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MUSIC & MEDIA

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Broadcast
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SNEP Publishes Proposed Ethics Code

by Emmanuel Legrand

French music industry organisation SNEP has finalised the text of its proposed code of ethics for producers, publishers and broadcasters (M&M October 6).

The proposal has now

MTV Appoints Millet Music Programmer

by Howard Shannon

MTV Europe has headhunted France's Fun Radio's head of music Jean-Pierre Millet to the new post of manager music programming. He was put forward for selection with five others by US radio consultant Jeff Pollack.

The final decision to appoint was taken by MTV Europe director music programming Brian Diamond and executive producer Brent Hanson. Millet has a start date of mid-December.

Diamond says Millet will "complement and contribute to" his job as music

continues on page 6

been sent for consideration to the French ministry of culture, broadcasting authority CSA, and to companies that will be affected by it. Patrice Fichet, VP of SNEP, says the document is "a good starting base for discussion" and now invites all those involved to work on it.

The code aims to promote business integrity and equality of treatment between all public and private broadcasters, record and video producers, and music publishers.

It is based on three principles: honesty, integrity and independence.

■ **Honesty:** all programmes co-produced by a record company or publisher should mention the company at the beginning and end of the programme, if the co-production affects the content of a programme, this should be mentioned (this applies mainly to charts based on factors other than sales).

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FLEMISH PRIVATES SLAM "STALINIST" MEASURES

Anti-Network Law Gets Go-Ahead

by Marc Maes

The Flemish council has approved the controversial 'anti-network' legislation, in a move which will severely restrict the region's private radio networks and franchise groups and will dramatically increase operation costs at small outlets.

Many say they will now fight the decision and are studying ways to circumvent the new law, which forbids stations to share the same name, jingles, logos or IDs.

It also forces private sta-

tions to produce 80% of programming in-house and limits national news to 50% of the total, while the majority of advertising income must originate from within each station's eight kilometre broadcast radius (M&M October 27).

The law also reinforces legislation passed in 1982, which states that the broadcast permits for Flemish privates must be owned by non-profit organisations.

And, in a section of the

legislation which has met with particularly strong criticism from privates, any change made to a station's programming content, name, logo or technical capacity is subject to government approval. Furthermore, government officials can visit a station at any time to ensure that they are complying with the law.

Critics of the new law claim that it is designed to strengthen the government's influence over private radio in Flanders. They believe that it will lead to the number of stations being halved, thereby opening up space on the wave band for pro-government regional stations or to outlets such as that proposed by Flemish commercial TV station VT.M.

The legislation was drawn up by CVP (Catholic) politician Eric van Rompuy and was supported by the socialist (SP) and nationalist (VL) parties, which together with the CVP form the coalition government.

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Arista/BMG recording artist Lisa Stansfield is presented with a platinum award for sales of over 100,000 copies in Sweden of the 'Affection' album. She is pictured with BMG staff and *Anxious/RCA* act Londonbeat after a concert at Stockholm's Concert House.

Austria Comes Close To Private Radio

by Paul Andrews

The launch of commercial private radio is now high on the Austrian political agenda, following the recent general election. A draft law is expected to be presented to the national assembly early in the new session and could become law as early as March next year. If passed, only Holland and Sweden will remain without commercial radio.

The proposal is understood to be for a regionalised structure, with one or two privates in each of the coun-

try's seven states. If the law private radio is unhindered through parliament, they could be on air by the end of 1991.

A more competitive system was favoured by the conservative Volkspartei, but is now less likely following its heavy losses in the October 7 poll. At press time, a new political coalition had not been formed, but it is expected to be dominated by the socialist SPD, which supports the regional radio proposals.

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MUSIC
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Controversial London phone-in presenter Brian Hayes, whose LBC show was axed in June after 14 years, has joined the BBC's Greater London radio and will present their 22.00-24.00 programme, which is also carried by nine other local BBC stations in the south-east.

edited by Muehlig Bakker.

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HMV Enters Continental Europe

The HMV retail chain has opened its first wholly owned outlet in continental Europe. The store, with 10,000 square feet of selling space, is located in Bordeaux, where Virgin opened its third French megastore in the summer. HMV is a major music retailing force in the UK, and also has outlets in Ireland, Australia and

Canada. The firm's European division chief, Stuart Morgan, says it is considering other European countries: "We're trying to evaluate how we should enter each of a number of markets." The Bordeaux opening on October 25 came one week after HMV began trading from its third store in Cork, Ireland.

Looking East & West

Tower European Operations MD Ken Sockolov, MTV Europe MD Bill Roedy and Westwood One International MD Bill Stoller are the latest additions to the line-up of panellists for the Looking East & West conference, to be held in Budapest on November 23-26.

The event aims to facilitate investment and trade between the music and broadcasting industries of Western and Eastern Europe. Organisers are Tribute Productions of London; joint sponsors are Music & Media and Billboard.

Other confirmed speakers include MCA International VP John Brands; Peter Belohlavek, copyright manager of Czechoslovakia's Supraphon; Andy Marzek, A&R/international director of Poland's Polskie Nagrania;

and East German rights specialist Hendrick Meyer.

Sessions will cover the record and music publishing industries, broadcasting, retail and distribution, copyright protection, artist management and concert promotion, among others.

Acts to be showcased include Hungary's leading band, East, and rock exponents Baro; female vocalist Gosia from Poland; Czech metal band Kreyson; and Russian/Hungarian pop/folk combo Babajaga.

More than 170 companies will be represented. The registration fee is £ 550 per person. Further details are available from Tribute Productions at The Maples Business Centre/Suite F, 144 Liverpool Road, London N1 1LA; telephone (71) 700-4515, fax (71) 700-0854.

Music & Media will be running a fortnightly column highlighting pan-European album releases, from next week. Please supply us with artist, album title, date of release and name of producer(s), if you wish your releases to be included in this section. Only albums released throughout Europe are eligible for inclusion. Send all your information to Muehlig Bakker, fax (31) 20 669 1951.

SER Takes Eurochart

Spain's SER network, one of Europe's largest radio broadcasters, has joined the ranks of stations featuring the Coca-Cola Eurochart Hot 100. This development follows the addition of the show to the programming of UK stations, Birmingham's BRMB and Liverpool's Radio City.

Produced by MCM Networking, the Eurochart will now be broadcast on more than 120 stations in five countries, making it the most listened to programme in Europe.

The show was due to be launched on the SER network's 45 stations on Thursday October 25. It will air weekly from 22-24.00. The Eurochart Hot 100 is compiled by Music & Media in co-operation with Dutch authors' right society BUMA/STEMRA and is licensed in Europe to Coca-Cola.

For The Record

Billboard's no. 1 new age artist in 1989 was Music West recording artist Ray Lynch, whose album *No Blue Thing* topped the new age charts for 35 weeks, and not David Lanz as previously published.

A

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THE HAPPY MONDAYS??

BETTER GET THAT WALL BACK UP.



N E W S

Cherie FM Buys Belgian Stations

by Howard Shannon

French radio Cherie FM has bought four stations from the bankrupt Nostalgie network in Belgium (M&M October 20). Jean-Paul Bauderoux, president of NRI, which owns Cherie, says the station paid Fr 7 million (app. US\$ 1.38 million).

The stations, which were renamed two days after the deal was signed on October 17, are in Brussels, Liege, Namur and Charleroi. The French private did not pick up an option to buy affiliates.

Bauderoux says the stations will continue to target the 35-49 age group, and aims to increase their audience share from 8.8% to 15% within a year. However, he says: "There will be no change to

existing programme formats, presenters or management. It's a good team.

"The name change came as part of our marketing drive for Cherie FM France. The Belgian stations will be included in the advertising package running on French TV TFI, which is popular in French-speaking areas of Belgium. Our ad hook is 'Cherie will make you sing.' The Nostalgie name made you feel unhappy."

Bauderoux, who says he intends to introduce call-out research for playlisting, blames the bankruptcy of Nostalgie Belgium on "too early a launch in a still maturing FM market" and the prohibitive cost of overnight distribution of shared program-

ming using tape, rather than a satellite feed.

"I see similarities with the state of FM in France a few years ago. And Belgian government legislation will allow single satellite feeds early next year."

Meanwhile, the sale of the Flemish Nostalgie stations to an as-yet unnamed company run by Belgians Dirk Otte, who heads advertising agency DOS, and Frank Lysen, MD of Radio Contact, is yet to be finalised. □

New Album Releases

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extra!

Rumours are mounting that A&M's European headquarters in Paris will be closed within the next few weeks. Redundancies are likely for all nine staff, including VP Russ Curry and promo director Gerard Wood. Most probably, A&M's European responsibilities will be divided between its UK company and PolyGram International.

BMG is widely expected to secure worldwide distribution for MCA and Geffen when its Warner Music International deals expire soon. There have been no official statements from anyone, but David Geffen has confirmed that MCA is in negotiations with BMG.

Virgin has confirmed that it hopes to open megastores in Madrid and Barcelona next year. Head of Virgin Spain, Carlos Juan Casado, says the company will make an official announcement in a few weeks, but adds that a suitable site has not yet been found in either city for its planned 1,000 square metre stores. Meanwhile, Steve Jones, GM Virgin Retailing, is confirming that the company is "close to an official announcement" on the opening of the Amsterdam store.

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Red Hot Faces No Sponsor Blues

by Howard Shannon

A last ditch attempt to find a sponsor for the television part of charity project Red Hot & Blue has reached the "eleven-and-a-half-hour" say organisers.

Part of World Aids Day on December 1, it is now too late for a sponsor to win credit on a Chrysalis album of the same name. "We released in Europe on October 22" says Chrysalis International director Mike Allen.

"The lack of support is a sad state of affairs" says Allen. However, he acknowledges that sponsors were afraid to associate themselves with Aids.

"Producer of the Red Hot & Blue video, Leigh Blake, approached 65 companies. All turned her down. But it is still being edited and technically could still carry a sponsor credit."

Allen describes as "open" the cash figure the potential sponsors were being approached to contribute.

Though the release date of the album was not held back while a sponsor was sought, it is now expected it will have to shoulder the bulk of fundraising for the charity. There is also a merchandising package.

"The deal is that Chrysalis can recoup the manufacturing and marketing costs only. But we have not asked retailers to donate their profit margin [as was the case with Band Aid]."

However, Allen is hopeful

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many will do so, with one major Finnish retail chain, Mega Epe-s, having already agreed. MTV Europe is among those to offer free advertising for the album.

The idea for Red Hot & Blue was thought up by Blake and New York Lawyer John Carlin two years ago. The LP features performances of Cole Porter songs by

Worldwide Publishing To Top US\$ 3 Billion

Increased use of copyright material on compact disc, cable and satellite is expected to help push worldwide income from music publishing beyond the US\$ 3 billion mark, say collectors. This will make it the highest figure ever.

The retrospective sum for 1989 is still being calculated by the US-based National Music Publishers' Association (NMPA). Details NMPA president Ed Murphy: "The exact figure to date is US\$ 2995 million based on informa-

Anti-Network Law

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Freddy Neyts, chairman of the Radio Contact group, which has 22 stations in Flanders: "The government just wants to increase its own power over the private. And as a result of these Stalinist regulations, some 200 stations will be forced to stop."

Neyts adds: "We intend to fight the law wherever possible, but we will have to be creative. For example, there is no legislation against listener associations which could operate under the 'Contact' name."

Meanwhile, Piet Keizer has already announced that the 5-Star radio group will be disbanded, if forced. The group includes 15 independently-operated stations, which share the '5-Star' promotional name. However, Keizer, who is MD and owner of 5-Star member Radio Antigon, says that due to the new regulations they may now drop reference to the group.

As well as criticising this aspect of the legislation, Keizer also points to the problems resulting from the 80% in-house programming requirement: "Most small

Neneh Cherry, The Neville Brothers, Sinead O'Connor, Salif Keita, Fine Young Cannibals, Debbie Harry & Iggy Pop, Kirsty MacColl & The Pogues, David Byrne, Tom Waits, Annie Lennox, U2, Les Negresses Vertes, KD Lang, Jungle Brothers, Lisa Stansfield, Jimmy Somerville, Jody Watley and Aztec Camera. □

tion from 80% of total world market."

It is not unreasonable, he argues, to expect the addition of remaining territories, where data is difficult to collate quickly, to push it into record figures.

The total is made up of income from performance or mechanical royalties and music print. European totals break down (in millions) for the major markets: Germany US\$ 401, France US\$ 369, Italy US\$ 241 and the UK US\$ 193.5. □

stations simply don't have the staff, or the funds, to make their own shows". He adds that Radio Antigon produces all of its programming, and therefore will not be affected.

At Xira FM, which supplies cassette programmes to 31 stations in Flanders, co-ordinator Rudi van Vlaenderen says that the 80% in-house quota does not represent a threat to his company. "20% still represents almost six hours a day for us to produce on cassette, and we never supplied more than 10. However, it does mean that the receiving stations will have to increase the percentage of their own programmes."

Meanwhile, David Daggelinx, co-ordinator at the Nostalgie network in Flanders which is currently in the middle of takeover negotiations (M&M October 20), describes the new law as nothing more than a "temporary brake". Daggelinx: "The law will only slow down the evolution of private radio in Flanders. It is unacceptable that, come 1993, the development of networks on a European level will be stopped by these regulations." □

Super Channel Confirms US Talks

by Paul Andrews

Super Channel, the pan-European music and general entertainment TV service has confirmed that it is in talks with a number of potential investors, including several US-based organisations. But, says assistant MD Sorenella Ciclitria, the station is not for sale.

"It is true we are talking to people, including United Artists, but nobody has been singled out, and nothing signed or sealed. We have also spoken to Colombia, HBO, Paramount and NBC about investment, but not about a sale." The negotiations, she adds, "have reached the stage where if something is going to happen it will do so by the end of the year".

But Ciclitria describes reports of bids from Italian TV magnate Silvio Berlusconi and financier Giancarlo Parretti as "pure speculation".

Currently, 58% of Super Channel is owned by Italy's Beta Television, controlled by Guello Marcucci. The rest is held by Richard Branson's Virgin Group. Ciclitria: "The Marcuccis have succeeded in turning the channel around. It's now breaking even, and they have shown they are interested in its future and are investing in new ideas".

Super Channel now claims to be seen in some 40 million homes in 22 countries. Its latest move is into the Soviet Union, where blocks of programming have been aired daily on existing terrestrial networks in Moscow and Estonia since October 1. □

Timmer Named Man Of The Decade

The MIDEM Organisation has named Jan Timmer, president of Philips and former president of its subsidiary PolyGram International, its Man of the Decade. Timmer will be honoured at a ceremony in Cannes on January 23, during MIDEM '91.

During his four year presidency of PolyGram International, 1983-1987, Timmer is credited with introducing new policies and restructuring which transformed it into one of the top three recorded music groups in the world. He then became chairman of Philips Consumer Electronics, overseeing technologies such as compact disc and laser disc. □



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| 3RD ZURICH VOLKSHAUS | 6TH MILAN PALATRUSSARDI |

EMI

5-Year-Old VOA Europe Plans Growth

by Paul Andrews

VOA Europe, the Voice of America's music-driven, 24-hour satellite network, plans major expansion as regulatory barriers fall in Europe. The US government-funded station, which celebrated five years on air on October 15, is to increase its efforts to attract associates to relay its signal on FM.

Acting director Terry Hourigan: "The increasing uniformity of EC regulations as 1992 affiliates should permit us to obtain a number of commercial approaches in countries where our terrestrial reach is currently restricted, notably the Nether-

lands, Scandinavia and France. "Obviously central and eastern Europe is a major opportunity. We already have affiliates in Budapest and Belgrade, and hope for others in Prague and Bucharest. We also want to expand in territories like Spain and Portugal."

As the US federal budget squeeze tightens, the possibility of VOA Europe becoming a commercial service is also increasing. "That would require congressional legislation," says Hourigan, "but it has certainly been discussed. Affiliates may already drop advertising over our program-

meants and industry. Bruno Lion, who supervises music industry matters at the ministry of culture, says that they "show the will of music professionals to adopt practices that are closer to those used in the UK and the US. It is a good start and we will be watching the developments closely."

Although several points "need to be developed and fine-tuned," Lion sees the proposed code continuing a process begun 18 months ago by the Commission on Variety and Rock (CCRV), set up by the government. Under Yves Bigot - director of music for public radio France Inter - CCRV has already called on the industry to adopt measures such as the banning of co-publishing.

Among practices which may be affected by the code are those of record company Carrer, which produces Patrick Sabatier's TV variety show, one of the highest rated programmes in France. Similarly, Gerard Louvain's GLEM produces both the TV shows of Jean-Pierre Foucault and Christophe Dechavanne, and the records of artists such as Florent Pagny.

Some producers fear that combining the two activities leads to abuses and unfair competition. GLEM was also behind the No. 1 hit *Soca Dance* by Charles D Lewis, which received extensive airplay from TFI.

On radio, RTL and Europe 1 have long been involved with co-publishing deals, though recent figures from the performing rights society show that the trend is declining. On the other hand, according to many record label ex-

ecutives, the number of stations that draw a direct link between airplay and the purchase of advertising space is increasing. □

MTV Appoints Programmer
continued on page 1

director, though he will retain final say.

Says Millet: "My role is to introduce a wider European perspective. The current emphasis is a little too Anglo-Saxon." When asked if Millet was applying to bolster MTV in France, Diamond said: "No. Primarily he was chosen as best man for the job. That Jean-Pierre is French is a bonus. It's good to know we have somebody who knows the marketplace."

"While I'm generally happy with MTV's standing in France, we could still do better."

But this doing better will not necessarily come about through Millet increasing French production. Says Diamond: "The US/UK proportion of video over non-English language European material will remain 80:20." Fun Radio was unable to say who would replace Millet. □



Austrian Privates

continued from page 1

Networking will be restricted, a requirement to broadcast local news and information imposed, and it is unlikely that privates will be allowed to exceed the five minutes of advertising per hour permitted on state-run broadcaster ORF.

Although no investor will be allowed to hold more than 25% of any station, this approach has been welcomed by Austria's press groups, which will almost certainly dominate the new radio system. According to Franz Ivas, secretary-general of the Austrian newspaper publishers Association (VOZ), "the newspaper companies already have a local infrastructure for gathering information, and publishers think they could lose a lot of regional advertising to private radio, so they feel they should move into it themselves."

"In general, the leading dailies in each state are most interested, as well as the national press. We are trying to build up an association between all the interested parties in each region."

"There is not really anyone else in Austria to do it," adds Hans Maier, GM of leading daily Kronenzeitung. "No other businesses have any real media experience, even if they are interested!" He says Kronenzeitung is working with other newspapers to apply to run a broad-based MOR-pop and information station in Vienna.

"Austria is still a very rural country, so it will have to be quite easy-going. But there is certainly a market - traditionally ORF's radio advertising is oversubscribed by about 150%."

But he believes there may be objections to press groups moving into radio too, because of the concentration of power - Kronenzeitung already has the highest penetration of any national newspaper in the world, read by nearly 50% of Austrians. □

"The More Radio We Get, The More Reach We Have"

Deregulation to double the UK radio advertising market?

As the new Broadcasting Bill nears completion, following a labourious route through parliament, so the number of UK commercial radio stations looks set to spiral. Lord Chalfont, chairman designate of the shadow Radio Authority, talks to Chris Fuller about the implications of a market-led commercial radio sector.

Q: You have been credited with holding back the forces of untrammelled commercialism in UK radio. Is this how you perceive your role?

A: I don't think it's wide of the mark. I recognise that the Broadcasting Bill going through parliament at the moment is designed to deregulate radio and, in fact, make the whole radio machine much more reliant on market forces. But I think, and I'm sure most of the government would agree with me, that it must not be just thrown open to market forces... anarchy would result. There has to be regulation to govern the widest-possible choice for the listener and the highest quality of programming and advertising. If that is holding back the forces of untrammelled commercialism I will plead guilty.

Q: The improvement of listener choice is central to the thrust of the new Bill. How will you achieve this?

A: I think it will be achieved progressively over the next few years. We have done quite a bit already with what we call incremental stations. It's not a very good name, but these are stations to whom we awarded licences in order to fill in gaps in the spectrum of local radio. I think we have widened choice there a bit.

London is a good example. Jazz FM, Melody and Kiss FM have certainly improved listener choice and it's that kind of thing that I hope we will be doing over the next few years when we start the business of issuing anything up to 300 new licences.

Q: Promise of performance remains a thorny issue. Mike Shaft, ex-MD at Manchester's Sunset Radio, has been heavily critical of the IBA/Radio Authority for allowing Manchester stations to renege on their promises of format. He says there are now four or five stations in that city which sound too similar.

A: When we issue the licences we try to avoid the very situation that Mike Shaft has identified. But if people shift from their promise of performance, there can be a movement toward what some would call the lowest common denominator, that is, formats aimed at the biggest commercial returns. It follows that you can get a lot of stations sounding alike.

Q: Even if their commercial survival depended on it?

A: Yes. They would have had to make that decision on format before they got the licence. Although we would hate to see anybody go out of business, if they cannot make the station work on their promise of perfor-

formance, and things like hospital radio, airport radio... we will see a lot more of this over the next 10 years.

Q: But will sponsors and advertisers respond to, and keep pace with, this growth in radio outlets?

A: I'm very optimistic. We intend to liberalise very considerably the advertising and sponsorship regulations that currently exist, allowing for almost unlimited advertising minutage. We have got to get the 2% medium strait-jacket, and I see it as a self-fulfilling process. The more radio we get, the more reach we have, the more interested advertisers will become.

Common wisdom has it that TV is the glamour medium and advertisers have been drawn to this and have not properly considered radio. A contributing factor is that up to now radio ads themselves have not been particularly imaginative. At the moment the radio commercial is a pretty unpublicised art form. But as we developed and as the marketplace develops, I think advertisers and people who make the commercials will catch up. I would hope that in a fairly short period of time to at least double radio's 2% share and perhaps even go beyond that. □



Lord Chalfont is Chairman Designate of the UK shadow Radio Authority, which from January next year will license and regulate the independent radio industry in accordance with the new Broadcasting Bill. The authority will replace the IBA's Radio Division.

He was defence correspondent of *The Times* from 1961 to 1964, when he was appointed minister of state at the foreign and commonwealth office. He now sits in the House of Lords as an independent peer and as chairman of the All Party Defence Committee. A frequent broadcaster, Lord Chalfont is also a director of several companies including a consultant in defence, aerospace and systems analysis.

mance then they will have to give it up. We will re-advertise it if necessary.

Q: The industry is broadening, new stations are opening up - do you see a time when the UK radio market will be as competitive as in the US, where stations are targeted to very precise music tastes?

A: Yes, I think that's what we must aim for. If we are going to quadruple the number of stations, which is roughly what we plan to do by the end of the century, I think we have got to go for that kind of regime under which stations are far more narrowly targeted and formatted. This includes ethnic and community au-

Q: This brings us on to format definition. If, for example, a black music station switched to being a pop station, would this

Radio Audience Research "By-Product" Remains Unused

by Howard Shannon

Detailed radio audience research comparable to standard JICRAR findings is being compiled by a commercial television company in London on a regular bimonthly basis. Yet no station in the British capital is picking up on it, say organisers.

London Weekend Television (LWT) Support Research targets a specific demographic group and researches in full the media habits. While primarily targeted for internal consumption at LWT and covering only London, radio statistics are freely available to the industry on a subscription basis.

Information is currently available on all radio heard in the capital, including pirates.

Says Support Research senior executive Shailesh Patel: "Radio audience habits are almost a by-product. We ask what radio they listen to, how often, what they think of a particular station, what are their daily activities, opinions, lifestyles, awareness of advertising and the like.

"This is valuable social research and gives a thorough picture. It helps counter many perceived images."

Metro Splits Yorkshire Network

The Metro Radio Group is decentralising the operations of the three newly-acquired Yorkshire Radio Network (YRN) stations and closing down YRN's Sheffield headquarters.

Hallam FM in Sheffield, Pennine FM in Bradford and Viking FM in Hull are being given equal status under Metro's regime. "A lot of decision making will be devolved to the three stations," says Metro MD Neil Robinson. "They will have more of an individual profile and more responsibility."

"The individual programme controllers will also have more responsibility and will co-ordinate with the group programme controller."

Robinson says that the staff at Hallam, Pennine and Viking are "very enthusiastic and they seem to be even younger than the people we have at Metro. But I have every confidence in their ability to face up to their new responsibilities."

A panel presently consists of 110 people with plans to increase to 170 year-end and 300 next summer. Questioning lasts five hours, with travel voucher incentives given to panelists. Research covers a seven day period.

"We feel numbers are high enough given the specific group targeted," says Patel.

Demographic groupings rotated annually are: businessmen, ethnic minorities, multi-income homes, housewives and children, youth (16-24) and "innovators". "Innovators is a category we thought up ourselves," says Patel. "It covers people who are first to pick up on new ideas and developments. It comes up with some fascinating results."

The latest set of seven day research ended on October 16 and covered youth. Much of its findings remain "sensitive and confidential" to non-subscribers. However, Patel is prepared to reveal:

- 92.5% of London youth listens to radio
- 82.5% of these to commercial stations;
- 46.4% to BBC radio

He adds that there is no question of merging Yorkshire's Classic AM service with Metro's Great North Radio. "All our experience shows that once you try to broadcast beyond your boundaries you inevitably dilute the local identity of the station."

Robinson is also investigating whether the four million population served by the Yorkshire stations could be covered with fewer than the present 13 transmitters.

Metro's £16 million takeover of YRN was completed two weeks ago after an extraordinary general meeting of YRN shareholders. Participants at the meeting voted to remove the restriction that prevented anyone owning more than 10% of the company.

The takeover means that Metro is now the second largest UK radio company (behind Capital) with a combined turnover of £13.35 million and the third largest in terms of reach (behind Capital and Midland), covering 12.8% of the UK population. □

- 27.5% to pirates;
- 9.4% to Kiss FM seven days a week/10.7% a minimum of five days;
- 3% to Jazz FM five days a week.

Patel was not willing to disclose figures for Capital or BBC Radio 1. "But I'm surprised Capital doesn't subscribe, as it would be relevant - particularly for sales staff."

Discussions are currently under

Kiss Claims 750,000 Listeners

London's new dance station Kiss FM is claiming an audience of 750,000 based on its telephone survey of 1,000 people conducted three weeks after the station's September 1 launch.

The survey, which was carried out to JICRAR specifications, shows that 60% of the weekly audience is within the station's primary age group target of 15-24, while 96% falls into the broader 10-34 category. The survey shows that Kiss FM's audience profile is equally balanced between men and women and between the up-market ABC1 and down-market C2DE social classes.

MD Gordon McNamee says his station is on course for its stated goal of one million listeners.

"Kiss FM offers advertisers the most clearly defined niche audience in UK broadcast media, and it is the most efficient way to target socially active young Londoners."

Advertising revenue is "very encouraging", according to "in-

dependent Radio Sales executive Jane Griffiths. "We had a very good September. Things have settled down a bit but the picture is still looking good for the rest of the autumn."

The majority of advertisers have signed annual contracts guaranteeing to spend a certain sum of money during the year. These include WEA, EMI, and A&M record companies, HMV record and video retail stores, the Daily Star and Evening Standard newspapers, Palace Pictures, and London Transport.

Griffiths says that advertisers are not daunted by the station's "uncompromising" dance music policy. "Some advertisers had a different perception of how the station was going to sound and they might have expected it to be more mainstream. But the station is not compromising. It is more programme-led than other stations and it is also specifically targeted. □

Scottish Station Returns Franchise

Scottish community station Radio West Lothian has handed back its franchise. The station, which had not even started broadcasting, failed to get the financial backing necessary to put them on air.

A statement from the board says: "It proved impossible in the current financial climate to obtain adequate funding for the project. In the circumstances it was felt better not to go ahead than risk starting on an under-capitalised basis."

Director Sandy Wheatley says the decision to pull out was taken before any major capital outlay.

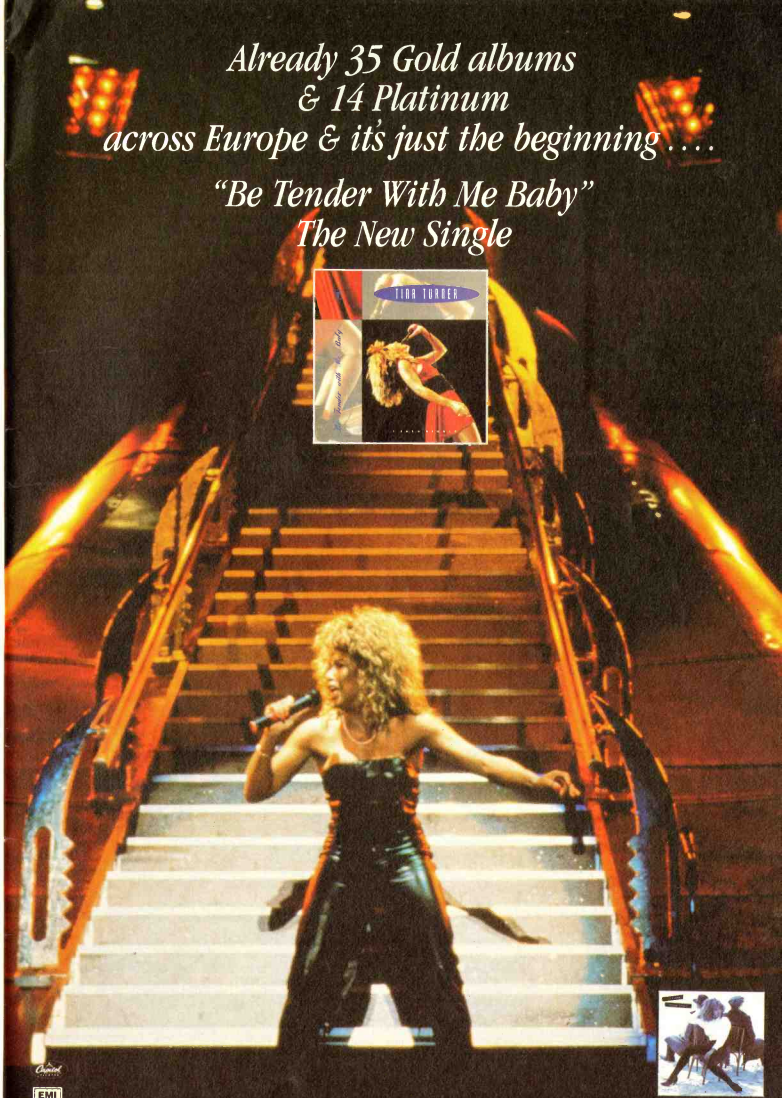
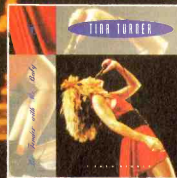
"We had identified suitable premises and decided on studio equipment but nothing had been finalised. And we had not yet taken on any full-time staff."

Radio West Lothian was the only applicant for the franchise awarded in October 1989. At that time the station was asked by the Independent Broadcasting Authority to resubmit its application with revised financial proposals.

The IBA says it is: "Obviously disappointed that the station is unable to go on-air. Because of the forthcoming changeover to the Radio Authority we will not be re-advertising the franchise." □

Already 35 Gold albums
& 14 Platinum
across Europe & it's just the beginning . . .

"Be Tender With Me Baby"
The New Single



Capital Attracts Listeners With Largest-Ever TV Campaign

by Hugh Fielder

Capital Radio is running the UK's largest-ever TV advertising campaign for a UK commercial radio station in a bid to maintain its predominant position in London, where four new stations have come on-air this year.

Deputy programme controller David Briggs says the cost of the "Direct TV" promotion exceeds the launch promotions for Kiss FM and Jazz FM; both spent £1 million. "Because London is the most dynamic radio market, the above-the-line spend on radio has rocketed through the roof, and we're moving with that trend. We want to hold on to our number one brand-based appeal, not just because of what's happening in the market but also because we

are proud of our product!" The campaign, called the "Birthday Bonanza" on-air, encourages listeners to tune in to breakfast show presenter Chris Tarrant, who announces a birthday at random during his Monday broadcasts. The first listener with that birthday who rings the station and correctly answers a simple question on-air wins a large cash prize, which rises over five weeks from £1,000 to £10,000. The station continues to recycle listeners to other daysparts with additional prizes.

It is the third time Capital has run this competition, and this time the campaign is focused exclusively on television with over 200 slots being broadcast. "We have been trailblazers in using TV to advertise radio," says Briggs.

The four-week contest is spread over a five-week period. There are two different commercials for each week of the campaign, plus an additional generic advertisement for use during the third week when there is no competition. The spots run on London Weekend Television (LWT) and Briggs notes that the campaign involves "a proportioning of contra-deals with LWT."

"These are tactical commercials with more branding than our previous campaigns," explains

Briggs. "The first campaign branded radio by featuring Chris in the studio. The second was aimed at creating an awareness of the competition and the breakfast show. For the new series we have moved back towards branding, as the audience now understands the nature of the contest. This gives us a chance to hammer the branding message. We are using fast-cutting and anarchic images to reflect the nature of Chris Tarrant's show."

As in the past, the contest commercials were made in the US by Film House, a Nashville-based company specialising in television marketing campaigns for radio and TV stations. Briggs says that Capital is an "untypical" client for Film House. "They have to make some adjustments because we are British. There is no station as big as Capital in the States and we have to take care with the broad spectrum that we have!"

Film House VP/Production Philip Cheney, who directs the company's international business comments: "The new 'Direct TV' campaign was a decisive step in maintaining Capital's supremacy in a rapidly fragmenting radio marketplace. Our work with Capital over the years reflects our willingness and ability to adapt our marketing services to specific European assignments."

Briggs denies that Capital, which accounts for 19.5% of the UK's total commercial radio audience with its FM and Gold AM services, is simply buying listeners with its campaign. "Look at our track record. We have always taken the view that the best times to advertise our product are the autumn and spring. That's when people appear ready to make a change." □

Radio Luxembourg On Campus

Radio Luxembourg is making its 24-hour satellite service, RTL International, available to campus radio stations around the UK. Stations equipped with an Astra satellite dish are now able to re-broadcast the programme, which is an extended version of the station's AM output, as a sustaining

Radio Fund Rejected

A Radio Fund to provide additional money for small-scale independent and community stations has been rejected by the government. The fund had been proposed by the Broadcasting Consortium, an umbrella group of various community radio groups, which would have come from a £10 million government grant with further donations from the Arts Council, the Commission for Racial Equality, local businesses and trade unions.

Musicaland Opening

The biggest US record retailer Musicaland, is opening its first European store in Thurrock, Essex (east of London), this month. Trading as Sam Goodo, the name of the US East Coast retail chain the company bought in the '80s, Musicaland has a 400 square metre store at the Lakeside Shopping Centre which will stock 20,000 CDs, cassettes, records and videos.

Label Launch

Publisher Hit & Run Music is launching its own record label this month called Hit & Run Records. Bands who sign to the publishing company will have the option of signing to the label but the label will also be signing other acts.

Stylus Collapse

Stylus Music and its owners, video tape duplicating company Elmag, have called in its official receiver, despite the fact that the Stylus compilation, *Moments In Soul*, is in the charts. Stylus Inc is continuing normal operations and could be sold to another company.

BPI Considers Chairman

The British Phonographic Industry (BPI) is considering the appointment of chairman Terry Ellis and EMI MD Rupert Perry was discussed at the BPI's recent council meeting but no decision was made.

Copyright Delay

The copyright dispute between the British Phonographic Industry and the Mechanical Copyright Protection Society has been delayed yet again after an argument over when each side should be able to see the other's evidence. It means that the Copyright Tribunal is now unlikely to adjudicate on the dispute until May 1991.

Ebert Quits But Metronome Safe, Says Gramatke

by Howard Shannon

Despite the sudden resignation of MD Klaus Ebert, Metronome Musik will continue to operate autonomously and distinctly separate from its PolyGram sister companies.

PolyGram Germany president Wolfgang Gramatke asserts that, contrary to industry speculation, he has "no intention of reducing Metronome to a label to be assimilated into either Polydor or

"Phonogram". His goal will be "to give it a more defined identity, a more dynamic profile".

Gramatke will head Metronome until January 1, when the appointment of a new MD is expected. Its current market share is approximately 19%, but the PolyGram chief says he is aiming for 5%.

Industry rumours about the future of Metronome followed

Ebert's exit after 16 years there. He says his decision to quit was spontaneous, caused by policy changes, and he acknowledges that he had resigned from parent company PolyGram, not Metronome.

In a prepared statement, Gramatke thanked Ebert for "leaving behind a successful enterprise". Ebert is now turning to a new project, which he says will involve discussions with other major German labels. He anticipates an announcement before Christmas.

Gramatke has been president of Polygram for one year. Since then, several senior and middle-level executives have left the company, including Dieter Oehms and Wolfgang Johannsen. □

BLM Rejects Mantel Bid

The Bavarian licensing authority (BLM) has rejected a request for the funding of two mantel (networked) programmes for the state's private local broadcasters.

The application for funds, by the former backers of Radio 2000 and a variety of local publishers, was first made two months ago but was only considered at the BLM's media council meeting at the end of last month.

According to BLM president Wolf-Dieter Ring, annual financial support exceeding DM 5 million (app. US\$ 3.3 million) for mantel programming is out of the question.

"We may consider a one-off start-up payment and on this we are consulting with the relevant parties. However, if something doesn't happen soon, we will have to consider offers from outsiders," said Ring. □

Klassik Finally Goes To Air

Hamburg-based Klassik Radio was due to go on air at 09.00 on October 27, four weeks later than planned because of unspecified problems with the studio building. First record to air was expected to be Johann Strauss' 'Kaiserwalzer', says programme director Martin Falk.

"The station will begin with a magazine-style music and speech mix, 20:30 in favour of classical music. This will run each day between 09.00 and 12.00."

Programming at other times, says Falk, is predominantly "an ad hoc classical mix". □

The exceptions are block programming of musicals (19.00-21.00 Wednesday/Thursday), a jazz hour (23.00, some days), piano concertos (19.00-21.00 Sunday) and a complete, uninterrupted two-hour opus of a composer's work every evening (21.00-23.00). Advertising in any given hour at the 24 hour station is limited to a maximum of three minutes.

Klassik broadcasts on 98.1 FM in Hamburg and on cable elsewhere in Germany in addition to availability on satellite. Vinyl is not played at the station, which operates a CD-only policy. □



Nick Kamen (3rd left) is pictured with WEA Germany MD Gerd Gebhardt on his immediate left and staff from WEA Germany. Kamen was at a party to celebrate the 200th broadcast of TV show 'Formals One' during which he received a gold award for more than 300,000 sales of his single 'I Promised Myself'.

Court Halts Unauthorised Stones' Release

A Hamburg court has issued an injunction against the Brakel-based Perfect Beat record company on behalf of the Rolling Stones.

The company was planning to release CD and vinyl versions of *The Rolling Stones - Live In Basel 1990* issued by the Luxembourg-based Swinging Pig label, a com-

pany notorious for releasing legal loopholes in Europe's copyright laws.

The injunction proceedings were initiated by CBS, the band's record company. But Perfect Beat insists the recording of the June 27 concert is legal and the company is confident that its appeal against the court action will be successful.



Members of *Toto* gather with concert promoters and CBS Germany staff after a recent Frankfurt conference. Jochen Leuchner, MD CBS Germany, is pictured front right.



Chris Tarrant - the focus of Capital's campaign

Melody Aims To Increase Profile

Melody FM, London's easy-listening station which launched in July, is running another promotion campaign through November to reinforce the station's name and presence.

"Our research shows that awareness of the station is relatively low, in common with the other new London stations," says station manager Sheila Porritt. "But among people who are aware of us we have a high reach, particularly among our target group of 45-plus which is a notoriously hard group to get to. And their overwhelming reasons for listening to the station are that they like the music and they like the absence of DJ talk, which confirms that we have the right format!"

Melody is repeating the TV advertisement used for its launch with a new voice-over. There will also be a poster campaign on over 150 hoardings throughout London and on the city's buses. The style of the station's original launch slogan - "At last, Radio without speakers" - has been maintained on two new slogans: "Melody 104.9 FM - Where the music speaks for itself!" and "Melody 104.9 FM - All discs. No jockers!"

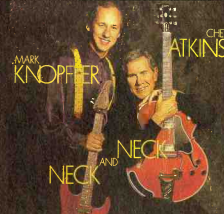
The station, which will play a tune from a musical every hour throughout the day in addition to the scheduled half-hour segment every morning, is also running a competition to identify a tune which will be promoted by a mail shot covering Melody's total survey area. □



CHET
ATKINS
MARK
KNOPFLER

NECK
AND
NECK

THE NEW LP/CD/CASSETTE INCLUDES THE SINGLE POOR BOY BLUES PLUS THE NEXT TIME I'M IN TOWN



PRODUCED BY MARK KNOPFLER
CBS

US Syndicator Ready For European Premiere

by Jeff Green

US programme syndicator Premiere Radio Networks will expand its marketing and distribution operations to Europe, from December 1. Its office, headed by VP/co-founder Ed Mann, will be located in the World Trade Centre in Paris.

Premiere executive VP Tim Kelly: "Ed's presence in Paris

underscores our dedication to this burgeoning marketplace. As a principal of the company and VP/marketing for the past four years, Ed has been integral in our enormous growth. We want our best to represent us in Europe."

Mann adds: "Our company has specialised in developing programmes that fit the local marketplace yet work in concert with national/international advertiser concerns; programmes that work locally are much more likely to develop the numbers that attract advertisers. Premiere has pioneered this approach in the US, and we plan to bring it to Europe."

With an affiliate list exceeding 1,800 stations, Premiere produces and distributes programmes such as the 'Premiere Comedy Network', the 'Plain-Rap Countdown', and 'Live From The Sixties'. For more information, Mann can be reached in Los Angeles at (213) 467-2346. □



Ed Mann

Enjoy A Free Concert... In Your Own Home

by Jacqueline Eacott

Skyrock is offering five lucky listeners - three in Paris, two in the provinces - the chance to have Polydor act Elmer Food Beat (EFB) perform live in their own home. All the listeners have to do is to name seven EFB tracks which feature a girl's name.

The competition is one of the FM station's new methods to co-promote artists who have strong grass roots support, but who lack top 30 notoriety.

Programme director Laurent Bouneau: "We're entering a three-level system of promotion now, with radios combining with record companies and retailers to promote individual artists' records. This way the radios can really play a part in breaking new artists. Up to now the FMs haven't really been able to do this."

"Bands such as VRP (Phonogram) and Elmer Food Beat are examples of ex-independent that have been picked up by the major labels. They have a solid base of supporters, and they sell a lot of records; now we want to promote them in the right way!"

Ffr 600,000 (app. US\$ 118,000) is earmarked for the EFB promotion, including a TV campaign (spots on M6) and radio ad space. A campaign for VRP also includes advertisements on M6, as well as promotion of the group's new LP *Retire Les Mains De Tes Poches* and their current tour.

Both acts emphasise humour, which fits with Skyrock's promotion of comics such as Muriel Robin, the Vamps, Valerie Lemerrier and Pierre Palmade. □

Virgin Fights Trading Laws

The Virgin Megastore in Marseilles has been ordered to close on Sundays or to pay a fine of Ffr 300,000 (app. US\$ 59,000) for each Sunday it is open, in a move which may be repeated in Paris and Bordeaux where Virgin also has outlets.

The decision represents a major setback for the company, with 20% of turnover achieved during Sundays. However, it says it is confident that the laws will soon be modified to allow stores selling "cultural goods" to open on Sunday. □

Sales Awards Drop

The number of gold and platinum awards for the third quarter of 1990 is lower than for the same period last year, reflecting reduced sales and a disappointing summer market.

No diamond (one million) or triple platinum (900,000) certifications were made during the quarter, and there was only one double platinum (600,000) album - *Helen* by Roch Voisine (BMG).

The number of platinum (300,000) albums fell from nine to four. They were: *Sleeping With The Past* (Elton John, Phonogram); *Blue Sky Mining* (Midnight Oil, CBS); *Quelque Part*

C'Est Toujours (Pierre Bachelet, AVREP/BMG); and *Maldon* (Zouk Machine, BMG).

Only two double gold albums (200,000) were awarded, compared to 16 last year, while the number of gold albums fell from 15 to 11.

Meanwhile, singles certifications remain stable. Although none achieved platinum (800,000) status, three went gold (400,000): *Soca Dance* (Charles D Lewis, Polydor), *Bo Le Levado* (LaGaf, Carment) and *White And Black Blues* (Joelle Ursull, CBS). Eight singles sold 200,000 units, winning silver awards. □

Ad Debate Continues

The French government's wish to allow advertisers to draw direct comparisons with competitors is meeting strong opposition from France's advertising watchdog group Verification de Publicite.

While the government insists that it will bring "freedom of

expression and open competition", the group says the change would do little to advance consumer protection.

Comparable advertising, which is allowed in the UK, Holland and Switzerland, is now in its sixth year of debate in France. □

Cherie FM Targets Younger Audience

Cherie FM, the NRJ/CBS-owned easy listening station, has launched an advertising campaign directed at an audience slightly younger than its current target group (20-45).

The campaign, which will include press advertising and billboards in the provinces, begins with Ffr 2 million (US\$ 400,000) in advertising in the Ile-de-France (Paris) region in November. Station manager Christopher Sabot says the posters show "a fashionable young girl with the slogan 'can't stop you singing'."

He adds: "We're not really a gold format at all, we play more new releases than a lot of other stations. And if you study the audience age-range of the so-called gold formats, you'll find that they draw a surprisingly high percentage of listeners aged 15-34".

Meanwhile, Cherie's sister station Rire et Chansons (ex-Pacific FM), where Sabot is also station manager, is planning its first advertising campaign with ad agency Publicis Etiole.

Sabot: "We're not looking for an audience that will listen for 208 minutes like Cherie FM, but rather 40-60 seconds. But it's a very wide audience, and one which obviously includes periphrastic listeners!"

Rire et Chansons's programming schedule is based on some 1,200 comic sketches and songs covering the last 30 years, plus broadcasts of current cafe-theatre shows, aimed at 30-year-olds. IF-SOS results published last July gave the station, which started broadcasting earlier this year, a 1.4% accumulated audience rating in the Ile-de-France (120,000 listeners daily). □

Belgium's Skyrock Group Prepares For Next Stage

by Marc Maes

The next stage in the development of the Skyrock radio group in Belgium is about to begin, with four of the stations due to start receiving 40% of their programming from Charleroi-based Skyrock Metropole this week.

There are currently five stations under the Skyrock banner in Belgium, all in the French-speaking part of the country. The outlets, which have acquired the franchise to operate Skyrock France's format and to use its name, are in Charleroi, Couvin, Ardennes, Namur and Liege. A Brussels station is expected to be added to the group next year.

So far, Skyrock France has only taken a financial stake - Bfr 1 million (app. US\$ 32,000) - in the Liege outlet. However, Eric Lanroy, MD of Skyrock Metropole in Charleroi, the station which is heading the group, says: "When the Brussels outlet will be launched, Skyrock France will be financially involved in the stations

in Charleroi and Brussels'." Due to the financial link, all of Skyrock Liege's programming is currently transmitted by satellite from Skyrock Nord in Calais. However, only 60% of the programming on the other outlets is produced by the Skyrock Nord. Until now the remaining 40% has been produced locally, but from this week it will originate from Skyrock Metropole.

Skyrock has a top-40/CHR format, aiming at the 15-35 age bracket. French and international product is mixed on a 50/50 basis.

Eric Pierard, programming director at Skyrock Metropole: "We have a 300-strong listener panel which we telephone every two weeks. We play them their releases over the phone and they decide what is aired in our top 40 rotation, with 40 French and 40 international titles. Our weekly chart is also based on listeners' reports and votes from our music programme directors'." □

Antler, ARS Launch Dance Labels

Belgian record companies Antler and ARS have both launched new dance labels.

Beat Box and Dance Opera have been set up within Antler and are headed by Roland Beelen and Patrick Claesen. Beelen: "The new labels were founded to distance dance product from the acid and new beat material on our Kax-Subway label."

"We are now targeting the UK market with a completely new kind of dance music. We sample 150 clubs across Europe with our product, which includes Rave Busters, Cold Sensation and Draga Khan. We expect to enjoy the same trendsetting success as new beat did!"

The labels will be released on

12" vinyl only and distribution in Europe is handled by Play It Again Sam.

At ARS, MD Patrick Busschots has launched the Hithouse Records and Streetbeats labels. He says: "The first label will see talent from the Hithouse studios on a separate label, for which ARS will be the worldwide distributor and publisher. However, Streetbeats is a label of our own (vinyl only) to channel more experimental product to ARS is becoming too polished and we wanted to launch our label. If it has chart success, it may then join ARS."

The fifth annual Diamond Awards Festival will be held at Antwerp's Sportpaleis on November 14-17. The opening night features a performance by Ben E. King. It will be followed the next day by a showcase for Benelux artists, which will be televised by both Belgian and Dutch TV.

State broadcaster BRTV is co-producing the main Diamond Awards TV-shows on November 16-17, with the French-language channel FR3 also covering the festival. Maxi Priest, Duran Duran, Joelle Ursull, Techno-tronic and Kim Wilde are among the artists scheduled to perform.

NOS Reviews Radio 5

Dutch national Radio 5 may be closed down or radically restructured, under proposals being considered by public broadcaster NOS. A working party has recommended its programmes be integrated with news station Radio 1, where they could find a wider audience.

The current audience of Radio 5, which is devoted to educational, public information and ethnic programming, is said to

be too small to measure. The report, part of a larger study on the future of public service radio in Holland, is now being studied by the NOS programming committee. According to an NOS spokesperson, it is too early to say how any restructuring would affect the rest of the Dutch public radio system, or what might become of Radio 5's AM network if it closes. □

BMG Aims To Score Video Hit

BMG Ariola Belgium has launched a TV-radio advertising campaign to promote *Hit Connection 2*, a compilation released on all formats, including video.

A previous edition *Hit Connection*, sold 60,000 units, giving it platinum status, but only 700 copies. However, the company hopes that the campaign for the new release will see higher video sales.

Ant de Keyser, who is co-ordinating the release for EVA Belgium at BMG Ariola: "By having a campaign both on VTM (13 spots) and RTL TVI-RTBF (15), plus advertisements on the Radio Contact Network, BRT Radio 2, Studio Brussel, Radio 21 and RTBF's Radio 2, we hope to boost video sales!" The video

features clips from UB40, Sinead O'Connor and Kowxte.

"Meanwhile, 50 copies of a video presentation of the label's national priorities, including new product from Bart Kaell and Dirk Blanchart, have been mailed to press and media outlets.

Head of promotion, Hilde van Steenwort: "With 23 local artists on the roster this presentation is very important, and obviously, with the booming Flemish record industry, we can afford a bigger budget for promotion of that repertoire."

The mail-out also included a Whitney Houston CD-single to announce the release of both the single and album *I'm Your Baby Tonight*. □

Split Second Shows

Belgian band A Split Second have returned home after a very successful tour of the US. It was their second US tour and involved 26 shows in 1,500-3,000 capacity venues. Their *Kiss Of Fire* album has sold 25,000 units in the US and November will see the release of a new 12", *Parallax View*, remixed by Tony Garcia in Miami.

Diamond Awards

The fifth annual Diamond Awards Festival will be held at Antwerp's Sportpaleis on November 14-17. The opening night features a performance by Ben E. King. It will be followed the next day by a showcase for Benelux artists, which will be televised by both Belgian and Dutch TV.

State broadcaster BRTV is co-producing the main Diamond Awards TV-shows on November 16-17, with the French-language channel FR3 also covering the festival. Maxi Priest, Duran Duran, Joelle Ursull, Techno-tronic and Kim Wilde are among the artists scheduled to perform.

BRT Signs Czech Deal

Jan Coulers, director-general of Belgium's BRT TV, has signed a five-year contract with Czechoslovakia, which includes programme and information exchanges, plus co-productions.

New Front 242 Contract

Kenny Gates, MD of Play It Again Sam, has confirmed that Front 242 have signed a five-album contract with Epic Records. The deal covers the US, Canada, South America (including Brazil), Australia and New Zealand. The band's new single, *Tragedy For You*, was due out in Europe on October 22 and is backed by a video directed by Anton Corbijn. The LP of the same name is planned for January 21 release.

Jazz Mecca

Jazz Mecca 1990, a new international jazz festival initiated by the organisers of the North Sea Jazz Festival, is to be held in Maastricht, Holland, on November 2-4. Sixty acts are scheduled to perform, including: Blues Brothers Band; Ray Charles, Candy Dulfer, Miles Davis, the Dizzy Gillespie United Nations Orchestra, The Original Money Alexander Trio and the Philip Morris Superband. For more information telephone 070-3542958.

Capital's Disco Mix Has Appeal

by David Stansfield

Radio Capital, the Milan-based 70s disco music station, launched on June 1, is attracting about 137,000 daily listeners, according to figures released by research institute Datamedia for the period July-September.

The station is fully automated and broadcasts to the northern provinces of Milan, Como, Varese and Pavia. It plans to cover the

Brescia, Piacenza, Parma and Reggio Emilia provinces in the near future.

Radio Capital, owned by the Radio Deejay company, has recently made format changes which have seen music from the early 80s added to its playlist.

Claudio Astorri, newly appointed station director at Radio Capital and Radio Deejay: "I've

heard rumours that a format like ours will soon have the name 'new oldies' in the US. It's a way of providing people between 25 and 44 with music that they no longer find on the dial!"

Astorri says the Datamedia research confirms the station's commitment to its 25-44 target audience. "Datamedia says 70% of our listeners are in that age range, 15% fall between 15-24, 10% 45-64 and 5% 10-14. The research has also confirmed our popularity in urban areas."

105 Classic, the Milan-based Gold station launched in March by the owners of national stations Rete 105 and Radio Monte Carlo, saw its daily audience increase from 104,000 to 164,000, according to the same Datamedia set of statistics.

105 Classic is now a national station but only broadcast in parts of north-west Italy at the time of the survey. Gianluca Costella, station director: "Our figures have risen significantly. You have also to consider that when the survey was conducted many of our regular listeners would have been on a holiday in areas of the country which our signal did not reach!"

Most of the country's major national broadcasters have lost listeners but Radio Italia Solo Musica Italiana, the national music only station, and the Naples-based Radio Kiss Kiss increased their audiences. The Bergamo inter-regional RTL 102.5 also gained, remains Rete 105, as expected, remains Italy's most popular private station. □

Datamedia Results

Stations	July-Sept 90	April-June 90
RAI	9.66	9.66
Rete 105	3.37	3.42
Radio Deejay	2.63	2.79
Radio Italia	2.03	1.69
Radio Monte Carlo	1.49	1.49
Radio Dim. Suono	1.32	1.30
Radio Kiss Kiss	1.27	1.19
RTL 102.5	0.72	0.51
Radio Subasio	0.47	0.48
Radio Zeta	0.33	0.34

Figures in millions

Astorri Will Bring Selector To Deejay

Claudio Astorri, newly appointed station director at Radio Deejay, says that one of his main priorities is to introduce Selector to the station.

Astorri, who took up his new position on October 15, says his first week was mainly taken up with work on the station's application for broadcast licence which, under the recently introduced media legislation, was required by the government before October 23.

"My job here is to develop the station and not to change it," he says. But he utilises new tools, like Selector, which will give us better programming control. Creativity is at the heart of radio but you have to build a format first. Creativity needs to be connected with format and target."

Astorri stresses the station's top 40 dance music format will not change, neither will its 15-25 target audience. □

Baccini's National Record Under Threat

The national continuous radio broadcasting record set up by CGD artist Francesco Baccini is about to be challenged. Baccini, who remained on air for 19 hours and eight minutes at the Milan-based national Rete 105 says he heard reliable rumours that a Rome station is to launch a record attempt using a well-known BMG performer.

Baccini: "If someone successfully challenged my record I'd be the first on the telephone to say 'Well done!' It was great having a national radio station at my disposal and now I would like

to try a similar thing on TV". Baccini, who has never been a DJ, admits to difficult moments during his marathon spell, saying he suffered from lack of sleep the night before the broadcast and lack of food during it.

The on-air event was part of Baccini's promotion for his album *Il Pianoforte Non ti Mito Forte*, which since its early October release has sold 90,000 units. He is about to embark on a national tour and confirms he has signed a sponsorship agreement for the concerts with Pepsi-Cola, a first for a national artist. □

Baglioni's Delayed Album Due Soon

CBS artist Claudio Baglioni is to release his double album *Oltre (Un Mondo Uomo Sotto Un Cielo Magico)* on November 17 on the Intra label. The LP was set for release in January this year but, at the last minute, Baglioni decided to rewrite the lyrics and re-edit the material to remove tracks.

CBS marketing director Fabrizio Intra: "His decision to delay was right. It shows how much attention to detail he puts into his work and reflects his desire to give the public the best product possible." □



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Radio Ad Levy Cut Expected

by David Rowley

Norway's controversial levy on radio advertising income is expected to be slashed from 16% to 5% by January 1, if legislation recently introduced in parliament is approved.

The proposal, part of a bill which would also see the introduction of a second commercial terrestrial TV channel and advertising on local television, was expected to be debated on October 22.

An all-party committee, which presented its recommendations on the proposed legislation on October 11, has unanimously welcomed the levy cut and none of the proposals are expected to meet with strong political opposition.

Odd-Arne Joeg, general secretary of the Norsk Radio Forbund, the Norwegian private radio association, says that although he is not sure when the levy cut will occur, the signs are that it will be very soon. "I have spoken to ministers who say it will be operating from January 1," he says. "With the reduction of this tax, and the new deal we have worked out on performance

royalties, stations will only be paying 7-10% of their gross income, about half what it was.

"Few of the 100 commercial stations in Norway have a satisfactory income and this will go some way towards making radio viable. Radio advertising is increasing all the time and next year we expect it to account for between 2-3% of all advertising."

The situation with the proposed national commercial TV2 is less clear. The bill limits the ownership of any one interest to a maximum of 20%, all of which should be Norwegian. If there is not enough Norwegian investment, a maximum of 20% may come from outside.

Applications for the proposed 10-year franchise are expected to open soon, for a three-month period. It is hoped to have the station on air by the beginning of August next year.

Another key aspect of the legislation is that the station - like Denmark's TV2 and Sweden's proposed commercial TV - should be outside the capital city, Oslo. Bergen is the most likely location for the second station. □

Failed SGA Taken Over By Farrel

Bankrupt Swedish independent distribution company SGA has been taken over by construction and real estate concern Farrel Gruppen, in a deal worked out in conjunction with the state receiver.

SGA, Sweden's largest independent distributor, handles around 25 labels including Planet, Hawk, Eagle, Scanta and Little Big Apple. It suspended trading in September and the official receiver, Accord Centralen, was brought in.

The deal with Farrel Gruppen, which already has a 75% interest in Holland's CNR Records, was worked out after SGA was declared bankrupt in early October. That deal was completed on October 16 and SGA re-opened on October 19.

Farrel Gruppen's Jan Ejhedén has been brought in as MD of the company, and former MD Kjell

Jansson becomes sales manager.

Ejhedén: "We had to work very fast to come up with a solution but it made sense to be involved, given our connection with CNR Records." Ten people were made redundant as a result of the bankruptcy and subsequent takeover.

SGA is also part-owner in five independent labels, including Little Big Apple and VIP. Ejhedén says negotiations on their future and any involvement from Farrel Gruppen will begin shortly.

At press time it is unclear how much Farrel Gruppen's bailing out of the troubled distributor had cost.

SGA, also known as Mariann Distribution, took over Electra's distribution after its failure a year ago. As well as handling a string of indie labels it also does distribution for major labels to Sweden's important petrol station outlets. □

SPRL Founds Pension Fund

by Karl Helgqvist

Finnish local radio federation SPRL has founded its own staff pension fund, to reduce the private stations' costs and to improve their competitiveness as employers. Initial membership includes 15 radio stations, SPRL and two companies making radio commercials and syndicated programmes. Around 300 people are insured.

The majority of stations are expected to join the fund, as pensions currently account for about Fmk 17 million (US\$ 4.5 million) of their Fmk 100 million total annual staff costs. The fund opens on January 1, with first payments expected by the year 2000. □

SPAIN & PORTUGAL

CBS Aims To Repeat Azucar Moreno US Success

by James Bourne

CBS Spain is to follow the US success of 89.95-house duo Azucar Moreno with the European release next week of a special remix LP called the *Sugar Mix Album*.

CBS Spain's international A&R/promotions manager Adrian Vogel says the dance LP will include four tracks from the current album *Bandido* - which has gone double platinum (200,000 units) in Spain since its spring release - and two from the duo's former CBS LP *Carne de Melocoton*.

The package was remixed by Raul Orellana, who had a hit last year with the flamenco-house track *Cautara*; Pablo Flores, who has worked with Gloria Estefan; Miami producer Victor di Persia; and CBS Spain disco producers/act RSP. The first singles from the LP are *A Caballo*, which is already a hit nationally, and a cover of Santana's *Oye Como Va*.

In the US, the band - who were

Spain's entry at this year's Eurovision Song Contest - have seen *Bandido* sell more than 50,000 units (gold), after entering the US Latin charts at no. 8. Vogel says its success is largely due to airplay of the single *Ven, Devorame Ora Vez*, which was followed on October 17 with the release of the LP's title track.

"US radio was playing other tracks off the album, even before it was released there," says Vogel, who adds that there will be a TV ad campaign in the US and Mexico in the run up to Christmas.

Vogel claims that Azucar Moreno are the first Spanish act to break in the US Latin market before charting in Latin territories. But he says that *Ven, Devorame Ora Vez* is now repeating its US success in Puerto Rico, Mexico and Venezuela.

Vogel says the *Sugar Mix Album* will be released in Latin America, probably in the new year. □

Municipal Law Leaves Stations In Limbo

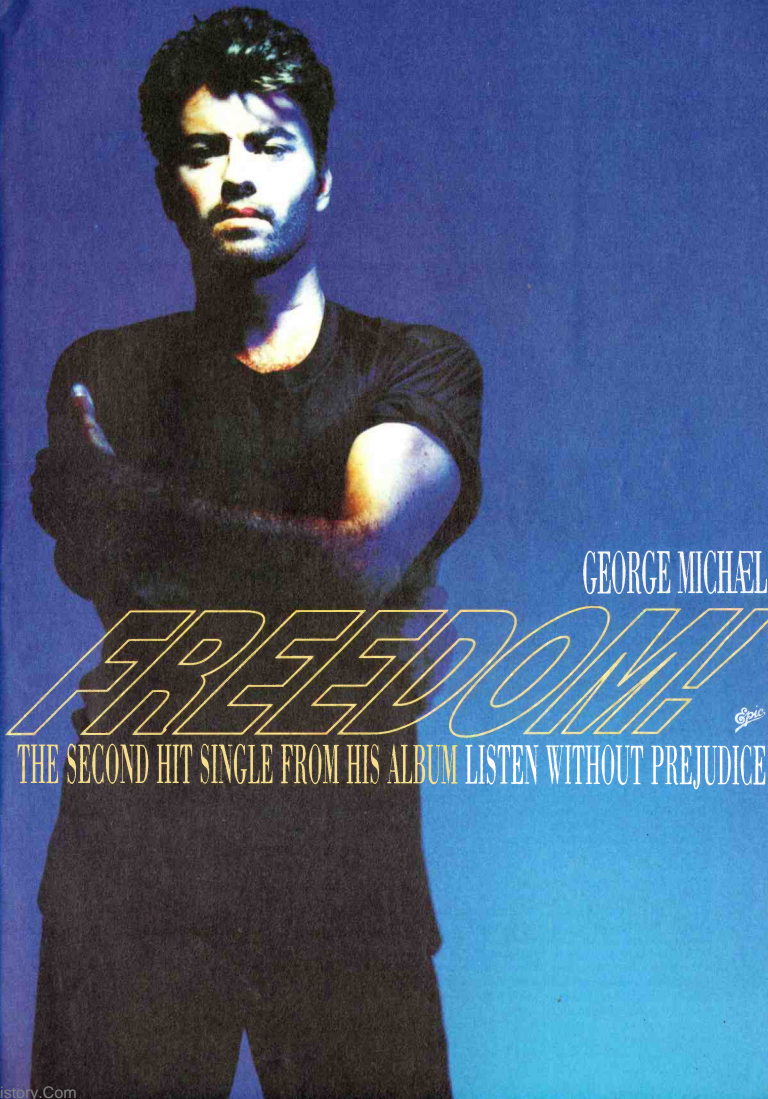
Spain's controversial municipal radio law continues to be the subject of a lengthy legislative process, leaving many stations in a "state of limbo", according to Miguel Nunez, director of new Madrid station Onda Alcobendas.

Onda Alcobendas is a municipal outlet in north Madrid and hopes to gain an FM licence when the law is finalised. However, until then it is teaming up with the city's council station Onda Madrid, which is supplying 20

hours of programming a day on weekdays and all programming during weekends.

Nunez: "There are about 400 outlets operating which are neither legal or illegal. The government has left us in a state of limbo."

Onda Alcobendas will function as a public service radio between 10.00-14.00 providing local news, job offers and interviews to a background of Spanish music. The latest pop music will be featured at 12.00-13.00. □



Leyers, Michiels & Soulsister

Following the pan-European success of 'The Way To Your Heart', which reached no. 13 in the Eurochart Hot 100 Singles last year and sold more than 500,000 copies, Belgian band Leyers, Michiels & Soulsister now have a new single out, 'Through Before We Started.' It is from the album 'Heat', which was released by EMI throughout Europe on October 22. Marc Maes reports.

About one month before the October 22 release date of *Heat*, Soulsister's new album, the decision was made to rename the band Leyers, Michiels & Soulsister. Johan P. Beckmans, the group's manager, explains: "When Barry Marshall, of Marshall Arts London, and our US manager Michael Lang came to see the band play here, they said that the name 'Soulis-ter' was an 'anti-marketing device'.

"Contrary to mainland Europe, where Soulsister refers to music, we seemed to be alluding to soul and black music in the Anglo-American markets - the



Frontmen Jan Leyers and Paul Michiels

wrong associations were being made as to the look and sound of the band."

Beckmans says that while the new name headlines Jan Leyers and Paul Michiels as founders of the band, it also reinforces the fact that there is more to the band than just the two frontmen.

Recorded over six weeks at Wisselord Studios in Holland and with guest appearances by Steve Winwood and Steve Ferrone, plus numerous Belgian and Dutch studio musicians, *Heat* was produced by Chris Lord-Alge and the band.

The album was presented to the media on October 18 at Impuls Studios in Herent, Belgium. During the presentation, the group performed the track *Land Of Broken Shadows*, which was broadcast live by Flemish state-owned channel Studio Brussel and recorded for the B-side of their next single, the title of which is yet to be confirmed. Television stations represented at the event included NCRV (Holland), and

Belgium's BRT and RTL-TV. The current single is *Through Before We Started*, which was released on September 28 in Belgium and on October 8 in the rest of Europe. At EMI Europe, marketing manager Peter Holden explains that the track will further strengthen the band's solid pan-European radio base. Holden: "Copies of *Through Before We Started* are being sent to Europe's key pop radio programmers. The single clearly demonstrates the group's formidable sophistication as songwriters and performers."

He adds that several other tracks on the album are suitable for a range of radio formats, and,

in particular, those targeting a more sophisticated adult audience. Studio Brussel, a long-time supporter of the band, quickly added *Through Before We Started* to its top 10 playlist. Head of music, Marc Coenen: "Soulis-ter's music is perfect for us, because it is suitable for airing at any time of the day.

"The singles from their previous LP, *I Like Two* - especially *You Get To Me, Like A Mountain* and *Way To Your Heart* - spent numerous weeks in their top 10 playlist, gaining three plays a day."

Apart from Belgium, *It Takes Two*, which sold 250,000 units, enjoyed particular success in the GAS territories. Band manager Johan Beckmans comments: "I and Kinos studios in Madrid; produced by Steve Taylor." Promotion: TV appearances, including 'Rockpop' and the SER/Canal Plus 'Gran Musical' concert; mixed maxi single distributed to discos; street posters, record signings; *Acerate Y Besame* is one of three tracks on Gran Musical

SWITZERLAND



Zuri West

- Signed to their own Zurich-based Black Cat label; distributed in Switzerland by Sound Service
- Publisher: Westinger, a company owned by the band
- Management: Fraenzi Doswald, Bern
- Group members: Kuno Lauener (vocals), Peter van Siebenthal (guitar), Timu Gerber (bass), Silvio Silberberg (drums) and Markus Fehlmann (guitar, keyboards)

■ Current album: *Elvis*
 ■ Production: recorded in the Prowler Studios in Maur, Switzerland. Produced by Ron Kurz, executive producer Hugi Hellinger

■ Promotion: limited edition promotional picture disc containing a Swiss German version of Lou Reed's *Walk On The Wild Side* was distributed to the national media, with some copies

accompanying the album as a surprise gift

- Foreign release: negotiations for the German release of *Elvis* are under way
- Tour dates: in Switzerland, southern Germany and Austria in November

Elvis is Zuri West's third LP. After two maxi-singles, *Splendid* (1985) and *Kirchberg* (1987), the group's debut album, *Support Under Music*, was released in 1987. In 1989 their second LP, *Buenapilz - Casablanca*, sold more than 30,000 copies and reached no. 1 in the Swiss album charts. The album was also released in Germany, where it was on the Jupiter label.

Zuri West perform in a Swiss dialect and their music ranges from touches of the Beatles to swing and rockably, from chamber music to bar music. Group manager Fraenzi Doswald says the Bern-based rock quintet have not released a single, "because it is just not worth it in Switzerland". □

SPAIN

La Trampa

- Signed to Zafiro
- Publisher: Serdisco
- Management: Solo
- Group members: Pedro Rogel, Madrid
- Group members: Pablo Perea (lead vocals/songwriter), Santos Luna (drums), Jesus Martin (bass)

■ Current album: *Volver A Casa*, released September 17
 ■ Current single: *Acerate Y Besame*, released September 4
 ■ Promotion: recorded at STP and Kinos studios in Madrid; produced by Steve Taylor.
 ■ Promotion: TV appearances, including 'Rockpop' and the SER/Canal Plus 'Gran Musical' concert; mixed maxi single distributed to discos; street posters, record signings; *Acerate Y Besame* is one of three tracks on Gran Musical

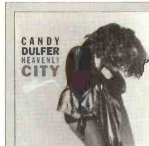
- magazine's latest free MC
- Tour: 28 dates in Spain during summer

This young Madrid trio rely heavily on frontman Pablo Perea, who Zafiro promotes manager Fernando Bravo describes as a "Spanish John Cougar Mellencamp". The group's elegant brand of pop/rock has also drawn comparisons with Huey Lewis and Bryan Adams.

Acerate Y Besame, the first single from the new album, was recently a powerplay on the Los 40 radio network. The group have a good live reputation and tried out much of the new material in concert before the LP was recorded.

Bravo hopes to sell 100,000 units of *Volver A Casa*, the band's second LP, but says there are no plans for a foreign release.

SINGLES ALBUMS



SINGLE OF THE WEEK

Candy Dulfer

Heavenly City - Ariola
 Like its predecessor *Saxuality*, this jazz/funk ditty proves once and for all that Dutch saxophone player Candy Dulfer is not a mere sidekick for the big names in popland. *Heavenly City* scores big with a throbbing groove and a great chorus, spiced up with a good dose of house. Dulfer's riveting sax plays a modest, yet leading role. Currently picking up good airplay in Germany and Scandinavia; 'Breakout' on MTV.

Kon Kan

Liberty! - Atlantic
 The follow-up to the New Order sound-alike *I Beg Your Pardon*, leans more towards Depeche Mode: poppy, danceable and a bit quirky.

Anita Baker

Soul Inspiration - Elektra
 Ultra sophistication is the keyword here. Keyboard layers, mellow drums and bass set the atmosphere for Baker's incredible vocal exercises.

Harriet

Woman To Man - WEA
 A dark and moody soul tune. Introvert in its sparseness and highly emotional.

Crazyhead

Everything Is Light - FM Records



These British indie kings have a way with 60s tunes and memorable melodies in a tight and heavy guitar setting. Fab song.

Fehlfarben

Ein Jahr (Es Geht Voran) - Electrola
 Neue Deutsche Welle on the cutting table. The tongue-in-cheek dance quality of the original is retained to modern standards.

Gloria Gaynor

I Will Survive - Gig
 The Shere Pettibone remix of the classic single.

Al B. Sure!

Misunderstanding - Warner Brothers
 Mainstream dance pop. With its funky grooves and catchy melodies it has every chance of hitting the charts.

Will And The Power

We Are The Power - Hansa/BMG Ariola
 Anthem quest for world peace, reminiscent of the Alarm. Militaristic drumrolls and flutes, and a guitar riff lifted from Boston's *More Than A Feeling*.

Robert Plant

Nirvana - Atlantic
 A melting pot of punk, rock and metal. Original and performed with a refreshing disregard for convention.

Massive Attack

Daydreaming - Circa
 An intriguing dance track with a sensual, brooding feel which profits from a highly catchy arrangement. Hit material.

Sinead O'Connor

Three Babes - Ensign/Chrysalis
 A soft and quiet, fragile song from this great singer. Also try the B-side, a majestic cover of *Damn Your Eyes*.

John Lee Hooker

Baby Lee - Silverstone
 Hooker & Robert Cray in a restrained blues song, taken from *The Healer*.

Bronski Beat

I'm Gonna Ran Away From You - Zed Beat/Isis
 A danceable cover of the 'Fami Lynn' song, rendered by Jonathan Hellyer, who has a high-pitched voice similar to Jimmy Somerville



ALBUM OF THE WEEK

Extreme II

Pornograffiti - A&M
 With their original approach to the genre, Extreme make you forget they are actually a heavy metal band as their sound is so fresh. They borrow from rap, dance and folk to enrich their style. Flawlessly produced and mixed by Michael Wagner, this is simply a must, not only for rock programmers. Try the danceable *Get The Funk Out*, the folksy *More Than Words* and the wild title cut.

Blue Aeroplanes

Loved - Ensign
 A four-track EP which shows how good the Aeroplanes are at nicely textured, progressive pop. No-nonsense, guitar-based arrangements, committed vocals and a sympathetic, straightforward production.

The Rembrandts

The Rembrandts - Aco
 A new duo, making well-crafted, pop songs in a Beatles mould (Rubber Soul-era). Promising new artists. Try *If Not For Misery*, *Save Me, Someone* and *Every Secret Thing*.

Les Rita Mitsouko

Re - Virgin
 Highly attractive set of remixes by William Orbit, Jesse Johnson, Tony Visconti and others. Full of musical wit and imaginative grooves. Do not miss *Andy Bassella*, *Nuit D'Ivresse* and *Singing In The Shower*. The French duo's ticket to the clubs.

Ray Charles

Would You Believe - Warner Brothers
 One of the godfathers of today's music, Charles can hardly do it any wrong. On his new album, Charles stars in a set of sophisticated soul songs and ballads with prominent keyboards and a heavy orchestration. Best: *Your Love Keeps Me Satisfied*, *Fresh Out Of Tears* and *Leave Him!*

ZZ Top

Recycler - Warner Brothers
 A very coherent LP in the familiar blues-based style. Their trademark guitar riffs and juicy vocals linger on during the greatest grooves to have come out of Texas for a long time. Check out *Porthouse Eyes*, *Tell It* and *2000 Blues*.

Kate & Anna McGarrigle

Heartbeats Accelerating - Private Music/BMG
 The McGarrigle sisters' first album for Private Music is very much a laid-back, acoustic affair. Teaming up with producer Pierre Marchand (Daniel Lanois, Neville Brothers) they have recorded some moving new material, in a Celtic-Canadian-folk vein. This album does not offer any obvious hit material, but it does challenge late-night programmers who are willing to try something with more depth. Check out *DeJ Serenade*, *Hit And Run Love*, *Mother Mother* and the title cut.

Tiffany

New Inside - MCA
 As a self-confessed 'old' kid on the block, Tiffany has changed her musical direction to more sophisticated funk, which makes for great listening indeed. Here you'll find serious basslines and grooves, side-by-side with sweet melodies of her former work. This record puts her in the same league as Janet Jackson and Paula Abdul. Gutsy, and monumental in its professionalism.

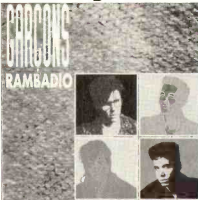
Lynch Mob

Wicked Senation - Elektra
 Long hair, Harleys and loud guitars make a familiar combination but this West Coast band make a difference by adding a good amount of blues to their Van Halen inspired rock. Power chords and choruses gallop. Fine tunes and a refreshing approach.

Editor: Jerry Goossens
 Contributor: Pieter de Bruyn
 Kops

(advertisement)

GARCONS



RAMBADIO

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Talent Tracks

PROMISING ACTS WORTH WATCHING

UMEAU **Daniel Jumeau**
De Plus En Plus Mat (NABAB/France).
Contact: NABAB/Gilles Solat/tel:33.1.45746064/fax:45747091
Daniel Jumeau is a French singer who has crossed pop and chanson to come up with a very catchy and uplifting song. This record has a pleasant jazzy feel which makes for very radio-friendly music. Licence and sub-publishing rights available outside France.

Moon Lizards
Big Bum (Schemer/Holland).
Contact: Semaphore/Johan Vissler/
tel:31.23401594/fax:1600
Moon Lizards just need one minute and 35 seconds to make their point. They are a Dutch quartet that produce some rather heavy sounding garage rock which still manages to get a strong hook across. Powerful stuff. Licence available outside Benelux.


Matata
I Feel Funky (Kenya-rava) (President/UK).
Contact: President/Alex Edwards/
tel:44.71.8394672/fax:9309400
If James Brown was not in jail you could be forgiven for thinking he'd joined Matata. This song is jazzy and funky and has the same feel to it as *Hear The Drummer Get Wicked* by Chad Jackson. Licence available outside UK.

Sir James
Special (President/UK).
Contact: President/Alex Edwards/
tel:44.71.8394672/fax:9309400
Sir James have an original way of fusing house beats to what is basically a funk song. The vocal delivery is powerful and gives Special enough personality to do well on radio as well as in the clubs. Licence available outside UK.

Secchi feat. Orlando Johnson
I Say Yeah (Energy Records/Italy).
Contact: Energy/Alvaro Ugolini/
tel:39.6.391896/fax:301058
After a relative period of silence, Italo-house is back at the forefront of the European club scene. Secchi once again have produced a track which is straightforward, simple and very effective. Licence and sub-publishing available for Italy, UK, USA and Canada.

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.

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THE DANCE HIT OF THE MOMENT

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Contact: IMS/Kees van Weyen/
tel:31.25.261675/fax:235508
This singer-songwriter is a distinctive personality in Dutch pop music. He fuses pop, funk and rock, adds his remarkable jazzy and soulful voice, and comes up with quality-music. This uplifting track is taken from his album *The Loner*. Licence available outside the Benelux.

Vincent & Per Hoglund
If You Were Here (Cantio/Sweden).
Contact: Cantio/Leif Gjedderfor/
tel:46.8.926860/fax:963694
From their self-titled album this is a well-crafted and moody rock ballad. The track is very well sung and makes for emotive listening. Licence and sub-publishing available outside Sweden.

Jane Kelly Williams
'Cept You (Les Disques Du Crepuscule/Belgium).
Contact: Les Disques Du Crepuscule/Daniel Haesen/
tel:32.2.5118424/fax:5118654
A very quiet, simple and beautiful ballad. Well sung, soberly played and stylish. Licence and sub-publishing available except Benelux, Spain and Japan.

Garçons
Rambadio (Trema/France).
Contact: Jean Philippe Vaud/
tel:33.1.4583439/fax:48438037
A well-crafted pop ballad sporting a very catchy chorus. It is taken from their self-titled album, which proves this French foursome are capable of producing some memorable melodies. Sub-publishing and licence available outside France.

radio active

EUROPE'S MOST RADIO ACTIVE HIT MATERIAL

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SINGLES London Beat Airplay London Beat Sales ALBUMS Paul Simon Airplay Carreras/Domingo/Pavarotti Sales

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

- Crazyhead** - Everything Is Alright (FM Revolver)
Kon Kan - Liberty! (Atlantic)
Anita Baker - Soul Inspiration (Elektra)
Harris - Woman To Man (WEA)
Robert Plant - Nirvana (Atlantic)
Will And The Power - We Are The Power (Hansa/Ariola)
Massive Attack - Daydreaming (Circa)
Bronski Beat - I'm Gonna Run Away From You (Zed Beat) (E)

SURE HITS

- Al B. Sure!** - Missunderstanding (Warner Brothers)
The Beautiful South - A Little Time (Go/Disc)
Candy Dulfer - Heavenly City (Ariola)
Paul McCartney - Birthday (MPL/Parlophone)
Robert Palmer - I'll Be Your Baby Tonight (EMI)

EURO-CROSSOVERS

- Fehlfarben** - Ein Jahr (Es Geht Voran) (Electrola)
Twenty 4 Seven - Are You Dreaming? (Freaky Records/BCH)

EMERGING TALENT

- The Rembrandts** - The Rembrandts (LP) (Atco)
Extreme II - Pornograffitti (LP) (A&M)
Blue Aeroplanes - Loved (EP) (Ensign)
Lynch Mob - Wicked Sensation (LP) (Elektra)

ENCORE

- Major Matt Mason** - Real (RCA)
The Afro's - Feel It (CBS)

ALBUMS OF THE WEEK

- Pet Shop Boys** - Behaviour (Parlophone)
Kate & Anna McGarrigle - Heartbeats Accelerating (Private Music)
Les Rita Mitsouko - Re (Virgin)
ZZ Top - Recycler (Warner Brothers)
Tiffany - New Inside (MCA)
Ray Charles - Would You Believe (Warner Brothers)
Hindu Love Gods - Hindu Love Gods (Giant)
Morrisey - Bona Drag (HMV)
Matt Bianco - The Best Of (East West)
Eno & Cale - Wrong Way Up (Opal/Warner Brothers)
Electric101 - Electrical Memories (Mercury)
Angela Baraldi - Viva (RCA)

CHART ENTRIES

- Albums**
Public Image Limited - Don't Ask Me (40) (Virgin)
Tina Turner - Be Tender With Me Baby (43) (Capitol)
del Amtri - Spit In The Rain (45) (A&M)
Paul McCartney - Birthday (47) (Parlophone)
Hot 100 Singles
Righteous Brothers - Unchained Melody (10) (Verve/Polydor)
Nick Kamen - I Promised Myself (68) (WEA)
Twenty 4 Seven - Are You Dreaming? (85) (Freaky Records/BCH)
Roxette - Dressed For Success (88) (Parlophone)
Top 100 Albums
Paul Simon - The Rhythm Of The Saints (5) (Warner Brothers)
ZZ Top - Recycler (9) (Warner Brothers)
Led Zeppelin - Remasters (31) (Atlantic)

FAST MOVERS

Albums

- London Beat** - I've Been Thinking About You (1-1) (Anxious/RCA)
Whitney Houston - I'm Your Baby Tonight (2-2) (Arista)
DNA feat. Suzanne Vega - Tom's Diner (3-10) (Mercury)
New Kids On The Block - Tonight (4-5) (CBS)
M.C. Hammer - Have You Seen Her (6-11) (Capitol)

Hot 100 Singles

- The Beautiful South** - A Little Time (3-16) (Go/Disc)
Pet Shop Boys - So Hard (5-5) (Parlophone)
UB40 - Kingston Town (6-9) (Virgin)
Whitney Houston - I'm Your Baby Tonight (13-14) (Arista)

Top 100 Albums

- Iron Maiden** - No Prayer For The Dying (3-7) (EMI)
INXS - X (7-11) (Mercury)
Westernhagen - Live (14-16) (Live)
The Police - Their Greatest Hits (19-43) (A&M)
The Shadows - Reflection (29-39) (Polydor)

HOT ADDS

Breaking Out On European Radio

- Nelson** - (Can't Live Without Your) Love And Affection (DGC)
Mariah Carey - Love Takes Time (CBS)

YESTER HITS

the Eurochart top five from five years ago. NOVEMBER 3 - 1985

- Singles**
Stevie Wonder - Part-Time Lover (Motown)
David Bowie & Mick Jagger - Dancing In The Street (EMI America)
Madonna - Into The Groove (Sire)
Tina Turner - We Don't Need Another Hero (Capitol)
Simple Minds - Alive And Kicking (Virgin)

- Albums**
Dire Straits - Brothers In Arms (Vergo)
Madonna - Like A Virgin (Sire)
Bruce Springsteen - Born In The U.S.A. (CBS)
Sting - Dream Of The Blue Turtles (A&M)
Stevie Wonder - In Square Circle (Motown)

PULL OUT

(advertisements)
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MUSIC & MEDIA

united kingdom

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

1. **Aztec Camera** - Good Morning Britain
2. **Public Image Limited** - 'Emotion' (aka The)
3. **London Beat** - I've Been Thinking About You
4. **The Beautiful South** - A Little Time
5. **Pet Shop Boys** - So Hard
6. **Whitney Houston** - I'm Your Baby Tonight
7. **M.C. Hammer** - Have You Seen Her
8. **Belinda Carlisle** - (We Will) Save The Day
9. **Del Amitri** - Say To Me
10. **Basia** - Music - I'm Your Baby Tonight
11. **Twenty 4 Seven** - Can't Stand It
12. **A.H.A.** - Crying In The Rain
13. **Paul McCartney** - Yesterday
14. **Elton John** - You Gotta Love Someone
15. **Marla McKee** - Show Me Heaven
16. **George Michael** - Working For The City
17. **Hothouse Flowers** - Movies
18. **Paul Simon** - The Obvious Child
19. **The Soup Dragons** - Mother Universe
20. **Cliff Richard** - From A Distance

switzerland

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

1. **London Beat** - I've Been Thinking About You
2. **Steve Miller Band** - The Joker
3. **George Michael** - Working For The City
4. **M.C. Hammer** - U Can't Touch This
5. **DINA feat. Suzanne Vega** - Tom's Diner
6. **Marla McKee** - Show Me Heaven
7. **New Kids On The Block** - Tonight
8. **Leo Sayer** - Hey On Me
9. **Pet Shop Boys** - So Hard
10. **Roxette** - I Must Have Been Love
11. **Madonna** - Rhythm Inside (aka Let's Dish)
12. **Vaya Con Dios** - Nah Nah Nah
13. **Dave Stewart** - Jack Taking
14. **Sinad O'Connor** - The Spirit Of Christmas
15. **Whitney Houston** - I'm Your Baby Tonight
16. **Jon Bon Jovi** - Blaze Of Glory
17. **David Hasselhoff** - Crazy For You
18. **Marla McKee** - Show Me Heaven
19. **M.C. Hammer** - Have You Seen Her
20. **INXS** - Susie Blue

holland

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

1. **Bene Friger** - Jus In Jus
2. **Trockener Krutchen** - He He He Zu Zaf
3. **Paul Simon** - The Obvious Child
4. **Glen Campbell** - The Year Of The Oxy
5. **Eazy Pop feat. Azzurro** - Candy
6. **Biggie Kanellis & Mamma Fickers** - Candy
7. **INXS** - Susie Blue
8. **M.C. Hammer** - Have You Seen Her
9. **Steve Miller Band** - The Joker
10. **Ashes Of Love** - Body Language
11. **Danni Sahlukka** - Iemand
12. **Sandra Reemer** - In De Oude Tijd
13. **Whitney Houston** - I'm Your Baby Tonight
14. **Marla McKee** - Show Me Heaven
15. **George Michael** - Working For The City
16. **Frank Boesjen Group** - Vierdeleertjes
17. **Marla McKee** - Show Me Heaven
18. **Madonna** - Rhythm Inside (aka Let's Dish)
19. **London Beat** - I've Been Thinking About You
20. **Paul Carrack** - Obsessed

germany

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

1. **London Beat** - I've Been Thinking About You
2. **A.H.A.** - Crying In The Rain
3. **Madonna** - Rhythm Inside (aka Let's Dish)
4. **Charles D. Lewis** - Susie Blue
5. **New Kids On The Block** - Tonight
6. **DINA feat. Suzanne Vega** - Tom's Diner
7. **Paul McCartney** - Yesterday
8. **George Michael** - Working For The City
9. **M.C. Hammer** - Have You Seen Her
10. **Whitney Houston** - I'm Your Baby Tonight
11. **Pet Shop Boys** - So Hard
12. **Roxette** - I Must Have Been Love
13. **Wilson Phillips** - Release Me
14. **Vaya Con Dios** - Nah Nah Nah
15. **Sally** - The Spirit
16. **P.M. Simpson & Onky Ky** - We Love To Love
17. **Dave Stewart** - Jack Taking
18. **George Michael** - Working For The City
19. **Marla McKee** - Show Me Heaven
20. **Go West** - The King Of Walford Trucking

france

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

Radios Peripheriques (AM Stations)

1. **Michel Sardou** - Hava Naïma
2. **DINA feat. Suzanne Vega** - Tom's Diner
3. **Patrick Bruel** - Aïe Aïe Aïe
4. **UB40** - Keyhole Trust
5. **Johnny Hallyday** - C'est La Vie
6. **Alain Souchon** - Les Couleurs
7. **Patrick Bruel** - Les Nouveaux D'Or
8. **Johnny Hallyday** - Je t'aime
9. **Marc Lavoine** - Ici Je Reste
10. **Jill Collins** - This Just The Way It Is
11. **Pauline Ester** - La Vie C'est Fou
12. **Dave Stewart** - Jack Taking
13. **Blues Traveller** - It's Good To Be Bad
14. **Liane Foly** - Au Feu Et A l'Eau
15. **Olivia Newton-John** - Let's Get Lost
16. **Paul Simon** - The Obvious Child
17. **Barbara** - Je t'aime
18. **Francis Feldman** - Post-Post
19. **Alain Chamblon** - Sur une Note C'est Gray

Radios FM

1. **DINA feat. Suzanne Vega** - Tom's Diner
2. **Patrick Bruel** - Aïe Aïe Aïe
3. **Vaya Con Dios** - Nah Nah Nah
4. **George Michael** - Working For The City
5. **Paul Simon** - The Obvious Child
6. **Dave Stewart** - Jack Taking
7. **M.C. Hammer** - U Can't Touch This
8. **INXS** - Susie Blue
9. **UB40** - Keyhole Trust
10. **Double Dee** - Housatonic
11. **Marla McKee** - Show Me Heaven
12. **Alannah Myles** - Back Street
13. **Marla McKee** - Show Me Heaven
14. **New Kids On The Block** - Tonight
15. **Fuzz** - True Me Good
16. **Marc Lavoine** - Ici Je Reste
17. **Soap** - Soap Up
18. **Machado** - Une Femme Avec Femme
19. **Phil Collins** - This Just The Way It Is
20. **Sydney Youngblood** - Ain't No Sunshine

finland

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

1. **George Michael** - Working For The City
2. **Soap** - Soap Up
3. **Muukana** - Hava Naïma
4. **Jon Bon Jovi** - Blaze Of Glory
5. **Eric Burdon** - Cannonballs
6. **Prince** - The Love Machine
7. **The Refused** - The Sea
8. **Los Lomax** - No!a Diga
9. **Goro Joki** - Whoa Law (aka Be Away)
10. **Compilator** - Les Topiques
11. **INXS** - Susie Blue
12. **Ray LaMontagne** - I'm Your Baby Tonight
13. **Alannah Myles** - Back Street
14. **Los Ronaldos** - Labor Solito
15. **Parachol** - Vuoksi Housatonic
16. **Roxette** - I Must Have Been Love
17. **Freddy Noy** - He Me Siga
18. **Olé Olé** - Ole Ole Ole (aka Ole Ole Ole)
19. **DINA feat. Suzanne Vega** - Tom's Diner
20. **Billy Brill** - LA Woman

London Beat - I've Been Thinking About You

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE		THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	
			ARTIST	ORIGINAL LABEL / PUBLISHER				ARTIST	ORIGINAL LABEL / PUBLISHER
1	9	1	I've Been Thinking About You	London Beat - Anamora/CA (Warner Chappell)	26	29	8	Fascinating Rhythm	Basia - Epic/Virgin (Goswami/Bright/Boys)
2	3	2	I'm Your Baby Tonight	Whitney Houston - Arista (Kear/Epic/Solar)	27	40	2	You Gotta Love Someone	Elton John - Rocket (Big Pig Music)
3	10	14	Tom's Diner	DINA feat. Suzanne Vega - A&M (Rondor Music)	28	31	8	Groove Is In The Heart	Deee-Lite - Elektra (Debuty)
4	5	9	Tonight	New Kids On The Block - CBS (M.Starr/EMI Aprila, Lancetti)	29	41	2	(We Want) The Same Thing	Belinda Carlisle - Virgin (Future Furniture/Shiprock)
5	4	11	Praying For Time	George Michael - Epic (Morrison Leashy Music)	30	28	9	The King Of Wishful Thinking	Go West - Chrysalis (Campbell Connolly/Zomba)
6	11	3	Have You Seen Her	M.C. Hammer - Capitol (Ulichappel/BustIt)	31	35	25	Verdamm't, Ich Lieb' Dich	Matthias Reim - Polydor (Kangeruh Musik)
7	6	6	Show Me Heaven	Marla McKee - Epic (Famous/Enigma Music)	32	38	2	We Let The Stars Go	Prefab Sprout - Kitchenware (Kitchenware/EMI)
8	12	5	So Hard	Pet Shop Boys - Parlophone (Cape Music)	33	43	2	From A Distance	Cliff Richard - EMI (Rondor Music)
9	3	4	Crying In The Rain	A-Ha - Warner Brothers (Screen Gems/EMI)	34	44	2	Movies	Hothouse Flowers - London (Warner Chappell)
10	8	4	The Obvious Child	Paul Simon - Warner Brothers (Paul Simon)	35	46	2	Rhythm Of The Rain	Jason Donovan - PWL (Warner Chappell)
11	7	18	Close To You	Maxi Priest - 10 Records (Virgin)	36	42	2	Mother Universe	The Soup Dragons - Raw TV (Soup/Big Life Music)
12	14	6	Jack Talking	Dave Stewart & Spiritual Cowboys - RCA (Elgitha/BMG/Rondor)	37	33	5	Rue Fontaine	Marc Lavoine - Arpeg (Aurys)
13	9	8	Suicide Blonde	INXS - Mercury (Tel Musik/MCA Music)	38	49	2	A Beat Called Love	The Grid - East West (Copyright Control)
14	19	25	What's A Woman	Vaya Con Dios - Arista (Vaya Con Dios/BMG Music)	39	34	4	We Love To Live	P.M. Sampson & Double Key - CBS (2nd Hand Music/Sire)
15	16	20	It Must Have Been Love	Roxette - EMI (Jemmy Fun Music)	40	NE	NE	Don't Ask Me	Public Image Limited - Virgin (Copyright Control)
16	20	31	Kingston Town	UB40 - Virgin (Sparsa Florida)	41	30	6	Nah Nah Nah	Vaya Con Dios - Arista (Vaya Con Dios/BMG Music)
17	15	5	The Joker	Steve Miller Band - Capitol (Warner Chappell)	42	36	3	The Invisible Man	Dance With A Stranger - RCA (BMG Music)
18	13	15	Vision Of Love	Marla McKee - CBS (Vision Of Love/Bees Jammin')	43	NE	NE	Be Tender With My Baby	Tina Turner - Capitol (Kingsley Knight/Warner Chappell)
19	15	8	Ich Hab' Getrauert Von Dir	Matthias Reim - Polydor (Kangeruh Musik)	44	32	5	I've Got You Under My Skin	Neneh Cherry - C+C (Warner Chappell)
20	27	3	Alors Regarde	Patrick Bruel - RCA (H Productions)	45	NE	NE	Spit In The Rain	del Amier - A&M (PolyGram Music)
21	26	4	A Little Time	The Beautiful South - Go/Discs (Go/Discs Music)	46	NE	NE	I'll Be Your Baby Tonight	Robert Palmer feat. UB40 - EMI (Copyright Control)
22	24	4	Good Morning Britain	Aztec Camera & Mick Jones - WEA (Warner Chappell)	47	NE	NE	Birthday	Paul McCartney - Parlophone (PPL Communications)
23	17	10	Release Me	Wilson Phillips - SBK (EMI Blackwood/Wilphill)	48	23	5	Hang In Long Enough	Phil Collins - Virgin (Phil Collins/He And Run)
24	25	10	Soca Dance	Charles D. Lewis - Polydor (Gleam Music)	49	RE	RE	Can't Touch This	M.C. Hammer - Capitol (Jokers/Bust-It)
25	22	4	Waiting For That Day	George Michael - Epic (Morrison Leashy/Westminster Music)	50	NE	NE	Waiting For That Day	George Michael - Epic (Morrison Leashy/Westminster Music)

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THIS WEEK	LAST WEEK	WKS ON CHARTS	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)	COUNTRIES CHARTED
1	1	9	I've Been Thinking About You	London Beat	Anxious/RCA	(Warner Chappell)	UK, DB, NL, A, S, DK, SF
2	2	7	Show Me Heaven	Maria McKee	Epic	(Famous/Ensign Music)	UK, DB, NL, P, N
3	16	4	A Little Time	The Beautiful South	Go!Discs	(Go!Discs Music)	UK, I, F
4	3	14	Tom's Diner	DNA feat. Suzanne Vega	A&M	(Rondor Music)	FD, ACH, GR
5	5	4	So Hard	Pet Shop Boys	Parlophone	(Cage Music)	UK, DB, NL, CH, S, DK, I, SF
6	9	31	Kingston Town	UB40	Virgin	(Sparta Florida)	FD, ACH
7	4	6	Cult Of Snap	Snap	Logic/Ariola	(Fellow/Warner Chappell/Zomba/Son Of Logic)	UK, DB, NL, ECH, S, DK, I, SF, GR, J
8	6	11	Megamix	Technotronic	ARS	(Bogam/BMC Publishing)	UK, FD, CH, P, DK, I, SF
9	14	4	Crying In The Rain	A-Ha	Warner Brothers	(Screen Gems/EMI)	UK, DB, NL, A, DK, I, NGR, I
10	NE		Unchained Melody	Righteous Brothers	Verve/Polydor	(MPL Communications)	UK
11	7	22	A Toutes Les Filles	Felix Gray & Didier Barbevilien	Talar	(Zone Musique)	FB
12	8	5	The Anniversary Waltz - Part One	Status Quo	Vertigo	(Various)	UK, D, I, F
13	44	2	I'm Your Baby Tonight	Whitney Houston	Arista	(Kear/Epico/Solar)	UK, DB, NL, S, DK, I, NGR, I
14	13	27	Verdammt, Ich Lieb' Dich	Matthias Reim	Polydor	(Kangaroo Musik)	DB, NL, ACH
15	17	4	Have You Seen Her	M.C. Hammer	Capital	(Unichappell/Bust-It)	UK, DB, NL, CH, I, SF
16	21	5	World In My Eyes	Depeche Mode	Mute	(Grabbing Hands/Sonet)	UK, FD, BE, CH, DK, SF
17	19	9	Ich Hab' Getrauert Von Dir	Matthias Reim	Polydor	(Kangaroo Musik)	DACH
18	11	24	I Can't Stand It	Twenty 4 Seven	Freaky Records/BCM	(Nanada/Freaky Cat-Talk)	UK, DE, CH, S, DK, GR, J
19	18	17	Le Jerk!	Thierry Hazard	CBS	(CBS Music)	FB
20	15	15	Soca Dance	Charles D. Lewis	Polydor	(Glem Music)	FD, B, DK
21	20	22	It Must Have Been Love	Roxette	EMI	(Jimmy Fun Music)	DACH, P, DK, NI
22	57	2	Kinky Afro	Happy Mondays	Factory	(London Music)	UK
23	10	5	Blue Velvet	Bobby Vinton	Epic	(Chappell Morris)	UK, I, F
24	25	13	Blaze Of Glory	Jon Bon Jovi	Vertigo	(Bon Jovi/Pri/Warner)	DB, ACH, S, P, DK, N
25	23	10	Praying For Time	George Michael	Epic	(Morrison Leahy Music)	FD, B, ACH, S, P, DK, GR, J
26	12	20	U Can't Touch This	M.C. Hammer	Capital	(Jobete/Bust-It)	FD, E, ACH, S, DK
27	32	12	The Party	Latino Party	Polydor	(Copyright Control)	F
28	41	10	The Joker	Steve Miller Band	Capitol	(Warner Chappell)	UK, B, NL, ACH, S, I, F
29	22	19	It's On You	M.C. Sar & The Real McCoy	ZYX/Mikuiski	(Winterup Musik)	FD, B, NL, E, ACH
30	24	7	Suicide Blonde	INXS	Mercury	(Tol Muziek)	UK, DB, NL, CH, DK, S, GR, J
31	31	10	Groove Is In The Heart	Deee-Lite	Elektra	(Delovely)	UK, DB, NL, CH, DK, I, SF, GR
32	27	13	Itsy Bitsy Teeny Weeny Yellow Polka Dot Bikini	Bombalurina	Carpet	(Campbell Connelly & Co)	UK, DB, A, DK, N, SF
33	26	20	Maldon	Zouk Machine	Ariola	(Virgin Music)	FB
34	70	2	Take My Breath Away	Berlin	CBS	(Warner Chappell/Famous)	UK, I, F
35	28	20	Close To You	Maxi Priest	10 Records	(Various)	DACH, DK, GR
36	56	5	Never Enough	The Cure	Fiction	(Fiction Songs)	UK, DB, ECH, I, SF
37	40	24	What's A Woman	Vaya Con Dios	Ariola	(Vaya Con Dios/BMG Music)	FD, ACH, GR
38	35	12	What Time Is Love? (Live At Trancentral)	K.L.F.	KLF Communications	(E.G./Zoo/Warner Chappell/Copyright Control)	UK, DB, NL, SF
39	64	3	Alors Regarde	Patrick Bruel	RCA	(14 Productions)	FB
40	73	2	Working Man	Rita MacNeil	Polydor	(Copyright Control)	UK, I, F
41	47	5	Une Femme Avec Une Femme	Mecano	Ariola	(Ba Ba Blaxi/BMG Music)	FB
42	34	20	Vous Etes Fous	Benny B.	Vie Privee	(Copyright Control)	FB
43	30	20	Ooops Up	Snap	Logic/Ariola	(Minder/Warner Chappell/Zomba)	DE, ACH, DK, GR, I
44	80	2	(We Want) The Same Thing	Belinda Carlisle	Virgin	(Future Furniture/Shipwreck/Virgin)	UK
45	36	13	Tonight	New Kids On The Block	CBS	(M.Starr/EMI April/A. Lancelotti)	DB, NL, A, P
46	29	3	Let's Try It Again/Didn't I	New Kids On The Block	CBS	(EMI/Mighty Three/Island)	UK, I, F
47	33	16	Naked In The Rain	Blue Pearl	W.A.U./Mr. Modo/Big Life	(E. G. Music/Copyright Control)	DB, A, S, GR
48	45	21	White And Black Blues	Joelle Ursull	CBS	(Warner Chappell)	F
49	38	22	Insieme 1992	Toto Cutugno	EMI	(Edizioni No. 2)	FP
50	37	3	From A Distance	Cliff Richard	EMI	(Rondor Music)	UK, I, F
51	81	2	Petit Franck	Francois Feldman	Phonogram	(Marilu/Carole)	FB
52	39	3	More	The Sisters Of Mercy	Merciful Release/WEA	(EMI/Eldritch Boulevard/Lost Boys/Rightson)	UK, D, I, F
53	52	4	I've Got You Under My Skin	Neneh Cherry	Circa	(Warner Chappell)	UK, DB, NL, S
54	87	2	The Obvious Child	Paul Simon	Warner Brothers	(Paul Simon/Pattern)	UK, NL
55	53	14	We Love To Love	P.M.Sampson & Double Key	CBS	(2nd Hand Music/Siegel)	DP
56	42	6	It's A Shame (My Sister)	Monie Love feat. True Image	Cooltempo	(Chrysalis/Jobete/Virgin)	UK
57	89	2	Rien Que Pour Ca	Elsa	GM/Ariola	(Ed. Georges Marie)	FB
58	48	4	Hey Little Girl	Mark Boyce	Epic	(CBS Music/EMI Music)	F
59	88	6	Thunderstruck	AC/DC	Atco	(J. Albert & Son)	UK, DB, NL, I, SF
60	69	3	Good Morning Britain	Aztec Camera & Mick Jones	WEA	(Warner Chappell)	UK
61	54	5	Rockin' Over The Beat	Technotronic feat. Ya Kid K.	ARS	(Bogam/BMC Publishing)	DB, CH
62	78	4	Crazy For You	David Hasselhoff	White Records/Ariola	(Young Musikverlag)	DACH
63	46	4	Spin That Wheel	Hi Tek 3 & Ya Kid K.	CNR	(Bogam/BMC/EMI)	UK
64	99	2	Don't Ask Me	Public Image Limited	Virgin	(Copyright Control)	UK
65	50	12	Avant De Partir	Roch Voisine	GM/Ariola	(Ed. Georges Mary)	FB
66	72	5	Rue Fontaine	Marc Lavoine	Avrep	(Avrep)	FB
67	83	12	Where Are You Baby?	Betty Boo	Rhythm King	(Rhythm King Music)	UK, DE, CH
68	RE		I Promised Myself	Nick Kamen	WEA	(EMI Music)	DE, CH, DK
69	43	8	Fascinating Rhythm	Bass-O-Matic	Virgin	(Guerilla/Virgin/Bugle/Point)	UK
70	55	18	Aime Moi	Claude Barzotti	Zone Music	(Zone/Barzo Music)	FB
71	84	2	Love Is Such A Lonely Sword	Blue System	Hansa/Ariola	(Hanseatic)	DA
72	93	2	Let's Push It	Innocence	Cooltempo	(MCA/Repromusic)	UK
73	77	6	Scandalo	Gianna Nannini	Ricordi/Polydor	(Giemme/Z-Music)	DI
74	59	25	Se Bastasse Una Canzone	Eros Ramazzotti	DDD	(DDD/Una Lira Scorbonda)	FD
75	90	2	Birthday	Paul McCartney	Parlophone	(Northern Songs)	UK, I, F
76	95	2	Mother Universe	The Soup Dragons	Raw TV	(Soup/Big Life Music)	UK
77	51	2	Piccadilly Palare	Morrissey	HMV	(Warner Chappell)	UK, I, F
78	49	4	Heel Alleen	Clouseau	HKM/CNR	(Hans Kusters Music)	B, NL
79	79	20	Step By Step	New Kids On The Block	CBS	(Maurice Starr Music)	FD
80	86	3	En Del Av Mitt Hjarta	Tomas Ledin	Record Station	(Acosta/Sweden Music)	S
81	85	4	Aimer D'Amour	Boule Noire	Kimono/Carrere	(Albert Hammond/Warner Chappell)	FB
82	75	2	Be Tender With Me Baby	Tina Turner	Capitol	(Knighy Knight/Warner Chappell)	UK, I, F
83	67	2	Ultimo Imperio	Atawalpa	Ginger Music	(Ginger Music)	EI
84	61	9	Groovy Train	The Farm	Produce	(Produce)	UK
85	NE		Are You Dreaming ?	Twenty 4 Seven	Freaky Records/BCM	(Stop & Go Music)	DB, CH, DK, I
86	60	5	Nah Neh Nah	Vaya Con Dios	Ariola	(Vaya Con Dios/BMG Music)	B, NL, CH, GR
87	62	12	Vision Of Love	Mariah Carey	CBS	(Vision Of Love/Been Jammin')	UK, DB, DK
88	RE		Dressed For Success	Roxette	Parlophone	(Jimmy Fun Music)	UK
89	71	7	Ritmo De La Noche	Lorca	Carrere	(Pink/Hanseatic)	BE
90	98	13	Il Suffit D'Un Ou Deux Excites	Footbrothers	CBS	(Captain Click Prod.)	F
91	NE		Substitute	Izabella	Virgin	(EMI Music)	S
92	74	3	Marie Jeanne	Michel Sardou	Trema	(ART Music)	FB
93	NE		Waiting For That Day	George Michael	Epic	(Morrison Leahy/Westminster Music)	UK
94	NE		You Gotta Love Someone	Elton John	Rocket	(Big Pig Music)	UK
95	92	8	Deine Liebe Klebt	Herbert Groenemeyer	Electrola	(Groenland/Kick)	DA
96	58	7	Lily Was Here	David A. Stewart & Candy Dulfer	Anxious/RCA	(D'n'A/BMG Music)	F
97	97	2	Found Love	Double Dee	Onizom/Discoln	(Copyright Control)	FB, I
98	NE		I'm Doing Fine	Jason Donovan	PWL	(All Boys Music)	UK
99	NE		Something To Believe In	Poison	Enigma	(Cyanide/Willesden/Zomba)	UK
100	NE		Three Babies	Sinead O'Connor	Ensign	(EMI Music)	UK, I, F

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.
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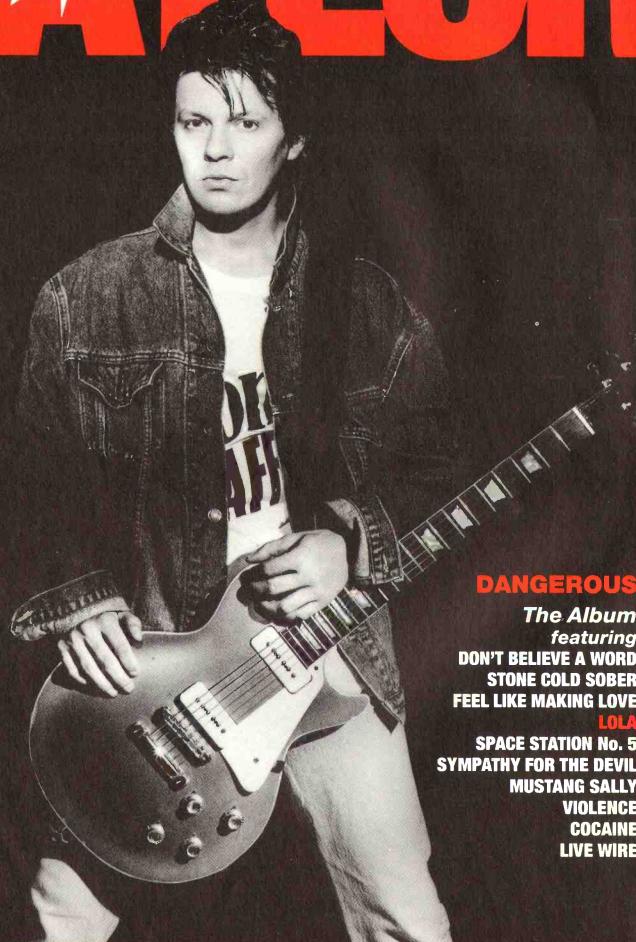
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THIS WEEK LAST WEEK	ARTIST TITLE ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK	ARTIST TITLE ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK	ARTIST TITLE ORIGINAL LABEL	COUNTRIES CHARTED	
1	10	Carmen Domingo/Pasaporte in Concert live UK DEN, LUX, POL, SVK	35	5	4	35	5	4	Elia Rien Que Pour Ça CD, cassette FR
2	2	7	George Michael Listen Without Prejudice live UK DEN, LUX, POL, SVK	36	22	9	22	9	Prince & New Power Generation Love Symbol Two CD DEN, LUX, POL, SVK
3	7	1	Iron Maiden No Prayer For The Dying live UK DEN, LUX, POL, SVK	37	36	5	36	5	Bob Dylan Under The Red Sky CD DEN, LUX, POL, SVK
4	4	20	Soundtrack - Freddy Womans Pretty Woman live UK DEN, LUX, POL, SVK	38	NE	1	1	1	Morrissey Bone Deep live UK
5	NE	1	Paul Simon The Rhythm Of The Saints live Sweden UK DEN, LUX, POL, SVK	39	48	6	48	6	David Hasselhoff Crazy For You live Australia DEN, LUX, POL, SVK
6	3	4	AC/DC The Razor's Edge live UK DEN, LUX, POL, SVK	40	20	4	20	4	Madonna I'm Breathless live USA DEN, LUX, POL, SVK
7	11	4	INXS X live UK DEN, LUX, POL, SVK	41	31	22	31	22	Toto Past To Present 1977 - 1990 CD DEN, LUX, POL, SVK
8	5	5	Herbert Groenemeyer Luxus live Austria DEN, LUX, POL, SVK	42	17	17	17	17	Patrick Bruel Alors Regarde live France FR
9	NE	1	ZZ Top Recyclable live Sweden UK DEN, LUX, POL, SVK	43	45	44	45	44	London Beat In The Blood live America UK DEN, LUX, POL, SVK
10	6	10	Jon Bon Jovi Blaze Of Glory live UK DEN, LUX, POL, SVK	44	82	3	82	3	Ride Nowhere live Canada UK
11	10	46	Phil Collins But Seriously live America UK DEN, LUX, POL, SVK	45	NE	1	1	1	Sinead O'Connor I Do Not Want This live Ireland UK DEN, LUX, POL, SVK
12	8	18	Martha Reim Martha Reim live Austria DEN, LUX, POL, SVK	46	58	20	58	20	Wilson Phillips Wilson Phillips live UK DEN, LUX, POL, SVK
13	12	2	Status Quo Rocking All Over The Years live UK DEN, LUX, POL, SVK	47	NE	1	1	1	Mina Ti Conosco Mascherina live Italy DEN, LUX, POL, SVK
14	16	3	Westenhagen Live live Sweden DEN, LUX, POL, SVK	48	NE	1	1	1	Gary Moore Soul Care The Blues live DEN, LUX, POL, SVK
15	13	23	Vaya Con Dios Night On Oak live DEN, LUX, POL, SVK	49	31	30	31	30	Smokie Smokie Forever live UK DEN, LUX, POL, SVK
16	17	11	Eton John Sleeping With The Past live Austria UK DEN, LUX, POL, SVK	50	NE	1	1	1	Fabrizio De Andre' Le Nuvole live Italy FR
17	15	20	New Kids On The Block Step By Step live UK DEN, LUX, POL, SVK	51	34	24	34	24	Patricia Kaas Score De Vie live FR
18	17	12	Snap World Power live Austria UK DEN, LUX, POL, SVK	52	34	24	34	24	Tina Turner Foreign Affair live Canada UK DEN, LUX, POL, SVK
19	41	2	The Police Their Greatest Hits live Denmark UK DEN, LUX, POL, SVK	53	47	55	47	55	Gianna Nannini Scandalo live Austria DEN, LUX, POL, SVK
20	18	14	M.C. Hammer Please Hammer Don't Hurt Em live Canada UK DEN, LUX, POL, SVK	54	51	8	51	8	Flippers Sieden Tage Sonnenschein live Austria DEN, LUX, POL, SVK
21	9	2	The Charlatans Some Friendly live Sweden live UK DEN, LUX, POL, SVK	55	31	4	31	4	Megadeth Rust In Peace live USA DEN, LUX, POL, SVK
22	1	8	Eros Ramazzotti In Citta live Italy DEN, LUX, POL, SVK	56	14	4	14	4	The Waterboys Room To Room live UK DEN, LUX, POL, SVK
23	26	13	Roch Valdeine Helene live France DEN, LUX, POL, SVK	57	54	5	54	5	Jean Michel Jarre Wating For Cousteau live France DEN, LUX, POL, SVK
24	21	11	Mariah Carey Mariah Carey live UK DEN, LUX, POL, SVK	58	60	19	60	19	Charles D. Lewis Social Dance - Do You Feel It live Austria DEN, LUX, POL, SVK
25	17	7	Roger Waters The Wall Live In Berlin live Austria UK DEN, LUX, POL, SVK	59	61	11	61	11	Soundtrack - 'Tour Of Duty' Tour Of Duty live USA DEN, LUX, POL, SVK
26	21	2	Van Morrison Enlightenment live Austria UK DEN, LUX, POL, SVK	60	71	2	71	2	The Notting Hillbillies Missing... Presumed Having A Good Time live UK DEN, LUX, POL, SVK
27	5	1	Judas Priest Fanclub live UK DEN, LUX, POL, SVK	61	31	2	31	2	Alannah Myles Alannah Myles live Austria DEN, LUX, POL, SVK
28	25	3	Depeche Mode Victorious live UK DEN, LUX, POL, SVK	62	42	22	42	22	Erste Allgemeine Verunsicherung Die Nipponmusk's Rache live Austria DEN, LUX, POL, SVK
29	19	3	The Shadows Reflection live UK DEN, LUX, POL, SVK	63	46	4	46	4	New Model Army Impunity live Denmark DEN, LUX, POL, SVK
30	31	23	Michael Bolton Soul Provider live UK DEN, LUX, POL, SVK	64	6	6	6	6	Francesco Guccini Quella Che Non Mora live UK DEN, LUX, POL, SVK
31	NE	1	Lead Zepplin Remasters live UK DEN, LUX, POL, SVK	65	67	6	67	6	Zouk Machine Zouk Machine live UK DEN, LUX, POL, SVK
32	15	4	UB40 Labour Of Love live Austria UK DEN, LUX, POL, SVK	66	49	18	49	18	Isabel Pantoja Isabel Pantoja live Spain DEN, LUX, POL, SVK
33	27	4	Chris De Burgh High On Emotion Live From Dublin live UK DEN, LUX, POL, SVK	67	48	1	48	1	Juana Lluvia Webber & R.R.O. Juana Lluvia Webber Pays Loyol Webber live Austria DEN, LUX, POL, SVK
34	18	5	Lucho Dalla Cambro live Austria UK DEN, LUX, POL, SVK	68	NE	1	1	1	

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ANDY TAYLOR



DANGEROUS
The Album
 featuring
DON'T BELIEVE A WORD
STONE COLD SOBER
FEEL LIKE MAKING LOVE
LOLA
SPACE STATION No. 5
SYMPATHY FOR THE DEVIL
MUSTANG SALLY
VIOLENCE
COCAINE
LIVE WIRE

"A RETELLING OF ROCK 'N' ROLL HISTORY" *Kerrang*

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Breaking The Ice - Winter Record Releases

Music & Media lists some of this winter's priority acts and what role the record companies hope radio will play in breaking them.

- A&M**
 Priority releases:
 ■ Milltown Brothers, *Apple Green*
 ■ Janet Jackson, *Love Will Never Do*
 ■ Del Amitri, *Spit In The Rain*
 ■ Steve Harvey, *I'm The One*
 ■ Suzanne Vega, *Book Of Dreams*
 ■ Seduction, *Breakdown*
 ■ Wendy Maharry, *California*
 ■ Andy Taylor, *Stone Cold Sober*
 ■ LA Mix, *Mysteries Of Love*
 ■ Styx, *Love Is The Ritual*
 ■ Carpenters, *Close To You/Merry Christmas Baby*

Julian Spear, promotion director: "It's great that dance and jazz is now being looked after but we are all desperate for a good rock station in the cities. And it's a tragedy that we don't look like getting one. "Most of the commercial stations try to please everyone and get the widest possible reach. But I notice that Richard Park has taken a very aggressive stance as head of music at Capital and he has turned it into a very powerful radio station. It's a shame that most other heads of music seem to have

to compromise with their superiors."

- Arista**
 Priority releases:
 ■ Hall & Oates, *Starting All Over Again*
 ■ Tiitoo, *Man In The Moon*
 ■ Snap, *Mary Had A Little Boy*
 ■ Alison Limerick, *Where Love Lives*
 ■ Whitney Houston, (title to be confirmed)
 ■ Whitney Houston LP, *I'm Your Baby Tonight*
 ■ Hall & Oates LP, *Change Of Season*

Paul Kindred, radio promotion executive: "I don't think enough people know how important regional radio is. Some of the bigger stations can be cautious about taking a risk because they're worrying about their share of the ratings but the more adult-orientated stations can often give you an unexpected boost. Red Rose in Preston, for example, has playlisted Whitney Houston and Hall & Oates and will feature album tracks but they won't playlist Snap. I can live with that. "The increasing number of stations makes it better for getting that vital initial airplay, particularly for dance stuff. I'm working on ideas to the expanding radio market but I'm not going to let anyone else know about them yet!"



Del Amitri

- AVL**
 Priority releases:
 ■ Soul II Soul with Kym Mazelle, *Missing You*
 ■ Loose Ends, *Love Got Me*
 ■ Maxi Priest, (title to be confirmed)
 ■ Inner City, LP (title to be confirmed)
 ■ Unique 3, LP (title to be confirmed)

Claire Farrell, radio promotion manager: "There's no real coherent radio policy across the country at the moment which I think is good. The most interesting stations currently are Severn, Chiltern, Fox FM, North-Sound in Aberdeen and MFM. "The specialist stations are a tremendous help and Inner City and Kevin Sanderson have both benefited from them. We'll certainly be servicing the new Unique 3 album to Kiss, Choice, Buzz and Sunset as well as the dance shows on the other stations."

- Beggars Banquet**
 Priority singles:
 ■ Fields Of The Nephilim, *Sumerland*
 ■ Thee Hypnotics, *Floatin' In My Hoodoo Dream*
 ■ Parchment, *Ride*

John Empson, head of promotion: "The nature of Beggars Banquet means that we never deliberately make radio-friendly records. If it fits then we work it but we tend to rely on BBC Radio 1 for breaking acts. Mark Goodier's show on that station is good news but several independent stations are now developing that sort of show. And of course there's Gary Crowley's show on Greater London Radio."

- CBS**
 Priority releases:
 ■ Paul Young, *Heaven Can Wait*
 ■ Michael Bolton, *Soul Provider*
 ■ New Kids On The Block, *Let's Try Again/Didn't I Blow Your Mind*
 ■ Prefab Sprout, *We Let The Stars Go*
 ■ Julio Iglesias, *I Can't Help Falling In Love*
 ■ Public Enemy, *Can't Do Nuttin' For Ya Man*
 ■ Warrant, *Cherry Pie*
 ■ Mariah Carey, *Love Takes Time*
 ■ The Chimes, *Heaven*

Bobbie Coppen, head of promotion: "BBC Radio 1 gets serviced with everything. We'll be targeting Radio 2 with Julio Iglesias,



Prefab Sprout

Capital with New Kids On The Block and Kiss and Choice with Public Enemy. "We've just opened a dance music division in the promotion department to focus on that product. But radio isn't really developing the right formats to enable us to break new acts."

- Chrysalis**
 Priority releases:
 ■ Elisa Fiorillo, *On The Way Up*, (with Prince)
 ■ Monie Love, *Down To Earth*

continues on page 30

(Advertisement)

Angela Bond

Music Radio Consultant

Tel.: (44) 71 638 1174 Fax: (44) 71 256 5680
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Breaking Out Of The 2% Revenue Straitjacket

Hugh Fielder talks to Martin Sims and Jon Pope.

There has been no shortage of conferences, seminars, documents, and articles about how UK radio needs to increase its share of the advertising market.

This week, some of the biggest players in the UK radio industry are gathering in Portugal for Radio 1990, a major conference which aims to discuss where UK radio is heading, particularly in relation to the advertising market. Indeed, there are several key elements that can help earn UK radio more than the paltry 2% share of ad revenue it presently receives, but which are currently missing.

Specific problems

What are the specific areas of concern? According to Martin Sims of Entradum, a newly established radio commercial production company, and Jon Pope of Hilari Productions, a creative consultancy specialising in radio, the issues centre on five important points:

1. Co-operative spirit among broadcasters is missing
2. The Radio Marketing Bureau is underfunded
3. Common short-term thinking on radio marketing
4. Shortcomings on production quality and creativity
5. Absence of strategic marketing plans for radio ad clients

Last September, Sims and Pope created three 40-second commercials promoting radio at their own expense. The spots serve as an advertising medium for the Radio Marketing Bureau and have been aired on independent stations across the UK.

Co-operative spirit & funding

M&M: Why is it proving so difficult for radio to sell itself as an advertising medium?
MS: I think it's because independent radio has grown up in such a piecemeal way. The way in which it came together in little pockets,

with bits being added here and there, means that it became very territorial. That attitude is still there 16 or 17 years on. Everybody is so busy trying to get their own airtime sales up that they can't look beyond to the longer-term view - where you consider radio as a medium - then get together and push. Because they're worried that perhaps their own station won't get its share of the increase.

The Radio Marketing Bureau should be taking the broader view. Unfortunately, it doesn't have any money since the smaller stations stopped paying their share because they claimed that only the bigger stations were getting the benefit. And that's the kind of



Martin Sims (right) and Jon Pope

territorial attitude that's holding radio back.

The solution starts with the stations themselves. They have to realise that if radio is ever to get beyond the 2% medium then they've got to join together. I would like to see a properly funded Radio Marketing Bureau trying to push that snowball the first few feet down the hill. After all, if radio won't even fork out money to promote itself then it reflects very badly on the medium. Maybe the stations could do it in conjunction with the sales houses because they both make their living out of each other. They both really have to get their act together

and start putting up some money to help themselves.

M&M: What else contributes to radio's image problems?

MS: It certainly doesn't help when every sales house is in some way - even if it's only in the back of their minds - trying to pinch everyone else's clients. And the fact that radio stations change sales houses doesn't help, either. Agencies which think they know where to go to book a particular station suddenly find they have to start all over again and build up a new relationship.

So we get the same arguments of the sales houses blaming the agencies, saying they don't make

JP: That short-term attitude also affects the advertisements themselves. The idea seems to be: get it on-air and run in heavily to target for a short time before the audience gets bored with it. The whole concept of a radio campaign is becoming less popular, not more.

MS: Too often radio is last in and first out. If a client has a bit of money left over then they stick in a radio campaign. If the TV budget runs out they cancel it. Or they find out what's left and talk to the sales house which says, "Well, you can have so many 50-second spots or many, many 30-second spots". And the client thinks, "More time in front of the listener must be better". So he buys the 30-second spots and then goes away and makes a commercial to fit.

Production shortcomings

JP: Even worse, the same information that's supposed to take 50 seconds is compressed into 30. What they should do is to look at the product, think about how to present it on radio, find out how long it takes to do that, then get a budget together and work it out. You'd never get an agency organising a TV campaign by buying the length of the commercial first and then going away and deciding what to put in.

MS: Radio is continually sticking up its hind and saying "look, we're cheap compared to TV and the press, and we're quick and instant!". It tries to sell this as a strength whereas the impression it creates is that radio is cheap and nasty and something you can just dash off and forget about. The result is bad advertisements on the radio which reflect badly on the client, the agency and the station. I like to look at radio advertisements as a picture and frame. The picture is the commercial and the frame is the airtime. The airtime is what holds your commercial up in front of the public. Too many people spend all their money on the frame and then stick the cheapest picture they can find into it. Then they wonder why everyone goes around saying, "Isn't radio advertising dreadful?". JP: This is where the sales houses, even the smaller ones, get it the wrong way round. They sell air-

Short-term thinking

MS: Radio tends to be sold on a month-to-month basis; people don't buy huge campaigns. It's a series run for six weeks that's considered a long time. Everybody is too busy looking to see if this month's figures are going to be better than last month's. They're all too paranoid that next month they might go under.

time to the local advertiser - which is where radio can bring a very well indeed - as a package and when the advertiser says, "What about the advertisement?" they say, "Don't worry about that. We'll take care of it for an extra £250". And if you're going to pay that kind of money then you'll get a money advert.

MS: It's difficult because the radio station earns its money out of selling airtime, not out of making the commercials. But the stations have to realise that if a commercial is better and the campaign works, then the advertiser will come back. It's no good having a lot of first-time advertisers with campaigns that fail.

Someone needs to talk to the advertiser and persuade them to airtime back £500 or so from their agency bill - which might mean two or three fewer slots on air - in order to make a better advertisement.

Three secrets to improving your commercials

M&M: What are your secrets to making better radio commercials? **JP:** The power of the words. Unfortunately, we've become a very visually orientated society over the past decade. Thinking in sound has taken a back seat. Some agencies go around saying that radio is restrictive because it's only words. But nobody goes around saying literature is restrictive because it's only words.

Words can often build up a better image than visuals. Sometimes you have to work harder to make a radio advertisement come alive. That's why we often go in and act out our advertisement for the client. In this way, you can often sell the more "dangerous" idea which is harder-hitting. If you just give them the script it won't mean anything to them and they'll generally opt for something safer.

I like to look at good commercials is having at least one multi-track recorder, even if it's only an eight-track. Otherwise, when you're starting to fire everything from a cartridge and doing live mixes, you can't go back and do mixes. Finally, get away from the one-man-whodoes everything attitude. Too often, stations are staffed by just one guy who has to handle all the commercials, the promos, and the trails - and all on a ridiculously low budget.

JP: Radio frequently tries to sell itself as if it was TV instead of playing on its strengths. In TV, a marketing director will bring an idea with a single, crystallised thought which can be just two lines long. With radio you get, "I want you to mention this. This, this and this, and if you can get this in this will be great. And, of course, don't forget the telephone number". It all comes from this belief that radio is a wham-bam, hard-sell medium. **MS:** Radio is wonderful for building up images, not for selling

the mind" campaigns will weather well.

Key Issues On The Conference Floor

Brian West, CEO of the Association of Independent Radio Contractors (AIRC): "The Radio Marketing Bureau (RMB) has a very, very small budget for marketing activities. Two years ago, all the stations decided collectively to cut back on the budget. As I remember, it was a unanimous decision. Most stations argued that they were spending more on marketing via their sales houses.

The problem with the RMB is that it doesn't actually sell; that's the job of the sales houses. The Bureau has to be an act of faith by the radio industry, making the job of selling advertisements easier."

West equates commercial radio's fortunes with one simple fact: radio stations where commercial radio came before commercial television enjoy 8-10% of all ad spend; those where it is the reverse see only 2% come their way.

"In Australia and the US, radio had a 15-year head start as the only electronic medium and holds onto 10%. In the UK we came 20 years after television - and claim 2%."

West offers another statistic for the future: "Radio listening in the UK splits 35:65 in favour of the BBC. This is changing. Are you asking me if we will achieve the reverse of this, which looks likely to be more stations come on air? Let's just say our 2% share will creep up."

He declines to offer a definitive prediction, but is willing to venture a "probable parity" with Australia's everything attitude. "Too often, stations are staffed by just one guy who has to handle all the commercials, the promos, and the trails - and all on a ridiculously low budget."

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the mind" campaigns will weather well.

The radio executive
Mid-Anglia Radio group MD Stewart Francis argues both that agencies are taking radio more seriously and that the medium is holding its own "in a clearly overserved overall market".

He goes on to assert that, regardless of the economy's possible shortcomings, radio is set to increase its present 2% of UK advertising spend. "But it would be wrong to draw a parallel with the US share. I don't see us achieving this in the foreseeable future."

"However, I'd be surprised that if by 1995 [the end of the first stage of current radio expansion] we haven't reached 4%". Francis accepts that creativity in copywriting will play an equal role in future growth, but goes on to describe the present situation as "a bit of a mess and egg. We must encourage agencies to recruit staff who can write for radio", he says.

The ad agency
Jackie Boulter is planning director with Abbott Med Vickers. "At present you have to work hard to get people to notice your ads on radio", she says.

"So the argument follows that future growth is dependent on creative copywriting. "Some people already do it very well", observes Boulter, "while things would overall should improve with more choice following INR."

"There's an old saying that 'straw is the radio with pictures. For ad copywriters, radio is television without the pictures - and that can be a major drawback. So creativity really is the key'."

"Yet radio really, she says, could also come "by default" if television's rate card remains pro-

hibitively expensive. "Lagging Delaney advertising agency director Jerry Fielder says that while the advertising market is down in real terms, "radio itself is still a thriving industry".

But he is critical that radio "is not taking its fair share of the total advertising cake when it should be". Delaney argues: "By 1995, radio has the potential to be taking 6%. It really is in their hands. But I have little confidence in it getting its act together."

The advertiser

Lawrence Balfe, marketing manager at Hill Heinz, puts the client's point of view, having launched a major campaign on radio for Ketchup.

It is not the case, argues Balfe, that when advertising budgets are tight - which he agrees they are - that companies like his will switch to radio simply because it is a cheaper medium.

"It may deliver a cheaper rate card price per thousand than television and press, but radio cannot depend on 'switching' for an increase in total market share. I will still allocate budgets on a pro rata basis as before and keep radio on board, but just spend less overall!"

The medium of radio, though, could help itself with better research. "I'd like to see more detailed figures indicating ABCI and C2E-like audience demographics."

And while he welcomes INR, Balfe is keen to stress that the very nature of local IR permits advertisers to expand on the back of their regional television audience and that can be a major drawback. So creativity really is the key."

"Yet radio really, she says, could also come "by default" if television's rate card remains pro-

EUR FILE 1991

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Yes, I want to order ... copies of Eurofile 1991 with a 20% discount.

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Benelux: Dfl 130,-
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 UK: UK £ 40,-
 France: Fr 420,-
 Other countries: US\$ 75,-

Total amount enclosed
 Please invoice me
 Please charge
 Card number
 Expiry date
 Signature
 Date

* Copies will not be sent until payment is received. Please allow three weeks for handling. Send to Music & Media, Rijnsburgstraat 11, 1059 AT Amsterdam, the Netherlands

UNITED KINGDOM

Two Decades Of Continuous Change

Gillian Reynolds is Chairman of the Radio Festival, the Sony Radio Awards and the radio critic and media columnist of the Daily Telegraph newspaper. Here, she gives a personal view of developments in the UK radio industry.

A friend telephoned. She had flu, was in bed, and couldn't find anywhere she used to know on the radio. I sat down and made her a chart. One thing my little chart showed was that I have no innate graphic gift. It spilled from one surface to another, then a third, and by the time I had put in all the stations on AM and FM, in BBC and commercial radio, and given each a line of description, it filled the front and back of four postcards. The other thing my chart showed was that there are an awful lot more radio stations than there were the last time my friend had flu. No wonder she was confused. Where Capital used to be there are now two separate Capitals, one on AM, one on FM, with different music, different presenters and recognisably differentiated styles.

With LBC the division is there too, but not so certain. On AM there are still all those callers I feel I have got to know personally, so persistent they have been over the years. But so does FM. One is called Newstalk, the other Talk-back. I am not sure which is which.

But tune away, I tell my friend, and here is Melody with show tunes, there is Jazz with soul and salsa, precisely at 100FM there is Kiss. Here is Choice which sells a bit like Kiss but less confident, then London Greek which shares a frequency with WNK. WNK sounds a bit like Choice but less confident. Over on AM Sunrise, west London's Asian station comes in a bit muzzy in Notting Hill Gate. But Spectrum is loud and clear for miles. Down in rural Kent last weekend I heard Spectrum being Chinese and Jewish and Arabic and so on, all through its normal multi-ethnic rotation.

Were my friend to flee it all, on her way to the airport, she could now tune to Airport Information Radio on 189 AM and find out by

just how much her plane was delayed.

I didn't forget to remind her, either, that the BBC has changed. Since late August the sweet music station, Radio 2, has been on FM only. The AM frequencies it once occupied now hold Radio 5 which is sport, education and mostly talk (until midday, when it broadcasts a classical music concert) and where a lot of World Service can also be found. As an afterthought I added that, if she were to seek out GLR, the BBC's local station for London, she would find ethnic programmes there in the evening on AM.

Add it up and, in London at least, there is now a choice between 20 separate stations, (not counting pirates) and foreigners



Gillian Reynolds made the first Fallow of the Radio Academy this summer

(like Albania). No wonder my friend with flu is confused. She is not alone. This, for the past year, has been the determined pattern of change and radio expansion, not just in London, but throughout the UK.

It began 17 years ago. The BBC, for the first time, faced competition from a whole raft of newcomers from Glasgow to Birmingham, Cardiff to Newcastle. This all started just as the last golden rays of economic prosperity were fading. High prices for oil followed by militant wage demands were to build an era of uncertainty leading directly to the election of Margaret Thatcher in 1979 and a complete change in attitudes, to business in general, and broadcasting in particular.

Commercial radio, meanwhile, has had to learn fast. Contractors who had got themselves a franchise and then expected revenues comparable with those of television to flow automatically had a sharp awakening. They learned

that this is a little medium. Britain got commercial radio last in the chain of broadcasting evolution and so, when it finally arrived, it needed nurture and close attention. Most of all it needed the people who worked in it to grasp one very plain equation: no income = no radio station.

So, tottering a little, commercial radio arrived, learned the rules, began to grow. A decade on (and with most radio stations having caught a glimpse of the financial abyss and actually topping in) radio could begin to relax. One by one stations discovered the joys of being part of the stock market.

Investments of a few thousand pounds began to pay off. The best performing stock on the Unlisted Stock Market in 1988 was Crown, owners of LBC but, at the time, to present the awards, quite a few of the new millionaires in the room were from radio.

This was when everything seemed to be coming up roses in Mrs Thatcher's back garden, when it looked as if deregulation and privatisation were two of the secrets of financial growth. Alas, we now know this may not be entirely the case.

But this is to leap ahead. By the mid-80s the tumblers were starting to roll for British Broadcasting As We Have Known It and radio leaped first at the chance to change. National commercial radio was long overdue. In the interim, and over a very short time indeed, the JBA launched two dozen smaller "incremental" radio stations. These were to fill gaps in the local market, to serve new audiences, bring new kinds of investor into the game.

It is no secret that most of these are now experiencing great difficulty. They are competing not just with the BBC for audiences, they are in head-on opposition with established commercial competitors. Many of the winners of contracts had little business experience. Too many looked at the far east commercial radio had become and thought there was going to be plenty of cream left in the saucer. Wrong. These are alley cat times in radio, the same as everywhere else.

Even so, even if the economy turns round and the sun comes out again, British radio has a par-

ticular built-in problem. Half the audience still prefers the BBC. People who want commercial radio to expand beyond its 2% share of the market have got to knock the BBC out of the ring.

How can it be done? The BBC could be undermined by the government cutting its licence fee income. That would be one way of rigging the market. In a straight fight it would be interesting to see how rapidly the BBC would respond to determined professional opposition set at winning the ears of a major market segment. After all, Capital has hit the BBC hard in London in its two year climb back to success.

Much depends on how competent the new Radio Authority is in awarding the national contracts. It has made some bad mistakes with the incrementals. Perhaps hard lessons have now been learned. All hopes for more expansion in local radio appear to be pinned to sponsorship. How much sponsorship is likely to be floating around small towns during a worldwide recession is something we do not yet know.

Radio has been through two decades of continuous change in then UK. The BBC has managed to keep pace with that change thanks to two factors, a secure source of licence fee funding and a management which has recognised radio's importance in the lives of the audience. Commercial radio has just been through a year of major expansion. Stations must now compete harder than ever for listeners and revenue. Next year, when the first national commercial franchises are advertised, could be either the crunch or the takeoff. My guess is that the number of stations will grow in proportion to a shrinking number of owners. There will be six or seven major radio businesses controlling most stations.

What, meanwhile, of my confused friend? More radio, as far as she is concerned, is more confidence. Perhaps there is a parallel here with TV, where proliferation of channels has meant fewer total hours watched. And what of my youngest son, the one who listened to Kiss when it was illegal and eagerly awaited its legal return this summer? I have to report that when, it did, he gave it a week and went back to the pirates. ☐

Watching The Clock - Breakfast Shows

With five local stations alongside the five BBC national networks, Manchester is the UK's best radio-served city outside London. It also provides a foretaste of how radio could develop in the UK's other major cities. Paul Easton compares output.

Music & Media's Clock-watch between 07.30-08.30 on Monday, September 17. The major local talking point was Manchester's bid to host the 1996 Olympics, the result of which would be known the following day.

All stations except KFM, which featured only ITN national and world news, covered this in their local bulletins. Since then the station has appointed a news producer responsible for local coverage. All stations covered the morning's main traffic jams on the M6 and M62. Piccadilly also

had its own "Eye In The Sky" plane feeding reports into their AM and FM services.

Piccadilly's regular morning crew, James Reeve and Dave Ward who present a "morning zoo" style show were on holiday. They were replaced by Paul Lockitt. Both Peter Grant on Key 103 and Pete Baker on KFM (a former Piccadilly presenter) were fairly similar in style sounding confident and keeping the music moving. In most cases travel, weather and other information were done

over record intros or special music "beds", sometimes a combination of the two.

Musically, Sunset was the most intensive with 15 records followed by KFM and Key 103 with 13 each, Piccadilly AM with 11 and speech-based GMR with two. Interestingly, none of the stations played the same records although Daryl Hall turned up three times, twice with John Oates, Cliff Richard twice and local band 808 State twice (once with MC Tunes). □

PICCADILLY AM 1152AM
Format: Top 40
Presenter: Paul Lockitt (regular times on holiday)



7.30 News headlines, sport, weather
Hi Ho Silver Lining, Jeff Beck City Screamers, Capetown Adam Faith
Carnaby insert, James Reeve
Travel news
Ad: Inter City Paging
DHT, Couriers
TV licence budget
payments

8.00 News (six minutes)
Ride ("Eye In The Sky")
Mow It, Cliff Richard
Ride Like The Wind, Christopher Cross

Travel news
Ad: Milk Marketing Board
Manchester Evening News
Clarefield
Carnaby Paging
Morse Show
Carnaby Store, Neil Diamond
Travel ("Eye In The Sky")
There Goes My First Love, Deftones
"Hello Is On Her" app.
Ad: Guardian
Coca-Cola
Daddy Express
News, Shocking Blue

8.30 News headlines, sport, weather
Hi Ho Silver Lining, Jeff Beck City Screamers, Capetown Adam Faith
Carnaby insert, James Reeve
Travel news
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Coca-Cola
Daddy Express
News, Shocking Blue

PICCADILLY KEY 103 103FM
Format: Top 40
Presenter: Pete Baker

7.30 Top 40
New 538: On The Road
All Around The World, Les Sautfield
Ad: Inter City Paging
TV Licence Budget
Payments
Accorntests

7.30 News headlines, sport, weather
Hi Ho Silver Lining, Jeff Beck City Screamers, Capetown Adam Faith
Carnaby insert, James Reeve
Travel news
Ad: Inter City Paging
DHT, Couriers
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Travel ("Eye In The Sky")
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Coca-Cola
Daddy Express
News, Shocking Blue

8.00 News (three minutes)
Ride ("Eye In The Sky")
Mow It, Cliff Richard
Ride Like The Wind, Christopher Cross

Travel news
Ad: Milk Marketing Board
Manchester Evening News
Clarefield
Carnaby Paging
Morse Show
Carnaby Store, Neil Diamond
Travel ("Eye In The Sky")
There Goes My First Love, Deftones
"Hello Is On Her" app.
Ad: Guardian
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News, Shocking Blue

8.30 News headlines, sport, weather
Hi Ho Silver Lining, Jeff Beck City Screamers, Capetown Adam Faith
Carnaby insert, James Reeve
Travel news
Ad: Inter City Paging
DHT, Couriers
TV licence budget
payments

8.00 News (three minutes)
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Mow It, Cliff Richard
Ride Like The Wind, Christopher Cross

Travel news
Ad: Milk Marketing Board
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Travel ("Eye In The Sky")
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"Hello Is On Her" app.
Ad: Guardian
Coca-Cola
Daddy Express
News, Shocking Blue

KFM 104.9FM
Format: Adult Rock
Presenter: Pete Baker

7.30 ITN News headlines
Weather
See Emily Play, Pink Floyd
Pisces, David Byrne
Live promo: KFM Cooke
Capital
Ad: Pioneer multi-play CD
Country Music, Stockport
Freightliner Distribution
Thames Life Ltd, New City
News headlines (premier)

7.30 News headlines (premier)
Weather
Radio: Ray Music
Salsoul! 80's pop music (signe course interview with author)
Promo: Who Cares (8.30)
Fudding Club - local body
topped report
Competition (winner for two at local restaurant)
Travel news
Morning paper round-up
Labour front pages
1996 Olympic bid - live report
News: GMR sport (08.30)
8.00 News (10 minutes)
Weather
Competition questions (report)
Alan Evans - Hall & Oates
Librairie Conference: live report
Phone Report - phone interview with author
Travel news
1996 Olympic bid - phone interview
News: GMR sport (08.30)
Weather
News headlines (10.30)

8.00 ITN news (three minutes)
Weather
Is She Really Gonna Own My Heart, Joe Jackson
Competition: KFM Bingo
Phonies, Human League
TV Drivers, ZZ Top
KFM Newshound: Susan Jarman sale
Ad: Country Music, Stockport
Knoxon Tissues
News headlines (premier)
Dawnstone, Daryl Hall
"Travel News" - Last minute travel bargains
Underlined track
Travel news
Olympic News, Aziz Camenta
8.30 ITN News headlines

8.00 ITN news (three minutes)
Weather
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8.30 ITN News headlines

BBC Greater Manchester Radio 95.1FM 104.9AM
Format: Speech based
Presenter: Alan Boswick



7.30 News headlines (premier)
Weather
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Salsoul! 80's pop music (signe course interview with author)
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8.30 ITN News headlines

SUNSET 102.8FM
Format: Black music
Presenter: Chris Buckley

7.30 Ad: Income tax & School
Leaves leaflet
Animal Magic: pet shop
New headlines
Underlined track
Underlined track
Promo: "Sunset Declaration" competition
On Broadway, Dee Dee Barlet
Weather
I Knew Forgetting, Michael McDonald
Travel news
Body Language
Adventures Of Steve V
Saver Dancer, Charles D Lewis
Ad: Radio Marketing Bureau
Manchester Ghosts
busbed mail
Are You Ready To Go, The Bus
Society, Frank Rod
Live In The Light, Cassie Webster
CWS
Travel news
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About the stations

- Piccadilly Radio** is Manchester's local market leader. It started broadcasting in 1974 and split frequencies in September 1988. Since then the AM and FM services have undergone changes: Piccadilly 1152 is now an AM-oldest station while Key 103 has a mainstream top 40 format. Weekly reach: Piccadilly 1152, 17%; Key 103, 22%, combined weekly reach, 32% (JICRAR April-June 1990).
- Sunset** came on air in October 1989 specialising in black music with some ethnic minority programming in the evening. It has been beset by funding problems since the beginning of the year and much interest has centred around the highly publicised sacking, re-instatement and eventual resignation of founder and MD Mike Shaft. Weekly reach: 10% (JICRAR April-June 1990).
- KFM**, launched in February this year, set out to play adult rock and local music with little reliance on the chart. It too has suffered from underfunding and since the departure of founders Charles Turner and Steve Toot the station is now being managed by Signal Radio in Stoke-On-Trent. Turner and Toot have since complained to the IBA that the station is no longer leaving its "promise of performance". Weekly reach: not available.
- BBC Greater Manchester Radio** was relaunched out of Radio Manchester in 1988 in an attempt to boost its poor ratings. In common with other local BBC stations it has a higher news and speech content than its commercial rivals. Weekly reach: 13% (BBC Research Department, March - May 1990).

Our thanks to Martin Henfield and Janet Boulding at GMR, Mark Starkey at Piccadilly, Greg Edwards and Chris Buckley at Sunset and Jon Evington at KFM for their invaluable assistance in preparing this feature.



1127 Charing Cross Road, London WC2H 9EA. Telephone 071 434 2131 Fax 071 434 3571



- WILSON PHILLIPS
- TEENAGE MUTANT NINJA TURTLES
- VANILLA ICE
- TACKHEAD
- EVERYDAY PEOPLE
- VAGABOND JOY

The SBK Difference

continued from page 23

- The Proclaimers, *King Of The Road*
- World Party, *It's Too Late*
- Kirsty MacColl & The Pogues, *Mis Os Regrets*
- Billy Idol, *Prodigal Blues*

Judd Lander, promotion director: "There's a better chance of getting a crossover hit these days. We are going for BBC Radio 1 and 2 for The Proclaimers single and we could even try Melody because this is one that could go all the way. Likewise, Kirsty MacColl & The Pogues have the potential not just for Radio 1 and Capital but for Jazz FM I myself."



Eisa Florio

As far as formats go, Capital has it right. Their playlist has a rigid, clear identity. I wish Radio 1 would move towards a Selector system and they should also stick more tightly to their A and B lists. But the new Mark Goodier show is a great development. Clyde, Forth, Piccadilly and Chiltern are all prepared to take gambles."

East West

- Priority releases:
- An Emotional Fish, *Blue*
 - 5.30, *Air Conditioned*
 - Nighthare
 - Led Zepplin Box-Set, *Remasters*
 - Donna Summer LP, *Greatest Hits*
 - Matt Bianco LP, *Greatest Hits*
 - The Associates LP, *Greatest Hits*

Shawn Cooney, radio promotion, London: "The advent of Kiss and Choice has definitely given the Atlantic dance acts more of a chance. We've done well there with Donna Summer, Family Stand, Ten City and The Beloved. We've serviced the Bette Midler album to Melody as well as Radio 2 and we'll see how that goes!"

EMI

- Priority releases:
- Paul McCartney, *The Long And Winding Road*
 - The Pet Shop Boys LP, *Behaviour*
 - Dusty Springfield, *Arrested By You*

Steve Dinwoody, head of regional promotion: "We are currently monitoring the new stations to assess which acts are suitable for each of them. So far, the smaller stations are proving more adventurous although the financial trouble they are having means they may not stay that way."

"I'd like to see someone trying a college radio format that would help break bands like Jesus Jones. At present too many of the larger stations seem to adopt a wait-and-see attitude which can be frustrating. But having said that, independent radio has been very good to River City People."

Epic

- Priority singles:
- Ben Liebrand, *Move To The Big Band*
 - Black Sorrows, *Harley And Rose*
 - Craig McLachlan, *I Almost Fell Like Crying*
 - Teena Marie, *Shine Day One*
 - Bobby Vinton, *Roses Are Red*
 - Strangers, *Always The Sun* (Remix)
 - George Michael (title to be confirmed)

Alfie Hollingsworth, radio pro-

motions manager: "We have reorganised our regional radio coverage so that they now get all our singles the week before release. But there's still an enormous difference between BBC Radio 1 and the rest, mainly down to the influence of the individual producers. The commercial aspect of local radio is not something that lends itself to breaking new acts and their response is often too predictable."

Island

- Priority releases:
- Reggae Philharmonic Orchestra, *Promise*
 - Screaming Target, *Who Killed King Tubby?*
 - Aswad, *Smile*
 - Mica Paris, *South Of The River*
 - Anthrax, *Got The Time*
 - The Dream Warriors, *My Definition Of A Bombastic Jazz Style*
 - Bloomsday, *Strange Honey*
 - This Ragged Jack, *The Party's Over*
 - Niggers With Attitude, *100 Miles And Runnin'*
 - Nine Inch Nails, *Down In It*

MCA

- Priority singles:
- Holly Johnson, *Where Has Love Gone?*
 - Adamski, *Flash Back Jack*
 - Nixon, *Sweet Temptation*
 - Tiffany, *New Inside*
 - Whycliffe, *Love Speak Up*
 - Tairrie B, *Murder She Wrote*
 - Junior Giscombe, *Stand Strong*

Steve Agar, head of radio promotion: "There still aren't enough formats around. Kiss and Choice are fine for dance but there's so much more music that can't get a look-in. The independent stations are just too commercial. Even the rock programmes they put on in the evenings tend to be HM-orientated and they don't give the more extreme music a chance. So where can I go for Nine Inch Nails, a New York band who are harder than Jesus Jones?"

London Records

- Priority releases:
- Jimmy Somerville *To Love Somebody*
 - Carmel, *Take It For Granted*
 - Roger Waters, *Love And Pain*

- Zucchero Fornaciari, *Diamante*

Billy MacLeod, head of promotion: "You should never assume that any station won't play your records and so I tend to treat them all as equal. I'm certainly putting more emphasis on the commercial stations than before, which is stretching our resources but I don't want to miss anybody out."

"Obviously, the more formats that emerge the better it will be for getting airplay but so far it's difficult to assess what effect the growing number of stations has had when it comes to breaking new acts. I haven't seen much evidence that stations are keeping to their manifesto. There are too many grey areas at present!"

NCA

- Priority singles:
- Holly Johnson, *Where Has Love Gone?*
 - Adamski, *Flash Back Jack*
 - Nixon, *Sweet Temptation*
 - Tiffany, *New Inside*
 - Whycliffe, *Love Speak Up*
 - Tairrie B, *Murder She Wrote*
 - Junior Giscombe, *Stand Strong*

Phil Smith, head of promotion: "We're still getting a feel for the new stations but so far it doesn't look as if many of them are looking to break acts. There's still a tendency to ask 'When is it going to chart?'"



Adamski

"The biggest problem is persuading stations to stick with a single for longer than two weeks if they haven't seen chart results. A lot of singles need four or five weeks work on them and radio isn't giving us long enough!"

Mute

- Priority releases:
- Inspiral Carpets EP
 - Yazoo, *Situation Remix*

Mick Paterson, head of promotion: "There are more stations around where our music can be played but the trouble is that they are still too safe for our acts. I would like to have seen just one station take a flier with the latest Nick Cave single, but nobody did."

"For us it's still a matter of targeting specific shows on stations. Obviously, the whole dance area has opened up and we are supplying Kiss FM and Choice FM with pre-release copies of Yazoo. In fact we've even been getting acetates played on Kiss because the DJs have done the reviews."

"We now make sure that all our CD promos have the 7" mix of the single programmed as track one because otherwise it can cause confusion and even hinder your chances of airplay."

Phonogram

- Priority singles:
- Steve V, *Jas Gawaly*
 - The Electric Boys, *Electrified*
 - Electric 101, *Inside Out*
 - James, *Love Control*
 - INXS, *Disappear*
 - Was Not Was, *I Feel Better Than James Brown*
 - The Mission, *Hands Across The Ocean*
 - Cinderella, *Shelter Me*
 - Bob Geldof, *A Gospel Song*
 - Jon Bon Jovi, *Minarete*
 - Status Quo, *Part 2*
 - Elton John, (to be confirmed)
 - Roger Waters, *The Tide Is*

- **Turning**
- The Singing Corner, (Phonogram's Christmas surprise!)

Andrew Lenry, head of radio promotion: "It's still too early to say whether we are getting the right formats because I think it will change a lot more in the next year. After that we should have a clearer idea."

"Radio 1 is still the priority although there are some singles that break through easier on independent radio. Robin Beck's recent hit is a case in point; Radio 1 had nothing to do with it. Commercial stations seem to like ballads."

RCA

- Priority releases:
- Black Box, *Fantasy*
 - Candy Dulfer, *Heavenly City*
 - Caron Wheeler, *UK Blak*
 - London Beat, *A Better Love*
 - Clannad, *In Furtune's Hand*
 - Guru Josh, *Freaky Dreamer*
 - Michael Rose, *Proud (LP)*
 - Caron Wheeler LP, *UK Blak*
 - Pop Will Eat Itself, *Cure For Sanity (LP)*
 - London Beat LP, *In The Blood*
 - Deep Purple LP, *Slaves And Masters*

Sue Haig, head of regional radio: "It's a strange period at the moment. Money's tight and people are nervous of experimenting. Some of the smaller new stations are not as hard-core as they'd like to be which is probably down to commercial pressures."

"There's no consistency to the radio scene, which isn't necessarily a problem. Chiltern, Horizon, Clyde, Forth and NorthSound are among the more open-minded stations. And the specialist dance and rock shows on BRMB and Trent are coming together well. "Ironically, considering the

number of new dance stations, it can be hard to get dance tracks played, even when they're almost certain to chart. Some stations will champion tracks right up to the release date and then drop it!"



Candy Dulfer

SBK

- Priority releases:
- Teenage Mutant Hero Turtles, *Turtle Rhapsody*
 - Everyday People, *This Kind Of Woman*
 - Wilson Phillips, *Impulsive*
 - Vanilla Ice, *Ice Ice Baby*
 - Everyday People, *You Wash, I'll Dry (LP)*
 - Tackhead, *Strange Things (LP)*
 - Vanilla Ice, *To The Extreme (LP)*

Mark Richardson, marketing director: "Radio is still not geared towards breaking new music. So you have to take each song on its merits. We will push the Everyday People single around the independent stations because it's the kind of thing they frequently pick up on. But we will aim Vanilla Ice at BBC Radio 1, Capital and the dance stations."

"I'm pleased that Kiss and the other dance stations have got on air but I wonder whether it isn't already too late. I sense a dance music backlash coming and if that happens, what will those stations play then? There will always be dance music but people want to hear melodies, not simply grooves."

"BBC Radio 1 regards itself as playing popular music for the nation but only John Peel is really going out on a limb these days."

We tried Mark Goodier with Tackhead but he thought it was too hard. And then Steve Wright went and played three tracks in a session on his afternoon show!"

Virgin

- Priority singles:
- Steve Winwood, *One And Only Man*
 - Malcolm McLaren Presents The World Famous Supreme Team, *Opera House*
 - The Human League, *Soundtrack To A Generation*
 - Jess Loves You (aka Boy George), *One On One*
 - Gary Moore, *Too Tired*
 - Blue Nile (title to be confirmed)
 - Bassonatic (title to be confirmed)
 - UB40, *Impossible Line*
 - Phil Collins (title to be confirmed)
 - Gary Glitter, *Red Hot Reputation*

Nick Godwyn, head of promotion: "Regional stations have made quite a difference to some singles. When we accidentally sent out the Belinda Carlisle single a couple of weeks early we got a terrific response. It makes me wonder whether we should be servicing stations earlier, although you don't want people going into shops and asking for a record that isn't out yet."

"Kiss, Choice and Jazz FM have changed the London radio scene but I'm not sure they've expanded the audience; I think they've just broken it down into segments. We've worked very hard at expanding our regional coverage this year and I want to know how we compare with the other labels right now. I'll be very disappointed if we aren't doing better than at least one of the majors!"

compiled by Hugh Fielder

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Selector

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(advertisement)



R A Y D I O

Saviour's Day already installed as the 1.5 favourite, Tina Turner and Rod Stewart have leapt in at 8-1 with a cover of the classic *I Take Two*. Turner and Stewart have the commercial edge as they are well spearheaded by a £ 20 million Pepsi-Cola advertising campaign which starts later this month as part of the latest battle in the ongoing Cola wars. But if you are looking for a long shot at 20-1 try the **Righteous Brothers' Unchained Melody** which is featured in Ghost, the UK's biggest grossing film of the year after just two weeks on release.

Speaking of Cola wars. Worth a trifling £40 billion a year, Coca-Cola is apparently looking to sign up **Sinead O'Connor** to bolster its image. Just don't get her to sing the Star-Spangled Banner that's all.

It was fortunate enough to receive a photo of a Janet Jackson look-alike competitor the other day. The three winners were all white and two of them were male. And none of them looked anything like her. I think someone was having a joke... at least I hope they were.

Tiddy moves in high circles indeed. Not for her the same old

poses with record company people, no sir. She was recently spotted handing over one of her latest releases to Sierra Leone's Ambassador in London, Caleb Abbe. Well after all, her uncle is currently minister of agriculture! We'll be on the playlist at embassy parties?

Anniversaries this week: November 3 is a most auspicious day, being the birthdays of **Luigi (42) and Adam Ant (36)**. Then, over the next few days, we have a nice little "love rock" selection. **Squeeze's Chris Difford** is 36 on November 4; **Bryan Adams** is 31 and **Peter Dinklage** is 43 on November 5; **Glen Frey** is 42 on November 6 and **Jon Mitchell** is 47 on November 7, and on November 8 **Bonnie Raitt** is 41 and **Ricki Lee Jones** is 41. Mind you, knowing my "love" of formats, I will run this mood completely by playing **The Sex Pistols** on November 6, because it will be 15 years since they played their first concert, at St Martins School of Art in London.

I must also say a happy birthday to my good friends at **VOA Europe**, five years old well-wish. Incidentally, if, as they say, **intitudo** is the sincerest form of flattery,

then you have admirers in some strange places, guys. Flicking through the short wave the other night (I do like to check out the Melbourne breakfast shows occasionally) a very similar station popped out of the ether, complete with the latest NY dance sounds and those little snippets about life in America. It was only the odd Arabic chart-topper and their portrayals of Uncle George Bush as a two-headed monster that gave away its true origins: **Radio Baghdad**. Wo, Saddam!

Now! If you've always wanted to be a DJ, or even to own a radio station, here's your chance. **MTV** in the US is giving away an AM station in Florida, as the prize for a competition. The top prize, **WSTT** Thomaville, is a country music station at the moment and the only conditions for ownership are that you are a US citizen, and meet the media commission's legal, financial and character requirements (whatever that means). Well, that rules me out for certain...



M A K I N G W A V E S

No Sad Songs on 105 Classic

- Format: Gold
- Core artists: re-plate from 1950-79
- Target Audience: 15 to 40
- Actual Audience: 104,000 (Datamata)

- Hours on air: 24
- Address: Via Cesnio 32, 20136 Milano, Italy Tel: 39 2 316583
- Frequency: varies throughout Italy
- Founded: March 30, 1990

Station director and head of music **Gianni Costella**. One of our logos states "the best music of all time." That isn't just a wild claim, it is our objective. We are an all-music station at the moment and although our format ranges from 1950-1979 we place great emphasis on the 1950s and 1960s.

"Being an Italian station we are working on memories. We use pop psychology and keep the music light and happy. Someone once asked me what was my first job each morning and I answered 'I look at the weather forecast for the day'. Nobody wants to hear sad songs if it is raining.

"We have four programmers

and 60s theme. We will visit major cities using a car from that period and give out gadgets and promotional material. We aim to have direct contact with the public so they can get to know us. There is also going to be a series of competitions, the winners of which will receive a car, probably something like a **Bewick** or a **Cadillac**.

"We have a good rapport with all the major record companies. We have worked with them to have artists such as **Barry White**, **Harold Melvin** and **Billy Joel** visit the studio and broadcast a message to our listeners. Most product, however, is bought by us. There is not a lot of material available which suits our needs. We don't buy on import but travel to the US, Paris or London to search for what we need. But, in a way, this is good for the station. It is hard for others to copy when you have the first to find it.

"We subscribe to **Datamata**

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"We subscribe to **Datamata**

for listening statistics. They provide information quickly. But we have an open mind about research.

"We have so many plans but our priority is to perfect the structure of the station. It is vital that when people want to listen to 105 Classic they can tune without frequency interference. The emphasis will always be on music, with only a minimum of talk. We transmit throughout 60% of national territory now but will cover all the country eventually."

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

PP: Powerplay
AD: Additions to the playlist
LP: Loss of the week
CL: Chart
ST: Studio
NI: Interview

UNITED KINGDOM

BBC RADIO 1 - London
Chris Lyndon - *Prog. Cont.*

A List:
AD George Michael - *Waiting For Ken*
Alec Mann - *Acoustic*
Paul Simon - *The Obvious Child*
Robbers Palmer/UB 40: I'll Be Back

B List:
AD Black Box Fantasy
DJ Del Anton: *Spot The Rain*
John Jackson: *Love Will Find Me*
Jon Bon-Ju: *Miracle*
Kylie Minogue: *Step Back In Time*
Rooster: *Dressed For Success*
Sinead O'Connor: *Three Sabes*

RADIO TEN GROUP - Nottingham
Liam Grant - *Deputy Prog. Dir.*

CAPITAL RADIO - London
Richard White - *Prog. Cont.*

A List:
AD Hawk Squad: *Love So Bright*
The Family Sound: *Sweet*
Al B. Sure: *Understanding*
Jon Bon-Ju: *Wonder*
Caron Wheeler: *UK*
Mann: *Time To Make The March*
Carly: *My My*
Wilson: *Something To Believe*
Wilson Phillips: *Impulse*
Kylie Minogue: *Step Back In Time*
Gill: *My My*
Black Box: *Fantasy*
James Ingram: *Just A Whole New Generation: For The*

B List:
AD Whyville: *Loveoverlap*
AD The Family Sound: *Sweet*
Righteous Brothers: *Unchained*
Ricki Lee: *My My*
DJ Del Anton: *Spot The Rain*
Hawes: *Wah! It's My Life*
Brett: *Take My Breath Away*

C List:
AD Innocence: *Let's Push It*
DJ Del Anton: *Spot The Rain*
Pabbies: *Giving You The Inner City: That Man*

D List:
AD Morrissey: *Piccadilly Palace*
Kylie Minogue: *Step Back In Time*

METRO FM - Newcastle
Giles Squire - *Prog. Cont.*

A List:
AD Jason Donovan: *I'm Doing Fine*
Kylie Minogue: *Step Back In Time*
Mann: *Time To Make The March*
Robbers Palmer/UB 40: *I'll Be Back*
Glen Frey: *I'll Hit It*
Sylbi: *Mack It Easy On Me*

GREATER LONDON RADIO - London
Trevor Dann - *Head Of Music*

A List:
AD Del Anton: *Spot The Rain*
Robbers Palmer/UB 40: *I'll Be Back*
Mann: *Time To Make The March*
Jimmy Somerville: *To Love*

AD Prefab Sprout: We're The LP
Sue Simon: *Z.Z. Top*

BRMB - Birmingham
Robin Walk - *Head Of Music*

A List:
AD Robbers Palmer/UB 40: *I'll Be Back*
Jimmy Somerville: *To Love*

AD Del Anton: Spot The Rain
DJ Del Anton: *Spot The Rain*
Olea Adams: *Rhythm Of Life*
Working Week: *Testify*
The Cure: *Close To Me*

RADIO CLYDE - Glasgow
Alan Dixon - *Prog. Cont.*

A List:
AD Robbers Palmer/UB 40: *I'll Be Back*
DJ Del Anton: *Spot The Rain*
Berlin: *Take My Breath Away*
Rue: *From Little Brother*
Wet Wet Wet: *Free For You*
Righteous Brothers: *Unchained*

B List:
AD Kylie Minogue: *Love Takes Time*
Kylie Minogue: *Step Back In Time*
The Libertines: *So Much Joy*
Olea Adams: *Rhythm Of Life*
Glen Frey: *I'll Hit It*
A Man Called Adam: *Barfoot*

RED ROSE RADIO - Preston/Blackpool
Kenneth James - *Head Of Music*

A List:
AD Radio Caroline: *We Want The Best*

B List:
AD John Wake: *Deal For Deal*
Lark: *Car's Stop*
Wendy Lisa: *Parade Walk*
Kiss: *Mr. Tambourine Man*
Berlin: *Take My Breath Away*
David Coverly: *List Next Of Kin*

RADIO CITY - Liverpool
Tony Melrose - *Head Of Music*

Power List:
AD Junior Giscombe: *Spot Off*
Lark: *Car's Stop*
Lori Russo/Michael Dany: *Never Give Up*
Lark: *Car's Stop*
Paul McCartney: *Birdy*
Michael McDonald: *Tear It Up*

A List:
AD The Lightning: *Go Get It*
Elton John: *Go Get It*
Whitney Houston: *I'm Your Baby*
Sue Daga: *Mother Universe*
Blue Pearl: *Little Brother*
MC Hammer: *Pray*

RADIO TEN GROUP - Nottingham
Liam Grant - *Deputy Prog. Dir.*

A List:
AD Ryan: *Love Is A Killer*
Lark: *Car's Stop*
Black Box: *Train*
Black Box: *Train*
Black Box: *Train*

B List:
AD Whyville: *Loveoverlap*
AD The Family Sound: *Sweet*
Righteous Brothers: *Unchained*
Ricki Lee: *My My*
DJ Del Anton: *Spot The Rain*
Hawes: *Wah! It's My Life*
Brett: *Take My Breath Away*

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METRO FM - Newcastle
Giles Squire - *Prog. Cont.*

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Mann: *Time To Make The March*
Jimmy Somerville: *To Love*

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BRMB - Birmingham
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AD Del Anton: *Spot The Rain*
Robbers Palmer/UB 40: *I'll Be Back*
Mann: *Time To Make The March*
Jimmy Somerville: *To Love*

AD Prefab Sprout: We're The LP
Sue Simon: *Z.Z. Top*

BRMB - Birmingham
Robin Walk - *Head Of Music*

A List:
AD Robbers Palmer/UB 40: *I'll Be Back*
Jimmy Somerville: *To Love*

AD Del Anton: Spot The Rain
DJ Del Anton: *Spot The Rain*
Olea Adams: *Rhythm Of Life*
Working Week: *Testify*
The Cure: *Close To Me*

RADIO CLYDE - Glasgow
Alan Dixon - *Prog. Cont.*

A List:
AD Robbers Palmer/UB 40: *I'll Be Back*
DJ Del Anton: *Spot The Rain*
Berlin: *Take My Breath Away*
Rue: *From Little Brother*
Wet Wet Wet: *Free For You*
Righteous Brothers: *Unchained*

B List:
AD Kylie Minogue: *Love Takes Time*
Kylie Minogue: *Step Back In Time*
The Libertines: *So Much Joy*
Olea Adams: *Rhythm Of Life*
Glen Frey: *I'll Hit It*
A Man Called Adam: *Barfoot*

C List:
AD Innocence: *Let's Push It*
DJ Del Anton: *Spot The Rain*
Pabbies: *Giving You The Inner City: That Man*

D List:
AD Morrissey: *Piccadilly Palace*
Kylie Minogue: *Step Back In Time*

METRO FM - Newcastle
Giles Squire - *Prog. Cont.*

A List:
AD Jason Donovan: *I'm Doing Fine*
Kylie Minogue: *Step Back In Time*
Mann: *Time To Make The March*
Robbers Palmer/UB 40: *I'll Be Back*
Glen Frey: *I'll Hit It*
Sylbi: *Mack It Easy On Me*

GREATER LONDON RADIO - London
Trevor Dann - *Head Of Music*

A List:
AD Del Anton: *Spot The Rain*
Robbers Palmer/UB 40: *I'll Be Back*
Mann: *Time To Make The March*
Jimmy Somerville: *To Love*

AD Prefab Sprout: We're The LP
Sue Simon: *Z.Z. Top*

BRMB - Birmingham
Robin Walk - *Head Of Music*

A List:
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Jimmy Somerville: *To Love*

AD Del Anton: Spot The Rain
DJ Del Anton: *Spot The Rain*
Olea Adams: *Rhythm Of Life*
Working Week: *Testify*
The Cure: *Close To Me*

AD Ryan: Love Is A Killer
Lark: *Car's Stop*
Black Box: *Train
Black Box: *Train
Black Box: *Train***

B List:
AD Whyville: *Loveoverlap*
AD The Family Sound: *Sweet*
Righteous Brothers: *Unchained*
Ricki Lee: *My My*
DJ Del Anton: *Spot The Rain*
Hawes: *Wah! It's My Life*
Brett: *Take My Breath Away*

C List:
AD Innocence: *Let's Push It*
DJ Del Anton: *Spot The Rain*
Pabbies: *Giving You The Inner City: That Man*

D List:
AD Morrissey: *Piccadilly Palace*
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Mann: *Time To Make The March*
Robbers Palmer/UB 40: *I'll Be Back*
Glen Frey: *I'll Hit It*
Sylbi: *Mack It Easy On Me*



Personally...

I emphasize homegrown music. This week I've picked Horse's new single, "Careful," a stupendous band which Europe have taken to their hearts. "Split In The Rain" by Del Ammiri is a taster of what the new album will be like and if this is an example it will be truly brilliant. I couldn't resist Morrissey's "Stone Drag." Some say it is a drag, but there is no accounting for taste. Also check out Iggy Pop and Debbie Harry on "Red Hot And Blue."

Radio Forth is an Edinburgh-based local. It has a contemporary format and its target audience is 15-35.

OLIVIER ALLARDET F
Voltage FM
 TP Maxi Priest- Close To You
 A.I. Sure- Misunderstanding
 Bernadette Cooper- I Look
 LP Carly Simon
 Snap

MARGARETA ANDERBERG S
Radio City 103
 TP Donny Osmond- My Love Is A
 Jon Bon Jovi- Miracle
 Wilson Phillips- Impulsive
 LP Tomas Ledin
 Whitney Houston

BRIGITTE BARTHEL D
Radio Salu
 TP BAP- Alles Em Lot
 Peabbles- Giving You The
 Nelson- Love And Affection
 LP Westernhagen
 INXS

MATHS BROBORG S
Rikerdation F3
 TP Peabbles- Giving You The
 John Farnham- Chain Reaction
 Wendy & Lisa- Rainbow Lake
 LP E.A. Væringer
 Freda

MICK BROWN UK
Capital Radio
 TP Kim Appleby- Don't Worry
 Aswad- Smile
 Dimples D- Sucker DJ
 LP Led Zepplin
 Red Hot & Blue

ALISON CRAIG UK
Radio Forth
 TP Horse- Careful
 Del Ammiri- Split In The Rain
 Lloyd Cole- Downtown
 LP Morrissey
 Red Hot & Blue

CARLO DEBLASI I
Radio Stereo 103
 TP MC Hammer- My
 Whitney Houston- I'm Your Baby
 U2- Night And Day
 LP Red Hot & Blue
 Mina

BOGDAN FABIANSKI PL
Radio Poland 1 & 2
 TP Junior Giscombe- Step Off
 Cherille- Affair
 David Cassidy- Lynn' To
 LP Megadeth
 Slayer

SERGE VAN GISTEREN B
Radio Antigon
 TP Kid Sister- Heaven
 AC/DC- Thunderstruck
 Something Happens- Parachute
 LP INXS
 London Beat

JAAP DE GROOT NL
NCRV
 TP Righteous Bros- Unchained
 Rob Janzen- Hoe Is Het
 Lois Lane- This Must Be Love
 LP Carly Simon
 Tom Las

RUNE HAGEN S
Sudentradion Tomso
 TP Ride- Fall
 Soap Dragons- Mother Universe
 P.L.L.- Don't Ask Me
 LP Steinar Albrigtsen
 Backstreet Girls

PETER HALD DK
Radio Sydskysten
 TP Leo Sayer- Rely On Me
 John Vanderslice- I Need Rhythm
 Whitney Houston- I'm Your Baby
 LP London Beat
 Per Frost

KENT HANSEN DK
Radio ABC
 TP Righteous Bros- Unchained
 Wilson Phillips- Impulsive
 Cliff Richard- From A Distance
 LP John Farnham
 Hanne Boel

EGIL HOUELAND UK
Radio 102
 TP Aztec Camera- Good Morning
 Prefab Sprout- We Let The
 Vaughan Brothers- Tick Tock
 LP A-Ha
 Paul Simon

KENNI JAMES UK
Red Rose Radio
 TP Position- Something To Believe
 Adams Azzam- Rhythm Of Life
 JJ- Don't Let Her Slide Away
 LP Pet Shop Boys
 A-Ha

HAAKAN JANSSON I
Hit FM
 TP Magoria- Cosmic trigger
 Lili & Sussie- boyfriend
 Admirors- Out On A Limb
 LP Lili & Sussie
 Visitors

MICKE PL
Radio P4/AF
 TP Imner Circle- Bad Boys
 Ten City- Whatever Makes You
 James Share
 LP Robert Owens
 Tongue 'n Cheek

NAUGI F
RTL
 TP Rose Anna- Eyes Of A Woman
 London Beat- I've Been
 Harriet- Woman To Man
 LP Charlatans
 Soap Dragons

MAREK NIEDZWIECKI PL
Polskie Radio 3
 TP Whitney Houston- I'm Your Baby
 Steve Wonder- Keep Our Love
 Mania Carey- I Don't Wanna Cry
 LP Beverly Craven
 Coccau Twins

KARL OEHLANDER S
Radio Ryd
 TP Stress- Beautiful People
 Vivi Cardinal- Don't Kiss Me
 Anna Mwalu- Get Free
 LP Tomas Ledin
 H.A. Oates

KALLE OLBODY F
Rikerdation F3
 TP Rodrigo Gils- Hammer And A
 K.T. Oslin- Come Next Monday
 Charlie Peacock- Big Man's
 LP King Swamp
 Tomas Ledin

TAPANI RIPATTI SF
YLE
 TP Ragga Twins- Ragga Trip
 Ninja Tune- Dig It Up
 Young Discs- Got Yourself
 LP Stereo MC's
 Shabba Ranks

LOU ROWLAND NL
CFN
 TP Dave Stewart- Love shines
 John Vanderslice- The Time Of Day
 Carly Simon- Better Not Tell
 LP Marshall Tucker Band
 ZZ Top

MARTIN SCHWELB D
Radio Schleswig-Holstein
 TP Deep Purple- King Of Dreams
 Enigma- Sadness Part 1
 Monie Love- It's A Shame
 LP Deep Purple
 BAP

TIM SMITH UK
Metro FM
 TP Righteous Bros- Unchained
 Ashley & Jackson- Solid Gold
 Temza- My Brother- Tick Tock
 LP Pet Shop Boys
 Red Hot & Blue

FRANK STANGLÉ D
Radio Xanadu
 TP Styx- Love Is The Ritual
 Vaughan Brothers- Tick Tock
 LP Jimmy Ryser-Rain Came
 Tom Teefhan
 ZZ Top

META DE VRIES NL
AVRO
 TP Dave Stewart- Love Shines
 Ann Peebles-Otis Clay- Peace
 Carly Simon- Better Not Tell
 LP John Lee Hooker/Miles Davis
 James Taylor- Quartet

LOTJE IJZERMANS NL
VPRO
 TP Trockner- Keck: Met Hart En
 Carter The U.S.M.- Anytime
 The Wedding Present- Corduroy
 LP Stereo MC's
 Fuel

F
 Tips & Trends reflects the musical preference of European radio DJs. The records listed are new releases, considered to have hit potential, and are given airplay in the week before publication. DJs can then opt to repeat their favourite. Music & Media 31-20-6691961.

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Rabbies- Giving You The
Nelson- Love And Affection
LP Westenhagen
INXS

MATHS BROBORG S
Rikerdag F3
TP Rabbies- Giving You The
John Farnham- Chain Reaction
Wendy & Lisa- Rainbow Lake
LP E.A. Veruschierung
Freda

MICK BROWN UK
Capital Radio
TP Kim Appleby- Don't Worry
Aswad- Smile
Dimples D- Sucker DJ
LP Led Zepplin
Red Hot & Blue

ALISON CRAIG UK
Radio Forth
TP Horse- Careful
Del Amico- Spit In The Rain
Lloyd Cole- Downtown
LP Morrissey
Red Hot & Blue

CARLO DEBLASI I
Radio Stereo 103
TP MC Hammer- Pray
Whitney Houston- I'm Your Baby
U2- Night And Day
LP Red Hot & Blue
Mina

BOGDAN FABIANSKI PL
Radio Poland 1 & 2
TP Junior Giscombe- Step Off
Cherille- Affair
David Cassidy- Lyin' To
LP Megadeth
Slayer

SERGE VAN GISTEREN B
Radio Antigon
TP Kiki Sali- Eyes Of A Woman
AC/DC- Thunderstruck
Something Heavens- Parachute
LP INXS
London Beat

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Backstreet Girls

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Radio Sydvesten
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Salati- I Need Rhythm
Whitney Houston- I'm Your Baby
LP London Beat
Per Frost

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Radio ABC
TP Righteous Bros- Unchained
Wilson Phillips- Impulsive
Cliff Richard- From A Distance
LP John Farnham
Hanne Boel

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Radio 102
TP Aztec Camera- Good Morning
Prefab Sprout- We Let The
Vaughan Brothers- Tick Tock
LP A-Ha
Paul Simon

KENNI JAMES UK
Red Rose Radio
TP Posson- Something To Believe
Oleta Adams- Rhythm Of Life
JJ- Don't Let Her Slide Away
LP Pet Shop Boys
A-Ha

HAAKAN JANSSON I
Hit FM
TP Hagoria- Cosmic trigger
Lil & Susie- Boyfried
Admirers- Out On A Limb
LP A-Ha
Visitors

MICKE S
Radio P4/AF
TP Inner Circle- Bad Boys
Ten City- Whatever Makes You
Jamaica- Share
LP Robert Owens
Tongue 'n Cheek

NAGUI F
TP Rosie And- Eyes Of A Woman
London Beat- I've Been Kickin'
Harrier- Woman To Man
LP Charlatans
Soup Dragons

TP Ride- Fall
Ninjanin- Dig It Up
Young Disciples- Get Yourself
LP Stereo MC's
Backstreet Ranks

LOU ROWLAND NL
CFN
TP Dave Stewart- Love shines
Gino Vanelli- The Time Of Day
Curly Simon- Better Not Tell
LP Marshall Tucker Band
ZZ Top

MARTIN SCHWELB D
Radio Schleswig-Holstein
TP Deep Purple- Kiss Of Dreams
Enigma- Sadness Part 1
Monie Love- It's A Shame
LP Deep Purple
BAP

NIM SMITH UK
Metro FM
TP Righteous Bros- Unchained
Ashley & Jackson- Solid Gold
Tenna- Marie- Since Day One
LP Pet Shop Boys
Red Hot & Blue

FRANK STENGL D
Radio Xanadu
TP Styx- Love Is The Ritual
Oleta Adams- Rhythm Of Life
JJ- Don't Let Her Slide Away
LP Pet Shop Boys
ZZ Top

META DE VRIES NL
AVRO
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Ann Peebles/Ots Clay- Peace
Curly Simon- Better Not Tell
LP John Lee Hooker/Miles Davis
James Taylor- Quartet

LOTJE IJZERMANS NL
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Carter The US M- Anytime
The Wedding Present- Corduroy
LP Stereo MC's
Fuel

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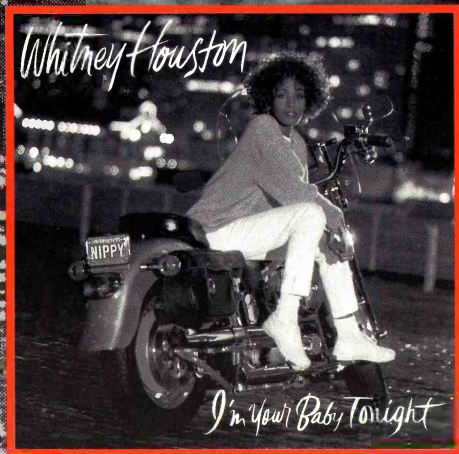
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