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# MUSIC & MEDIA

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The European  
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Trade Magazine

## Home-Grown Acts Top Up Scandi Figures

The sales success of home-grown acts like CBS Sweden's Magnus Uggla and Medley Denmark's Kim Larsen have significantly contributed to healthy rises in soundcarrier value across Sweden, Finland and Denmark according to Dag Haeggvist, chairman of Sonet Records and an IFPI board member.

### BBC Radio 1's 90s Policy

by Hugh Fielder  
BBC's Radio 1 has spelt out its plans to retain the biggest audience share in the UK and stand by its public service principles in a "bullish" policy document called Music Radio For The 90s.

This is the first time the station has issued such a manifesto. It comes as the Radio Authority prepares to set up three national commercial networks, one of which is expected to be a pop station.

Radio 1 head of program- continues on page 4

Haeggvist, commenting on 1989 sales from the region just released by IFPI, says standards of local production have risen in recent years and "this has undoubtedly helped home-grown artists hold their own against UK and US competition. For a performer like Larsen to sell 400,000 albums in a country the size of Denmark is an amazing achievement".

Revenues in all formats were up, compared to 1988, in Sweden (19.1% to Skr 893 million), Finland (20.8% to Skr 348 million) and Denmark (12.2% to Skr 431 million). Norway was the only territory to break the pattern, with a 5.8% decline to Skr 348.5 million, which Haeggvist attributes as "part of the territory's general economic recession".

The rise in turnover was aided by consumers switching from vinyl to the more expensive CD. In the major market, Swedish CD sales now account for 34% of continues on page 4

## SYNDICATOR'S "MOST EXPENSIVE" DEAL

# MCM Acquires 'Wall' Rights

by Chris Fuller

Radio syndicator company MCM has acquired the exclusive European rights for Roger Waters' "The Wall" show in Berlin on July 21. The deal follows an agreement with the worldwide broadcast rights holders, Radiovision.

Industry sources estimate the deal to be worth up to US\$ 150,000. While not revealing a figure, MCM MD Tony McGinn describes it as "our most expensive acquisition anywhere, ever".

MCM was seeking buyers among major stations at last week's IM&MC in Amsterdam, and expects between 200-300 outlets across Europe to broadcast the event, most by simulcast. As Music & Media went to press, deals had been struck

with the state channels in Spain (RNE) and Portugal (RDP). MCM will provide concert tickets and promotional material to selected stations.

The show, billed as the largest musical event since Live Aid, will benefit the Memorial Fund for Disaster Relief. Waters and a number of unrevealed "star guests" will perform on the Potsdammer Platz to an expected audience of 250,000 and a worldwide TV and radio audience numbering in the millions.

In a separate IM&MC announcement, syndicator company Rock Over London revealed details of its acquisition of the world radio rights to a concert featuring three leading op-

erators. Plácido Domingo, Luciano Pavarotti and Jose Carreras will all perform in Rome on July 7, the eve of the World Cup final.

Each of the singers, who have never appeared together before - and who have signed a contract agreeing not to do so again - will sing four songs in a variety of languages. They will unite for the finale, backed by a 200-piece orchestra.

The concert is a joint production between Granada International and Italy's RAI 1. Rock Over London is offering a stereo simulcast which it hopes will be aired in each European territory either on a national or commercial network. TV rights are being sold by Big Picture Productions. □



Meeting in the marketplace at IM&MC

## Teller Calls On Radio To Support National Artists

Amsterdam - Radio stations throughout Europe fall at the city's old stock exchange.

MCA Music Entertainment Group chairman Al Teller made the charge during a keynote speech at the International Music & Media Conference (IM&MC). Broadcasting and music in-

dustry professionals attended the May 27-30 event, held at the city's old stock exchange.

Calling the trend "significant and alarming", Teller said its effect is to undermine home-grown talent and advance the day when programmers will offer "a single, homogeneous and continues on page 4

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The rise of flamenco music, cross-border exploitation and music radio update

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waiting for Cousteau



## Coca-Cola Renews Eurochart Hot 100 Deal

Coca-Cola has renewed its exclusive licensing rights to the Eurochart Hot 100, Music & Media's definitive weekly singles chart.

Announcing the new two-year deal, Coca-Cola VP and worldwide media director William Lynn said, "The Coca-Cola Eurochart Hot 100 has become 'the real

thing' in European music. It clearly reflects the trends throughout Europe today, showing that within the music industry the spirit of 1992 is already here".

The chart will be the focal point of Coca-Cola's annual US\$ 1 million European media and promotional campaign in Europe. As well as a weekly TV show on

Super Channel covering 23 million households in 15 countries, the chart is being networked to 120 radio stations in five countries through MCM Networking.

Coca-Cola will be expanding this promotion into magazines and newspapers, point-of-sale merchandising and special event sponsorships. Theo Roos, president of Billboard/Music & Media Europe: "We are delighted with the extended backing by Coca-Cola which makes it possible to reach some 60 million people with the chart every week".

The Coca-Cola Eurochart Hot 100 is jointly owned by European Music Report (Music & Media's parent company) and the Dutch copyright society BUMA/STEMRA. □



From l-r: Theo Roos; Music & Media publisher Leon ten Hengel; Hein Endlich, assistant GM BUMA; BUMA/STEMRA board member Cor Groot; William Lynn; MD IM&M Jan Abink; and Gordon Link, executive VP McCann Erickson.

## CLT Profits Drop

The Luxembourg-based media group CLT has announced a drop in its annual turnover of 24%. During a recent shareholders AGM the company revealed that turnover for the year ending December 31 1989 equalled Ffr 1.283 billion (app. US\$ 232 million) with profits also dropping from Ffr 140 million in 1988 to Ffr 31.3 million in 1989.

Last year, CLT's radio arm, RTL, embarked upon an extensive expansion programme, revamping its existing services in Europe and developing new ones. The company also operates several TV stations. □

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Overheard at the IM&M...

★ ★ ★  
Emmis Broadcasting president Steve Crane confirms he is "working closely with CLT" on at least two major European radio projects in the wake of the US radio company's 15% investment in RTL's Maximum FM. Crane is also keen to "get involved" in UK radio via the forthcoming national franchises but, as he told IM&M delegates in an opening address, the approach will be strictly softly softly: "Success can only be had by carefully building relationships with those already on the ground here with specialist local knowledge. Advice, help, but don't attempt to dominate!"

★ ★ ★  
DJs wanting to work with Jeff Pollack, chairman/CEO of the Pollack Media Group should maybe think again: "I favour the Nicotina Canevone style of programming", Pollack told bewildered delegates at the IM&M. "I believe DJs should have a vote that all their votes should be put together and count for only 10% of the programme director's vote." We think he was joking...

★ ★ ★  
On the topic of new radio formats, Pollack believed Europe will lead towards "adult programming" - specifically proven US successes like The Wave, classic rock and AOR. But Rick Cummings, VP at US company Emmis, predicted a growth in dance programming over rock, repeating recent US trends.

★ ★ ★  
Following last week's announcement on the "joint venture" between WEA International and Carrere, some insiders are now suggesting that only Carrere's distribution arm is involved in the deal. French official sources say the pact will get government approval only because "no French company has made a counter proposal". At press time, neither WEA France or Carrere would comment.

★ ★ ★  
Interesting to hear Chris Griffin of Virgin International saying his company had turned down the album from Roger Waters' 'The Wall' concert in Berlin next month. He says it will make "great television" but doubts whether a live album will score over EMI's original 1979 release. So, who will get it?

edited by Machiel Bakker

# The stunning new album Home hothouse flowers

Released June 4  
Featuring the hit single Give it up  
Video MTV Power Plug  
European tour September / October



## Zumkeller, Bignotti Lead WEA Int. Changes

WEA International now has a trio of presidents in continental Europe. The appointments are part of a senior management reorganisation which takes effect June 1, and reflect the company's increased share of market and growth through acquisitions over the past 12 to 18 months.

Manfred Zumkeller is named president of WEA International Central Europe, and Marco Bignotti is appointed president of WEA International Italy.

Luigi Calabrese was elevated to president of WEA International France last year. The three presidents, together with WEA UK chairman Rob Dickens, report to WEA International senior VP Europe Stephen Shrimpton.

Zumkeller, who was MD of WEA Germany, now assumes responsibility for the multinational's operating companies in Germany, Austria, Denmark and Switzerland. Based in Hamburg, he will also supervise WEA Europe's activities in Eastern Europe, needs and projected firm with the Swiss distribution firm Musilvertrieb and its president, Jack Dimenstein.

Gerd Gebhardt becomes MD of WEA Germany; he was its marketing director and deputy MD,

and has been with the company five years.

Bignotti oversees WEA Italy and CGD in his new post, and is also named area manager of WEA Greece. He was MD of WEA Italy. Reporting to him will be Gerolamo Caccia, Roberto Magrini and Massimo Giuliano. Caccia is newly appointed as financial controller and deputy president of WEA International Italy. Magrini is named MD of CGD, and Giuliano becomes GM of WEA Italy.

A concurrent appointment is that of Hans Englund to area manager of WEA Scandinavia, responsible for operations in Sweden, Finland and Norway. He was MD of WEA Sweden, and the change follows expansion in that market with the re-establishment of the Metronome label.

Shrimpton says the new senior management structure realigns WEA Europe in anticipation of the single market in 1992/93. "This reorganisation, focusing on our marketing and distribution strengths, needs and projected growth, is part of our ongoing development plan in major territories". He says that the plan began last year with the appointments of Dickens and Calabrese to their current posts. □

## MOVING

**Media:** Wolfgang Sibich joins Frankfurt private Radio FFH as assistant programming director, following the resignation of Christoph Lanz who has become a freelance presenter \* **Dave Pearce** has joined London dance station



**Pearce** Kiss FM's team of presenters, ready for the station's launch in September \* **BRT** sports show host Carl Huybrechts joins Dutch KRO TV to host the talkshow "Curious" from July \* **Stefan Meyer** has replaced Arno Mueller as head of music and entertainment at Radio Gong Nürnberg, not Stephan Hallpaß as previously stated \*

**Music:** Paul Berry has been appointed secretary general of the In-



**Berry** ternational Confederation Of Music Publishers \* **Meyran Paul temans** has been made promo assistant at EMI Belgium \* **Dave Massey** has joined Hit & Run Publishing as creative manager from Chrystal Music \* **Henk Penseel** has joined CBS Holland as marketing manager \* **Jane Potter**



**Potter** has been appointed promotion manager BMG International with special responsibility for Europe \* **Deborah Dugan** has been named as director of business affairs at SBK records in New York \* **Isidore Probst** joins Island France as marketing manager, from retail chain FNAC \* **Catherine Oudmans** has been appointed European VP marketing licensed labels at BMG International, based in Munich \*

CHAIRS

## CBS Acquires Rights To Columbia Trademark

by Adam White

CBS Records has acquired the international rights to the historic Columbia Records trademark from EMI Music. The trademark of the name means the company could change its corporate identity to Columbia in most of the world when its licence from CBS Inc to use the CBS trademark expires. Some observers speculate that this could happen as soon as next January, three years after the record company's purchase by Sony. A CBS Records spokesperson in New York declined to comment.

Nevertheless, a number of CBS Records International (CRI) companies, most notably in Europe, are said to be preparing for the introduction of Columbia as a label name from next January. CRI president Robert Sumner says plans for use of the trademark have not been fully formulated.

### BBC Radio 1

continued from page 1

mes, Roger Lewis, says it is "a distilled statement of intent which positions us within an increasingly competitive market and within the BBC as a public broadcaster." The major points are:

- The station will continue to balance daytime rock and pop with specialist music in the evening and at weekends.
- Plans for 24-hour broadcasting will be implemented once the station's stereo network is complete by 1992, giving a fully reliable signal after dark. At present the station closes down between 02.00 and 05.00.
- It will employ high-profile personality presenters alongside committed music specialists.
- It will continue to support new music and highlight and question new developments as well as archiving the history of popular music.

The impetus for the document was started a year ago and is based on objectives laid down by the BBC's network radio MD David Hatch. Lewis believes most of the extra funding required for the station's extra output can be funded through "retail housekeeping".

Currently, the BBC is discussing an unrestricted needletime agreement with Phonographic Performance Limited (PPL) to enable Radio 1 to broadcast 24 hours. "The PPL has already declared that limited needletime is dead," says the BBC's head of recording services Dave Price.

South Korea and Taiwan, where Nippon Columbia has rights.

CBS Records' acquisition of the name means the company could change its corporate identity to Columbia in most of the world when its licence from CBS Inc to use the CBS trademark expires. Some observers speculate that this could happen as soon as next January, three years after the record company's purchase by Sony. A CBS Records spokesperson in New York declined to comment.

Nevertheless, a number of CBS Records International (CRI) companies, most notably in Europe, are said to be preparing for the introduction of Columbia as a label name from next January. CRI president Robert Sumner says plans for use of the trademark have not been fully formulated.

An EMI spokesperson confirmed the transaction was finalised

### Scandi Figures

continued from page 1

total sales, up 6% on 1988, while the vinyl LP declined by 7% to 44%. The trend continued in Denmark, where vinyl LP sales dropped by 3% to 39% and CD rose by the same proportion to 43%. An even bigger CD leap was recorded in Finland, by 7% to 24% of the market, while the vinyl LP also increased by 2%. CD sales in Norway increased by 3% to 38% and vinyl fell 1%.

### Teller On Radio

continued from page 1

ultimately boring radio format" worldwide. Teller cited France as an example of how local artists lose out: "Domestic product accounts for over 40% of retail sales. Yet while AM stations air a healthy percentage of domestic records, their play on FM is very low. Only 20% of their playlists consist of domestic repertoire".

In Italy, "more than 50% of retail sales are generated by Italian artists", he said. "Yet radio devotees only 25% of its airtime to domestic repertoire". Teller did not cite the source of the statistics.

Broadcasters at IM&MC heard the MCA executive express concern at "the prospect of seeing

at the end of last year but declined to disclose its terms. Insiders say the deal was not a cash transaction but one involving a new CBS computer software programme designed for music publishing applications.

Concerning the Columbia name in Spain, BMG Music International VP of international business affairs, Alan Kress, says the company has no intention of selling it. He declined to comment on whether there have been discussions between CBS and BMG over the trademark, something denied by Sumner.

In relinquishing the trademark, EMI has surrendered a piece of its history, particularly in Europe. Columbia has been associated with many of the UK company's heritage artists. Among them is Cliff Richard whose hit singles and albums appeared on the label continuously from 1958-1972. □

Across all four territories cassette sales remained virtually unchanged - Sweden 20%, Finland 41%, Norway 46%, Denmark 18%.

EMI Norway marketing manager Tor Eriksen comments on his territory's slump: "Unemployment is at the highest since the war and people are being very careful about what they spend their money on. Some people are more optimistic though I can't see any change in this trend for a couple of years." □

radio here turn into 'the United States of Europe.'" He explained: "In the US, it is axiomatic that a certain degree of 'localisation' is absolutely essential for a station to succeed".

Holland's Sky Radio came in for particular criticism. Its "mellow adult contemporary" format, without DJs and music identification, is "a prime example of treating music as some element of the background instead of an active, involving, listening experience", Teller commented.

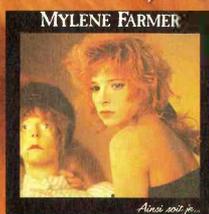
In addition, Teller concluded, "Be creative. Give new artists a shot. Play what audiences want to hear, and play what they are already buying. Spend less time with your computers and more with your artists." □

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## BMG Plays Host To Worldbeat '90

Senior management from more than 30 BMG companies attended a five-day meeting in Scottsdale, Arizona organised by BMG Music International, last month. The event was hosted by president/CEO Rudi Gassner. Entitled Worldbeat '90, it was the company's first international MDs

meeting. It featured live performances from Marcus Roberts, KT Oslin and Kenny G, as well as personal appearances from Rick Astley, Bruce Hornsby, Lita Ford and Mr Mister's Richard Page. The event also featured music presentations from Lisa Anderson, MD RCA UK; Roger Wat-

son, MD Arista UK; Bob Buziak, president RCA US; Clive Davis, president Arista US; and Roy Lott, executive VP Operations Arista US. International repertoire was presented by Chris Stone, VP International A&R/Marketing and BMG Benelux's new MD, Dorus Sturm.

Additional contributions were made by Adrian Workman, VP BMG Video International; Gunter Hensler, president BMG Classics; Nick Firth, president BMG Publishing; and Joe Galante, president RCA Nashville. *Caption identities read left to right.*



**The Host & The Artists** - Bruce Hornsby, Lita Ford, Rudi Gassner, and Mr. Mister's Richard Page.



**Where Executives Meet** - Heinz Henn, Monti Luefner, vice chairman & president A&R Bertelsmann Music Group; Michael Dornemann, chairman & CEO Bertelsmann Music Group; and Rudi Gassner.



**The Scandi Touch** - Håssa Breshlath, MD BMG Ariola Sweden; Arnould Bahlmann, Erling Johannessen, MD BMG Ariola Norway; and Ernst Mikael Jørgensen, MD BMG Ariola Denmark.



**Kenny & (BMG)** - Roy Lott, Rudi Gassner, Kenny G, Clive Davis, and Heinz Henn, senior VP International A&R/Marketing BMG Int.



**All Smiles** - Bernard Carbonez, president BMG Ariola France; Arnould Bahlmann, senior VP Central Europe BMG International; Lisa Anderson, MD RCA/BMG UK; and Jan Theys, MD BMG Ariola Belgium.



**Way Out West** - John Preston, Chairman, RCA/BMG UK; Rick Astley; and Heinz Henn.

## Chiltern And Aire Split Frequencies

Chiltern Radio and Leeds-based Radio Aire are both splitting frequencies this summer and offering AM oldies-based services. Chiltern, which has just announced a 43% increase in half-year profits to £403,000, will be launching its Supergold service on June 24, with Aire starting up Magic 828 in July.

Chiltern programme controller Paul Robinson says the station will not be a nostalgia station. "It will be a contemporary station. We will be playing some suitable current material as well as the classic hits of the last 35 years."

There will also be speech programming including a daily phone-in show, a regular three-hour midweek sports show and a four-hour Saturday sports show. Late-night and overnight programming will be shared with the FM service which will retain its identity as "The Hot FM".

Supergold will have separate local news, information and commercials carried on each of its AM transmitters. It will also face local competition from Kettering-based KCBC which came on-air in April. Chiltern has a 29.9% stake in KCBC but Paul Robinson believes the two stations will actually sound very different.

"KCBC has gone for an older audience and is playing more from the 50s than we will. It also has an older style of presentation with recreated PAM jingles. Supergold will be more contemporary and will, I believe, be a complementary service."

Radio Aire's Magic 828 is due on air on July 17. It will be aimed at the 25-54 audience and feature mainly oldies with some current hits. MD Phil Riley says the station's strengths will come from its presenters: "We have an experienced, professional line-up and our three main daytime presenters have already been



Dave Foster, one of Chiltern Radio's SuperGold presenters

known in Yorkshire for many years."

Radio Aire will be repositioning its FM service, which will be known as Aire-FM, as a top 40 format with a short playlist and light rotation. Both services will take the Super Station overnight from Radio Radio as there is not convinced that they are enough listeners to justify a separate night service.

Both Aire and Chiltern have relied heavily on audience research to determine their AM formats. Riley has used research from XTRAM in the West Midlands, where he used to be programme controller, combined with new local research. "We particularly asked about the sense of 'Yorkshire pride' that people have and this has been helpful to us in exploring the local features of the Leeds/Wakefield area."

Chiltern carried out focus group studies and Robinson says that oldies was the most popular preference after top 30 pop. "It might seem an obvious thing to go for Gold but the format does go very well in research!"

## Chrysalis Back In The Black

Operating profits of £2.3 million by Chrysalis Records UK for the six months to February 28 have helped turn the Chrysalis Group loss of £2.1 million last year into an interim profit of £487,000.

The UK record company's sales of £14 million exceeded the whole of the previous financial year's turnover. Increased profits from the communications division and MAM Leisure as well as the UK-based music publishing companies and Lasgo's wholesale export division contributed to the upturn. The audio facilities division, however, had a poor first quarter and the US company lost US\$ 500,000, although this was a significant reduction on the losses that totalled nearly US\$ 22 million in 1989.

The success of Sinead O'Connor's *Nothing Compares 2 U* single, which reached no. 1 in 18 countries, has been a major factor in reversing the group's fortunes. Her album, *I Do Not Want This I Haven't Got*, has already topped the charts in 16 countries since its release at the end of March, and will underpin the group's improved performance for the second half of the financial year.

## BSB Buys Hit Studio International

BSB has bought Fujisanki Communications' weekly music series "Hit Studio International" which it will run on its Power Station music channel on Sundays at 19.00 hours.

The show, which is recorded live in London every Friday and beamed direct to Japan, has also been taken live by Star Channel

since last October. It will now have a one-week delay under the new arrangement.

Phil Collins, Bobby Brown, Rod Stewart, Lisa Stansfield, Tanita Tikaram, Bros and Everything But The Girl are among the 150 artists who have appeared on the show which also includes Japanese inserts live by satellite.

## RTE Surplus Threatened By Privates

State broadcasting company RTE's annual report for 1989 shows a surplus of almost IR£ 6 million (app. US\$ 3.7 million). But this is expected to be reduced considerably in 1990, partly because of competition from independent radio stations, which the outgoing chairman of the RTE Authority, Jim Culliton, predicts will cost RTE IR£ 1 million in advertising revenue.

Culliton also warned that further losses could lead to a very significant reduction in program-

ming quality and quantity: "Surely the objective should be to maintain an efficient, adequately funded state-owned broadcaster, while at the same time encouraging the development of a viable private sector broadcasting industry. Let us strive for the highest standard of excellence rather than the lowest common denominator."

There will be some 200 job losses at RTE during the next three years as part of a cost-cutting programme.

## TOP 10 UK MUSIC VIDEOS

1. <i>Verona</i>	Simple Minds	(Virgin)
2. <i>Hanging Tough Live</i>	New Kids On The Block	(CMT)
3. <i>Kylie On The Go</i>	Kylie Minogue	(Polygram)
4. <i>Evolution</i>	Gloria Estefan	(CMT)
5. <i>Singin' Collection</i>	Phil Collins	(A&P)
6. <i>Only Yesterday</i>	The Carpenters	(A&P)
7. <i>Through A Big Country</i>	Big Country	(Channel 5)
8. <i>Labour Of Love II</i>	UB40	(Polygram)
9. <i>Pavarotti</i>	Ludovic Pavarotti	(Polygram)
10. <i>TV Show Favorites</i>	Daniel O'Donnell	(RCA)

(BPI/RPI. Compiled by Gallup for BPI, BBC and Music Week. Based on sales.

## Government Help Sought For Community Stations

by Paul Easton

Radio Authority chairman Lord Chalfont wants community radio funding to be treated as a special case in the Broadcasting Bill. Defining community radio as "non-profit-distributing services which broadcast minority appeal, socially purposeful, open-access programmes", Chalfont told a London conference, "we would like the government's intentions for community radio to be more clearly expressed in the Bill".

"It seems to me that such services differ from public service broadcasting in the degree of community access offered and from commercial services in their minority appeal," said Chalfont, referring to experience in the US and Australia, as well as the UK, which indicates community stations require some non-commercial funding if they are to succeed.

"The minister (David Mellor) is on record as an enthusiast for community radio. I have already suggested to him that if his enthusiasm is to be rewarded with progress, community radio funding should be addressed separately in the Bill".

Community Radio Association (CRA) development officer Stuart Wood welcomes Chalfont's comments: "These stations have a different philosophy and we've all been pushing for more resources to be put into this new tier of

radio. David Mellor has shown that he can be open to new ideas and suggestions and he must realise that if community radio is to be different there is no way it can survive without extra funding."

The CRA is campaigning for a Radio Fund which could be open to donations from bodies such as the Arts Council, the Commission For Racial Equality, local businesses and trades unions. The fund could be used for programming ideas and projects by matching what the station had itself raised. However, Wood says this fund would not support community stations, and they will still need to be self sufficient and have a proper business plan.

Many of the community radio groups awarded franchises by the IBA last year have run into financial problems. The sole applicant for the Rutland franchise pulled out when they could not come up with a viable plan, even after advice from Radio Trent.

Community Radio West Lothian had to re-submit its application to the IBA with further financial details and recently announced a cutback on its proposed output when it goes on air later this year. And Tending Radio in Essex has just ended six months of financial uncertainty with a rescue package by Kent IR station Invicta Radio.

## Summer Sees New-Look Roadshow

BBC Radio 1 has unveiled its biggest ever roadshow for this summer's UK tour featuring daily live broadcasts from holiday towns across the country.

The new roadshow, which is painted with Radio 1's new ivory and logo, was officially launched by Princess Anne at the Gatehead Garden Festival where DJ Simon Bates also presented his morning show.

Two purpose-built vehicles house a mobile broadcast studio, satellite ground station, a record and CD library, a mobile generator and 1,500 square feet of stage area.

One vehicle contains the mobile studio, featuring two turntables, three cartridge machines, two CD players, two fixed and two roving microphones, and a 25 KW generator.

The other holds the record and CD library with jingles, a 1.9 metre satellite dish that transmits a stereo signal back to Broadcasting House in London and technical, production and communication equipment.

Over half a million people are expected to attend this summer's roadshows which first took place in 1973.

## Radio City Profits Drop

Liverpool's Radio City has suffered a 26% drop in pre-tax profits which are down to £458,000 for the half-year ending March 31.

A "sharp decline" in national and local sales during March is blamed for the slump, particularly as the company was trading at a higher profit than last year for the remaining five months. The fact that March 1989 revenues (which included Easter) were 30% higher than any previous month compounded the "disappointing" results.

Turnover is down 7.7% to

£1.872 million. The contribution from the station's associate company, sales house Broadcast Marketing Services, reflects the general drop in national radio advertising, falling from £153,000 to £91,000. The station's AM speech-based Citylink service, launched last October, is now producing its own revenue and chairman Barrie Marsh says that national and local revenue has improved during April although "a cautious view is being taken of the immediate future".

## Umbrella To Focus On Copyrights

Umbrella, the UK's independent labels association, will be focusing on the new copyright laws at its fourth annual seminar in London on June 16-17.

The association is negotiating its own agreement with the Mechanical Copyright Protection Society, separately to the BPI's controversial negotiations. The copyright session will cover all aspects of last year's Copyright Act from the independent viewpoint.

There will also be sessions on the music trade press, radio/television/satellites, distribution and retail, dance music and international/exports.

Registration includes free admission to a gig featuring four leading indie acts at a London club and details are available from Umbrella at 1-Mex, 6 Wadsworth Road, Perivale, UB6 5BB (tel:081-991-5591).

## Ringsend Problems Prompt Separation

by Ken Stewart

Dublin's Ringsend Road Music Group, set up in 1988 with the help of an IRE 800,000 (app. US\$ 490,000) investment by capital house Development Capital Corporation (DCC), has been split into two companies following disappointing returns.

Founders Clive Hudson and Andrew Boland have dissolved their business association amicably. Boland will continue to run Ringsend Road Studio, while Hudson plans to set up Round Tower Records and Publishing.

"I did not work out for a lot of reasons," said Boland. "There was a conflict of interests. If it kept going the way it was, both businesses would have suffered, probably irreparably".

Hudson admitted: "We got absolutely everything we projected wrong. The studio was booked solid, but a lot of that was for my product. Andrew couldn't book the studio because it was working

on product for the Ringsend Road label.

"My artists thought I was using an expensive studio when we could have used a cheaper one. Both of which were conflicts of interest." Apart from a change of name and location it will be business as usual for Hudson who will work with the same acts as before: Dolores Keane, Tom Pacheo, Johnny Dahan, Arty McClynn, Mick Hanly, Kieran Halpin, John B. Spencer.

"We have done a deal with Sonet for European distribution and licensing which I think is unique for an Irish company. Dolores Keane will tour Australia in August, she will go to Japan before the end of the year, and we are working on German dates".

Ringsend Studio has an area of 2,000 square feet and cost IRE 658,000. A second smaller studio, costing IRE 158,000, should be open by October.

## WDR Head Criticises Media Restructuring

by Peter Woernle

Cologne - Friedrich Nowotny, general director of the largest and most powerful ARD member, Westdeutscher Rundfunk (WDR), has criticised plans for broadcasting in a unified Germany as lacking in foundation. Nowotny says it is impossible to tell what financial difficulties East German public broadcasters will face until monetary union takes effect on July 1.

"All of the various models for public broadcasting in East Germany and in a unified Germany now under consideration should not put an extra burden on the already beleaguered ARD allocation of revenue," says Nowotny. Through the ARD's allocation scheme, WDR is actually financing only supporting a number of other smaller ARD stations.

Nowotny also expressed his

opposition to the hopes of East German broadcasters that the East German radio and TV stations would remain independent and broadcast throughout a unified Germany. Stressing the necessity of finding a financially viable system, he concludes they should be combined to form a single station, Ostdeutscher Rundfunk. Because the GDR has approximately the same population as North Rhine-Westphalia (17 million), he suggests the WDR structure could be used as a basic model.

The ruling Christian Democratic Union's media commission has also proposed that Deutschlandfunk and RIAS Berlin be integrated into ZDF, which currently only broadcasts on the second national TV channel, as its radio branch. RIAS MD Helmut Druock and ZDF general director Dieter Stolt have already begun discussing the proposal.

FFH with a music/speech ratio 65:35, as a mixture of current hits and oldies. The survey results were derived from interviews with 2,100 radio listeners throughout the state in April and May of this year.

## FFH Rates Highly In Hessen

Frankfurt - Private station FFH, which went on air in November 1989, has taken second place in the latest listener survey in the federal state of Hessen. FFH, the area's only statewide private station took 20% of the audience share, representing 900,000 listeners a day.

State owned pop and service station HR3 leads the ratings with 28%. Hessischer Rundfunk's first channel, HR1, came third with 15% with 15% listening to the regionally oriented HR4. Classical station HR2 took 3%. Around 13% of those questioned listened to stations situated outside Hessen, such as SWF in Baden-Baden and Munich-based Antenne Bayern.

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Polyrgram band China have been awarded a gold record in Switzerland for their LP 'Sign In The Sky'. Celebrating with the band, on the left of the picture, are Polyrgram's Rene Tanner and Max Gteller.

## WOM And RPR Launch Statewide Dance Show

Mannheim - Private station Radio RPR has launched a new dance show "RPR-Maximal", broadcast statewide throughout Rhineland-Palatinate on Saturdays from 18.00-21.00. The programme, using Hessischer Rundfunk's idea of featuring top Frankfurt club DJs, is being co-produced with local branches of the World Of Music (WOM) retail chain.

Tillmann Ullmeracher from the group Mysterious Arts, which had a hit with *Sex Omnip*, will present "RPR-Maximal" with noted mixer Gregor Dietz operating the turntable. A complete cross-section

of music titles are being included, from Italian house, and hip-hop to soul, with Dietz mixing on air.

The dance music magazine Network Press will provide current news and the Mannheim WOM store will be responsible for providing artists and DJs for interview. "RPR-Maximal" will also air the Network Press weekly dance charts, with soul charts featuring every four weeks. Each broadcast will include a WOM tip and the WOM stores will advertise the show as well.

## Saxony Private Says No To Disco Music

Hanover - Lower Saxony's second statewide private broadcaster, Antenne Niedersachsen, (AN), which began broadcasting last month, will not include disco and house music to its playlist. Head of music Anja Schmidt, formerly with Radio Hamburg, says the station will, however, play a lot of oldies, with rock titles included where appropriate.

AN is aimed at 25 to 45 year olds. Its programming concept and music format was developed by Georg Baum, who used to be chief editor at Mannheim-based Radio Regenbogen. The station's

playlist is compiled by computer, using the Funky system, which is also used by OK Radio, Radio Regenbogen and Radio Schleswig-Holstein.

Schmidt says the station aims to be up-beat although evening programming will be more thoughtful and contemplative. From two to five German titles are played every hour.

The channel is currently broadcast via four stations throughout the state and further frequencies will be issued in the next few months.



500 West German club DJs are taking part in a competition revolving around the London Boys' new single 'Chapel Of Love'. Organised by promotions company Charcuteries, the DJs are individually creating their own megamix of London Boys hits and the three best versions will be released in limited editions.

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## RMC Ties Up Virgin Megastore Deal

by Jacqueline Escott

Radio Monte Carlo (RMC) is aiming to increase its presence in Marseilles through a tie-up with the new Virgin Megastore. The store, due to open at the end of May, is the company's second in France so far.

Several RMC programmes were scheduled to be broadcast live from the Megastore when the shop opened its door to the public

## Canal Plus Pushes Rolling Stones

by Emmanuel Legrand

Pay TV channel Canal Plus is focusing much of its music programming this month on the Rolling Stones, coinciding with the French leg of the band's world tour. It is the first time the station has concentrated so heavily on a single act.

During the first week Canal Plus will include various reports on the band during its daily programme "Top 50". This will be followed on June 9 with a showing of the British documentary "The Rolling Stones - A 25 Year History". After the Parisian dates, (June 22-23) Canal Plus will then broadcast the Urban Jungle concert, shot in Barcelona (June 13-14).

Brenda Jackson, head of music

programming: "We all like the Rolling Stones. They do not often come to France and we really wanted to do something while they were touring. We started to think of it at this year's MIP-COM, when we acquired the rights for the documentary."

Radio station RTL is also emphasising the Rolling Stones over even though it is being sponsored by NRI. Last month RTL began its campaign by broadcasting the New York "Steak Wholes" concert and it is also running a listener competition with 1,000 concert tickets as prizes. The promotion will end on June 16 when three guitars signed by the band are given away on air.

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## SACEM Awards Film Scores

The French rights society SACEM awarded its first prizes for film scores during the 43rd International Cannes Film Festival. The prizes, for best French, and best International, score were awarded to Ennio Morricone, for 'Cinema Paradiso' and Philippe Dore for Costa-Gavras' movie 'Babel'.

The jury, made up of 10 professionals including singer Charles Aznavour, film producer Daniel Toscan du Plantier and SACEM

OM Jean-Loup Toussier, also gave a special mention to Maurice Jarre's score for 'Dead Poets Society'.

SACEM made the awards through the Foundation SACEM, a group set up in 1977 to promote all styles of music. A spokesman said the aim of the event was to "increase professional, media and public awareness of the importance of music in the making of a movie".

## Europe I Expands Media Profile

Europe I has been extending its media collaborations through its sales house Regie I. For several months, the station, via its nightly "Decideurs" spot, has been collaborating with the national daily paper Le Figaro, resulting in the Europe I logo being featured daily in the Figaro's Economic section.

Regie I also signs a weekly advertorial style column in Le

Figaro discussing subjects such as the advertising campaign conducted on Europe I for Chanel's latest perfume.

Europe I's latest deal is with the TV channel TFI's monthly programme "Sante A L'Une". From now on the Europe I show "Decouvertes" will be following up the same medical health subject focused on in the previous TFI programme.

RMC already has a strong media hold on the city through its sponsorship of football team Olympique Marseilles. The team has won this season's league championship as well as reaching the semi-finals of the European Cup, and RMC gained wide exposure on countless televised matches and press photos.

The Virgin Megastore has also benefited from football sponsorship. French TV station TFI gave prime-time scheduling to the recent English Cup Final between Crystal Palace, wearing the Virgin Megastore (UK version) logo, and Manchester United.

## Christians Help Island To French First

Island Radio has registered its first no. 1 single in France with *Words* by the Christians, five months after release in the UK.

For the small team at Island France, the French subsidiary of the UK label set up a year-and-a-half ago, it is a reward for what Jean-Pierre Weiler, GM of the company, believes are three key factors.

Weiler: "We had an exceptional album with powerful singles, like

## East Gets Regulatory Body

A new CTR (Comite Technique Radiophonique) has recently been installed in Nancy in eastern France, the fifth to appear since the CSA revamped its broadcasting policy. The CTR will be headed by Daniel Giltard.

The new committee covers the regions of Alsace, Lorraine and Champagne-Ardenne and its purpose is to oversee the radio scene within the territory. This means checking that authorisations, power and frequencies of existing FM frequencies are not exceeded as well as studying applications from potential stations if any frequencies should be made available.



The Christians - providing success for Island

*Words*, and our promo team did a fantastic job." We also worked hand in hand with PolyGram's commercial team that understood our strategy. The third vital element for our success came from the radio stations, many of which helped the single enormously!

Jean-Michel Canitrot, Island's radio promotion manager: "While the UK released the single in December we decided to wait for the album and release the two simultaneously at the beginning of January. During Christmas, stores were flooded with products

the record shortly after receiving it."

Weiler again: "In France I think we have established Island as an innovative and creative label, something which helps the media to be more receptive to what we do."

So far, Island France has no national acts signed to the label although Weiler says that he has the backing of Island boss Chris Blackwell should he wish to do so. "It is a very important decision and I will do it when I will be 200% sure of my choice," he says.

## Indie Organisation Wants More Airplay

by David Stanfield

A compilation album which aims to bridge the gap between indie music and radio stations has been released by a new national organisation called Union. The organisation was founded to improve facilities in the independent music sector.

The album is called *Union* and was released at the end of May on the CGD label. It features known and unknown indie acts performing cover versions of songs by noted national artists, including Lucio Battisti, Mogol, Tenco, Vasco Rossi and Lucio Dalla.

Stefano Bonagura, a Union founder says: "We are trying to let people know that indie artists can

perform pop that is radio-friendly. The major national broadcasters do not give airspace to independent music. That is their choice, but we all work in the same market."

Bonagura cites the Rome-based network Radio Dimensione Suono as a station which has changed its policy but still does not recognise independent music. Bonagura: "It was an Anglo-American styled station but now it has some commitment to nationally produced music. However, it still does not give airplay to Italy's leading band, Litfiba."

Bonagura also claims that private network broadcasters use

a pay for play system for their various sectors of the week listeners. "That is okay," continues Bonagura, "but the independent sector can not afford to take part in such operations."

However, Bruno Ployer, programme director at Radio Dimensione Suono, refutes Bonagura's claims. "We certainly do not operate a pay for play policy. Most of our special selections are by major artists. How can you ask money to play records by Lisa Stansfield or Eric Clapton?"

"We listen to every record we receive but they have to fit in with our CHR format to get airplay. This new compilation album may have its gaps and its points. Perhaps artists should stick with their own material if they do not want to mislead the public. Litfiba were played on our specialist station Dimensione Suono Rock. They were also guests on our weekly Dimensione Suono network show 'Artisti di Stero'.

The people who claim otherwise should get their facts right!"

Union plans to set up promotion, legal, advertising and distribution services within the independent music sector, and will approach the government, SIAE (IFPI) and local councils to get financial support for new acts. The organisation will also lobby politicians for new concert venue facilities.

Bonagura says Italy has a rich modern music culture which is sadly neglected. Union will offer its own awards at this year's Independent Music meeting in October.

"They will be a sort of independent music Grammy award," he says.

## World Cup LP Compilation

The Dischi Ricordi record label and private network broadcaster Radio Italia Solo Musica Italiana have teamed up for the release of a special compilation album aimed at cashing in on the World Cup Football Championships from June 8-July 8.

Called *Vinci Campioni*, the LP will feature new and emerging national talent signed to Ricordi and other national labels. It will also contain the track *Vinci Campioni*, the music for a TV confectionary advert which uses the football event as its theme.

Filippo Broglia, executive at Radio Italia Solo Musica Italiana, says the station will promote the album with on-air advertising, interviews with featured artists and listeners competitions. The station's logo will appear on the album's inner and outer sleeves.

Dischi Ricordi radio promotions manager Tony Vandoni says his company is hoping to cash in on the football event and describes the radio link as a 50/50 partnership deal. Vandoni: "We have worked with the station in the past and had good results. The station is a national network which broadcasts nationally produced music only. What better way of promoting an album like this?"

The network station will also feature national artist Enrico Ruggeri as special studio guest throughout the football championships. Ruggeri will give his impressions of each match the day after it has been played. Radio Italia Solo Musica Italiana has an average daily audience of over 840,000 according to the latest Auditradio statistics.



World champion boxer Gianfranco Rosi and Phonomgram Italy GM Bruno Tibaldi have great hopes for Rosi's debut rap record, 'Champion In The Night'.

## RAI Announces Live NMS Coverage

State radio pop channel RAI Stereo will make its first ever live broadcast via satellite from the US, with coverage of the New Music Seminar (NMS) in July.

The channel will broadcast the daily show 'Speciale Stereo Union New Music Nights' from RAI Corporation headquarters in New York. DJs Luca de Genituro and Louis Mann will present hour-long programmes from July 14-19. Interviews, concert clips, panel discussions and news updates will be the basis for the show.

De Genituro: "I do not think many European broadcasters will cover the event but for us it is the opportunity to present something

new to our listeners! RAI will publicise the programmes with full-page adverts in Italy's specialist music magazines.

VideoMusic, the 24-hour music station, will provide exclusive TV coverage of the event in Italy. The station will present a daily 90-second telephone link-up with New York and negotiations are taking place with MTV (US) to enable the Italian channel to record concerts and a special.

Serena Castelli, national NMS organiser, says that in return for exclusive national screening rights, VideoMusic presenters will promote the event on air and broadcast specials on Italian acts who will perform in New York.

## UK Label To Release Zuccherro Album

PolyGram artist Zuccherro Fornciani is to release his English-language album *Zuccherro* early next month on the UK label London Records.

Lyrical Frank Musker provided the English-language texts for seven songs which are from the artist's *Blues and Ora, Inceso e Birra* albums. Two Italian language songs will appear on the LP format, three will be featured on the MC and four on the CD version.

## RTL-TVi Launches French Talent Show

by Marc Mates

RTL-TVi, Belgium's commercial French-language channel, has launched its own TV talent show, '10 Qu'On Aime'. The programme, which will go out on Sunday at 20:00 will alternate between presenting new artists and airing the French Belgian chart. There will be no video clips.



Presenters Alain Simons and Sandra Kim

Production director Jean-Paul Delcominette says the station had planned such a show for some time, especially since the success of the Flemish chart show on VTM. "We intend to include Canadian, Swiss and French artists, but I think the formula will stimulate Belgian French talent to start producing hit material. The bulk of the artists will be local." The show will be presented by Alain Simons and singer Sandra Kim.

RTL-TVi is working with commercial network Radio Contact to promote the show. Every other week the TV programme will feature a 'Premier Contact' spot, a new artist or song which will receive heavy rotation on radio as well. Radio Contact head of

music Jean Lou Berin says the 'Premier Contact' would be played up to three times a day, according to a jingle.

Record companies have welcomed the initiative. Distribution's head of promotion Roberto Navez says it offers a stage for artists who have not been able

to appear on TV before. Carreer Belgium MD Francine van der Smissen, who has artists appearing in the first two shows, says it will be vital for up-and-coming French Belgian talent, although she does not expect it to boost sales for French national acts who are already well exposed at home.

At PolyGram, product manager for French repertoire Jean Luc Leroy also backs the moves but sounds a warning over the financing of the show: "RTL-TVi cannot pay our expenses. We have all agreed to help them with the launch of the show and pay their artists' expenses for the first few weeks, but we have to take note of being fair to other TV stations, who do pay something for our artists'."

## Pavarotti Heads Up Dutch Charts

Italian opera star Luciano Pavarotti has reached no. 16 in his second week in the Dutch single charts. The single *Caruso* featured in Italian TV series 'Mamma Lucia', which was broadcast earlier this year and Phonogram Holland released it after numerous requests from viewers.

PolyGram promotional manager Dries van der Schuyt says the song was not released as a promo for the album *Tutto Pavarotti*: "Of course it does help to promote the LP, but we first released

it due to public demand. We started promoting it for radio, and a Veronica DJ, Jeroen van Inkel, picked it up. After that we suddenly got massive retail support and all the other stations also started playing *Caruso*."

*Caruso* is the second high-charting single to be triggered by a TV series in a short time. The Rolling Stones classic *Paint It Black* was re-released by Phonogram following the success of the TV series 'Tour Of Duty' and it has since topped the Dutch charts. □

## Veronica Pleads "Not Guilty" To Veronique Charges

by Jerry Gossens

Dutch public broadcaster Veronica (VOO) has denied having illegal deals with Luxembourg-based commercial station RTL Veronique, describing their relationship as "normal and legal business". The VOO made the statement at the end of last month, after the Dutch Media Commission accused the broadcasters of having illegal links with Veronique.

The Media Commission has charged the VOO with helping fund the launch of Veronique, offering money, guarantees, know-how and human resources. The VOO now claims the financial investments were made by an "independent third party", Tornado.

"The VOO told the hearing that money used by Veronique stock did not come from public

funds, but out of its own reserves through profits made on its radio and TV listings guide and the Commission had no right to interfere in how that money was invested.

The VOO invested Dfl 8 million (app. US\$ 4.35 million) in Veronique through Tornado and made a profit of Dfl 15 million. The Media Commission, however, believes the orders to invest in Veronique came directly from the VOO. All VOO employees involved with Veronique are said to have done so in their own names, but Tornado received a Dfl 52,000 expense bill from VOO employees who helped with the launch.

The case is now being considered by legal and financial experts who will decide if charges will be pressed. □



Dutch state broadcaster VPRO has released a CD of music by the Bauls, a religious group from Bengal. It is the first European release of Baud music and will be accompanied by a series of concerts.

## VTM Boss Counters Ad Claims

Commercial TV channel VTM has responded angrily to accusations that it has broken the law on TV advertising. In his official response to the Advertising Council, CEO Leo Neels questioned its authority to make such accusations, saying the Council's rules and regulations have never been officially announced and the appointment of its members was still being investigated.

VTM has been accused of breaking the laws on advertising by interrupting films and other programmes with ad breaks, broadcasting ads around children's programmes, and product placement during quizzes and children's shows. □

Neels countered the accusations by saying quiz shows and other programmes were made in blocks, to allow ad breaks. He said Belgium's state broadcasters are also guilty of so-called product placement, and pointed out that other broadcasters like CNN, FTI, Eurosport and RTL-TVi also run ad breaks mid-programme.

Finally Neels said he was sorry VTM had not been given prior warning of the Advertising Council's claims or access to the official files. "The whole matter had been made public before VTM even had the chance to answer the accusations," he said. □

## Swedish Congress Calls For New Radio Authority

by David Rowley

Stockholm - A congress on radio has called for the dismantling of the public channels' national monopoly and the establishment of a new authority to look out for the interests of private broadcasters.

The congress, organised by the Swedish Employers' Confederation and the Institute of Media, Trade & Industry (NTM), was attended by 200 people from all areas of media and politics.

Delegates gave strong support to an NMI-sponsored document, 'Free Radio In Sweden', which suggested a new authority for private radio and proposed a parliamentary investigation into the monopoly of the state-owned Swedish Broadcasting Company.

Presented to the conference by public relations company JKL Information, the report also studied the growth of Sweden's advertising market and the development of radio in other territories.

Christer Baldhagen, one of the report's authors, hopes the pro-

posals will be taken up by MPs and presented as a bill to Swedish parliament. However, the only speaker representing the ruling Socialist party, Leif Andersson, spoke in favour of a continued state broadcast monopoly.

Baldhagen: "You can't build a wall around Sweden. At the moment we have satellite TV and soon there will be satellite radio. The monopoly system is coming to an end."

NMI manager Janerik Larsson said the lack of freedom of speech within the Swedish media was deplorable. He said all individuals, companies and organisations should have the right to set up a radio station so long as frequencies were available.

Other conference speakers included Jan Friedman, former MD of media company Medivik, radio system technology expert Jens Zander, former Liberal minister for education and culture Jan-Erik Wikstrom and conservative MP Gunnar Friedman. □

## Voice To Launch TV Text Service

Copenhagen's most listened-to radio station, The Voice, has been granted a cable TV licence for the Copenhagen area. The Voice's owner, Otto Redtz-Thott, says the station plans to use it for a TV text service - with The Voice as aural background - to be launched in collaboration with the Danish post and telecommunications department.

The service, which will reach Copenhagen's 220,000 local TV

subscribers, could be ready in two months. It will have an added advantage of providing the station with a new, single frequency on which it can broadcast, via TV, of most of greater Copenhagen. On radio, The Voice currently covers the city on five separate frequencies.

The Voice has also applied for a satellite uplink with a view to setting up a Scandinavian radio station (M&M, June 2). □



Veteran Scots rock band Nazareth show off their platinum discs for 100,000 Norwegian sales of the Norwegian LP, *The Ballad Album*.

## Cadena COPE Profits Up 23%

by Anna Marie de la Fuente

The Cadena COPE radio network has announced a net profit of Pta 1.4 billion (app. US\$ 10.6 million) for 1989, 23% up on 1988 and the company's best ever result. Meanwhile, the network has agreed to double its share capital to Pta 1.5 billion and five new members have been voted onto the board of directors, bringing the total to 12.

One of the new board members is programme director Gerardo Gonzalez Martin. He says: "There will not be any programme changes until after the summer, and even then they will not be significant."

COPE has two networks, on AM and FM, and 53% is

owned by the Conferencia Episcopal - with the Catholic Church thought to own about 80% of the network in total.

COPE recently bought 50% of Cadena 13 in Catalonia. Head of media at Radio Popular Cadena COPE FM, Carlos Finaly: "It will be a sort of second COPE network for the region in Catalan." He adds that it is possible that one of Cadena 13's stations will eventually broadcast formula rock because of technical peculiarities in Catalonia.

Cadena COPE's successful AM programming goes out on FM in the Catalonia region leaving no space for FM rock. Finaly says that he hopes the formula rock stations will be centrally networked by September and negotiations for use of a satellite to boost broadcast quality are under way. □

To contact  
Music & Media  
Tel: 31 20 669 1961  
Fax: 31 20 669 1951

## Los 40 Principales 'Brainstorming' Session

More than 100 of Los 40 Principales' DJs and producers attended the network's sixth annual brainstorming session, which was held over four days in Ibiza recently.

Network director Rafael Revert and deputy director Luis Merino discussed Los 40's philosophy, while Canal Plus head of music Fernando Salaverri talked about Los 40 on TV. Digital radio was addressed by technical director Rafael Bernardo.

MD Silvio Gonzalez looked at marketing, the EGM audience study and other audience research methods. The latest US radio techniques were revealed by Barbara Round, director of Radio Express which produces the 'Shadow Stevens American Top 40'.

Other speakers included Ramon Segura, international VP of BMG Ariola, who talked about

the possibilities for Spanish music in the international marketplace. There was also a roundtable discussion on 'What Radio Means To Me' from the point of view of concert promoters, record companies, record producers and artists.

The most entertaining speaker was Steve Saltzman of Rock Over London, according to Luis Merino: "He went through the 10 commandments of DJing in the style of a US TV preacher."

During the conference, which also included performances by Los Rebeldes and Ole Ole, more details emerged about Canal Plus' tie-in with Los 40, from SER's director-general Eugenio Galdon. He says videos shown on the new channel (due to start broadcasting in September) would be of tracks in the Los 40 chart and that the channel would favour Spanish acts where possible. □

## UPCOMING SPECIALS

Issue 27

## RADIO ACADEMY

Publication date  
7-7-1990Advertising deadline  
12-6-1990

Issue 28

## NMS/INDIE

Publication date  
14-7-1990Advertising deadline  
19-6-1990

Issue 29

## ITALIAN RADIO SCENE

Publication date  
21-7-1990Advertising deadline  
26-6-1990

Issue 30

## SUPERGIGS II

Publication date  
28-7-1990Advertising deadline  
3-7-1990

Issue 31

## RADIO COMPUTER PROGRAMMES

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## MUSIC &amp; MEDIA



## Little Caesar

*The Whole Of The Moon* (AI/UK). Contact: AI/Mike

This track is already picking up both airplay and a great buzz in the clubs which is hardly surprising as it has a good groove and a deadly chorus, sort of Smoke meets hip-hop. Excellent record. Licence and sub-publishing free except UK/Ireland.

## Jam Society

*Reflections* (High Fashion/Holland). Contact: Dureco/Frits van Swoll/tel:31.2904.15321/fax:18725/tlx:14049

A debut release that is causing a stir already, is getting heavy airplay in Italy. Excellent vocals by 20-year-old Dutch singer Michelle. The mix is tough enough thanks to the Belgian production team. Licence and sub-publishing free except Benelux.

## Los Coyotes

*El Tipico Espanol* (3 Cipsres/Spain). Contact: DRO/Evelyn Harte/tel:34.1.2454000/fax:2466069/tlx:48215

After several years as a major cult act this band have finally started to break through into the mainstream. They have a solid fan-base and plenty of potential to cross over at the very least to the Spanish-speaking markets. Licence and sub-publishing free except Spain.

## Richard Stenkryc

*Elle Est Ma Tendresse* (Vogue/France). Contact: Hopi Mesa/Jacques Marbhandt/tel:331.45572636/fax:45578003

A mainstream ballad with a distinctly Gallic character and a strong vocal performance by Stenkryc. He was, until 1988, the bass-player of Pink Sud and although he has left the group they continue to work together (as on the B-side). Licence and sub-publishing free except France.

## Pianonegro

*Pianonegro* (Discomagic/Italy). Contact: Discomagic/Anna Lombardoni/tel:39.2.5063352/fax:5064675

A fashionable groove (slower than much of the house material) supports a selection of samples of African chants and even snatches of Santana's *Oye Como Va* - all held together by a jazzy piano riff. The result is a storming club number. Licence and sub-publishing free except UK, US and Spain.

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

## talent Tracks PROMISING ACTS WORTH WATCHING

## UPDATE

they appeared on Talent Tracks cassette no. 40



India - showcasing in London

the band have quite rightly been the subject of interest from as far away as Australia. The result is that they have lined up a series of showcases in London which will be attended by a number of major labels and publishers.

Story of the week is the ongoing situation between Telstar and Manchester-based in-



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## Goal II Goal

*Oh No Not Football* (Chrysalis/UK). Contact: PH&M/Rick Blakey/tel:44.71.2252000/fax:5896249

It had to happen - an anti-football record that then turns round and ends with the heroine becoming a fan. The voice is by leading UK impersonator Jessica Martin and the rights are available outside the UK.

## Twenty 4 Seven

*I Can't Stand It* (BCM/Germany). Contact: BCM/Brian Carter/tel:49.2101.31050/fax:310555

Without doubt one of the strongest hip house records for some time, one that really stands out from the crowd. The record has entered the Eurochart Hot 100 Singles at 59 and looks set to be a major success across Europe. Some licences and sub-publishing still available.

## Intermission

*Skywalk* (HSM/Sweden). Contact: HSM/UII Lundvall/tel:46.46.149775 or 117750/fax:184940

Sophisticated pop rock with a particularly European character. An interesting and unusual voice and a strong band sound make this one of the finds of the month. Skywalk is taken from the band's debut LP of the same name. Licence and sub-publishing free except Scandinavia.

## LA 800

*Squaredance In The Dance* (69/Germany).

Contact: Jupiter/Martin Unger/tel:49.89.984266/fax:4982050

This has got to be the strangest stylistic marriage ever. A house beat and a square dance with all the appropriate yee-haas etc. This is one of the first releases of Jupiter Records' new dance label which was started by ex-EMI and Intercom man Martin Unger. Licence and sub-publishing free except GAS.

## TOP 20 UK Independent Charts

Singles			LPs		
THIS WEEK	LAST WEEK		THIS WEEK	LAST WEEK	
1	1	<i>Better The Devil You</i> Kiki Hongre (PH)	1	1	<i>Lab</i> Ingrid Casiso (Cov)
2	2	<i>Only One I Know</i> Charlene (Cassette) (Mer)	2	2	<i>Jay J&amp;J/199</i> Ukei Virel Score (42)
3	3	<i>Yenus</i> Dip Pablo Amalia (Parade)	3	3	<i>It's Paradise</i> Ukei Virel Score (Cov)
4	4	<i>Gilder</i> My Body/Yasmine (Cassette)	4	4	<i>Alive (Live In London)</i> Various (Cassette) (Cov)
5	5	<i>Polky Off Truth</i> Dip Pablo (Mer)	5	5	<i>Mozartino</i> Play It Saver & The (Mer)
6	6	<i>Hot Vix</i> Eug. (Mer)	6	6	<i>Some Roses</i> Some Roses (Shower)
7	7	<i>Agnesdams</i> Heidi's Anne Duetto (Cassette) (Cov)	7	7	<i>Screen Off Hearing</i> (All Tracks)
8	8	<i>World In Motion</i> Cast (Mer)	8	8	<i>NightNurses</i> John Bala (All Tracks)
9	9	<i>Step On</i> Happy Mondays (Factory)	9	9	<i>Handbags</i> Happy Mondays (Play It Again Star)
10	10	<i>Sleeping Snow</i> Fava (Mer)	10	10	<i>White</i> White (Mer)
11	11	<i>Put Scatlon</i> Happy Mondays (Factory)	11	11	<i>Bummed</i> Happy Mondays (Factory)
12	12	<i>I'm Hardly Ever Worry</i> Heidi's (Mer)	12	12	<i>All The Herbs</i> Various (Mer)
13	13	<i>Star</i> Enson (Mer)	13	13	<i>Historia De La Musica</i> Popy Glone (Rough Trade)
14	14	<i>Take Me Back</i> Rhythmic (Mer)	14	14	<i>Remaster</i> Fugate (Dobson)
15	15	<i>Don't Let Me Be</i> Barry Fox (Mer)	15	15	<i>The Great Sea</i> Nick Case & The Red (Mer)
16	16	<i>Check As Rainbows</i> Kachess Oh Distinction (One Little (Mer))	16	16	<i>Shallan</i> John Cape (Cape)
17	17	<i>Plunging Face</i> Average (Mer)	17	17	<i>Yashuar</i> Shiroko (Mer)
18	18	<i>Big</i> New Fast Automatic 6 (Mer)	18	18	<i>We Are A Lot</i> Feds No More (Parade)
19	19	<i>Play</i> Rolo (Cassette)	19	19	<i>Swain</i> Swain (Mer)
20	20	<i>Play A Way</i> Colton (Mer)	20	20	<i>Supine &amp; Gen</i> Happy Mondays (Factory)
					<i>Scar</i> Lush (42)

## UPCOMING SPECIALS

Issue 32

## RADIO &amp; STUDIO EQUIPMENT

PUBLISHERS INDIES  
Publication date  
11-8-1990Advertising deadline  
17-7-1990

Issue 33

## SPANISH RADIO SCENE

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24-7-1990

Issue 34

## GERMAN RADIO SCENE

Publication date  
25-8-1990Advertising deadline  
31-7-1990For Ad details  
call (20-6691961)

(advertisements)

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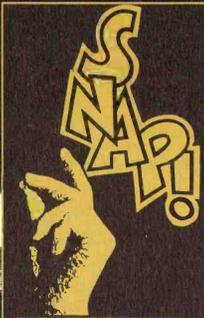
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LATEST NEWS: Nr. 1 USA Dance Charts - Top 40 USA POP and R & B

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MUSIC  
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WEEK  
23

MASTER CHART  
YOUR WEEKLY PROGRAMMING GUIDE

June 9,  
1990



# radio active

EUROPE'S MOST RADIO ACTIVE HIT MATERIAL

## IT'S NO !! ▶

### SINGLES

Madonna Airplay  
Madonna Sales

### ALBUMS

Madonna Airplay  
Sinead O'Connor Sales

## EXPLOSIVES CHART BUSTERS

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

### SINGLES OF THE WEEK

Kym Mazelle - Useless (Syncope)  
Prince - The Future (Warner Brothers)  
Immaculate Fools - Sad (CBS)

### SURE HITS

Chris Rea - Texas (East West) Horse - Sweet Thing (Capitol) Luka Bloom - Rescue Mission (Reprise)  
Bell Biv DeVoe - Poison (MCA)  
Movement 98 - Joy And Heartbreak (Circa)  
Lee Scratch Perry - Moonwalk (Black Cat)  
Frazier Chorus - Cloud 8 (Virgin)  
Jazzy P - Feel The Rhythm (A&M)  
Wilson Phillips - Hold On (SBK)

### EURO-CROSSOVERS

Candy Dulfer - Sexuality (BMG Ariola)  
Inga - Riding Into The Blue (Cowboy Song) (WEA)

### EMERGING TALENT

D - Shake - Yaasaaaaaaah ! (Go Bang)  
Chad Jackson - Hear The Drummer (Big Wave)  
Jane Child - Don't Wanna Fall In Love (Atlantic)

### ENCORE

Colours - Someone To Love (WEA)

### ALBUMS OF THE WEEK

Soul II Soul - Vol. II (1990 A New Decade) (10)  
The Bombers - Am High (A&M)  
Rebel MC - Rebel Music (Desire)  
X Clan - To The East, Blackwards (Island)  
Consolidated - The Myth Of Rock (Antler Subway)  
Johnny Baby - I Present Johnny Baby (Virgin)  
Who Owns Brazil - Mike Hering (Vestbra)  
En Vogue - Born To Sing (Atlantic)  
Salt-N-Pepa - Black's Magic (Next Plateau/FFRR)  
D-Mob - A Little Bit Of This, A Little Bit Of That (FFRR)  
Tom Verlaine - The Wonder (Fontana)  
Concrete Blonde - Bloodletting (IRS)

### CHART ENTRIES

**Airplay Top 50**  
Gary Moore - Still Got The Blues (For You) (19) (Virgin)  
Dusty Springfield - Reputation (33) (Parlophone)  
Erasure - Star (42) (Mute)  
Toto Cutugno - Insieme 1992 (43) (EMI)  
Tina Turner - Foreign Affair (44) (Capitol)  
Betty Boo - Doin' The Do (45) (Rhythm King)

### Hot 100 Singles

New Order/England World Cup Squad - World In Motion (5) (Factory)  
Chad Jackson - Hear The Drummer (Get Wicked) (34) (Big Wave)  
Erasure - Star (49) (Mute)  
Toto Cutugno - Insieme 1992 (52) (EMI)  
Black Box - Everybody Everybody (56) (Groove Groove Melody)

### Top 100 Albums

Madonna - I'm Breathless (3) (Sire)  
Soul II Soul - Volume II (1990 A New Decade) (7) (10 Records)

### FAST MOVERS

#### Airplay Top 50

Elton John - Club At The End Of The Street (7-33) (Rocket)  
Vaya Con Dios - What's A Woman (11-23) (BMG Ariola)  
Lisa Stansfield - What Did I Do To You? (12-30) (Arista/BMG)  
The Chimes - I Still Haven't Found What I'm Looking For (14-35) (CBS)  
Matthias Reim - Verdammt, Ich Lieb' Dich (16-27) (Polydor)

#### Hot 100 Singles

Les Vagabonds - Le Temps Des Yeux (12-22) (Carverre)  
Don Pablo's Animals - Venus (21-32) (Rumsor)  
Depeche Mode - Policy Of Truth (22-34) (Mute)  
Was (Not Was) - Papa Was A Rolling Stone (35-59) (Fontana)  
Betty Boo - Doin' The Do (40-81) (Rhythm King)

#### Top 100 Albums

B-52's - Cosmic Thing (26-34) (Reprise)  
Elton John - Sleeping With The Past (20-41) (Rocket)

### HOT ADDS

#### Breaking Out On European Radio

The Pretenders - Never Do That (Sire)  
Rolling Stones - Almost Hear You Sigh (CBS)

## YESTER HITS

the Eurochart top five from five years ago.

## JUNE 9 - 1985

### Singles

U.S.A. For Africa - We Are The World (CBS)  
Duran Duran - A View To A Kill (Parlophone)  
Modern Talking - You're My Heart, You're My Soul (Hansa)  
Paul Hardcastle - 19 (Chrysalis)  
Simple Minds - Don't You Forget About Me (Virgin)

### Albums

Dire Straits - Brothers In Arms (Vertigo)  
U.S.A. For Africa - We Are The World (CBS)  
Paul Young - The Secret Of Association (CBS)  
Phil Collins - No Jacket Required (Virgin/WEA)  
Tears For Fears - Songs From The Big Chair (Mercury)

# playlist

## REPORT

### THE MOST PLAYED RECORDS IN EUROPE

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

**BOOK YOUR PERSONAL EYE CATCHER!**  
**FOR ALL INFO CALL M&M'S SALES DEPT.**

**AMSTERDAM 31.20.669.1961**

**MUSIC & MEDIA**

### united kingdom

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

1. *Jane Child* - Don't Wanna Fall In Love
2. *Adamant* - I've
3. *Kylie Minogue* - Better The Devil You Know
4. *Madonna* - Vogue
5. *Westhouse Flowers* - Give It A Go
6. *The Clinics* - I Got Me A Whole New Feeling For Me - 82's - Ham
7. *Erasure* - Sea
8. *New Order/Split W.C. Squid* - World In Motion
9. *Beats International* - Who Talk About It
10. *Lisa Stansfield* - What Did I Do To You
11. *Dusty Springfield* - Revolution
12. *The Adventurers Of Stravinsky* - Drury Cut
13. *The Padisians* - Love This
14. *Betty Boo* - Don't You Do
15. *Soul 2 Soul* - I'm Dreamin' & You
16. *New Kids On The Block* - Cover Girl
17. *Talk Talk* - It's My Life
18. *Samy Brown* - Savage Love
20. *Depeche Mode* - Policy Of Truth

### austria

Most played records as checked by Media Control on the national station O3.

1. *Falco* - Da Greise
2. *Elton John* - Can't Be The End Of The Street
3. *Vaya Con Dios* - What's A Woman
4. *E. Romanow & O. Neundorfer* - Ich Liebe Deine Liebe
5. *Nick Kamen* - I'm Proud Myself
6. *Sister Magnolia* - Can't You Feel My Love
7. *Sinead O'Connor* - Nothing Compares 2 U
8. *Roxette* - Digiplexis
9. *Alanah Myles* - Back Yest
10. *Madonna* - Vogue
11. *Phil Collins* - Something Happened
12. *Calloway* - I Wanna Be Bad
13. *Frank Zander* - I've Known You
14. *Depeche Mode* - Enjoy The Silence
15. *Sam Brown* - With A Little Love
16. *Five Bunny* - That Savage Got Me
17. *Silence* - Love Machine
18. *Peter Blakey* - Cryin' In The Chair
19. *Lisa Stansfield* - What Did I Do To You
20. *Arthur Baker* - The Message Is Love

### holland

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

1. *Lenny Kravitz* - Don't Leave This Way
2. *Al Bano & Romina Power* - Don't Leave This Way
3. *Gary Moore* - Sit On The Edge
4. *Rolling Stones* - Almost Hear You Talk
5. *Candy Dulfer* - Sweaty
6. *Soul 2 Soul* - I'm Dreamin' & You
7. *Vaya Con Dios* - What's A Woman
8. *Heart* - All I Wanna Do Is Make Love To You
9. *Elton John* - Can't Be The End Of The Street
10. *The Clinics* - I Got Me A Whole New Feeling For Me
11. *Phil Collins* - Something Happened
12. *The Final Fantasy* - Don't You Bring Me Home
13. *Nederlands Afdel.* - Hard In Love
14. *John Lee Hooker* - Fire In The Mood
15. *Classmate* - Love
16. *Glenn Medeiros* - Get On Your Feet
17. *Wilson Phillips* - Hold On
18. *Paul Young* - I Got Myself Loving You
19. *Rene Froger* - See You Ready For Loving Me
20. *Shalini* - Stevies - 1986

### germany

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

1. *Matthias Reim* - Verzeihen, Ich Lieh Dich
2. *Eros Ramazzotti* - Le Basses Une Canzone
3. *Alanah Myles* - Back Yest
4. *Phil Collins* - Something Happened
5. *Elton John* - Can't Be The End Of The Street
6. *Madonna* - Vogue
7. *Nick Kamen* - I'm Proud Myself
8. *Kim Wilde* - I'm Here
9. *Tina Turner* - Foreign Affair
10. *Sade* - You Keep Me Hangin' On
11. *Blown Phillips* - Hold On
12. *Eros Ramazzotti* - Le Basses Une Canzone
13. *Sinead O'Connor* - Nothing Compares 2 U
14. *Billy Joel* - U Turn To Tomorrow
15. *UR400* - Kingdom Town
16. *Propaganda* - Heaven Gate The World
17. *Erasure* - Be So Swath
18. *Fleetwood Mac* - Save Me
19. *Heart* - All I Wanna Do Is Make Love To You
20. *Kylie Minogue* - Better The Devil You Know

### italy

Most played records as compiled from RAI Stereo Due.

1. *Twenty 4 Seven* - I Can't Say It
2. *Lisa Stansfield* - What Did I Do To You
3. *Dave Dee Bridgewater* - Angel Of The Night
4. *Public Enemy* - My Ad Lib
5. *Phil Collins* - Something Happened
6. *Madonna* - Vogue
7. *Billy Idol* - Crying In The Rain
8. *Ron* - Au La Scaza E Tu Faldit
9. *Falco* - Conchi Conchi
10. *Scalzi* - Mio Affare Non Affari
11. *Alanah Myles* - Back Yest
12. *Vince Vance* - Inside The Pyramid
13. *Toto Cutugno* - Insieme 1992
14. *Black Box* - What's The Time
15. *Enzo Angelucci* - Sola Da Fa
16. *Propaganda* - Heaven Gate The World
17. *Mary McCormack* - C'mon Let Me Fly
18. *Paul Young* - I Got Myself Loving You
19. *Catrina Caselli* - Anah Hi
20. *Erasure* - Be So Swath

### spain

The top 26 played records in Spain from Cuarenta Principales, covering the major Spanish stations.

1. *Radio Futura* - Veneno De La Pie
2. *Modestia Rodriguez* - Cosa De La Edad
3. *Big Fun* - Hazlo O Promesas
4. *Los Rabaldes* - No
5. *Rico* - No
6. *AP 4* - Techo
7. *Rico* - No
8. *Robert Palmer* - I Wanna Be Like You
9. *Miguel Bosé* - Amor
10. *Los Infortunados* - No Promesas
11. *Jose Carlos Valverde* - La Lanza
12. *El Moreo* - Amor Se Fabrica
13. *Daniel Barenboim* - I'm 19
14. *Madonna* - Vogue
15. *Ultimo Clan* - Tu Tien De La Cabeza
16. *Concha Buika* - Pasa El Tiempo
17. *Eros Ramazzotti* - Sinead O'Connor
18. *No Me Pasa* - Waa Waa No
19. *Presencia Impugnada* - No Me Pasa
20. *Various Artists* - Sinead O'Connor

### switzerland

Most played records as checked by Media Control on the national station ORS 3 and 5 private stations. For more info please contact Media Control, Post Passage 2 Basel 4002, tel(0)728999.

1. *Alanah Myles* - Back Yest
2. *Eros Ramazzotti* - Le Basses Une Canzone
3. *Vaya Con Dios* - What's A Woman
4. *Madonna* - Vogue
5. *Gary Moore* - Sit On The Edge
6. *Heart* - All I Wanna Do Is Make Love To You
7. *Eros Ramazzotti* - Le Basses Une Canzone
8. *Nick Kamen* - I'm Proud Myself
9. *Sinead O'Connor* - Nothing Compares 2 U
10. *Matthias Reim* - Verzeihen, Ich Lieh Dich
11. *Elton John* - Can't Be The End Of The Street
12. *Kim Wilde* - I'm Here
13. *Viktor Lazlo* - Anarchy
14. *Elton John* - Can't Be The End Of The Street
15. *Beats International* - Who Talk About It
16. *Janet Jackson* - What's The Time
17. *Soul 2 Soul* - I'm Dreamin' & You
18. *Bobby Brown* - Savage Love
19. *Erasure* - Be So Swath
20. *Patricia Kaas* - Les Herbes Qui Passent

### france

From the airplay hit parades provided by Media Control France. For more info please contact Media Control - France 25 Av. De La Forest Noire - 67000 Strasbourg - France - tel(0)8365580.

### Radios Peripheriques (AM Stations)

1. *Michel Polonsareff* - L'Amour
2. *Vaincus Paradis* - L'Amour
3. *Patrick Kaas* - Les Herbes Qui Passent
4. *Michael Berger* - Ca Te Va Tu Pense
5. *Julien Clerc* - Si Tu Veux
6. *Flonore* - J'Etait
7. *Josephine* - Back A Little More
8. *Madonna* - Vogue
9. *Pauline Simon* - Oubli
10. *Alain Chamfort* - Sur La Piste Et Cera
11. *Francis Feldman* - C'Est Tu Qui M'a Fait
12. *Rue* - Soleil
13. *Sinead O'Connor* - Nothing Compares 2 U
14. *Johnny Hallyday* - Hérode
15. *Lisa Stansfield* - All Around The World
16. *Philippe Lavil* - Savons Karab
17. *Richard Marx* - Right In The Heart
18. *Sydney Youngblood* - Si Tu Veux
19. *Elton John* - Sorites
20. *Mylene Farmer* - Au Grand

### Radios FM

1. *Sinead O'Connor* - Nothing Compares 2 U
2. *Madonna* - Vogue
3. *Teens For Tears* - Advice In The Young At Heart
4. *Francis Feldman* - C'Est Tu Qui M'a Fait
5. *Phil Collins* - I'm Here
6. *The Christians* - Love
7. *Sydney Youngblood* - Si Tu Veux
8. *Nick Kamen* - I'm Proud Myself
9. *Elton John* - Sorites
10. *Lisa Stansfield* - All Around The World
11. *Paula Abdul* - Opposites Attract
12. *Richard Marx* - Right In The Heart
13. *Beats International* - Who Talk About It
14. *Paula Abdul* - Opposites Attract
15. *Mano Negra* - T'Est Pas
16. *Concha Buika* - Pasa El Tiempo
17. *Richard Marx* - Right In The Heart
18. *Patricia Kaas* - Les Herbes Qui Passent
19. *Minimoni* - Go To Now Love You
20. *Roch Voisine* - Hérode

# MUSIC & airplay

## EUROPEAN MEDIA TOP 50

**MOORE BLUE FOR YOU AT 19!**

THIS WEEK	LAST WEEK	TITLE	ARTIST	ORIGINAL LABEL - (PUBLISHER)	THIS WEEK	LAST WEEK	TITLE	ARTIST	ORIGINAL LABEL - (PUBLISHER)
1	8	<b>Vogue</b>	Madonna	Sire (Various)	26	28	<b>Give It Up</b>	Killer	Warner Brothers - London (Warner Chappell)
2	6	<b>I Promised Myself</b>	Nick Kamen	WEA (EMI Music)	27	21	<b>How Can We Be Lovers</b>	Michael Bolton	MCA (MCA/Beethoven Set Music)
3	2	<b>Nothing Compares 2 U</b>	Sinead O'Connor	Ensign/Chrysalis (Controversy Music)	28	34	<b>Don't Walk About In Love</b>	Janet Child	Warner Brothers (Radical Dicothomy/Warner)
4	3	<b>Black Velvet</b>	Alanah Myles	Atlantic (EPI/WBuar Water)	29	29	<b>I Might Shakin'</b>	Shakin' Stevens	Epic (Shakky Music)
5	7	<b>Se Bastasse Una Canzone</b>	Eros Ramazzotti	DD (Duo/Discs/Les Scorbardi)	30	26	<b>Won't Talk About It</b>	Beats International	Go! Discs (Go! Discs/Warner Chappell)
6	7	<b>Something Happened On The Way To Heaven</b>	Phil Collins	Virgin/WEA (Phil Collins/And Run)	31	22	<b>Heaven Give Me Words</b>	Propaganda	Virgin (Halo/10 Virgin Music)
7	33	<b>Club At The End Of The Street</b>	Elton John	Rocket (Big Big Music)	32	14	<b>Kingdom Town</b>	UR400	Virgin (Sparca Florida)
8	4	<b>All I Wanna Do Is Make Love To You</b>	Heart	Capitol (Zomba Music)	33	NE	<b>Reputation</b>	Dusty Springfield	Parlophone (Clermusian Music)
9	10	<b>A Dream's A Dream</b>	Soul II Soul	10 Records (Various)	34	43	<b>Papa Was A Rolling Stone</b>	Was (Not Was)	Fontana (PolyGram Music)
10	12	<b>Better The Devil You Know</b>	Kylie Minogue	PWL (All Boyz Music)	35	25	<b>I Go To Extremes</b>	Billy Joel	CBS (EMI Songs)
11	3	<b>What's A Woman</b>	Vaya Con Dios	BMG Arista (Vaya Con Dios/BMG)	36	39	<b>Cover Girl</b>	New Kids On The Block	CBS (Maurice Starr Music)
12	20	<b>What Did I Do To You?</b>	Lisa Stansfield	Arista/BMG (Big Life Music)	37	44	<b>Room</b>	88-52's	Reprise (Mani Mani Together Now)
13	11	<b>Das Erste Mal Tat's Noch Weh</b>	Stargate Haus	Polydor (Pista Musik)	38	38	<b>How Can We Be Lovers</b>	Michael Bolton	CBS (Warner Chappell/EMI)
14	35	<b>I Still Haven't Found What I'm Looking For</b>	The Chimes	CBS (Blue Mound/Chappell)	39	45	<b>World In Motion</b>	New Order/Grand World Squad	Factory/ChA (Games/Warner Chappell/EMI)
15	16	<b>Hold On</b>	Wilson Phillips	SBM (Various)	40	46	<b>Softly Whispering I Love You</b>	Paul Young	CBS (PolyGram Music)
16	27	<b>Verdammt, Ich Lieb' Dich</b>	Martina McBride	Polydor (Kangaroo Musikverlag)	41	18	<b>Advice For The Young At Heart</b>	Teens For Tears	Fontana (Virgin Music/10 Music)
17	17	<b>Ding Dong</b>	Erste Allgemeine Verunsicherung	EMI (Blanco Musik/Winterg Musik)	42	NE	<b>Star</b>	Erasure	Mute (Sire/Musical Moments/Sone)
18	8	<b>Opposites Attract</b>	Paula Abdul	Virgin (Virgin/Olle Lieber)	43	NE	<b>Inside 1992</b>	Toto Cutugno	EMI (Edition No. 2)
19	NE	<b>Still Got The Blues (For You)</b>	Gary Moore	Virgin (10 Music)	44	NE	<b>Foreign Affair</b>	Tina Turner	Capitol (Screen Gems/EMI Music)
20	13	<b>It's Here</b>	Kim Wilde	MCA (Ricken Music)	45	NE	<b>Doin' The Do</b>	Betty Boo	Rhythm King (Rhythm King/Inquiry/Carlin)
21	2	<b>Dirty Cash</b>	Adventures Of Steve V	Mercury (Copyright Control)	46	32	<b>Words</b>	The Christians	Island (10 Music)
22	9	<b>Love Thing</b>	The Padisians	CBS (MCA)	47	NE	<b>It's My Life</b>	Talk Talk	Parlophone (Island Music/Zomba Music)
23	20	<b>C'Est Tu Qui M'a Fait</b>	Francis Feldman	Philips/Phonogram (Parlu/Carle)	48	NE	<b>Kissing Game</b>	Samba AmB	SBM (Bandon/Wayback/Crosno)
24	6	<b>Save Me</b>	Patricia Kaas	CBS (Zona Music/Back To Paris)	49	NE	<b>Istanbul</b>	They Might Be Giants	Elektra (Warner Chappell)
25	15	<b>9</b>	Fleetwood Mac	Warner Brothers (Fleetwood/Warner Tamerlane)	50	NE	<b>Kama Sutra</b>	Michael Palmeroff	Eric (Oxygen Music)

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# hot 100<sup>®</sup>

## SINGLES



THIS WEEK	LAST WEEK	WKS ON CHARTS	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)	COUNTRIES CHARTED
1	1	9	<b>Vogue</b>	Madonna - Sire (Various)			UK,FG,B,H,Sp,A,Ch,Sw,Po,Di,N,Fi,Gr,I
2	2	10	<b>Black Velvet</b>	Alannah Myles - Atlantic (EMI/Bluebear/Waltzes)			UK,G,B,H,A,Ch,Sw,D,N,Fi
3	4	8	<b>Killer</b>	Adamski - MCA (MCA/Beethoven St. Music)			UK,G,Fr
4	3	20	<b>Nothing Compares 2 U</b>	Sinead O'Connor - Ensign/Chrysalis (Controversy Music)			FG,B,Sp,A,Ch,Sw,Po,D,Gr,I
5	NE		<b>World In Motion</b>	New Order/England World Cup Squad - Factory/MCA (Gainwest/Warner Chappell/EMI)			UK
6	6	4	<b>Better The Devil You Know</b>	Kylie Minogue - PWL (All Boys Music)			UK,G,B,Fr
7	10	15	<b>Sacrifice</b>	Elton John - Rocket (Big Pig Music)			FB
8	5	14	<b>The Power</b>	Snap - Logic/BMG Ariola (Hanseatic/Fellow)			UK,G,B,H,Sp,A,Ch,Sw,D,N,Fi,Gr,I
9	9	9	<b>I Promised Myself</b>	Nick Kamen - WEA (EMI Music)			FG,B,H,A,Ch,I
10	7	7	<b>Dirty Cash</b>	Adventures Of Stevie V - Mercury (Copyright Control)			UK,Fr
11	8	12	<b>Words</b>	The Christians - Island (10 Music)			FB,Po
12	23	18	<b>Le Temps Des Yeyes</b>	Les Vagabonds - Carrere (Editions Oriando)			FB
13	13	15	<b>Infinity (1990's Time For The Guru)</b>	Guru Josh - de/Construction/RCA/BMG (Copyright Control)			G,B,H,Sp,A,Ch,N,Gr
14	15	5	<b>Hold On</b>	En Vogue - Atlantic (2 Tuff-E-Nuff Songs)			UK
15	16	6	<b>Verdammt, Ich Lieb' Dich</b>	Matthias Reim - Polydor (Kangaroo Musikverlag)			G
16	20	7	<b>C'Est Toi Qui M'a Fait</b>	Francois Feldman - Philips/Phonogram (Marilyn/Carole)			FB
17	21	3	<b>I Still Haven't Found What I'm Looking For</b>	The Chimes - CBS (Blue Mountain/Chrysalis)			UK,Fr,N
18	-17	10	<b>Kingston Town</b>	UB40 - Virgin (Sparta Florida)			UK,G,B,H,Fr
19	12	14	<b>Opposites Attract</b>	Paula Abdul - Virgin (Virgin/Ollie Leiber)			UK,FG,B,Sw,D,Gr
20	22	11	<b>All I Wanna Do Is Make Love To You</b>	Heart - Capitol (Zomba Music)			UK,G,B,H,Ch,Sw,Fr,N
21	32	3	<b>Venus</b>	Don Pablo's Animals - Rournour (Island Music)			UK
22	34	3	<b>Policy Of Truth</b>	Depeche Mode - Mute (Grabbing Hands/Sonet)			UK,G,Sp,Fr,Fi
23	18	16	<b>Enjoy The Silence</b>	Depeche Mode - Mute (Sonet)			FG,B,Sp,A,Ch,D,Gr,I
24	19	5	<b>A Dream's A Dream</b>	Soul II Soul - 10 Records (Various)			UK,G,B,H,A,Ch,Sw,D,N,Fi,Gr,I
25	26	6	<b>Ding Dong</b>	Erste Allgemeine Verunsicherung - EMI (Blanco Musik/Wintrup Musik)			G,A,Ch
26	14	7	<b>Bo Le Lavabo</b>	Lagaf - Flarensch (Editions Carrere)			F
27	11	4	<b>Cover Girl</b>	New Kids On The Block - CBS (Maurice Starr Music)			UK,Fr
28	29	5	<b>How Can We Be Lovers</b>	Michael Bolton - CBS (Warner Chappell/EMI)			UK,Sw,Fr
29	24	17	<b>Dub Be Good To Me</b>	Beats International - Go! Discs (Go! Discs/EMI Songs)			G,B,H,Sp,A,Ch,Sw,Po,D,Gr
30	30	8	<b>Pourtant</b>	Roch Voisine - GM/BMG Ariola (Ed. Georges Mary)			FB
31	27	4	<b>Won't Talk About It</b>	Beats International - Go! Discs (Go! Discs/Warner Chappell)			UK,Fr
32	33	4	<b>Se Bastasse Una Canzone</b>	Eros Ramazzotti - DDD (DDD/Una Lira/Scorribanda)			G,B,H,A,Ch
33	37	3	<b>What's A Woman</b>	Vaya Con Dios - BMG Ariola (Vaya Con Dios/BMG)			B,H,A,Ch,Po,Gr
34	NE		<b>Hear The Drummer (Get Wicked)</b>	Chad Jackson - Big Wave (Marilybone Music)			UK
35	59	2	<b>Papa Was A Rolling Stone</b>	Was (Not Was) - Fontana (PolyGram Music)			UK
36	31	18	<b>Get Up!</b>	Technotronic - ARS (Bogam/BMC Publishing)			Fr,Sp,A,Ch,Po,Gr
37	41	5	<b>Les Hommes Qui Passent</b>	Patricia Kaas - CBS (Zone Music/Back To Paris)			FB
38	39	3	<b>I Can't Stand It</b>	Twenty 4 Seven - Freaky Records/BCM (Stop & Go/Cat-Talk/Siegel)			G,A,Ch,I
39	25	6	<b>Something Happened On The Way To Heaven</b>	Phil Collins - Virgin/WEA (Phil Collins/Hit And Run)			UK,G,B,H,I
40	81	2	<b>Doin' The Do</b>	Betty Boo - Rhythm King (Rhythm King/Inquiry/Carl)			UK
41	40	3	<b>Roam</b>	B-52's - Reprise (Man Woman Together Now)			UK,G,Fr
42	35	15	<b>On Ecrit Sur Les Murs</b>	Demis Roussos - EMI (Materia/Sidecar)			F
43	42	17	<b>Un 'Estate Italiana</b>	Gianna Nannini & Edoardo Bennato - Virgin (Sugar/Warner Chappell)			A,Ch,Sw,Di
44	28	4	<b>Take Your Time</b>	Mantronix feat. Wondress - Capitol (MCA Music/Copyright Control)			UK,Fr
45	36	12	<b>Version "90"</b>	Les Forbans - Vogue (Various)			FB
46	43	19	<b>I Wish It Would Rain Down</b>	Phil Collins - Virgin/WEA (Phil Collins/Hit & Run)			FG,Ch,Po
47	44	6	<b>Je Te Le Dis Quand Meme</b>	Patrick Bruel - RCA/BMG (Scarlet O'Laura Music)			FB
48	68	2	<b>Still Got The Blues (For You)</b>	Gary Moore - Virgin (10 Music)			UK,Ch,Fr,N,Fi
49	NE		<b>Star</b>	Erasure - Mute (Sonet/Musical Moment/Sonet)			UK,Fr
50	61	10	<b>Don't Miss The Partyline</b>	Bizz Nizz - Cooltempo (MCA Music)			UK,G,B
51	38	16	<b>I Don't Know Anybody Else</b>	De/Construction/RCA/BMG (Intersong Music)			FG,B,Sp,A,Ch,D,Gr
52	NE		<b>Insieme 1992</b>	Toto Cutugno - EMI (Edizioni No. 2)			G,B,H,I
53	76	3	<b>Soledad</b>	Roe - Barclay (St. Anne/EMI Music)			FB
54	65	2	<b>Hold On</b>	Wilson Phillips - SBK (Various)			UK,G,H
55	86	2	<b>It's My Life</b>	Talk Talk - Parlophone (Island Music/Zomba Music)			UK
56	NE		<b>Everybody Everybody</b>	Black Box - Groove Groove Melody/De/Construction (Intersong/Copyright Control)			UK,I
57	72	2	<b>Don't Wanna Fall In Love</b>	Jane Child - Warner Brothers (Radical Dichotomy/Warner)			UK,Sw
58	48	15	<b>Hiroshima</b>	Sandra - Virgin (Reinzer/Global Music)			FG,Ch
59	52	6	<b>It's Here</b>	Kim Wilde - MCA (Rickim Music)			G,Ch,Sw,D,Fr,Gr
60	57	4	<b>Kissing Gate</b>	Sam Brown - A&M (Rondor/Waytue/Crusoe)			UK
61	NE		<b>The Only One I Know</b>	Charlatans - Situation Two (Warner Chappell)			UK
62	58	8	<b>Herzlein</b>	Wildecke Herzbuben - Hansa/BMG Ariola (Prima/Hansa)			G
63	51	4	<b>Atm-Oz-Fear</b>	Atmosphere - USA (USA Import)			G,B
64	63	2	<b>J' Te Jure</b>	Florent Pagny - Philips (Various)			F
65	47	12	<b>That Sounds Good To Me</b>	Jive Bunny & The Mastermixers - Music Factory Dance (Copyright Control)			FG,B,A,D
66	60	3	<b>Paint It Black</b>	Rolling Stones - Decca (ABCKO/Westminster)			H
67	46	10	<b>Das Erste Mal Tat's Noch Weh</b>	Stefan Waggershausen - Polydor (Miau Musik)			GA
68	NE		<b>Express Yourself</b>	N.W.A. - Ruthless/4th & Broadway (Copyright Control)			UK
69	64	25	<b>In Private</b>	Dusty Springfield - Parlophone (Cage Music/10 Music)			FG
70	67	9	<b>Blue Sky Mine</b>	Midnight Oil - CBS (Warner Chappell)			FG,Ch
71	80	2	<b>Joy And Heartbreak</b>	Movement .98 feat. Carroll Thompson - Circa (Perfecto Music)			UK
72	62	10	<b>Hier Kommt Kurt</b>	Frank Zander - Intercord (Zett Music)			GA
73	54	16	<b>How Am I Supposed To Live Without You</b>	Michael Bolton - CBS (SBK April Music)			G,B,A,Sw,Gr
74	73	4	<b>Right Here Waiting</b>	Richard Marx - EMI USA (Various)			F
75	49	10	<b>Ghetto Heaven</b>	Family Stand - Atlantic (Asun/Vermal/Maanama)			UK,H
76	56	4	<b>What Did I Do To You?</b>	Lisa Stansfield - Arista/BMG (Big Life Music)			UK,G,I
77	71	3	<b>Give It Up</b>	Hothouse Flowers - London (Warner Chappell)			UK,Fr
78	99	3	<b>Pleurs Pas Boulou</b>	Pierre Bachelet - BMG Ariola (Editions Arrep)			F
79	53	3	<b>Angel</b>	Eurythmics - RCA/BMG (D'NA/BMG Music)			UK,Fr
80	74	14	<b>Megamix</b>	Claude Francois - Carrere (Various)			FB
81	91	2	<b>Sit And Wait</b>	Sydney Youngblood - Circa (Virgin Music)			F
82	90	11	<b>Vattene Amore</b>	Amedeo Minghi & Mietta - Fonit Cetra (Nuova Fonit Cetra/Yor)			I
83	87	4	<b>Advice For The Young At Heart</b>	Tears For Fears - Fontana (Virgin Music/10 Music)			FG
84	45	4	<b>Love Thing</b>	The Pasadenas - CBS (CBS Music)			UK,H
85	69	2	<b>You Got It</b>	New Kids On The Block - CBS (SBK Songs)			F
86	75	5	<b>Melodie D'Amour</b>	Kaoma - CBS (HMLO BV/BM Productions)			FB
87	NE		<b>Yaaah!</b>	D-Shake - Go Bang/Cooltempo (Frontdyk Music)			UK,B
88	55	9	<b>This Beat Is Technotronic</b>	Technotronic - ARS (Bogam/BMC Publishing)			UK,G,B,Ch
89	NE		<b>Into The Blue</b>	The Mission - Mercury (BMG Music)			UK
90	88	3	<b>Oui Je L'Adore</b>	Pauline Ester - Polydor (Ducomte/PolyGram)			F
91	78	11	<b>Chariot D'Etoiles</b>	Melody - Carrere (Editions Carrere)			FB
92	NE		<b>A Toutes Les Filles</b>	Gary Barbelivien - Talar (Zone Musique)			B
93	83	9	<b>Hang On To Your Love</b>	Jason Donovan - PWL (All Boys Music)			UK,G,B,H
94	50	4	<b>Softly Whispering I Love You</b>	Paul Young - CBS (PolyGram Music)			UK,Fr
95	NE		<b>It Must Have Been Love</b>	Roxette - EMI (Jimmy Fun Music)			UK
96	RE		<b>Cradle Of Love</b>	Billy Idol - Chrysalis (Chrysalis/Copyright Control)			G,Ch,Po,Fi
97	79	4	<b>Alles Wird Gut</b>	Toten Hosen - Virgin (Chrome)			G
98	NE		<b>Vision Of You</b>	Belinda Carlisle - Virgin (Future Furniture/Shipwreck)			UK
99	85	3	<b>All Around The World</b>	Lisa Stansfield - Arista/BMG (Big Life Music)			FG
100	93	12	<b>Rok The Nation</b>	Rob 'N' Raz feat. Leila K - Arista/BMG (Telegram)			G,Ch,Sw,D,Gr

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

waiting for Cousteau . only seven days to go





# TONY TONI TONÉ

THE NEW ALBUM



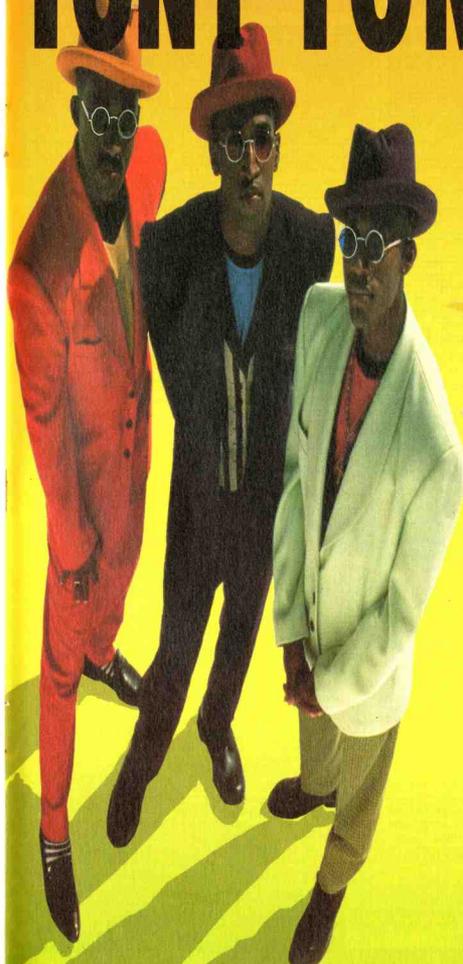
THE NEW SINGLE

'OAKLAND STROKE'

AVAILABLE IN 7" / 12" / CD

FEATURING THE BRITTON BASS REMIXES

THE 'REVIVAL' ALSO INCLUDES 'THE BLUES' AND 'FEELS GOOD'



THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	TITLE	ORIGINAL LABEL	COUNTRY ORIGIN	THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	TITLE	ORIGINAL LABEL	COUNTRY ORIGIN	THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	TITLE	ORIGINAL LABEL	COUNTRY ORIGIN	
1	1	11	Sinead O'Connor	Do Not Stop Me Now	Mercury	IRL	35	18	11	The Christians	Colour	USA	USA	69	51	21	Patrick Bruel	Adieu Regarde	ICARUS	FR	
2	2	10	Phil Collins	But Seriously	Mercury	GB	36	NE	10	Steve Vai	Passion And Warfare	World Circuit	USA	70	79	4	Antonello Venditti	Gli Anni 80	Asolo	IT	
3	NE	1	Madonna	Im Breath	Sire	USA	37	NE	10	Toten Hosen	Auf Dem Kreuzung	IRS	GER	71	17	4	Mietta	Canzoni	Mer Gios	IT	
4	4	10	Alanah Myles	Alanah Myles	Atlantic	GB	38	36	4	Julie Nèigel Band	Wide Wide World	Mercury	GER	72	NE	10	Lucho Gatica	Boleto Es	Mer	SP	
5	5	7	Eros Ramazzotti	In Ogni Senso	2000	ITA	39	20	20	Nigel Kennedy/Eco	Vivaldi Four Seasons	EMI	UK	73	75	9	Soundtrack - The Blues Brothers	The Blues Brothers	Atlantic	UK	
6	3	10	Depeche Mode	Violator	Virgin	GB	40	38	28	Chris Rea	The Road To Hell	Mer	USA	74	NE	10	Paula Abdul	Shut Up And Dance	Swingline	USA	
7	NE	1	Soul II Soul	Volume II (1990 A New Decade)	Atlantic	GB	41	37	5	Lou Reed & John Cale	Songs For Drella	Sire	USA	75	NE	10	Snag	World Power	BMG	UK	
8	7	9	Gary Moore	Still Got The Blues	Mer	GB	42	31	2	Vaya Con Dios	Night Owl	BMG	USA	76	78	5	Fabio Concato	Giantritti	Mer	IT	
9	6	7	Fleetwood Mac	Solbad	The World	USA	43	33	3	Ultimo De La Fila	Nuevo Proceso Catalogo De...	EMI	SP	77	17	7	Julien Clerc	Est Mes Les Place	Mer	FR	
10	9	4	Billy Idol	Charmed Life	Chrysalis	UK	44	46	2	Vasco Rossi	Fronte Del Palco	Mer	ITA	78	NE	10	Sydney Youngblood	Feeling Free	Mer	USA	
11	10	8	Heart	Bring Back The Sixties	Capitol	USA	45	41	12	Luciano Pavarotti	The Essential Pavarotti	Decca	UK	79	NE	10	Joe Cocker	Live	Capitol	USA	
12	11	11	David Bowie	Changesbowie	EMI	UK	46	38	7	ABC	Absolutely	Nonesuch	USA	80	50	4	Original Naabtal Duo	Himmels Nacht Der Heimat	BMG	USA	
13	10	10	The Carpenters	Only Yesterday	Greatest Hits	USA	47	43	23	Roch Voisine	Helene	Chrysalis	USA	81	76	18	John Lee Hooker	The Healer	Mer	USA	
14	12	24	UB40	Labour Of Love II	Mer	USA	48	45	24	Gipsy Kings	Milano	Mer	USA	82	73	10	Pretty Maids	Jump The Gun	Capitol	USA	
15	16	29	Billy Joel	Storm Front	Capitol	USA	49	41	6	Public Enemy	Fear Of A Black Planet	Mer	USA	83	NE	10	En Vogue	Born To Sing	Atlantic	USA	
16	11	11	Michael Bolton	Soul Provider	Capitol	USA	50	47	9	Radio Futura	Veneno En La Piel	BMG	USA	84	83	3	Clouseau	Hozeo	Mer	USA	
17	13	13	Midnight Oil	Blue Sky Mining	Capitol	USA	51	NE	10	Erste Allgemeine Verunsicherung	Nippurak	Reich	GER	85	81	3	Black Poozees	It's 20 Years Since Jez Her	Mer	USA	
18	15	24	New Kids On The Block	Hangin' Tough	Capitol	USA	52	51	33	Tears For Fears	The Seeds Of Love	Fonit	USA	86	59	9	Van Morrison	The Best Of Van Morrison	Mer	USA	
19	17	5	Paula Abdul	Forever Your Girl	Capitol	USA	53	55	44	Gloria Estefan	Cuts Both Ways	Mer	USA	87	10	23	Supertamp	The Very Best Of...	Capitol	USA	
20	19	12	The Notting Hillbillies	Missing Presumed Having A Good Time	Mer	USA	54	40	20	Cher	Heart Of Stone	Capitol	USA	88	72	10	Barclay James Harvest	Welcome To The Show	Mer	USA	
21	14	1	Big Country	Through A Big Country	Greatest Hits	Mer	55	46	1	Beats International	Let Them Eat Bingo	Mer	USA	89	87	2	Ole-Ole	1990	Mer	USA	
22	25	3	Patricia Kaas	Secret De Vie	Capitol	FR	56	53	4	Skid Row	Sid Row	Mer	USA	90	43	5	Inspirational Carpets	Life On Earth	Capitol	USA	
23	24	11	Tina Turner	Foreign Affair	Capitol	USA	57	37	17	Westernhagen	Hallekja	Mer	USA	91	77	8	David Hasselhoff	Looking For Freedom	Mer	USA	
24	23	12	Technronic	Pump Up The Jam	Capitol	USA	58	41	1	Big Fun	A Pocketful Of Dreams	Mer	USA	92	74	4	Francis Cabrel	Sarbacane	Capitol	USA	
25	26	6	Suzanne Vega	Days Of Open Hand	Capitol	USA	59	54	15	Johnny Clegg & Savuka	Cool Crazy Beautiful World	Mer	USA	93	NE	10	Bee Gees	One Great Story	Mer	USA	
26	24	10	B-52's	Cosmic Thing	Mer	USA	60	48	2	The Pretenders	Packed	Mer	USA	94	NE	10	Rolling Stones	Rawhide	Mer	USA	
27	27	9	Sandra	Painting In Yellow	Mer	USA	61	47	2	Dio	Lock Up The Wolves	Mer	USA	95	RE	10	Michel Polnareff	Kama Sutra	Mer	USA	
28	25	25	Lisa Stansfield	Affection	Mer	USA	62	41	3	Florent Pagny	Merci	Mer	USA	96	NE	10	Kim Wilde	Love Moves	Mer	USA	
29	25	3	Black Box	Dreamland	Mer	USA	63	44	29	Francois Feldman	Une Presence	Mer	USA	97	17	41	Texas	Southside	Mer	USA	
30	41	6	Elton John	Sleeping With The Past	Mer	USA	64	47	2	Eric Clapton	Commonman	Mer	USA	98	17	17	Tanita Tikaram	The Sweet Keeper	Mer	USA	
31	24	4	Wilderker Herzbruben	Herzbruben	Mer	USA	65	49	7	Sam Brown	April Moon	Mer	USA	99	NE	10	Niagara	Religion	Mer	USA	
32	26	3	Kastelruther Spatzen	Feuer Im Ewigem Eis	Mer	USA	66	48	27	Roxette	Look Sharp	Mer	USA	100	RE	10	James Last	Classics By Moonlight	Mer	USA	
33	26	26	Rod Stewart	The Best Of Rod Stewart	Mer	USA	67	51	3	Bruce Dickinson	Witness	Mer	USA								
34	31	8	Cat Stevens	The Very Best Of Cat Stevens	Mer	USA	68	51	6	Yngwie J Malmsteen	Eclipse	Mer	USA								

NE = NEW ENTRY RE = REENTRY

## SINGLES



## SINGLE OF THE WEEK

## Kym Mazelle

Useless - Syncopate

This is definitive commercial soul music. The backing owes much to the sensibilities and approach of house and hip-hop. A hypnotic drum pattern, a heavy reliance on the piano to carry the backing plus lots of random noises that add to the excitement. Mazelle has a first-class voice which fits the backing well and this is the first thing she has done since *Wail*, her duet with Dr Robert of the Blow Monkeys, that is a chart center.

## Frazier Chorus

Cloud 8 - Virgin

Successful collaboration between indie-producer Ian Brown and dance DJ Paul Oakenfold. An atmospheric, melodic jazz song with whispered vocals, piano, violins and a slow, heavy groove.

## Horse

Sweet Thing - Capitol

Another strong soul/rock crossover number from this excellent Scottish band. Vocals and production are reminiscent of Alison Moyet's solo material.

## Luka Bloom

Rescue Mission - Reprise

Acoustic-based pop featuring Bloom's powerful, dramatic voice. Music that owes its style to 60s groups like The Buffalo Springfield with a modern edge.

## Bell Biv DeVoe

Hiphop - MCA

Pop with a funk bassline, a larger-than-life production and a pop chorus. Bobby Brown meets N.W.A.

## Prince

The Future - Warner Brothers



A brilliant house remix of one of the best tracks on *Batman* by Mark Moore (S'Express) and William Orbit. The track has been skillfully converted into an up-to-date dance floor number.

## ALBUMS



## ALBUM OF THE WEEK

## Soul II Soul

Villains (1990 A New Decade) - ID

The numbers are still predominantly slow to mid-tempo but there is a maturity and a willingness to experiment on this LP. *Courtesy Blows* features the UK sax-player on an instrumental number that owes something to The Crusaders but at the same time could not be anyone else except Soul II Soul. *People*, with its house tempo, is probably the fastest number the band have done and *In The Heat Of The Night* is a wonderfully melodramatic Stresand-like dance number.

## The Bombers

Aim High - ADM

Ex-Squats Quo bass player Alan Lancaster sticks to his roots with his new Australian band. No-nonsense rock which, like the Quo, is heavily influenced by old R&B, but performed in a more adventurous manner.

## Consolidated

The Myth Of Rock - Another Subway



Controversial political slogans over loud and tough grooves, laced with samples from radio and TV speeches. Agitprop dance, best described as a white Public Enemy. This will probably not make the Top 40, but for adventurous dance and progressive programmers it might be a welcome change.

## Rebel MC

Rebel Music - Debut

Much of this debut album is built on the same stylistic interplay as on the Rebel's second single *Street Tuff*, a reggae bassline, a rap and some soulful vocals in the chorus. Definitely one of the more inventive house/reggae crossover artists who, with or without production team Double Trouble produces good pop music.

## X Clan

To The East, Backwards - Island

Reggae with a twist, mainly thanks to Perry's remarkable vocals and dub effects.

sage of afrocentricity across. A bit like Digital Underground without the humour and compensating with lyrical substance. Top-rate hardcore hip-hop whose best moments include *Grand Verbalizer*, *What Time Is It* and *Heed The Word Of The Brother*.

## Johnny Baby

I Present Johnny Baby - Virgin

Although there are some weaker tracks on this Dutch pop reggae album, it can stand the test thanks to songs like *Running Around In Circles*, *Take What You Get* and *Dem Afe Dead*. Fabulous horn section and good vocals by Johnny Baby, who has the voice of a younger Burning Spear.

## Who Owns Brazil

Mike Herring - Verba

Best German jazz musician/producer (Trio Rio, Brause) has produced an ambitious cross-section of funk, pop and folk, the result of spending two months in the Brazilian rainforest. Tracks like *Rainha Do Mar*, *Amazonas Burning* and *One World* are likely to appeal to both New Age and late-night rock programmers.

## En Vogue

Born To Sing - Atlantic

Never was an album title more accurate. Between these four women there are four of the best soul/gospel voices in the charts at the moment and the amount of good songs proves beyond any doubt that *Hold On* was not a one-off. Modern soul/funk of the highest quality. Top marks also to producers Thomas McElroy and Deniz Foster for their punchy, no-nonsense approach.

Editor Gary Smith

Contributors Pieter de Bruyn Kops and Machiel Bakker

## Tower Builds Steadily Towards Europe

by Chris White

US music retail chain Tower Records recently opened its fifth outlet in the UK, the latest in a programme of steady and sustained expansion, which is likely to see new stores in Europe within the next two years.

Tower European Operations MD Ken Sockolow: "We are certainly looking at European locations, cities like Paris and Milan. It is very much part of our growth strategy on this side of the Atlantic and the first stores should be opening before 1992. They will operate on the same lines as the Tower stores in the US and the UK. At the moment it is a question of finding the right sites for these outlets, which is easier said than done."

Tower Records, which has its US head office in Sacramento, California, has 55 record-only

shops in the US with the total exceeding 100 if video retailers are taken into account.

In November 1985, the chain chose Kensington's High Street in London for its first European outlet. This was followed in July 1986 with the opening of its flagship store in the capital's Piccadilly Circus, which occupies 24,000 square feet and claims to be the largest outlet exclusively for music and video in the UK.

Since then, Tower has opened two other shops in London, one which sells videos only, and has just set up its first store in Scotland, situated in Glasgow's Argyll Street shopping centre. The Scottish store has a selling area of around 12,000 square feet and a potential customer reach of about one million.

The Glasgow operation comprises four floors: the first is devoted to pop CDs and 12" and 7" singles; the second concen-

trates on music videos and cassettes; the third has all other types of pop music in vinyl and CD format; and the fourth sells classical CDs, cassettes and videos. No classical vinyl albums are stocked.

Sockolow: "The Tower Records policy is to carry as much stock as possible but obviously we have to look carefully at consumer trends. The fact that we are not stocking classical music on vinyl is a reaction to the marketplace. If eight-track cartridges were popular then no doubt we would be stocking them. Our experience, though, is that consumers are demanding more CD catalogue, although there is still a lot of demand for such catalogue on vinyl too."

Tower opened its first video-only outlet, also in London's Kensington High Street, on March 1 but Sockolow admits that the situation is under review. "Sell-through video alone does not seem to be the business to be in.

We are selling quite a lot of product but it is not exactly a profitable operation. The answer seems to be to stock both sell-through video and rental but it has been an experiment which we are keeping a close eye on."

Sockolow adds: "In the UK, Tower Records has had a lot of marketing support from the major record companies, but their stocking support is not as good as in the US where the companies do inventories for us. We know that is the only way to get the records into the stores and similarly they also take back stock very quickly and replace it with something they know will sell. I would certainly like to see this approach become more common among UK record companies."

Sockolow claims that the arrival of Tower Records in London caused something of a revolution among existing music retailers,

continues on page 20

(overturnments)



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## Music Retailing - France's Growth Industry Of The 90s

by Emmanuel Lograud

**After a decade of disappointing performance, France's retail market is now one of the most active in Europe.**

**The turning point was the opening of the Virgin Megastore in Paris in November 1988, which now has some 15,000-20,000 visitors a day and in 1989 scored a turnover figure in excess of Frf 400 million, or 12% of the Parisian market. The success of the Megastore has heightened expectations of the market's potential by showing the power of marketing and promotional expertise. And, as a result, it has triggered new optimism and competition, with several companies, from France and abroad, announcing expansion plans.**

**P**atrick Zelnik, president of Virgin France: "Visiting the Paris Megastore has become a social event. It offers a space that can be a meeting and exchange place between the public and artists. We provide a mix of products, ranging from recorded music and videos to books and concert tickets. We also sell hi-fi equipment and merchandising, and the store includes a restaurant."

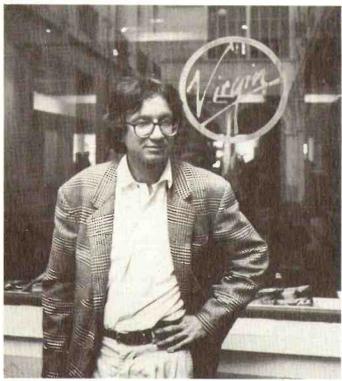
Virgin's second outlet in France was opened on May 31 in Marseilles and another will open in October in Bordeaux. Bordeaux has also been chosen by HMV, the UK retailer, for its first outlet in France and the company is believed to be planning stores in Marseilles and Lyon. "The confrontation of the two stores will be interesting to witness, especially in a city like Bordeaux with consumers that are very specific," says Francis Caussou, founder of wholesale company DCC, which owns the Madison chain of record shops.

Jean-Francois Loury, commercial manager at CBS, adds: "Bordeaux will soon be saturated. Four stores (including FNAC and a big independent retailer) for a city like Bordeaux seems a little overestimated!"

*continued from page 19*

most notably HMV and Virgin Records. "Because of our experience of retailing music and video in the US we have learnt a lot about actually merchandising the product, something other major music retailers had become neglectful of in the UK. Tower Records brought in new display techniques and the result is that the other chains have considerably improved their retailing standards. It is important to have strong and healthy competition

The increased competition between retailers is also evident in cities like Tours, which has a population of 300,000. It used to



Patrick Zelnik, president of Virgin France. The company's Paris Megastore has triggered new optimism and competition in music retailing in France.

have just one independent music retailer, Disques Bouvier. Now it has two FNAC stores, plus an FNAC outlet.

because it improves standards all round.

"We have a very competitive pricing policy and we stock the product that the consumer wants. Obviously, we are continually looking for new locations for our stores and we will be doubling our current number of outlets in the UK. Mainland Europe also figures high in our future plans but it is a question of finding the right cities and the right locations within those cities," concludes Sockolov. □

FNAC, the major record distribution chain, also sells books, hi-fi and photo equipment. It has responded to the arrival of HMV and Virgin with an ambitious three-year plan of expansion which aims to double sales and turnover, from Frf 6 billion to Frf 12 billion (app. US\$ 2.17 billion).

In March, FNAC opened its first music-only store in Paris, near the new Bastille Opera. And by the end of the year it hopes to open another, similar, unit in Paris, plus outlets in Toulon and Saint Etienne. However FNAC's main gamble is the 1991 opening

of its biggest store ever. It will also be in Paris and will occupy some 9,000 square metres.

Chains of smaller stores are also expanding. Madison currently has 40 and Francis Caussou says that with the opening of two new branches each month (either owned, operated or franchised by the company) it will have 50 by the end of the year and 100 in 1992.

Caussou: "The size of our shops has doubled, from 150 square metres to 300-400. Madison has chains in mid-size big cities with over 70,000-80,000 inhabitants. Our turnover has increased ahead of market growth, so I am very confident about the

future. As a result we may look at investing in neighbouring countries."

Another chain which is expanding is Nuggets, founded by Yves Portrat. Three years ago it had 25 branches but by the end of this year it plans to have 80, including its first in Paris. Meanwhile, the big department store BHV has announced that it intends to establish a chain of record outlets, to be called Music Way.

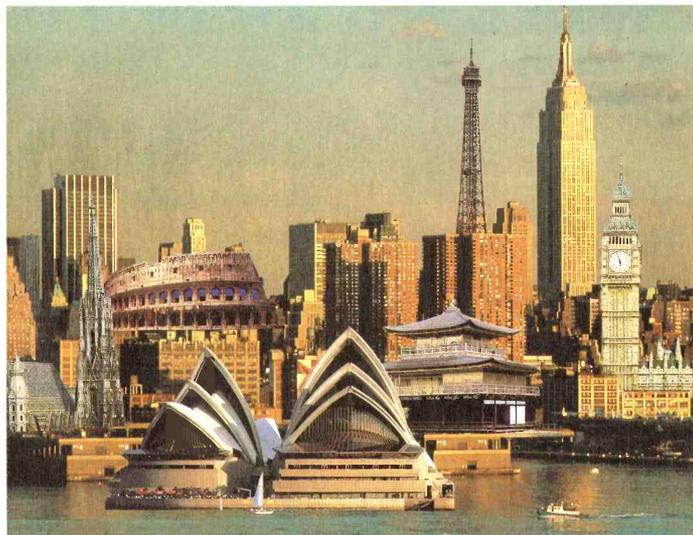
All these developments are seen by the industry as a proof of the market's recovery, but some believe there will soon be too many outlets. Bruno Gerentes, record marketing manager at FNAC: "It is difficult for a single country to sustain so many different types of record outlets at the same time. A lot of records are sold via hypermarkets, but there are also independent retailers, chains and Megastores. It is quite a lot for a market of this size!"

Loury echoes these comments: "Hypermarkets might suffer from the expansion of the market. Some of them have become real record retailers but it is not their purpose. FNAC and Megastores do it much better. Hypermarkets need high rotation products, heavily promoted, and a small number of titles in store."

"The time of retailers in grey suits is over. To survive, retailers will have to be dynamic; to have good managers and good sellers. But small retailers still have an edge to play because they are very close to consumers. The good thing about the expansion of the market is that it is now easier to push low-sale products with small retailers and chains!"

Francis Caussou is confident about the future for retailers and links it to the development of the CD. Caussou: "Even during the worst period we never lost optimism because we had faith in the CD. However, I am concerned about certain new trends in the market. In the past two years, stores and consumers have been flooded with TV-advertised products. It is no longer to invest in new talent, because once consumers have bought back catalogue they will want new product. Unfortunately, there is not much available at the moment." □

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## Radio Tunes In To Rolling Momentum

by Gary Smith

There is no doubt the Rolling Stones are a powerful attraction as a live act and as a source of highly desirable back-catalogue sales. The buzz surrounding the present tour is ensuring that not only is their product selling well but it is also receiving heavy airplay.

The radio promotion for the current 'Urban Jungle' tour has inevitably increased demand for both the current product, especially the new single *Almost Hear You Sigh*. Indeed, in Holland, where the tour kicked off last month, *Paint It Black* is currently no. 1 in the charts. Apart from the re-entry of *Steel Wheels*, three mid-price re-issues have also charted: *Rewind*, *Hot Rocks Vol. 1* and *The Singles Collection*.

The band has just finished nine dates in West Germany, and Bert Weiss, radio promotion manager at CBS has been working with a wide variety of stations. "Both private and public radio stations have been heavily involved in the pre-publicity campaign," says Weiss. "They have all been serviced with an exclusive interview with Keith Richards which will be broadcast during the coming weeks. We didn't run any

competitions, it was the DJs, rather than the public that got the free tickets. This was mainly because we had to buy them from the band's management and it was just too expensive to give hundreds away."

Stations around Germany have become involved in various ways.



In Stuttgart, Radio SSR is sponsoring the concert and in the north, public broadcaster MDR is transmitting live from the concert venue until 19:00 when the station will switch to an all Rolling Stones playlist until midnight.

After one date in Portugal the band move on to Spain. The SER network is playing a major part. Maria Meyer, label manager at CBS Spain: "SER is running a competition and we have negotiated for them to be able to

re-broadcast their recording of the show, an unusual thing for a Stones concert. But the tour really has an impetus of its own and we have been providing moral and logistical support rather than actually mounting a campaign. They are taking care of ticket sales and arranging coaches so we pro-

vide them with as much information as possible."

After Spain the tour moves through France - sponsored by NRJ - the UK, Italy and Austria before hitting Gothenburg in Sweden at the beginning of August. On the promotion front, CBS Sweden has to cope with the ban on radio and TV advertising. However, a Mick Jagger interview with affiliates that take into account pre-orders from retailers. □

well serviced with CDs and any available interviews. CBS is concentrating its Swedish efforts on retailers. Per Sundin, special marketing manager: "We are not targeting the public at all, there's so much press already about the band that we just don't consider it necessary. We made an arrangement with the Swedish Railway Company who have been selling a special package deal. People who buy it get a train journey with Rolling Stones videos with a big Steel Wheels logo on the side. "On the retail front we have an extensive in-store campaign with four different posters, three different displays and giant-sized tongs. We have put together a special CD package which contains 14 discs of their CBS back catalogue (starting with *Slicky Fingers*) and an extra CD of B-sides and special mixes. We expect to sell 100,000 units by Christmas plus an extra 50,000 copies of *Steel Wheels* and another 50,000 units of assorted back catalogue."

According to Gary Williams, director artist marketing CBS International, the company is expecting to sell around one million units of both the present LP and back catalogue from the start of the tour up to September. These figures do not include the UK and they are based on responses from affiliates that take into account pre-orders from retailers. □

## The Pretenders - Still Packing A Punch

It has been four years since *The Pretenders* released an album and it is no secret that the last, 'Close' was not their best. In the meantime, Chrissie Hynde has established herself as a celebrity with a social conscience but the musical outings have been distinctly thin on the ground. But then, on May 14, 'Packaged' was released simultaneously throughout Europe.

Foster: "Christie's profile never fell away really, her involvement in ARK, the environmental pressure group set up by a group of actors and musicians, and her anti-fur campaign have seen to that. Being so passionately supportive of causes can backfire on an artist if the music is no good. Then it is seen as mere rhetoric."

Hynde is regarded as someone with something interesting to say and the LP has created a tremendous amount of media interest.

Foster again: "We have the chance to break with tradition somewhat here. Normally in the UK, with an act like this, we release the LP first and follow up two weeks later with the single. This time, however, we have also



done that in Europe and that is one way to keep up the momen-

tum, the single prolongs the chart life of the LP.

"Before the album's release we serviced all the major radio stations with a white label copy of *Never Do That*, the first single from the LP. In territories where it was possible it was a one-sided record with no identifying marks, a bit of a wind-up. There was no specific targeting of particular stations because we see the band as having a universal appeal."

Now the single has been released in all territories, WEA is waiting for the media attention to translate into sales. There is the chance of a tour this autumn, starting in the UK and going on to mainland Europe, followed by the US and Canada. □

### Bond

- Signed worldwide to Phonogram Germany.
- Published by Big Ballon Music.
- Managed by Art Promotion Urban.
- New album: *Saturnalia*.
- Current single: *Candy-oh*.
- Previous release: *Use Me* was released in 1987.

Having already played in East Germany, and in Moscow last year, Bond launched their current tour in East Berlin on May 22. A more extensive tour is being planned for autumn.

Ten years ago by singer Norbert Heinrich and drummer



- Besides a national poster campaign, Phonogram is also running an ad campaign for the group's tour. A video which is in rotation on Tele 5 is also being run as an ad in selected cinemas in Munich and Berlin. Other TV appearances include NDR's Deck 11 and other regional programmes.

Leo Schreyll in Nuremberg, Bond underwent a significant change of line-up in 1988 when the US guitarist James Newman and the Swiss bassist Iso Gensch joined the group. Although not an official member of the band, keyboard player Michael Ruff also helped out in the studio and on stage. □

### The Scabs

- Signed: Play It Again Sam.
- Publisher: Les Editions Confidentielles.
- New album: *Royalty In Exile*.
- New singles: *Hard Times* February 1990 and *I Need You* released May 29.
- Studio: Jet Studios, Brussels.
- Producer: Werner Pensaert.
- Marketing: T-shirts, posters, stickers, caps, lighters.
- Tour: several dates in France, Belgium, Holland and West Germany.
- Euro release: Holland, France, West Germany and Scandinavia through PIAS channels.



*In Exile* proves The Scabs make 100% rock and have found a producer who fits them like a glove. The band's evolution towards a broader audience should bring them more airplay, although front man Guy Swinnen says a hit is what he least expects. However, this is the record that could open the international doors. □

Seven years after The Scabs were asked to open the double Torhout Werchter festival before a 100,000 plus crowd, the band have delivered their best album yet. Following *Rockery* (1985), *Skin-tight* (1988) and the compilation album *Gangbang* (1989), *Royalty*

### Marco Masini

- Signed: Dischi Ricordi.
- Debut album: *Marco Masini*.
- New single: *Disperato*.
- Studio: Master and Emme Studios, Florence.
- Producer: Massimo Barbieri and Marco Masini.
- Marketing: spots on Rete 105 and the Radio Italia Solo Musica Italiana network, a TV campaign on Silvio Berlusconi's private network channels at the end of June.
- Euro release: West Germany, Austria and Switzerland (Solo Musica); France and the Benelux (Carriere); Scandinavia (Sonet).
- Tour: No immediate plans but Masini will probably play selected national dates later in the year.

Masini won the newcomers prize at this year's San Remo Song Festival with the song *Disperato*.



The 26-year-old artist from Florence has worked in the past as keyboard player for top national artists Umberto Tozzi and Raf.

Masini was involved in writing all eight songs on his debut album. He is currently on a nationwide radio promotion tour where he will give interviews to leading local and regional stations in each major city. Several TV promotional appearances have been lined up on both RAI and the private networks. □



### Talisman

- Signed: Airplay Recordings (a division of Vinyl Mania).
- Publisher: Warner Chappell.
- Debut album: *Talisman*.
- New single: *I'll Be Waiting*.
- Studio: Stockholm Recording.
- Producer: Mats Lindfors.
- Tour: a 19-date tour of Sweden starts on June 6.
- Euro release: No definite plans but the band are currently being looked at by several major labels.

Talisman are the creation of

Maroif Jacob who previously played with Force (which went on to become Europe) and then had a stint with Yngwie Malmsteen's band. Jacob plays most of the instruments on the album and wrote most of the material, describing the LP as a "50% solo effort."

Since the album was recorded a full time line-up has been established, with the album's producer Mats Lindfors on keyboards and Christopher Stahl on guitar. Vocalist Jeff Scott Soto was recruited in the US. □



Well, I just about survived the iM&M, stirring stuff to all of it, and it was a pleasure to meet so many of you. Firstly, I must thank Miles Copeland for the offer of a drink on EMI, the most lurid blue champagne cocktail I have ever had the pleasure to drink.

I've decided that, rather than give you a list of who said what (after several cocktails), I shall present my own iM&M awards instead: 'Pontyaf of The Conference' goes to Maurizio Sina 'Mm Rate 105.' 'Most Tasteless Hat' goes to Mrs. Steve Blame and his back-to-front fake leopard skin baseball cap. 'Chat-Up Line' belongs to someone I dare not name, but it goes along the lines of "If you don't do what I want, you will never work on radio!"

(funny chat-up line that, it's what my station boss is always saying to me). The award for 'Most In-Discrete Overhead Remark' goes to someone from the BBC, who said "I don't want you to think I am paranoid but ..."; 'Buzzword Of The Conference' goes to Kiss FM's Lynn Anderson for "Stationally". The award for 'Most Pertinent Statement' goes to the immaculately suited Mike Haas, who, on being photographed with WRD producer Buddhan Kraemer, dressed in total denim, remarked, "why do the privates dress like public broadcasters and the public broadcasters like privates?". And, finally, my award for 'Best Fly-posting Campaign' goes to Virgin for plastering posters of Sanne on every street corner all over the city.

Now, just when you thought the Kylie phenomenon was receding, along comes BBC Radio 1's John Peel to give it the unlikelyst of plagues. In between brief, but brutal, bursts of thrash metal on his evening show, he entertained his audience with the story of his family outing to La Minogue's final UK tour date. He praised her voice, her dancing and her sweet demeanour.

He even complained that he didn't hear enough of her on the radio but was brave enough to rectify the omission personally.

Happy birthday, Radio Herning in Denmark, seven years old, this month. The wonderful Les Paul was born on June 9, 1923, and 'Howlin' Wolf' would have been 80 on June 10. And, just in case you think I've failed to mention them this week, Bob Dylan's *Like A Rolling Stone* was released 25 years ago on June 15.

New UK satellite station BS5 is looking for an "experienced debriefing and content of court." I look forward to the controversial programming once I manage to get a dish to receive it!

Bergen's P3 is very generous with its spare cash. Later this year we dear friends Tommi, Bite and Leaf are being given SKR 50 to disappear. They've got to get as far away as possible from the station and back in a week... who will take it to the North Pole? ...may be used.

My good friend Richard Hallifax who can be heard on Radio Jonkoping in Sweden is

spreading his wings a bit as well, to nearby Radio 7 in Boras where he will do a two-hour Tuesday show. Radio Jonkoping is also extending his hours on air, due to the success of his "fast-format transatlantic style".

Before I forget, there is one more iM&M award I have to make. My prize for 'Most Obnoxious Photo Opportunist' goes to the elfin lead singer of Mano Negra, who gamely posed for photographs in a pile of wood chippings next to an unfinished pair of clogs.

Actually, it's going to be a busy few weeks. On June 22 and 23 there are two huge concerts in Leningrad, featuring the cream of Soviet rock. Thanks for the invitation Vladimir Kiselev.

But this week I'm off to Germany, for Radio Regenbogen's open-air concert on June 14 and Markus Wahl tells me they are also planning to have a beach party later in the year. Over 30,000 people were at last year's and the barbecued badrwest were wonderful.....

Ray Dio

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- Format: primarily classic rock/AOR, music 70%; speech 30%
- Core artists: The Quietus, River Band, The Heartbeats, Colin Hay Band, Gary Moore and Bon Jovi
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- Target Audience: over 25s living in Hamburg region.
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- Address: Spaldingstrasse 218, 20090 Hamburg 1.
- Tel: 49 40 23733
- Frequency: 95.5 MHz.
- Founded at the end of 1987.
- Owner Frank Otto.

Assistant head of music John de Graf: "Our philosophy is to play hand-made, guitar-oriented rock and to avoid artificial music. Our playlist is compiled democratically. Joerg Guelden, head of programming, and I short-list the new releases. We are then joined by three presenters in order to determine the final list. We currently use the funky computer system but will change soon to Selector. We do not really use the computer

know we are also the only station doing live interviews during the afternoons. We have human beings on the air and try to create a chatky atmosphere. We do not want to treat music as if it is science.

"Some of the artists we have recently had in our studio include Lou Gramm, Michael Penn, Michael Bolton and The Hooters. Evenings from 21.00-23.00 we air specials. For example, Monday is 'crock', Wednesday features hard rock with a lot of album information and live tracks and on Thursdays we air Benny Brown's 'American Top 40 Show', which is the only syndicated show we broadcast. Much of the playlist for our own shows consists of listeners' choices set us.

"Our presenter Oliver Waibach and I produce all of our singles - a job that keeps us busy almost every day. In terms of market and sponsorship we work very closely with numerous local sports clubs,



and have a sports show sponsored by Astra beer. We have also begun promoting our own rock night concerts and had 1,400 visitors at our first one. Because we are often the first to pick up on a title, we are serviced well by the record companies which is also a sort of sponsorship.

"Our future plans are to continue our efforts to get more power. We currently broadcast with only 100W and that is not enough to reach the Hamburg suburbs with a quality reception!"

Updated reports and playlists additions from the major radio & tv stations from 8 European countries.

**PP: Popularity**  
AD: Additions to the playlist  
LP: List of the week  
CL: Clip  
SE: Show  
NI: Interview  
Because of a public holiday, some of the UK reports are frozen.

UNITED KINGDOM

**BBC RADIO 1 - London**  
**Chris Lytton - Sen. Prod.**  
A List:  
AD New Order - World In Motion  
Erazor - Star  
B List:  
AD Betty Boo - Don't Do The Do  
AD Mr. Barker - Just A Friend  
Black Box - Everybody  
Gary Young - Reputation  
Dusty Springfield - Popcorn  
Dusty Springfield - Tell Me How Much You Love Me  
The Powerless - The Only One  
A Certain Ratio - I Won't Stop

**CAPITAL RADIO - London**  
**Richard Park - Prog. Contr.**  
A List:  
AD Eurythmics - Sweet Dreams  
Erazor - Star  
AD Midge - Don't You Make Me Cry  
MIXX - Nothing Compares 2 U  
New Order - World In Motion

**RADIO CITY - Liverpool**  
**Paul McKenzie - Head Of Music**  
AD Chad Jackson - Hear The News  
AD Chad Jackson - Hear The News

**PICCADILLY RADIO - Manchester**  
**David Dunne - Head Of Music**  
A List:  
AD Don Pablo's Animal - Venus  
B List:  
AD The Beloved - Time After Time  
C List:  
AD A Certain Ratio - I Won't Stop  
Frazier - Clorus - Clod  
New Tracks - Springtime For Animals  
MIXX - Nothing Compares 2 U  
Black Box - Everybody  
Seven - Man With A Vision  
Army Krantz - The Powerless  
The Presidents - Never Do That  
Blue - Blasing These Kisses

**GREATER LONDON RADIO - London**  
**Neve Dancer - Head Of Music**  
A List:  
AD New Order - World In Motion  
Lower Of Dream - 100 Ways To Talk Talk  
100 Ways To Talk Talk

**BIRMS - Birmingham**  
**Rhona Valk - Head Of Music**  
A List:  
AD New Kids' On The Block - Step One  
AD The Chicks - The Only One  
AD Gloria Estefan - Cuts Both Ways  
AD Gloria Estefan - Cuts Both Ways  
AD Gloria Estefan - Cuts Both Ways

**RADIO CLEVE - Glasgow**  
**Alex Dickson - Prog. Dir.**  
AD Miss Was Not Piss A Water  
AD Miss Was Not Piss A Water

**Joe Cocoker - What Are You Doing Tonight - W8 TV**  
Erazor - Star  
Glen E. A. The Other King  
B List:  
AD En Vogue - Hold On  
Darius - Love - Tina Machine  
Climie Fite's - It's Not  
Darius - Love - Tina Machine  
Darius - Love - Tina Machine  
Darius - Love - Tina Machine  
Darius - Love - Tina Machine

**DOWNTOWN RADIO - Belfast**  
**John Robertson - Head Of Music**  
AD The Powerless - The Only One  
AD The Powerless - The Only One

**METRO FM - Newcastle**  
**Giles Squy - Prog. Contr.**  
AD World Party - The Message  
AD World Party - The Message

**HORIZON RADIO - Milton Keynes**  
**Cike Dickens - Head Of Music**  
AD The Beloved - Time After Time  
AD The Beloved - Time After Time

**CHIEFTAIN RADIO & NOTHAMS RADIO**  
**Paul Robinson - Prog. Contr.**  
AD Charizate - The Only One  
AD Charizate - The Only One

**ATLANTIC 321 - County Meath**  
**John O'Connell - Head Of Music**  
AD The Powerless - The Only One  
AD The Powerless - The Only One

**RTL 28 - London**  
**Jeff Graham - Prog. Dir.**  
AD The Powerless - The Only One  
AD The Powerless - The Only One

**RADIO TANT GADUP - Nottingham**  
**Len Groat - Deputy Prog. Dir.**  
A List:  
AD The Powerless - The Only One  
AD The Powerless - The Only One

**RADIO HALLAM - Sheffield**  
**Dean Peppal - Head Of Music**  
A List:  
AD Gloria Estefan - Cuts Both Ways  
AD Gloria Estefan - Cuts Both Ways

**RADIO BROADLAND - Norwich**  
**Dave Brown - Head Of Music**  
AD The Powerless - The Only One  
AD The Powerless - The Only One

**C List:**  
AD Chad Jackson - Hear The News  
AD Chad Jackson - Hear The News

**WWR - Bristol-Stroud**  
**Andy Westgate - Head Of Music**  
A List:  
AD The 52's - Love  
AD The 52's - Love

**AD Black Box - Everybody**  
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**B List:**  
AD Steve - Man With A Vision  
Climie Fite's - It's Not  
Willy Perry - Put The Message  
Willy Perry - Put The Message  
Willy Perry - Put The Message

**FOX FM - Oxford**  
**Steve - Prog. Contr.**  
A List:  
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RADIO MEDIA - Tampere Pentti Teravalen - Producer AD Giorgio Moroder... LP Dance With A Stranger Jim

VERONIQUE COUNTDOWN OVER EUROPE Rob de Boer - Prod. CL The Passwords: Love Thing... LP

PORTUGAL RADIO MIA - Amadora Joao Lourenco - Prog. Dir. PP Pao Pao - Pondering, Ullala... LP

FORBES Mark Boyce - Here Little Girl... LP

GREECE SEVEN X 98.7 FM - Athens Vassilis Loukas - Prog. Dir. APozition Lakesiders - Prod. Airplay Top 5

AVRORUMUSIC Annie Amstell - Head Of Film... LP

UNITED KINGDOM SUPER CHANNEL - Hoop Gay Television - Prod. LP

AVRORUMUSIC Annie Amstell - Head Of Film... LP

POLAND POLSKIE RADIO 3 - Warsaw Marek Niedzwiedz - Prod. LP

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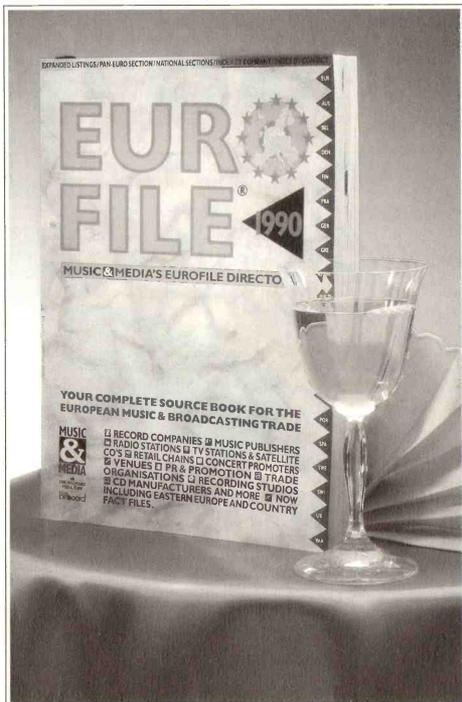
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# Peaking Out From Behind The Pyrenees

A Spanish view of cross-border exploitation

by James Bourne

**There is little consensus in the Spanish record industry on the export possibilities of local product. Some companies have had limited success with certain acts, others have had expensive failures. Given that Spain has a much richer ethnic music tradition than most European countries this is somewhat surprising, but with a booming domestic market, export is not the foremost worry among Spain's record company executives.**

business speak little or none, further complicating business possibilities.

Polydor has an important market position in Spain based more heavily than most on its non-Spanish roster. But about 20% of its acts are local and an important section of that is flamenco, with acts like Camaron de la Isla, Paco de Lucia and Ketama who have just finished their debut album for Polydor. "It seems to be easier to export

Europe, with the Bananarama style Chiccas, but has no immediate plans to release the US-born Benjamin's disco album elsewhere.

BMG's sleek offices in a wealthy Madrid suburb radiate confidence and prosperity, like Jose Maria Camara who heads the company in Spain. Mecano have rewritten the Spanish record books, selling more than one million copies of the LP *Descanso Dominical*. But although a stunning 300,000 copies were sold in Latin America, only a relatively poor 100,000 units were sold in Europe. The gentle Mecano sound did best in Italy where the band recorded a version of one track in Italian.

"We have to upgrade standards and upgrade our knowledge of other territories," says Camara. "Selling successfully in Europe is a difficult process but the breakthrough will come. It is just a matter of time!" BMG is supervising the recording of a French language version of the Mecano track *Mujer Contra Mujer* to see if that does the trick.



Immaculate Fools

Spanish roots,' says marketing manager Carlos Borallo, who competed against the US and France to sign Ketama. Paco de Lucia's latest LP *Sirocco* was released worldwide.

Spain is one of the few countries in Europe where vinyl LP sales are still growing. CD sales have doubled for the last few years and predictions suggest more growth in years to come. About half of the product sold originates from domestic artists.

Two of the majors, continually optimistic about crossover potential, have recently made important investments in acts which they hope can break out from behind the Pyrenees. CBS has taken the unusual step of signing UK band

bewilderment. Most argue convincingly that only music with a Spanish roots element can sell in Europe, others believe that good rock is now universal. Some feel the language must be English, others disagree. It is a common problem in Europe as there seems no easy formula for breaking the Anglo-American stranglehold on popular music tastes and sales. More often than not cross-border hits are one-offs and as much of a surprise to the record company as anyone else.



El Ultimo de la Fila

Immaculate Fools, extremely popular in Spain, with the aim of selling them worldwide. And EMI won the ferocious bidding for the talents of flamenco-tinged pop/rock duo El Ultimo de la Fila. Although domestic sales of their new album are expected to be substantial, eight of the tracks have been recorded in English too.

For Spain, the traditional market has always been Latin America but, given the economic situation in most of the region, Spanish record companies are being forced to look to Europe. All those years of having an export market with a shared language have taken their toll. Although the majority of company presidents and top executives in Spain speak excellent English, a surprisingly high number of people in the



Mecano

But the easiest export markets for most Polydor acts, notably veteran rocker Miguel Rios, are still in Latin America. The company has had limited success in

we have to add our personality. If you combine two cultures then you find something that attracts both."

continues on page 55

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PolyGram

continued from page 53

Radio Futura's recent album *Veneno en la Piel* is BMG's best bet for crossover. The band will do a promo tour of Europe in the autumn but Camara says there will be more emphasis on their "natural market" - Mexico, Venezuela and Latin America. Camara: "Combined with Spain, this more or less equals the size of the French market."

EMI is the only multinational to have an office devoted exclusively to cross-border exploitation (Roel Kruize's EMI Europe

shouldn't we?" He is well aware that production standards are not always what they should be. The two Loco Mía disco hits released in Europe have been remixed especially for the international market.

The company has invested heavily in the production talents of Nile Rodgers for Ole Ole's latest LP *1990*. It features two tracks written by Rodgers which have been recorded in English as well as Spanish.

EMI/Hispavox probably has more possibilities than most of



Paco de Lucía

offices in Heemstede, Holland). The company is in confident mood nationally, having split Hispavox (traditionally for local acts) from EMI at the beginning of April. The aim being to speed up a business that was becoming too big to handle efficiently. Not only that, it succeeded in signing *El Último de la Fila*, or more accurately in securing marketing and distribution rights on the band's own Perro Records label.

Company MD Rafael Gil has thought long and hard about the problem of selling Spanish acts in Europe. The language barrier is of utmost importance, he feels, although like most of his colleagues he excludes the UK as a possible source for sales. Gil maintains that a German, Scandinavian, Italian or Belgian track has more chance of being listened to seriously by the people who matter than a Spanish record.

Gil agrees with Camara that, if it is to sell, the record must be recognisably Spanish in some way. "We should not imitate, we should do the things we know best and then we may have a chance. If the Italians can do it then why

the Spanish majors to break an act in Europe, if only because it has more of them. About half of its sales in Spain are from local acts which it works hard to sign up and market. Gil points out that 43% of national gold albums last year were by EMI acts. He says having many local artists who regularly sell over 50,000 is a strong position to build from.

In 1989, CBS won the largest market share in Spain but has a relatively limited local roster. Ironically, the multimillion selling Julio Iglesias is no longer seen as a local artist. Mouscos, El Norte, Los Rebeldes and Montenegro are among its catalogue of rock bands.

CBS is hoping that female duo Azucar Moreno's Eurovision exposure will translate into sales of their flamenco house track *Bandido*. The song was written and produced by DJ Raul Orellana who enjoyed some European success last summer with the instrumental flamenco house track *Guitarra*. There is widespread resentment in Spain that French group Gipsy Kings have cracked the market on flamenco fusion. It



Azucar Moreno

is thought that as a result of this their records sell very poorly in Spain.

CBS sees its best export chance as being the UK band Immaculate Fools. Last year, in a joint venture

petitors that Spanish acts must offer something different. Taking independent band Duncan Dhu as an example, Diaz does not think they will succeed in the US with a melodic guitar rock for-

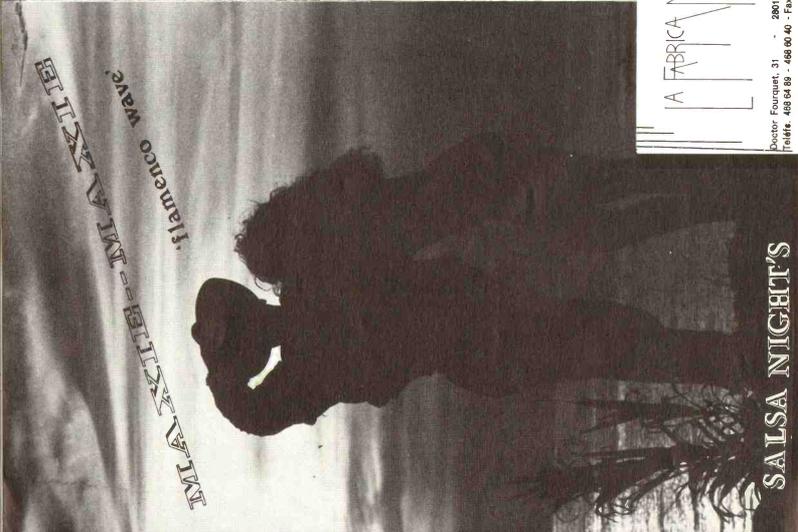
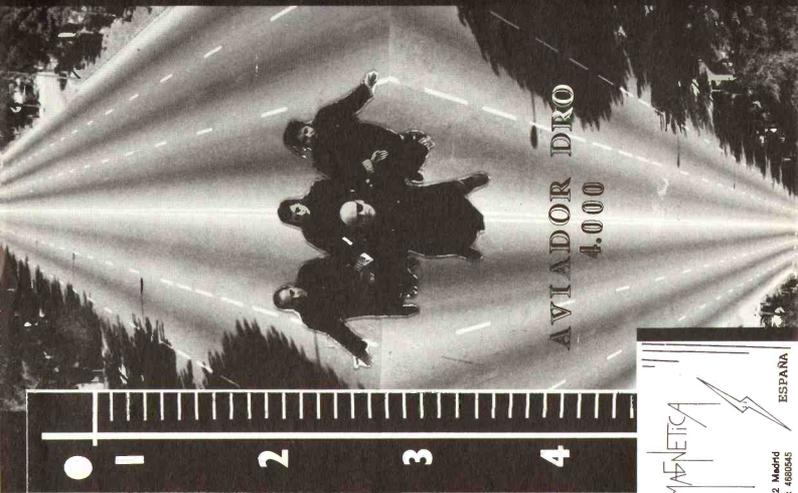


Camaron de la Isla

with CBS Italy, the company failed to score a success with disco performer Angel. Chairman Manolo Diaz: "If you try it and do not succeed it can be tempting, sometimes, to close the door and this can hurt follow-up artists!" Diaz agrees with his com-

mula, a style similar to thousands of US bands, but nevertheless wishes them well. However, Diaz echoes the chorus of praise for *El Último de la Fila*: "They can only be Spanish". He believes that some form of successful Spanish

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rock fusion is inevitable and that the world is now ready to accept it.

Spain's most important independent is, in fact, a triumvirate made up of DRO, Gasa and Twins, labels which grouped together last year for economies of scale in marketing and promotion. All three are still seen as separate labels but they are uniquely linked. They currently have about 40 national artists on their books and they have a consistently good track record of producing popular domestic talent that inevitably gets poached by the majors.

Both DRO and Gasa employ native English speakers for international marketing. The companies not only seal licensing and distribution deals for their acts with respected indies abroad but also control distribution in Spain for many successful UK and European independent artists. The group had a 7% market share last year.

Gasa's marketing manager Mary Margaret Horton explains



Gipsy Kings

exception as most of the company's success abroad has been with roots music with a flamenco flavour. "Rock is more difficult to cross over," states Evelyn Harte, international manager at DRO. DRO's biggest recent success has been to get flamenco rock act

home, perhaps because of the domination of formula rock stations in Spain. Harte: "Many groups go to multinationals because of their international attitude, but it is just as difficult for them to break acts abroad!"

Spain's oldest independent, Zafiro, has almost ignored Europe in recent years. The company was reorganised at the start of 1988 and among other changes Jesus Pozo was brought in as manager A&R and marketing to try and find some new acts to complement an ageing roster. One of his first signings was la Guardia whose debut LP sold 250,000 units. The band have remained with the company for their recently released follow-up. Zafiro is working on a licensing deal in the US for la Guardia with the coun-

try's Spanish-speaking population being particularly targeted.

Established Zafiro acts such as ballad singer Maria Dolores Pradera have long sold well in Latin America but, as to export in Europe, Pozo says "It is not difficult, it is impossible". Nonetheless, he thinks the more mature rock of Zafiro signing La Trampa stands a chance and in general terms thinks good home-grown product from Spain will eventually make it in Europe and the world as long as bands do not just imitate Anglo-American styles.

Although British and American rock is popular in Spain, where only a few people understand the lyrics, it still seems that most European listeners are unwilling to buy Spanish product regularly. □



Duncan Dhu

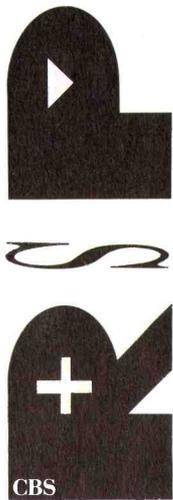
that after selling a compilation idea of Duncan Dhu's *Creation*, Sire heard about the band and approached Gasa direct for a US release. But Duncan Dhu are the

Rey de Copas signed to Cooking Vinyl in the UK, with a UK tour to follow. Ironically, roots acts which are attractive to foreign ears receive limited radio airplay at

Spanish Sales	1989	1988
Singles 7"	0.25	0.37
Singles 12"	1.62	1.23
LPs	20.6	17.8
Cassettes	27.2	23.3
CDs	4.91	2.52
Total	54.6	45.2

(figures in millions)

Market Shares	1989	1988
CBS	20.2%	19.4%
EMI/Hispavox	18.9%	21.1%
PolyGram	18.7%	19.9%
BMG/Ariola	14.3%	17.8%
WEA	11.8%	8.2%
Others	16.1%	13.6%



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## Spotlighting Spain's Music Radios

by James Bourne

**Music & Media profiles a cross section of the most popular music radio stations in Spain; their audiences, programming strategies and future plans. (Listening figures quoted are based on those supplied by Estudio General de Medios).**

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- Listeners: 3.7 million
- Target audience: under 25 year-olds
- Format: formula rock

Los 40 Principales is the no. 1 formula rock FM station in Spain and is run by the country's leading radio company, SER. It has 53 fully or partly networked radio stations and the majority transmit via satellite.

Revert. Records usually take seven weeks to get into the chart and stay there for a similar period. At 22.00 the networked programming is optional for participating stations. All other programs are sponsored, for example the 'American Top 40'. Los 40 gets exclusive rights to many records and concerts in Spain.

### Radio Espana - Radio Top

- Owner: Eugenio Fontana, former president of SER
- Listeners: 197,000 (Madrid-EGM)
- Target audience: under 25 year-olds
- Format: formula rock

Radio Espana's FM formula rock station, Radio Top, is in direct competition with Los 40. Formerly called Top 40, the station operates in Madrid and Galicia in north west Spain. It plans to have at least eight stations throughout the country by year end and recently bought Radio Tiempo in Barcelona.

The network will be concentrated in the north, which is considered to be the best market by music director, Raul Marchant. Four stations are planned for Galicia and three for Bilbao.

A new 30kW transmitter outside Madrid is expected to increase audience figures. The playlist of 40 tracks is compiled mainly from audience votes, with new releases chosen by Marchant and the station's DJs. The no. 1 track is played eight times a day between 07.00

and 11.00 and sports coverage bites into music programming at weekends. Otherwise, there is no talk except hourly news bulletins and half-hourly traffic news.

### Radia Popular FM - Cadena COPE

- Owner: Catholic Church
- Listeners: 860,000
- Target audience: 19-35 year-olds
- Format: music, 70% new releases, 30% oldies

Radio Popular is part of the COPE network and has broadcast



Carlos Finaly

formula rock for the last four years. It caters for an older and more educated audience than Los 40. Programming is not networked, but the station is aiming for 70% to be networked, with 30% being locally produced. It has 58 stations, but does not have a formula rock outlet in the important Barcelona region.

A 24-hour music format is broadcast and some 60% of titles are by Spanish acts, which is more than average. There are four power plays and the no. 1 on the LP playlist gets five plays a day, while the two weekly new release star records get seven. Head of music, Carlos Finaly: "We are looking at the possibility of a computer. For now the DJs have a free choice of oldies and many of the new releases come off another list, an Open Top 40."

The station is an important outlet for more melodic music like Tracy Chapman, Lisa Stansfield. Specialised shows (hard rock,

jazz, Latin) are broadcast after 21.00 and sports coverage bites into music programming at weekends. Otherwise, there is no talk except hourly news bulletins and half-hourly traffic news.

### Radio 1

- Owner: Local government
- Listeners: 40,000
- Target audience: 18-25 year-olds
- Format: Radio 1, formula rock; Radio 2, local music

In many ways the successful newcomer, although it only covers Spain's southern region of Andalusia. Parent company Canal Sur has a combined daily radio audience of over 500,000 since it was launched in December 1987.

The company operates a TV channel, Radio 1 and Radio 2 - and the latter is extremely successful with its mix of local music (flamenco, sevillanas, light pop), news and magazine programmes.

It has seven broadcast centres, with three still to be connected at press time, and most programmes are made in Seville and Malaga.

Radio 1 is also known as Top Sur and its audience is expected to increase in the next EGM survey. The Top Sur playlist of 50 records is distributed free at 2,000 record shops and fashion outlets.

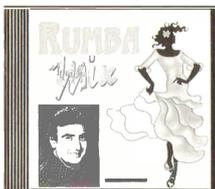
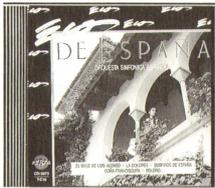
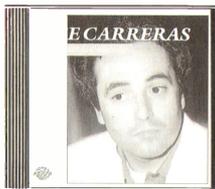


Paco Sanchez

Another 40-50 new releases also receive heavy airplay, the most important of which are five Discos Impacto. Every hour a snippet of each of the top 10 records is played. The Top Sur chart ties in with a video programme of the

continues on page 51

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same name on Canal Sur TV. About 80% of LPs on the 50-title list is Anglo-American, ranging from The Stone Roses and Depeche Mode to Quincy Jones. The station also promotes local Andalus bands and sponsors concerts. Canal Sur aims to set up a complementary English-language station in time for the summer season to cater for tourists and English speaking residents on the Costa del Sol.

Music director for Canal Sur radio, Paco Sanchez, is a firm believer in airing station jingles frequently and favours the US talk-over style of presentation. Although he says SER's Los 40 is worried by his success in the region, he adds: "I can never compete with SER's national network."

### Antena 3

- Owner: private shareholders
- Listeners: 2 million (EGM)
- Target audience: 19-45 year-olds, predominately male, middle class
- Format: mixed

Although not strictly a music radio network, Antena 3 is extremely successful with a well-targeted audience and cannot be ignored by record companies or advertisers. Set up only eight



Emiliano Alaiz

years ago, it has 83 networked stations throughout Spain and also runs the oldies FM network Radio 80 and the new TV channel Antena 2.

Although the format tends to favour sports coverage and talk/magazine programmes, the network has a computerised chart system and several highly rated music shows in the evenings.

Listener figures dropped unexpectedly by 113,000 in the last

EGM survey but Antena 3 is still the second most popular FM station in Spain.

Eight hours a day of programming is local, with the remaining 16 being networked from Madrid. The mix will soon be nearer 50/50. The head of music is Emiliano Alaiz and the network uses a chart called Los 33 de Antena 3, made up of 33 LPs. The top 10 is based on sales figures collected fortnightly from 30 outlets around Spain via telephone. The rest are decided by a committee, and all are showcased on a Saturday evening show.

Antena 3 programmes unadventurous music reflecting listener tastes, however it has been instrumental in picking up on some new bands, including No Me Pises que Llevo Chanclas from Seville, and pushing international acts ignored by other networks, such as Glenn Medeiros.

### Radio 80 Serie Oro

- Owner: part of the Antena 3 group
- Listeners: 488,000
- Target audience: 20-44 year-olds
- Format: oldies

Basically a golden oldies network, Radio 80 has steadily climbed in popularity as Spanish listeners tire of the some of the FM alternatives. The network is run from Madrid by Antena 3 and is four-and-a-half years old in present format.

Its audience jumped by 90,000 in the last EGM survey, making it the third most popular formula rock station in Spain, if Antena 3 is considered second with just over two million. It covers the whole country via 19 stations and broadcasts 24 hours a day.

The audience is 63% male and overwhelmingly middle-/upper middle class. Programming is fully computerised, using a base of 2,000 records. The network operates without DJs from 00.30-07.00, with four minutes of live news on the hour, and no record is heard more than once in four days. Records are classed by colour to fit hour-long blocks: blue, slow, average; and red, rock.

Emiliano Alaiz: "I went for an orphaned segment of the radio audience - the 60s generation. Now their kids are discovering the music too."

### RNE 3

- Owner: government
- Listeners: 400,000
- Target audience: 18-30 year-olds
- Format: 70-80% music

State-run Radio 3 has been operating for some 11 years and is on air for 24 hours a day



Pedro Munoz

throughout Spain. Critics say it is only for college students but as a non-commercial body it can afford to be more eclectic and adventurous in programming than most of the competition.

Almost all programmes originate from Madrid and the station follows a fairly orthodox programme plan: magazine shows, humour and news in the morning; a cultural magazine show early afternoon; and then music, ranging from new age to salsa via rock & roll. RNE 3 does not have a playlist or a structure of any kind for playing tracks, but is involved in compiling a list of 50 records a week for state radio.

In addition to music shows, other programmes also have a significant music content. Director of RNE 3 Pedro Munoz prefers to talk of presenters rather than DJs and says many are experts in their field. The station of offers new bands a chance to record, but leans towards non-Spanish music in its programming.

In recent months a hip-hop/rap programme has attracted a large number of 16-18 year-old listeners. Munoz: "Surveys indicate these people are bored with formula rock!" However, new local stations are biting into RNE 3's audience around Spain.

The station recently obtained authorisation to carry advertising, though certain styles and types (tobacco, alcohol) are forbidden.

### RNE 4

- Owner: government
- Listeners: 234,000
- Target audience: lower/middle class
- Format: 50-50 talk/music

Eighteen months after a thorough reorganisation aimed at increasing regional input, state-run Radio 4 still suffers from an acute identity crisis. While RNE's other channels are easy to define, RNE 4 is an unclear mix of pop, MOR, news and magazine shows. Listeners in Madrid are further confused by the existence of RNE 4's Canal Pop, an FM music station.

RNE 4 has 78 production centres throughout Spain and broadcasts to local languages or dialects where these are important. It uses a list of 50 records, drawn up weekly for the use of all of RNE, for most of its pop music needs by RNE 4 co-ordinator Carlos Garrido.



Carlos Garrido

The station's audience dropped in the last EGM survey to only 30,000 above RNE 2 (classical). It is now ranked 14th, behind some regional networks (eg Canal Sur).

Some 35-40% of tracks are from Garrido's list, 35% are oldies, 10-20% local/regional and 10% specialist. Its target audience broadens during news programmes.

Stations have the option of buying programmes from Madrid if there is not enough local product. Madrid's Canal Pop is a 24-hour free ranging formula rock station, based on a weekly list of 70 (mainly UK and US) CDs. It also has specialist programmes, three of which will be used on the new RNE Expo Radio in Seville. Garrido says it has 44,000 listeners and that its power and broadcast quality will be increased shortly. □

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SPANISH SPECIAL

## Flamenco - More Than A Tourist Attraction

by Anna Marie de la Fuente

The growing interest in flamenco music is a phenomenon which most probably originates in France, where enthusiasm for the flamboyant guitar style dates back 40 years. Indeed, one of the earliest recordings of pure flamenco was released by Hispavox France in 1950. Anna Marie de la Fuente looks at the old, and the new, and how flamenco is continuing to flourish.

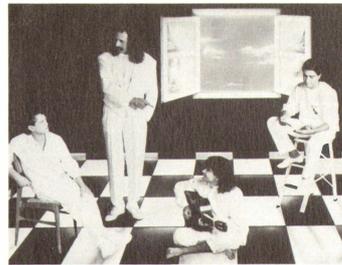
The *Antologia del Cante Flamenco* came into being after some French record industry executives heard the music in a Madrid tablao (flamenco club) and were enthralled. The anthology was undoubtedly the most important factor in the emergence of genuine flamenco from near obscurity in the 50s to the popularity of the 70s.

Flamenco suffered a decline in popularity in the early 80s, but again resurfaced in the latter part of the decade and, once more, countries other than Spain have paved the way for a renewed interest in an old music form. Groups like Ketama had their first hit album when signed to London's Hannibal Records while the

generally agreed to be a mixture of music handed down by the many cultures that left their mark in Andalusia: Muslim, Jewish, Indo-Pakistani and Byzantine.

The genre is divided into four categories: cante jondo or grande (profound or deep); cante intermedio (intermediate); cante chico (light) and cante popular, although all stem from the first. And, of the many forms falling under each category (including marineras, *litanias*, *bulerias*, *simfonias*, *fundangos*, *rumbas*), sevillanas has enjoyed a surge in popularity since the late 80s.

Sevillanas can be classified as *chico flamenco* although some purists would not agree and prefer to label it folk music. As the name implies, it originates from Seville



Cantores de Hispavis - top sevillanas act

Gipsy Kings broke through with CBS France. Both bands are still more successful abroad, although local interest is now picking up.

Pure flamenco is described as "serious melancholy" and can be best understood by comparing it to the authentic blues of the southern US blacks. Contrary to widespread belief, flamenco was not created by gypsies and it is

and is basically music set to a dance.

Hispavox signing Cantores de Hispavis are the top sevillanas group, their last three albums having sold a total of 600,000 units. It was their seventh LP *Adelante* in 1984 which sparked an explosion of Sevillanas dance schools all over Spain and while it is generally agreed that sevillanas

music is not very exportable, the band's *Por La Paz* double LP sold 10,000 to 15,000 units in West Germany, France and Holland. The album featured collaborations with the Los Angeles

elsewhere. Manolo Sanlucar is another much acclaimed guitarist, whose latest album *Tauronomia*, released in late March, has already gone gold. Considered by many as leading



Los Romeros de la Puebla - 22 albums in 22 years

Philharmonic Association, the Soviet Army Choir and the UK's Symphonic Orchestra. Their latest LP *Sangre* went gold within a week of its November 1989 release.

Also signed to Hispavox are 10 other sevillanas groups, who tend to release albums in the spring when the April Seville fair and other related festivities begin. Of these acts the most prolific are the Romeros de la Puebla, who have released an album annually for the past 22 years, selling an average of 30,000-50,000 units in Spain per LP.

PolyGram also has a roster of important artists, among them



Isabel Pantoja - a million seller

maestro guitarist Paco de Lucia, who sold 500,000 units worldwide eight years ago with his LP *Entre Dos Aguas*. His other albums have sold an average of 50,000-150,000 units in Spain and

the new flamenco movement, Camaron de la Isla's efforts to



Tijerizas - discovered by the Gipsy Kings

make pure flamenco more intelligible has translated into platinum sales. His newest LP *Soy Gitano*, simultaneously released in France and Spain last November, has sold around 70,000 units to date and features a duet with top CBS act Ana Belen as well as the UK's Royal Philharmonic Orchestra.

Recently signed to Polydor is the innovative flamenco band Ketama, whose third album *Songhai* on Hannibal Records was voted Best World Music Record Of The Year in the 1988 World Music Festival. Their music, a fusion of rumba, jazz and some African rhythms, received rave reviews in London,

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leading to sellout performances and TV appearances in the UK, Holland and France. Like the Gipsy Kings, the band have broken barriers by fusing traditional flamenco rhythms to more popular forms of music.

Although primarily signed to CBS France, the Gipsy Kings deserve special mention for their contribution to the mounting in-



Enrique Morente and Sabicas - maestros together

terest in Spanish music. Their first, self-titled album, sold two million units worldwide with 500,000 in the US alone. CBS Spain has recently signed them and brought the France-based group to Spain in order to promote the follow-up *Mosaïque*.

Also signed to Epic is another big selling artist, Tjertitas, who was discovered by the Gipsy Kings. He has just released a new album, *Luna de Corral*.



Gerardo Nunez - collaborating with Sting

Flamenco duo Azucar Moreno, signed to Epic (CBS), represented Spain in the Eurovision Song Contest this year with *Bandullo*, the title song of their latest album. MTV and Sky Channel are among the TV stations which have aired their video.

Local sales of the album have

already passed gold and it will also be released in France, West Germany and Italy. The sisters had a German dance hit in 1978 with *Aunque Me Falte El Aire*.

Not limiting itself to the more commercial forms of flamenco, CBS released the debut album of a 12-year-old prodigy, El Potito, who has already performed outside Spain, sings cante jondo and plays the guitar equally well.

Among the BMG Ariola major acts is the leading Spanish female singer in the world, Isabel Pantoja. However, her music is not considered Flamenco-based and most of her songs are by contemporary Spanish composer Jose Luis Perales, although she began her career singing traditional ballads. Of her last three LPs released in Spain and Latin America, the first sold around one million, the second 1.3 million and the third, *Se Me Enamora El Alma* out seven months ago, roughly 600,000 units.

But BMG Ariola also promotes pure flamenco. In April it released the latest album from Enrique Morente, regarded as "the young maestro of cante jondo". Morente was accompanied on the LP, *Morent-Sabicas* by Sabicas, the most highly regarded Flamenco guitarist who died during the same month of the album's release. However, the low commercial appeal of cante jondo, as sung by Enrique Morente, is evi-

dent in the relatively low sales figures of 20,000-30,000 units, even though his concerts are well attended in France.

For the independent label Zafiro, its biggest act is veteran singer El Fary, whose albums usually come close to gold. His repertoire consists of sevillanas

and Spanish ballads and receives good airplay on AM radio and specialist stations like Cadena Dial. Also signed to Zafiro is Los del Rio, who have been playing sevillanas and rumbas for the last 25 years, selling an average of 10,000-15,000 units.

Under the Grabaciones Accidentales label, distributed by DRO, is Gerardo Nunez. His song *Puente De Los Alunados* is in-



Vicente Amigo - one of the new generation

cluded on the World Music album, compiled by Intuition Records (VerBra) and distributed worldwide by EMI. VerBra Records also did a compilation of the artist's two albums for distribution in West Germany, Switzerland, Austria and the US.

Nunez' music reflects the influence of both Paco de Lucia and Pat Metheny and his latest LP, *Flamencos En Nueva York*, features a track dedicated to Gil Evans. He is presently collaborating with Sting on a new project still under wraps. Paco Martin, A&R manager at Twins Records, says Nunez, together with Vicente Amigo, heads the new generation of flamenco guitarists.

Also signed to the Grabaciones Accidentales label is the rumba inspired Combars, whose debut album sold 20,000 units in two weeks. DRO is looking to distribute the LP in France, UK, the Benelux and the US. The label has also recently signed up El Pele, hailed by critics as equal or perhaps even superior to Camaron de la Isla. The international distribution of his debut album is still being disputed over by the major labels.

DRO marketing manager Alejandro Sacristan: "The boom in

sevillanas and rumbas has sparked an encouraging interest in the roots of flamenco. We hope that this enthusiasm on the part of the media, critics and the general public will lead to a wider appreciation of the music in its pure form." In anticipation of this, DRO has recently released a series of anthologies on new flamenco singers, backing them with a strong marketing campaign.



El Fary - good airplay on AM stations

But Martin at Twins says his hopes lie with the stars: "If artists like Peter Gabriel, Sting and others are to transmit their personal interest in the music to the world, they could very well do to flamenco what they did to African music." □

# NOTHING COMPARES TO IT



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