the new format, rating and so on, this can be used to find prospects, and create mailing and phone lists, as well as producing lists of affiliates and listener reports, traffic instructions and audience reports.

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## NAC Label Narada Comes To Europe

by Chris Fuller

Narada Productions, one of the US's leading NAC (new adult contemporary/new age) labels, opens its first European office this month in Hilversum, Holland. Jaap Hoitingh, former marketing director for WEA Holland, has been appointed Narada's director of European marketing and sales.

Headquartered in Milwaukee, Wisconsin, Narada has recently reached distribution agreements with several European companies. Intercord of Stuttgart will distribute Narada recordings in Germany, Austria and Switzerland, working through Echo Records in Austria and Phonag in Switzerland. Narada has also inked deals with VIA Records to cover the Benelux, with Carisch in Italy and Nuevos Medios in Spain. Distribution agreements for further European territories, including

### UK FM

continued from page 1

At press time, however, a Home Office spokesman maintains there are no plans to change the "music other than pop" requirement in the Bill.

"Some people think you have to define pop wider than that and include, for example, rock," says Chalfont. "There is a strong feeling among the older generation that rock is a form of pop music. But younger listeners say rock is a special kind of music on its own. That's the argument we're trying to sort out."

Chalfont refutes any suggestion that Arts Minister David Mellor, who is responsible for the Broadcasting Bill and who was a dinner guest at the Radio Authority's weekend meeting, has put any pressure on the Authority to exclude rock from "music other than pop".

the UK and Scandinavia are imminent. In the US, Narada is distributed by MCA.

"It is Narada's wish to present this month in Hilversum, Holland. Jaap Hoitingh, former marketing director for WEA Holland, has been appointed Narada's director of European marketing and sales.

Headquartered in Milwaukee, Wisconsin, Narada has recently reached distribution agreements with several European companies. Intercord of Stuttgart will distribute Narada recordings in Germany, Austria and Switzerland, working through Echo Records in Austria and Phonag in Switzerland. Narada has also inked deals with VIA Records to cover the Benelux, with Carisch in Italy and Nuevos Medios in Spain. Distribution agreements for further European territories, including

Chalfont: "He has not interfered at all except in a very open and non-devious way. I think he is one of those people who would like to see a classical station and probably a national one which in his view - and indeed in mine - does something that BBC Radio 3 doesn't do at the moment. But he has put no pressure on us at any time at all."

The Radio Authority will meet again this month to settle a definition of pop music. When a definition is finalised the Authority must then accept the highest bid for each franchise. It will be awarding three national frequencies, two AM and one FM, during the next two years.

At least two rock music radio companies - Rock FM and Q Rock - have told the Radio Authority they want to bid for the national FM franchise. □

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### Italian Station Stars

continued from page 1

ferred a drop in listeners this year.

Luciano Linzi, promotion manager at the CGD record company, attributes Radio Italia Solo's success to an overall rise in the popularity of Italian talent.

Linzi: "The national music market has been growing on a daily basis for the last couple of years and along with it specialist stations such as Radio Italia Solo. Artists have helped too. They all do interviews, specials and many - including Poo, Gianni Nannini and Mango - even sing on their own jingle for the station.

"Even networks like Rete 105 and Milan International are giving national talent airplay. The space they give is not very big but they are being forced to play more because of the success of Radio Italia Solo and other specialised local stations." □

Narada's European address is Narada Productions Inc, Lindenheuvel 3, 1217 JV Hilversum, PO Box 2301, 1200 CH Hilversum, Netherlands; telephone 31 (0)35 238 462; fax 31 (0)35 42 090. □

### Privates' War

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Tanja Hoevelberndt, sees the move as a first step towards the joint marketing of all private radio. "Our company and the Kombi are open to any private station that wants to join. We would like to get all of them, although that will take a long time."

But ARD Werbung, the public broadcasters' national service agency, does not perceive a great threat from the new organisation. Research executive Dietmar Pretzsch: "ARD radio is still in a better audience position than the privates, and I think advertisers prefer the personal service they get from dealing with a broadcaster directly."

"We have been discussing a national service, but it will not go ahead for a couple of years. I don't think this RMS thing will make it happen any faster."

Up to two-thirds of the privates' permitted six minutes

per hour commercial time is being sold through RMS Kombi. Week-day rate-card tariffs for a single 30-second spot range from DM 2,490 (app. US\$ 1,500) between 05.00 and 06.00 to DM 8,940 (07.00-08.00).

Hoerhammer expects smaller stations to do especially well. "I can imagine some clients will decide to book a small station in the combinations' national service cheaper and easier."

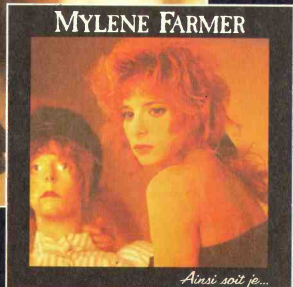
As for Antenne Bayern itself, "the discount may mean less income for us per spot, but I hope the offer is attractive enough that we will get the money back in more bookings."

RMS itself was founded in 1987 as a joint sales house by RSH, Radio Hamburg and Radio fin, trading as Funk-Kombi Nord (FKN). With the addition of further partners, RMS now claims to be Germany's largest radio sales firm, with a DM 100 million (app. US\$ 64 million) annual turnover.

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FROM THE No. 1 ALBUM

## BCM's Debut International Sales Conference

International distribution, the rise in popularity of the CD and MC formats, the importance of new operations in France and Spain, plus the launch of BCM Video were among the topics discussed at the first ever international sales conference held by German-based independent BCM Records. Some 20 delegates representing 12 European territories attended the conference, which took place in Neuss, Germany, on September 13-14.



**The Scandinavian Connection:** From left: Brian Carter, Terje Engen, Sonet Norway; Dag Hoegqvist, Sonet Sweden; Gugi Kokkijuskin, Sonet Finland; Cui Letner, Sonet Denmark. At the conference, Hoegqvist predicted a growth in the dance market in Scandinavia, due in part to the filing of government controls over TV and radio. But he said MTV is still the most important force in breaking records. He added: "A top 30 position in the UK is more important than a no. 1 in Germany."



**French Premiere:** BCM opened an office in Paris last week, which is headed by Gerard Longello (left). The first release on BCM France, which is distributed by PolyGram France, is Twenty 4 Seven's "I Can't Stand It". Françoise Bergman, PolyGram France Distribution, is also pictured.



**OOOHH! We Like It!:** Members of Twenty 4 Seven join delegates at the screening of their new video.



**Tearn Talk:** BCM president Brian Carter and international co-ordinator Susanne Foercker (bottom left) join BCM staff from France and the UK to welcome delegates from CNR, Belgium; PolyGram Distribution France, Euro Merchandising, Sonet Denmark; M&I Greece; Sonet Finland; Sonet Norway; Ginger Music (Spain); Streetwise (Switzerland); Sonet Sweden; Discovory (Germany); Sound Products (Holland); Andante (Portugal) and Taco International (Holland).



**Thanks A Bullion:** Brian Carter presents gold LPs to Ivan Gostavov and Manfred Schmitz from Discovory, which distributes BCM in Germany. The presentation took place at the BCM warehouse, which is part of the company's new complex in Neuss.



**Cassingle r/minded:** Ana Miran and Jaime Bugas from Ginger Music in Spain were on hand to talk tactics. Miran told delegates: "In Spain, you can have a no. 1 hit that sells 10,000 copies on vinyl, but you can sell somewhere between 100,000 to 300,000 of the same title in a cassette single format."

## Beaming in With RTL International

### Moving from terrestrial to satellite broadcasting

**As MD of Radio Luxembourg in London, Maurice Vass is responsible for the new satellite delivered radio station, RTL International, targeted at Scandinavia. Vass spoke to Paul Andrews about the move into space, and how it affects RTL's other plans in the UK and beyond.**

**Q:** RTL International is the organisation's first venture in Scandinavia. What were your reasons for entering that market?

**A:** We decided to offer something specific for Scandinavians because it is a market that is rather poorly served at the moment. It doesn't have the choice some other countries have - certainly no international programme of any entertainment value. That's what we're trying to do.

We're not trying to compete with local radio stations - that's not our job. We're offering a purely entertaining international service. Also, the level of English is very strong in Scandinavia, the interest in music is terrific, and of course commercial broadcasting is only just beginning there. It's tailor-made, really.

The idea evolved over three or four years. I remember going to the area four years ago to sound out what entertainment was on offer, and there was clearly a market for what we've got. We never drift into a market. It's not just the financial factor, I think you're doing too important a job. We like to come in with a high profile programme which hopefully becomes part of the fabric of the area forever.

**Q:** It's also your first radio project that is primarily satellite delivered.

**A:** Yes it is. There are others in the pipeline - it won't just be a one-off. There has been talk, and still is, about a classical music station. I think for the next few years we'll see a move towards specific, theme radio being delivered into particular cable and satellite markets. How many RTL will have I don't know.

I think we'll also look at starting programmes in specific languages narrowcasting by language. This is the English-language programme: it's called International

because so many people are happy to receive an entertaining radio station in English.

RTL has been operating commercial radio for more than 60 years, always of course terrestrially. But the newest delivery means is clearly satellite. RTL is very much involved in supplying TV by satellite, and is now turning its attention to radio. It believes there's a potential audience.

It brings one into very interesting marketing areas. The Astra satellite, for instance, has a footprint all over Iceland down to Spain, and the west of Ireland to East Germany. For the first time, anyone in that area can receive the same radio signal equally well.

**Q:** How does the marketing of a satellite to cable service differ from conventional radio?

**A:** The main difference is you're talking to an audience who are fixed rather than mobile. Much of radio has become a mobile thing, a friend on the move. But there is no mobile satellite radio receiver yet, so it has to be a very different product - we try to supply an alternative to TV rather than other radio.

You're saying to somebody in a house: "We want you to listen to the radio set that is plugged into the wall." Somebody has to consciously move to the main set in their house and switch that on. Sometimes it's in the same living room as the TV set, so a conscious decision has to be made by the family: are they going to switch on the television or the radio? It's a programme-led decision - this is why we've gone very heavily for an entertainment service.

**Q:** How successful can that approach be?

**A:** Research shows that people who have got the technology use

it. It's common sense. If you go as far as to invest in a satellite dish, you make the most of it. All the indications are that listenership to cable and satellite radio in the countries where it exists heavily are very encouraging indeed. In Britain of course we're not quite there yet.

**Q:** Does conventional broadcasting, particularly on AM, have a future for a long-distance broadcaster like RTL?

**A:** Terrestrial reception will be the leader for some years, and there will always be a market for terrestrial radio, even on AM. I think nostalgia alone will make sure our 208 service lives forever - fade, crackle and whine.

But satellite reception is far better. It's the most sparkling thing, almost a different animal. Once the mobile problem is got over, and I believe it will be very quickly, satellite is clearly the answer.

**Q:** Is Luxembourg still interested in the UK Independent National Radio franchises?

**A:** Yes, we are part of a group going for a station called Rock FM. Our interest in Britain is long-standing, but until deregulation European or other foreign broadcasters have not been allowed to come here.

That all changes now, other operators are going to be allowed to set up shop, and thank goodness. At last it's going to bring some real variety to these shores. Britain is a big and important media market and RTL wants to become more involved here.

**Q:** But not with the 208 service?

**A:** No. That is a very specialist service. Rock FM will be totally new. I'm the wrong guy to talk to about Rock FM - we are merely a participant in a group.

I don't see us installing the current service on new UK frequencies. But there's no reason why another contractor couldn't ask to relay part of our programming. We would talk to them: happily about that, and I know we would come to terms.

**Q:** Are you actively pursuing that option, as RTL does in Germany?

**A:** No, but this international satellite programme has got some relevance in the UK. Although targeted at Scandinavia, it's in English, it's presented by our DJs, who are all well known in Britain, and the programmes aren't so Scandinavian that they won't be attractive to Britons.

We know we're getting quite a lot of new satellite listeners in Britain so we have, almost by chance, the beginnings of a daytime service in Britain.

It's going to be a two-channel thing. The International service runs from 06:00 to 04:00 CET. That embraces the 208 service, so the first thing is to tell everyone in Britain who's either cabled or on a satellite dish about reception of the 208 service. We're doing that in October and November. Once they've got that they will clearly learn about the daytime programme, and can decide whether they like that or not. I happen to think it'll be to their liking. □

(advertisement)

VIVA

## Spectrum Settles IBA legal Dispute

London multi-ethnic station Spectrum Radio has settled its legal dispute with the Independent Broadcasting Authority (IBA) over the station's AM wavelength. The frequency was occupied by pirate station Radio Caroline and delayed Spectrum's launch by more than three weeks. Although the IBA gave Spectrum a second AM frequency, Spectrum had sought compensation from the IBA for the cost of new publicity material and for the

loss of advertising caused by the delayed launch.

The IBA says the matter "has been settled satisfactorily to both parties". Spectrum will continue to broadcast on both frequencies "for the time being".

Caroline, which fell silent soon after Spectrum's relaunch, has recently been putting out test transmissions again on 558 kHz but is believed to be planning a switch to a new frequency. Meanwhile, Spectrum has signed



PolyGram UK chairman Maurice Oberstein, typically resplendent in top hat and tails, and Bob Geldof, surprisingly resplendent in elegant coat and ruffle shirt, at PolyGram's sales conference in Brighton. Geldof went on to provide a live tonic for the troops after the conference dinner.

## UK Radio Delegates Prepare To Examine Industry Issues

The UK commercial radio industry is getting together to host a conference that takes a close look at the state of independent radio today.

For two days in November independent radio stations, their advertisers and their agencies will gather in the Algarve, Portugal, to examine the issues that confront the industry as it enters the 90s.

The UK's Broadcasting Bill will have an undoubted impact on the future of the medium and David Mellor, the government minister responsible for drafting the new legislation, will address delegates. Topics on the agenda for discussion include the likely effect of the new commercial stations on the UK market, national networking and the trend toward multi-media broadcasters.

Chaired by Michael Parkinson, LBC Newstalk's presenter and with keynote speeches from Lord

of advertising caused by the delayed launch.

The IBA says the matter "has been settled satisfactorily to both parties". Spectrum will continue to broadcast on both frequencies "for the time being".

Caroline, which fell silent soon after Spectrum's relaunch, has recently been putting out test transmissions again on 558 kHz but is believed to be planning a switch to a new frequency. Meanwhile, Spectrum has signed

with a £100,000 sponsorship deal with Fiat Motor Sales for a two-hour live Italian football program every Sunday afternoon. The station will be carrying RAI's first division match commentaries.

## Severn Sound Takes SuperGold

Severn Sound, the Gloucester/Cheltenham commercial station, is taking Chiltern Radio's SuperGold service for its new AM split-frequency called Three Counties Radio which is being launched on October 8.

MD Eddie Vickers: "We're delighted to be the first outside station to be taking SuperGold. In addition to our own breakfast and drive-time programmes the SuperGold set-up means our listeners will still be able to hear local news, weather, travel and commercials at any time."

## Polydor Launches Dance Division

Polydor is launching the Urban Records Division to oversee all the company's dance product. Eddie Gordon, a respected veteran of the club scene, has been appointed GM of the division, reporting directly to Polydor MD David Munns.

Gordon will be responsible for setting up and following through all dance releases from Polydor, the existing Urban label, the new Slam and Love labels and other

Programme controller Keith Belcher says he is "Sopra la Luna! We've already had a good response from London's Italian community, and with 200,000 of them I believe we'll get a good audience". □

There will be few changes to Severn Sound's FM programming, according to Vickers. "We've already been pitching towards being more music-oriented since the arrival of BBC Radio Gloucestershire a few years ago. We will be doing some fine tuning because our split means we no longer have to be all things to all people."

"Since we started broadcasting in October 1980 we have consistently offered quality programming. We believe the launch of Three Counties Radio is a fitting way to celebrate our 10th birthday."

## Authority's Ad List

The Radio Authority has issued a list of eight areas where commercial stations will be advertised during 1991. It includes Cornwall, Lincolnshire, North Yorkshire, Salisbury, Tyneside (Wear and Severn-ouks), Paisley (near Glasgow), Craigavon (Scotland) and Morecombe Bay (Lincolnshire/Cumbria).

## Nescafe Renewal

Nescafe has renewed its sponsorship of the Network Chart Show, broadcast live every week via satellite on commercial stations. The deal is confirmed for the sixth successive year, cost the company £700,000. The show, which is produced by Capital Radio on Sunday afternoon, attracts a weekly audience of around three million according to the latest JICRA figures and reaches nearly 20% of 10-24 year-olds.

Kiss FM, London's newest station, reports that it has exceeded its advertising revenue target by more than 50% for September, its first month on air. While most advertisers had signed deals before the station's launch, some new contracts were completed during the station's first three weeks.

## Bertelsmann Tops Distributor Table

by Robert Lyng

With 11 labels putting 73 titles into the German singles charts during the first three quarters of 1990, Bertelsmann leads the pack of distributors for the period with a 26.9% chart share.

The company's leading label is Virgin (8.9%), which takes first

place among the 59 labels included in the chart. In 10th place Arista scores 3%, while RCA follows with 2.9%. Thanks to Snap, the Logic label, at no. 13, adds 2.7% to Bertelsmann's chart share. Berlin-based Hansa labels at no. 18 in the label hierarchy

with 2.3%.

Other labels distributed by Bertelsmann that are included in the chart are Ariola, Coconut, Jive, DDD and White. Chrystalis, which was with BMG until July 1, when it was integrated into Electrola's distribution, came in at no. 18 with 3.4%.

PolyGram's 74 titles on 14 labels earns it second place among the distributors with 17.8%. Polydor is the most successful label distributed by PolyGram, reaching no. 4 in the labels list with 5.8%. London (handled by Metronome) scores 2.6% for 15th place, while Metronome follows at no. 16 with 2.5%.

Other PolyGram distributed labels contributing to its success include A&M (Polydor), Mercury, Fontana, Rocket (all Phonogram), FFR&R and Fiction (Metronome).

Warner (now called Warner

Music Germany) is at no. 3 on the distributors list, with 12 labels and 53 titles (split between Teldec and WEA) scoring 14.5%. The WEA label (no. 6 on the overall label list) leads the pack with 5.1%. Warner (no. 22) is next with 1.7%, with Sire (no. 24) close behind with 1.6%.

Other Warner-distributed labels adding to the company's success include MCA, PWL, Atlantic, Teldec and Geffen.

Distributor no. 4 is EMI Electrola, whose nine labels earned 12.3% with 62 single titles sharing the bill. Parlophone, at no. 7, is the company's leading label with 3.8%, followed by Capitol (3.1%), EMI (2.6%) and Electrola (2.1%).

CBS is the no. 5 distributor with 11.7%, followed by the independent Mikuski (6%) and Intercord (3.8%). □

Top 10 Singles	
1.	Yerdummt, Ich Lieb's Dich - Matthias Reim (Polydor)
2.	Nothing Compares 2U - Sinéad O'Connor (WEA)
3.	Another Day In Paradise - Phil Collins (WEA)
4.	The Power - Snap (Logic/BMG Ariola)
5.	Infamy - Guru Josh (RCA/BMG)
6.	Enjoy The Silence - Depeche Mode (Mute)
7.	Black Velvet - Alanah Myles (Atlantic)
8.	I Promised Myself - Nick Kamen (WEA)
9.	All Around The World - Lisa Stansfield (Arista/BMG)
10.	In Private - Dusty Springfield (Parlophone)

Supplied by Media Control for the first three quarters of 1990.

## Bertelsmann Reports Record Turnover

Bertelsmann AG, the world's second largest media company, is next to Time-Warner, has reported a record annual turnover of DM 13.3 billion (US\$ 8.3 billion) for the 1989/90 fiscal year, a 6.7% increase over the previous year.

The company's gross profit, prior to profit-sharing and taxes, jumped by 33.6% to DM 943 million, while net income reached a new high of DM 510 million, up 26.9%.

The figures follow a three-year period of consolidation, after the company's acquisitions of the Doubleday publishing house and the RCA record label in the US in 1986/87.

The Bertelsmann group is made up of seven divisions, which include international and national book and record clubs, international book and magazine publishers, printing and technical services, the Gruner & Jahr publishing house, electronic media outlets and the Bertelsmann Music Group (BMG).

Encompassing Ariola, Arista, RCA and numerous other record labels, as well as music publishers and video distribution, BMG's gross turnover increased by 11% to DM 3.2 billion, approximately 9% of which is interdivisional. Some 83% (DM 2.65 billion) of BMG's turnover is made outside of West Germany.

Although exact statistics have not been released, Michael Dornemann, the Bertelsmann board member who shares responsibility for the music and video division

with Egmont "Monti" Luettner, says the video turnover is still low. However, he says BMG's worldwide publishing turnover was DM 100 million.

Pointing toward the trend of working with smaller creative units, Dornemann says negotiations to form new US record labels are now under way, "in order to achieve a broader basis for internal growth".

Manfred Lahnstein, board member in charge of the electronic media division - which has holdings in the private TV station RTL Plus, private radio stations and a new pay TV channel, Premiere, to be launched next March - reports a turnover of DM 859 million.

Between DM 330 million and DM 360 million will be invested in Premiere, and Lahnstein expects some 100,000 subscribers by the launch date, with the figure rising to one million in three to four years.

Meanwhile, Lahnstein says he regrets that the German Unification Treaty does not legitimize private radio and television broadcasters in East Germany's five states. "The current media law, which will be introduced on October 3, provides only for public broadcasters."

"As in West Germany, the individual states will now have to enact their own legislation, which is likely to take a considerable amount of time. We are sailing a cautious course in terms of media investment there." □



PolyGram and Karussell Musik & Video executives join representatives of sponsoring firms to launch the "Mobile Woodland". The 22-meter truck, packed with cassettes, CDs and videos, visited 63 cities throughout Germany on its 25-day tour by September 20. The contents range from pop, schlager and classical CDs to children's stories. From l-r: PolyGram president Wolf Grommisch, Philips Audio product manager Jürgen Buck, Bavaria Si. Paul Brewery product manager Michael Bartholdi, Mercedes-Benz sales manager Horst Henschel, and Karussell MD Werner Klase.

(advertisement)

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## RTL And Europe 1 Optimistic About FM Bid

by Jacqueline Escott

RTL and Europe 1 say they are optimistic of success in their joint bid for more FM frequencies after presenting their proposals to the CSA on September 18.

"We had the impression that we were listened to with attention and that our comments were taken very seriously," said RTL president Jacques Rigaud. His sentiments were shared by Europe 1's VP director-general Jacques Lehn, RTL counterpart Remy Sauter, and Philippe Labro, RTL director of programmes. Labro described the CSA reception as "rather reassuring".

"The fact that we were well received by the CSA leads us to believe we will be able to obtain frequencies in the areas we want," said Lehn. "All we are asking for are as many transmitters as our rivals."

Rigaud said that the stations were working together because they have common interests to defend. "We are both seeking more than 100 transmitters each. If we both cannot be successful then I hope, for the benefit of French broadcasting, that one of us will be."

The joint proposals argue that stations like RTL and Europe 1, which offer music talk and news, should have access to the same potential audience as France's formatted FM stations. The docu-

ment points out that 59% of listeners in France tune in to FM radio, while only 38% listen using AM and long-wave frequencies.

The document claims that the French broadcasting authorities have failed to realise the importance of developing FM outlets for broadcasters offering formats other than music radio. "This explains why some music format broadcasters have been able to create networks of more than 120 transmitters while generalist radios have been attributed less than 30," it states.

The CSA has given no indication as to how quickly a decision about the allocation of any new FM frequencies will be made. "This is likely to be a long process," believes Rigaud, "but at least we are on our way."

Meanwhile, in a similar move, Radio Monte Carlo's (RMC) VP Hervé Bourges has also approached the CSA to appeal for FM transmitters outside its current target area of the Riviera.

Bourges: "Historically, the French territory was divided between RMC, covering the area south of a line between La Rochelle and Geneva, and RTL/Europe 1 in the north. If Europe 1 and RTL come to our zone, we want to have the same right in the north. Otherwise, it will be the death of RMC." □

## French Fall On London

A French music festival, Fall For France (FFF) was due to take place in London between October 1 and 5. The event, which featured 16 acts from France, including Amina, Jimmy Othid and Corman & Tuscard, has been heavily promoted in the UK by BBC Radio 1 DJ John Peel, as well as receiving support from UK record companies.

FFF is an independent, non-profit making association set up by Monique Lajournead, from Virgin France. Vince Power, organiser of the Reading rock festival, acted as UK co-ordinator. Funding for the festival came from organisations representing the French record industry, SACEM, the performing and col-



Amina - one of the artists involved with FFF

lecting rights society, and the French government.

## Lang Reinforces Govt. Support For French Acts

by Emmanuel Ingrand

The French minister of culture, Jack Lang, used the official launch of Fall For France, last Monday (see separate story), to reinforce his commitment to promoting French-language music abroad.

Describing his government's campaign, carried out in collaboration with the backing of the French record industry, as a series of "commando actions", Lang highlighted this year's New Music Seminar in New York as being a major success for the promotion of national product.

Lang also announced the date for the official opening of the

French Music Office in New York, November 13, and said that this, and the creation of the foundation for musical creation (FCM), will greatly help with the promotion of French artists in the US.

The minister pointed out that he will continue his campaign for European recognition for artists and producers through a blank tape levy. To assist his aim of achieving this, and other protective legislation for music professional, he announced that the first European conference on the rights of artists and producers will take place in Aix En Provence on November 8 and 9. □

## FNAC Merges Activities

French retail giant FNAC has decided to merge all its record production and distribution activities. Included in the merger are Wore Music Distribution (WMD), a record distribution company created 10 years ago, the label IES (Carole Laure, Queen Latifah), and all of Justine, including its distribution arm, production label and publishing company.

The new structure, as yet unnamed, will be managed by Laurent Treille, formerly MD of WMD. Francis Kertekian, MD of Justine, has left the company.

GMF last year took a minority stake in Justine and subsequently invested about Fr 30 million (app. \$US 5.7 million) in the company. Justine's recent lack of success is thought to have prompted the FNAC move. The long-term aim of the merger, according to FNAC president Jean-Louis Petriat, is to become one of the major players in the national market, "although, we do not expect that to become a major within the next six months," said Petriat. □

## Grand Plans From RTL And FR 3

Radio private RTL and state-broadcaster FR 3 are collaborating on a monthly series of 10 programmes focusing on the history of music. The co-production, entitled Les Grands, which features shows on the Beatles and Brei, have been finalised by RTL's head, music monique Le Marcis and written by the station's Jean-Pierre Dessaux.

"I wanted to put music into a wider cultural context," said Dessaux, "so, I have set it alongside political and social events of the same era to help illustrate there is an interaction between

them. Although this is not the first time that RTL has collaborated on a TV programme, it is the first time we have worked as co-producers." Les Grands goes on air later this month.

Meanwhile, the RTL-owned FM station, Maximum, is working on its own TV project, with M6. Although full details have yet to be finalised, "the programme will be based on the style of music we play - dance music," according to Maximum's president Eric Hanville. "We hope to have the programme out by the end of the year." □

## Epic Celebrates Polnareff Success

Epic France is celebrating the success of 60s star Michel Polnareff, despite the artist's reluctance to help with promotion. His first album for five years, *Kama-Sura*, has produced two 50 hits and sold more than 130,000 copies.

Polnareff has been described by his record company as the "invisible man" after refusing to appear on television, in videos accompanying his songs, or to give press interviews. Christian Ract, GM Epic France: "It is very hard for us to work this way, but it's a challenge. It's like doing the promotion of an invisible man, even

if he is still remembered by the French public. Polnareff has always been secretive, rarely giving interviews or appearing in public".

The single *Kama-Sura*, a ballad, has just entered the top 50. It is being supported by an extensive TV advertising campaign, on all major stations.

Ract: "Getting airplay is the company's problem. What we want now is to see audiences that Polnareff is back with a record". The goal is to reach platinum (300,000 copies). □

## Hachette In La Cinq Bid

Publishing giant Hachette, owner of Europe 1, is planning a takeover of the La Cinq TV channel, which has reportedly cost its investors in excess of Fr 2 billion (app. US\$ 382 million) in losses. Hachette has acquired 22% of the company's stock, at a cost of Fr 430 million, and has made no secret of its desire for control. Currently Robert Hersant and Silvio Berlusconi, with 25% each, are the largest single shareholders. □

## TV Gala Line-Up Announced

The line-up of artists has been finalised for the televised gala marking the Dutch record industry's ninth annual promotional event, '10 Days Of Records' (Platen 10 Daags).

This year's campaign runs from October 3-13, with the three-and-a-half hour gala being transmitted nationally by public broadcasters KRO and VARA over three evenings: Tuesday October 2, Sunday October 7, and Tuesday October 9.

Topping the bill are Dave Stewart, Dusty Springfield and James Last, with other acts covering the whole spectrum of music. They include Oleta Adams, Clouseau, Kenny Coleman, Kim Wilde, Candy Dulfer, Marianne Faithfull, London Beat, Toto, Beverly Grayson, The Nits, Nigel Kennedy and Sugafo.

The event is the highlight of a DJ 900,000 (app. US\$ 511,000) campaign mounted by music and retail industry organisation CPG.

In the run-up to the 10 Days, advertising has been taken out on TV and on national Radio 3, Sky Radio and Radio 10 Gold, as well as in the local and specialist music press.

This is to be backed by extensive point-of-sale material in the 1,200 participating stores - almost all Holland's outlets - built around this year's slogan, "You find the best presents in the record store".

The money is raised from a 0.5% levy on the turnover of all CPO members, both retailers and record companies. It is also used to subsidise a 15-track promotional CD, LP and cassette compilation of Dutch and international music, given free to customers spending at least Dfl 49.50 (for the CD) or Dfl 27.50 (LP/MC).

Artists featured are: New Kids On The Block, Mecano, Toto, Lois Lane, Billy Joel, Oleta Adams, Mildred Douglas, Mariah

Carey, Vaya Con Dios, Rene Shuman, Tears For Fears, Wilson Phillips and The Notting Hillbillies.

CPG is also to run a classical music promotion, from October 22 to January. This will also be publicised through a three-part televised concert of popular classics - to be screened by AVRO on October 20, November 17 and December 15 - radio advertising and a promotional CD/LP.

Rather than being given away, the seven-track compilation of well-known classics will be sold at a cut price, Dfl 9.00 (CD) or Dfl 6.00 (LP/MC), as a 'taster' of the range of classical material on offer. □

## Chrysalis Launch

EMI Belgium will hold a party at the Ancienne Belgique in Brussels on October 7 to mark the Belgian launch of the Chrysalis label. Erwin Goegebuer, EMI's product manager for Belgian repertoire, Eurotore and Chrysalis: "We are extremely proud to have Chrysalis with us - they have good acts, with hitmakers like Sinead O'Connor, and the quality of existing catalogue is extremely high". At the party, EMI will distribute advance cassettes and promotional T-shirts announcing Chrysalis product.

## RTL-TVi Figs

French-language Belgian commercial television station RTL-TVi says audience figures for the first half of 1990 give it a 27.6% market share in Belgium's French community, making it the most popular TV outlet in the area. Spokesperson Yvonne Bode: "We are successful because all of our programming is produced with our target audience in mind, even news." RTL-TVi was launched in 1987 and had a turnover of US\$ 87 million in 1989.

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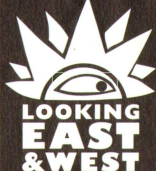
# 'OUT OF LOVE'

CBS



Durendain's John Taylor recently attended the opening of EMI's new CD plant in Uden, Holland. Also pictured are, from fr. Colin Southgate, chairman and CEO Thom Durendain, Richard Burdett, MD, manufacturing and operations, and international, and Jim Fifield, president EMI Music Worldwide.

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I T A L Y

## Radio Italia Solo Scores Ratings Increase With Italian Music Policy

by David Stanfield

Radio Italia Solo Musica Italiana's Filippo Broglia says Audi-radio's 1990 audience survey proves that critics of the station's Italian music-only policy were wrong.

The survey, which was published on September 20 and conducted between May 1989 and June 1990, says that Radio Italia Solo was the only station among Italy's top four privates to increase its daily audience over the period (see front page).

Broglia: "Everybody thought we were crazy when we launched. But we believed in Italian music and its potential. We have continued what we set out to do and we have improved."

According to Audiradio, Radio Italia Solo's daily audience has jumped from 843,000 last year to just over one million, securing its position as the fourth most im-

portant private station in Italy. Meanwhile, he sees its daily audience drop from 2.10 million to 1.94 million. Radio Deejay (1.42 million, down from 1.47) and Radio Monte Carlo (1.06 million, down from 1.16) have also lost ground.

Figures for Radio Italia Solo's base province of Milan also show the station increasing its audience. With an average of 226,000 daily listeners, it beat off its major Milan-based competitors Radio Deejay (210,000), Radio Milan International (194,000), Rete 105 (193,000) and Gamma Radio (168,000).

Umberto Labozzetta, PR manager at Radio Deejay, comments: "Radio Italia Solo is an interesting phenomenon but it is provincial and we don't regard it as a competitor. What is signifi-

cant at a provincial level is that Rete 105 has lost its leadership and dropped to number four."

Rete 105 PR manager Edoardo Hazan attributes the station's audience loss to the launch of its gold station 105 Classic. "We didn't subscribe to Audiradio with 105 Classic but the Data-Media survey shows it to have 104,000 daily listeners. It is not only stealing listeners from other stations, but also from our own. The listeners we have lost have gone to 105 Classic so we have kept it all in the family!"

Rete 105 remains the number one station in the city of Milan, with an average daily audience of 88,000. Gamma Radio, the automated international hit station, came second with 80,000 daily listeners. Radio Deejay (67,000), Radio Milan International (65,000) and Radio Italia Solo (59,000) followed.

Some 799 private national, regional and local stations were included in the Audiradio survey, which was based on 125,620 interviews. Their total daily audience is 15.95 million, compared to 13.43 million for the state RAI stations. Figures for each of the five RAI outlets were not available at press time.

Audiradio was recently at the centre of a controversy concerning the way research was conducted in its October/November 1989 survey (M&M May 26). Audiradio chairman Felice Lioy says the organisation will now only publish statistics annually, and estimates the annual cost of the exercise at US\$ 3 million.

Labozzetta says he is generally happy with Audiradio research but adds: "We will have to wait and see about the future of the organisation because I think that many stations will cut their ties to it. It's also expensive. We subscribe to 78 provinces out of 90. That costs us about L 100 million (app. US\$ 85,000) a year."

Hazan adds: "I'm not completely happy with Audiradio. The Data-Media statistics showed Rete 105 as having 31 million daily listeners. Audiradio says it is 1.9 million but I would like someone to tell me what happened to the missing 1.2 million." □

SCANDINAVIA

## Compilation Sales Reach 2 Million

by David Rowley

The 40th issue of Norway's most successful music cassette compilation, *Paagang* ("What's Happening"), will be released in November, when total sales since launch are expected to pass the two million mark.

The project is sponsored by VG, the country's biggest selling daily newspaper, and put together by PolyGram in conjunction with other Norwegian record labels. Four to five issues are released annually and each retails for Nkr 59.50 (app. US\$ 9.80).

The compilation, which features 16 tracks with radio-style fields by freelance DJ Steinar Jekli, sells about 60,000 units per issue and is only sold at outlets such as news stands, kiosks and petrol stations. For many years petrol stations have been a major outlet in the cassette-domi-

## Orvooa Dies

Finland's record industry pioneer Harry Orvooa has died at the age of 63, following a prolonged illness, which confined him to a wheelchair during the last few years of his life.

Orvooa was one of the founders of the Scandia Musikki

record company in 1953, and was its MD until 1976. His responsibility for Scandia's domestic repertoire resulted in him launching the careers of artists like Amniski, Taina Britta Koivunen and Laia Kinnunen. □

## Radio Suomi Tops Finnish Ratings

by Karl Helogalois

Public MOR/speech station Radio Suomi is now Finland's most popular service, according to state broadcaster YLE's first official survey of its national programmes since they were restructured on June 1.

Radio Suomi (formerly P3) achieved a daily share of 34% of the national audience, emerging as the principal challenger to the country's local private stations. As well as MOR music, the service carries national and regional news, and sports programming.

Youth-oriented pop-rock station Radiomafia (P2) rated 25% overall, but this figure rose to 29% among its target group, the under-30s. Cultural and classical station Ylen Ykkonen (P1) had a 21% share. YLE's fourth network, a Swedish-language service, was not surveyed.

"We haven't lost listeners, so

we are quite satisfied," commented YLE's deputy head of information, Riippa Kontula. "We know from the press here that many people haven't got used to the changes yet, so we hope the audiences will grow."

"Radiomafia has done well, finding its young audience. Because it is very different from the old P2, a lot of people have said they are dissatisfied with it, but we hope to gradually make them understand that they are now being catered for by the other stations!"

The survey also showed a total average daily listening time of all stations of 3 hours 30 minutes. It was carried out by Taloustutkimus Oy among a random sample of 1000 people aged 9 to 75, who completed listening diaries between June 7-13. □

SPAIN &amp; PORTUGAL

## Revert Revamps Radio Minuto

by James Bourne

SER's Rafael Revert is revamping programming on Spain's 19-station Radio Minuto network, following the departure of head of programmes Jorge de Anton. The changes include a new morning show, a revised playlist and new guidelines for DJs.

De Anton's departure follows his appointment as head of programmes at Madrid rock station Radio 16. He replaces Ana Blázquez, who has been recruited as a weekend newscaster on state-run TVE 1.

As a result of de Anton's move, Revert, SER's head of programming, is now introducing long-planned changes at Radio Minuto, which targets the over 25 age group and had 409,000 listeners in the last EGM survey, making it Spain's 10th most listened to network.

A new morning show, based on the US-style zoo format, has been launched and is hosted by Los 40 star DJ Jose Antonio Abellan.

Abellan continues to introduce the 'Los 40 Countdown' and co-hosts the weekend 'Gran Música' on the Principales network.

Revert says he is also working with Jose Manuel Martin, de Anton's former deputy and replacement, to create an 85-track playlist featuring artists who have been recording for more than 10 years. Fifteen tracks get five plays a day, 30 two and 40 just one. Of every seven records played, two are oldies.

Initially, current singles will be played but Revert says he eventually wants DJs to choose album tracks, once an LP's debut single has peaked.

Meanwhile, Revert says he wants Minuto's DJs to be "more cheerful" on air, and also aims to reduce the amount of news aired by the station.

More changes are expected at Radio Minuto, but Revert says they will be introduced gradually. □

## ONCE Plans Radio Expansion

by Anna Pardo de Puente

Spanish charity ONCE has set up an organisation called UNIPREX to manage its radio expansion plans and has also announced that the Cadena Rato network, which was purchased earlier this year for Pta 5 billion (app. US\$ 500,000), will be merged with the Cadena Rato and Amanecer network, Amanecer.

Both will be managed by UNIPREX network general co-ordinator Jorge Pineiro, who says

UNIPREX aims to buy more stations, and hopes to have at least one in each region of Spain. "We have reached our target of 100 stations but will probably add 10 more. We still do not have one in the Basque region."

Pineiro says the merged Cadena Rato and Amanecer network will not be known as UNIPREX. He adds that a name has not yet been chosen. □

## Garrido Joins RNE 3

Carlos Garrido has been appointed programme co-ordinator at state-run RNE 3. He formerly held the same post at the mixed format RNE 4 and its Madrid rock station Canal Pop.

Garrido says he wants to make RNE 3 "a 24-hour rock station, very similar to Canal Pop".

Canal Pop's schedule is based on a list of 75 LP tracks and specialist music programmes. Although a critical success, it has not found a large audience. However, industry observers say the station might be merged with the new-look RNE 3, which has an audience of 405,000. □

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(sales)



# Mory Kante

Radio promotion will play a major role in the campaign for the new album by African musician Mory Kante, according to Michael Golla, senior product manager European marketing for PolyGram International. Chris White reports.

Mory Kante's new LP *Touma* was released by Barclay/PolyGram in France on October 1, and will be out in the rest of Europe later in the month. The European marketing campaign aims to consolidate the success of Kante's 1987 album *Akwaba Beach*, which sold more than one million units and yielded the hit single *Yéke Yéke*. *Yéke Yéke* topped the charts in seven European countries and made the top



10 in 12 others globally. Also, it topped the Eurochart Hot 100 Singles in 1988 for three consecutive weeks.

European radio played a major role in breaking *Yéke Yéke*. In 1988, the single spent 24 weeks in the European Airplay Top 50, peaking at no. 5. After Eddy Grant's *Gimme Hope Jo'Anna* (32 weeks), *Yéke Yéke* was the longest charting single of 1988 in the Airplay Top 50.

PolyGram's promotion campaign for the new LP and the single *Bankiro* is again aimed towards radio. Already, airplay in France is taking off with all AM stations adding the single to their playlists.

Golla: "The single *Bankiro* was released in France three weeks prior to anywhere else and got off to a very encouraging start with

good airplay on the AM stations. The FM stations are now following suit. We are confident that this situation will improve even more when Mory Kante starts doing some TV appearances."

He adds: "The European marketing campaign includes a teaser campaign via advertising, leaflets and a specially-packaged promotional CD based on the silhouette image of Kante, and using the concept 'Who's that man?'. The aim of the campaign is to reintroduce Mory Kante as a name, and to provide the link between the success of the *Akwaba Beach* album and *Yéke Yéke* single in 1987 and the new album and single.

"Kante's biggest European markets are France, Germany, Switzerland, Italy, Holland,

## U K

### The Charlatans

- Signed to Situation Two/Beggars Banquet
- Publisher: Warner Chappell
- Management: Steve Harrison at Steve Harrison Management, Northwich, Cheshire

- Group members: Tim Burgess (vocals), Rob Collins (keyboards), Jon Baker (guitar), Jon Brookes (drums), Martin Blunt (bass)
- Current single: *Then, released September*

- Current album: *Some Friendly*, released October 8
- Production: recorded at The Windings, North Wales. Produced by Chris Nagle

- Promotion: promotional visits to Germany and France, and appearance at a Swedish summer festival, Paris festival date scheduled for mid October.

- Tour: eight-date tour of Italy, Spain, Holland, Belgium and France in November.

- European tour in February and March

- Tour agent: Martin Horne, ITB

## S W E D E N

### Titiyo

- Signed to Arista/BMG for the world, excluding Sweden (Telegram)
- Publisher: BMG Eurodisc
- Management: Peter Yngren, Stockholm

- Current album: *Titiyo*, released August 20
- Current single: *Flowers*, released August

- Production: recorded at studios in Stockholm, Paris and London. Produced by Magnus Frykberg, co-produced and mixed by Mark Saunders
- Marketing: posters, T-shirts, radio and TV spots, media appearances

- Tour: a Scandinavian tour is planned for later this autumn

Titiyo, the 22-year-old half sister to Neneh Cherry, met Swedish producer Magnus Frykberg while both were members of Orup. They began working together and Frykberg, who also worked as a producer/songwriter for Telegram

Formed in 1988, The Charlatans were ignored by indie and major labels until their self-financed *Indian Rope 12"* topped the indie charts and made the national top 75, selling 20,000 copies. The band then signed their Dead Dead Good label to Situation Two.

Earlier this summer, their *The Only One I Know* single reached no. 9 in national charts and topped the indie charts for eight weeks, selling 150,000 copies. It also enjoyed success on the Continent, including a no. 1 on the Dutch Top Parade.

Their new single, *Then*, went straight into the charts at no. 15 in its first week of release. Beggars Banquet MD Martin Mills: "What's great about them is their fantastic live show and their ability to come up with great singles, which are very danceable. Radio played a great part in getting *The Only One I Know* away and, although BBC Radio 1 has been slow to pick up on *Then*, we are still ahead of the first single."

Mills says pre-sales of the LP, *Some Friendly*, were 100,000 and he expects it to sell 250,000 by Christmas. □



Records, convinced the label to sign Titiyo on the strength of her demos.

Her first single was *Break My Heart (But Don't Waste My Time)*. The track became a local hit and paved the way for *Talking To The Man In The Moon*, which went gold in Sweden (25,000 units).

The following single, *After The Rain*, which sold 16,000 units in Sweden, was released in the UK in February and reached no. 60 in the UK singles chart. The current single, *Flowers*, was voted as the no. 1 track on Music & Media's Scandinavian CD (issue 38) by the region's top radio stations. For more details, see page 27. □

# radio active

EUROPE'S MOST RADIO ACTIVE HIT MATERIAL

## IT'S NO I!

### EXPLOSIVES CHART BUSTERS

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

- Iggy Pop - Candy (Virgin)
- Neneh Cherry - I've Got You Under My Skin (Circa)
- Stereo MC's - Elevate My Mind (Island)
- Pogues - Summer In Siam (WEA)
- Wee Wee Girl Rappers - The Bump (JIVE)
- Aztec Camera & Mick Jones - Good Morning Britain (WEA)

#### SURE THINGS

- Daryl Hall and John Oates - So Close (Arista/BMG)
- Pet Shop Boys - So Hard (Parlophone)
- MC Hammer - Have You Seen Her (Capitol)
- Snap - Cult Of Snap (Logic/BMG Ariola)
- Paul Simon - The Obvious Child (Warner Brothers)
- The Jeff Healey Band - While My Guitar Gently Weeps (Arista/BMG)

#### EURO-CROSSOVERS

- Al Bano & Romina Power - Fotografia (WEA)
- Daniel Sahuleka - The Loner (JMS)
- Eros Ramazzotti - Dolce Barbara (DDD/BMG)

#### EMERGING TALENT

- Warrant - Cherry Pie (CBS)
- Stress - Beautiful People (WEA)
- Yomo Toro - Noveleto (Mango/Island)

#### ENCORE

- Andrew White - I'm Only Wounded (Mercury)
- Janet Jackson - Back Cat (A&M)

#### ALBUMS OF THE WEEK

- Mory Kante - Touma (Bardyl)
- The Replacements - All Shook Down (Sire)
- Herbert Groenemeyer - Luxus (Electrola)
- Robert Cray - Midnight Stroll (Mercury)
- The Vaughan Brothers - Family Style (Epic)
- Matthias Reim - Reim (Polydor)
- AC/DC - The Razor's Edge (A&M)
- Beverly Craven - Beverly Craven (WEA)
- Inga Humpe - Planet Oz (WEA)
- Giants Of Rap Vol 2 - Various Artists (BCM)
- Rappin' Forward - Various Artists (BMG Ariola)
- Indigo Girls - Nomad's Indians Saints (Epic)

#### YESTER HITS

the Eurochart top five from five years ago. OCTOBER 6 - 1985

#### Singles

- Baltimore - Tarzan Boy (EMI)
- Stevie Wonder - Part-Time Lover (Motown)
- Madonna - Into The Groove (Sire)
- David Bowie & Mick Jagger - Dancing In The Street (EMI America)
- Tina Turner - We Don't Need Another Hero (Capitol)

#### SINGLES

DNA feat. Suzanne Vega Airplay London Beat Sales

#### ALBUMS

George Michael Airplay Carreras/Domingo/Pavarotti Sales

#### CHART RESTERS

- Airplay Top 50**
- Neneh Cherry - I've Got You Under My Skin (21) (Circa)
  - Steve Miller Band - The Joker (26) (Capitol)
  - Vanessa Paradis - Tandem (28) (Polydor)
  - Pet Shop Boys - So Hard (29) (Parlophone)
  - Marc Lavoinie - Rue Fontaine (42) (A&M)

#### Hot 100 Singles

- The Cure - Never Enough (48) (Fiction)
- Bobby Vinton - Blue Velvet (51) (Epic)
- Megadeth - Holy Wars... The Punishment Due (61) (Capitol)
- Yaya Con Dios - Nah Neh Nah (68) (Ariola)

#### Top 100 Albums

- Herbert Groenemeyer - Luxus (12) (Electrola)
- The Waterboys - Room To Room (17) (Ensign)
- Bob Dylan - Under The Red Sky (18) (CBS)
- Cocoteau Twins - Heaven Or Las Vegas (33) (A&M)

#### FAST MOVERS

- Airplay Top 50**
- DNA feat. Suzanne Vega - Tom's Diner (1-2) (A&M)
  - London Beat - I've Been Thinking About You (2-3) (Anxious/RCA)
  - Yaya Con Dios - What's A Woman (14-21) (Ariola)
  - Craig McLachlan & Check 1-2 - Mona (20-30) (Epic)
  - Yaya Con Dios - Nah Neh Nah (25-47) (Ariola)

#### Hot 100 Singles

- London Beat - I've Been Thinking About You (1-11) (Anxious/RCA)
- Maria McKee - Show Me Heaven (3-9) (Epic)
- Twenty 4 Seven - I Can't Stand It (9-17) (Freshly Records/BCM)
- UB40 - Kingston Town (10-18) (Virgin)
- Snap - Cult Of Snap (19-43) (Logic/Ariola)

#### Top 100 Albums

- George Michael - Listen Without Prejudice (2-3) (Mercury)
- Roger Waters - The Wall Live In Berlin (16-28) (Mercury)
- Tina Turner - Foreign Affair (26-39) (Capitol)
- Chris De Burgh - High On Emotion Live From Dublin (34-42) (A&M)

#### HOT ADDS

- Breaking Out On European Radio**
- M.C. Hammer - Have You Seen Her (Capitol)
  - Robert Cray - The Forecast (Calls For Pain) (Mercury)

#### Albums

- Dire Straits - Brothers In Arms (Vertigo)
- Bruce Springsteen - Born In The U.S.A. (CBS)
- Madonna - Like A Virgin (Sire)
- Sting - A Dream Of Blue Turtles (A&M)
- Bryan Ferry - Boys And Girls (Polydor)

# playlist REPORT

## THE MOST PLAYED RECORDS IN EUROPE

(advertisements)

**WHETHER YOU ARE HIGH OR LOW IN THE CHART BE SMART!**

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**MUSIC & MEDIA**

### united kingdom

Most played records compiled on BBC stations and the major independents.

1. **INXS** - Sacre Blaise
2. **Dee-Lite** - Groon N The Heart
3. **London Beat** - I've Been Thinking About You
4. **Maria McKee** - Show Me Heaven
5. **S Express** - Nothing To Low
6. **Back 2 Back** - Amazingly Faithful
7. **Pat Sharp Boys** - Get Real
8. **Hull & Oates** - So Close
9. **Never Judgement** - Back 2 Back
10. **The Farm** - Groovy Train
11. **Steve Miller** - The Joker
12. **Maneek Cherry** - The Girl You Under My Skin
13. **Wilson Phillips** - Release Me
14. **Phil Collins** - Heart Is Long Enough
15. **Snape** - Call Of Snap
16. **River City Project** - What's Wrong With Drowning
17. **The Black Crowes** - Tear To Heaven
18. **Adamski** - The Space Jungle
19. **Talk Talk** - Love's What You Hate
20. **Pauli Abdul** - Cool Heart

### switzerland

Most played records on the national channel DRS 3 and the private stations. Radio Akustik, Baseline, Radio Pilatus, Radio Z and Radio 24. Compiled by Media Control, Basel.

1. **New Kids On The Block** - Tonight
2. **Mariah Carey** - Inecit Of Love
3. **George Michael** - Praying For Time
4. **DNA feat. Suzanne Vega** - Tom's Diner
5. **M.C. Hammer** - I Can't Touch This
6. **Craig McLachlan & Check 1-2** - Mona
7. **Mariah Carey** - Vision Of Love
8. **Mariah Carey** - Heroic (New Outlets)
9. **Maneek Cherry** - Close To You
10. **Ronette** - He'll Never Be Like You
11. **Malco** - Longview
12. **Vaya Con Dios** - Night In The Sun
13. **Jon Bon Jovi** - Run On Glass
14. **Dave Stewart** - Jack Talking
15. **Madonna** - Crazy For You
16. **Always** - Heart To You
17. **Prince** - The Love In Memphis
18. **Mo'Nique** - I'm Home/Heart
19. **Go West** - The King Of World Thinking
20. **INXS** - Sacre Blaise

### holland

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

1. **Matthias Reim** - Weidenen, In De Dijk
2. **M.C. Hammer** - I Can't Touch This
3. **De Vrijwillers** - Living On Hope
4. **New Kids On The Block** - Tonight
5. **Vanessa Paradis** - Tanden
6. **London Beat** - I've Been Thinking About You
7. **Clooney** - Heat After
8. **Andre Hazes** - Kieve Jongs
9. **Maneek Cherry** - The Girl You Under My Skin
10. **Beverly Craven** - Promises
11. **Caron Wheeler** - The Girl You Under My Skin
12. **Vaya Con Dios** - Night In The Sun
13. **Crooked Twins** - Twinkie Love
14. **Robert Gray** - The Forensic
15. **Gerard Joling** - Cozasa
16. **The Nits** - Radio Star
17. **George Michael** - Praying For Time
18. **Steve Miller** - The Joker
19. **Always** - Heart To You
20. **B. Kaandorp & H. Finkers** - Duet

### germany

Most played records on the ARD stations and the major private. Compiled by Media Control, Baden Baden.

1. **Wilson Phillips** - Reason Me
2. **New Kids On The Block** - Tonight
3. **DNA feat. Suzanne Vega** - Tom's Diner
4. **Mariah Carey** - In Her Shoes/You're So Close
5. **London Beat** - I've Been Thinking About You
6. **Mariah Carey** - Vision Of Love
7. **Charles D. Lewis** - Soul Dance
8. **Purple Schultz** - A-Ha/My Grand Noel Gakki
9. **George Michael** - Praying For Time
10. **P.M. Sannop & Double Key** - We Love To Love
11. **Herbert Groenemeyer** - Close Love Kakt
12. **Maneek Cherry** - The Girl You Under My Skin
13. **Go West** - The King Of World Thinking
14. **Ronette** - He'll Never Be Like You
15. **Eric's Allgemeine Verensicherung** - Sonne
16. **Sallou** - The Secretary
17. **Maneek Cherry** - Close To You
18. **Colin James** - Got It Up
19. **Always People** - Healed Me
20. **Civil Richard** - Sabacon

### italy

Most played records compiled from Rai Stereo Due.

1. **Franco De Gregori** - La Storia
2. **Nico Bonaccorsi** - Sonnet
3. **Tazzy** - Treat Me Good
4. **Brux Hominy & The Range** - Across The Beer
5. **Eric's Ramazzotti** - In Gipsi/Sonno
6. **Vasco Rossi** - From De Petrosi
7. **Gianna Nannini** - Santiso
8. **Franco Fasano** - Reborn
9. **Michael Franks** - Bus Parfetti
10. **Lucio Dalla** - Amore Al Tempo
11. **Prince** - Love's Machine
12. **George Michael** - Praying For Time
13. **Duran Duran** - Liberty
14. **Billy Dylan** - It Takes A Long Time To Fall In Love
15. **Cat In The Hat** - I Can't Be Boring
16. **Enrico Ruggeri** - Giu' In Cielo
17. **INXS** - Sacre Blaise
18. **Michael Franks** - Quello Che Non... (9)
19. **Beats International** - Dub Is Good To Me

### spain

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

1. **M.C. Hammer** - I Can't Touch This
2. **Twenty 4 Seven** - I Can't Stand It
3. **Black Boys** - Black Boys Only Party
4. **Radio Futura** - Corazon De Foca
5. **Madonna** - Crazy For You
6. **Lon Innamorato** - Te So Beso
7. **Los Romeros** - Un Piquito De Amor
8. **Duncan Dhu** - Ros Gris
9. **Reynaud** - No De Lo Sur
10. **Adamski** - Look
11. **Almanac Myles** - Rock Vets
12. **The Refrescos** - Sasa
13. **No Me Rata** - Constanza De Naranja/Pelusa
14. **Snape** - Call Of Snap
15. **Eton John** - Lucifera
16. **Rick & Benjamin** - Diverso
17. **Inmaculada Pineda** - The Power
18. **Ultimo De La Fila** - Mulo Loco
19. **Queen Latifah** - I Love You Best To The Soul Children
20. **Jon Bon Jovi** - Run On Glass

### austria

Most played records on the national pop channel ORF. Compiled by Media Control, Baden Baden.

1. **Rainald Ferschl** - I Am From Austria
2. **Craig McLachlan & Check 1-2** - Mona
3. **Blue Pearl** - Naked In The Rain
4. **DNA feat. Suzanne Vega** - Tom's Diner
5. **New Kids On The Block** - Tonight
6. **Sinead O'Connor** - The Emperor's New Clothes
7. **Dance With A Stranger** - The Cowboy Hero
8. **Madonna** - Crazy For You
9. **Maneek Cherry** - Healed Me
10. **Jon Bon Jovi** - Run On Glass

### france

Most played records on the AM and FM stations as compiled by Media Control, Strasbourg.

- Radios Peripheriques (AM Stations)**
1. **Liane Foly** - Au Feu Et A Morte
  2. **DNA feat. Suzanne Vega** - Tom's Diner
  3. **Alain Chamfort** - Soura Pave Cte Gae
  4. **Mart Laravie** - Sur l'Escaut
  5. **Patrick Bruel** - Amour
  6. **Johnny Hallyday** - C'est Moi
  7. **Roch Koster** - Avec Les Paris
  8. **Charles D. Lewis** - Soul Dance
  9. **Eric** - Sur Les Portes Du
  10. **UB40** - Kingdom Town
  11. **Almanac Myles** - Rock Vets
  12. **INXS** - Sacre Blaise
  13. **Vanessa Paradis** - Praying For Time
  14. **George Michael** - Praying For Time
  15. **Jane Birkin** - Amour Feroce
  16. **Madonna** - Crazy For You
  17. **Jules Clerc** - Heure Plus L'heure
  18. **Kim Wilson** - Can't Get Enough
  19. **Thierry Hazard** - Le Joke
  20. **Zouk Machine** - Madam

### Radios FM

1. **UB40** - Kingdom Town
2. **Mark Brown** - Hey Little Girl
3. **Almanac Myles** - Rock Vets
4. **Elton John** - One At The End Of The Street
5. **Double One** - Face Love
6. **DNA feat. Suzanne Vega** - Tom's Diner
7. **George Michael** - Praying For Time
8. **M.C. Hammer** - I Can't Touch This
9. **Vaya Con Dios** - What's A Woman
10. **The Christians** - Found Out
11. **Phil Collins** - Something Happened On The Way
12. **Rick Robinson** - Amore De Paris
13. **Dave Stewart** - Jack Talking
14. **Mart Laravie** - Sur l'Escaut
15. **M.C. Star** - It's On You
16. **Sydney Youngblood** - Ain't No Sunshine
17. **Middle Of The Highway** - Teen
18. **Mariah Carey** - Vision Of Love
19. **G. Meleiros & B. Brown** - Sur Au First 11

### finland

Most played records on 25 private stations as compiled by Discoprec Tampere.

1. **Pekka Ruuska** - Kivaleita
2. **M.C. Hammer** - I Can't Touch This
3. **Almanac Myles** - Rock Vets
4. **Almanac Myles** - Rock Vets
5. **Vaya Con Dios** - What's A Woman
6. **New Kids On The Block** - Step By Step
7. **Gary Mullen** - Sit On The Bus
8. **Madonna** - Crazy For You
9. **Ray Kennedy & Air Elm** - Kuu Hissu Koiraksi
10. **Almanac Myles** - Rock Vets

# MUSIC EUROPEAN & airplay MEDIA TOP 50

THIS WEEK	LAST WEEK	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)
1	2	10	<b>Tom's Diner</b>	DNA feat. Suzanne Vega: A&M (Rondor Music)	
2	3	5	<b>I've Been Thinking About You</b>	London Beat: Annova/RCA (Warner Chappell)	
3	1	7	<b>Praying For Time</b>	George Michael: Epic (Morrison Leahy Music)	
4	5	5	<b>Tonight</b>	New Kids On The Block: CBS (M Saur/EMI Aprilia, Lancetone)	
5	7	4	<b>Suicide Blonde</b>	INXS: Mercury (Ed Music)	
6	4	11	<b>Vision Of Love</b>	Mariah Carey: CBS (Vision Of Love/Beem Jammer)	
7	6	6	<b>Release Me</b>	Wilson Phillip: S&K (EMI Blackwood/Wilphill)	
8	14	6	<b>Sacra Dna</b>	Charles D. Lewis: Polydor (Glam Music)	
9	12	4	<b>Groove Is In The Heart</b>	Dee-Lite: Elektra (Delevery)	
10	15	16	<b>It Must Have Been Love</b>	Ronette: EMI (Jimmy Fun Music)	
11	8	12	<b>Hanky Panky</b>	Madonna: Sire (WB Music/Blue Discus/WebGiri)	
12	9	27	<b>Kingdom Town</b>	UB40: Virgin (Sparsa Florida)	
13	10	14	<b>Close To You</b>	Maneek Priest: 10 Records (Various)	
14	21	21	<b>What's A Woman</b>	Vaya Con Dios: Anova (Vaya Con Dios/BMG)	
15	18	15	<b>U Can't Touch This</b>	M.C. Hammer: Capitol (Joneste/B&I)	
16	11	21	<b>Verdammt, Ich Lieb' Dich</b>	Martha Rip: Polydor (Kargnarh)	
17	17	8	<b>The Emperor's New Clothes</b>	Sinead O'Connor: Ensign (EMI Music)	
18	13	5	<b>The King Of Wishful Thinking</b>	Go West: Chrysler (Campbell Connolly/Zomba)	
19	19	27	<b>Black Velvet</b>	Almanac Myles: Admanc (EMU/Beverly Waltz)	
20	30	12	<b>Mona</b>	Craig McLachlan & Check 1-2: Epic (Jewel Music)	
21	NE	NE	<b>I've Got You Under My Skin</b>	Nineth Century: Circa (Warner Chappell)	
22	25	4	<b>Black Cat</b>	Inch 1400: A&M (Black Cat Music)	
23	26	4	<b>Club At The End Of The Street</b>	Mariah Rip: Polydor (Kargnarh Music)	
24	19	19	<b>Nah Nah Nah</b>	Vaya Con Dios: Anova (Vaya Con Dios/Anova)	
25	47	2	<b>Nah Nah Nah</b>	Vaya Con Dios: Anova (Vaya Con Dios/Anova)	

THIS WEEK	LAST WEEK	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)
26	NE	NE	<b>The Joker</b>	Steve Miller Band: Capitol (Warner Chappell)	
27	28	10	<b>Du Hast Mir Gerade Noch Gefehlt</b>	Purple Schulz: Electrola (Copyright Control)	
28	24	9	<b>We Love To Love</b>	P.M. Sannop & Double Key: CBS (2nd Hand Music/Sage)	
29	16	3	<b>Live In The Light</b>	Caron Wheeler: RCA (Crown Triest/Motherman)	
30	50	2	<b>Show Me Heaven</b>	Maria McKee: Epic (Frasco/Ensign Music)	
31	46	2	<b>Nothing To Lose</b>	S Express: Rhythm King (Rhythm King Music)	
32	29	7	<b>Samurai</b>	Erste Allgemeine Verunsicherung: EMI (Copyright Control)	
33	45	2	<b>Groovy Train</b>	The Farm: Product (Product)	
34	40	4	<b>Deine Liebe Klebt</b>	Herbert Groenemeyer: Electrola (Groenland/Kick)	
35	34	2	<b>It's On You</b>	M.C. Star & The Real McCoy: ZYX/Musiki (Winamp Music)	
36	44	2	<b>Jack Talking</b>	Dave Stewart & Spiritual Cowboys: RCA (Eigle/B&M/Rondor)	
37	31	5	<b>Next To You</b>	Aswad: Marge (Iland/Aswad)	
38	RE	RE	<b>Tandem</b>	Vanessa Paradis: Polydor (Melodie Nelson)	
39	NE	NE	<b>So Hard</b>	Pat Sharp Boys: Polyphone (Virgin Music)	
40	48	4	<b>Fascinating Rhythm</b>	Bass-O-Matic: Virgin (Guerilla/Virgin/BrightPoint)	
41	39	4	<b>Silhouettes</b>	Cliff Richard: EMI (Blyssner Music)	
42	NE	NE	<b>Rue Fontaine</b>	Marc Lavry: Anova (Anova)	
43	NE	NE	<b>Cult Of Snap</b>	Snag-Logic: (Fourth/Warner Chappell/Zomba/Son Of Logic)	
44	NE	NE	<b>So Close</b>	Hull & Oates: Arista (Various)	
45	37	4	<b>Rhythm Of The Rain</b>	Jason Donovan: PWL (Warner Chappell)	
46	22	3	<b>The Space Jungle</b>	Adamski: HCA (Copyright Control)	
47	43	2	<b>Ickblinc Luck</b>	Cocoteau Twins: 4AD (Homonium/Beggars Banquet)	
48	23	5	<b>Life Is What You Make It</b>	Talk Talk: Parlophone (Parlo/Music/Zomba Music)	
49	27	7	<b>Where Are You Baby?</b>	Betty Blue: Rhythm King (Rhythm King Music)	
50	NE	NE	<b>Hang In Long Enough</b>	Phil Collins: Virgin/WEA (Phil Collins/Het And Run)	

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# hot 100

## SINGLES

THIS WEEK	LAST WEEK	WKS ON CHARTS	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)	COUNTRIES CHARTED
1	11	5	I've Been Thinking About You	London Beat	Anxious/RCA	(Warner Chappell)	UK, DB, NL, SF
2	1	16	U Can't Touch This	M.C. Hammer	Capitol	(Jobete/Bust-It)	UK, DB, NL, EA, CH, S, DK, IR, NS, F
3	9	3	Show Me Heaven	Maria McKee	Epic	(Famous/Ensign Music)	UK, F
4	4	10	Tom's Diner	DNA feat. Suzanne Vega	A&M	(Rondor Music)	UK, DB, NL, ACH
5	2	6	The Joker	Steve Miller Band	Capitol	(Warner Chappell)	UK, NL, F
6	3	11	Soca Dance	Charles D. Lewis	Polydor	(Glem Music)	FD, BN, DK
7	5	6	Groove Is In The Heart	Deee-Lite	Elektra	(Delovely)	UK, NL, F, S, GR
8	7	16	Maldon	Zouk Machine	Ariola	(Virgin Music)	FB, NL
9	17	20	I Can't Stand It	Twenty 4 Seven	Freaky Records/BCM	(Stop & Go/Cat-Talk/Siegel)	UK, DB, EA, CH, S, DK, I
10	18	27	Kingston Town	UB40	Virgin	(Sparra Florida)	FD, ACH
11	8	18	It Must Have Been Love	Roxette	EMI	(Jimmny Fun Music)	DB, NL, ACH, S, PDK, NJ
12	12	16	Ooops Up	Snap	Logic/Ariola	(Minder/Warner Chappell/Zomba)	DB, EA, CH, S, DK, GR, I
13	13	23	Verdammt, Ich Lieb' Dich	Matthias Reim	Polydor	(Kanguruh Musik)	DB, NL, ACH
14	10	15	It's On You	M.C. Sar & The Real McCoy	ZYX/Mikulski	(Wintrup Musik)	FD, BN, EA, CH
15	16	13	Le Jerk!	Thierry Hazard	CBS	(CBS Music)	FB
16	6	2	Holy Smoke	Iron Maiden	EMI	(Zomba Music)	UK, F, SF
17	14	6	Praying For Time	George Michael	Epic	(Morrisson Music)	UK, F, DB, NL, ACH, S, PDK, NGR, I
18	22	16	Close To You	Maxi Priest	10 Records	(Various)	DB, ACH, S, DK, GR
19	43	2	Cult Of Snap	Snap	Logic/Ariola	(Fellow/Warner Chappell/Zomba/Son Of Logic)	UK, DB, NL, F, N
20	15	18	A Toutes Les Filles	Felix Gray & Didier Barbevilien	Talar	(Zone Musique)	FB
21	26	5	Ich Hab' Getraeumt Von Dir	Matthias Reim	Polydor	(Kanguruh Musik)	D
22	35	5	Groovy Train	The Farm	Produce	(Produce)	UK
23	24	8	What Time Is Love? (Live At Trancentral)	KLF	KLF Communications	(E.G./Zoo/Warner Chappell/Copyright Control)	UK, DB
24	25	7	Megamix	Technotronic	ARS	(Bogam/BMG Publishing)	FD, B, CH, PDK
25	27	16	Vous Etes Fous	Benny B.	Vie Privee	(Copyright Control)	FB
26	19	8	Vision Of Love	Mariah Carey	CBS	(Vision Of Love/Been Jammin')	UK, DB, NL, CH, S, DK, F, I
27	23	9	Blaze Of Glory	Jon Bon Jovi	Vertigo	(Bon Jovi/Pri/Warner)	UK, DB, NL, ACH, S, DK, NS, F, I
28	21	9	Itsy Bitsy Teeny Weeny Yellow Polka Dot Bikini	Bombalurina	Carpet	(Campbell Connolly & Co)	UK, DB, F, NS, F
29	30	4	The Space Jungle	Adamski	MCA	(Copyright Control)	UK, BN, NL, F, SF
30	28	12	Naked In The Rain	Blue Pearl	W.A.U./Mr Modo/Big Life	(E. G. Music/Copyright Control)	UK, DB, A, SGR
31	33	9	Tonight	New Kids On The Block	CBS	(M.Starr/EMI April/A. Lancelotti)	UK, DB, NL, S
32	29	17	White And Black Blues	Joelle Ursull	CBS	(Warner Chappell)	FB
33	51	2	Thunderstruck	AC/DC	Alco	(J. Albert & Son)	UK, F, SF
34	39	4	Fascinating Rhythm	Bass-O-Matic	Virgin	(Guerilla/Virgin/Bugle/Point)	UK
35	31	16	Step By Step	New Kids On The Block	CBS	(Maurice Starr Music)	FD, B, A, SGR
36	36	3	Suicide Blonde	INXS	Mercury	(Tal Muziek)	UK, DB, NL, F, SF
37	57	2	Then	Charlatans	Situation Two	(Warner Chappell)	UK, F
38	34	10	We Love To Love	P.M.Sampson & Double Key	CBS	(2nd Hand Music/Siegel)	D
39	20	6	Four Bacharach & David Songs (EP)	Deacon Blue	CBS	(MCA/Screen Gems EMI/Carlin)	UK, F
40	49	20	What's A Woman	Vaya Con Dios	Ariola	(Vaya Con Dios/BMG Music)	DA, CH, AGR
41	38	8	Avant De Partir	Roch Voisine	GMA/Ariola	(Ed. Georges Mary)	FB
42	40	18	Insieme 1992	Toto Cutugno	EMI	(Edizioni No. 2)	FD, ACH, P, I
43	48	14	Aime Moi	Claude Barzotti	Zone Music	(Zone/Barzo Music)	FB
44	41	8	The Party	Latino Party	Polydor	(Copyright Control)	F
45	32	8	Where Are You Baby?	Betty Boo	Rhythm King	(Rhythm King Music)	UK, D, F
46	58	21	Se Bastasse Una Canzone	Eros Ramazzotti	DDD	(DDD/Una Lira Scorbibanda)	FD
47	42	4	Black Cat	Janet Jackson	A&M	(Black Ice Music)	UK, D, F, SF
48	NE		Never Enough	The Cure	Fiction	(Fiction Songs)	UK
49	37	11	Turtle Power	Partners In Kryme	SBK	(EMI Blackwood/Kikinet)	UK, DCH, DK
50	63	4	Deine Liebe Klebt	Herbert Groenemeyer	Electrola	(Groenland/Kick)	DA
51	NE		Blue Velvet	Bobby Vinton	Epic	(Chappell Morris)	UK
52	52	26	I Promised Myself	Nick Kamen	WEA	(EMI Music)	DE, ACH, S, DK
53	44	7	Samurai	Erste Allgemeine Verunsicherung	EMI	(Copyright Control)	DACH
54	47	4	Livin' In The Light	Caron Wheeler	RCA	(Orange Tree/Motherman)	UK, NL, F
55	50	31	The Power	Snap	Logic/Ariola	(Hanseatic/Fellow)	FE, CH, SGR, I
56	53	9	Il Suffit D'Un Ou Deux Excites	Footbrothers	CBS	(Captain Click Prod.)	F
57	83	2	Tunes Splits The Atom	MC Tunes Versus 808 State	ZTT	(Perfect Songs)	UK
58	81	3	Ritmo De La Noche	Lorca	Carrere	(Pink/Hanseatic)	BN, NL, DK
59	46	25	Killer	Adamski	MCA	(MCA/Beethoven St. Music)	DB, ACH, SGR
60	95	2	It's A Shame (My Sister)	Monie Love feat. True Image	Cooltempo	(Chrysalis/Jobete/Virgin)	UK
61	NE		Holy Wars...The Punishment Due	Megadeth	Capitol	(EMI/Theory Music)	UK, SF
62	65	3	Fools Gold/What The World Is...	The Stone Roses	Silvertone	(Zomba Music)	UK
63	64	10	The Emperor's New Clothes	Sinead O'Connor	Ensign	(EMI Music)	DB, ACH, DK, I
64	59	6	Can Can You Party	Jive Bunny & The Mastermixers	Music Factory Dance	(Various)	UK, BE, CH, DK, SF
65	55	5	Rhythm Of The Rain	Jason Donovan	PWL	(Warner Chappell)	UK, B, F
66	88	3	Lily Was Here	David A. Stewart & Candy Dulfer	Anxious/RCA	(D'nA/BMG Music)	F
67	90	18	Everybody Everybody	Black Box	Groove Groove Melody	(Warner Chappell)	FI
68	NE		Nah Nah Nah	Vaya Con Dios	Ariola	(Vaya Con Dios/BMG Music)	BN, NL, CHGR
69	NE		World In My Eyes	Depeche Mode	Mute	(Grabbing Hands/Sonet)	UK, F
70	NE		The Cult Of Snap	Hi Power	USA	(Non Stop/Warner Chappell/USA)	BN, NL, F
71	56	17	Le Gambadou	Patrick Sebastien	EMI	(Francis Vacher)	F
72	87	8	Can't Get Enough	Kim Wilde	MCA	(Rickim Music)	FD
73	61	2	Scandalo	Gianna Nannini	Ricordi	(Gienne/Z-Music)	DI
74	54	5	Don't Be A Fool	Loose Ends	10 Records	(Brampton/Copyright Control)	UK
75	75	10	Club At The End Of The Street	Elton John	Rocket	(Big Pig Music)	FD
76	78	14	Le Temps De Copains	Les Vagabonds	Carrere	(Editions Orlando)	F
77	85	3	Nothing To Lose	S-Express	Rhythm King	(Rhythm King Music)	UK, F
78	RE		Rockin' Over The Beat	Technotronic feat. Ya Kid K	ARS	(Bogam/BMG Publishing)	DCH
79	NE		3 Songs EP	The Wedding Present	RCA	(Hallin/EMI)	UK
80	67	4	Epic	Faith No More	Slash/London	(Rondor Music)	UK, F
81	92	6	Sotto Questo Solo	Baccini & Ladri Di Bicicletta	CGD	(EMI/Denny Rose/Insieme/Blue Team/Terri)	I
82	70	8	Englishman In New York (Ben Liebrand Remix)	Sting	A&M	(Magnetic/Regatta/Illegal)	UK, DSF
83	97	21	Better The Devil You Know	Kylie Minogue	PWL	(All Boys Music)	FPDKGR
84	76	20	Oui Je L'Adore	Pauline Ester	Polydor	(Ducomte/PolyGram)	F
85	NE		The Anniversary Waltz - Part One	Status Quo	Ver...		UK
86	84	19	Papa Was A Rolling Stone	Was (Not Was)	Fonana	(Jobete Music)	DACHGR
87	NE		Rue Fontaine	Marc Lavoine	Avrep	(Avrep)	FB
88	79	27	Black Velvet	Alannah Myles	Atlantic	(EMI/Bluebear Waltzes)	FD, SF
89	45	9	Thieves In The Temple	Prince	Warner Brothers	(Controversy Music)	DCH, DK, GR, I
90	NE		Fall (EP)	Ride	Creation	(EMI Music)	UK
91	RE		Mona	Craig McLachlan & Check 1-2	Epic	(Jewel Music)	DBA
92	RE		Infinity (1990's Time For The Guru)	Guru Josh	de/Construction/RCA	(Copyright Control)	DE, CHGR
93	68	8	Opel Manta	Norbert & Feigltinge	Glamour/EFA	(EMI Music)	D
94	99	2	Tandem	Vanessa Paradis	Polydor	(Melodie Nelson)	FN, NL
95	NE		Heaven	The Chimes	CBS	(CBS Music)	UK
96	60	6	End Of The World	Sonia	Chrysalis	(Mautogade Music)	UK, F
97	91	4	La Serenissima	DNA	Raw Bass	(PolyGram Music)	UK
98	72	24	Bo Le Lavabo	Lagaf	Flarensch	(Editions Carrere)	F
99	NE		She's So Fine	Thunder	EMI	(Rondor/EMI Music)	UK
100	NE		Une Femme Avec Une Femme	Mecano	Ariola	(Ba Ba Blaxi/BMG Music)	FB

UK = United Kingdom, D = Germany, F = France, CH = Switzerland, A = Austria, I = Italy, E = Spain, NL = Holland, B = Belgium, IR = Ireland, S = Sweden, DK = Denmark, N = Norway, SF = Finland, P = Portugal, GR = Greece.

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

Robert Cray *Midnight Stroll*  
PolyGram phonogram

# hot BREAKOUTS

## NATIONAL HITS READY TO EXPLODE!

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# top 3 SINGLES IN EUROPE

### uk & ireland

**The Cure**  
Never Ending (RCA/Parlo)  
**Depeche Mode**  
World In My Eyes (Mer)  
**The Wedding Present**  
3 Songs (EP) (RCA)  
**Status Quo**  
The Anniversary Waltz (Merlog)

### germany, austria switzerland

**Herbert Groenemeyer**  
Love Like Kabir (Epic/RCA)  
**Snap**  
Cuk Of Snap (Logo/Gen)  
**Blue System**  
Love's Like A Lonely Sword (Cocoon/Arado/Gen)  
**Der Schreckliche Sven**  
Heidi (CBS/A&W)

### france

**Marc Lavoine**  
Que Venir (RCA/Gen)  
**Mano Negra**  
Pas Assez De Toi (Virgin)  
**Patricia Kaas**  
Les Mannequins D'Orser (CBS)  
**Niagara**  
J'ai Vu (Polydor)

### italy

**Gianna Nannini**  
Scandalo (RCA/Gen)  
**Lucio Dalla**  
Attento Al Lupo (RCA)  
**Francesco De Gregori**  
La Storia (CBS)  
**Chicco Secci Project**  
I Say Yeah (CGD)

### spain

**Atalupa**  
Ultimo Imperio (Ginger/Mak)  
**The Refrescos**  
Sica (Poly/Gen)  
**Rico & Benjamin**  
Descaro (EP) (Gen)  
**El Ultimo De La Fila**  
Musico Loco (EP)

### scandinavia

**A-Ha**  
Crying In The Rain (Warner Brothers/Norfon)  
**Isabella**  
Substitute (Virgin/Swe)  
**Kim Larsen & Bellami**  
Tartan Mamma Mia (Merlog/Gen)  
**Carola**  
The Girl Who Had Everything (Virgin/Swe)

### benelux

**Andre Hazes**  
Kleine Jongen (EP/Wal)  
**Wil Tura**  
In De Armen Van Een Ander (Topkapi/B&B)  
**Clouseau**  
Heel Alleen (HM/CNR/Hel/Bo)  
**René Froger**  
Just Say Hello (Empire/PWL/Ho)

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## EUROCHART hot 100 SINGLES

1	3 Songs EP	79	Hegginla	24
2	A Touch In The Face	20	Hana	91
3	Aime Moi	43	Nah Nah Nah	68
4	Avants De Partir	41	Naked In The Rain	50
5	Kissin' This Devil You Know	83	Never Enough	40
6	Black Cat	47	Nothing To Lose	77
7	Black Velvet	88	Drop It	12
8	Blaze Of Glory	51	Clap! Clap!	91
9	Blaze Of Glory	51	Clap! Clap!	91
10	Blaze Of Glory	51	Clap! Clap!	91
11	Blaze Of Glory	51	Clap! Clap!	91
12	Blaze Of Glory	51	Clap! Clap!	91
13	Blaze Of Glory	51	Clap! Clap!	91
14	Blaze Of Glory	51	Clap! Clap!	91
15	Blaze Of Glory	51	Clap! Clap!	91
16	Blaze Of Glory	51	Clap! Clap!	91
17	Blaze Of Glory	51	Clap! Clap!	91
18	Blaze Of Glory	51	Clap! Clap!	91
19	Blaze Of Glory	51	Clap! Clap!	91
20	Blaze Of Glory	51	Clap! Clap!	91
21	Blaze Of Glory	51	Clap! Clap!	91
22	Blaze Of Glory	51	Clap! Clap!	91
23	Blaze Of Glory	51	Clap! Clap!	91
24	Blaze Of Glory	51	Clap! Clap!	91
25	Blaze Of Glory	51	Clap! Clap!	91
26	Blaze Of Glory	51	Clap! Clap!	91
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29	Blaze Of Glory	51	Clap! Clap!	91
30	Blaze Of Glory	51	Clap! Clap!	91
31	Blaze Of Glory	51	Clap! Clap!	91
32	Blaze Of Glory	51	Clap! Clap!	91
33	Blaze Of Glory	51	Clap! Clap!	91
34	Blaze Of Glory	51	Clap! Clap!	91
35	Blaze Of Glory	51	Clap! Clap!	91
36	Blaze Of Glory	51	Clap! Clap!	91
37	Blaze Of Glory	51	Clap! Clap!	91
38	Blaze Of Glory	51	Clap! Clap!	91
39	Blaze Of Glory	51	Clap! Clap!	91
40	Blaze Of Glory	51	Clap! Clap!	91
41	Blaze Of Glory	51	Clap! Clap!	91
42	Blaze Of Glory	51	Clap! Clap!	91
43	Blaze Of Glory	51	Clap! Clap!	91
44	Blaze Of Glory	51	Clap! Clap!	91
45	Blaze Of Glory	51	Clap! Clap!	91
46	Blaze Of Glory	51	Clap! Clap!	91
47	Blaze Of Glory	51	Clap! Clap!	91
48	Blaze Of Glory	51	Clap! Clap!	91
49	Blaze Of Glory	51	Clap! Clap!	91
50	Blaze Of Glory	51	Clap! Clap!	91

## EUROPEAN top 100 ALBUMS

1	Alannah Myles	46	M. C. Hammer	23
2	Patricia Kaas	59	Patricia Kaas	23
3	Back Boys	54	Mingo	47
4	Beats & Soul	19	Martin Vester	29
5	Billy Joel	94	Maria Carey	13
6	Blue Sabbath	41	Manhattan Transfer	13
7	Bob Dylan	18	Mad Prince	41
8	Bob Dylan	18	Michael Bolton	29
9	Bob Dylan	18	Hanging Out	63
10	Bob Dylan	18	Hanging Out	63
11	Bob Dylan	18	Hanging Out	63
12	Bob Dylan	18	Hanging Out	63
13	Bob Dylan	18	Hanging Out	63
14	Bob Dylan	18	Hanging Out	63
15	Bob Dylan	18	Hanging Out	63
16	Bob Dylan	18	Hanging Out	63
17	Bob Dylan	18	Hanging Out	63
18	Bob Dylan	18	Hanging Out	63
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44	Bob Dylan	18	Hanging Out	63
45	Bob Dylan	18	Hanging Out	63
46	Bob Dylan	18	Hanging Out	63
47	Bob Dylan	18	Hanging Out	63
48	Bob Dylan	18	Hanging Out	63
49	Bob Dylan	18	Hanging Out	63
50	Bob Dylan	18	Hanging Out	63

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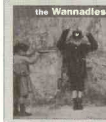
# top 3 ALBUMS IN EUROPE

Country	1	2	3
UNITED KINGDOM	In Concert Cetra/Doris/Phonon (Decca)	Listen Without Prejudice George Michael (CBS)	Ooh Laa Vegas Decca Blue (CBS)
GERMANY	Pretty Woman Sachin Corporation (Epic)	Luxus Sachin Corporation (Epic)	Matthias Reim Polygram (Poly)
FRANCE	Soca Dance Charles D Lewis (Poly)	Maldon Zak Apollo (EPIC)	Helene RCA Victor (RCA)
ITALY	Quello Che Non... Pirella Göttsche (EP)	In Ogni Senso Pirella Göttsche (EP)	Marco Mairani RCA Victor (RCA)
SPAIN	In Concert Cetra/Doris/Phonon (PolyGram)	Listen Without Prejudice George Michael (CBS)	The Collection Beth Beer (EP)
HOLLAND	Past To Present 1977 - 1990 RCA Victor (RCA)	Listen Without Prejudice George Michael (CBS)	In Concert Cetra/Doris/Phonon (Phonogram)
BELGIUM	In Concert Cetra/Doris/Phonon (PolyGram)	Listen Without Prejudice George Michael (CBS)	Graffiti Bridge Nonesuch (Nonesuch)
SWEDEN	Blaze Of Glory Jan Bo (PolyGram)	Pretty Woman Sachin (RCA Victor)	Om Nonesuch (Nonesuch)
DENMARK	Still Got The Blues Gary Moore (Virgin)	Pretty Woman Sachin (RCA Victor)	Dark Passion Sachin (RCA Victor)
NORWAY	Stereo Dan Dan (Poly)	Pretty Woman Sachin (RCA Victor)	Pretty Woman Sachin (RCA Victor)
FINLAND	Kun Suomi Putoi Puusta Eino Ruuska (RCA)	Pretty Woman Sachin (RCA Victor)	Yhdistynyt Hetki Nonesuch (Nonesuch)
IRELAND	In Concert Cetra/Doris/Phonon (PolyGram)	Listen Without Prejudice George Michael (CBS)	Night On Emotion Live From Dublin Jan Bo (PolyGram)
SWITZERLAND	Matthias Reim Polygram (Poly)	Pretty Woman Sachin (RCA Victor)	High On Nonesuch (Nonesuch)
AUSTRIA	Pretty Woman Sachin (RCA Victor)	Nepomuk's Rache Epic (Polygram)	Blaze Of Glory Jan Bo (PolyGram)
GREECE	Blaze Of Glory Jan Bo (PolyGram)	Listen Without Prejudice George Michael (CBS)	Night Owl Nonesuch (Nonesuch)
PORTUGAL	Mingos & Os Samurais Am Wave (EP)	Existir Nonesuch (EP)	Listen Without Prejudice George Michael (CBS)

THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	TITLE	ORIGINAL LABEL	COUNTRY ORIGIN	THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	TITLE	ORIGINAL LABEL	COUNTRY ORIGIN	THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	TITLE	ORIGINAL LABEL	COUNTRY ORIGIN	
1	1	6	Carrera Domingo Parvati	In Concerts	2002	UK, DEN, ESP, UKR, ISR	35	24	11	Toto	The Notting Hillbillies Part 2: Present 1977 - 1990	CS	DKL, ESP	69	44	24	The Notting Hillbillies	Mising - Present Having A Good Time	Wing	UK, DEN, IS	
2	3	3	George Michael	...And The Winner Is...	2002	UK, DEN, ESP, UKR, ISR	36	14	14	Zouk Machine	...	FR	UK, DEN, IS	70	41	23	Anthrax	Persistence Of Time	Wing	UK, DEN, IS	
3	2	16	Svenizis - Pomy Woma	...	2002	UK, DEN, ESP, UKR, ISR	37	31	18	Joeocker	Live Case	FR	UK, DEN, IS	71	42	24	Lucia Dalla	Caribao	CS	UK, DEN, IS	
4	5	6	Jon Bon Jovi	Blazing Of Glory	2002	UK, DEN, ESP, UKR, ISR	38	36	15	Jean Michel Jarre	Wazing For Coeurbeats	FR	UK, DEN, IS	72	43	25	Luciano Parvati	The Essential Parvati	2002	UK, DEN, IS	
5	4	13	Phil Collins	But Seriously	1998	UK, DEN, ESP, UKR, ISR	39	37	17	Depeche Mode	...	UK, DEN, IS	UK, DEN, IS	73	45	26	Toten Hosen	Auf Dem Kreuzweg Ins Glueck	Wing	UK, DEN, IS	
6	7	4	Prince	Grafic: Bridge	2002	UK, DEN, ESP, UKR, ISR	40	49	3	Roch Voisine	Helene	2002	UK, DEN, IS	74	48	14	Vanessa Paradis	Versions Sur Meme T'Alme	2002	UK, DEN, IS	
7	10	5	Elton John	Singing With The Past	2002	UK, DEN, ESP, UKR, ISR	41	39	3	Queensryche	Empire	1997	UK, DEN, IS	75	47	14	Bob Geldof	The Vegetarians Of Love	2002	UK, DEN, IS	
8	7	16	New Kids On The Block	Step By Step	2002	UK, DEN, ESP, UKR, ISR	42	33	3	Jack Jackson	Stepping Out - The Very Best Of AM	UK, DEN, IS	UK, DEN, IS	76	71	4	Soundtrack - Days Of Thunder	Days Of Thunder	1993	UK, DEN, IS	
9	8	24	Eros Ramazzotti	In Cigno Senso	2002	UK, DEN, ESP, UKR, ISR	43	35	5	Black Sabbath	TYR	1983	UK, DEN, IS	77	46	25	Loose Ends	Look How Long It's Been	1990	UK, DEN, IS	
10	11	19	Vaya Con Dios	Nights On Fire	2002	UK, DEN, ESP, UKR, ISR	44	32	35	Alannah Myles	Alannah Myles	1991	UK, DEN, IS	78	43	3	Winkler Herzbuben	Herzbuben	2002	UK, DEN, IS	
11	9	19	Matthias Reim	Matthias Reim	2002	UK, DEN, ESP, UKR, ISR	45	4	6	The Neville Brothers	Brothers Keeper	1981	UK, DEN, IS	79	37	7	Pickfield	The Wall Is	1997	UK, DEN, IS	
12	NE	1	Herbert Groenemeyer	Lattes	2002	UK, DEN, ESP, UKR, ISR	46	4	6	Neil Young & Crazy Horse	Ragged Glory	2002	UK, DEN, IS	80	37	8	Radio Futura	Alonso En La Palabra	1991	UK, DEN, IS	
13	12	7	Mariah Carey	Mariah Carey	2002	UK, DEN, ESP, UKR, ISR	47	48	2	Francesco Guccini	Quando Que Non ...	1991	UK, DEN, IS	81	34	3	Guru Josh	Infinity & Consciousness	1991	UK, DEN, IS	
14	15	3	Deacon Blue	Ooh La Vegas	2002	UK, DEN, ESP, UKR, ISR	48	50	2	Patricia Kaas	Scene De Vie	2002	UK, DEN, IS	82	36	7	Gipsy Kings	Mosaque	1997	UK, DEN, IS	
15	13	1	Snap	World's Best	1998	UK, DEN, ESP, UKR, ISR	49	54	13	Marco Masini	Almanac	1998	UK, DEN, IS	83	35	4	David Bowie	Changeling	1995	UK, DEN, IS	
16	16	1	Roger Waters	The Wall Live In Berlin	2002	UK, DEN, ESP, UKR, ISR	50	51	2	The Carpenters	Only Yesterday - Greatest Hits	1981	UK, DEN, IS	84	38	4	Patrick Bruel	Alors Regarde	1994	UK, DEN, IS	
17	NE	1	The Waterboys	Room To Room	2002	UK, DEN, ESP, UKR, ISR	51	37	1	Juliane Werding	Zeit Fur Engel	1984	UK, DEN, IS	85	74	5	Los Panchos	Todo Panchos	1997	UK, DEN, IS	
18	NE	1	Bob Dylan	Under The Red Sky	2002	UK, DEN, ESP, UKR, ISR	52	55	38	Technocrat	Pump Up The Jam	1984	UK, DEN, IS	86	74	5	Los Panchos	Todo Panchos	1997	UK, DEN, IS	
19	19	2	Betty Boo	Boombastic	1998	UK, DEN, ESP, UKR, ISR	53	41	8	Faith No More	The Real Thing	1989	UK, DEN, IS	87	NE	1	The Human League	Romantic	1991	UK, DEN, IS	
20	14	4	UB40	Labour Of Love	1992	UK, DEN, ESP, UKR, ISR	54	52	12	Beach Boys	The Collection	1968	UK, DEN, IS	88	87	7	Lagaf	Historie D'En Rime	1998	UK, DEN, IS	
21	18	26	Gary Moore	Sill Gull The Blues	1998	UK, DEN, ESP, UKR, ISR	55	46	6	Frees	Boomerang	1970	UK, DEN, IS	89	46	7	Candy Dulfer	Sensuality	1998	UK, DEN, IS	
22	14	8	Madonna	Im Breathless	1998	UK, DEN, ESP, UKR, ISR	56	47	3	Dee-Lite	World Clique	1992	UK, DEN, IS	90	38	1	Soul II Soul	Volume II (1990 A New Decade)	1990	UK, DEN, IS	
23	20	1	M.C. Hammer	Flame Hammer Don't Hurt Em	2002	UK, DEN, ESP, UKR, ISR	57	71	3	Living Colour	Ten's Lip	1992	UK, DEN, IS	91	NE	1	Francesco De Gregori	Nemotopigris Sangelchi	1991	UK, DEN, IS	
24	17	4	Roxette	Look Sharp	2002	UK, DEN, ESP, UKR, ISR	58	60	30	Midnight Oil	Blue Sky Mining	2002	UK, DEN, IS	92	NE	1	Flippers	Sublime	1997	UK, DEN, IS	
25	27	4	Gianna Nannini	Scandallo	2002	UK, DEN, ESP, UKR, ISR	59	51	5	Duran Duran	Liberty	1990	UK, DEN, IS	93	42	7	Clouseau	Hoezo Hoezo	1998	UK, DEN, IS	
26	21	5	Tina Turner	Foreign Affairs	2002	UK, DEN, ESP, UKR, ISR	60	57	11	Poison	Flash & Blood	1991	UK, DEN, IS	94	44	4	Billy Joel	Storm Front	1982	UK, DEN, IS	
27	25	7	Charles D. Lewis	Soca Dance	2002	UK, DEN, ESP, UKR, ISR	61	54	12	Mick Priest	Bornald	1990	UK, DEN, IS	95	45	4	Jason Donovan	Between The Lines	1991	UK, DEN, IS	
28	23	1	Erste Allgemeine Verunsicherung	Nepommals's Rache	2002	UK, DEN, ESP, UKR, ISR	62	47	1	Talk Talk	Natural History - The Very Best Of ...	1990	UK, DEN, IS	96	47	1	Corry Konings	Leven En Leren	1981	UK, DEN, IS	
29	29	1	Michael Bolton	Soul Provider	2002	UK, DEN, ESP, UKR, ISR	63	43	7	Les Yagobons	Nos Seles Amores	1991	UK, DEN, IS	97	48	7	Jocelyn Urz	Black French	1991	UK, DEN, IS	
30	11	16	Wilson Phillips	Wilson Phillips	1992	UK, DEN, ESP, UKR, ISR	64	NE	1	Robert Cray	Mighty Stray	2002	UK, DEN, IS	98	NE	1	UB40	The Best Of UB40 Volume 1	1992	UK, DEN, IS	
31	31	1	David Hasselhoff	Crazy For You	1998	UK, DEN, ESP, UKR, ISR	65	NE	1	Judas Priest	...	1982	UK, DEN, IS	99	44	2	Miguel Bose	Las Olas Del Mar	1998	UK, DEN, IS	
32	34	1	Sinead O'Connor	No No No	1990	UK, DEN, ESP, UKR, ISR	66	38	4	Prefab Sprout	Jordan The Combac	1998	UK, DEN, IS	100	78	1	Home Made	...	1992	UK, DEN, IS	
33	NE	1	Cocotea Twins	Chen De Las Vegas	2002	UK, DEN, ESP, UKR, ISR	67	41	1	Mango	Ultimo De Las	2002	UK, DEN, IS								
34	42	2	Chris De Burgh	High On Emotion	1998	UK, DEN, ESP, UKR, ISR	68	70	2	Silvano De La Fuente	Nuevo Requiere Catalogo	1991	UK, DEN, IS								

# talent Tracks

PROMISING ACTS WORTH WATCHING



**The Wannadies**  
**Innocent Me (MNW Records/Sweden)**  
 Contact: John Cloud/tel:46.7643450/fax:76430060  
 A well-crafted song with a dominant guitar sound by this Swedish group who have already been compared to the likes of The Triffids and Go-Betweens. The track is taken from their self-titled debut album which features a lot of strong pop melodies. Sub-publishing and licence available outside Scandinavia.

**Ann Carlberger**  
**The Crowd (MNW Records/Sweden)**  
 Contact: John Cloud/  
 tel:46.7643450/fax:764 30060  
 A nice, melodic pop song by this Swedish singer, who is already receiving heavy airplay in her native country. The song has a pleasant 60s feel due to the ringing acoustic guitars and the sweet voice of Carlberger. Co-written and co-produced and featuring Marty Wilson Piper of The Church; taken from the album *Hidden Treasures*. Licence available outside Scandinavia.

**Dean Dwyer**  
**Cruelly Caught Tonight (Hit & Run/UK)**  
 Contact: Dave Massey/Julia Braccanieri/  
 tel:44.71581026/fax:71.5845774  
 This London foursome combine a broody atmosphere with a good melody. Their sound is tense and modern, resulting in something like The Cure in the mood for dancing. They currently attract UK press and record company attention. Licence available outside the UK.

**Purple Heart**  
**How Long (Igel Records/Switzerland)**  
 Contact: Bruno Peloso/  
 tel:41.43216366/fax:14624333  
 Swiss six-piece Purple Heart make mainstream, melodic hard-rock. Their songs are well-constructed and use a lot of harmonic vocals. And their self-titled debut album, from which this song is taken, has been given the proper, economic production that fits the genre. Publishing and licence available outside Switzerland.

**Urban Hype**  
**Technlogy (Reachin' Records/UK)**  
 Contact: Thomas Falsafi/tel:41.87498619/fax:87461209  
 A good club track by this duo hailing from the south of England. An insistent house-beat, some fine vocal fills and additional 'ambient' sounds add up to a better-than-average club groove. Licence available outside the UK.

Records mentioned on this page are by promising acts which have potential for breaking into the pan-European market. The selection is done by the editorial team of Music & Media. Radio & TV programmers 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, Talent Tracks, PO Box 9027, 1006 AA Amsterdam, Holland.

(advertisement)  
**PURPLE HEART**  
 Switzerland's Hardrock Shooting Star

Contact: Bruno Peloso  
 B & R Management  
 Tel: 41-43-216 366  
 Fax: 41-41-482 6666

(advertisement)  
**One of the UK's most sought after records.**

Available worldwide.  
 Contact: Thomas Foley  
 Tel: 44 081 749 8619  
 Fax: 44 081 746 1209

(advertisement)  
**"HEY FILS", Listen!**

Ren Ren. The best folk-rock band made in France.  
 Disques Deesse/Peer Music  
 Contact: Annie Mayml  
 11 Rue Leprieu - 75013 Paris/France  
 Tel: (+331) 4255 0900  
 Fax: (+331) 4252 6001

## SINGLES



## SINGLE OF THE WEEK

**Iggy Pop**  
*Candy - Virgin*

If there ever was a song that could bring Iggy Pop closer to his much deserved chart success, this is it. *Candy* is a beautiful and intriguing duet, featuring Kate Pierson (B-52s). It has all the Iggy ingredients moulded into a melodic, simple and convincing pop. This single could produce a breakthrough into mainstream pop radio, which would be something of an achievement, knowing the artist will have done it on his own, radical terms.

## Daryl Hall &amp; John Oates

*So Close - Arista/BMG*  
A solid piece of FM rock, cleverly produced by Danny Kortchmar and Jon Bon Jovi. Expect heavy airplay.

## Snap

*Cut Of Snap - Logic/BMG Arista*  
Not to be mistaken with Hip Power's *The Cut Of Snap*. Turbo B raps like he's shouting orders over a monotone techno beat, spiced up with oriental and African samples. Climbing the charts rapidly.

## Neneh Cherry

*I've Got You Under My Skin - RCA*  
An utterly brooding version of the old Cole Porter song, in a splendid production from the Jungle Brothers' Baby Afrika Bambataa. The first single from the *Red, Hot & Blue* Aids fundraiser.

## Stereo MC's

*Elevate My Mind - Island*



Hil alert! A menacing yet non-aggressive hip-hop track. These pioneers can clear the way for British rap. Smooth but threatening.

## Pogues

*Summer In Sam - WEA*  
Taken from the forthcoming *Hell's Ditch* album, this is a slow, moody song. Singer Shane MacGowan croons with a drunken voice over a still piano line.

## ALBUMS

## ALBUM OF THE WEEK

**Mory Kante**  
*Toum - Barclay*

Welcome new material from the man responsible for the massive hit *Yeke Yeke*. Driven by African pulses and, of course, carried by Kante's charismatic voice, this album is a turntable must. The singer is backed by a tight and seriously swinging band, marked by great horn parts and backing vocals. This is the type of world music well capable of taking the European charts by storm. Check out *Krouzenege, Ayeé, Faldén and Soumba*.

## Herbert Grönemeyer

*Lulus - Etcetera*

An album full of well-crafted songs that should be an asset to European rock programmers, notably in the Benelux, GAS and Scandinavia. Grönemeyer's passionate vocals, the slick guitars and keyboard riffs, combine into a highly commercial album. Try *Hartgeld, Ich Will Mehr, Freunde* and the ballad *Marie*.

## The Vaughan Brothers

*Family Style - Epic*

With brother Jimmie joining on guitar, Stevie Ray Vaughan gives us a tremendous laid offering of his unique talents. Including Nile Rodgers's vivid and candid production, the results are not only instantly attractive, they grow with each play too. Do not miss *Hard To Be Good To You, Telephone Song and Long Way From Home*.

## Matthias Reim

*Reim - Polydor*

An epic rock album by this up and coming German artist. Cleverly produced, the record sounds like it was recorded in a cathedral; none of the reverberant and echo-chambers seem to have been left unused. With its huge choruses, this stadium rock LP is sure to get the lighters out all over Europe. Includes the massive hit *Verdammt, Ich Lieb' Dich*.

## AC/DC

*The Razor's Edge - Atco*

The band's first LP in two years - and their first for Atco - continues to showcase the group's knack for writing snappy hard rock songs with energetic, beefy choruses. No lack of good tracks here - rock programmers should have an easy time picking up your favourites. Our bets: *Fire Your Guns, Moneytalks and Let's Make It*.

## The Replacements

*All Shook Down - Sire*

It has been a long time since these former hardcore brats came kicking and screaming into the world of music. The band have notably matured since then. On this album they sound more focused on melodies and melancholy than ever. Paul Westerberg's songwriting has an REM-type of progressive rock feel to it, while hints of Tom Petty and Bruce Springsteen are notable.

## Beverly Craven

*Beverly Craven - Epic*

Mellow and melodic material with a soulful edge. The tranquil songs are delivered with a serene and caressing voice, that is sometimes too smooth in places. But the juicy accompaniments more than compensate. Try *Missing You, Two Of A Kind and You're Not The First*, a good single candidate.

## Inga Hunpe

*Planet Oz - WEA*

Fairy-tale synthesizer pop from this German artist. The album, co-produced by Trevor Horn, specialises in ambient ballads and sophisticated dance songs. A cross between Kate Bush and Grace Jones, without the mystique or flamboyance but still possessing a dreamy presence. Hunpe's vocals are sweet, with a naive, childlike quality.

**Editor:** Jerry Goossens  
**Contributor:** Pieter de Bruyn  
**Kops**

ALBUM COMPILATIONS  
TV Merchandisers Turn To Radio

**Increased competition from the major record companies, many of which have their own television marketing departments, has made it a tougher marketplace for traditional TV merchandisers. As a result, new avenues of promotion are being explored and the role of radio in marketing plans is becoming increasingly important. Chris White talks to four of Europe's leading TV merchandisers about this development, and the potential of radio as an advertising medium for album compilations.**

## Stylus Music

Malcolm McGlynn, general marketing manager of Stylus Music in the UK: "Business has become more difficult because the major record companies are doing more of their own TV advertised spots. However, they tend to concentrate on single artist packages with a 'greatest hits' or 'best of' format, whereas the strength of a company like Stylus lies in multi-artist compilations. With the exception of the Now and His series that is an area the majors have not ventured into."

Stylus's successes during the last 12 months have included three thematic releases, *Pure Soft Metal*, *Precious Metal* and *Soft Metal*, with total sales of more than 12 million to date. McGlynn: "Their success has been due to powerful, descriptive titles and the fact that we have featured artists who have crossed over from heavy rock to a more general market, including Heart, Bryan Adams, Whitesnake and Meatloaf. Someone who bought *Pure Soft Metal* would not necessarily want to buy a Whitesnake album. Stylus has also sold more than 300,000 units of *Right Stuff 2*, a dance compilation featuring top 20 hits and lesser known club hits."

Stylus does network TV advertising in all its markets: "We spend about £.70 per unit sale on national advertising and between 6-10% of the total budget goes on radio promotion, which usually takes the form of short burst campaigns. To date, most of our radio promotion has been with Capital and Capital Gold, although we will probably advertise extensively on radio on Kiss FM, Jazz FM and Melody Radio in the future."

"In the past, there has been some regional radio promotion with stations like Piccadilly, Red Rose and Metro but the feeling was that it did not really work, and it was better to channel the money into regional TV. He adds: "There is no doubt that radio will play an increasingly important role. We have mainly concentrated on Capital because London has such a big ratio of teenagers, and the age groups that we have been targeting are 16-24 year-olds for the dance music compilations and 16-35 for the metal concepts. Radio is effective as an oral reminder of what the listener has been advertised on TV. We certainly would not use radio on its own, it augments the TV promotion."

## EVA

EVA in Holland is a joint venture between EMI, Virgin and Arista/BMG, and handles TV advertisements for product from those companies. EVA office manager Carla van Teseleing: "Occasionally we do license in product from other sources, like EMI Records, the Dutch independent dance label. But the focus is very much on our own catalogues, which include labels like Motown, Chrysalis and Capitol."

"The Best Of Joe Cocker" has been very successful, along with other single artist compilations in the Pop Classic series including Cat Stevens, Little River Band and Alan Parsons Project."

EVA has also done TV promotion for two successful CD series, *The Perfect CD Collection*, which has sold more than 400,000 units, and *Play My Music* with 20 pop titles from the likes of Spandau Ballet and The Jam. Recent titles include the first Diana Ross compilation to feature both her Motown and Capitol hits, and *The Commodores*.

Teseleing: "We are also television-marketing a new series, 'Hit History', which features 30

CDs covering 1955 to 1985. The TV advertising will be in three parts, each promoting a 10-year period of the titles. There will also be some radio promotion on Radio Veronica in Holland.

"Radio is likely to play an increasingly important role in the promotion of this kind of product, but it is a case of targeting the right programmes. With a hit compilation we try and get advertising spots on Radio Veronica's 'The Top 40' show. As and when local radio becomes more accepted, we will do more radio promotion."

## Dino Records

Canadian company Dino Records started European operations five years ago, initially in West Germany and Holland. It has since opened offices in the UK, France and GAS territories.

Nic Moran, UK A&R and marketing/promotion manager: "All the territories come up with their own concepts and titles, and quite often these are used in other countries, but with adjusted track listings."

"Some people have been very negative about the value of TV marketing but in the UK our last four releases have all gone gold. We were particularly pleased with the success of *Leather & Lace*, featuring male and female rock acts, as we faced stiff competition from both EMI and Telstar who came up with similar concepts. *The Summer Of Love* has also been very successful for us. That kind of concept needs the sun to help sell it, but traditionally when the sun comes out it worked for Dino though."

Arcade's European successes have included *The Very Best Of Supertramp*, the *Synthetiser Greatest* series, which has sold more than three million units in Europe, and the *Dance Classics* series, which has reached eight volumes and sold more than one million units in the Benelux alone. "There is still very good business with TV marketing, especially in the compilations area," Wolff adds. "It is an area that conventional record companies have neither the time nor the expertise for. We have good relations with most of the majors and providing that our plans do not clash with theirs, there is usually no problem licensing material."

really used Capital and Capital Gold, but we're looking to use Kiss FM, Jazz FM and Choice in the future. At the moment, radio is just a part of the general advertising mix."

## Arcade Records

Dutch-based Arcade Records recently endorsed its belief in radio promotion by saving pop station Radio 10 from closure by a £1.1 million cap. US\$ 570,000 advertising contract which will run until the end of 1991. Arcade began running 10 spots a day on Radio 10 and combined with the station on several joint promotions across all media. The company has also run adverts on Bussum-based Sky Radio.

Arcade marketing manager, Michiel Wolff: "The marketing plan with Radio 10 has been very effective for us, even though it is still early days. I believe very strongly in radio promotion for television-marketed product. It plays a very important role in our marketing plans, at least 20% of our advertising budget in Holland goes on radio advertising. Radio is an important tool for supporting or even breaking a new album."

"The key to success is selling the right concept to the public. You could choose the best tracks in the world but if they do not tie in with a theme, nobody will buy it. It is a case of coming up with fresh ideas."

"Radio does not play a key role in promoting this product in terms of airplay, because quite often no name check is given. However, radio advertising, as a way of getting the message across to the consumer, is becoming increasingly important. At the moment it is a very small part of our advertising budget. We have only

## Joint Promotion - The French Experience

*Romantic slow numbers, dance, 60s, 70s, gypsy, Latin, synths, guitars, summer, winter and above all, hit! No sooner has a particular trend been defined, than there is a compilation or two on the racks. French record companies are shameless in their exploitation of this particular market and, as Jacqueline Eacott reports, they are now realising the benefits of closer collaborations with radio.*

Radio ad spots are fast becoming an integral part of an advertising package for a new release and joint promotions are becoming increasingly popular throughout Europe. In Italy the trend is well established, with most of the major stations heavily involved in the release of compilation LPs.

### Producing the LP

The French compilation craze really took off after the government lifted the TV advertising ban on record company product. The Dutch label Arcade opened its Paris office in January 1989 as a result. "In the first year we did eight campaigns," remembers Jean-Luc Lavignette, Arcade's director-general. "This year we are going to do around 15, so it is practically doubled. And we think that the market will still be there next year otherwise we would not exist!"

Lavignette explains the compilation making process: "First we define a general musical concept in tune with current public tastes select the tracks and manage the project from A-Z. We buy the repertoire, design the sleeve, write the storyboard for the ads, and work on the advertising spots with French artists and so on. Holland then sends us the finished product. We have to pay normal manufacturing costs, the royalties, SACEM fees and so on, plus all the advertising. Total cost runs from Frf 2 million to Frf 15 million (app. US\$ 380,000 to 2.87 million) depending on the concept!"

An Arcade compilation is always supported by a TV campaign and increasingly by a radio association. "We either work with one radio network in exclusivity or all of them. We did some research into public reaction to radio involvement and the results were more than positive.

### Choosing a station

"When choosing a station to

work with we are naturally guided by the station's musical identity. We work with them on the condition that we do not do traditional advertising and we want the radio station to be as involved as possible."

Lavignette cites the example of *Top Dance*, the compilation associated with Skyrock (distributed by Vogue), which to date has sold 160,000 copies. "The origin of this was a programme broadcast on Skyrock," explains Lavignette. "We discovered that this programme, which went out on Saturday nights, had a far higher audience than other Skyrock programmes. So we mounted a product together, which worked very well!"

A similar project is now under way with Radio Metropolis. "Again we wanted to work closely with the station. The identity of Metropolis is dance music, but at the same time it plays the best standards so we created an album *Dance Dance Dance* based on these concepts." He cites an example of buyers in Belgium asking for the Metropolis album having heard the advertising on the radio or on TFI.

The stations are chosen with care, with a view to long-term development. Both *Top Dance* and *Dance Dance Dance* are only the first in a series. *Top Dance 2* is due to be released shortly. The *Dance Dance Dance* follow-ups will each cover a different dance period with the second volume likely to focus on 70s funk. "If we just put advertising on any old radio station that would bring in nothing," says Lavignette. "We have lots of propositions but there are stations which step on each other's toes in terms of programming styles. We cannot do an identical concept on another station so we prefer to work on a series with one in particular."

### Multiple deals

But this does not stop stations from working with as many compilation titles as they can.

record companies as they can. Skyrock, for example, has collaborated with a full range on 16 compilations (and as many individual artist's albums) over the last three years. Notable successes among the five released so far this year: *Les Tubes 2* (Virgin/BMG/ PolyGram/WEA) and *Top Dance* (Arcade/Diamond, Vogue).

As programme director Laurent Bouneau explains: "I want to be associated to the maximum, with as many compilations as possible. It is an excellent show-case. People associate a radio station more easily with a compilation than with an artist!"

Philippe Schentberg, programme director Metropolis agrees: "This type of collaboration is very positive for us, even if we only benefit indirectly, from the promotion we get. But the compilation has to fit our format. Potential buyers are also potential listeners!" Metropolis compilations released so far include: *Metropolis Dance Tracks* (Airplay), *Dance FM* (Airplay), *Metrodance* (CBS) and *Dance Dance Dance* (Arcade). *Metrodance 2* (CBS) is due to be released shortly.

FM leader NRJ is particularly strong on promoting his compilations, most recently the best-selling *How Many Hits* (CBS). But how many radio listeners know if NRJ is associated with *La Compil Vol 1, 2, 3* (WEA), *California Avenue* (WEA), *Boulevard Des Sloves* (CBS), *Forza Italia* and *Synthesizers* (1, 2, 3, 4) (Arcade/CBS), *Studio* (Virgin), *Tubes Vol 1, 2* or any of the sub-group *Nation Rap* (Island/PolyGram), *Rapitude* (Virgin), *Rap City* (EMI), *Yo Rap* (CBS), to name a few?

"With so many on the market what policy should a station adopt - association with as many as possible or the occasional distinctive winner? To what extent does a record company need a radio's logo to sell a product?"

### Defining the relationship

The nature of the collaboration between radio and record company would appear to be relatively straightforward. "The record companies pay for the TV spots, and in return I give them time on the radio," says Bouneau. "It is an exchange - nothing more complicated than that." The extent of

Skyrock's involvement in the project depends on the record company. The close collaboration described by Lavignette is rarely the practice of the larger record labels, as Bouneau confirms: "Usually, apart from *Top Dance* where we worked closely with Arcade, it is all done in advance. The record company will propose a programme and with the packaging already done, tell us how much is to be invested in TV spots and how much in radio, and we just say yes or no.

"We have practically nothing to do with the visuals and the concept. There is not enough time, the major record companies have too many projects to deal with. For example, if they want to release a compilation at the beginning of September they will call us in July. We only really negotiate the size and position of the logo on the sleeve, the presence of the logo in the TV spot, the voice-over in the ad and that is about it."

In the question of the logo depends on the nature of the album. Although always present on a compilation it is sometimes omitted in the TV spot in the case of an album by an individual major artist for fear of hurting the artist's image. This naturally depends on the image of the station in question.

Promotion of major domestic and international artists has usually been the domain of the larger AM stations such as RTL's association with Johnny Hallyday. Traditionally, the record companies and AM stations will work together on the long-term development of major domestic artists. Such stations are obviously less likely to associate themselves with top 50 style compilations, preferring classical music or jazz (Europe 1 for example). Arcade does not rule creating a campaign with an AM station but admits that the partnerships are more difficult than with the smaller FM stations.

"We tried a few years ago with the compilation *Reggae Music* when we bought space on Europe 1 and RTL," recalls Lavignette, "but it takes much longer to mount an operation with them."

### Individual artists

However, there are signs that some FM stations, notably those aimed at older audiences and in-

ten on establishing a more up-market image, are increasingly interested in collaborating on major promotional campaigns with individual artists.

Europe 2's summer promotion of *The Police* compilation *Every Breath You Take - The Singles* (PolyGram) involved an extensive advertising campaign. The album went on to reach no. 1 in the French album chart with 400,000 units sold. "We want to exploit each project to its fullest extent," explains director-general Martin Brisac.

"Each disc, each artist, each genre is carefully chosen. The TV presence is extremely important for us. The Police project, for example, had an excellent result for what was essentially a release."

Europe 2 does not intend to practise any kind of exclusivity by working with one record company. It is also collaborating with CBS for the compilation *Jazz Series* (Europe 2 broadcasts a nightly hit FM-produced jazz head show 20.00-22.30) and has a number of major projects with individual artists' albums planned for the autumn. Programme director Marc Garcia: "We are currently negotiating with a number of record companies but we do not want to discuss our projects because we have to calculate how much advertising space we will give to each project."

Similarly RFM, working with PolyGram on the promotion of individual artists (Pink Floyd *The*

*Wall*), is reinforcing its compilation/album promotion to the tune of Frf 15 million. "We think this is the most effective way of using TV," explains president Andrew Mandersham. "The record company subsidises it to a great degree and it helps position us because we always choose artists which suit our style."

"But personally I do not believe in TV any more as a medium, it is no longer viable. There is such an abundance of advertising on French TV today to have a genuine impact you have to spend around Frf 50 million with 300-400 spots over two or three months. Clearly for any FM operator it does not make sense to do that."

Even for a top 50 oriented station such as Fun Radio the emphasis is also moving towards the promotion of individual artists such as Vanessa Paradis and Alain Souchon rather than compilations. "We tend to work more with individual artists now," says head of music Jean-Pierre Millet, "although we have promoted some compilations this year." *California Avenue* (WEA) and *Rap City* (EMI). "We will work closely with a record company in developing an artist's career via the station, have them in for interviews and so on."

### Other benefits

Apart from the promotional benefits of such collaborations what influence do they have on the station's playlist? While Bouneau may declare: "There is

### A cross-section of radio and record label joint productions

#### Italy

- Radio Milan/Virgin/Three compilations, the most recent *Disco & Dance* is based on the station's after-noon show. Previous release sold 50,000 copies.
- Italia Network/New Music: Two compilations based on afternoon dance show 'Los Cuarenta': *Los Cuarenta, The Best Of Vol 1* sold 200,000 units.
- Radio Centro Suono: CD compilation *Black Festival* featuring acts who performed at station's black music festival in Rome. Initial pressing, 1,000.
- Radio Monte Carlo/Windham Hill: *Emozioni In Musica* a compilation album of NAC artists.

#### UK

- BBC: The BBC has its own label, BBC Records, which releases the corporation's back catalogue, plus a deal with Prestige.
- BBC Radio 1/Chrysalis: *The Hit List*, based on tracks highlighted on DJ Mark Goodier's afternoon show.
- EMI: Remember *The Pirates*, classic tracks which featured heavily on 60s pirate radio, interspersed with original jingles.

#### Belgium

- Radio 21/CBS: Four albums, each with 21 tracks. Latest release *Les 21 Classics De 21*. Previous sales, 20,000 per release.

no influence on the playlist. I do not want there to be any connection between the two areas", Schemberg's comments are probably closer to the general experience. "We will perhaps play the titles featured on a compilation more frequently during a certain period, but they are always titles that we would play anyway."

Schemberg agrees the market has been growing rapidly: "It is true that there are a lot more compilations on the market now than one and a half years ago, but it is still a big market. There is enough room for everyone at the moment!" Lavignette says: "I think

there was more saturation about six months ago. Everyone wanted to settle their budgets and released no matter what. You cannot do that any more, you have to pay more attention to the concept!"

Bouneau, meanwhile, makes his point of view clear: "If there are too many compilations on the market it is not my problem. We do not get any money from a compilation. I am interested in the TV spots and the presence in the shops. If a compilation is a big success so much the better, but if it is not, hard luck. It is not me who has invested the money!" □

(advertisements)

## MUSIC & MEDIA spotlights

# C A N A D A

## Issue 48 December 1, 1990

### Featuring:

- How to break French acts in Canada and vice versa
- Overview of hot Canadian talent with European hit potential

Ad deadline closes November 6th 1990.

Call Amsterdam: Ron Betist - 20.669.1961  
London : Carin Thorn - 71.323.6686

## Concerts Versus Compilations

by Paul Andrews

Only eight of last week's UK Top 20 music videos were clip compilations. The other 12 were live concerts, featuring artists as diverse as Kylie Minogue and Luciano Pavarotti, not to mention three volumes of Knebworth '90. And yet only one live LP reached the album Top 20.

Despite the wealth of ambitious productions, many employing every available visual and technological trick to produce promos as polished - and often almost as expensive - as any Hollywood feature, clips in their own right are falling to dominate the video marketplace, even on the back of successful discs.

The position seems ironic, considering how vital the promo video is now thought for record sales, especially since the rise of the "satellite jukeboxes" like MTV.

Or are they part of the problem? Much of the promo footage on the shelves, be it a various artists compilation or "video LP", is likely to have been well-aired pre-release, perhaps to the point of overexposure.

MCEG Virgin Vision music video manager John Paisley: "Even spending vast amounts of money doesn't guarantee an original production. The argument that promo videos have reached an overkill situation may be valid - the compilation market is definitely shrinking."

TV exposure is less important in West Germany, where MTV has quite low penetration. Stefan Michel, WEA Musik video marketing manager: "Some clips do last but many can become very tiring after a while. I think we may even be a little luckier here that MTV doesn't play a major role at the moment, so we can still sell clip compilations."

Live presentation has its own appeal, too, confirms Paisley. "It has a uniqueness - it's something which hasn't been shown before, and captures a whole event. The audience experience being that: justifies the whole idea of video as a visual medium in offering something that you can't capture on vinyl!"

But that specialness can also make the concert tape a far more difficult product to handle. Traditionally, music video has been marketed in very close accord with LP and single releases: product will have a similar name and packaging, share advertising and be presented side-by-side at point of sale. Since sales, in the UK, are typically only about one-seventh of an LP's, the economies of scale in achieving the highest profile possible are obvious.

With the exception of a live album, a concert presentation is not so likely to have those economies to rely on. At WEA Musik, music-video marketing manager, Stefan Michel, would rather not launch a product without any cross-format support: "We definitely believe in releasing video alongside a soundtrack. With live material you have to get the planning right, but we would rather put out such a video with a live album, too."

Paisley agrees: "Only a strong enough title to justify its own campaign will stand alone.

'Simple Minds Live In Verona' was a big title and because there wasn't any vinyl out at the time we decided to go it alone with the video campaign. We did TV, national posters and national in-store - but that really was an exception."

If the cost of promoting live video can be restrictive compared with the clip compilation, so too can that of production. Again, it



Jim Kerr of Simple Minds

is a difficult comparison to draw. While a promo may be very expensive to produce, the loss is largely written off as part of the record's production and promotion costs - sell-through income is expected to recoup a small part of that. For a long-form concert without airplay potential or other support, video sales are far more crucial.

Paisley: "Simple Minds used a 16 camera set-up, so you're talking hundreds of thousands of pounds. Even for a much smaller set-up, a live shoot is an expensive way of doing a programme if you commission it yourself!"

But, he thinks, the expense can be worthwhile. "It's difficult to draw direct parallels because product is never exactly comparable, but I think a current live concert will tend to sell more than a compilation."

Michel is cautiously optimistic, too. "We haven't had enough experience yet to be sure, but the signs are that while clips may sell fast they can go out of fashion very quickly. Concerts have a longer shelf life, and they will usually sell more in the long term." □

## FAST FORWARD

French filmmaker Jean-Jacques Beineix is to be president of new video distribution company Nouvelle Messagerie Video (NMV), with former WEA France international manager Jean-Paul Gommery as general manager. The firm is backed by Canal-Plus Video, a subsidiary of the pay-TV channel, film production and distribution company Renn/AMLF, and Videoparc and CCV, both groups of independent film and video producers. NMV plans to offer distribution to all filmmakers, not just its own members, according to Renn GM Marc Bonduel: "to avoid a situation similar to the record industry where all the distribution is handled by five majors."

Roger Waters's July 21 Berlin spectacular, 'The Wall', is being reshuffled on video in a number of territories. In Germany itself, the tape is already available through PolyGram Video, which was due to reach UK shops on September 24, on the Channel 5 label.

PolyGram Video in Germany has also entered into a co-operative agreement with PolyGram's own TV and radio marketing company Polystar. The first joint project is a re-release of the Police video collection 'Every Breath You Take', retitled 'Their Greatest Hits', in September, to be followed by 'The Very Best Of Elton John'. Both will be incorporated into Polystar's consumer and trade campaigns for their accompanying records, CD and MCs, constituting the most thorough marketing of music video yet carried out in Germany. PolyGram Video MD Svetek Goetzalaan: "Marketing is the key to all levels. Not only do we need co-operative ads to help inform consumers of the great selection of music videos available, we must also overcome dealer resistance to stocking videos, through reasonable pricing, packaging and presentation."

Channel 5 has launched a new mid-price label, Spectrum, which it claims is the UK's first. Music titles already available at £ 7.99 retail include 'Bon Jovi - Breakout', 'Wet Wet Wet - Popped In Souled Out', 'Sue Q. Quo - End Of The Road '84', 'INXS - The Swing And Other Stories', 'Bananarama - The Greatest Hits Collection', 'Level 42 - Family Of Five', 'Janet Jackson - Control, The Videos Part 2', and 'Joan Armatrading - Track Record'.

The German video industry shrank in 1989, according to the German Video Federation. Distributors' total turnover fell to DM 456.3 million (app. US\$ 292 million), from DM 530 million, and that of retailers and renters from L.1215 to 1.040 million, with both rental and sell-through sectors hit. Although VCR penetration rose from 38% to 43% (11.2 million units) during the same period, total videogram sales to retailers fell from 6.5 million to 6.0 million.



Poor little George Michael. All he wanted to do was to make a hugely successful album and stay at home behind his sunglasses, grooming his designer stubble while the royalties poured in. And then along comes big bad Frank Sinatra, who tells him to stop whinging and start enjoying himself.

In an open letter to George, which sounds as if he's started believing in the lyrics of his own songs, Frank tells him to: "Loosen up, man. Dust off those gossamer wings and fly yourself to the moon of your choice and be grateful to carry the baggage we've all had to carry since those lean nights of sleeping on buses and helping the driver unload the instruments."

## R A Y D I O

Trouble is, George has never carried that baggage. Still, he can console himself with the news that *Listen Without Prejudice* has already sold 450,000 copies in the UK alone.

Sinatra has also been having a sidesweep at MTV award winner Sinead O'Connor over her refusal to perform at a New Jersey theatre if the American national anthem was played. Sinead later explained that it had nothing to do with patriotism, she just didn't feel the show had anything to do with her "kick her ass" for the insult shown to the US. There's no telling what he'd do to her gossamer wings if he ever got hold of them!

A British friend of mine was moaning the other day that when his station's profits went up last year, his MD awarded himself a massive pay rise. But, when they went down recently, the MD stayed, as did his huge salary, but less of the staff lost their jobs.

The strictly *entre nous* code of conduct for DJs forbids me to reveal the station's strategy but the list of possibilities totals no more than half a dozen, so have a go at working it out for yourselves.

And now to the anniversaries. Kevin Godley will be creating it on Sunday, October 7, in the form of birthday presents given to ease his passage into his 46th year. On the following day, 10 years ago, Bob Marley collapsed on stage during a Walkers show; his last concert. As every syndicator and programmer knows, John Lennon would have been 50 on October 9, while Daryl Hall is 42 on the 11th and Art Garfunkel 48 on the 13th. On October 12, Jesus Christ celebrates becoming a Superstar, 20 years after the album, from the stage show, was first released.

Friends tell me that the excitement at EMI London is infectious, with staff breaking out all over with enthusiasm for the forthcoming Robert Palmer single, *I'll Be Your Baby Tonight*, a duet with UB40, will be out mid-October. Watch out also for a *Mercy, Mercy, Me Marvin Gaye* medley, expected before Christmas.

Beata Przedselska, a Warsaw-based producer with Polish TV and radio, has written in asking me to pass on her greetings to everyone in Europe, and to "every-one who knows me". Apparently,

she has been reading this magazine since the days when it was called 'Europotipset'. Anyone else out there with a long memory?

If so, you'll be a dab hand at a new test of wits and wisdom launched at the recent NAB convention in the US. If you thought the radio business was just a game, then BIA Publications agree. And to prove it, they have produced just that, a board game. Investing In Radio: The Game, is based on real-life rules and situations to test players' marketplace skills. As well as fast-paced fun, the game is also designed to help hone those skills for investors planning to be involved in the real thing. Who says there's nothing to doing those long cold winter nights?

And finally, food for thought from UK Radio 1 DJ Simon Bates. "Radio is central to the history of pop music," says Times. "Radio talks in code directly to its audience. Television can't do this - it has to broadcast to everybody. The code of music and the code of radio work together." And so all of us ...

Ray Dio

## MAKING WAVES

### Tuning In To Radio Basilisk

- Format: Broad-based pop
- Core artists: Current playlist adds include Dance With A Stranger, Jonathan Groenemeyer, Herbert Butler, Fur and Sallio
- Music/talk ratio: 85:15
- Top shows: 'Basler Hit Parade', 'Oldies', 'Jazz mit Cheese', 'Country Home'
- Hours on air: 24
- Target audience: 15-45
- Potential audience: 600,000 in Basle and surrounding areas
- Actual audience: 103,000 (aged 15+) daily in licensed area (SRG Forschungsdienst)
- Address: Marktgasse 8, 4055 Basle, Switzerland
- Frequency: 94.5 MHz
- Founded: November 1 1983
- Ownership: private, principal shareholders are Hans-Rudi Ledermann and Christian Heeb

Head of music Nick Schulz: "We are the only licensed private station in Basle, so we have to cater for a broad range of tastes. Basically we're a pop station, but we play a lot of old people here listen to Schwarzwald Radio in Germany. We try to mix people over with local oriented news, and every time there's a big event we like to be there."

"We have an old bus with a studio inside and during the summer we visit a different district once a week. We talk to

local politicians and celebrities - and sell local ads at a discount. And when big acts come to Basle, we make our presence felt with traffic and parking information.

"We've never done big live concerts because we couldn't afford them, but we do sponsor smaller ones - Eritz Janes was the last - and we try to push local talent, although there isn't much here that we can air."

"Record company servicing is good. Over the last year they've moved from vinyl to CD, for which we're very thankful. The only negative point is that we have no samplers, and in my opinion, even a film soundtrack is a sampler."

"We have quite a few listeners in Germany, and people who live in France or Germany but work in Basle also tune into us in the mornings for traffic information."



tion. We like to give them familiar stuff - so if something breaks there before it is released in Switzerland, we send someone across the border to try to find it."

"We have a networking arrangement with Radio Z in Zurich and Radio Extra Bern. We take turns to produce a joint overnight show, and share taped-programmes like the weekly country and western hour. That works very well, but it's as near as we get to syndicated programming."

"At the moment we're not allowed to do sponsored syndicated programmes, but the law is about to change so the situation will become interesting." □



# RADIO 1990

PORTUGAL - 3 OCTOBER - 3 NOVEMBER

## THE BROAD & NARROW VIEW

Now that we've entered the '90s just where is Radio headed?

How local is local radio? With INR arriving, what about the BBC? Has jazz FM set a pattern for the development of generic radio rather than community? And is there enough ad revenue for everyone? Radio 1990 is the conference that asks the questions - and provides the answers.

Speakers like Michael Parkinson, Lord Chalfont and Richard Findlay introduce the key issues facing broadcaster and advertiser alike. With the arrival of the new Broadcasting Bill, James Gordon asks where we are and where we're going. Is it a good time to invest in Radio? Hywel Jones has some answers.

How do people listen to radio? Are multistations working, now that we have so many? And what's being done to find a new way of researching and planning radio? Nigel Wainman, Richard Byrne and Jerry Flaider give their views.

Five **affluent advertisers** show case studies which provide fascinating insights on how to create success on radio. Chris Wildkin takes you on a round-of-the-world trip of the best ads on radio.

Radio 1990 has all this - and a lot more besides. So why not spend a couple of days at the conference to take a close-up look at the medium and get yourself right up to date on exactly what is happening in Radio in 1990 - and beyond!

## day one

- Thursday 1 November 1990**
- 09.30 Chairman's Introduction: Michael Parkinson "The Broad and Narrow View"
  - 09.40 **Keynote Speech - Day One** "Where are we and where are we going?"
  - 10.05 **A Sound/Two Radio in the UK** and at various times throughout the day
  - 10.10 **The Broadcasting Bill 1990**
  - 10.15 **Coffee**
  - 11.05 **"A Good Time To Invest In Radio?"**
  - 11.35 **"How People Listen To Radio - The INR Report."**
  - 12.00 **Case Study No.1 Helix**
  - 12.15 **"Multi-Station Radio"**
  - 12.30 **Case Study No.2 TDK**
  - 13.00 Lunch
  - 14.30 **"Radio - Medium Of The 90s"**

- 14.45 **"Radio Sponsorship - Making It Work For Stations and Advertisers."**
- 15.15 **"Research - and the expanding market"**
- 15.35 **Coffee**
- 15.55 **"Research - The Needs Of The Buyer"**
- 16.20 **"Getting The Most Out Of The Medium"**
- 16.30 Case Study No.3 Express Newspapers
- 17.00 **"Doing The Splits - A Radio Forth Programming Story"**
- 17.25 Case Study No.4 DHL
- 17.35 **Summary**
- 17.45 End Of Day One

## day two

- Friday 2 November 1990**
- 09.30 **Keynote Speech**
  - 09.45 **Open Forum**
  - 10.05 **Coffee**
  - 11.15 **"Building Brands On Radio"**
  - 11.45 Case Study No.5 Kimberly-Clark
  - 11.55 **"Creative Radio Around The World"**
  - 12.30 **Summary**

- 12.40 **Close Of Conference**
- 13.00 Lunch
- PM Golf Tournament and Clinic organised and sponsored by Golf Management and Club Organised and sponsored by Golf Management
- PM Optional sightseeing tour
- 20.00 Gala Dinner

THE CONFERENCE COMPANY

## registration form

Please register me ( )  individually for Radio 1990

**CONFERENCE and HOTEL**  
 1 night accommodation at the Victoria Harrogate. Opening Registration: Call 01434 622000. Dinner and the two day conference: Thursday and Friday 2 November, which includes lunch on both days and all conference materials.  
 Single registration £410. Double registration (sharing room) £635.

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For information on optional packages: Call Louise Sanyals on 071-684-6533

Please make all cheques payable to: Radio 1990 and send to:  
 The Registrars, The Conference Company, 111 Colindale Avenue, London NW9 1EQ

We regret refunds cannot be made on cancellations unless notice in writing is received by the organisers before 1 October. A handling charge of £40 will be made on all cancellations made before that date.

For further information please contact Linda Harthe on 01-464-6533.

Address \_\_\_\_\_  
 Telephone \_\_\_\_\_

Updated reports and playlists additions from the major radio & tv stations in Europe.

PP: Powerplay  
 AD: Additions to the playlist  
 LP: Album of the week  
 CL: Chart  
 CT: studio  
 IN: Interview

### UNITED KINGDOM

**BBC RADIO 1 - London**  
**Chris Lycutt - Sen. Prod.**  
**B List:**  
 AD A Call Called Adam-Barloot  
 Aztec Camera: Good Morning  
 The Beautiful South: A Little  
 Betze Midler: From A Distance  
 Curtis Mayfield: Superfly 30  
 MC Hammer: Have You Seen Her  
 Paul Simon: The Obvious Child  
 Tracy: Toys

**CAPITAL RADIO - London**  
**Richard Park - Prog. Contr.**  
**A List:**  
 AD Access: Good Morning  
 Paul Young: Heaven Can Wait  
 Michael Ballou: It's My Life  
 Van Morrison: Real Gone Girl  
 MC Hammer: Have You Seen Her  
 Cliff Richard: Silhouettes

**METRO FM - Newcastle**  
**Giles Squire - Prog. Contr.**  
**A List:**  
 AD Phil Collins: Hung In Long  
 Pet Shop Boys: So Hard  
 MC Hammer: Have You Seen Her  
 Technocrane: Megatons  
 The Beautiful South: A Little

**PICCADILLY RADIO - Manchester**  
**Karl Pringle - Head Of Music**  
**A List:**  
 AD Maria McKea: Show Me Heaven  
**B List:**  
 AD Neneh Cherry: I've Got You

**GREATER LONDON RADIO - London**  
**Trevor Dannon - Head Of Music**  
**A List:**  
 AD Robert Cray LP  
 Paul Simon: The Obvious Child  
 Bob Dylan: Unbelievable  
 Phil Collins: Hung In Long  
**B List:**  
 AD Sammy Southern LP  
 Energy Orchard: Somebody's  
 Pet Shop Boys: So Hard

**BRMB - Birmingham**  
**Robin Valt - Head Of Music**  
**A List:**  
 AD Loose Ends: Don't Be A Fool  
 AC/DC: Thunderstruck  
 Janet Jackson: Black Cat  
 Mariah Carey: Vision Of Love  
 The Cure: Never Enough  
 Inner City: That Man  
 AD Song Dragons: Mother Universe  
 Duran Duran: Serious  
 The Charlatans: Ten  
 Breakeers: It's Your Working Soap: Cak Of Soap  
 Motie Low: It's A Shame  
 Pet Shop Boys: So Hard  
 KLF: What Time Is Love  
 Phil Collins: Hung In Long

**RADIO 102 - Glasgow**  
**Alex Dickson - Prog. Dir.**  
**A List:**  
 AD The Cure: Never Enough  
 Michael Bolton: Soul Provider  
 The Sex Pistols: H.I.D.  
 Phil Collins: Hung In Long  
 Electrolite: I'll Be Your Working Parents: O Sole Mio  
 The Beautiful South: A Little  
 S'Express: Nothing To Lose  
 Sensie V: Body Language  
 Running: Stepping Down The  
 Carné Wheeler: Lion In The

**RADIO CITY - Liverpool**  
**Rory McKenzie - Head Of Music**  
**Power List:**  
 AD Larry McCray: He And My Baby  
 A List:  
 AD Bill Bi DeLoo: Do Me  
 Pet Shop Boys: So Hard

**RADIO TIENT GROUP - Nottingham**  
**Len Grant - Deputy Prog. Dir.**  
**A List:**  
 AD Phil Collins: Hung In Long  
 Neneh Cherry: I've Got You  
 Pet Shop Boys: So Hard  
 Paula Abdul: Cold-Hearted Soul  
 Chaz Crisp: Africa & White  
**B List:**  
 AD Simon Lowe & Affection  
 Issa Jones: Right Here Right  
 MC Hammer: Have You Seen Her  
 Paul Young: Heaven Can Wait  
 London Beat: I've Been  
 The Beautiful South: A Little  
 Bobby V: Body Language  
 Everyday People: This Kind  
 Tracy: Toys

**DOWNTOWN RADIO - Belfast**  
**John Cunningham - Head Of Prog.**  
**AD Van Morrison: Real Gone Girl**  
 Gene Phoenix: In My Life  
 Status Quo: The Anniversary  
 David Bowie: The Last Thing  
 Phil Collins: Hung In Long  
 Michael Ballou: It's My Life  
 Paul Simon: The Obvious Child  
 Bob Dylan: Unbelievable  
 Phil Collins: Hung In Long  
 Little Les: Lamed  
 Les Lamed: Les Lay You

**CHITEN RADIO & NORTAMTHS RADIO**  
**Paul Robinson - Prog. Contr.**  
**AD Hica Party: Contribution**  
 Michael Bolton: Soul Provider  
 David Coverdale: Last Night  
 Egg: Pop  
 The Beautiful South: A Little  
 Historic: Desert Boats  
 The Beautiful South: A Little

**GWR - Bristol/Winson**  
**Andy Westgate - Head Of Music**  
**A List:**  
 AD Stag: Cak Of Soap  
 Hair: Love: It's A Shame  
 Bob Dylan: Where Are You Baby  
 The Farm: Growin' Train  
 Frankie Buffale: Sprung In  
 Maria McKea: Show Me Heaven  
 Basement: Fascinating Rhythm  
 London Beat: I've Been

**RADIO FORTH - Edinburgh**  
**Colin Somerville - Head Of Music**  
**Airplay Top 10:**  
 S'Express: Fascinating Rhythm  
 Coccia Miller: Bad The Joker  
 The Farm: Growin' Train  
 Motie Low: It's A Shame  
 Pet Shop Boys: So Hard  
 Robert Cray: That Man  
 MC Hammer: Have You Seen Her  
 Blue Nile: Highlights On The  
 House Love: It's A Shame  
 Running: Stepping The Glory  
 AD Song Dragons: Mother Universe  
 Jesse J: Right Here Right  
 Sensie V: Body Language  
 Hica Party: Contribution  
 Aztec Camera: Good Morning

**RED ROSE RADIO - Preston/Blackpool**  
**James - Head Of Music**  
**A List:**  
 AD Nelson: Love & Affection  
 Crack 'Rick-Cat's Stop

**ATLANTIC 132 - County Meath**  
**AD The Cure: Never Enough**  
**Head Of Music**  
**Playlist Top 10:**  
 Maria McKea: Show Me Heaven  
 The Cure: Never Enough  
 Neneh Cherry: I've Got You  
 Sensie V: Body Language  
 Steve Miller Band: The Joker  
 Deee-Lite: Grooves In The  
 Body: Bye Bye  
 George Michael: Praying For  
 The Sex Pistols: H.I.D.  
 Barbra Streisand: In The Sixties  
 Adamo: The Space Jungle  
 London Beat: I've Been  
 Janet Jackson: Black Cat

## STATION REPORTS

**HORIZON RADIO - Milton Keynes**  
**Clive Dickens - Head Of Music**  
**Power List:**  
 AD Outlaw Pose: Bad Furky  
 Sensie V: Body Language  
 Grid: Bad Called Love

**RADIO RADIO - Manchester**  
**Nigel Williams - Sen. Prod.**  
**A List:**  
 AD Phil Collins: Hung In Long  
 Half & Oates: So Close  
 MC Hammer: Have You Seen Her  
 Pet Shop Boys: So Hard  
 Peter Dinklage: Dreaming  
 Sensie V: Body Language  
 Twenty 4 Seven: I Can't Stand

**B List:**  
 AD Blue Nile: Highlights On The  
 Michael Bolton: Soul Provider  
 Nevean Cherry: I've Got You  
 Bruce Hornsby: A Night On The  
 Inner City: That Man  
 Hica Party: Contribution  
 S'Express: Beautiful People

**RADIO HALLAM - Sheffield**  
**Dean Papp - Head Of Music**  
**A List:**  
 AD The Beautiful South: A Little  
 Phil Collins: Hung In Long  
 Basement: Fascinating Rhythm  
 Pet Shop Boys: So Hard  
 Michael Ballou: It's My Life  
 Van Morrison: Real Gone Girl  
 Belinda Carlisle: We Want The  
 David Coverdale: Last Night  
 Pet Shop Boys: So Hard  
 Steve Kammer: Everyone You  
 Jeff Lynne: It's My Life  
 Little Les: Lamed  
 Les Lamed: Les Lay You

**RADIO BROADLAND - Norwich**  
**Dave Brown - Head Of Music**  
**PP London Beat: I've Been**  
 MC Hammer: Have You Seen Her  
 Sensie V: Body Language  
 Historic: Desert Boats  
 The Beautiful South: A Little  
 Half & Oates: So Close  
 AD Phil Collins: Hung In Long  
 Michael Bolton: Soul Provider  
 MC Hammer: Have You Seen Her  
 The Beautiful South: A Little  
 Bruce Hornsby: A Night On The  
 Inner City: That Man  
 Hica Party: Contribution  
 S'Express: Beautiful People

**WDR 1 - Cologne**  
**WOLFGANG RUTZ - DJ/Prod.**  
**AD Andy Abbot: I'll Never Cry**  
 Half & Oates: So Close  
 Bruce Hornsby: A Night On The  
 B'W: John Lennon's Guitar  
 Dominoe: Cue The Future

**NDR 2 - Hamburg**  
**Lutz Adamowicz - Head Of Music**  
**Power List:**  
 Michael Riney: Oh My Soul  
 Rickie Lee Cole: This Freedom  
 Salor: The Secretary  
 C List:  
 AD The King Of Kings  
 Peter Cornelius: Zuefing  
 Masi Priest: Close To You  
 Anthonis: Greenhouse  
 Dea Wilson: Philips  
 Release Me  
 DNA/Osanne Vega: Tom's Diner  
 A-Ha: Craving In The Rain  
 AD Dave Stryngling: Arrested  
 The Tarriers: Be Tender With  
 My Heart

**SWF - Baden Baden**  
**Ulrich Frank - DJ/Prod.**  
**AD Robert Cray: The Forecast**  
 Billy Joel: This Man's The  
 People  
 Sandra: Out More Night  
 B'W: John Lennon's Guitar  
 Dominoe: Cue The Future

**HUNDEKATZ - Berlin**  
**Fred Schoenagel - Head Of Music**  
**PP Beach Boys: Problem Child**  
 Jonathan Butler: Good Time  
 AD Beach Boys: Heal Them  
 CCl: Have You Ever Seen The  
 Carpenter: Those Good Old  
 Westerns: You Can't Have It  
 Berlin: Sidekick  
 CCl: Have You Ever Seen The  
 Carpenter: Those Good Old  
 Westerns: You Can't Have It  
 Berlin: Sidekick  
 CCl: Have You Ever Seen The  
 Carpenter: Those Good Old  
 Westerns: You Can't Have It  
 Berlin: Sidekick

**HR 3 - Frankfurt**  
**Markus Hertz - DJ/Prod.**  
**AD Phil Collins: Hung In Long**  
 John Moore: Melt-down  
 Lani: Lamed  
 Les Lay You  
 Mariah Carey: Vision Of Love  
 London Beat: I've Been  
 Neneh Cherry: I've Got You  
 Greenpeace: Distra: Lade Klabs  
 Sing: Engelman In New York  
 Maxi Priest: Close To  
 You  
 Mauraev Wall: Thinking Of You  
 The Cure: Never Enough  
 Hicahouse Flowers: I Can See  
 George Michael: Praying For  
 The Sex Pistols: H.I.D.  
 Charles D: Lewis: Solo Dance  
 Dave Stryngling: Arrested  
 London Beat: I've Been  
 Deee-Lite: Grooves In The  
 Body: Bye Bye  
 CCl: Have You Ever Seen The  
 Carpenter: Those Good Old  
 Westerns: You Can't Have It  
 Berlin: Sidekick

**RADIO FR - Ludwighafen**  
**Hans Messer: DJ/Prod.**  
**AD Respect: Love Drives On**  
 Half & Oates: So Close  
 Dave Stryngling: Arrested  
 Dan Fogberg: Rhythm Of The  
 LP: Alison Williams

**MC Hammer: Have You Seen Her**  
**AD The Beautiful South: A Little**  
 One Nation: How Long  
 Jeff Lynne: It's My Life

**IRELAND**  
**2 FM - Dublin**  
**John Clarke: DJ/Prod.**  
**PP Maria McKea: Show Me Heaven**  
 Henry Connolly Jr.: The Joker  
 Cheap Trick: You Can't Stop  
 Sex Miller Band: The Rejection  
 Sex Doctor: I Like To Love  
 Greenhouse: Greenhouse  
 Neneh Cherry: I've Got You  
 The Cure: Never Enough  
 Faith Hope & Charity: Growing  
 John Farnham: That Freedom  
 Bob Geldof: Love Or Something  
 Half & Oates: So Close  
 NIXS: Suicide Blonde  
 The Jeremy Davis: History  
 Billy Joel: This Man's Her  
 King Rocko: What Koster Liebe  
 Loose Ends: Don't Be A Fool  
 Jimmy Niles: Who Said You  
 Prince: Never Generation  
 Queensrÿche: Mead  
 Respect: Love Drives On  
 S'Express: Nothing To Lose  
 Warrone: Cherry Pie  
 Bob Toledo: Take Me

**WEST GERMANY**  
**WDR 1 - Cologne**  
**FLIP-ZETT - Weekdays 6-8 PM**  
**Barbara Gannage - Prog. Contr.**  
**LP Hit House**  
**WDR 1 - Cologne**  
**POP SELECTION - Weekdays 6-8 PM**  
**Hans-Herger: Roccio - Prog. Contr.**  
**Selection 10s Vlists:**  
 Jimmy Anderson: Being Caught  
 The Cure: Never Enough  
 Loreena: Loretta Ford  
 Les Lamed: Les Lay You  
 The King: King Of Kings  
 Living Colour: Type  
 Neneh Cherry: I've Got You  
 The Time: Ballet  
 Los Lobos: Down On The  
 River  
 Rock: Rock On The Loose

**WDR 1 - Cologne**  
**SCHLAGERLE - Saturdays 1-3 PM**  
**Wolfgang Rutz - DJ/Prod.**  
**AD Andy Abbot: I'll Never Cry**  
 Half & Oates: So Close  
 Bruce Hornsby: A Night On The  
 B'W: John Lennon's Guitar  
 Dominoe: Cue The Future

**RIAS 2 - Berlin**  
**Henry Gross - Head Of Music**  
**A List:**  
 AD The Tarriers: Be Tender With  
 My Heart  
 Glenn Medeiros: Ad Im  
 Strip: Engelman In New York  
 Matthias Reich: Ich Hab

**SFB 2 - Berlin**  
**Juergen Jergensen - Head Of Music**  
**AD John Farnham: That Freedom**  
 Eric Scola: Solo  
 AD John James: Bring Back  
 You A-Ha: Craving In The Rain  
 Dave Stryngling: Arrested  
 The Tarriers: Be Tender With  
 My Heart

**FFN - Isernhagen**  
**Ulrich Frank - DJ/Prod.**  
**AD Robert Cray: The Forecast**  
 Billy Joel: This Man's The  
 People  
 Sandra: Out More Night  
 B'W: John Lennon's Guitar  
 Dominoe: Cue The Future

**HUNDEKATZ - Berlin**  
**Fred Schoenagel - Head Of Music**  
**PP Beach Boys: Problem Child**  
 Jonathan Butler: Good Time  
 AD Beach Boys: Heal Them  
 CCl: Have You Ever Seen The  
 Carpenter: Those Good Old  
 Westerns: You Can't Have It  
 Berlin: Sidekick  
 CCl: Have You Ever Seen The  
 Carpenter: Those Good Old  
 Westerns: You Can't Have It  
 Berlin: Sidekick  
 CCl: Have You Ever Seen The  
 Carpenter: Those Good Old  
 Westerns: You Can't Have It  
 Berlin: Sidekick

**RADIO FR - Ludwighafen**  
**Hans Messer: DJ/Prod.**  
**AD Respect: Love Drives On**  
 Half & Oates: So Close  
 Dave Stryngling: Arrested  
 Dan Fogberg: Rhythm Of The  
 LP: Alison Williams





