

# MUSIC & MEDIA

**M&M Spotlight's Howard Jones' "What Is Love."**  
**Also, The Latest On DAB Developments.**  
 See Pages 9 & 10.

Europe's Music Radio Newsweekly . Volume 9 . Issue 16 . April 18, 1992 . £ 3, US\$ 5, ECU 4



**HERE'S TO...WELL...THE AIR!** — Dutch private commercial cable radio execs gather together to toast a historic first—the granting of interim terrestrial frequencies to commercial operators. Previously, Holland's terrestrial airwaves had been reserved for public broadcasters. Pictured (l-r) are: NOZEMA (owner/operator of all broadcasting transmitters in Holland) director Ruud Vader, Radio 10 Group MD Jeroen Soer, Sky Radio operations manager Ton Lathouwer, RTL-4 Radio parent CLT spokesperson Henri Roemer and RTL-4 Radio PD Ruud Hendriks.

## KEY TERRITORIES OUTLINED

# UK Plans Five Regional Specialist-Format Licences

by Mike McGeever

The UK Radio Authority is examining plans to advertise regional specialist-format commercial radio licences in several major metropolitan areas as early as this autumn.

The proposed regional signals include Central Scotland, North-east England, and the "Severn Estuary" (South Wales, Bristol); the North-West and West Midlands are also likely service areas.

The tentative plan, firmly supported by the Authority, was outlined in a letter to Association of Independent Radio Companies (AIRC) chairman Stewart Francis and other key industry executives by Radio Authority CEO Peter Baldwin. (Baldwin was unavailable for comment at press time.)

The plan is seen as the next

logical step in developing independent local radio (ILR) and rules out awarding licences similar to current services, excluding independent national licences.

According to Baldwin's letter, broadcasters could not hold both a regional ILR licence and a local franchise "on the same waveband for an area which substantially

(continues on page 18)

## IMR Readies Classic Rock For INR2

**Independent Music Radio (IMR)**, the winner of the UK's independent national AM radio franchise (INR2) (M&M, April 11), plans to introduce a format closely resembling classic rock sometime "within a year." IMR, a 50/50 joint venture between Virgin Communications Group of Companies (VCGC) and TV-AM, won the licence with a bid of £1.88 million (app. US\$3.29 million) after the Radio Authority deemed **Independent National Broadcasting Co.'s** £4.01 million tender unsustainable.

Overseeing operations for now is TV-AM assistant MD **Paul Vickers**, reporting to TV-AM/IMR chairman **Bruce Gyn-gell**. The name of the station and key staff appointments are expected by the end of May. The studio

(continues on page 18)

# PolyGram To Press Final Vinyl

by Machgiel Bakker

It's the end of a long-playing era. With vinyl albums showing continued downfall, **PolyGram** has decided to shutter its vinyl pressing plant in Baarn, Holland, on December 1.

The 90-employee factory produced 11 million vinyl records in 1991, but PolyGram witnessed its estimated output falling to less than six million this year, making closure inevitable.

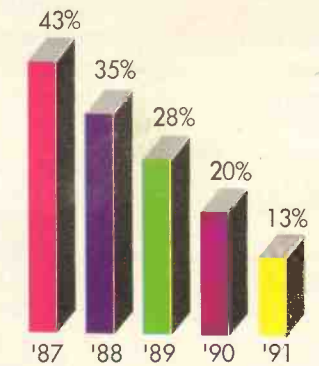
The latest sales figures paint a gloomy picture for vinyl's future. PolyGram calculates that 1991 45/LP unit sales in Europe plunged to the 100-million mark, a dramatic fall from the 200 million sold in 1989. This latest figure repre-

sents only 13% of the total European album-unit market.

**PolyGram Record Service**  
 Holland MD **Rien van**

## Vinyl Album Decline

(share of total European album unit sales)



(continues on page 18)

# Rebulla Takes Over At Deutsche Grammophon

by David Stansfield

Former **PolyGram Italy** president **Gianfranco Rebulla** has been appointed president of German PolyGram classical company **Deutsche Grammophon Gesellschaft (DGG)**. Beginning October 1, he will take over from current president **Andreas Holschneider**, who is retiring at the end of the year.

Rebulla, who has headed the Italian operation since 1985, has enjoyed a diverse international career at PolyGram, working in product management at Deutsche Grammophon and, prior to that, as president of **PolyGram Classics** in New York.

Says Rebulla, "While I will be sad to leave all of my friends and colleagues in Italy, I feel very honoured to be entrusted with the leadership of the best classical label in the world."

Holschneider, who has been

with Deutsche Grammophon for 22 years, has been president since 1986. He was recently awarded the German Cross of the Order of Merit in recognition of his outstanding contribution to culture and the record industry.

PolyGram executive VP with

(continues on page 18)

## No. 1 in EUROPE

**European Hit Radio**  
**BRUCE SPRINGSTEEN**  
*Human Touch*  
 (Columbia)

**Coca-Cola Eurochart**  
**MR. BIG**  
*To Be With You*  
 (Atlantic)

**European Top 100 Albums**  
**BRUCE SPRINGSTEEN**  
*Human Touch*  
 (Columbia)

REMIX

U96

OASIS

BOOT

MAXI CD-MAXI

▶ NO. 1

- GERMANY (11 WEEKS!)

- AUSTRIA

- SWITZERLAND

▶ TOP TEN

- SWEDEN

- NORWAY

- FINLAND

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TO "CALIFORNIA DREAMIN'."  
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- *Formats*
- *Song Titles*
- *Instruments*
- *Album Titles*
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# Baldwin Defends Authority's 'Checks & Balances' Policies

by Mike McGeever

UK Radio Authority chief executive **Peter Baldwin** stands by the Authority's decision to award a national franchise once again to the second-highest bidder, denying accusations that it is a blow to the industry's credibility or an embarrassment to the Authority. He cites it as an example of an important system of checks and balances.



Peter Baldwin

Baldwin acknowledges, however, that the Authority is somewhat handcuffed by the 1990 Broadcasting Act, which requires that the regulatory body predict the viability of a station over a period of eight years, forcing it into a role of crystal ball-gazing.

The Authority recently rejected highest bidder INBC's offer

of £4.01 million (app. US\$6.7 million) as unsustainable, granting the licence to runner-up **IMR** (£1.88 million bid), a 50/50 venture between **Virgin Communications Ltd.** and **TV-am** (M&M, April 11). Baldwin says, "This is not an attack on commercial radio. On the contrary, the industry will benefit from this close scrutiny of applicants' business plans. It would have been a severe blow if an unsustainable service had been allowed to go on the air simply because it was the highest bidder, and then failed halfway through its eight-year licence."

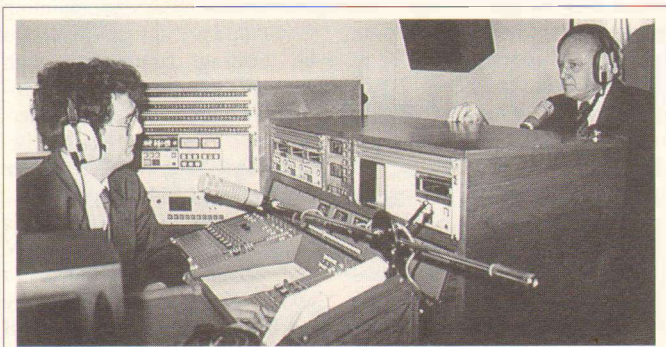
Baldwin points out there is a major difference between this situation and what happened with **INR1**. In the latter case, the first national FM commercial licence was lost by **First National Radio-The Showtime Station** when it couldn't raise the capital needed to finance its £1.75 million bid. The licence was granted to the second-highest bidder **Classic FM**, which has raised the cash for its £670,000 bid and has completed

test transmissions.

But things never got that far with **INBC**. Baldwin explains, "This is the system working. The government instituted a system which left the bidder free to bid up to any sum. The regulator has to assess that bid."

Baldwin says that some people—especially in the media—forget that the Authority is bound by the Broadcasting Act to put the legislation into practice, not to make up the rules. He suggests that Parliament alter the system to make life simpler for broadcasters, bidders and the Authority.

"If the government still wishes to derive this kind of money from the ownership of scarce resources, then I think it should reintroduce the old levy system," says Baldwin. "Thus, once a broadcaster reaches a certain profit threshold, an extra tier of tax would be triggered. That way 'excess profits' would be creamed off by the government. I think that is better than asking the Authority to look ahead for eight years."



**GOOD LORD! HE'S ON-AIR!** — Radio Authority chairman Lord Chalfont visited Essex Radio at the end of March. Pictured (l-r) are: Essex Radio head of news Tim Gillett and Lord Chalfont.

## In The Works: Leo Burnett Buys Radio Ad Software

The Radio Planning Works, a respondent-level based software involved in the planning of radio ad campaigns, has been installed at the London-based advertising agency **Leo Burnett**.

The system, already used by three of the four independent radio sales houses—**IRS**, **SIRS** and the **Radio Sales Company**—was devised by **Interactive Market Systems UK** (IMS) using data supplied and updated quarterly by **JICRAR**. It enables a client or advertiser to target any demographic audience and plan a schedule based on the product and the advertiser requirements.

The system is capable of selecting the best schedules, the most favourable stations to run

them on, the appropriate number of spots and even the best times to air them.

According to IMS CEO **Paul Baynton**, Leo Burnett is the first advertising agency to invest in a planning system for radio.

Says Leo Burnett group media director **Lynne Robinson**, "We have needed a sophisticated radio planning system for many years. With the rapid development of the industry, the IMS system gives us everything we need to know about radio literally at the push of a button." *MMc*

## Sir Richard Gets Life Term At Capital Radio

**Sir Richard Attenborough** has been made lifetime president of **Capital Radio**, following his retirement as chairman of the station. Sir Richard has headed up the flagship station of the **Independent Radio Network** since its launch in February of 1973.

Says Attenborough, who turns 70 this year, "It has long been my intention also to stand down as chairman of Capital at this point, in order to hand it over to someone younger. It is, of course, satisfying that I am able to do this just as Capital is established as having the highest listening figures of any station in London."

Capital head of press **Norman Duvall** describes the specially-created position as "advisory," saying, "He'll have an overview of his company and we can keep his contacts. We didn't want to lose him completely." Sir Richard will be succeeded as chairman by **Reed International** deputy chief executive and former **TV-am** chairman **Ian Irvine**, who rejoined the board of Capital Radio as director last September. *SL*

## Labels Join In Country Music Promotion

by Miranda Watson

Five major UK record companies are launching a new campaign under the banner of "New Stars In The Heartland" in efforts to establish country as a major music genre in the UK.

Following the success of the new wave of country stars in the US over the last few years, **WEA**, **Sony Music**, **MCA** and **BMG** have joined forces with **EMI** to increase the profile of UK country music.

The campaign was the brainchild of EMI strategic marketing director **David Hughes**, who hopes that the release of a compilation of hits from the new breed of country stars will widen their appeal also in Britain. The album, entitled **New Stars In The Heartland**, is being released by EMI on April 27 and will contain 20 of the biggest country hits over the past year in the US. It

includes tracks by **Garth Brooks**, **Clint Black**, **Reba McEntire**, **Vince Gill** and the **Judds**.

Hughes says, "This differs from the previous campaigns for country music in that it focusses on one album, rather than being spread over several titles. The idea stemmed from last year's **Country Music Association Awards**, which recognized so many memorable songs, most of which we were successful in securing. Response from the other majors involved has been tremendous, and I hope we will be rewarded by strong sales."

The release of the CD ties in with the screening of the "25th Country Music Association Awards" on **Channel 4** on May 4 at 19.00. It is the first time the awards have been screened on British TV at peak viewing time. Fifteen of the artists featured on the CD are either playing live, collecting or presenting awards on the show, and eight of the 11 live tracks on the show are on the album. EMI is planning national press advertising to draw reader attention to the CMA awards show.

CMA European director **Martin Satterthwaite** says he thinks that the new breed of country stars have a good chance of becoming successful in the

UK, but not in the rest of Europe. He adds, "This will only happen if the record labels invest in marketing and promoting key artists." Satterthwaite says that there will be a full-time country music cable TV channel in the UK by the end of the year, as well as an announcement about the first country music radio station in Europe, which he expects to be in the UK.

The compilation was put together by UK country music consultant **Richard Wootton**, who hopes that it will give UK radio programmers some new ideas. "Although country is booming in the US, with more stations than any other format, it's almost impossible to hear it in the UK outside of the specialist radio shows," he says.

During the first week of release, the compilation will be advertised in specialized country music press and on local radio in East Anglia. Hughes says he hopes the quality of the tracks will convince radio stations to give them airplay and stresses the importance of radio in the campaign. "Featuring the tracks off the album on daytime radio will play a vital role in maximizing the album's success," he adds.

Advertising campaigns have been run in national magazines

**Q** and **City Reply** and on **LBC** for the week beginning April 4. Meanwhile, **Virgin Megastores** will be featuring the album on its in-store listening posts, and **HMV** is planning a country music theme campaign based around the artists featured in the compilation.

EMI is also releasing new albums by **Tanya Tucker**, **Billy Dean** and **Suzy Bogguss**, as well as the second single **What She's Doing Now** from **Garth Brooks** on April 27 to capitalize on the publicity surrounding the country music campaign. MCA will be releasing new product from **George Strait** and **Vince Gill** on this date, when Warner-signed fiddle/mandolin virtuoso **Mark O'Connor** will make his UK concert debut.

## Essex Radio, Essex Furniture Team Up For Jambuster

**Essex Radio** and **Essex Furniture** have teamed up in a sponsorship deal that will aid motorists in the area. The furniture store has agreed to finance the traffic spotter plane "Jambuster," used by **Essex Radio** and **Breeze FM**.

Each weekday during morning and afternoon drive times, pilot/broadcaster **Mike Payne** will report on traffic conditions on Essex motorways. In its seventh year, Jambuster has been sponsored in the past by **Access**, **BAC**, **Ford Electronics** and **Network Southeast**. *MMc*

# PIAS Bows New Belgian Label

by Marc Maes

Belgium's leading independent record company **Play It Again Sam** (PIAS) has launched **POP Records** to cater to more "commercial" domestic talent.

Says PIAS label manager **Joe Robijns**, "PIAS as a company is in constant evolution, and the appointment of **Wally van Middendorp** as GM of the operations department is the next step." **PIAS Holland** MD Van Middendorp will also take on GM duties in Belgium, supervising label, sales and distribution in both territories. In Belgium, Robijns, **Eric Deleeuw** (sales) and **Frank Janssens** (distribution) will work under Van Middendorp. The launch of POP Records on March 30 was part of PIAS's policy for 1992, which is to focus on active A&R and the building of a strong catalogue, also with local talent.

## SilenZ Makes Noise With Hat Trick Promo CD

Dutch independent label **SilenZ**, part of the MMS group of companies, has withdrawn three planned singles and replaced them with one promo CD containing the three original titles. The generally reduced importance of singles, plus financial considerations, forced the Amsterdam-based company to take the step.

The three tracks on the promo CD are *When She Comes Back* by Texan singer/songwriter **Pat Mears**, *Leave Me In Tears* by **Paul K & The Weatherman** and **Golden/Carillo's Fire In New Town**. The sleeve print calls it a "three-different-singles-on-one-disc" (radio) promo item.

Says GM **Wim Reijnen**, "We have found that in the current situation you would do better to throw your money in the canal than invest in singles. They still have a great value as a lead to the album, especially in France. As soon as we get promising airplay reactions on one of the titles in any given territory, we'll release that specific title commercially." RT

Comments Robijns, "From all of the demos that we have received at PIAS over the last year, we have selected three new bands. Not the alternative product, but music for a broad young audience, suited to fit radio programmes on national nets **Radio 2**, **RTBF2** and **Radio Donna**." He adds that the existing **G-Rox-P** label was looking more towards garage and heavier types of music.

Both **Jan Hublau** [who joined PIAS from **CNR**] and sales manager **Eric Deleeuw** with his **Carrere** background will now be able to pool their knowledge of the market; they each have their contacts in the field," explains Robijns.

POP Records' first releases include material by the Danish act **Buttercookies**, **De Brees** and **Pop in Wonderland**, assisted by three of Belgium's top producers.



**GOLDEN MAMA** — BMG Ariola Belgium's *Mama's Jasje* receive two gold awards for sales of over 30.000 copies of their single "Zo Ver Weg" and more than 20.000 of their debut album "Paradijs op Aarde." Pictured (l-r, standing) are the Talent Factory's Herman, Steven and Raf de Braekeleer, Play That Beat's Marc, Ben and Theo Linder, BMG Ariola's Ronny Daschot, Play That Beat's Marc de Bouvier and Paul de Spiegheleere. Sitting (l-r) are BMG Ariola MD Derk Jolink and the Talent Factory's Peter and Jan Theys.

## NEWSMAKERS

### Friedrichs Joins EMI Belgium

Starting June 1, Danny Friedrichs will become international manager for Benelux repertoire, reporting to EMI Music Belgium MD Guy Brulez. Friedrichs, who was previously marketing manager at EMI Music Holland, will oversee the exploitation of EMI Benelux's roster of domestic talent, including **Soulsister**, **BB Queen**, **Clouseau**, **Jan Wayne** and **BB Jerome & The Bang Gang**. MM

### Deloore Moves to ADM, Goffin Stays To Consult

ARS manager of international affairs **Seppe Deloore** has replaced **Bernard Goffin** as director of **ADM** and **BMC Publishing** companies.

**Goffin** will stay on as a consultant with both companies, while setting up a music consultancy business himself. MM

## Warner Tops 1991 Dutch Chart Survey

**Warner Music** is the leading album and singles company in the 1991 chart shares survey compiled by Dutch organization **Stichting Nederlandse Top 40**.

On the album front, Warner leads with 13%, charting 44 albums in the Top 40. **Sony Music** is runner-up with 11.6%, representing 52 charted albums. TV merchandising company **Arcade** is a close third with 11.5%. **BMG Ariola** is next with 10.4%, followed by **Phonogram** (9.1%), **EMI** (9.0%) and **Polydor** (7.8%).

Warner's singles chart share is 12.28%, followed by **BMG Ariola** (11.88%), **Sony Music** (11.10%), **EMI** (10.42%) and **Arcade-owned Indisc** (9.15%).

**Stichting Nederlandse Top 40** also publishes the weekly "Tipparade." The number 1 on that list is called the "Alarm-schijf" (Powerplay), an honour in the Dutch record business as it gets automatic A-listing on pubcaster **Veronica**, with a guaranteed chart entry. Linked to record company performance, **BMG** scored best with 10 such powerplays, followed by **Sony** (seven), and **Virgin** and **Warner** (both six). MB

## ITALY

### Radio Italia S.M.I. Goes Satellite

In what it claims is a first for Italian private broadcasters, national Italian-music-only station **Radio Italia Solo Musica Italiana** has signed a contract for a channel on the **Telespazio**-owned **Eutelsat** satellite. It will start to downcast programmes before the end of this year.

The annual costs of the five-year contract amount to over **L839 million** (app. US \$676,000). Says station PR manager **Carlo Delor**, "We will have 20 two-metre satellite dishes covering the country which will guarantee perfect sound quality even in remote areas." **Radio Italia S.M.I.** has strong links with French station **L'Onde Latine**, which devotes 50% of its daily music content to programming from the Italian station. **Delor** believes the satellite initiative will boost reception on French soil. DS

# Rap, Ragamuffin Highlighted At First Major Domestic Music Festival

by David Stansfield

Italy's rap and ragamuffin attack took a step forward on March 28 when a sell-out audience of 5,600 attended the country's first major concert devoted to domestic talent.

Staged at the **Palasport Turin** and entitled "La Notte Dei Marziani Italiani" (The Night Of The Italian Martians), the concert featured acts and artists such as **Frankie HI-NRG MC** (**Irma Records**), **Aeroplanitaliani** (**Sugar/Phonogram**), **Nuova Briganti** (**Helter Skelter**), **La Razza Posse** (unsigned) and **Isola Posse** (**Century Vox**).

A crew from pubcaster **Stereo Rai's** dance/rock show "Planet Rock" was present to record the event. Two hours were broadcast live, with the remainder being aired on April 4. Programme presenter **Luca de Gennaro** says the show marked a significant point in the development of domestically

produced rap and ragamuffin. "It's almost like the old days of punk when all the record companies were searching for punk bands," he says. "The same thing has happened with Italian rap but, in the future, it is only quality that will count. Many rap acts are now delivering the same kinds of anti-government slogans. It is interesting to note that **Frankie HI-NRG** was the most successful artist of the night because he writes lyrics that are both different and clever."

Private stations, ranging from national networks **Rete 105** and **Radio DeeJay** to regional and local broadcasters **Radio Norba/Bari** and **Radio Centro Suono/Rome**, all give airtime to Italian rap and ragamuffin, but **De Gennaro** says his "Planet Rock" programme was the first to take it seriously. "We play demo tapes sent in by acts and artists," he says. "Labels listen to my programmes and then get in touch with the

groups, many of which are now making records. **Isola Posse**, **Sud Sound System** and **Il Generale**

have also presented live shows in the studio similar to the **John Peel** sessions on **BBC Radio 1**."

## No Laughing Matter; RDS Adds Comedy

Make 'em laugh, make 'em smile. But only with short, sharp bites. That's the thinking behind a new project currently being finalized by private national EHR station **Radio Dimensione Suono** (RDS) and a number of comedians in preparation for a series of scheduled two-minute slots to be broadcast each hour from 12.00-23.00.

Comments RDS PD **Bruno Ployer**, "Music-only stations are currently enjoying a moment of glory, but I don't believe that format is the only

way to achieve success. There is still a public which likes to listen to clever and funny words."

National networks such as **Rete 105**, **Radio Monte Carlo** and **101 International** opt for morning comedy slots. However, **Ployer** adds, "We are aiming at a younger audience. We focus on regular news slots, plus weather and traffic information. It is all produced with a delicate touch. We don't set out to make people laugh all the time, even though some stations aspire to that." DS



**DIE WILDECKER HERZBUBEN AND FANS** — At Radio Arabella's Schlager-Olympiade in Munich last month, schlager stars Die Wildecker Herzububen were in big demand from their many fans. Over 10,000 people attended the schlager extravaganza which went on for nine hours. Pictured (l-r) are the schlager duo and autograph hunters.

## Virgin Revamps Schlager Star Nikki's Image; More Adult Look

Schlager star **Nikki** has undergone a new change of image which **Virgin** hopes will bring her out from the confines of the teen market and give her a more adult appeal.

The 25-year-old's transformation first started when she stopped singing in her native Bavarian slang, making her music more accessible to Germans from other provinces. Now, after nine years, Virgin is aiming Nikki at an older market with a more accessible sound and a classier image.

Promotion director **Dirk Hohmeyer** comments, "We felt that we were heading down a one-way street with Nikki and that it was time to move her out of the teen market to try something new. She has already had a long and successful career and, hopefully, this will enable her to gain even more fans."

Hohmeyer says all of Nikki's previous albums have gone either gold or platinum and that she has sold around one million units overall.

Nikki's latest single *Schall*



Nikki

Und *Rausch* is currently number 29 in the radio charts. The album *Grenzenlos* has just been released.

Schlager outlet **Radio Arabella** promotions/public relations director **Martin Schmitz** says he thinks his station's listeners will like her new image. "The lyrics are the most obvious change; they are definitely more adult-oriented," he says. Nikki appeared at Arabella's schlager festival last month and was a hit with the spectators, playing over an hour of encores, he adds.

**AlsterRadio's MD Ulrich Bunsmann** is not so sure, saying, "Nikki has a very young appeal and I think that her new change of image is perhaps a bit too sedate and could be a bit more lively."

She will be performing live shows on radio stations across Germany, including **Radio Arabella**/Munich and public net **Bayern 3**. *MW*



**DAS BOOT** — Alex Christensen, a.k.a. U96, and the Matiz team were awarded gold records by Polydor for sales of 250,000 copies of "Das Boot." Pictured are: back row (l-r) Hayo Panarinfo (Matiz Production Team), PolyGram Germany president Wolf D. Gramatke, Polydor MD Gotz Kiso, head of Progressive label Tim Renner; front row (l-r): Bavaria Sonor MD Rolf Moser, Klaus Doldinger, Ingo Hauz, Alex Christensen, Warner Chappell composer Andrea Grund and Helmut Hoinkis.

# Scherer Takes PD Reins At RSH, Targets Younger Demo

by Miranda Watson

MOR/gold state-wide private **Radio Schleswig Holstein** (RSH)'s new PD **Hans Scherer** plans to target a younger audience and include more lifestyle programming now that he is in the driver's seat.

Scherer, who replaces **Hermann Stümpert** (see page 3, this issue), says he will continue to programme a wide mix of gold, MOR and EHR for the station's 15-45 age demo. "We will try to offer more for our younger listeners because I don't think they've been catered to enough in the past," the new PD says. "We will also work on gaining older listeners. We aren't trying to offer format radio, but a palate of different radio styles. I think this approach, along with more lifestyle themes and some new events in our programme, will make us more competitive."

Scherer admits that the station has been a little complacent in the past. "Now it's time for us to recognize that there is growing competition out there which we have to be ready for," he says. "My goal now is to concentrate on areas where we might gain more listeners." Besides 300,000 listeners in Schleswig-Holstein, RSH also has 50,000 in Mecklenburg-Vorpommern and 30,000 in Denmark.

Scherer says he will conduct more music research and knock unfamiliar titles off the playlist to improve recognition and familiarity. In thinking of new ideas for



Hans Scherer

RSH, he reports he will examine why listeners switch on the radio and what makes them switch it off. RSH has found that listeners mostly switch off during adverts or when a programme gets too wordy, and Scherer thinks the answer is for the station to have more lifestyle programming, covering the sorts of issues that people on the street might discuss. Scherer says he will also recruit some new DJs to sharpen up the station's image.

Despite his proposed changes, Scherer stresses the importance of having the station's founder, Stümpert, as a consultant. "He's been with the station since the beginning, so it's obviously very valuable to have his advice," he says. "He will be mostly advising us about where we stand in relation to our competitors and giving us a monthly analysis of our station."

## FRANCE

# Baudecroux Cites Gulf War, CSA For 24% Profit Drop

by David Roe

**NRJ** president **Jean-Paul Baudecroux** is blaming the EHR FM net's drop in 1991 sales and net income on the Gulf War and the loss of frequencies in the country.

NRJ's turnover fell by 3% from Ffr314 million (app. US\$56 million) to Ffr303 million in 1991, while profits fell 24% from Ffr97 million to Ffr74 million.

"The result of the toughening-up of the CSA's attitude towards us," says **Jean-Paul Baudecroux**, "is that we have lost 20 big towns over the last 18 months, which represents an audience pool of 1.2 million listeners. In compensation, we have been given 30 small towns with a possible audience of 450,000. Consequently, we have had to spend more for a potentially smaller audience. We have already warned the CSA of the economic consequences of such

actions, one being that we have been obliged to make staff cuts at local stations. It is hard to understand the CSA's attitude, given that NRJ was the leading FM station in these areas. It has given preference to local stations that effectively only exist on paper and which, within months of launching, are obliged to declare themselves bankrupt."

Despite this, however, Baudecroux was optimistic about the development of the network in general. "In terms of audience," says Baudecroux, "**Cherie FM** has made the biggest advances of all the FM stations in the Ile-de-France, increasing its audience ratings by 40% and allowing us to launch Cherie as a national commercial network last autumn. The Ile-de-France will be the acid test and, at the end of the next trading year, we expect to see an improvement in Cherie's financial position."

Baudecroux says the company is interested in expanding into northern markets. "We are seizing opportunities wherever we can," he says, "but we are particularly interested in northern markets that have the benefit of strong currencies. We are in a strong enough position to take up anything in Sweden or Norway. But,

for the moment, the most important areas are Germany and England. The classic example is Berlin. We are still waiting for the surveys to come out to see what our ratings are like. Commercially, we have broken even only six months after the launch."

## Survey Finds Teenagers High on NRJ

**NRJ** is the most listened-to radio station among 15-20-year-old audiences, according to a survey conducted by the **Institute CSA** and published in the high school magazine *Phosphore*.

The results were as follows: **NRJ—44%**; **Skyrock—35%**; **Fun—29%**; **Europe 2—13%**; **France Info—12%**; **Europe 1—10%**; **RTL—9%** and **Nostalgie—7%**.

According to the figures, 86% of teenagers in this age group listen to one or more FM stations every day. The survey was conducted throughout France between January 30 and February 3, 1992, and was based on interviews with 802 students. *DR*

## No Shame For H&M, Izabella TV Ads

by Miranda Watson

Virgin Records Sweden has high hopes for **Izabella**, the 21-year-old Swedish fashion model/pop singer who currently is featured in department store **Hennes & Mauritz's** advertisements.

The new H&M ad is shot in black and white and features Izabella singing a cover-version of the 1975 hit by **Shirley & Company** *Shame, Shame, Shame*. The ad is being shown on national TV and in cinemas across Europe. H&M stores in eight countries will be displaying in-store merchandising material showing Izabella in a clip from the advert. An H&M street poster campaign featuring Izabella is also running throughout Europe.

The single reached number 3 in the Swedish singles chart in February and number 29 in Denmark. Featured on **MTV Europe's** break-out rotation, it was scheduled to be released in the UK, Holland, France, Germany and Spain in early April. Izabella's last album *Iza* spawned two top ten hits in Sweden.

## (Another) Radio Rox Hits Airwaves

by Kai Roger Ottesen

A new Norwegian EHR station **Radio Rox/Øvre Romerike** started broadcasting on March 9 on 101.6 FM following a year of planning. The station has a potential reach of 200,000, and will split its format during the day. PD **Hilde Furuseth** will format a light AC/EHR mix with a special morning programme targeting Romerike-to-Oslo commuters between 6.00-9.00.

A gold music programme between 12.00-13.00 will include bands such as the popular Swedish dance group **Vikingarna**, while special weekly evening programmes will focus on genres such as rock, AOR and dance.

Says Radio Rox GM **Tone**

**Granaas**, "We will not be as cosy as **Radio Limelight** nor as hip and cool as **Radio 1/Oslo**." Radio Rox hasn't developed a fully systematized playlist or rotation, but the basic format is clear, says Granaas. "You won't hear techno and hard rock at 20.00 on our station."

The station is actively promoting itself to record companies. He says, "We're going to be so persistent that the labels will have to put us on their A-lists." The station is being financed by sales and marketing company **Blomberg AS**.

Radio Rox is officially run by the **Foreningen for Nærradiofremdrift På Øvre Romerike** (Association For Local Radio Progress At Øvre Romerike).



**STIGERS DOES OSLO** — Prior to a recent Curtis Stigers performance in Oslo, Radio 1/Oslo gave away 100 tickets to the event, 50 CDs and a CD player. Pictured (l-r) are: BMG promotion assistant Sidsel Madshus, BMG head of promotion Irene Heiersjø, Stigers and Radio 1 head of music Bjørn Faarland.



**PAUL GOES PLATINUM** — Paul Young was presented with a platinum disc (100,000 units) on his recent visit to Sony Sweden in Stockholm for sales of his album "From Time To Time." The album has sold almost 140,000 units so far. Pictured (l-r) are: product manager Hans Skoglund, Young and marketing director Hakan Krantz.

## NEWS IN BRIEF

### Radio Oslo Joins Eurodisney For Launch

Radio Oslo was scheduled to take a spring weekend outside Paris to cover the opening of Europe's amusement park **Eurodisney** on April 10.

An agreement between Eurodisney and **Radio Oslo PD Allison Chase** covers live broadcasts between April 13-15 from 15.00-18.00, featuring music and interviews. Costs have been sponsored by Eurodisney. Financial details have not been disclosed, but transmission costs are estimated to total Nkr33,000 (app. US\$5,000).

According to a Radio Oslo spokesperson, one of the ideas behind the deal was that the station and Eurodisney share the same target audience of 12-25-year-olds. **KRO**

### Merethe Ready With Euro-Song

Singer **Merethe Trøan** is ready for the international Eurovision Song Contest in Malmö, Sweden, on May 9, after winning the Norwegian Song Contest with *Visjoner* (Visions) in Oslo on March 21. **KRO**

### Bruusgaard New MD At NNF

Local radio association **NNF** has appointed **Tom Bruusgaard** as its new MD.

Bruusgaard has previously worked with the association of advertising agencies **Reklamebyråforeningen**, and has had several positions in administration in Norwegian trade and industry.

Comments Bruusgaard, "My priorities are to organize and strengthen NNF and possibly to make national campaigns about listening to radio." **KRO**

## SPAIN

## ONCE Blasts Onda Cero's Expulsion From AERP

by Anna Marie de la Fuente

Charity foundation **ONCE** director general **Miguel Duran** has attacked the decision by the country's private broadcasting association **AERP** to bar **Onda Cero** from its ranks (**M&M**, March 2). Onda Cero was expelled in mid-March on the grounds that capital for the ONCE-owned network originated from a monopoly of lottery ticket sales to the public, and that Onda Cero could not, therefore, be classed as a private net.

Duran maintains that the accusation is unfair, claiming that

those networks most opposed to Onda Cero's membership also have a considerable number of links with the government. He points out that 25% of **SER's** capital is state-funded, adding that private net **Antena 3's** shareholders include firms and organizations controlled by the government.

**AERP** president **Javier Gimeno**, also

**Antena 3** associate director general, contests Duran's charges against **Antena 3**, calling them "completely unfounded." In addition, while not denying the gov-

ernment's stake in **SER**, he insists that this does not mean that **SER** is state-controlled. Private media company **PRISA** has a majority stake in the broadcaster.

"The comparison is invalid," Gimeno says. "ONCE controls 100% of Onda Cero and certainly not for charitable or social aims, which should be its first priority."



Miguel Duran

### Onega Is New Onda Cero DG

**Fernando Onega** has been appointed the new director general of **Onda Cero**. He replaces **Tomas Martin Blanco**, who is moving up to join the board of directors of **Uniprex**, the media arm of Onda Cero owner and charity foundation **ONCE**.

**AMdLF**

## Trubea Movie Boosts Ketama

**PolyGram**-signed flamenco-pop band **Ketama's** wide-reaching ambitions will no doubt be given a boost this April with the US screening of Spanish director **Fernando Trubea's** romantic comedy "Amo Tu Cama Rica," which features one of group's latest singles *Tu Volveras* as the theme song.

Their latest album *Pa Gente Con Alma* (For People With Soul) debuted last February at a party attended by internationally renowned Spanish film director **Pedro Almodovar**. Since then it has been given extensive airplay on **Radio España**, **SER's** all-Spanish music station **Cadena Dial**, and most AM stations. It was voted album of the week on public EHR station **RNE 3** soon after its release.

*Pa Gente Con Alma* has also been selected as a Fifth Centenary album by centenary celebration organizers, and will be presented at Expo '92 in Seville, along with the latest work of **PolyGram's** top flamenco guitarist **Paco de Lucia**.

*Pa Gente Con Alma* has been released in Japan, where the band has acquired a following after its one-month tour some 18 months ago. Meanwhile in Europe, France has shown great interest in **Ketama's** last album. A promo tour of South America is slated for autumn, possibly to be preceded by a promo tour in Germany, Switzerland and Belgium in the summer. **AMdLF**

SINGLES

**ALEANDRO BALDI & FRANCESCA ALOTTA**  
Non Amarmi - Dischi Ricordi **AC/EHR**

PRODUCER: Giancarlo Bigazzi  
With this fervent ballad, the blind man and the bella donna won first prize in the newcomers category at the San Remo song festival. Says **RTL 102.5-Hit Radio/Bergamo** head of music **Luca Viscardi**, "It's an automatic. After the festival, we received so many requests from our listeners that we were almost obliged to play the song."

**FRANK BOEIJEN**  
Cold In My Heart - Ariola **EHR/AC**

PRODUCER: Frank Boeijen/Joey Balin  
This is a first attempt in the English language by the popular Dutch singer. His warm sandpaper voice nicely matches the drums and the twangy guitar, coming close to the sounds of Chris Isaak.

**CHRIS DE BURGH**  
Separate Tables - A&M **AC/EHR**

PRODUCER: Rupert Hine  
The Irish balladeer has been away for a while, but that doesn't mean he's lost his knack for writing dramatic songs that head straight for the heart of the common man. This song precludes the forthcoming album *Power Of Ten*. It fits the playlist of an AC station like **Radio Hundert 6/Berlin** perfectly. Comments programmer **Petra Stueber**, "We play this mellow song more often during the evening and night hours than on daytime radio."

**NICK CAVE & THE BAD SEEDS**



*Straight To You/Jack The Ripper* - Mute **A**  
PRODUCER: David Briggs/Mick Harvey/Nick Cave  
There are two sides to a coin. This double A-sided single shows our Australian cave man as a crooner on *Straight To You* and as a killer on the mean stomper *Jack The Ripper*, with his band providing backing vocals like a bunch of mutineering sailors. **Studio Brussel** head of music **Marc Coenen** sees no problems in programming this kind of alternative rock. "We have a pretty broad range of programming. We play the ballad in the daytime slot, while we reserve the other track for the evening hours."

**DANNY H**  
Harley - Warner Brothers **EHR/AC**

PRODUCER: Brian Foraker/Daniel Gordon  
**CFNB/Brunssum** head of music **Lou Rowland** thinks this is a nice piece of MOR pop. "It's the first time we have heard from this act, so we thought it deserved a chance on our playlist."

**INNER CITY**  
Hallelujah '92 - Ten **D/EHR**

PRODUCER: Kevin "Master Reese" Saunderson  
In a somewhat spaced-out remix, the pop dance tune finally gets its well-deserved recognition on radio, especially in the UK.

**NATURAL LIFE**  
Natural Life - Hollywood **A/EHR**

PRODUCER: Adam Fuest  
This is the strongest contender for alternative rock's gold medal in this Olympic year. The follow-up of *Strange World* is far more powerful stuff. Says **Radió 4U/Berlin** programme director **Bernd Albrecht**, "There are two different versions of the song, and we leave the choice to our DJs. The dance version is played in the afternoon slot. With alternative takes, a title isn't burned out that quickly."

**PEARL JAM**  
Even Flow - Epic **R/EHR**

PRODUCER: Pearl Jam/Rick Parashar  
State of the art Seattle rockers follow up their surprise hit *Alive* with a guitar-dominated mid-tempo rocker. Singer **Eddie Vedder** has the gift of making you join in on the refrain.

**RIDE**  
Leave Them All Behind - Creation **A/EHR**

PRODUCER: Alan Moulder/Ride  
With acts like Teenage Fanclub and Primal Scream, the Creation label is one of the market leaders in the UK independent field. The guitar-driven pop of Ride is another golden apple that has fallen from the tree.

**SOPHIA**  
Running So Hard - Alabianca **D/EHR**

PRODUCER: Team 3  
Rock solid Italo house with soulful vocals on top. A male harmony group paves the way for Sophia's vocal trip.

**ZHYPE**  
Used To Be Your Lover - Bite/CNR **D/EHR**

PRODUCER: Quincy Lizer/Fabian Lenssen  
Is there swing beat behind the dykes? Yes sir! Zhyype is Holland's premier "swing beatle" with a vibe as strong as R. Kelly.

ALBUMS

**THE BEAUTIFUL SOUTH**  
0898 Beautiful South - Gol Discs **EHR/AC**

PRODUCER: Jon Kelly  
The ultimate singles band doesn't lose its edge on this album. The first two singles, *Old Red Eyes Is Back* and *We Are Together*, are accompanied by ten more pop tunes. Don't regard them as the witty, superficial pop outfit they could easily be mistaken for from their hilarious videos. *36D* and *Here It Is Again* are more than just pretty songs; there's some real substance. *We'll Deal With You Later* is a political song that should open the eyes of a Europe which is uniting and disintegrating at the same time.

**DUNCAN DHU**  
Supernova - Epic **EHR**

PRODUCER: Duncan Dhu/Dave Anderson  
The title of the album aptly describes this duo's status in Spain. **Mikel Erentxun** and **Diego Vasallo** provide a set of soulful pop, punctuated with strong horn and string arrangements. The ballad *Rose* is nicely embedded in violins, making it a good option for EHR after Wet Wet Wet's *Good Night Girl*.

**M PEOPLE**  
Northern Soul - Deconstruction **D/EHR**

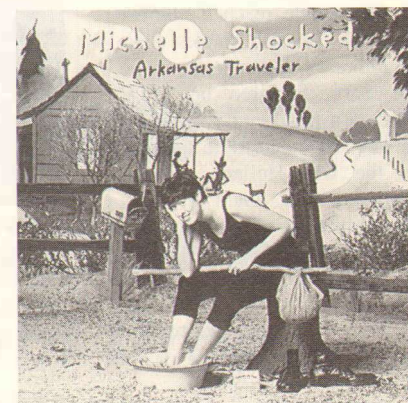
PRODUCER: M People/Paul Heard  
A lot of soul acts are classified under the "northern soul" banner, from Dexys Midnight Runners and the Kane Gang in the past to Lisa Stansfield in the present. M People mix the soulfulness of the latter with the great hooks of the Pet Shop Boys and New Order. The single *Colour My Life*, with **Heather Small's** uplifting vocals, is the best Philly soul pastiche in ages. *Platini* is an instrumental tribute to the French football superstar of the '80s.

**BRUCE SPRINGSTEEN**  
Human Touch/Lucky Town - Columbia **R/EHR/AC**

PRODUCER: Bruce Springsteen/Jon Landau/Chuck Plotkin/Roy Bittan  
*Human Touch* contains 14 tracks, recorded over a two-year period in L.A. Reminiscent musically and lyrically of both *Tunnel Of*

*Love* and *The River*, Springsteen's themes still deal with the common aspects of daily life. Not since *Born In The USA*, however, has he sounded so confident. Roy Bittan remains from the **E Street Band** (although old-time E Streeter **David Sancious** appears on two songs). **Jeff Pocaro** provides a respectful, steady Max Weinberg-like beat; horns are noticeably absent, except for a haunting muted trumpet by **Mark Isham**. Rockers such as *Human Touch* and *Real World* are balanced with ballads such as the chilling *Cross My Heart*. The album is rounded out with Springsteen's rendition of the children's song *Pony Boy*—with lovely backup vocals by **Patty Scialfa**—a tribute to his own family. The other album, *Lucky Town*, contains 10 tracks and was recorded in just six weeks. As always, the Boss demonstrates an ability to create lasting images—in the political song *Souls Of The Departed*, the romantic *Book Of Dreams* and *The Big Muddy*, with its Delta blues guitars. The album's theme is best expressed by *Better Days* and *Living Proof*. Vocally, they may bring *Nebraska* to mind; lyrically, they're accepting of the past and ready for the future.

**MICHELLE SHOCKED**



*Arkansas Traveler* - Mercury **R/EHR/AC**

PRODUCER: Michelle Shocked  
All aboard, because "Captain Swing" sets sail again. On the deck, we find the stellar crew, featuring **Pops Staples**, **Mitchell Froom**, **Jerry Scheff**, **Ajbert Lee**, **Levon Helm** and **Garth Hudson**, among others. Beautiful music and intelligent lyrics are becoming a rare combination these days, but you can find it all here with arrangements in a folksy and country mould. Follow the route of the *Arkansas Traveler* and discover the overwhelming beauty of *Secret To A Long Life*, *Shaking Hands (Soldier's Joy)*, *Strawberry Jam*, *Prodigal Daughter* and the current single *Come A Long Way*.

**TANITA TIKARAM**  
Eleven Kinds Of Loneliness - east west **AC/EHR**

PRODUCER: Tanita Tikaram  
Although it seems like yesterday (1988) when Tikaram made her surprising debut on the scene of singer/songwriters, she is already releasing her fourth album. This time she handled the entire artistic process, including production. The single *You Make The World Cry*, with its rumbling drums, shows her move into Walker Brothers territory. *Elephant* is a pseudo waltz, with **David Hayes'** upright bass imitating the trumpet sound of the largest animal around.

NEW TALENT

**ANOXIE**

*Get Crazy* - NGB (LP) (France)  
PRODUCER: Only Rock/Didier Bruel  
Harkening back to the glory days of "New Wave Of British Heavy Metal" in the early '80s (Iron Maiden and Def Leppard), this French band riffs its way through the '90s. The album opener *I Don't Mind* sets the pace for a robust set, only slowing down for the power ballad *Hold On*. Contact **Nathalie Noguera** at tel: (+33) 1.3021 9830; fax: 1.3902 3860.

**BURMA SHAVE**

*Burma Shave* - Top Hole (LP) (Holland)  
PRODUCER: Magic Stick  
Produced by **Urban Dance Squad** drummer **Michel Schoots**, alias "Magic Stick," this Hague-based quintet provides a similarly genuine dance/rock crossover. Contact **Bobbie Rossini** at tel: (+31) 35.211 255; fax: 35.212 666.

**BYRON**

*Byron* - FM Records (LP) (UK)  
PRODUCER: John Copek/Byron Du Plessis  
**Toto's** new singer also ventures out on his own with this surprising mini album. Not only does he stay loyal to his new employers with his remake of *Love Has The Power*, but he also remains true to his South African roots with the African anthemic *Sangoma*. Contact tel: (+44) 902.345 345; fax: 902.345 155.

**SECKOU & RAMATA**

*Seckou & Ramata* - Mandé (LP) (France)  
PRODUCER: Seckou & Ramata  
World music programmers who are into the Malian music of Salif Keita should check this one out. The enchanting tones of Seckou's kora maké an effective combination with his plaintive vocals, so typical for the story-telling griot music. Contact tel: (+33) 1.4223 7393; fax: 1.4221 1771.

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





## Howard Jones

After a three-year absence, Howard Jones is back with his long-awaited fifth album "In The Running," another set of well-crafted pop songs. To fulfil the demand in different territories, east west has decided to release two singles and schedule two different release dates for the album.

by Robert Tilli

In 1983, Howard Jones first struck it big with his second single *What Is Love*. Recalls

east west head of international Anne Marie Nicol, "He was catapulted from selling fruit and vegetables to becoming a worldwide star in only a matter of months."

On the artistic level, his new album *In The Running* marks a back-to-the-vegetable-selling-days attitude. Although synthesizers used to dominate his pop songs, Jones now gives the fruits of his mind a more mature sound, as grand piano and other "real" instruments enter the musical scenery. But that's not where the changes stop. In the past, Jones recorded his album as a recluse in splendid isolation, but for the bulk of his new songs he chose to record in the presence of his family in his home studio in Maidenhead, England. The rest of the **Ross Cullum**-produced and **Bob Clearmountain**-mixed album was recorded in the L.A.-based **A&M Studios**.

The result of all this work is almost a new musical direction, more in line with the blue-eyed soul of **Steve Winwood**. *Lift Me Up*, the first UK single—released on March 23—is a prime example of this. In France and Germany, another single *Two Souls* is out, featuring **Midge Ure** on backing vocals and **Little Feat** drummer **Ritchie Heyward**. The initial radio reaction and TV requests in those territories were so big that east west is releasing the album in the two countries almost a month before it will in the rest of the world (April 3 as opposed to April 27).

Nicol justifies this remarkable move. "You have to be flexible when you get the chance. We're putting aside the pan-European idea; every territory will always have its own character and personal taste." Nicol is not afraid of importing problems. "We don't think we'll have any problems. We're also not worried if a few go over the border.

It would be a problem with a major act like **Simply Red**, but not for a middle-range act such as Jones."

Jones is on a transcontinental tour that began April 8. He travels to North America first, with European dates scheduled for May. Says Jones' manager **David Stopps**, "The US is our best market by far. We've done very well with the second album [1985's *Dream Into Action*] which reached platinum. Live shows always took place in venues with a capacity of 10,000-15,000, which is much more than we were used to in Europe."

Even though Jones has musically come down to earth, all concerts of the current tour are staged in small venues only. Jones will not use a live band. All performances will be in an acoustic setting, with Jones behind the grand piano and only percussionist **Carol Steele** (of **Tears For Fears** and Steve Winwood-fame) sharing the stage with him. Explains Stopps, "The whole idea is to strip down the songs to their naked essence and exhibit the strength of the singer/songwriter. He will show his most vulnerable, intimate side; not many artists can do that. After a secret tryout gig in the **Orange** in Fulham, we have received very encouraging reactions." Of all the album tracks, the sparsely arranged ballad *Voices Are Back* gives the best idea of what is to be expected at such live performances. Adds Stopps, "We're intending to set up a band tour in big venues. The US leg will be first, most likely beginning in August."



APRIL 4 OSLO,  
APRIL 5 STOCKHOLM,  
APRIL 7 COPENHAGEN,  
APRIL 9 BERLIN,  
APRIL 10 HAMBURG,  
APRIL 12 MUNICH,  
APRIL 13 FRANKFURT,  
APRIL 14 KÖLN,  
APRIL 16 UTRECHT,  
APRIL 17 GENT,  
APRIL 18 PARIS.

# GAVIN

# FRIDAY

## AND THE BIG NO NO

# EUROPEAN

# T O U R

## A P R I L 1 9 9 2



### THE NEW ALBUM!

Including the hit-single 'I Want To Live'  
and the new single 'King Of Trash'.

# ADAM 'N' EVE

# Engineers Heralding DAB

by Andy Bantock

At a one-day conference hosted by **IBC Technical Services** entitled "DAB—Music To Your Ears?" some of the leading proponents of Digital Audio Broadcasting set out their views for the future—specifically the next major development in radio broadcasting technology.

Chaired by Dr. **Brian Evans** of **Tantra Tek Ltd.**, delegates were given a comprehensive outline of the progress on the **Eureka 147** system by **Georg Plenge** from the **Institut Fur Rundfunktechnik GmbH (IRT)** in Munich. A leading light in the Eureka project, Plenge covered the reasons why a new digital system is needed, citing crowded frequency spectrums and listener demand for CD quality.

Plenge also outlined the pros and cons of terrestrial versus satellite delivery. It is very likely that both systems will eventually be used with satellite transmissions on the 1.452 to 1.492GHz band in Europe and, as a result of WARC '92, on the 2.310 to 2.360GHz band in the US. China, Russia, the Republic of Korea, India, Pakistan, Singapore, Sri Lanka and Thailand will operate on band 2.535 to 2.655GHz, confusing things even further.

It is hoped terrestrial transmissions will eventually appear on Band 2, the existing FM band. But until a full transition occurs from conventional FM to DAB, a "parking band" will have to be found, possibly at the VHF television Band 3 (170 to 230MHz).

Because of the way in which DAB signals will be transmitted, and the fact that five stereo services can be accommodated within one "block" of DAB, it will be possible to offer five national services on one single frequency. Small filler transmitters would be used on the same frequency to make up for local dead spots.

## "Most Important Development In Broadcasting"

**Philip Laven** from the **BBC's Kingswood Warren** research centre stated he believed DAB would turn out to be the most important development in broadcasting, even more important than HDTV. The BBC, as well as many European broadcasters, has been conducting experiments with DAB.

At the 1991 Radio Festival in Birmingham, the BBC set up a live test with both an FM and a DAB signal radiating at Band 3 from the same point and at the same power. It sent a bus out with switchable headphones on every seat to allow passengers to moni-

tor both signals, running regular round trips to enable interested parties to hear DAB in action.

Philip showed the conference a video shot from the bus with the FM and then the DAB soundtrack; the results were impressive. The BBC currently has an experimental single-frequency network up and running from its Crystal Palace transmitter, along with six other low-power relays. The BBC is particularly interested in assessing the performance of DAB where several different signals combine at the receiver, making measurements within houses to determine the possible performance of portable receivers.

**UK Radio Authority** head of engineering **Mark Thomas** concentrated on the use of DAB for local stations. The Authority believes that to offer as much choice as is currently available, local radio in the UK would require five frequency blocks. These would be of a much smaller size than the national or regional blocks and would enable existing stations to cover similar areas, as is now done. Thomas and his team at the Authority welcome the challenge of DAB and look forward to its arrival in the UK.

The subject of Radio Data System and its usage with DAB was covered in a dual presentation by **VG Electronics's Bev Marks** and **RDS** development manager for **BBC Radio Mark Saunders**. They gave a brief description of the progress of RDS in the UK and Europe and attempted to dispel the myth that DAB would spell the death of RDS. They pointed out that many of the finer features of RDS were equally applicable to DAB and that the greater band width available with DAB would allow more features than are presently available. There will definitely be a great need for a cross-referencing of services from FM to DAB during the 10-year change-over period, a task ideally suited to RDS.

After covering the transmission to DAB, the latter half of the conference covered the different ways in which the original signal might be compressed to allow it to be used within the system.

The conference was given talks and demonstrations on four different digital compression systems, including several which are currently in use within other aspects of radio broadcasting.

**APT Belfast's Steve Cheung** explained how the **APT-X100** system works and gave a demonstration of its use in **ISDN** form, with live stereo music and speech link-up to the **SSL** offices in Tokyo, Japan. The **APT-X100** system has been adopted as a standard system for the new Japanese AM stereo broadcasters

for use both as an **STL** and a studio contribution system. **Graham Carter** demonstrated the **Dolby AC-2** bit rate reduction system which, unlike the **APT** system, uses psycho-acoustics. The system features the "masking" effect, where lower level signals are blocked out by higher level ones, along with effects attributable to the ability of the human ear to hear particular sounds.

**IRT's Detlef Wise** and **Fraunhofer Gesellschaft's Bernhard Grill** illustrated the similarities between the **ASPEC** and **MUSICAM** systems, both of which have been combined to produce a system called **Layer 3**, adopted by the **Eureka 147** group. **Layer 3** enables bit rate reduction to 64kbit/s, meaning that more than five services could be accommodated within a single DAB block.

This may be used to provide "splitting": the ability to play different ads or news to specific areas within your total coverage. What may happen is that normal programming would occur at around 196kbit/s, the signal itself would split into smaller 64kbit/s groups and the receiver (which would have to know where the signal was) would select the right sub-service.

## DAB's Future

There has been a lot of criticism of DAB and its proponents. In issue 12 of **M&M**, **Kurt Hanson** said he thought that DAB would never happen.

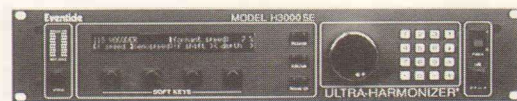
I think the scene in the US may be slow in starting. Frequency spectrum is not so crowded as it is in Europe and the need for a national service is less in a country like the US, with time bands making breakfast several hours long.

DAB, and specifically terrestrial DAB, is set to be the savior of European radio, although one has to pause to wonder whether the increase in services (becoming available as a result of DAB) will find takers in an increasingly competitive market.

Granted, DAB is an engineer's delight, but I believe it also offers real advantages to the consumer, including the possibility of "fiddle-free" radio in high quality. If the frequency planners can get their act together, we may see the introduction of DAB services within the next couple of years. All it takes then is receiver manufacturers (which were well represented at the conference) to provide the goods, and the biggest revolution in radio broadcasting can begin.

**Andy Bantock** started in radio with the **BBC** in 1980 as a technical operator and now has his own broadcast consultancy. He can be reached at (+44) 424.434 626.

## NEW TECHNOLOGY ROUND-UP Eventide's Harmonizer



**WORTH A LISTEN** — Eventide's H3000SE Studio Enhanced Ultra Harmonizer.

Eventide has released the "studio enhanced" version of its H3000 harmonizer. The Eventide harmonizer has been continuously developed over many years and is considered by many to be among the most versatile studio effects

available. Several radio stations and production studios have used harmonizers, and the H3000SE is certainly worth a listen.

Eventide, New Jersey, USA:  
(+1) 201.641 1200

## HHB Launch Enhanced Sony DAT Machine

There's more from **HHB Communications**, which has been busy with another of its modifications. This time the subject is **Sony's PCM-2700** DAT machine. The **HHB Sony PCM-2700PRO** provides full **AES/EBU** digital communication via balanced **XLR** connectors. This has the advantage over the standard phono **IEC-958** in/out of the original, allowing interface with a wider range of equipment and longer cable runs without interference.

The **PCM-2700PRO** retails at exactly the same price as the



**EVER ENHANCING** — The **HHB Sony PCM-2700PRO**.

**Sony** at **UK£1.495 (US\$2.580)**. Existing users can receive an upgrade to **PRO** stage for **UK£100**.

**HHB Communications**, London, UK: (+44) 81.960 2144

## Digital "Cart" Player By JTM

Holland's **JTM Productions** has launched an add-on unit for a standard PC, allowing it to be used as a hard disk recorder/player. Comprising a 16-bit plug-in card and a 19-inch rack-mounted expansion box for the audio connectors and additional electronics, the **DCP** can store 16 minutes of stereo sound on a 40Mb disk with a guaranteed access time of less than 5ms.

For spot effects, 10 different sounds can be assigned to the computer function keys, while another 10 can be placed in a pre-deter-

mined "stack list." The **DCP** features an auto-threshold record start feature which only begins recording when the input reaches a preset level, preventing "late starts," which can often waste valuable time.

There are many stand-alone hard disk units on the market, but the **JTM DCP** is part of a growing number of PC-based machines addressing a customer wish for utilizing existing computer hardware in studios, newsrooms and offices.

**JTM Productions**, Hilversum, Holland: (+31) 35.233 448

## Blackpool's Radiowave ILR Transmission, OB Contracts Assigned To sbs

**Radiowave**, one of the UK's newest FM licence winners, has awarded its complete transmission and OB links contracts to **Hastings-based sound broadcast services (sbs)**. The **Blackpool** station is the first to be licensed in an area already served by an existing station and will play an important part in the future planning of UK radio.

The **Radiowave** system will comprise **sbs FM25** excitors, **MPX5** stereo encoders, the new **FM25/RDS** encoder and the high-

ly successful **MaXIM** deviation limiter. These will feed 250W Lee amplifiers and a mixed polarization **AEA** antenna. The **OB** links system will use an **sbs TX** and **RX400** wideband link system and an **sbs/Nabishi** talkback system with antennae by **AEA** and **Allgon**. The system was scheduled to be installed on the famous **Blackpool Tower** in March, with **Radiowave's** projected on-air date scheduled for May.

Sound broadcast services, **Hastings**, UK: (+44) 42.444 5588





# STATION REPORTS

**PS 12**-Kærlighed  
**Santana**-Right On  
**Soul II Soul**-Joy  
**Tears For Fears**-Laid So  
**Wet Wet Wet**-More Than Love

**RADIO SYDKYSTEN/Copenhagen**  
**Peter Hald** - Head Of Music  
**A List:**  
**AD Soul II Soul**-Joy  
 Tina Turner-I Want You  
**B List:**  
**AD Foreigner**-I Want To Know  
 Lidell Townsell-Nu Nu  
 PS 12-Kærlighed

**RADIO VICTOR/Esbjerg**  
**Lars Meibom** - Head Of Music  
**A List:**  
**AD Hanne Boel**-Falling In Love  
 Richard Marx-Take This Heart  
 Tale-The Rhythm  
**B List:**  
**AD Boyz II Men**-Motownphilly  
 Def Leppard-Let's Get Rocked  
 Hammer-Do Not Pass  
 Malurt-Spögölsel  
 Tina Turner-I Want You  
 ZZ Top-Viva Las Vegas

**RADIO HOLBAECK/Holbaeck**  
**Stig Nielsen** - Prog Dir  
**A List:**  
**AD Annie Lennox**-Why  
 Bruce Springsteen-Human Touch  
 DNA-I Specialize  
 Randy Crawford-Who's Crying  
 Vanessa Williams-Save The Best  
**B List:**  
**AD Def La Desh**-Feel The Rhythm  
 Inner City-Hallelujah  
 Kenny & Lotte-Ali Det  
 Lasse Helner-Picture On  
 Lisa Stansfield-Time To  
 Right Said Fred-Deeply  
 Soul II Soul-Joy  
 Swing Out Sister-Am I

## FINLAND

**RADIO JYVASKYLA/Jyvaskyla**  
**David Mawby** - Producer  
**A List:**  
**AD Dinah Washington**-Mad About  
 Gypsy Vagabonds-Comprehension  
 Miljoonasade-Lelukaupan Häät  
 Nellä Ruusua-Juppihippijunkkarit  
**B List:**  
**AD Bruce Springsteen**-Human Touch  
 Def Leppard-Let's Get Rocked

**Funkykarkurit**-Niin Minä  
**J. Karjalainen**-Telepatia  
**Pepeda**-Kersantti Karoliina  
**Q-Stone**-Train, Train

**RADIO 100+/Tampere**  
**Pentti Teravainen** - Music Dir  
**A List:**  
**AD Bas Noir**-Superficial Love  
 Colourhaus-Innocent Child  
**Dinah Washington**-Mad About  
 James-Be My Prayer  
**Jon Secada**-Just Another

## AUSTRIA

**ANTENNE AUSTRIA/Vienna**  
**Mario Weitzl** - Head Of Music  
**A List:**  
**AD Blue System**-Romeo And  
**B List:**  
**AD Amy Grant**-Good For Me  
 Bruce Springsteen-Human Touch  
**Joe Cocker**-I Can Hear  
**Zek/Big Buffalo**-I'd Love U 2  
**Roxette**-Church  
**Shakespears Sister**-Stay  
 Tina Turner-Way Of The

## SWITZERLAND

**RADIO ZUERISEE/Staefa**  
**Ueli Paul Frey** - Head Of Music  
**A List:**  
**AD Bruce Springsteen**-Human Touch  
**B List:**  
**AD Genesis**-Hold On My Heart  
 Luther Vandross-Sometimes  
 U2-One

**RADIO 24/Zurich**  
**Dani Richiger** - Head Of Music  
**Power Play:**  
 Annie Lennox-Why  
 Bruce Springsteen-Human Touch  
 Eric Clapton-Tears  
 Genesis-I Can't Dance  
 Mr. Big-To Be With You  
**B List:**  
**AD Howard Jones**-Two Souls  
 Maggie Reilly-Touch  
 Westernhagen-Krieg

**RADIO FOERDERBAND/Bern**  
**Res Hassenstein** - Dj/Producer  
**A List:**  
**AD Boomers**-Love You

**del Amiri**-Spit In The Rain  
**U2**-One  
**B List:**  
**AD Michelle Shocked**-Come A Long Way  
**Smokey Robinson**-Double Good  
**Vanessa Williams**-Save The Best

**DRS 3/Basel**  
**Christoph Alispach** - Music Co-Ord  
**A List:**  
**AD Jenny Morris**-Break In  
**Lucky Dube**-It's Not Easy  
**XTC**-The Disappointed  
**AL Pops Staples**

**RETE 3/Lugano**  
**Giorgio Passera** - Head Of Music  
**Power Play:**  
**AD Beverley Jo Scott**-Heavenly  
**A List:**  
**AD Keziah Jones**-Rhythm Is  
 M People-Colour My Life  
**Marc Cohn**-Ghost Train  
**Red Hot Chili Peppers**-Under  
**Tazenda**-No La Giamedas Maria  
**They Might Be Giants**-Dinner Bell  
**VRP**-La Grosse Papille

**B List:**  
**AD Aeroplani Italiani**-Zitti  
**Al Di Meola**-South Bound  
**Cure**-High  
**David Byrne**-Girls On My Mind  
**Del Tha Funkee H.**-Mistado  
**Gatto Pancieri**-Aiuto

**RSR LA PREMIERE/Geneva**  
**Catherine Colombara** - Producer  
**AL Gary Moore**  
 Innocents  
 Natalie Cole  
 Tears For Fears

## PORTUGAL

**RADIO RENASCENCA/Lisbon**  
**Pedro Tojal** - Prod Dir  
**A List:**  
**AD John Mellencamp**-Again Tonight  
**Roxette**-Church

## SLOVENIA

**STUDIO D/Novo Mesto**  
**Rasto Bozic** - Dj/Producer  
**B List:**  
**AD Natalie Cole**-The Very Thought

## GREECE

**POP 92.4 FM/Athens**  
**Isaac "Easy" Coutiyel** - Prog Dir  
**A List:**  
**AD A Lighter Shade**-On The Sunday  
**Alpha Blondy**-Rendez-Vous  
**Dire Straits**-On Every Street  
**En Vogue**-My Lovin'  
**K.M.C. Kru**-Talk Dirty  
**Lobos**-Beautiful Maria  
**Mel'sa Morgan**-Still In Love  
**Metallica**-Nothing Else Matters  
**Nirvana**-Come As You Are  
**Right Said Fred**-I'm Too Sexy  
**Rozalla**-Faith  
**Smithereens**-Too Much Passion  
**Snap**-Don't Be Shy  
**Van Halen**-Right Now

**ROCK ON 102.4 FM/Athens**  
**Alexandros Richardos** - Prog Dir  
**A List:**  
**AD Bruce Springsteen**-Human Touch  
**Church**-Ripple  
**Cure**-High  
**Curve**-Fait  
**Iron Maiden**-Be Quick Or  
**Troggs**-Crazy Annie

**ANTENNA 97.1 FM STEREO/Athens**  
**Elias Xinopoulos** - Prog Dir  
**A List:**  
**AD Soul II Soul**-Joy  
**B List:**  
**AD Adeva**-Don't Let It  
**RAF**-We've Got To Live  
**Robert Palmer**-Every Kind Of  
**Sandra**-Don't Be  
**Tears For Fears**-Laid So

**JERONIMO GROOVY/Athens**  
**George Skordias** - Producer  
**A List:**  
**AD Enya**-How Can I Keep  
 Melissa Etheridge-Ain't It Heavy  
 Ten Sharp-Ain't My Beating  
 U2-One

**COOL FM/Athens**  
**Helen Skopis** - Prog Dir  
**A List:**  
**AD David Byrne**-Girls On My Mind  
**Tanita Tikaram**-You Make The

**RADIO 105/Thessaloniki**  
**Dimitris Vorellis** - Prog Dir  
**Power Play:**  
**Gary Moore**-Cold Day  
**A List:**  
**AD Bruce Springsteen**-Better Days

**Joe Cocker**-Feels Like  
**Tears For Fears**-Laid So

## POLAND

**POLSKIE RADIO 3/Warsaw**  
**Marek Niedzwiecki** - Producer  
**Power Play:**  
**AD Pale Saints**-Throwing Back  
**A List:**  
**AD Blur**-There is No  
**Diesel Park West**-Boy On Top  
**Ian McCulloch**-Lover Lover  
**Mylene Farmer**-Beyond  
**Primal Scream**-Movin' On  
**Tori Amos**-Crucify

**RADIO 4 U/Warsaw**  
**Bogdan Fabianski** - Dj/Producer  
**Power Play:**  
**AD Gloria Gaynor**-Be Soft  
**A List:**  
**AD Cher**-Could've Been You  
**Chris De Burgh**-Separate Tables  
**Monty Python**-I Like  
**Queen**-Who Wants To Live Forever  
**Sandra**-Shadows  
**Snap**-Rhythm Is A Dancer  
**Suzi Quatro**-Love Touch  
**U 96**-I Wanna Be

**RADIO RMF/Krakow**  
**Piotr Metz** - Head Of Music  
**A List:**  
**AD Def Leppard**-Let's Get Rocked  
**Genesis**-Hold On My Heart  
**Mr. Big**-Just Take My  
**Outfield**-Closer To Me  
**B List:**  
**AD Howard Jones**-Lift Me Up  
**Julee Cruise**-Summer Kisses  
**Right Said Fred**-Deeply  
**Shanice Wilson**-I'm Crying  
**Snap**-Rhythm Is A Dancer  
**Soul II Soul**-Joy

**RADIO ZET/Warsaw**  
**Darek Andrzejewski** - Head Of Music  
**Power Play:**  
**Garland Jeffreys**-Hail Hail  
**B List:**  
**AD Marc Almond**-The Days  
**Tanita Tikaram**-You Make The

**RADIO MERKURY/Poznan**  
**Ryszard Gloger** - Head Of Music  
**Power Play:**  
**AD Crowded House**-Weather With

**A List:**  
**AD Bruce Springsteen**-Human Touch  
**James**-Ring The Bells  
**Katrina And The Waves**-Birkenhead  
**Man Go Fish**-Big Blue Car  
**Tamerlane**-I'm A Liar

## RUSSIA

**RADIO MAXIMUM/Moscow**  
**Alexander Kasparov** - Prog Dir  
**A List:**  
**AD Def Leppard**-Let's Get Rocked  
**En Vogue**-My Lovin'  
**Mr. Big**-To Be With You  
**Sugarcubes**-Hit  
**B List:**  
**AD Bruce Springsteen**-Human Touch  
**Jermaine Jackson**-I Dream  
**Mariah Carey**-Make It  
**Nirvana**-Come As You Are  
**Tori Amos**-Silent

## EUROPE

**VOICE OF AMERICA/Europe**  
**June Brown** - Dir  
**B List:**  
**AD En Vogue**-My Lovin'



**MTV EUROPE/London**  
**Brian Diamond** - Prog Dir  
**Heavy Rotation**  
**Bruce Springsteen**-Human Touch  
**Gary Moore**-Cold Day  
**KLF**-America: What Time Is Love?  
**Mr. Big**-To Be With You  
**Red Hot Chili Peppers**-Under  
**Shakespears Sister**-Stay  
**Simply Red**-For Your Babies

**Active Rotation**  
**2 Unlimited**-Twilight Zone  
**Annie Lennox**-Why  
**Curtis Stigers**-I Wonder  
**Cure**-High  
**Des'ree**-Feel So High  
**Nirvana**-Come As You Are  
**Right Said Fred**-Don't Talk  
**Rozalla**-Are You Ready  
**U 96**-Das Boot  
**U2**-One  
**Westernhagen**-Krieg

**Buzz Bin**  
**Adamski**-Get Your Body  
**Charlatans**-Weirdo  
**Del Tha Funkee H.**-Mistado  
**Jesus & Mary Ch.**-Far Gone  
**Ugly Kid Joe**-Everything

**Medium Rotation**  
**Genesis**-I Can't Dance  
**KLF**-Justified & Ancient  
**Michael Jackson**-Remember The  
**Shanice Wilson**-I Love  
**Simply Red**-Stars  
**Snap**-Colour Of Love  
**Ten Sharp**-You

**Break Out**  
**Army Of Lovers**-Ride  
**Ce Ce Peniston**-We Got A Love  
**Chic**-Chic Mystique  
**Crowded House**-Weather With  
**David Byrne**-Girls On My Mind  
**Def Leppard**-Let's Get Rocked  
**Garland Jeffreys**-The Answer  
**Genesis**-Hold On My Heart  
**Hanne Boel**-No Love At All  
**Kriss Kross**-Jump  
**Lisa Stansfield**-Time To  
**Marky Mark**-I Need Money  
**Nick Cave**-Straight To You  
**Soul II Soul**-Joy  
**Ten Sharp**-Ain't My Beating  
**Tam Petty**-Too Good  
**Vanessa Williams**-Save The Best  
**Yothu Yindi**-Treaty  
**ZZ Top**-Viva Las Vegas

**Prime Break Out**  
**Hammer**-Do Not Pass  
**Naughty By Nature**-Everything  
**Roxette**-Church  
**Snap**-Rhythm Is A Dancer

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THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED
1	6 <b>To Be With You</b> Mr. Big - Atlantic (EMI/CC)	UK,D,B,NL,A,CH,S,DK,IR,N	35	34 6 <b>November Rain</b> Guns N' Roses - Geffen (Warner Chappell)	UK,D,NL,CH,DK,IR,SF	69	64 2 <b>Chainsaw Charlie (Murders In The New Morgue)</b> W.A.S.P. - Parlophone (Zomba)	UK,IR
2	4 16 <b>You</b> Ten Sharp - Columbia (Sony Music)	UK,F,D,B,A,CH,S,DK,IR,N,SF,GR	36	36 4 <b>The Show Must Go On</b> Queen - Parlophone (Queen/EMI)	F,D	70	77 8 <b>Chic Mystique</b> Chic - Warner Brothers (Warner Chappell)	D,B,NL,CH
3	2 17 <b>Don't Let The Sun Go Down On Me</b> George Michael & Elton John - Epic (Big Pig)	F,D,B,A,CH,S,DK,GR,I	37	32 15 <b>Colour Of Love</b> Snap - Logic/Ariola (Warner Chappell/Zomba)	D,E,A,CH,S,P,GR,I	71	NE <b>Evapor 8</b> Altern 8 - Network (Kool Kat/Virgin)	UK,IR
4	3 5 <b>Human Touch</b> Bruce Springsteen - Columbia (Zomba)	UK,D,B,NL,E,A,CH,S,P,DK,IR,N,SF,I	38	31 6 <b>One</b> U2 - Island (Blue Mountain)	UK,D,B,NL,E,CH,PIR,I	72	81 2 <b>Ride The Bullet</b> Army Of Lovers - Ton Son Ton (Team Sonet)	D,B,S,SF
5	5 6 <b>America: What Time Is Love?</b> The KLF - KLF Communications (EG/Zoo/WC/MCA/Wandee)	UK,D,B,NL,A,CH,S,DK,IR,N,SF	39	69 12 <b>I Wonder Why</b> Curtis Stigers - Arista (Sony/MCA)	D,B,NL,S,DK	73	93 6 <b>Big In Japan</b> Alphaville - WEA (Budde)	S,P,SF
6	8 3 <b>Why?</b> Annie Lennox - RCA (La Lennox/BMG)	UK,D,B,NL,E,CH,S,DK,IR,N,I	40	49 4 <b>Shame Shame Shame</b> Izabella - Virgin (Sweden Music)	S,DK,N	74	59 30 <b>James Brown Is Dead</b> LA Style - Decadance (Orfa/Hi-Tension)	F,CH,S,P,GR
7	7 15 <b>Das Boot</b> U 96 - Polydor (BavariaSonor)	D,B,NL,A,CH,S,DK,SF	41	41 8 <b>My Girl</b> The Temptations - Epic (Jobete/EMI)	UK,D,PIR	75	74 2 <b>Romeo &amp; Juliet</b> Blue System - Hansa (Hanseatic)	D,A,SF
8	12 11 <b>Stay</b> Shakespears Sister - London (EMI/Island/BMG)	UK,D,NL,A,CH,S,IR,N	42	92 2 <b>Please Don't Go</b> Double You - Blanco Y Negro (Not Listed)	B,E	76	NE <b>Hazard</b> Richard Marx - Capitol (Chi-Boy)	D,CH,S,N
9	6 18 <b>I Love Your Smile</b> Shanice - Motown (Carlin)	UK,F,D,A,CH,S,DK,IR,I	43	40 14 <b>Goodnight Girl</b> Wet Wet Wet - Precious (Precious/Chrysalis)	D,B,NL,CH	77	57 10 <b>Diamante</b> Zucchero Fornaciari/Randy Crawford - London (EMI/PolyGram)	D,B,CH
10	9 3 <b>Let's Get Rocked</b> Def Leppard - Bludgeon Riffola (Bludgeon Riffola/Zomba)	UK,S,DK,IR,N,SF	44	29 23 <b>Song Of Ocarina</b> Jean Philippe Audin & Diego Modena - Delphine (Delphine)	F,B,NL	78	NE <b>Injected With A Poison</b> Praga Khan feat. Jade 4 U - Profile (Protoons)	UK,IR
11	17 4 <b>Deeply Dippy</b> Right Said Fred - Tug (Hit & Run)	UK,DK,IR	45	NE <b>You're All That Matters To Me</b> Curtis Stigers - Arista (Hit & Run/Rondor/Sony)	UK,IR	79	66 8 <b>Un, Deux, Trois</b> Fredericks, Goldman & Jones - Columbia (JRG)	F
12	15 17 <b>Don't Talk Just Kiss</b> Right Said Fred - Tug (Hit & Run)	D,B,NL,A,CH,S,DK	46	37 5 <b>Time To Make You Mine</b> Lisa Stansfield - Arista (Big Life)	UK,B,CH,IR	80	82 14 <b>Addams Groove</b> Hammer - Capitol (Bust It)	A,I
13	11 17 <b>Justified And Ancient</b> The KLF feat. Tammy Wynn - KLF Communications (EG/Zoo/WC/BMG)	F,D,B,A,CH,S,P,DK,SF,GR	47	33 7 <b>Weather With You</b> Crowded House - Capitol (EMI)	UK,NL,IR	81	44 4 <b>Sweet Harmony</b> Liquid - XL (Momentum/MCA)	UK,IR
14	10 13 <b>I Can't Dance</b> Genesis - Virgin (Genesis/Hit & Run)	F,D,B,NL,A,CH,P	48	70 2 <b>Take My Advice</b> Kym Sims - Atco (Sony)	UK,IR	82	RE <b>I'm Walking</b> Fats Domino - EMI (EMI)	D
15	14 10 <b>Finally</b> Ce Ce Peniston - A&M (PolyGram)	UK,D,B,A,CH,IR	49	52 4 <b>Oh Little Darling</b> Paul Severs - Telstar (Various)	B	83	97 2 <b>I Can't Get Enough</b> Chyp-Noic - Coconut (A La Carte)	D,E
16	13 9 <b>Remember The Time</b> Michael Jackson - Epic (Warner Chappell/Zomba)	F,D,B,NL,E,A,CH,S,DK,GR,I	50	50 11 <b>L'Homme A La Moto</b> Fanny - EMI (Warner Chappell)	F	84	86 2 <b>En Rakkauttas Saa</b> Kurre - WEA (Warner Chappell)	SF
17	16 3 <b>High</b> Cure - Fiction (Fiction)	UK,F,D,B,CH,S,DK,IR,I	51	85 2 <b>Mad About The Boy</b> Dinah Washington - Mercury (Warner Chappell)	UK,NL,S,DK,IR	85	83 2 <b>Gli Altri Siamo Noi</b> Umberto Tozzi - CGD (Tobia Music)	F
18	20 18 <b>Smells Like Teen Spirit</b> Nirvana - DGC (Virgin)	F,D,B,E,A,CH,S,N,SF,I	52	51 3 <b>Dans Un An Dans Un Jour</b> Johnny Hallyday - Phonogram (Desperado/N.B.Music)	F,B	86	48 30 <b>Let's Talk About Sex</b> Salt-N-Pepa - frr (Next Plateau/All Boys)	F,CH,P
19	18 9 <b>Joy</b> Francois Feldman - Phonogram (Marilyn)	F,B	53	89 3 <b>Mes Yeux Dans Ton Regard</b> Nilda Fernandez - EMI (Warner Chappell)	F	87	65 16 <b>Mysterious Ways</b> U2 - Island (Blue Mountain)	F,P,GR
20	19 12 <b>Twilight Zone</b> 2 Unlimited - PWL Continental (MCA)	D,B,NL,A,CH,S,PIR,GR	54	47 27 <b>Obsession</b> Army Of Lovers - Ton Son Ton (Team Sonet)	D,A,CH,GR	88	NE <b>Semilla Negra</b> Radio Futura - Ariola (BMG)	E
21	21 5 <b>Tears In Heaven</b> Eric Clapton - Reprise (Rondor/Copyright Control)	UK,B,NL,CH,DK,IR	55	45 10 <b>Hail Hail Rock'N'Roll</b> Garland Jeffreys - RCA (Black & White Alike)	F,D,CH,GR	89	54 3 <b>1990</b> Jean LeLoup - Audiogram (Georges Mary/Audiogram)	F
22	96 2 <b>Joy</b> Soul II Soul - Ten (Jazzie B/Soul II Soul/Virgin)	UK,CH,IR	56	NE <b>Je Ne Te Suffis Pas</b> Frederic Francois - Trema (Barracato)	F,B	90	NE <b>Hallelujah '92</b> Inner City - Ten Records (Drive On/Virgin)	UK,IR
23	27 3 <b>I Wanna Be A Kennedy</b> U 96 - Polydor (BavariaSonor)	D,CH	57	78 2 <b>Jive Connie</b> Connie Francis - Polydor (Various)	D	91	53 28 <b>Crucified</b> Army Of Lovers - Ton Son Ton (Team Sonet)	F,D,CH,GR
24	23 6 <b>Suzette</b> Dany Brilliant - WEA (Musicalement Votre)	F	58	68 4 <b>God Gave Rock &amp; Roll To You II</b> Kiss - Interscope (Warner Music UK/CC)	D,S	92	NE <b>Kaplaarzen</b> Dingetje - Polydor (Mhara/Many/Ass.Art.Mus.Int'l.)	NL
25	24 3 <b>Money Don't Matter 2 Night</b> Prince & The New Power Generation - Paisley Park (Warner Chappell)	UK,B,NL,DK,IR	59	46 18 <b>Stars</b> Simply Red - east west (So What/EMI)	F,D,A,CH	93	63 5 <b>Non Amarmi</b> Aleandro Baldi & Francesca Alotta - Ricordi (Ricordi)	I
26	25 8 <b>Are You Ready To Fly</b> Rozalla - Pulse 8 (Peer)	D,B,E,CH,S,DK,SF,I	60	NE <b>Make It With You</b> Pasadenas - Columbia (EMI)	UK,IR	94	NE <b>Viva Las Vegas</b> ZZ Top - Warner Brothers (Elvis Presley/Williamson)	UK,DK
27	26 3 <b>Breath Of Life</b> Erasure - Mute (Bell/Clarke)	UK,IR,SF	61	38 4 <b>We Got A Love Thang</b> Ce Ce Peniston - A&M (Last Song/Third Coast)	D,B,NL	95	NE <b>Too Good To Be True</b> Tom Petty & The Heartbreakers - MCA (MCA)	UK,IR
28	28 4 <b>Church Of Your Heart</b> Roxette - EMI (Jimmy Fun/EMI)	UK,D,S,DK,IR	62	61 3 <b>Do Not Pass Me By</b> Hammer - Capitol (EMI)	UK,NL,IR	96	60 14 <b>Parce Qu'On Est Jeune</b> Benny B - Private Life (Copyright Control)	F
29	22 5 <b>Come As You Are</b> Nirvana - DGC (Virgin)	UK,D,B,NL,CH,S,DK,IR,SF,I	63	62 2 <b>Expression</b> Salt-N-Pepa - London (Next Plateau/All Boys)	UK,IR	97	NE <b>Ring The Bells</b> James - Fontana (Blue Mountain)	UK
30	71 3 <b>I'm Too Sexy</b> Right Said Fred - Tug (Hit & Run)	D,A	64	39 20 <b>Black Or White</b> Michael Jackson - Epic (Warner Chappell/CC)	F,D,CH,P,GR	98	80 17 <b>Diamonds And Pearls</b> Prince & The New Power Generation - Paisley Park (Warner Chappell)	F,A
31	91 2 <b>Save The Best For Last</b> Vanessa Williams - Wing (Various)	UK,IR	65	42 8 <b>La Promesse</b> Roch Voisine - GM/Ariola (Ed. Georges Mary)	F,B	99	RE <b>Don't Cry</b> Guns N' Roses - Geffen (Warner Chappell)	P
32	35 8 <b>C'est Toi Que Je T'Aime</b> Les Inconnus - Productions Lederman (Lederman)	F	66	55 13 <b>Feel So High</b> Des'ree - Dusted Sound (Sony Music)	D,CH,S,GR	100	NE <b>Save Your Love</b> Bad Boys Blue - Coconut (A La Carte)	SF
33	30 5 <b>Under The Bridge</b> Red Hot Chili Peppers - Warner Music (Copyright Control)	B,NL,IR	67	56 6 <b>Stockholm</b> Orup - Metronome (Megaluf)	S			
34	NE <b>(I Want To Be) Elected</b> Mr.Bean And Smear Campaign feat. Bruce Dickinson - London (EMI)	UK,IR	68	NE <b>Aan De Noordzeekusten</b> De Vedetten - Lucky Star (Fero Service)	B			

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 ○ = FAST MOVERS  
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# EUROPEAN TOP 100 ALBUMS

THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHARTS	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED
1 10 2	<b>Bruce Springsteen</b> Human Touch - Columbia	UK.D.B.NL.E.CH.S.P.DK.I.N.SF.IR	35 33 17	<b>Jean-Philippe Audin &amp; Diego Modena</b> Ocarina - Delphin	F.B.NL	69	<b>Erasure</b> Chorus - Mute	UK.D.A.GR
2 14 2	<b>Bruce Springsteen</b> Lucky Town - Columbia	UK.D.B.NL.E.CH.S.P.DK.I.N.SF.IR	36 34 28	<b>Dire Straits</b> On Every Street - Vertigo ▲2	F.D.NL.E.SF	70	<b>Michael Bolton</b> Time, Love & Tenderness - Columbia	UK.NL.IR
3 1 25	<b>Simply Red</b> Stars - east west ▲3	UK.F.D.B.NL.E.A.CH.S.P.DK.SF.GR.IR	37 35 24	<b>Soundtrack - The Commitments</b> The Commitments - MCA	UK.D.CH.S.DK.IR	71	<b>Ochsenknecht</b> Ochsenknecht - Metronome	D.CH
4 3 20	<b>Genesis</b> We Can't Dance - Virgin ▲	UK.F.D.B.NL.E.A.CH.S.P.DK.SF.GR	38 30 7	<b>Sandra</b> Close To Seven - Virgin	F.D.A.CH.S.DK	72	<b>Luz Casal</b> A Contra Luz - Hispavox	E
5 2 18	<b>Nirvana</b> Nevermind - DGC ●	UK.F.D.B.NL.E.A.CH.S.P.DK.N.SF.GR.IR	39 40 14	<b>Army Of Lovers</b> Massive Luxury Overdose - Ton Son Ton	D.A.CH.GR	73	<b>Roxette</b> Joyride - EMI ▲3	UK.D
6 4 5	<b>Gary Moore</b> After Hours - Virgin	UK.D.B.NL.E.A.CH.S.P.DK.N.SF.IR	40 42 54	<b>R.E.M.</b> Out Of Time - Warner Brothers ▲3	UK.F.D.E.DK.GR	74	<b>James</b> Seven - Fontana	UK.P
7 5 21	<b>Queen</b> Greatest Hits II - Parlophone ▲4	UK.D.B.NL.E.A.CH.S.P.DK.I.SF.GR	41 41 8	<b>Hanne Boel</b> My Kindred Spirit - Medley	S.DK.N	75	<b>Yanni</b> Romantic Moments - Ariola	D.A
8	<b>Def Leppard</b> Adrenalize - Bludgeon Riffola	UK.D.DK.N.IR	42 46 6	<b>Francois Feldman</b> Magic' Boul'vard - Philips	F	76	<b>Eva Dahlgren</b> En Blekt Blondins Hjarta - Record Station	S.SF
9 6 5	<b>Tears For Fears</b> Tears Roll Down (Greatest Hits 82-92) - Fontana	UK.D.B.NL.E.CH.DK.I.R	43 56 5	<b>Frankie Valli &amp; The Four Seasons</b> The Very Best Of - PolyGram TV	UK.IR	77	<b>Luca Barbarossa</b> Cuore D'Acciaio - Columbia	I
10 7 18	<b>Michael Jackson</b> Dangerous - Epic ▲3	UK.F.D.B.NL.E.A.CH.S.GR.IR	44	<b>Mr. Big</b> Lean Into It - Atlantic	UK.D.NL.CH.S.DK	78	<b>Simon &amp; Garfunkel</b> The Definitive Simon & Garfunkel - Columbia	UK.S.SF.IR
11 8 18	<b>U2</b> Achtung Baby - Island	UK.F.D.NL.E.A.CH.S.P.DK.I.SF.GR.IR	45 31 2	<b>Jesus And Mary Chain</b> Honey's Dead - Blanco Y Negro	UK.CH.S.P.DK.IR	79	<b>Charlatans</b> Between 10th & 11th - Situation Two	UK.B.NL
12 11 3	<b>Right Said Fred</b> Up - Tug	UK.D.B.NL.CH.S.DK.IR	46 38 9	<b>Snap</b> The Madman's Return - Logic/Ariola	D.NL.A.CH.GR	80	<b>William Sheller</b> En Solitaire - Philips	F
13 12 3	<b>Westernhagen</b> JaJa - Warner Brothers	D.CH	47 47 18	<b>Bonnie Tyler</b> Bitterblue - Hansa	D.A.CH.S.N.SF	81	<b>Mylene Farmer</b> L'Autre - Polydor ●	F.B
14 15 6	<b>Red Hot Chili Peppers</b> Blood Sugar Sex Magik - Warner Brothers	UK.D.B.NL.A.CH.S.DK.N.IR	48 37 8	<b>Pearl Jam</b> Ten - Epic	UK.D.B.NL.DK	82	<b>Alejandro Sanz</b> Viviendo Deprisa - Warner Music Spain	E
15 19 10	<b>Wet Wet Wet</b> High On The Happy Side - Precious	UK.F.D.B.NL.E.DK.GR	49 74 24	<b>Joe Cocker</b> Night Calls - Capitol	UK.D.CH	83	<b>Fiorella Mannoia</b> I Treni A Vapore - Epic	I
16 16 26	<b>Bryan Adams</b> Waking Up The Neighbours - A&M ▲2	UK.F.D.NL.E.CH.P.GR.I.R	50 53 6	<b>Soundtrack - Dirty Dancing</b> Dirty Dancing - RCA	F	84	<b>Fredericks, Goldman &amp; Jones</b> Fredericks, Goldman & Jones - Columbia ▲	F
17 13 17	<b>Queen</b> Queen Greatest Hits - EMI ▲5	UK.D.B.NL.A.CH.S.P.DK.SF.GR	51 54 2	<b>Robert Palmer</b> Addictions Vol. 2 - Island	UK	85	<b>Metallica</b> Metallica - Vertigo	D.DK.GR
18 17 12	<b>Ten Sharp</b> Under The Waterline - Columbia	F.D.B.NL.A.CH.S.DK.N.SF	52 57 12	<b>Lou Reed</b> Magic And Loss - Sire	D.NL.E.A.CH.P.DK.GR	86	<b>Radio Futura</b> Tierra Para Bailar - Ariola	E
19 32 7	<b>Curtis Stigers</b> Curtis Stigers - Arista	UK.D.NL.CH.S.DK.IR	53 69 2	<b>Soundtrack - The Commitments 2</b> The Commitments Part 2 - MCA	A.CH.S.DK.N.IR	87	<b>Rozalla</b> Everybody's Free - Pulse 8	UK.NL.CH.S.DK
20 9 6	<b>Madness</b> Divine Madness - Virgin	UK.B.NL.IR	54 58 18	<b>Patrick Bruel</b> Si Ce Soir - RCA	F.NL	88	<b>Les Inconnus</b> Boulevardier - Lederman	F
21 21 25	<b>Tina Turner</b> Simply The Best - Capitol ▲2	UK.D.B.NL.E.A.P.GR.IR	55 59 7	<b>Randy Crawford</b> Through The Eyes Of Love - Warner Brothers	CH.DK.N.I	89	<b>Elvis Presley</b> From The Heart - His Greatest Love Songs - RCA	UK
22 22 25	<b>Prince &amp; The New Power Generation</b> Diamonds And Pearls - Paisley Park ▲	UK.F.D.B.NL.E.A.CH.S.P.DK.IR	56 72 2	<b>Vangelis</b> The Best - PolyGram	E	90	<b>Erste Allgemeine Verunsicherung</b> Watumba - EMI	D.A
23 20 19	<b>Lisa Stansfield</b> Real Love - Arista	UK.F.D.B.NL.DK.IR	57 61 4	<b>Nicole</b> Augenblicke - Jupiter	D	91	<b>KLF</b> The White Room - KLF Communications	UK.S.DK.SF.IR
24 18 27	<b>Guns N' Roses</b> Use Your Illusion II - Geffen ▲	D.NL.E.A.CH.P.DK.SF.GR.IR	58	<b>Josef Locke</b> Hear My Song - EMI	UK.IR	92	<b>Antonello Venditti</b> Benvenuti In Paradiso - Ricordi	I
25 67 2	<b>Melissa Etheridge</b> Never Enough - Island	D.NL.A.CH.DK.N	59 45 13	<b>Luca Carboni</b> Carboni - RCA	I	93	<b>Mia Martini</b> Lacrime - Fonit Cetra	I
26	<b>Beautiful South</b> 0898 - Go!Discs	UK.IR	60 55 5	<b>Paolo Vallesi</b> La Forza Della Vita - Sugar	I	94	<b>Nirvana</b> Bleach - Tupelo/Sub Pop	UK.D.SF
27 27 20	<b>Enya</b> Shepherd Moons - WEA ▲	UK.D.NL.E.S.P.DK.N	61 51 23	<b>Salt-N-Pepa</b> The Greatest Hits - Next Plateau	D.NL.A.CH.DK.SF	95	<b>Resistencia</b> Palavras Ao Vento - Ariola	P
28 26 27	<b>Guns N' Roses</b> Use Your Illusion I - Geffen ▲	UK.F.D.B.NL.E.P.DK.GR.IR	62 64 14	<b>Johnny Hallyday</b> Ça Ne Change Pas Un Homme - Philips/Phonogram	F	96	<b>Kim Larsen</b> Wisdom Is Sexy - Columbia	DK.N
29 29 6	<b>Natalie Cole</b> Unforgettable - With Love - Elektra	D.E.CH.S.P.DK.I	63 87 2	<b>Aleandro Baldi</b> Il Sole - Ricordi	I	97	<b>Renaud</b> Marchand De Cailloux - Virgin	F
30 25 5	<b>Crowded House</b> Woodface - Capitol	UK.NL.IR	64 62 4	<b>Frederic François</b> Je Ne Te Suffis Pas - Tremat	F.B	98	<b>Pasadenas</b> Yours Sincerely - Columbia	UK.D
31 39 2	<b>U 96</b> Das Boot - Polydor	D.A.CH	65 92 4	<b>David Byrne</b> Uh-Oh - Warner Brothers	UK.NL.S.I.R	99	<b>Münchener Freiheit</b> Liebe Auf Den Ersten Blick - Columbia	D.A
32 23 7	<b>Shakespears Sister</b> Hormonally Yours - London	UK.A.IR	66 52 12	<b>Presuntos Implicados</b> Ser De Agua - WEA	E	100	<b>Jane Birkin</b> Je Suis Venue Te Dire Que Je M'En Vais - Phonogram	F.B
33 24 7	<b>Shanice</b> Inner Child - Motown	UK.D.NL.A.CH.S.DK	67 44 7	<b>Little Village</b> Little Village - Reprise	D.NL.CH.S.DK.SF			
34 28 5	<b>Genesis</b> Turn It On Again '81 - '83 - Vertigo	D.B.NL.A	68 83 2	<b>Foreigner</b> The Very Best Of - Atlantic	NL.CH.DK.SF			

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## OFF THE RECORD

**LUCKY TOUCH:** Hats off to **Sony Music**, whose **Bruce Springsteen** albums *Human Touch* and *Lucky Town* occupy the number 1 and 2 positions, respectively, on the **European Top 100 Albums**. It's the first time one artist has controlled the two top slots. **Guns N' Roses'** *Use Your Illusion Part I* hit number 2, while *Part II* peaked at number 3.

**GRENFELL TO WARNER:** **Ian Grenfell** has been appointed **Warner Brothers** marketing manager for **Warner Music Europe**, reporting to VP marketing **David Evans**. Previously, Grenfell was marketing manager at **PolyGram UK**.

**SOME THINGS NEVER CHANGE:** Speaking of Italy's elections, the country faces the prospect of a new coalition government following the shock results of the general election. The Christian Democrats, the major power party, had its biggest share drop since 1948. Fellow coalitionists the Socialists and Social Democrats also dropped votes while the Liberals showed a small share increase. Despite the shift, don't expect any changes in the broadcasting bill. Regulators have their hands full with TV.

**GERMAN SALES:** The latest **BPW** figures over 1991 show the German record industry's retail value to have broken the DM4 billion barrier, an increase of 10.8% over 1990. CD albums were the big winners, with a unit growth of 35.3%; CD singles skyrocketed 55.3%. Vinyl LPs plummeted from 39.6 million units in 1990 to 20 million—a mere 9% of total soundcarriers.

**RUMOURS?:** Following the move of **Nick Gatfield** to **PolyGram** in the US, the London rumour mill points to several A&R execs likely to be playing musical chairs. Some names mentioned: **RCA's Korda Marshall**, **Virgin Music's Mike McGormack**, **Virgin's Willy Richardson** and **WEA's Michael Rosenblatt**. And is **David Simone** up for a hot seat at **PolyGram UK**? And what about ex-**A&M Europe VP Russ Curry** staging a comeback in the international record business?

**WESTERNHAGEN MANIA:** **Westernhagen's** latest album *Ja*, *Ja* went platinum after just four days and sold over 500,000 units in less than a week. **Warner Music Germany** reports it is the fastest-selling domestic album for them ever, matched only by **Phil Collins** on the international side.

## PolyGram

(continued from page 1)

**Regteren** says vinyl production will quickly be something of the past. "Until recently, we were still manufacturing for southern Europe and Germany," he says. "Now with Germany also showing a downfall, demand has sunk to a level that it's no longer commercially viable to run the factory. I'm sure that for some years, certain companies will continue to handle small quantities. But professionally speaking, it's over."

Van Regteren expects future demand from PolyGram companies for 12" vinyl (albums, maxi-singles) to be handled either on a local level (mainly Italy, Spain) or via third-party, custom-pressing deals. Requests for 7" vinyl will be dealt with by the Louviers plant—together with PolyGram's CD factory in Hanover, purchased from **Philips** last year for a total of approximately US\$100 million.

Vinyl production at other European plants is showing a similar decline. The **Sonopress** plant in Guetersloh, Germany—manufacturing for **BMG**, **Virgin** and **Intercord**—plans to stop vinyl production next January. "It has really gone down," says Sonopress sales director **Roland Ramforth**. "Three years ago we had an annual production of 50 million; last year it was down to 23 million and it'll be about 8 million this year if we're lucky."

Cologne-based **EMI Electro-la Operations** presses vinyl for its European affiliates but,

according to MD **Friedrich Wottawa**, production has decreased considerably. "We were running two shifts last year; it's only one now. It's very hard to predict what will happen; we'll have to look each month at how things are developing." The company produced 12-13 million units last year and Wottawa expects output to decline to between six to eight million.

**Warner Europe's** manufacturing plant in Alsdorf, Germany, still produced 12 million vinyl albums last year, but that figure is expected to drop over 1992.

**EMI UK's** pressing plant in Hayes made 260 people redundant (60% of the total work force) last month following a 70% fall in production. Back in January 1991, **Sony UK** closed down its

vinyl centre at Aylesbury, leaving **EMI** as the only UK major in the vinyl business. There is a possibility that **EMI** will also start contracting vinyl production out.

**Sony Operations** in Haarlem, Holland, manufactured 28.6 million vinyl units last year for European distribution (see table), but manager/stock control **Rene Colegem** predicts this to dip to 20 million. "But I don't even dare to say if we'll reach that. The downfall is going very fast."

**Sony** is pressing a sizable number of vinyl only for major frontline releases. Of the 4.7-million shipment for **Michael Jackson's** *Dangerous* album, close to 9% was reserved for European vinyl pressings; the release of the two **Bruce Springsteen** albums yielded 150,000 units on vinyl,

## Case Study: Vinyl Pressing At Sony

(in millions of units)

	Capacity	Production	D	Markets			
				UK	Sw	F	custom
12"	42.3	15.4	3.8	3.5	0.9	0.5	3.3
7"	32.3	13.2	1.0	4.5	0.6	3.5	2.0

\*Annual capacity over Feb 91-Jan 92.

## Regionals

(continued from page 1)

overlaps its present coverage."

The Authority hopes to open the bidding before the first wave of licence re-advertising for existing services commences later this year. This would allow a present licence holder to bid for a regional franchise instead of renewing its current ILR licence.

**Baldwin** points to the success in London of specialist-format stations such as **KISS FM** and **Melody**. **Baldwin** writes, "In Greater London, the various ILR services now take a 54% share of all radio listening, as compared to the overall UK proportion of 38%. Second, the availability of services targeted strongly towards age-groups or other demographic sectors of the population appears to have proved a major attraction to advertisers, who would evidently welcome an extension of opportunities for buying similarly clearly defined ILR audiences in the other main marketplaces besides London."

He says the only way such stations would be commercially viable outside the capital would be to "spread their availability over a wider geographical area than the present ILR Top 40 and gold stations need to."

The exact details on the bidding process, advertising timetable, technical specifications and coverage area have not been worked out, says Authority spokesperson **Tracey Mullins**. "We are still consulting with the AIRC," she says. "This has to be done before any finishing touches can be done. We are still in the preliminary stages."

**Mullins** adds more details will be outlined when the Authority publishes a consultative document about licence re-advertisement in early May.

The plan has already drawn criticism from the AIRC, which

says the Authority might be moving too fast. Reports AIRC director **Brain West**, "Generally, the feeling on the board is that it is not adverse to the idea of expansion. But it [the Authority] should not be rushing into it given the state of the economy and industry. The pace of development by the Authority has to be judged. Sure, commercial radio has increased its listener share, but that has not translated into an increase in revenue."

"Their brief—via the 1990 Broadcasting Act—might be to increase listener choice and tell us the market is our problem. But by adding more services, they are creating difficulties in the market. The cake isn't getting any bigger, but more slices are being taken from it."

## Rebulla

(continued from page 1)

responsibility for classical music **Tim Harrold** praised **Holschneider's** outstanding service to the company, calling **Holschneider** a hard act to follow. He adds, however, that he can think of no one better for the job than **Rebulla**, with his extensive knowledge of **Deutsche Grammophon** and its artists.

**Adas Holschneider**, "I have thoroughly enjoyed my years with the world's premiere classical record company. **Gianfranco** is well-versed in our business and I am sure he will help **Deutsche Grammophon** to break new boundaries. I wish him every success. **Deutsche Grammophon's** future will be in good hands."



Gianfranco Rebulla

## IMR

(continued from page 1)

location has not been announced, though speculation is that it will be based in London.

Comments **VCGC** corporate director **Will Whitehorn**, "The format we've proposed doesn't exist in independent local radio [ILR] or national radio. Eighty per cent of the material will be post-1970. We will not concentrate on chart music, though there will be perhaps one chart show a week."

**Whitehorn** says the programming, targeting 18-40-year-olds, will feature the best rock music over the past 20 years. "Our definition of rock includes all types of modern contemporary music," he says. "That includes everything from hard rock to soul, reggae and folk." Although there will be occasional live studio sessions and a minimum of new tracks, the format will not concentrate on new music.

**Whitehorn** continues, "It will be a much broader format than is usually heard on ILR or **BBC Radio 1**," he adds. "We are looking for the audience who are not being catered to and who are prepared to turn to AM if the music they want to hear is available."

The classic rock orientation could help boost back catalogue album sales. Comments **Arista Records UK** radio promotions executive **Paul Kindred**, "It will

start forcing labels to capitalize on the idea that 'We had that out and it was a classic album, so let's give it another shot because we are getting play on a national station.'"

**Kindred** says the station will be a good outlet for the old albums and anthologies. "That will also give us money because it doesn't cost much to repackage some of this stuff."

However, he is somewhat disappointed that the service will not play much new music since it would be a perfect way to expose new artists. But **Kindred** thinks the live sessions could help make up for that shortfall.

When asked about the difficulties of programming music on a national scale, **Whitehorn** replies, "There will be the possibility of some local opt-outs. But this audience will generally be more internationally minded, not so centered around their own region."

He says it is not a matter of finding an audience, but rather that "this audience is looking for something of that type in the UK."

He continues, "As far as attracting advertisers to radio, one of the things that TV-AM is very good at is selling broadcast advertising nationally. Nobody else does it in this country. With **Virgin's** strength in music and marketing and TV-AM's strength in marketing and sales, I think we have put together a very credible bid."

The service will occupy the 1215 and 1197 kHz frequencies which have been relinquished by **BBC Radio 3**, and is expected to cover 85% of the UK population during daylight hours. Estimates for evening coverage remain unclear, though there has been talk of additional boosters being used to improve the nighttime signal.

Says TV-AM controller/public affairs **David Keighley**, "Our business plan has taken into account the fact that you don't get good reception in the evenings. However, data compression is on the horizon. That means—and we are 90% certain of this—by 1995 there will be FM availability."

As far as wooing an audience to AM is concerned, **Keighley** replies, "Just look at **Capital Gold/London**. They are playing music people want to hear. With national commercial radio being an unknown quantity and a new medium, we shall be selling very hard to attract advertisers to the service, as well as to radio."

**Virgin Communications** chairman **Robert Devereux**, who will serve on IMR's board of directors, conservatively estimates that IMR could earn about £5 million in ad revenue in 1993. He says that could rise to about £9 million the following year and £11 million after its first full fiscal year. Subsequent revenue would be £14-15 million annually, he predicts. **MMC**



# EHR TOP 40

TW	LW	WOC	Artist/Title	Label	Total	A	B	Add
1	1	4	<b>BRUCE SPRINGSTEEN</b> /Human Touch	(Columbia)	63	49	14	4
2	3	5	<b>ANNIE LENNOX</b> /Why	(RCA)	56	42	14	8
3	2	10	<b>MICHAEL JACKSON</b> /Remember The Time *	(Epic)	49	42	7	3
4	5	7	<b>MR. BIG</b> /To Be With You	(Atlantic)	50	40	10	3
5	4	18	<b>SHANICE WILSON</b> /I Love Your Smile	(Motown)	49	38	11	1
6	20	3	<b>PRINCE</b> /Money Don't Matter	(Paisley Park)	41	29	12	12
7	6	6	<b>U2</b> /One	(Island)	38	23	15	2
8	9	4	<b>ROXETTE</b> /Church Of Your Heart	(EMI)	44	30	14	5
9	10	11	<b>TEN SHARP</b> /You	(Columbia)	38	29	9	3
10	8	5	<b>LISA STANSFIELD</b> /Time To Make You Mine	(Arista)	37	19	18	0
11	12	3	<b>VANESSA WILLIAMS</b> /Save The Best For Last	(Polydor)	35	21	14	5
12	17	4	<b>CROWDED HOUSE</b> /Weather With You	(Capitol)	33	23	10	5
13	11	8	<b>TEARS FOR FEARS</b> /Laid So Low...Tears Roll Down	(Fontana)	31	21	10	4
14	15	8	<b>SHAKESPEARS SISTER</b> /Stay	(London)	34	20	14	4
15	14	6	<b>ERIC CLAPTON</b> /Tears In Heaven	(Reprise)	30	19	11	2
16	16	10	<b>CURTIS STIGERS</b> /I Wonder Why	(Arista)	33	27	6	3
17	23	2	<b>CURE</b> /High	(Fiction/Polydor)	26	12	14	3
18	7	13	<b>GENESIS</b> /I Can't Dance	(Virgin)	27	19	8	0
19	18	6	<b>BRYAN ADAMS</b> /Thought I'd Died And Gone...	(A&M)	28	16	12	1
20	19	11	<b>PASADENAS</b> /I'm Doing Fine Now	(Columbia)	29	21	8	1
21	NE	→	<b>DEF LEPPARD</b> /Let's Get Rocked	(Phonogram)	22	14	8	8
22	25	10	<b>CE CE PENISTON</b> /Figally	(A&M)	28	19	9	1
23	13	9	<b>SIMPLY RED</b> /For Your Babies	(east west)	27	20	7	2
24	22	12	<b>WET WET WET</b> /Goodnight Girl	(Precious/Phonogram)	26	17	9	2
25	32	2	<b>RIGHT SAID FRED</b> /Deeply Dippy	(Tug)	25	18	7	9
26	30	2	<b>LIGHTNING SEEDS</b> /The Life Of Riley	(Virgin)	27	13	14	5
27	21	7	<b>CHIC</b> /Chic Mystique	(Warner Brothers)	23	13	10	1
28	26	2	<b>HAMMER</b> /Do Not Pass Me By	(Capitol)	20	12	8	3
29	NE	→	<b>SOUL II SOUL</b> /Joy	(Ten)	20	13	7	4
30	35	13	<b>RIGHT SAID FRED</b> /Don't Talk Just Kiss	(Tug)	20	17	3	2
31	NE	→	<b>CHAKA KHAN</b> /Love You All My Lifetime	(Warner Brothers)	26	12	14	9
32	24	10	<b>DES'REE</b> /Feel So High	(Sony Soho Square)	25	13	12	1
33	NE	→	<b>SHAWN CHRISTOPHER</b> /Don't Lose The Mggic	(Arista)	21	8	13	6
34	36	4	<b>NIRVANA</b> /Come As You Are	(DGC)	18	13	5	3
35	33	2	<b>WET WET WET</b> /More Than Love.	(Precious)	19	13	6	0
36	31	17	<b>G. MICHAEL/E. JOHN</b> /Don't Let The Sun Go Down...	(Epic)	20	13	7	0
37	40	5	<b>RICHARD MARX</b> /Hazard	(Capitol)	20	12	8	2
38	28	6	<b>ROZALLA</b> /Are You Ready	(Pulse 8)	19	15	4	2
39	38	12	<b>CE CE PENISTON</b> /We Got A Love Thang	(A&M)	15	11	4	3
40	27	3	<b>OPUS III</b> /It's A Fine Day	(PWL)	17	9	8	2

The EHR Top 40 chart is based on a weighted-scoring system. Songs score points by achieving airplay at M&M's EHR reporting stations. Unlike M&M's European Airplay Top 50, which includes reports from stations serving a general audience, these stations target 12-34 year-old listeners with contemporary music fulltime or during specific dayparts. Songs in "A" rotation airplay receive more points than those in "B" rotation or more limited airplay exposure. Stations are weighted by market size and by the number of hours per week committed to the format.

## CHARTBOUND RECORDS

<b>CURTIS STIGERS</b> /You're All That... (Arista) 18/1	<b>PASADENAS</b> /Make It With You (Columbia) 12/1
<b>ERASURE</b> /Breath Of Life (Mute) 16/3	<b>CHER</b> /Could've Been You* (Geffen) 11/7
<b>CHRIS DE BURGH</b> /Separate Tables* (A&M) 15/8	<b>DEL THA FUNKEE H.</b> /Mistadobalina (Elektra) 11/1
<b>RANDY CRAWFORD</b> /Who's Crying...*(Warner Brothers) 15/8	<b>LEVEL 42</b> /My Father's Shoes (RCA) 11/1
<b>MARIAH CAREY</b> /Make It Happen* (Columbia) 14/7	<b>GEOFFREY WILLIAMS</b> /It's Not A Love Thing* (EMI) 10/5
<b>KYM SIMS</b> /Take My Advice (Atco) 14/3	<b>TOM PETTY/HEARTBREAKERS</b> /Too Good... (MCA) 10/3
<b>DINAH WASHINGTON</b> /Mad About... (Mercury) 14/3	<b>BEAUTIFUL SOUTH</b> /We Are Each... (Go!Discs) 10/2
<b>DAVID BYRNE</b> /Girls... (Luaka Bop/Warner) 14/2	<b>CLIVILLES &amp; COLE</b> /A Deeper Love (Columbia) 10/1
<b>GENESIS</b> /Hold On My Heart* (Virgin) 13/9	<b>GUNS N' ROSES</b> /November Rain (Geffen) 10/1
<b>XTC</b> /The Disappointed* (Virgin) 13/3	<b>ROBERT PALMER</b> /Every Kind Of People (Island) 10/1
<b>SWING OUT SISTER</b> /Am I The Same Girl (Fontana) 13/2	<b>YOTHU YINDI</b> /Treaty (Hollywood) 10/1
<b>TONY HADLEY</b> /Lost In Your Love (EMI) 13/1	<b>SALT-N-PEPA</b> /Expression (ffrr) 10/0
<b>HOWARD JONES</b> /Lift Me Up (east west) 12/2	<b>IZABELLA</b> /Shame Shame Shame* (Virgin) 9/4
<b>SOUP DRAGONS</b> /Divine Thing (Big Life) 12/2	<b>RED HOT CHILI PEPPERS</b> /Under... (Warner Brothers) 9/2
<b>YAZZ</b> /One True Woman (Polydor) 12/2	<b>SALT-N-PEPA</b> /Do You Want Me* (ffrr) 9/2

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

## PRINCE IS CASHING IN

Annie Lennox is undergoing a strong increase in total stations this week, but airplay of *Why* is not yet strong enough to take the top spot of the EHR Top 40 from **Bruce Springsteen's** *Human Touch* which is also registering new stations. Both records have across-the-board impact, although Springsteen scores better in Germany.

Prince can claim the fastest climber this week, with *Money Don't Matter* moving up from number 20 to 6, mainly because of exploding airplay in the UK, Germany and the Benelux. Also this week's Most Added (12), *Money Don't Matter* is the singer's fourth single in seven months to hit top 10, following *Cream* (peaking at number 3), *Diamonds & Pearls* (6) and *Gett Off* (10).

With *You* moving up to number 9 this week, Dutch act **Ten Sharp** becomes the second-best scoring act from mainland Europe this year; **Roxette's** *Spending My Time*

peaked at number 5 in January. The band continues to do well in the UK, the GSA territories and Scandinavia.

Another big jump for the **Cure**, whose *High* is already at number 17 after only two weeks. The single—taken from the band's forthcoming new album *Wish* (released April 21)—is getting its best reports in the UK and Italy, while Scandinavia shows major potential as well.

Following the release of the *Adrenalize* album, Sheffield rockers **Def Leppard** are making a surprisingly high entry on EHR. Entering at number 21, the single is in rotation on nearly 55% of M&M's EHR database in the UK, and is picking up airplay on major stations in Italy, Spain and Holland.

Second-best entry goes to **Soul II Soul's** latest single *Joy*. It is the band's first EHR-charting single and is received best in the UK, Sweden and Holland.

Machgiel Bakker

## MOST ADDED

<b>PRINCE</b> /Money Don't Matter (Paisley Park) 12
<b>GENESIS</b> /Hold On My Heart (Virgin) 9
<b>CHAKA KHAN</b> /Love You All My Lifetime (Warner Brothers) 9
<b>RIGHT SAID FRED</b> /Deeply Dippy (Tug) 9
<b>CHRIS DE BURGH</b> /Separate Tables (A&M) 8
<b>RANDY CRAWFORD</b> /Who's Crying Now (Warner Brothers) 8
<b>DEF LEPPARD</b> /Let's Get Rocked (Phonogram) 8
<b>ANNIE LENNOX</b> /Why (RCA) 8

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

## "A" ROTATION LEADERS

<b>BRUCE SPRINGSTEEN</b> /Human Touch (Columbia) 49
<b>MICHAEL JACKSON</b> /Remember The Time (Epic) 42
<b>ANNIE LENNOX</b> /Why (RCA) 42
<b>MR. BIG</b> /To Be With You (Atlantic) 40
<b>SHANICE WILSON</b> /I Love Your Smile (Motown) 38

The "A" Rotation Leaders are those songs which have the highest number of stations playing them in "A" or heavy rotation during the week. Rotation definitions are set by the individual stations. In the case of a tie, songs are listed alphabetically by artist.

## "A" ROTATION PERFORMANCE

	"A" %
<b>2 UNLIMITED</b> /Twilight Zone (PWL Continental) 92	
<b>TEMPTATIONS</b> /My Girl (Epic) 91	
<b>ALISON LIMERICK</b> /Make It On My Own (Arista) 85	
<b>RIGHT SAID FRED</b> /Don't Talk Just Kiss (Tug) 85	
<b>ERASURE</b> /Breath Of Life (Mute) 81	
<b>ZUCCHERO/CRAWFORD</b> /Diamante (London) 81	
<b>JAMES</b> /Born Of Frustration (Fontana) 80	
<b>SALT-N-PEPA</b> /You Showed Me (ffrr) 80	
<b>YOTHU YINDI</b> /Treaty (Hollywood) 80	

"A" Rotation Performance is a listing of those records that have achieved the best A rotation penetration. Records listed are those outside the EHR top 20 and with a total number of reporting stations of at least 10. Songs tied are listed alphabetically by artist.

## TOP RECURRENTS

	Total Stations
<b>KYLIE MINOGUE</b> /Give Me Just A Little More Time (PWL) 18	
<b>SIMPLY RED</b> /Stars (east west) 18	
<b>KLF</b> /Justified & Ancient (KLF Communications) 15	
<b>GARY MOORE</b> /Cold Day In Hell (Virgin) 15	
<b>TINA TURNER</b> /Love Thing (Capitol) 13	

Top Recurrents are former EHR top 20 records that have fallen off the chart but are still receiving significant airplay. In case of a tie, records are listed alphabetically by artist.

## NEW TOP 20 CONTENDERS

	Total Stations
<b>CHRIS DE BURGH</b> /Separate Tables (A&M) 15	
<b>RANDY CRAWFORD</b> /Who's Crying Now (Warner Brothers) 15	
<b>XTC</b> /The Disappointed (Virgin) 13	
<b>GEOFFREY WILLIAMS</b> /It's Not A Love Thing (EMI) 10	
<b>IZABELLA</b> /Shame Shame Shame (Virgin) 9	

New Top 20 Contenders are those artists that have not yet had an EHR top 20 hit and appear on this page for the first time with this single. Artists are listed by total number of stations. In case of a tie, records are listed alphabetically by artist.

# JOHN NORUM



THE NEW ALBUM

## "FACE THE TRUTH"

FEATURING: GLENN HUGHES AND JOEY TEMPEST

