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> **RADIO CONFERENCE PROGRAMME**

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PALAIS DES FESTIVALS, CANNES, FRANCE. 20-24 JANUARY 1991

"AT THIS YEAR'S MIDEM TOP EXECUTI-VES FROM THE WORLD'S RADIO INDUSTRY GET TOGETHER FOR THREE DAYS OF SEMINARS, PRESENTATIONS AND SHOWCASES TO DISCUSS ALL ASPECTS OF RADIO DEVELOPMENT, INCLUDING TECHNICAL, POLITICAL MARKETING AND PROGRAMMING.

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#### **MIDEM** THE MUSIC RADIO EVENT

#### Keynotes

THE EUROPEAN RADIO MARKET THE AMERICANS ARE COMING - John Abel, N.A.B. (U.S.A.) RADIO AND MUSIC IN THE 90'S - Henri de Bodinat, CBS (France)

#### Panels

EXPANDING INTO 1992 - Martin Brisac, Europe 2 (France); Eugenio Galdon, SER (Spain); Remy Sautter, RTL (France) HOW DO YOU CHOOSE THE MUSIC? - Chris Lycett, BBC Radio 1 (U.K.); Pierre Bellanger, Skyrock (France); Michael Missy, Radio Hamburg (Germany); Janie Hazan, Rete 105 (Italy) RE-DRAWING THE RADIO MAP - Georges Polinski, Europa Plus Moscow (France);

#### Laszlo Hegedus, Radio Calypso (Budapest) Open Discussions

PROGRAMMING EUROPE - Steven Saltzman, Rock Over London (U.K.); Tom Rounds, Radio Express (U.S.A.); Tony McGinn, MCM (Australia); Patrice Blanc-Francard, Europe 1 (France) RADIO AND RECORDS - PARTNERS AND PROTAGONISTS Steven Saltzman, Rock Over London (U.K.): Andy Stephens, Epic (U.K.); Bruno Ployer, Dimensione Suono (Italy) AUDIENCE ANALYSIS - Steven Saltzman, Rock Over London (U.K.);

Jeff Pollack, Pollack Media Group (U.S.A.); Dick Springfield, The Research Group (U.S.A.) Showcases

AN ADVERTISING CASE HISTORY TRACKING YOUR LISTENER

#### Workshops

MEDIA BUYING IN EUROPE - Organised by Carat (France) STEREO AM BROADCASTING - Agustin Ruiz De Aguirre, Radio Popular (Spain) THE PAN-EUROPEAN CAMPAIGN - Alain Neuville, IP (France);

Lutz Kuckuck, FKN (Germany) THE COMPUTER STUDIO - Andrew Economos, R.C.S. (U.S.A.); Jacques Roques, NRJ (France) - Steve Walding, Racom (U.K.) PROMOTIONS-WHO WINS? - Gib de Smet, Lenders Deroost Katte (Belgium); David Briggs, Capital Radio (U.K.); Bo Berg, Radio Voice (Denmark); Wayne Campbell, Filmhouse (U.S.A)

DIGITAL RADIO - Michel Rau, NAB (U.S.A.); Franc Kozamernik, EBU (Switzerland)

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#### Imago - It Just Takes Two

Imago Records, the new record label launched as a ioint venture between former Chrysalis chairman Terry Ellis and BMG Music, will start with a roster of just two bands next Spring. "Record companies sign

#### Special Year-End Issue Next Week

Next week's issue of Music & Media (December 22) will feature its annual Year-End Wrap-Up of 1990's biggest hits, along with several special articles covering radio

Making issue 50 a double collector's item is that this edition will debut a completely new look for M&M. The magazine will be slightly larger, introduce new regular columns, and offer, for the first time anywhere, special tracking of European hit radio airplay.

Full details are in next week's Music & Media. Look for it!

too many acts which demonstrates a lack of belief in their own judgement," says Ellis, "The policy of throwing everything against the wall and seeing what sticks costs money, creates wastage and dissipates energy."

"The majority of sales at any label came from one or two acts. I believe I'm better equipped to sell two million copies of two albums rather than two million copies of 10 albums?"

"People I talk to at other companies are spreading themselves too thin and they know that they're not doing themselves justice. I prefer to make my own decisions and then put the strength of the marketing team behind

Imago is the first label Ellis, who is currently chairman of the British Phonographic Industry, has been involved in since he sold his share in Chrysalis to his partner Chris Wright in 1974.

**MIDEM Fields Industry** First Team Players

Dondelinger, leading US consultant Jeff Pollack and BBC Radio 1's new head of music, Chris Lycett, are among leading industry figures to have confirmed their participation in the MIDEM Radio Conferences, to be held in Cannes on January 21-23.

Dondelinger will deliver a keynote address on the European radio market to the opening session of the conferences, which will cover three main themes: the international radio landscape in the run-up to 1992; marketing opportunities in Europe; and new technology and its effects on the industry.

Other keynotes will be

EC media commissioner Jean | given by US National Association of Broadcaster (NAB) VP John Abel on American investment in Europe, and by CBS France president Henri de Bodinat on "how the record industry can make money out of radio".

Individual panels and debates will cover subjects as wide-ranging as digital radio, marketing strategies, audience research and analysis, programming radio for eastern Europe and expanding into 1992. Jeff Pollack will be taking part in a debate on relations between the radio and record industries, Chris Lycett in a panel on formatting and creativity, 'How Do

You Choose The Music?'.

radio industry to have declared their participation in the conferences during recent weeks include RTL France VP Remy Sauttér, Radio Express president Tom Rounds, Daily Telegraph radio critic Gillian Reynolds, EBU senior engineer Franc Kozamernik. Unique Broadcasting CEO Simon Cole. They join previously confirmed figures such as Skyrock directorgeneral Pierre Bellanger, Rock Over London MD Steven Saltzmann, Epic UK MD Andy Stephens and Radio Marketing Services (RMS) MD Lutz Kuckuck.

Other leading names in the

MIDEM Radio is part of the 25th MIDEM music industry market taking place at Cannes' Palais des Festivals on January 20-24. Among other events scheduled for the week are British International Jazz Awards, being held for the first time outside the UK. Also new this year is a series of music programme screenings, 'Music In Pictures', giving producers of video clips and other music related film and TV productions a chance to present their work.

#### The Luxury Of Platinum - The German record company Electrola privanised an award presentation for Herbert Groenemeyer (second left) whose 'Luxus' LP recently turned platinum (over 500.000 copies sold). From r: Alexis Rotelli, MD EMI Music European sector; Helmut Fest, MD EMI

Electrola; Noel Castaing, MD EMI Pathe Marconi France

UK-based syndication company Unique Broadcasting's Rock In Rio II' coverage, the firm's first fully-fledged pan-European project, also panies have already colmarks the start of what prolaborated on Sinead O'Congramme director Tim Blacknor's November 14 concert more calls an "ongoing" in Trieste, Italy, which ran relationship with US-based live across the UK network television syndicator Radio and is now available to Vision International (RVI).

Talkback -Dag Haeggqvist In a deal signed by Unique Chiltern Buys Severn CEO Simon Cole and RVI PolyGram Closes Island product acquisition VP David Knight, the two com-**Publishing House** 

Looking East & West 13

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Loud 'n' Proud -Heavy Metal

peter gabriel

solsbury hill

shaking the tree





AND AMERICA'S MULTI PLATINUM STARS







#### PolyGram Counters Report, e x tra Kaas Did Not Freeze Income

tary Michel Parent has offered Schwartz. From a strictly financlarification of a number of details arising from his company's legal dispute with CBS, involving French recording star Patricia Kaas and her former producer Bernard Schwartz. The explanation follows Music & Media's report (November 24) of a possible out-of-court settlement of the

In a statement issued November 28. Parent points out that Kaas did not, as reported, obtain a court order freezing part of PolyGram's earnings for her first album, "In fact," says Parent,

cial point of view, there is no difference for PolyGram in paying M&M's report, continues the

statement, "mentions that the freezing ordered by the Court of terest' Appeal in Versailles concerned CBS royalties. In fact, in the words of the court, it freezes "All turnover resulting from recordings made by Patricia Kaas under her contract with CBS of 15 March, 1990 ... until a final decision has been made concerning the suit Bernard Schwartz is to "the court ordered the freezing of bring within six months against

PolyGram France general-secre- | royalties owed by PolyGram to | CBS and Note De Blues [Kaas' production company]."

Finally, Parent describes as "quite strange" the claim (by CBS royalties to Schwartz or freezing France CEO Henri de Bodinat) that "freezing CBS turnover is not a real problem for CBS, since the sums will still generate in-

> "It should be pointed out." asserts Parent, "that although interest is indeed earned, this actually goes to the Bar of Sarreguemines [whose members have sequestrated the sums] - not to CBS, which will thus never benefit from this frozen turnover."

#### Sky, Radio 10 Confirm CHR Plans

confirmed plans to launch a new pan-European service in spring next year, and Sky Radio says it too will launch a new station in 1991. Both are expected to be CHR-oriented stations, and like Bussum-based Sky's current 'soft AC' and Radio 10's Gold service be distributed across the continent via cable and satellite.

Both stations have secured stereo channels for their new services in the Amsterdam cable network's 1991 frequency plan. This concession is to be reviewed after one year. The services have been provisionally named HitRadio 10 and Sky Hitradio, although these are unlikely to be their final titles.

"We're still working on a name and programming," says Radio 10 president Jeroen Soer, "but some kind of hit format seems most likely at the moment." A definitive decision is expected in January, he adds, with the station going on air "in the spring".

At Sky Radio, operations manager Ton Lathouwers says plans for a second station are well advanced. "We have been working on the idea throughout this year, and we expect to see something actually happening quite soon now. It would be fair to assume that it will be some kind of CHR station, but we still don't know exactly what approach it

Meanwhile, Radio 10's new

still expected to go to air on December 15 (M & M, November 24), also out of Amsterdam. Programme director Liesbeth Duintier says the service will take "a serious approach to the music, in sense that it will respect it and the audience, but cover a wide variety

Encompassing the classics from 1600-1940, dayparts will be devoted to particular periods, such as the baroque, individual composers, and musical forms - satellite.

Amsterdam-based Radio 10 has | classical service, Concert Radio, is | chamber music, soloists, great orchestras, and vocal music, for implies, recordings of 'live' con-

#### Teldec Becomes East West

cord Service, which became an Red, Chris Rea and Tanita affiliate of Warner Music International in 1988, has from December changed its name to East West Records GmbH. It thus becomes the third Warner Music 'East West' company in existence, the others being East West UK and East West US.

With the name change, the German East West's pop repertoire will be marketed under the East West title while all classical repertoire will be release under the name Teldec Classics International, which will continue to be headed by managing director Hans Hirsch.

From January, the new East West company will acquire East to its own repertoire. West UK's back catalogue and all

example. As the station's name certs will form a major part of the Concert Radio will be speech-

free - other than sponsors' announcements - and as well as already having obtained access rights on the majority of Dutch cable nets is seeking carriage elsewhere in Europe. The service is distributed via the Eutelsat II F1

The Hamburg-based Teldec Re- new releases, except for Simply Tikaram, who will remain with WEA Musik GmbH.

> Commenting on the name change, East West managing director Juergen Otterstein says the switch puts the company (in harmony with the artistic philosophy inherent in the East West legacy, as expressed by the international flagship of the label in the UK).

Teldec Record Service originated as Ultraphon in 1929, became Telefunkenplatte in 1932 and adopted the name Teldec in 1950. As East West it will market the Atlantic, Atco. MCA, PWL and Sugar Hill labels in addition

23.00-06-30 (CET) curfew for Madonna's new video, Justify My Love, outside of which times it will not be shown. This follows the news that MTV in the US has banned the video altogether, because of its sexually explicit nature.

Reports in the UK suggest music satellite channel The Power Station will try and raise capital and go it alone if it is axed from the schedules of BSkyB in April. It remains unclear just how much money the channel is talking about raising or if any record companies have yet stepped forward with an offer.

US networking company Satellite Music Network is close to deals in the UK and Holland for several 24-hour live formats, to be beamed into Europe from Chicago and Dallas via the Panamsat satellite. According to Bob Kennedy of Independent Communications Limited, representing SMN in Europe, the firm's "Z-Rock" (hard rock and metal) and "Heart & Soul" (soul/Motown) formats have attracted particular interest. and he hopes to sign the first deals "early in the New Year".

Transatlantic media brokerage Montreux is expected to confirm within days at least two major UK investments in US radio. Managing partner Peter Stromqvist confirms that the deals are in the offing, but refuses to reveal details of any of the players involved. He adds that the firm, originally expecting mainly to handle US investment in European radio, is now dealing more with 'east to west' buying. "The European broadcast economy is really booming" he says, "compared to the problems we have in the US. People are really beginning to realise they can cash in on that." \* \* \*

Lithuania private stations M-1 and Radiocentras, broadcasting to Vilnius, say a dispute between them has been settled. Ownership of shared studios and equipment are believed to have caused the row, culminating in a confrontation between the two parties on October 19 when equipment is said to have been damaged, forcing the station off-air and police to intervene. Radiocentras editorin-chief Rimantas Pleikys says that these questions are settled and we are signing an agreement soon. He adds that starting this month, both stations will re-open on their shared FM frequency.

edited by Machgiel Bakker

#### **Developing A Strong Position Through Local Product**

While Scandinavian's worldwide status as a talent source has continued to grow. independents such as Sonet have faced a series of financial blows through the loss of major label licensing and distribution deals. As Sonet chairman, Dag Haeggqvist, tells

and faith in local talent as keys for survival. Q: Scandinavian music has risen in world promiuence in recent years through the likes of A-Ha, Europe, more recently Roxette, Leila K aud Titivo. Are vou confi-

dent this can continue?

Chris Fuller, he sees

versatility, diversification

A: Yes. And the home market is now healthy enough to support the music, which was not the case at the time of ABBA, for example, People trying to develop local acts in the wake of ABBA could not get enough media exposure to establish a home market, and hence did not reach the international market either. Now the situation is very different. There's a strong market here and good chances to develop out of it, which is what happened with Roxette.

O: In international terms, do you consider that Scandiuavian music has had a rough deal in the past? A: From a statistical point of view we've probably had more success than we should have, Iceland, for instance has had absolutely immense success considering the tiny population of 250,000 or whatever. Scandinavia is an awkward part of the world from a communications point of view. If there's anything to complain about it's been the local situation. where often state-run radio and TV monopoly has given too little time to new music or to creative people generally. I think the reception internationally has been pretty fair.

O: Sweden still awaits national commercial radio and TV. Will this not belp boost the record market when it arrives?

A: I just read this morning that Sweden is the only country in Europe without commercial radio... though I have my doubts about Albania! I approve of more media outlets, but then I wouldn't say radio and TV are overly backward in Scandinavia from a music industry point of view because, as the territories are small, there does exist the problem of sudden overexposure.

O: Sonet has lost several important licensing and distribution deals over the past two years as a result of international agreements strnck between major labels. Has this problem been mirrored across the Scandinavian independent sector?

A: Yes. But those who have suffered the most are those who drifted away from maintaining a and fast rules. Sophisticated

few years ago I understand that Sweden had the highest per capita record consumption outside of the US. And that was with a total state monopoly within the media. I know that the Americans are absolutely amazed at how we can promote records. But it follows that the records that do get exposure get a very big market. So you have to be very careful in drawing conclusions.

O: Have improved promotional and marketing techniques improved the chances of crossborder success within Scan-

A: I don't think there are any hard



local roster and were solely reliant on distribution for major labels. Grammofon Electra [which went bankrupt in November 19891 were the first victims because they had virtually no creative side at all.

For Sonet to lose labels like Chrysalis and Island has obviously been very tough. But we have found new life by developing a strong position in the local market with local product. And we have had to adapt from an organisational point of view, which is a key factor. When a purchase spree goes on among the majors you will either go under, sell out like Teldec or CGD or else, like us, rethink and restructure.

And on the sales side, up until a

marketing does not really operate on a business level within a small territory like this, or indeed out of it. There is a lot of luck involved. Roxette are a good example of exactly that. An American student took a record home from his summer holiday, had it played on his local station somewhere in the States and it took off from there.

Within Scandinavia, retail remains underdeveloped, and more megastores will better the situation. It would be interesting to see some of the international companies like Tower make an entrance here. I think their concepts would work very well.

O: Are there any new acts in par-

ticular which you see making a world impression in 1991?

A: Norway's Dance With A Stranger should stand a pretty good chance of developing and have already started on a good scale in Germany. Then there's a Swedish Sonet band called Army of Lovers, who we're negotiating a US deal for, plus a Finnish Sonet outfit, 22-Pistepirkko and a band called Nomads that have just moved from a smaller label. Amigo, to us.

On the dance side, too, I think Swedish labels like Swemix and Telegram will continue to do very well. They have Rob 'N' Raz, Titiyo, Lelia K. A very big success right now is Doctor Alban, who has a definite gold album here with Hello Africa.

#### Q: You have redefined Sonet as a "broad-based media company" what's the philosophy here?

A: We feel that, particularly in a limited territory, it's essential to have an involvement right across the whole media, involving both sound and pictures, to safeguard an operation of this size on a yearround basis. Sonet is spread across records, publishing and film plus video and TV production. I don't think you can run a record company or a music company here unless you are prepared to enter these other, complementary areas, which are essential for the development and sustaining of artists

Dag Haeggqvist, chairman and director of Sonet Grammofon, has been with the company for over 30 years. In this time it has grown into Scandinavia's leading independent music group, in recent years expanding into film and video distribution plus TV produc-

Though Swedish - based, Sonet has affiliate companies in Norway, Denmark and Finland, and operates joint ventures in France (with Mute) and the UK (with Intercord and Ricordi).

Just over a year ago, Haeggqvist was appointed the sole Scandinavian representative on the international IFPI

#### **Chiltern Buys Severn** Sound, 3CR for £ 1.3 Million

continued a vigourous expansion | stershire Broadcasting had a turcampaign in its acquisition of FM contemporary hit station Severn Sound and AM Gold outlet Three Counties Radio (3CR) for up to £1.3 million. The final price is contingent on forthcoming net revenues.

Chiltern Radio MD Colin Mason says that, along with the group's major stake in FTP/ Bristol, Severn and 3CR will "firmly establish" the Chiltern Network group in the West Country.

Chiltern obtains both the business and net operating assets of Gloucestershire Broadcasting plc. the two stations' holding company. The deal is conditional on IBA/Radio Authority approval, although contracts have been exchanged.

An initial consideration of £ 1 million is payable on completion,

The Chiltern Radio group has I year to September 1990 Gloucenover of £ 804,000 with an operating profit of £ 11,000. The 10-year-old Severn Sound

broadcasts to a potential 460,000 audience around Gloucester and Cheltenham. 3CR, which carried Severn Sound's pop format until a frequency split two months ago, has a 720,000 potential listenership in Gloucestershire, Worcestershire and Hereforshire.

According to Colin Mason. interaction between Severn, 3CR, FTP and the existing Chiltern Network's four FMs will achieve "major cost savings".

Says Mason, "Expansion like this is a natural requirement for a public company on the main stock exchange. We are looking for still further growth, either by new acquisitions, by being part of new licencing applications, or by expanding 'Supergold' as a naexpected in early January. In the | tionwide sustaining service."

that appeared on the John Peel

Sessions are usually happy to

repay Peel for giving them the ex-

posure, but hard rock bands tend

Selwood says that the hardest

part is getting signed clearances

from every person who played on

the session, some of whom are

long gone from the band and dif-

ficult to trace. He has already

released over 80 John Peel Ses-

sions on Strange Fruit, more than

He also intends to follow up the

Oueen At The Beeb compilation

album of sessions, released in

1979, with albums from The Yard-

birds (featuring Jeff Beck and

Jimmy Page), Chicken Shack

(featuring Christine McVie) and

Procol Harum.

a third of which have charted.

to be more hard-nosed."

#### **Raw Fruit Harvests** Radio I Rock Sessions

Strange Fruit, the label reponsible | Strange Fruit releases, "Bands for releasing BBC Radio 1's "John Peel Sessions", has launched a new label, Raw Fruit, for the station's "Friday Rock Show Sessions"

The first four releases - Samson (featuring Bruce Dickinson) Live At Reading 1981, Gillan Live At Reading 1980, Ten Years After Live At Reading 1983 and Jethro Tull Live At Hammersmith 1984 were all originally broadcast on the Friday Rock Show, which celebrates its 10th anniversary this

Sessions from Iron Maiden. Judas Priest and Diamond Head are also scheduled to come out next year as part of the series, which is distributed by Pinnacle.

MD Clive Selwood says that the Raw Fruit series has been more difficult to put together than the

> To contact Music & Media Tel: 31 20 669 1961 Fax: 31 20 669 1951 (editorial) 31 20 669 1931 (sales)

#### Radio Authority Delays National AM Allocation

chise will now be advertised after the Radio Authority has allocated the FM service instead of simultaneously, as had been originally announced. This will allow unsuccessful bidders for the non-pop FM licence to then bid for an AM

Radio Authority head/radio development David Vick says the decision was made at the request of several potential AM bidders. 'They claimed that it would be difficult for them to formulate their plans without knowing what the FM station would be."

Continues Vick, "Although the FM station will be predominantly

The first AM national radio fran- | music, some AM applicants are planning a speech/music mix aimed at an older audience. If, for example, the FM service ended up as an easy-listening station it could affect those applicants' plans because the services must be different. Some groups are also planning to bid for both, so on reflection it was that the best solution was to advertise the AM licence later."

MUSIC MEDIA

The FM licence, which will be advertised next month, should be awarded in the summer and the first of the two AM licences will be advertised as soon as possible after that.

#### Edwards Saddles Up Country INR Bid

music station on the national FM franchise next year is being launched by broadcaster Roy Edwards. He is one of six Northern England broadcasters (the others are presently anonymous) who believe that a country format could attract more listeners than either iazz or classical music. No

A consortium to bid for a country | financial backers have been announced, but the group is talking with US programmers about specific formatics for the station.

While pop and rock are banned from the FM franchise, country, iazz, classical and easy listening all fall within the "non-pop" format, according to Radio Authority chairman Lord Chalfont.

#### **Capital Beats The Recession**

Prompt action to cut operating costs offset the drop in Capital Radio's revenue for the year ending September 30, enabling the company to announce the anticipated record profit of £ 15.84 million, a 5% increase over last

The radio station trimmed its running costs by 4% through internal savings rather than job losses, according to MD Nigel Walmsley. "We were able to see this recession coming a while back and so we had time to organise our housekeeping," he says.

The cutbacks more than compensated for the 3% fall in turnover. And they have not affected audience figures for the station, which now has a record 43% weekly reach of the London market with Capital FM and Capital Gold. That figure is up 5% despite the arrival of five new London stations this year.

Warmsley says, "If the new competition makes inroads into our audience - and there is no evidence that they have - I am confident we will still be in a strong position," Capital will save another £ 400,000 operating costs next year in fixed tariffs to the Radio Authority.

Capital's other interests, which include stakes in Chiltern and Metro (both of which have been recently increased) as well as TV and theatre subsidiaries, doubled their contribution to group profits

The company has not yet made a final decision on whether to apply for one of the national radio franchises, although Warmsley says the matter is being given "serious consideration".

#### Radio City **Profits Down**

Radio City/Liverpool's pre-tax profits fell 34% to £ 880.000 to the end of September 1990, while turnover was down 4.2% to £ 4.15 million. The company blames the drop in national advertising and promotional budgets, which have also affected Radio City's associated company Broadcast Marketing Services.

MUSIC & MEDIA - December 15, 1990

MUSIC & MEDIA - December 15, 1990 AmericanRadioHistory.Com

#### IFPI Moves Against Cassettes Pirates For The Record former East German territories.

the IFPI team confiscated several

hundred illegal music cassettes

during raids in Meiningen in the

state of Thuringen.

The German national IFPI copy- | and public prosecutors within the | have been manufactured in right organisation and the German police have clamped down on dealers of pirated and bootlegged music cassettes in the five new German states.

Following a letter to all retailers

Unique, RVI Rock In Rio continued from page 1 continental stations in a one-hour package.

They will be working closely on 'Rock In Rio II', an eight-day allstar festival running January 18-20 and 20-27, which has an expected TV audience of some 500 million. Blackmore says several other co-ventures are being discussed, although he declined to disclose details.

Unique is now seeking customers across Europe for the Rio show. The syndicator is offering five, one-hour in-concert programmes, designed to run on consecutive nights, plus additional news reports and colour-pieces from well-known radio personalities who will be at the event. The shows will be fed by satellite to London for editing, with redistribution to participating stations the following evening. Non-UK stations also have the option of hooking into the raw live feed. direct from Rio.

The artist lineup, including Prince, INXS, Guns N' Roses,

The cassettes were found to New Kids On The Block, Billy Idol, George Michael (both solo and in a Wham! reunion with Andrew Ridgeley), is viewed by Blackmore as "well worthy of the

build-up". Blackmore adds, "Live appearances from the likes of Prince and George Michael have hardly been abundant and we are confident that Europe will respond well. But aside from the international acts. I am sure we will be including some of the Brazilian participants and aim to capture the

full flavour of the event." Blackmore sees 'Rock In Rio II' as "wholly relevant for European radio. We have got to start living on a larger map. There is no way we can continue to be parochial and miss out on opportunities such as this".

On the UK IR network, Unique is aiming for a total of 30 stations to take the shows plus, says Blackmore, "as many as we can get" across Europe. Blackmore reveals that negotiations are already underway with several national

#### Imago - It Just Takes Two continued from page I

It has offices in New York and London and its two premier signings are UK band King Of Fools, who will be releasing their first album in April, followed by Australian combo Baby Animals whose album will be out in June.

The label will be marketed and distributed by BMG in Europe except for the UK where it is directly linked to RCA. In the US it will operate as a stand-alone company with its own marketing and promotion team, with distribution by

There will be an A&R department in New York and London. both reporting straight to Ellis. "That way the commitment starts with me and goes right through the company. It gives us strength."

Ellis remains convinced that the public wants to buy "stars, not records. Therefore the business of Imago will be artists and albums.

not sounds and singles. That means that the record company, in conjunction with the artist and relevant management, is directly responsible for developing the career of each artist it undertakes to produce. As a company

devoted exclusively to new neressential that we utilise every means at our disposal to develop and promote our artists to their fullest potential - both creatively and fiscally."

formers it is

To contact Music & Media Tel: 31 20 669 1961 Fax: 31 20 669 1931 (editorial) 31 20 669 1931 (sales)

Correcting a news story in Music & Media November 24, Star \* Sat Poland and exported to Germany Radio is hoping to add an addiby Vietnamese market dealers. tional one million potential They were selling for between DM listeners as a result of a satellite 8 and DM 10 (app. US\$ 6), Under feed into eastern Germany, and German law, offenders face a fine not 100,000 as stated. or up to five years in prison.

#### Teldec Becomes East West. Sets New Structure

Time-Warner's Hamburg-based company at the end of this year Teldec Record Service GmbH will not only get a new name on January 1 but a new A&R/Marketing structure as well. According to Teldec MD Juergen Otterstein, the company will be known as East West Records GmbH, in keeping with Time-Warner company developments in the UK and other countries.

The new year will also see national artist marketing activities being separated from the national A&R department. Previously under the leadership of to Johannssen. Michael Oplesch, who leaves the

the national A&R department will be taken over Peter Job mann. formerly head of sales for a leading studio technology firm.

Johmann will be supported by A&R mangers Uwe Mever-Duerkop and Aki Hemmpel. Wolfgang Johannssen, already responsible for international artist marketing, will take over responsibility for national artist marketing activities as well. The Creative Services and Promotions departments also report directly

Hamburg court at the begining of

November to issue an injunction

against the release of the new

album and the carrying out of the

but the group did come to a

limited agreement before the

court. Permitting Weinholt and

her new line up to join Sinner on

tour and release the new album

ZYD. Moreover, the three former

members have agreed to relin-

quish all rights to the group's two

previous albums for a one time

payment of DM 10.000 (app. US\$

The court denied the petition

upcoming tours.

#### **Zed Yago Bandmates Accept Buyout**

Despite her break last April from | formers members petitioned the the other musicians in the hard rock group Zed Yago, following personal and physical threats against her, singer Jutta Weinhold continued preparing the group's third album and tour plans.

According to her management, Munich-based Mario Mendrzycki, Weinhold has recorded new titles with new musicians and producers Dirk Steffens and Albert Bokholt in Hamburg's Soudhaus Studios. Weinhhold as also planned a warm-up tour as opener for Mat Sinner and a separate tour for spring 1991.

In light of this activity, the three 6.000) to each member.

#### C&A To Increase Radio Spend?

C&A Germany may extend its | tian Geisler, "It centres on four radio spend nationwide in 1991 following favourable initial feeback midway through a Bavariaonly campaign.

This is the first time the department store has opted to air radio ad. support for its traditional autumn sale. Running on public station Bayerischer Rundfunk and all privates, the campaign started September 1 and runs until Christmas. It was devised by Munich-based agency Media

commercials, each based on movie stars James Bond, Marilyn Monroe, Koiak and Eddie Murphy. "The James Bond commercial.

for instance, has taken the original German voiceover track for A View To A Kill and turned it into A View To A Fashion?'

Geisler was unable to reveal how much the three-month campaign has cost C&A. "A final decision to adapt this theme and go national is expected in December."

Founded in 1985, Media Plan is Says managing director Chris- | a radio-only advertising agency.

FIVE ARTISTS TRANSFER TO POLYGRAM MUSIC

#### PolyGram Closes Island Paris Publishing House

In what is termed a restructuring | prise," says Saul, "We knew that move, PolyGram has closed down the Paris bureau of Island Record's publishing house. As a result three Island employees are made redundant, MD Frederic Pascal, Philippe Pla and Jeff

The trio, who recently moved into the Island Music premises, only got as far as publishing two issues of their monthly newsletter.

"The news came as a bad sur-

Music France will be immediately absorbed by PolyGram Music. Although the changes do not Saul expressed fears for the future

of five artists recently signed to

Philips [PolyGram's parent companyl were having problems, but

we never expected this to happen?" The artists currently on Island directly affect Island artists such as Salif Keita and Ray Lema (both of whom have UK contracts),

Music Video Producers Mobilise, Form SPVM

France's most important music | ing the companies involved in this protect their interests by forming (Syndicat Des Producteurs De Video Musiques).

The nine founding members of SPVM represent what is thought to be 75% of the French music video market. They are from production houses Ganesa, Gedeon, Telecreateurs, Midi-Minuit, NBdC, Pirates, Program 33, Remanence Production and Une 2 Plus.

Says Fabrice Coat, Program 33/president SPVM, "More than 300 music videos were produced in 1989 in France. There was no professional structure represent-

video producers have mobilised to dynamic business. Our goal is mainly to represent and defend a new trade organisation, SPVM | the interests of all the producers of music videos and be the voice of the producers wherever is needed?" According to Coat, the SPVM

has to deal with and contribute to the creation of a new fund for videos, along with with the Foundation for Musical Creation and the CNC. The CNC is a division of the ministry of culture which deals with audiovisual matters. It is expected to distribute over Ffr 10 million for clip production

#### Sacem Launches Corporate Film

French performing rights society | project. "But our main target will Sacem has released its first corporate film. Produced by Program 33 and shot by Didier Le Pecheur. the 18-minute film introduces the society and its work, as well as the problems faced by authors and composers, in a humourous way.

"This film is made for a wide audience," comments Eric Dufaure, who as head of media relations with Sacem, coordinated the

To contact Music & Media Tel:31 20 669 1961 Fax: 31 20 669 1951 (editorial) 31 20 669 1931 (sales) be the users of music. The movie will be shown as an introduction to meetings or debates on Sacem and authors' rights. It will also be presented in professional markets and conventions." Total cost of the production was Ffr 1.2 million (app. US\$ 240,000),

Program 33's project was selected against strong competition from more than a dozen companies. The firm specialises in making music videos - among them Les Rita Mitsuoko's C'Est Comme Ca and Jean-Paul Gaultier's How To Do Zat, both shot by Jean-Baptiste Mondino. Fabrice Coat, the founder of Program 33, has recently been appointed as the first president of the newly created association of music video producers.

Island Music France: Antoine | considering the large investment Tome, Les Freres, 21 Japonesas, Agnes Astres and Seguridad Social.

However, Robin Leproux, spokesman for PolyGram Music, denied that these artists would be forgotten in the move, "On the contrary, we are going to work hard to build them up," he says.

"We already have plans for Antoine Tome, who is a very interesting artist, as well as the rock group Les Freres who will soon be touring."

According to PolyGram, the move is prompted by administrative rather than financial motives. But Saul questions the closure, acquired."

put into the Island Music France operation, and the fact that it was one of the few areas reportedly making a profit.

Leproux counters, "France was the only country where we had two separate publishing structures. It was obvious that we had to close one of them. In terms of savings to be made, there will be three less people to pay but we will have the expenses of handling the back catalogue.

"Of course we will save a certain amount in restructuring but we will also be spending as much in reinvesting in the new artists

#### French Record Sales Rebound In October

September, the French record market shows again signs of growth. According to figures suplied by industry group SNEP, the turnover for October increased 21% compared to last year. with a total amount of Ffr 570 million (app. US\$ 114 million).

For the first 10 months of the year, the turnover was 4 million below the Ffr 4 billion mark. SNEP's Jean-Yves Mirski notes, "It is too soon to speak of a switch of tendency, as the increase for the first 10 months of 1990 is

The formats that show the biggest increase, both in turnover and units, are the CD and cassette, up

After a slow summer and a weak | 53.6% and 23%, respectively. As many CDs were sold during the first 10 months of 1990 - 41 million - as through all of 1989 About one record out of two sold in France in 1990 was a CD, compared to just one in three last year.

LP sales continue to plummet Less than 463,000 copies were sold in October, compared to 1.42 million in October 1989 - a decrease of 67.6%. Concludes Mirski, "In October

there was an acceleration in sales of formats that were already showing a growth. On the other hand, the decrease of falling formats (singles and vinyl LPs) has continued:

October 1990	Sales Ffr million	% Change Oct 89	Units	% Change Oct 89
Single	28.6	- 17.7	2.0	-30.7
LP	16.1	- 63.4	0.46	- 68.5
MC	160.9	+ 17.7	4.4	+ 2.1
CD	352.9	+ 41.8	6.5	+ 25.7
Videomusic	11.8	+ 85.1	0.14	NA
Total	570.6	+ 21.1		
First 10	Sales	% Change	Units	% Change
months 1990	Ffr million	Jan-Oct 89	million	Jan-Oct 8
Single	303.8	-19.7	21.6	-21.9
LP	172.0	- 54.5	5.7	- 63.9
	172.0 1.155.2	- 54.5 + 4.5		
LP			33.1	+ 6.4
LP MC	1.155.2	+ 4.5	33.1	+ 6.4

MUSIC & MEDIA - December 15, 1990 American Radio History, Com

MUSIC & MEDIA - December 15, 1990

#### **BRT, Record Companies** Unite For 'Prehistorie' CD

chart information on the tracks?"

even surprised BMG Ariola,

which first suggested it, "We real-

ly didn't expect to do so well." says

marketing manager Amaury de

Jamblinne, Nevertheless, he is

keen to back the rest of the series,

although he does not expect

future titles to match the initial

we get to the more recent material.

A series of 16 CDs is quite an in-

vestment, but we are supporting

the release with advertising on

both BRT radio and TV, and the

attractive cover design will also

The success of Prehistorie also

prompted Rudi Aelbers, product

manager of BMG special price

label Ariola Express, to ask BRT

host Mark Brillouet to compile

material based on his own

"Mark did a good job," claims

Aelbers, "because when we pre-

sented the idea to BMG Germany

they decided to put Hitriders up

for European release in the Ariola

Express catalogue?' He eventually

expects to compile five or six

volumes of Hitriders, all based on

original RCA material featuring

artists like Perry Como, Della

Brillouet is also happy with the

international release, "Our show

has a broad audience here and we

already get a lot of positive reac-

tion from Holland as well. The

Dutch seem to have a particular

In seven days' time the

**MUSIC & MEDIA** 

will be on its way to you

totaly redesigned.

larger-sized

Reese and Jim Reeves.

affection for oldies"

'Hitriders' oldies show.

"Obviously, sales will drop as

The first album's success has

Flemish state broadcaster BRT is | a special inlay card including all cashing in on the oldies boom. backing the national release of five new CD/cassette compilations of hits from popular radio and TV series 'De Prehistorie', and the pan-European release of another album based on the leading radio show 'Hitriders'.

The releases also cement BRT's collaboration with the record industry, begun with the first Prehistorie collection earlier this year, a joint PEVA Polygram, EMI, Virgin, BMG Ariola project. Featuring '50s music from the series and compiled by host Guy de Pre, the album sold over 24.000 units. The five new volumes span the period 1960-64 (one year each) with the series eventually expected to comprise at least 16 albums.

The 'Prehistorie' radio show broadcast Sundays 10.00-11.00 on BRT Radio 2 now has over one million listeners. Its TV equivalent (Tuesdays, 21.40-22.10) increased its ratings by 20% during a rerun within six months of first airing. Both have stimulated sales of the first CD.

"Radio, TV and the CD have been boosting each other's results here," says De Pre. "In the new series of CDs we will refer even more to the TV programmes, with



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#### **Promax Launches New Label**

has launched Abigwan, a new rock and blues label. Its first and only release to date is the album Backslider by US group BC and U (Blues Corporation and You). which has already been powerplayed on Radio 21's 'Rock A

According to Promax label manager Alain Mathieu, the Abigwan label will be predominantly English-language and used for rock, blues and jazz releases.

Brussels-based Promax Records | The company is currently seeking licensees for the new label across Europe, with deals close for Germany and Spain.

Several new releases follow in spring 1991. The first is from French artist Philippe Lafontaine, who has already received two gold records in Belgium. Others include new albums from dancerock artiste Patty Burns (signed to Black Scorpio in France), and Richard Seguin (signed to Bird in

#### Aims For Broader Audience

Holland's Catholic public broadcast organisation, KRO, is to alter its schedule on national pop station Radio 3 from the new year. Head of music Paul van der Lugt says the changes, which include new jingles, aim to "broaden the general audience base and, more specifically, bolster our evening ratings, which have not been strong'

Under the current public broadcast system, KRO is allocated the whole of Sunday's output on Radio 3. Evening programming will be restructured with the introduction of a new AOR show. 'The Young Dogs', hosted by Jeroen Kosterman and Bert Radamakers from 18.00-20.00 each

Following this, a new magazine programme ('Live', 20.00-22.00). will feature debate, poetry and music from various locations around the country. This replaces the first part of the current pop magazine 'Studio 3', though its final, musical block (22,00-24,00) is retained.

Among other changes, Sunday morning children's programme 'Jeugdactualiteiten' and pop show 'Zin in Pop' have merged, and the afternoon 'Liefdesliin' (Loveline) show will have new presenters. Bert Vesscher and Jeanne Koov-

The changes will take effect from Sunday, January 6. "We don't feel we have to go along with the other public radio channels," adds van der Lugt. "They appear to be programming more and more non-stop music. That's not what the KRO's about. We will not join them... but we will

#### RTBF Plans Year-End Music

Belgium's French language public broadcaster RTBF plans to feature music heavily in a special week of entertainment-oriented TV programming for the end of

Among shows airing on its first channel, La Une, is a concert special on the evening of December 31, including footage from live shows by David Bowie, The Rolling Stones, Patricia Kaas and INXS. The second channel. Tele 21, will show a full Rolling Stones concert on December 29.

Normal programming will be largely set aside throughout the week, dubbed 'La 52eme', to be replaced with a vertical schedule dominated by music, humour, variety and films, many of which have been produced for the occasion. With a Bfr 6 million (app US\$ 200.000) budget, the event is an attempt to restore confidence in the public service in the face of increased private competition from RTL-TVi and Canal-Plus.

"We have mobilised RTBF's best forces;" claims director/TV Georges Konen, "because I believe our 52% rate of in-house productions is still the best weapon to fight the others, which seldom produce more than 30-40% themselves. And in such times of crisis for public TV. I think it's worthwhile to make people laugh." He adds that 80% of 'La 52eme's' budget has already been recovered from sponsorship and advertising.

#### Kiss Kiss Embraces **Polydor Compilation**

Radio Kiss Kiss, the Naples-based | a variety of stations. Radio Kiss national commercial network, has Kiss will not reap any financial ioined forces with PolyGram to launch its first compilation album, Kiss Kiss Party.

Station programme director Gianni Simioli is responsible for co-ordinating the album project and says, "Recently our relationship with record companies has become more active and helpful. Thankfully, we are no longer limited to artist interviews or to exclusive pre-release airplay of product.

"The compilation, which is a little piece of our playlist, is the point of arrival for future collaboration with PolyGram, It is also a great promotional vehicle for the station."

Stefano Zappaterra, head of promotion at the Polydor division, identifies the joint project as a way of promoting a part of the company's roster which sometimes suffers on the poor national singles market.

He says Radio Kiss Kiss was chosen for the project because of its enthusiasm and because Polydor has a policy of working with

on Tele Monte Carlo which will carry the station's logo. The logo will also be displayed on all configurations of the compilation. Amongst the 12 artists featured are The Cure, Vanessa Paradis, Joe Jackson and Janet Jackson. All are considered typical of pro-

benefit from sales but Zappaterra

points out that his company has

invested in 120 30-second adverts

gramming on the station's daily dance-oriented programme, Nice Party. The show airs Monday-Friday between 12.30-19.30 and is presented by Rosario Pellecchia. Gigio Rosa, Pippo Pelo and Rosanna Iannacone.

The next joint project will be a compilation album titled Love Age. Scheduled for spring 1991 release, it will be devoted to romantic songs including Elton John's Your Song, I'm Not In Love by 10CC and Have I Told You Lately That I Love You by Van Morrison.

Radio Kiss Kiss broadcasts throughout Italy to 502.000 listeners daily (Audiradio).



Radio Kiss Kiss programme director Gianni Simioli

#### **Network Airs Stones Anthology**

based station 101 Network is to air a national exclusive series of programmes devoted to the history of the Rolling Stones.

The four-hour special was bought from the US production company Radio Express with the intention of broadcasting alongside national concert dates by the group in the summer. But as station programme director Gigio D'Ambrosio explains, "We had a conflict of sponsors. The Stones were sponsored by TDK and ours was BASF. That kind of competi-

After a six month delay, Milan- D'Ambrosio reports that the station has now lost BASF as a sponsor but feels that the Rolling Stones special is "too good to be forgotten".

> The station sees the concert as a Christmas 'gift' for listeners and will be broadcast in eight daily half-hour slots from December 18. At the end of the series the programme will be broadcast in its

Patrizia Zani will present the series, which D'Ambrosia says will include some translations but will not be dubbed into Italian.

#### **Rete 105 Links With Listeners**

Rete 105 is the first national | Subscribers need a keyboard plus broadcaster to launch an interac- a monitor or TV to use the tive Videotel (Prestel) service for its listeners. Codenamed 105 Radio Magazine, it provides the subscriber with direct access to the station's presenters, charts, concert information and news about upcoming specials.

Videotel is supplied by the national telephone company SIP at a monthly rental of L 7.000 (app. US\$ 6) plus an installation fee of L 50,000 (app. US\$ 43).

system. The station describes the service as the "magical world of Rete 105"

Says station PR manager Edoardo Hazan, "We introduced the system to allow listeners to receive instant information and to have direct contact with their favourite presenters. We live in the computer age and this is our response."

#### Popolare Challenges Network Broadcast Ruling

Radio Popolare, the Milan-based | Mammi's, intentions, His plan fo news and information station, is challenging the recently introduced broadcast legislation by pressing ahead with plans to develop as a network (M&M November 10).

From January, the speechbased Popolare, which is described as left-wing and currently only broadcasts to the province of Milan, will start test-transmitting with associate stations. Those stations include Radio

Brescia Popolare, Radio Verona Popolare, Radio Citta del Capo in Bologna, Controradio in Florence, Radio Turin Popolare and its re-launched Radio Citta Futura in Rome, with the intention of linking up live for five or six hours a day.

This time limit has been fixed by parliament for broadcasters which want to syndicate pro-

But the station's application to government for commercial status goes against the minister of post and telecommunications, Occar

news and information-based broadcasters has been drafted in such a way that stations like Popolare are supposed to be local. They will also be limited to advertising time of two minutes every hour.

Station director Sergio Ferrantino agrees that there might be problems but comments, "Newspapers are commercial ventures which employ journalists. We also have journalists to pay. If we were reduced to community status, we would have to close down the station."

Ferrantino remains confident. however, that the station will win its commercial status and will be ready as a network when the new legislation takes effect.

The ownership of Radio Popolare is split between workers' cooperative, political parties and listeners, who currently own 30% of the station. In an effort to raise more capital the public are being invited to buy shares at L 100,000 (app. US\$ 90) each from December 14-16.



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tion was unacceptable?' MUSIC & MEDIA - December 15, 1990 AmericanRadioHistory.Com

#### **Centerpartiet Presents Commercial Radio Plan**

One of Sweden's three most im- the ruling Social Democrats but at the same time there is legal in the right direction" but adds portant opposition parties has presented a plan for the introduction of commercial radio, a move which is widely expected to finally

political arena. The Centerpartiet plan, revealed in Stockholm late last month. allows for the three national public broadcasters, P1, P2 and P3, to remain as they are, while the 25 current local public broadcast stations will be redefined as Lansradio Idistrict radiol. It is believed that these stations will shift away from being purely local radio. However, the emphasis of the proposal is for the stations to remain local, essentially effectively ruling out the possibility of net-

place the issue firmly in the

Remaining under the auspices of Sveriges Radio, the local stations would receive approximately 15% of advertising income from TV2 if, as many expect, TV2 becomes commercial along with a new third channel. The new 'commercial' stations would hold a will pick up our proposal. licence for up to eight years.

Centerpartiet is the first Swedish political party to present such a concrete proposal for commercial radio. It wields political clout through its relationship with government, which may put it in the position of getting at least part of its proposal taken seriously. This would be a major breakthrough in a country where the issue of radio deregulation has repeatedly been put on the

political back burner. Centernartiets consultant on media affairs Ove Hultquist says the party hopes, at the very least, that their proposal will mean the forthcoming discussions on the introduction of commercial TV into Sweden will be extended to discuss radio, "We think the issue might be included in the TV discussions or that these talks will have a continuation to take in radio," he says.

"We want to put the radio question into the political arena and this proposal goes some way towards stimulating discussion. I think at the very least the Social Democrats will go with our idea to set up a committee to look at radio, but we cannot be sure they

"The TV question has been well prepared and debated but the radio area is still completely unprepared. Come next spring it would look very odd if there are

action going on in the courts over Radio Nova broadcasting ads." Radio Nova's Claes Nydahl

that complications over the commercial TV debate are potential stumbling blocks for the whole describes the proposal as a "step | commercial media question.

#### Local Broadcasters Pursue Fourth Network

national radio network for Denmark has been raised following the recent establishment of a new broadcast group aiming to apply for such a frequency.

The consortium, put together by local Kanal 2 TV executive Jan Warkentin, is made up of 20 local radio stations from around the country, including stations Radio Uptown and Radio Allborg.

Despite general indications from the government that the fourth frequency concept is not a major priority, Warkentin says coalition has been assembled in the hope that action will be taken within the next three to six

Warkentin adds that the stations would operate together as a network. A spokesman for communications minister Torben Rechendorff says the consortium concrete plans for commercial TV has not yet applied for a licence

to be sold), plus a 5% share-

holding in the Catholic COPE

The parliamentary question

The question of a possible fourth | and reaffirms that the idea "is still low on the political agenda".

"We have already had six applications about this idea including Danmarks Radio itself, the newspaper group which owns BT and Berlingske Tidende, and an operation called Danmarks Erhversradio," he says,

"But there are still a lot of political obstacles to be hurdled before anything happens. Politicians do not sense any need at this stage for a fourth frequency and there will need to be more serious lobbying going on before that changes. I think this estimate of three to six months is rather optimistic''

The spokesman adds that The Voice Of Scandinavia, one of the country's most influential private stations which recently established itself as a national cable operator, has not applied to run any fourth frequency.

#### SPAIN & PORTUGAL

#### Revert Expands, Revamps Cadena Dial Network

SER programming head Rafael | Revert is revamping programming on the Cadena Dial network and increasing the number of stations by three to a total of 19 by January 1. The network will then reach all the major Spanish provinces, except for the Basque country.

Cadena Dial will then begin airing its new 24 hour 100% Spanish music format. The station features Spanish artists who have at least a ten year track record and will target a 25-40 middle - to - lower - middle - class demographic.

Changes include a new jingle package and individual stations airing local programming from 08.00-21.00 prior to an overnight network link up.

#### State Revealed As Major Shareholder In Privates

Says Revert, "We found there was a niche to be filled by older local acts like Rocio Jurado, Jose Luis Perales and Los Chunguitos."

The revamp has been backed by a record company-financed advertising campaign consisting of posters, print ads and as many as 10 TV spots airing through December 15.

Revert is also in the final stages of overhauling the other SER network. Gold-formatted Radio Minuto (M&M October 6), which is aimed at the 25+ audience. Adds Revert, "We hope to have the programming in all three SER networks [Radio Minuto, Cadena Dial and 40 Principales) fully computerised next year."

The Spanish state has shares in 11 | was put by Aleiandro Manoz Alonso of the right-wing opposiprivate communication comtion Partido Popular and was propanies, four of them controlling voked by premier Felipe Gonstakes, it was learned late last month in response to a question zalez's recent promise to bring in in the Spanish parliament. legislation controlling media

Top of the list is the 100% stateowned RTVE radio and TV cor-Munoz concluded that the state poration, with two TV channels is Spain's most important comand six national radio networks. munications group, employing But more surprising are public 40-45% of all people in the instakes held in various AM radio dustry. Economy minister Carlos networks, including 25% in SER, Solchaga, who answered the ques-25% in Radio Intercontinental tion, replied that state involveand similar holdings in Radio ment in communications is "a Zaragoza, Radio Huesca and guarantee of pluralism". Radio Espana de Barcelona [soon

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#### PREVIEWS



#### SINGLE OF THE WEEK

#### Julee Cruise

Falling - WEA Anyone who is familiar with the Twin Peaks series, now airing on BBC 1, is sure to have shivers listening to the theme tune sung by Julee Cruise and produced by David Lynch/Angelo Badalamenti An ambient and dreamy song: al-

though atmospheric, it is at the same time very down-to-earth, and threatening in its cold-blooded beauty. When the series airs in other European markets, this might become a surprise Christmas hit.

#### **Prayers**

#### Alleluia - WFA

More Gregorian house, with a song almost identical to Enigma's Sadeness Part 1. Singing monks, a Soul II Soul drum... Amen!

#### Dream Warriors

My Definition Of A ... - Island



An old school jazz band is sampled on this fun hip hop record. Great fat horns and Native Tongue-style mellow rhymes. Steady airplay in the UK. The Benelux is next.

#### Lynch Mob

Wicked Sensation - Elektra

Smart formula FM-rock, featuring loud but civilised guitars, a stomping beat and a chantable chorus.

#### B.B. Oueen

Soultrain - EMI

The second single from this Dutch singer, combines blues and soul with house. The raw soulful vocals are spiced up by a frantic Hi-NRG beat and a steady R&B backing.

#### Soul II Soul Missing You - Ten

The third single lifted from Club Classics Vol II featuring (coauthor) Kym Mazelle on lead vocals. Somewhat similar to Keep On Moving, this is another strong contender from the masters of club music.

#### Bell Biv Devoe BBD (I Thought It Was Me?) - MCA

The US trio continue their appealing mix of streetwise hip hop with contemporary pop, resulting in hardhitting beats, funky grooves and smooth vocals.

#### Lonnie Gordon

If I Have To Stand Alone - Supreme Clearly inspired by 70s disco and bearing the trademark SAW production imprint. A nice little tune with loads of violins and a stampeding drum computer.

A quiet intro payes the way for

Until You Come Back To Me - Epic

#### Nusrat Fateh Ali Khan

A challenging mixture of house and 'Qawwali', the music style of Sufism, the mystical branch of Islam. A hynotic record from Pakistan's most oustanding devotional singer, remixed by

Straight-forward pop rock based on pulsating guitar chords with a radiant mix by Julian Mendel-

#### ALBUM OF THE WEEK

#### Where The Pyramid Meets... Various Artists - Sire

A tribute to the mad genius of former 13th Floor Elevators member Rocky Erickson. A range of artists, as diverse as ZZ. Top. REM, The Jesus & Mary Chain and Butthole Surfers, took a dive in Erickson's back-catalogue to

cover his obscure songs. The LSD-fuelled originals all posses an out-of-this-world beauty. Best: Primal Scream's You Don't Love Me Yet and Bongwater's I Have Always Been Here Before.

#### Kon Kan

#### Syntonic - Atlantic

Tony Carey

Storyville - Metronome

Supposedly the first artist to have major chart succes with a song based on samples, Kon Kan is more known as the Canadian equivalent of New Order or Per Shop Boys, On this second LP. Kon Kan moves a few steps away from dance/pop moodiness towards uplifting, jolly dance songs. I Told You So is a straightforward teenybop song with a tacky chorus. Overall, this is an album owing as much to SAW as to New Order. Not the baddest of combinations

A gritty album, firmly rooted in

blues, country rock and folk.

Many of Carev's songs have an

anthemic feel and the production

is marked by a majestic, tran-

satlantic sound. Best picks: The

Deal, Just About A Mile Away

The fourth full-length album by

this Seattle-based metal band

whose main inspiration seems to

come from 70s symphonic rock.

On a firm basis of contemporary

metal, the band freewheels with

Marillion-like song structures by

adding keyboards, acoustic gui-

tars and vocal harmonies. Inno-

vative and inspired. Best: Best I

Can. Della Brown and One And

Nine romantic, introspective

ballads by this Russian singer.

Whispered vocals are accom-

panied by layers of synths and

strings in an ultra-ambient pro-

duction. The closest thing to new

age pop since the Cocteau Twins.

Try: Love, Russian Poem and

Elena Rostropovich

Love Without Reasons - EMI

Fear Of Love.

and A Love Gone Away.

Queensryche

Empire - EMI

#### Beggars & Thieves Beggars & Thieves - Atlantic

this hard hitting FM rock song from this New York-based foursome. A dramatic vocal delivery.

A danceable remix version of this tuneful pop song from the London Warsaw New York LP. A very sophisticated effort with serious hit potential.

Mustt Mustt - Real World/Virgin Massive Attack.

Mary Had A Little Boy - Logic BMG Ariola An irresistable, nervous dance track based on a wicked, sticking tune. The fourth hit single taken from The World Power album.

#### Aztec Camera

The Crying Scene - WEA

#### The Outfield

#### Diamond Days - MCA

60s and 70s-rooted pop rock tinged with Genesis/Supertramp-like symphonic arrangements, and carried by the duo's heartfelt and high-nitched vocals. Soundwise somewhat similar to German Freiheit, the Outfield's songs are well-crafted, radio friendly and very commercial. Do not miss Eye To Eye, the Beatles-esque John Lennon, the Supertrampstyle Mapic Seed and the irresistably rocking Unrespectable. A real contender.

#### Darden Smith

Trouble No More - CBS

A refreshing album from a singer/songwriter with a warm, compelling voice who also knows how to write candid and charming songs, in a semi-acoustic, guitar-based setting. Smith's material is gradually taking possession of the listener. Check out Franky And Sue, All The King's Horses and Listen To My Own Voice.

#### Elmer Food Beat

Elmer Food Beat - Off The Track/Polydor Interesting material from this French four-piece. A stimulating, often witty mixture of ska, rockabilly and pure pop. The kind of music that gets a party going. Check out L'Infirmiere. the quirky Le Plastique C'Est Fantastique and the cheerful I inda

#### Lucio Battisti La Sposa Occidentale - CBS

Melodic pop material from Italy, The atmosphere is mellow, uplifting and intimate, topped off by the artist's friendly voice. Try: Tu Non Ti Pungi Piu, Potrebbe Essere Sera and Alcune Noncuranze.

#### The Beautiful South

In the UK, The Beautiful | no. 29 in the European Top 100 South's second album Choke has already been afforded a flying start with a no. I lead-off single. A Little Time, and a sellout UK tour. The band's label, Go! Discs, is now implementing a campaign for Europe aimed at consolidating the band's following, as Chris Fuller reports.

Released across Europe on November 16, Choke, produced by Mike Hedges at London's Olympic and AIR studios and distributed through PolyGram, has something to live up to. The band's 1989 debut effort Welcome To The Beautiful South recorded some 400,000 UK sales, a half a million across the rest of Europe. and vielded three UK hits in Song For Whoever, You Keen It All In and I'll Sail This Ship Alone.

But according to Go! Discs' head of international Alan Cow-



deroy, Choke is "well on the way to achieving half a million UK sales by Christmas" and includes "at least two more potential hits". The first of these is the new UK release My Book, a more up-tempo effort than the David Hemingway/Briana Corrigan acid duet A Little Time, with a lead vocal from Paul Heaton.

Cowderoy regrets that A Little Time had a considerably later release date in continental Eurone, "too close to the album to enable us to get any momentum". Initial reaction at radio has been strong, however, and the single has just charted in Germany, Belgium and Holland, which along with France gave the group its strongest continental sales on the last album

At press time, the album was Love

12

Albums, while the single was at no. 38.

Up-front of the LP, key radio and retail contacts were issued with a four-track CD sampler. and limited-edition jackets and watches have also been circulated. Germany proved so enthusiastic about the B-side of A Little Time. a track entitled What You See Is What You Get, that in future German pressings of the CD it will be included as an additional

extra punch."

Cowderov believes that pro-

blems some Continental radio

programmers had in accepting the

transition from The Housemar-

tins, the Hull-based band out of

which The Beautiful South

evolved, has now dissipated. "The

name has of course changed, but I

don't think there's been any

significant shift in style, and there

now seems to be now a wider

acceptance of that. In the UK

Choke, says Cowderoy, will

build a solid European base for

the band before they turn their

attentions to the US next spring,

where the LP is just out. US radio

has had "trouble programming A

Little Time" though My Book

should fare better. In addition,

says Cowderoy, the second single

comes with an "extremely MTV-

The Beautiful South comprises:

Dave Hemingway (vocals); Sean

Welch (bass); Paul Heaton

(vocals); David Stead (drums);

and Briana Corrigan (vocals).

Heaton and Hemingway, both

former Housemartins, formed the

The Housemartins, whose

understated style and subtle har-

monies are echoed in The Beauti-

ful South, released three hit

albums and a 1986 UK Christmas

no. 1 single with Caravan Of

friendly" video.

band in 1989.

there was no such hesitation."

Carey/Sebastian Thorer Following key press and majorstation radio interviews in Germany and the Benelux, the band began a short European tour in Hamburg on December 3, finishing in Amsterdam on December 13 and taking in dates in France and Belgium. Cowderoy, "I think the power of the live shows will surprise many. The subtlety and dark humour of the lyrics comes co-produced with Peter Hauke across clearly and in a live setting, charted in the US. with a full brass section, is given ■ Other Placings: Carey's single

Room With A View, which was the theme song for a popular German TV series, spent almost three months in the German Top 10 last year. His last album For You reached no. 36 in the sales charts.

■ Marketing: The PolyGram

**Tony Carey** 

G E R M A N Y

- Signed worldwide to Metronome
- Publisher: PolyGram Songs ■ Management: Self-managed
- New album: Storyville released on November 20 in
- Germany ■ New single: The Deal
- Recorded at Carev's own studio in Tutzingen, near Munich
- Producers: Tony
- Release details: Carey has released seven LPs under his own name, of which two, Tony Carey (I Won't Be Home Tonight) and Some Tough City have charted in Billboard's pop album charts. The first peaked at no. 167 in 1983, the second at no. 60 in 1984. Also, the two LPs under the name Planet P, which were
- distribution company has named Storyville as their LP of the month and will

dealers accordingly. Retailers will be provided with extensive decoration material. Print advertising will be limited in favour of more intensive radio

emphasise the record to

advertising. A nationwide two-week campaign is about to be launched. Carey will also visit all of Germany's major broadcasters for interviews, TV Appearances

are already scheduled at both public and private stations (Radio Bremen, Sat 1, RTL Plus, ARD). The song A Love Gone Away, on which the American singer Christine Sargant can also be heard, has been chosen as the theme song for the next episode of the ARD's popular TV show

'Tatort' which will be

broadcast on January 2.

Carey first came to Germany in 1978 after leaving his position as keyboard player in Ritchie Blackmore's Rainbow. Teaming up with Peter Hauke, Carev set out on a very successful international solo career. After some 10 albums, Carey joined the Peter Maffay Band. As a producer Carey has worked with such diverse stars as Peter Maffay, Milva, John Mayall and Joe Cocker. See page 17 for a review of the new album.

F R A N C E Elmer Food Beat

- Signed to Off The
- Track/Polydor ■ Publisher: OTT Music
- Management: MRM Nantes
- New album: 30 cm ■ New single: Daniela
- Recorded at Arpege Studios
- Producer: Eric Chauviere
- Marketing: TV/radio appearances (Canal Plus' 'Nulle Part Ailleurs', RTBF 1, Europe 1, RTL) and spots on M6 and Skyrock. The band is also featured in a special film, 'The Age Of Plastic' produced by Off The Track
- Tour: 34-date tour in France ending at Paris' Olympia on December 12. Dates in Belgium and Holland early next year. Full European tour planned for late spring
- Euro releases: all territories,

excluding the UK, Ireland, Spain, Greece and Portugal. Negotiations are under way for release in Japan, Canada, Spain and the UK

Elmer Food Beat - Manou (vocals), Kelu (guitar), Twistos (guitar), Brutos (drums) and Kalou (bass) - started off with a strong following in their native town of Nantes in western France. Now the groups popularity has expanded to cover the whole of the country and looks like going a lot further thanks to extensive touring and the success of their debut album and single. The album is certified double gold (200.000 copies sold) and is currently in the French top 10. The single is at no. 25 with 60,000 copies sold.

MUSIC & MEDIA - December 15, 1990

buma stemra

SINGLES Robert Palmer Airplay Vanilla Ice Sales

ALBUMS Whitney Houston Airplay Elton John Sales

CHAR BUS Chart Busters is a quick reference to this week's Hot 100 Singles/Albums and the

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

Julee Cruise - Falling (WEA) Basia - Until You Come Back To Me (Epic) Aztec Camera - The Crying Scene (WEA) Bell Biv Devoe - BBD (I Thought It Was Me?) (MCA) Nusrat Fateh Ali Khan - Mustt Mustt (Real World/Virgin) Bobby McFerrin - The Garden (EMI USA)

#### **SURE HITS**

MEDIA

Snap - Mary Had A Little Boy (Logic/BMG Ariola) A-Ha - I Call Your Name (Warner Brothers) Wilson Phillips - Impulsive (SBK) Lonnie Gordon - If I Have To Stand Alone (Supreme) Soul II Soul - Missing You (Ten) Babyface - My Kinda Girl (Epic) Tina Turner - Be Tender With Me Baby (Capitol)

#### **EURO-CROSSOVERS**

B.B. Queen - Soultrain (EMI) Prayers - Alleluia (WEA) Beyond The Blue - Beyond The Blue (LP) (Polydor)

#### **EMERGING TALENT**

Dream Warriors - My Definition . . . (Island) Lynch Mob - Wicked Sensation (Elektra) Beggars & Thieves - Beggars & Thieves (Atlantic)

#### **ENCORE**

Stress - Beautiful People (Eternal/WEA) Caron Wheeler - UK Blak (RCA/BMG) Donna Summer - State Of Independence (New Bass Mix) (Warner Brothers)

#### **ALBUMS OF THE WEEK**

Where The Pyramid Meets The Eye - Various Artists (Sine) Kon Kan - Syntonic (Atlantic) Tony Carey - Storyville (Metronome) Queensryche - Empire Elena Rostropovich - Love Without Reasons (EMI) The Outfield - Diamond Days (MCA) Darden Smith - Trouble No More (CBS) Elmer Food Beat - Elmer Food Beat (Off The Track/Polydor) Lucio Battisti - La Sposa Occidentale (CBS) New Kids O/T Block - No More Games (The Remix Album) (CBS)

**CHART ENTRIES** 

#### Airplay Top 50

#### Phil Collins - Do You Remember (35)

(Virgin/WEA) The Proclaimers - King Of The Road (41) (Chrysalis) Francis Cabrel - Tout Le Monde Y Pense (43) (CBS) Rene Froger - Love Of The Year (44) (PWL) Soul II Soul/Kim Mazelle - Missing You (45) (Ten Records)

European Top 50 charts. Chart positions are indicated where appropriate.

#### Hot 100 Singles

Madonna - Justify My Love (14) (Sine) Cliff Richard - Saviour's Day (26) (EMI) Grav & Barbevillen - II Faut Laisser Le Temps (39) (Talar) The Farm - All Together Now (41) (Produce)

#### Top 100 Albums

Jive Bunny - It's Party Time (83) (Music Factory Dance) Kinderen Voor Kinderen - Volume II (89) (Phonogram) Cinderella - Heartbreak Station (90) (Vertigo)

#### **FAST MOVERS**

#### Airplay Top 50

Robert Palmer & UB40 - I'll Be Your Baby Tonight (1-2) limmy Somerville - To Love Somebody (3-9) (London) Rod Stewart & Tina Turner - It Takes Two (5-13) (Warner Brothers) The Righteous Brothers - Unchained Melody (6-6) (Verve/Polydor) Kim Appleby - Don't Worry (7-20) (Parlophone)

#### Hot 100 Singles

Vanilla Ice - Ice Ice Baby (1-1) (SBK) Enigma - Sadeness Part 1 (4-6) (Virgin) Rod Stewart & Tina Turner - It Takes Two (7-8) (Warner Brothers) E.M.F. - Unbelievable (8-9) (Parlophone) Kim Appleby - Don't Worry (9-11) (Parlophone)

#### Top 100 Albums

Elton John - The Very Best Of ... (1-3) (Rocket) Madonna - The Immaculate Collection (5-6) George Michael - Listen Without Prejudice Vol I. (8-10) (Epic) Status Quo - Rocking All Over The Years (12-15) (Vertigo) Paul McCartney - Tripping The Live Fantastic (13-30) (Parlophone)

#### HOT ADDS

Breaking Out On European Radio Herbert Groenemeyer - Luxus A-Ha - 1 Call Your Name

(Warner Brothers)

(Electrola)

YESTER HITS

the Eurochart top five from five years ago.

(Rocket)

(Motown)

(Epic)

**DECEMBER 15 - 1985** 

#### Singles

A-Ha - Take On Me (Warner Brothers) Elton John - Nikita Wham! - I'm Your Man Lionel Ritchie - Say You, Say Me Jennifer Rush - The Power Of Love

#### Albums

Sade - Promise (Epic) Dire Straits - Brothers In Arms (Vertigo) Madonna - Like A Virgin (Sire) Simple Minds - Once Upon A Time (Virgin) Bruce Springsteen - Born In The U.S.A. (CBS

#### HIGH

OR



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**EYE** CATCHER!

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#### united kingdom

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

- . Rod Stewart & Tina Turner It Takes Two Jimmy Somerville - To Love Somebody
- Kim Appleby Don't Worry
   The Righteous Brothers Uschared Helody
   Robert Palmer & UB40 I'll Be Your Baby Toelght 6. Londonbeat - A Better Love 7. Madonna - Justify My Love
- 8. Whitney Houston I'm Your Baby Toright 9. The Proclaimers - King Of The Road 10. Kylie Minogue - Step Back in Time
- 11. Jon Bon Jovi Miracle 17 The Late . There the Gree
- 13. Black Box Fantay 14. Pet Shop Boys - Beng Borng 15 Vanilla Ice - Ice Ice Robe
- 16. Betty Boo 14 Hours 17. Soul II Soul feat. Kym Hazelle - Missing You 18. del Amitri - Son la The Ruin 19. Belinda Carlisle - (We Ward) The Same Thing 20. Dece-Lite - Power Of Love

#### switzerland

nel DRS 3 and the private stations, Radio Aktuell, Basiliek, Radio Pilatus, Radio Z and Radio 24. Compiled by Media Con

- 2. Robert Palmer & UBW I'll Be Your Baby Torish 3. Whitney Houston - I'm Your Baby Toright
- Jimmy Somerville To Love Somebo 5. Rod Stewart & Tina Turner - It Takes Two
- 6. Pet Shop Boys So Hard Maria McKee - Stow Me Herrer
- 8. George Michael Freedom 9. Steve Miller Band The loker
- II. Monie Love It's A State Offe Secret 12. Madonna - Just fy My Love
- Vanilla Ice Ice Ice Baby
   Leyers Michiels & Soulsister Through Before...
   Matthias Reim Ich Hab' Getraeunt Von Dir
- 16. Kim Appleby Don't Worry 17. Milli Vanilli Kesp On Running 18. Snap - Cut: Of Snap
- 19. Kylie Minogue Step Back in Time 20. DNA feat. Suzanne Vega Tom's Diner 19. Ron - Le Ragazze
  20. Elton John - The Very Best Of. ... (le)

#### holland

Most played records compiled on the na-tional stations Radio 2 and Radio 3 as compiled by Stichting Nederlandse Top

- 1. Rod Stewart & Tina Turner It Takes Two 2. Robert Palmer & UB40 1'll Be Your Baby Tonight 3. Rene Froger - Love Of The Year 4. Righteous Brothers - Unchained Melody
- 6 The Nits Gare Normal Owarf Vanilla Ice . Ice Ice Raby . Stef Bas - Gek Zijn is Gezond
- 8. Self Bos Gex Zijn is Gezond
  9. E.M.F. Unbelienabe
  10. Enigma Sadenesi Part I
  11. Madonna Justify Hy Love
  12. Monie Love It's A Sturre (My Siner)
  13. Steve Winwood Ose And Only Man
- 14. Anita Meyer Freedom 15. Betty Bo - Don' The Do 16. Status Quo - The Anniversary Waltz
- 17. Kim Appleby Doe't Worry 18. Matraca Berg I Gook Bad 20. Whitney Houston - I'm Your Baby Toright

#### austria germany

Raden Raden

Strassbourg.

Most played records on the national pop

channel O3. Compiled by Media Control

. Dance With A Stranger - The Investile Han

9. Robert Palmer & UB40 - I'l Be Your Baby Toright

france

Most played records on the AM and FM

stations as compiled by Media Control,

3. Jean Jacques Goldman - Nut 4. Michel Sardou - Murie Jeanne

Patrick Bruel - Alors Regarde

Liane Foly - Au he Ft & Meure Francols Feldman - Pest France

12. Prefab Sprout - Looking For Atlantis

14. Diane Tell - is Legeode De Jissey

18. Sylvie Vartan - Quand Tu Es La 19. Alain Chamfort - L'Amour Sampl

13. Elsa - Ries Our Pour Ca.

Radios Peripheriques (AM Stations) Julien Clerc - Noveau Big Barg Roch Voisine - La Berceuse Du Petit Diabi

Michel Fugain - Chaon Pour Les Demoiselles

15. A-Ha - Cryeg In The Bain 16. Jimmy Somerville - To Love Somebody 17. Robert Palmer & UB40 - IT Be Your Baby Tonight

20. DNA feat. Suzanne Vega - Ton's Dine

9. Francis Cabrel - Tout Le Monde Y Perse 10. Marc Lavoine - Ru Fronte . JII Caplan - Tost C'Qui Nous Separe

2. Jimmy Somerville - To Low Somebody 3. Landonbeat - Two Been Thinking About You

4. Milli Vanlili - Keep On Running

10. David Hasselhoff - Crazy For You

Wilson Phillins . Releva Me

6. A-Ha - Crying In The Rain 7. Vaya Con Dios - Nah Neh Nah 8. New Kirls On The Block - Treats

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

- Whitney Houston I'm Your Baby Toright
- 2. Landonbeat Fee Been Thinking About You 3. Vava Con Dios Nah Neh Nah
- Robert Palmer & US40 I'll Be Your Baby Tonight 5. BAP - Ales Em Los
- 6. A-Ha Crying In The Rain 8. Jimmy Somerville - To Love Somebod
- 9. Enigma Sadeness Part I 10. Pet Shop Boys So Hard 11. Leyers Michiels & Soulsister - Through Belore... 12. Rod Stewart & Tina Turner - It Takes Two
- 13. The Beautiful South A Luie Time 14. Maria McKee - Show Me Heaven 15 Fros Ramazzotti - Cassoni Lotane
- 16. Elton John You Gotta Love Someone 17. Herbert Groenemeyer - Luxus 18. Kylie Minogue - Step Back In Time 19. Jason Donovan - Rhythm Of The Rai 20. Matthias Reim - Ich Hab' Gerraeune Von Di

#### italy

Most played records compiled from RAI Stereo Due

- Francesco Baccini Il Pano Forse Non E' Il Mio Forse(p)
- 2. Paul Simon The Obvious Orad B. Paul McCartney - Troping The Night Funtanticibil Paolo Conte - Happy Seat
- 5. Phil Collins Serious Hits... Livella) Madonna - Jurily My Love Claudio Baglioni - A Dali II Dia 8. Ligabue - Non E Tempo Per Nei 9. Lucio Battisti - La Sposa Occidentale
- 10. Eugenio Finardi Euraterene 11 Vanilla Ice : Ice ice Baby 12. The Cure - Moved Up(p)
- 13. Lucio Dalla Carbolo 14. Landonbeat - I've Rees Thinking About You

spain

The 20 best played records in Spain from

Cuarenta Principales, covering the major

Roxette - It Must Have Been Love INXS - Suicide Bloode

3. La Trampa - Acercase Y Besare 4. Various Artists - Knetworthly)

8. Pet Shop Boys - So Hard

12. La Union - Fueron Los Celos

17. Hombres G - Ema Es Tu Vida

18 Los Sencillos - Hala Haer

20. Los Romeos - Mi Vida Rosa

16. Smap - Cult Of Snap

13. Radio Futura - Cordena B Arnor

14. Twenty 4 Seven - Are You Dreaming!

15. Tam Tam Go - Escaldas Moladas

Whitney Houston - I'm Your Baby Toright

9. The Police - Their Greatest Hitalia 10. Partners In Kryme - Turk Power 11. El Norte - Scenna

5. Depeche Mode - World in My Eyes 6. New Kids On The Block - Torins

Dinamita Pa Los Pollos - Un Agujero En El Bohillo

Spanish stations

- 15. Mariah Carey Love Takes Time
- Elton John Whispers
   DNA feat, Suzanne Vega Ton's Direct . Mariah Carey - Vision Of Love 16. Andrea Mingardi - Si Ceste Dire In Giro 17. Ornella Vanoni - Inserte Te
  - 4. Phil Collins That's lost The Way It Is 5. INXS - Sucide Blonde Francis Cabrel - Tout Le Horde Y Pense Steve Miller Band - The Joker
    - 8. New Kids On The Block Toright . Mecano - Une Ferrere Avec Une Ferrer
    - 10. Londonbeat I've Been Thinking About You 1. Dave Stewart & Spiritual Cowboy - Jack Talking 13. Basia - Cruising For A Brusing 14. A-Ha - Crying In The Rain
    - . Vaya Con Dios What's A Woman 16 Gloria Estefan . Here We Are
    - 17. David Hallyday Tears Of The Earth 18. George Michael - Praying for Time 19. Patrick Bruel - Nors Regarde 20. Depeche Mode - World In My Eyes

#### finland

Most played records on 25 private stations as compiled by Discopress Tampere

. Tero Vaara - Bi Se Viela Oo Rakkautta 2. Muska - Pida Kil

3. Rainer Friman - Se On Salasous 4. Kirka - Ota Lahellesi 5. Irwin Goodman - Ai Ai Ai Kun Nuori Ois S. Kilkika - Sukkula Venukseen

. Whitney Houston - I'm Your Baby Toright 8. Londonbeat - I've Been Thinking About You

# MUSIC EUROPEAN airplay BOOM!

# BABY

THIS WEEK	LAST WEEK	WKS co CHARTS	TITLE ARTIST - ONIGINALLABEL - (PUBLISHER)	THIS WEEK	LAST WEEK	WIS as CHARTS	TITLE ARTIST - ORIGINAL LABEL - (PUBLISHER)
1	2	7	I'll Be Your Baby Tonight Robert Palmer feat. UB40- EMI (Copyright Control)	26	8	20	Tom's Diner DNA feat. Suzanne Vega- A&M (Rondor Music)
2	1	9	I'm Your Baby Tonight Whitney Houston- Arista (Kear/Epic/Solar)	27	26	2	One And Only Man Steve Winwood: Virgin (F.S.Music/Freedom Songs/Warner Chappell)
3	9	4	To Love Somebody Jimmy Somerville- London (Gibb Brothers/BMG Music)	28	18	10	The Obvious Child Paul Simon-Warner Brothers (Paul Simon/Pattern)
4	3	15	I've Been Thinking About You Londonbeat- Anxious/RCA (Warner Chappell)	29	29	5	Fantasy Black Box- Groove Groove Melody (EMI Music)
5	13	3	It Takes Two Rod Stewart & Tina Turner- Warner Brothers (Jobete Music)	30	19	11	The Joker Steve Miller Band- Capitol (Warner Chappell)
6	6	6	Unchained Melody The Righteous Brothers- Verve/Polydor (MPL Communications)	31	28	9	Alors Regarde Patrick Bruel- RCA (14 Productions)
7	20	6	Don't Worry Kim Appleby- Parlophone (Copyright Control)	32	22	14	Ich Hab' Getraeumt Von Dir Matthias Reim- Polydor (Kangaruh Musik)
8	5	ıi	So Hard Pet Shop Boys- Parlophone (Cage Music)	33	33	5	There She Goes The La's- GolDiscs (GolDiscs Music)
9	12	10	Crying In The Rain A-Ha- Warner Brothers (Screen Gems/EMI)	34	44	2	It's A Shame (My Sister) Monie Love feat. True Image: Cooltempo (Chrysalis/Jobete/Virgin)
10	32	2	Ice Ice Baby Vanilla Ice-SBK (Various)	35	NE	•	Do You Remember Phil Collins- Virgin/WEA (Phil Collins/Hit And Run)
	24	3	A Better Love Londonbeat- Anxious/RCA (Warner Chappel//Blue Mountain)	36	45	2	Being Boring Pet Shop Boys- Parlophone (Cage Music/Ten Music)
12	25	4	Sadeness Part I Enigma- Virgin (Data Alpha/Mambo/Siegel)	37)	39	3	Marie Jeanne Michel Sardou- Trema (ART Music)
13	4	12	Show Me Heaven Maria McKee- Epic (Famous/Ensign Music)	38	14	24	Close To You Maxi Priest- Ten Records (Various)
14)	31	2	Justify My Love Madonna- Sire (Miss Bessie Music)	39	48	2	Nuit Jean-Jacques Goldman- Epic (JRG/Marc Lumbroso)
15	15	12	Nah Neh Nah Vaya Con Dios- Ariola (Vaya Con Dios/BMG Music)	40	35	*8	Rhythm Of The Rain jason Donovan- PWL (Warner Chappell)
16	7	10	A Little Time The Beautiful South- Go!Discs (Go!Discs Music)	41)	NE	•	King Of The Road The Proclaimers- Chrysalis (Burlington)
(7)	17	5	Step Back In Time Kylie Minogue- PWL (All Boys Music)	42	49	2	Freedom Anita Meyer- Ariola (BMG Ariola Benelux)
18	10	15	Tonight New Kids On The Block- CBS (M.Starr/EMI April/A, Lancelotti)	43	NE	•	Tout Le Monde Y Pense Francis Cabrel- CBS (Editions Chandelle)
19	21	5	The Secretary Sailor- RCA (K-Works Music)	44	N E	<b>&gt;</b>	Love Of The Year Rene Froger: PWL (BMG Two P(i)eters Music)
20	- 11	3	Through Before We Started Lyers, Michiels & Soulsister- EMI (Siren Music)	45	N E	<b>&gt;</b>	Missing You Soul Il Soul & Kym Mazelle- Ten Records (Jazzle B/Wrgin/EM/Copyright Control)
21)	34	8	You Gotta Love Someone Elton John-Rocket (Big Pig Music)	46	N E	<b>&gt;</b>	Nouveau Big Bang Julien Clerc- Virgin (Ed. Sidonie Et Crecelles)
22	37	3	Keep On Running Milli Vanilli- Hansa(Ariola (Far Music-Production)	47	16	5	New Power Generation Prince- Warner Brothers (Controversy Music)
23	27	6	Alles Em Lot BAP- Electrola (BAP Musikverlag)	48	N E	<b>&gt;</b>	La Berceuse Du Petit Diable Roch Voisine- Ariola (Ed. Georges Mary)
24	30	8	(We Want) The Same Thing Belinda Carlisle- Virgin (Future Furniture/Shipwreck/Virgin)	49	N E	<b>&gt;</b>	Are You Dreaming ? Twenty 4 Seven- Freaky Records/BCM (Stop & Go Music)
25	23	14	Suicide Blonde INXS- Mercury (Tol Muziek/MCA Music)	(50)	N E	<b>&gt;</b>	Miracle Jon Bon Jovi- Vertigo (Bon Jovi/Pri/Warner)

10. Pet Shop Boys - So Hard



## EUROCHART

# hot100%

Coca Gola Stemra

SINGLES

AST WEEK	TITLE  ARTIST ORIGINAL LABEL - (PUBLISHER) COUNTRIES CHARTED	HIS WEEK	AST WEEK	TITLE  ARTIST - ORIGINAL LABEL - (PUBLISHER) COUNTRES CHARTED	HIS WEEK	AST WEEK	<b>TITLE</b> ARTIST - ORIGINAL LABEL - (PUBLISHER) COUNTRES	C CUARTED
1 5	Ice Ice Baby Vanilla Ice-SBK (Various)	35	31 5	Frente A Frente Chico & Roberta- Carrere (Carrere)	69	53 3	Power Of Love/Deee-Lite Theme Deee-Lite-Elektra (Deee-Lite/Virgin)	UK.Ir.SF
2 2 15	l've Been Thinking About You Londonbeat-Anxious/RCA (Warner Chappell)	36	27 15	Ich Hab' Getraeumt Von Dir Matthias Reim- Polydor (Kangaruh Musik)	70	50 26	U Can't Touch This M.C. Hammer- Capitol (Jobete/Bust-It)	F.D.E.DK
3 3 8	l'm Your Baby Tonight Whitney Houston- Arista (Kear/Epic/Solar)  UK.D.B.N.L.E.A.C.H.S.P.DK.N.SEGRI	37	35 3	King Of The Road The Proclaimers-Chrysalis (Burlington)	71	56 4	Time To Make The Floor Burn Megabass Brothers Organization (Various)	UK
4 6 6	Sadeness Part I Enigma- Virgin (Data Alpha/Mambo/Siegel)	(38)	78 2	Wicked Game Cris Isaak-London (Warner Chappell)	<b>(72)</b>	NE	Situation (Remix) Yazoo- Mute (Musical Moments/Sonet)	UK
<b>5</b> 4 7	UK.D.B.N.Lir The Righteous Brothers- Verve/Polydor (MPL Communications)	<u>39</u>	NE	II Faut Laisser Le Temps Felix Gray & Didier Barbevilien- Talar (Zone Musique)	$\overline{\overline{73}}$	NE	Lassie Ainbusk Singers- CBS (Mono Music)	5
6 5 13	Show Me Heaven  Maria McKee- Epic (Famous/Ensign Music)  UK.D.B.N.L.A.CH.S.P.D.K.Ic.N  Maria McKee- Epic (Famous/Ensign Music)	40)	49 3	It's A Shame (My Sister)  Monie Love feat. True Image-Cooltempo (Chrysalis/Jobete/Virgin)	$\overline{\overline{74}}$	82 5	Black Cat Janet Jackson- A&M (Black Ice Music)	DCH.DK.N
7 8 3	It Takes Two Rod Stewart & Tina Turner- Warner Brothers (Jobete Music)	41)	NE	All Together Now The Farm- Produce (Farm Music)	75	48 19	Blaze Of Glory Jon Bon Jovi- Vertigo (Bon Jovi/Pri/Warner)	D.A.C.H.DK
8 9 5	Unbelievable E.M.F Parlophone (Copyright Control)	42	52 2	Being Boring Pet Shop Boys- Parlophone (Cage Music/Ten Music)	76	81 13	Ritmo De La Noche Lorca-Carrere (Pink/Hanseatic)	F.B
9 11 6	Don't Worry Kim Appleby- Parlophone (Copyright Control)	43	NE	This One Is For The Children New Kids On The Block-CBS (Maurice Starr/EMI April)	77	72 3	Missing You Soul II Soul & Kym Mazelle- Ten Records (Jazzie B/Virgin/EMI/Copyrigh	UK.lr at Control)
10 10 11	Une Femme Avec Une Femme Mecano- Ariola (Ba Ba Blaxii BMG Music)	44	45 16	Groove Is In The Heart  Deee-Lite Elektra (Delovely)	78	75 2	Love Takes Time Mariah Carey- CBS (Vision Of Love/Been Jammin')	UK.D.P
12 16	The Joker Steve Miller Band- Capitol (Warner Chappell)	45)	NE	Mary Had A Little Boy Snap- Logic/Ariola (Fellow/Willesden/Songs Of Logic/Warner Chappell)	79	NE	Flo Pierre Bachelet-RCA (Copyright Control)	F
90 2	Pray  M.C. Hammer- Capitol (Controversy/Warner/Bust-It)	46	36 9	Marie Jeanne Michel Sardou- Trema (ART Music)	80	NE	A Better Love Londonbeat- Anxious/RCA (Warner Chappell/Blue Mountain)	UK.D.B.NL
13 7 10	So Hard  DBEACHS.PDKJ  Pet Shop Boys-Parlophone (Cage Music)	47)	NE	Beinhart Torfrock- Polydor (Konstantin Musik)	81	R E	I Promised Myself Nick Kamen. WEA (EMI Music)	DE
14 NE	Justify My Love Madonna- Sire (Miss Bessie Music)  UK.B.N.L.ir.N.SF.I	48	44 12	Thunderstruck AC/DC- Acco (J. Albert & Son)	82	88 20	We Love To Love P.M.Sampson & Double Key- CBS (2nd Hand Music(Siegel)	DA.P
<b>15</b> 17 37	Kingston Town UB40- Virgin (Sparta Florida)	49	46 4	Tears Of The Earth David Hallyday- Phonogram (Scotti Brothers)	83	77 19	Itsy Bitsy Teeny Weeny Yellow Polka Dot Bi Bombalurina-Carpet (Campbell Connelly & Co)	kini FA.DK
16 18 8	Petit Franck Francois Feldman-Phonogram (Mariku/Carole)	50	80 2	Don't Stop M.C. Sar & The Real McCoy- ZYX/Mikulski (Wintrup Musik)	84	60 8	Take My Breath Away Berlin- CBs (Warner Chappell/Famous)	UK.lir
20 3	Keep On Running  Milli Vanilli- Hansa Arros (Far Music-Production)	51	42 10	Hey Little Girl Mark Boyce spic (CBS Music/EMI Music)	85	N E-	24 Hours Betty Boo-Rhythm King (Rhythm King Music)	UK
18 13 10	Crying In The Rain  A-Ha- Warner Brothers (Screen Gems/EMI)	52	40 16	Praying For Time George Michael Epic (Morrison Leahy Music)	86	64 4	Miracle Jon Bon Jovi- Vertigo (Bon Jovi/Pri/Warner)	UK.DS
19 34 19	<b>Tonight</b> New Kids On The Block- CBS (M.Scarr/EMI April/A. Lancelotti)	53	41 13	Suicide Blonde INXS- Mercury (Tol Muziek/MCA Music)  FDCH DKGR1	87	37 5	Cubik Olympic 808 State- ZTT (Perfect Songs)	UK
20 14 20	Tom's Diner F.D.E.A.C.H.GRJ DNA feat. Suzanne Vega- A&M (Rondor Music)	54	32 5	Fog On The Tyne (Revisited) Gazza And Lindisfarne- BesuRCA (Charisma)	88	NE	Just This Side Of Love Malandra Burrows- YTV (Television/Flag)	UK
21 19 7	Are You Dreaming?  Twenty 4 Seven- Freaky Records BCM (Stop & Go Music)	<b>(55)</b>	74 2	La Legende De Jimmy Diane Tell- WEA (CMBM)	89	68 3	Found Love Double Dee- Onizom/Discoln (Copyright Control)	UK.F
22 15 6	Fantasy Black Box- Groove Groove Melody (EMI Music)	56	39 3	My Definition Of A Boombastic Jazz Style  UK Dream Warriors 4'th & B'Way (MCA/Warner Chappell)	90	NE	How I Miss You So P.M. Sampson- CBS (2nd Hand Music)	D <sub>.</sub>
<b>23</b> 43 2	Kinky Boots Patrick MacNee & Honor Blackman-Deram (TRO-Essex)	57	57 3	No Coke Dr. Alban-Swemix (Swemix Publishing)	91	89 11	Rue Fontaine Marc Lavoine- Avrep (Avrep)	F
<b>24</b> 23 II	The Anniversary Waltz - Part One DBNLACHSDKSF Status Quo. Vertigo (Various)	58	66 8	Rien Que Pour Ca Elsa- GM/Ariola (Ed. Georges Marie)	92	73 2	<b>You Gotta Love Someone</b> Elton John- <i>Rocket (Big Pig Music)</i>	DNLADK
<b>25</b> 16 12	Cult Of Snap Snap-Logic/Ariola (Fellow/Warner Chappell/Zomba/Songs Of Logic)	59	71 23	Le Jerk! Thierry Hazard- CBS (CBS Music)	93	NE	Impossible Love UB40- Dep International (Andisongs)	UK.D.lr
26 NE	Saviour's Day Cliff Richard- EMI (Southern Music)	60	59 8	Ultimo Imperio Atahualpa- Ginger Music (Ginger Music)	94	R E	Vision Of Love  Mariah Carey- CBS (Vision Of Love/Been Jammin')	F.D
<b>27</b> 24 30	What's A Woman Vaya Con Dios- Anola (Vaya Con Dios/BMG Music)	<u>61</u>	83 2	La Berceuse Du Petit Diable Roch Voisine- Ariola (Ed. Georges Mary)	95	58 18	Avant De Partir Roch Voisine- GM/Ariola (Ed. Georges Mary)	F
<b>28</b> 26 3	Falling Julee Cruise- Warner Brothers (Anlon/OK Paul)	<b>62</b>	63 28	It Must Have Been Love Roxette- EMI (Jimmy Fun Music)	96	94 2	Moneytalks AC/DC- Atco (J. Albert & Son/Carlin)	UK.ir.SF
29 21 6	l'Il Be Your Baby Tonight Robert Palmer feat. UB40- EMI (Copyright Control)	63	85 2	Qu'Est-Ce-Qu'On Fait Maintenant Benny B. PLR (Copyright Control)	97	NE	Attenti Al Lupo Lucio Dalla- RCA (Assst/Damaluma)	
<b>30</b> 29 5	To Love Somebody  Jimmy Somerville- London (Gibb Brothers/BMG Music)	64	55 4	Sucker DJ Dimples D FBI (ARL Music/Screen)	98	NE	Jeg Er Bar' Sa Go' Trussetyven- EMI (EMI Songs)	DK
31 30 6	Step Back In Time  Kylie Minogue- PWL (All Boys Music)  UK DR.NL.E.S.M.SF	65	61 10	Crazy For You David Hasselhoff- White Records/Ariola (Young Musikverlag)	99	RE	Nao Ha Estrellas No Rui Veloso <i>EMI (EMI Music)</i>	Р
32 33 18	What Time Is Love? (Live At Trancentral)  KLF- KLF Communications (E. G./Zoo/Warner Chappell/Copyright Control)	66	38  0	A Little Time The Beautiful South- Go/Discs (Go/Discs Music)	100	92 2	Jack Talking Dave Stewart & Spiritual Cowboys- RCA (Eligible/BMG/Rondor)	F.D
33 25 11	World in My Eyes Depeche Mode- Mute (Grabbing Hands/Sonet)	67	62 3	Seven Little Girls Bombalurina feat. Timmy Mallett- Carpet/Polydor (Campbell Connelly/EMI)			D & Germany, F = France, CH = Switzerland, A = Austria, I = Italy, E = Spain, NL nd, S = Sweden, DK = Denmark, N = Norway, SF = Finland, P = Portugal, GR	= Greece.
34 22 9	Alors Regarde Patrick Bruel- RCA (14 Productions)	68	28 10	Have You Seen Her M.C. Hammer- Capitol (Unichappell/Bust-It)	IC	= FAS	T MOVERS  R E = NEW ENTRY  R E = RE-ENTRY	
			FELE					

# WATCH OUT FOR MUSIC & MEDIA'S YEAR-END ISSUE!

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### BREAKOUTS

#### NATIONAL HITS READY TO EXPLODE!

france

Pierre Bachelet

Il Faut Le Temps (Tatar)

Rozlyne Clarke

Eddy Steady Go (Carrere)

Zouk Machine

Ou Ke Rive (BMG Ariola)

Corry Konings

Rene Froger

Clouseau

Domino (B/NL)

Techotronic

Turn It Up (ARS/B)

Leven En Laten Leven (CNR/NL)

Love Of The Year (PWL/NL)

Flo (RCA/BMG) D. Barbelivien & F. Gray

#### uk & ireland

P. MacNee & H. Blackman Kinky Boots (Deram) Cliff Richard Saviour's Day (EMI)

The Farm All Together Now (Produce)

Situation (Remix) (Mute)

#### spain

Ultramatic Sacrifice (Ginger Boy) El Norte Susana (CRS)

La Union Fueron Los Fuegos (WEA)

24 Hours A Better Love

Radio Futura Condena El Amor (BMG Ariola)

#### germany, austria switzerland

Torfrock Beinhart (Polydon/D. P. M. Sampson How I Miss You So (CBS/D)

Mary had A Little Boy (Long/BMG Ariola/D) David Hasselhoff Freedom For The World (BMG Ariola/D)

#### scandinavia benelux

Ainsbusk Singers Lassie /CBS/S/ Trussetyven Jeg Er Bar' Sa Go' (EMVD)

Ressu Redford Ala Mee (Finnleyy/SM)

Together We're Lost (Virginis)

#### italy

Lucio Dalla Attenti Al Lupo (RCA/BMG)

Litfiba Il Diablo (CGD) Paolo Conte Happy Seat (CGD) Claudio Baglioni A A Dalli II Dia (CBS)

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#### SINGLES IN EUROPE

Country	NAME OF TAXABLE	2	2 Dec 10 1 1 3 Dec 10 Dec			
UNITED KINGDOM	Ice Ice Baby	Unchained Melody The Righteous Brothers (RolyGram)	Unbelievable EME (EM)			
GERMANY	Sadeness Part I	Ice Ice Baby Vanila Ice (EMI)	I've Been Thinking About You Lostonbez (RCABHG)			
FRANCE	Une Femme Avec Une Femme	Petit Franck Francois Feldman (POlyGram)	Kingston Town U840 (Veges)			
ITALY	Attenti Al Lupo	I've Been Thinking About You Londonbeat (BMG Ariola)	I'm Your Baby Tonight Whitney Houston (BMG Ariola)			
SPAIN	Ultimo Imperio Acabalga (Greger Masic)	I Promised Myself Nck Karer (Warrer Music)	Cult Of Snap Snap (BMG Ariola)			
HOLLAND	Unchained Melody The Rightness Brothers (Polydor)	Sadeness Part I	It Takes Two Rod Suwan & Tru Turner (Warner Music)			
BELGIUM	Sadeness Part I	Qu'Est-Ce-Qu'On Fait Maintenant	Show Me Heaven Haria McKee (CBS)			
SWEDEN	No Coke Dr. Alban (Warner Music)	Show Me Heaven Naria HcKee (CBS)	Lassie Arbak Sigen (CBS)			
DENMARK	Jeg Er Bar' Sa Go'	It Takes Two Rod Steven & Tins Terrer (Warner Music)	I've Been Thinking About You Landonbeat (BMG Ariob)			
NORWAY	Show Me Heaven Maria McKee (CBS)	I've Been Thinking About You Londonbeat (BMG Ariola)	The Joker Some Hiller Band (EHT)			
FINLAND	I've Been Thinking About You	Ice Ice Baby Varila Ice (EMI)	Ihminen Ei Voi Elaa Vetamatta MC NAGE T. (CBS)			
IRELAND	Ooh Aah Paul McGrath Wath Your House (RelyGran)	Ice Ice Baby Vanila Ice (EMI)	N I 7/It Won't Be Tonight Saw Doctors (Sold)			
SWITZERLAND	I've Been Thinking About You	Ice Ice Baby Vanila ke (EM)	Sadeness Part I			
AUSTRIA	I've Been Thinking About You Lonforbrat (BMG Ariola)	Keep On Running Mil Vanil (8MG Ariola)	I'm Your Baby Tonight Whitney Houston (BMG Annia)			
GREECE	I'm Your Baby Tonight Whitney Housson (BMG Ariosa)	Tom's Diner DNA fee: Suzane Vega (Pbl/Gram)	Groove Is In The Heart Dece-Lite (WArner Music)			
PORTUGAL	Nao Ha Estrellas No	Insieme 1992 Toto Catagos (EM)	Nothing Compares 2 U Snead O'Connox (BM)			

#### MUSIC EUROCHART **MEDIA**

SINGLES

Take My Breath Away Tears Of The Earth The Anniversary Waltz - Part One

This Coe Is For The Children

Thunderstruck Time To Make The Floor Burn

Use Femme Aver Use Femme Vision Of Love We Love To Love

What Time Is Love? (Live At Trancentral)

JDE

To Love Somebody

Ulcimo Imperio Unbelievable Unchalned Melody

What's A Woman

Wicked Game World in My Eyes

You Gotta Love Som

Tom's Diner

A Little Time All Together Now Alors Regarde Are You Dreaming? Mary Had A Little Boy Miracle Missing You Attenti Al Lupo Avant De Partir Being Boring Beinhart Moneytalks My Definition Of A Boombastic Jazz Style Nao Ha Estrellas No... Black Cat Blaze Of Glory Crazy For You No Coke Petit Franck Power Of Love/Dece-Lite Theme Crying In The Rain Cubik Olympic Cult Of Snap Praying For Time Qu'Est-Ce-Qu'On Fait Maintenant Rien Que Pour Ca Don't Stop Don't Worry Ritmo De La Noche Rue Fontaine Sadeness Part 1 Saviour's Day Fog On The Tyne (Revisited)
Found Love
Frente A Frente Seven Little Girls Show Me Heaven Situation (Rembt) Scep Back in Time Sucker DJ Suicide Blonde

Groove Is in The Heart Have You Seen Her Hey Little Girl How I Mas You So I Promised Myself
I'll Be Your Baby Tonight
I'm Your Baby Tonight
I've Been Thinking About You Ice Ice Baby Ich Hab' Getraeumt Von Dir I Faut Laisser Le Temps Impossible Love It Must Have Been Love It Takes Two It's A Sharne (My Sister)

(cs A Sharne (My Sister)

(asy Bitsy Teeny Weeny Yellow Polka Dot Bikini 83

Jack Talking

(00) Jack Talking
Jeg Er Bar' Sa Go'
Just This Side Of Love
Justify My Love
Keep On Running
King Of The Road
Kingston Town
Kinky Boots
La Berceuse Du Petit Diable

a Legende De Jimmy

EUROPEAN

LBUMS

AC/DC Alain Sou Beautiful South Michael Bolton Bee Gees Blue System arreras/Dominen/Pavarotti Cinderella Claudio Baglioni Cliff Richard

Clouseau David Hasselhoff Deep Purple Depethe Mode Elmer Food Bea Elcon John Elton John Eros Ramazzotti Erste Algemeine Verunsichtrung Fabrizio De Andre' Foster & Allen François Feldma

Gary Moore George Michael Glpsy Kings Happy Mondays Herbert Groenem INXS Iron Maiden non Birkin ive Bunny & The Mastermixers

joe Cocker Jon Bon Jovi Jose Luis Perales Julio Iglesias Kinderen Voor Kinderen Kylle Minogue ed Zeppelin ondon Beat urio Battisti Lucio Dalla Luis Cobos M.C. Hammer

New Kids On The Block Paul McCartney Paul Simon Pet Shop Boys Peter Gabriel Phil Colins Phil Colins Placido Domingo Ressu Redford Roch Voisine Roger Waters Scorpions Sinead O'Connor Soundtrack - Days Of Thunde Status Quo Steve Winwood The Righteous Brothers The Shadows The Sisters Of Mercy The Traveline Wilbury

Vaya Con Dios Westernhagen

Whitney Houston

Wilderker Herzbuber

MASTER CHART - December 15, 1990

ND a-z



#### **ALBUMS IN** top 3 EUROPE

Country		2	Sum Branch 3 Ship-L
UNITED KINGDOM	The Immaculate Collection	The Very Best Of  Boon join (RolyGram)	Serious HitsLive Pld Colles (Vege)
GERMANY	Serious HitsLive! Phil Colins (Warner Husk)	The Very Best Of  Boom John (Phonogram)	Live Wezenhagen (Warner Music)
FRANCE	Alors Regarde Parick Brue (BMG Ariola)	Le Privilege Motel Sardou (PM)	Scene De Vie Patricia Kaas (CBS)
ITALY	Oltre Caudo Baglori (CBS)	Cambio Lucio Dalla (BMG Ariola)	Serious HitsLive Phi Colins (Warner Masic)
SPAIN	The Very Best Of  Eson john (RelyGram)	Pretty Woman Sountrack - Pretty Woman (EMI)	Their Greatest Hits The Police (PolyGram)
HOLLAND	Tour Of Duty Soundtrack - Tour Of Duty (Magnum)	Serious HitsLive! Phi Colins (Warner Masic)	The Rhythm Of The Saints Paul Seron (Warrer Mark)
BELGIUM	Of Zo Closess (CNF)	The Very Best Of	Serious HitsLive! ht Colins (Warner Hust)
SWEDEN	Tillfalligheternas Spel Tomas Ledn (Record Scarion)	I'm Your Baby Tonight Whitney Houston (BMG Ariola)	Grymlings Grymlings (Warner Husic)
DENMARK	Too Ray Dee Oth (Replay)	I'm Your Baby Tonight Whitney Houston (BMG Ariola)	Dark Passion Hanne Boel (Medley)
NORWAY	The Very Best Of	Alone Too Long Soilar Abrigton (Norsk Platte.)	East Of The Sun, West Of The Moon A-Hu (Warser Missc)
FINLAND	Ressu Assu Retland (Finitery)	Ota Lahellesi Kirka (Ranings)	Se On Salaisuus Rainer Friman (Ensio Music)
IRELAND	The Immaculate Collection	Rhythm Of Love Kyle Hingge (K/le)	The Very Best Of Etter John (ReyGram)
SWITZERLAND	Recycler ZZ Top (Warrer Mark)	I'm Your Baby Tonight Whitney Houston (BMG Ariola)	Serious HitsLive! Phi Colins (Warner Music)
AUSTRIA	The Very Best Of  Etce john (Religinary)	I'm Your Baby Tonight Whitney Houston (BMG Ariola)	Luxus Herbert G. cenemejer (EMI)
GREECE	I'm Your Baby Tonight Whisney Housson (BMG Ariola)	Crazy World Scorpess (PolyGran)	In Concert Carreras Doningo/Pararooi (RelyGram)
PORTUGAL	Mingos & Os Samurais	The Very Best Of	Serious HitsLive! Hil Colins (Warner Musc)

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PIEDIA		TIME!	960		MANUAL CHANGE	# YE _		-	Decini O
THIS WEEK LAST WEEK WES SCOMIS	ARTIST COUNTRES CHARTED TITLE - ORIGINAL LASEL	THIS WEEK	LAST WEEK	WIS on CHARTS	ARTIST COUNTRIS CHARED TITLE - ORIGINAL LASE	THIS WEEK	LAST WEEK	ARTIST TITLE - ONGINAL	COUNTRES CHARTED
1 , ,	Elton John UKDBALEACHSADKINSIGRA The Very Best Of Assier	35	35	4	Michel Sardou Le Privilege &r	69	57 5	Deep Purple Slaves And Maste	DACHSON HTS-ACA
2 1 4	Phil Collins UK/DBNLEACHSPDKINSTE Serious HitsLive!- WywWEA	36	24	4	Cliff Richard UK.DK From A Distance (The Event): 89	70	72 6	Elmer Food B 30 Centimeters	Jeat F Rejdor
3 2 4	Whitney Houston UKDBNLEADISPOKINSIGN I'm Your Baby Tonight-Ann	37	38	39	Michael Bolton Soul Provider- CIS	71	52 2	Luis Cobos Suite 1700 cas	E
4 1 16	Carreras Domingo/Pararotti UK FORMLEACHS FOK IGRA In Concert Deca	38	37	2	Claudio Baglioni Oltre cas	72	60 6	Lucio Battisti La Sposa Occider	ntale cas
5 . ,	Madonna UKOBALEOHS/OKINSIGN/ The Immaculate Collection See	39	32	9	Iron Maiden UKFDEADEDKGR No Prayer For The Dying 89	73	76 13	Roger Waters The Wall - Live I	In Berlin Mesory
6 5 7	Paul Simon UKEDBNLEACHSFOKSFORIF The Rhythm Of The Saints-Home Brokes	40	46	7	Led Zeppelin Remasters Asset	74	73 7	Jose Luis Pera A Mis Amigos Ca	ules E
7 , ,	ZZ Top IDBACHSDKNSIGN Recycler- Warner Broden	41	43	2	The Righteous Brothers The Very Best Of The Righteous Brothers Here-Reyel	75	71 38	Sinead O'Con	Mat I Haven't Got Enge
8 10 13	George Michael UKFDNLEASDKGRU- Listen Without Prejudice Vol. 1- &c	42	42	3	Kylie Minogue Rhythm Of Love Mt	76	78 4	Mecano Descarso Domin	ical Anob
9 , ,	Pet Shop Boys Behaviour-Anaptore  (KOBNLEADISOKISISI	43	40	30	Patricia Kaas Scene De Vie cas	77	81 3	Paolo Conte Parole D'Amore	Scritte A Macchina cco
10 1 1	The Police DBMLEISE Their Greatest Hits-AM	44	41	П	Lucio Dalla Cambio ACA	78	82 5	La Union Tentacion WEA	PIC TIME I
11 - 8	Soundtrack - Pretty Woman DEACHDRIGH Pretty Woman EN USA	45	44	SI	UB40 Labour Of Love II Vigo	79	61 8	Van Morrison Enlightenment As	
12 15 8	Status Quo UKDNEACHSIF Rocking All Over The Years Vergo	46	45	28	Snap World Power-Logistrop	80	77 6	Technotronic Trip On This - T	he Remixes Als
13 30 4	Paul McCartney UK DBN ECHSPDKIP Tripping The Live Fantastic Pareptore	47)	53	2	Julio Iglesias UKENLEDK Starry Night: Cas	81	85 19	Roch Voisine Helene-Granos	
14) 15 11	Herbert Groenemeyer DACH	48	47	52	Phil CollinsBut Seriously. Wyw.WEA	82	87 38	Erste Allgeme Neppomuk's Rac	eine Verunsicherung DA
15 H II	INXS UK-FORNLECHSROKI- X. Merony	49	58	34	Eros Ramazzotti EDBIALE In Ogni Senso-2020	83	NE	Jive Bunny & It's Party Time h	The Mastermixers UKF
16 16 4	Scorpions ONECHSON SHOR Crazy World Herary	50	49	16	New Kids On The Block OKABALECK Step By Step CBS	84	88 36	Gary Moore Still Got The Blu	
17 B B	AC/DC UK/DNLEACHSÓKSF The Razor's Edge Acco	(51)	54	16	Soundtrack - Days Of Thunder DACHSDKN Days Of Thunder-Sec	85	97 31	Wildecker He Herzilein Harsalton	rzbuben
18 23 9	Westernhagen Live. Name displays	52	50	3	Placido Domingo Be My LoveAn Album Of Love EM	86	80 4	Happy Monda Pils N Thrils A	ays And Bellyaches Faccoy-London
19 34 3	Supertramp The Very Best Of AM	53	51	17	Mariah Carey UKDNLECHSDK Mariah Carey. cas	87	90 4	Francois Felde Une Presence Au	man f
20 28 3	Jimmy Somerville The Singles Collection 1984/1990 London	54	56	8	Soundtrack - Tour Of Duty Tour Of Duty-Majour	88	75 5	Blue System Obsession remains	DA OB
21 17 6	A-Ha FDBALCHDKAGK East Of The Sun, West Of The Moon Homer-Broslers	55	55	4	Steve Winwood DNLOISDK Refugees Of The Heart Hym	89	NE	Kinderen Voo Volume II-Roogs	r Kinderen 814
22 12 5	BAP ACH X Fuer 'E U-Bessule	(56)	74	5	The Carpenters UKALOKSF Only Yesterday - Greatest Hits AM	90	NE	Cinderella Heartbreak Statis	UKDSN
23 22 50	Patrick Bruel Alors Regarde ACA	57	59	37	Depeche Mode FDE Violator- Nur	91	51 23	Marco Masini Marco Masini Reo	rd
24 » 2	Peter Gabriel Shaking The Tree - Golden Greats Vign	58	62	63	Elton John Sleeping With The Past Ander	92	54 25	Jean Michel Ja Waiting For Cou	arre FE
25 21 29	Vaya Con Dios POBNLACHOKGE Night Owls Asso	59	63	2	Alain Souchon Nickel rige	93	86 54	Roxette Look Sharp Araph	UKD
26) 35 12	David Hasselhoff DACH Crazy For You when Records Arose	60	48	6	The Sisters Of Mercy Vision Thing: Mercia RolaseSax Mex	94	96 B	Jane Birkin Amours Des Feir	F
27 25 24	Matthias Reim Ma	61)	66	30	Elsa Rien Que Pour Ca Grélios	95	RE	Talk Talk	DNA he Very Best Of Antophore
28 27 5	The Traveling Wilburys (KDN: ACHSDKNS9) Traveling Wilburys Vol. 3: Wilburys Boxes	62)	68	4	Foster & Allen Souvenirs Bac	96	NE	Ressu Redford	
29 31 20	M.C. Hammer UKDNLEDHDKGI Please Hammer Don't Hurt'Em Caped	63	65	23	Toto Past To Present 1977 - 1990 cas	97	84 7	Mina Ti Conosco Mass	cherina AOU
30 ls 5	The Cure UKDENLERDKON Mixed Up Associations	64	69	5	Tomas Ledin Tilfalligheternas Spel-Accord Scacor	98	,93 2	Gipsy Kings Mosaique RM	DPs
31 20 16	Jon Bon Jovi UKDEACHSDKGALE Blaze Of Glory/Young Guns II Vergo	65	70	10	Fabrizio De Andre'	99	83 28	Joe Cocker Live Cate	DEDK
(23)	Bee Gees The Very Best Of The Bee Gees Ander	66	64	6	Clouseau 8N	100	NE		5
33 79 5	Beautiful South Choke-Gethan	67	67	26	Wilson Phillips Wilson Phillips 98				ance, CH = Switzerland, A = Austria. um, IR = Ireland, S = Sweden, DK = stugal, GR = Greece.
24 × 1	Londonbeat DBM CHSDKSF	(0)	20		The Shadows			T MOVERS N	= NEW ENTRY

#### Labels Study East European Market Potential

Despite the fascination major Western record companies have for Eastern Europe, there still exists uncertainty over the viability of the new marketplaces.

Several failed ventures have added to the concern. Last August, for example, EMI came very close into entering a US\$ 25 million co-operative agreement with Hungarian state-owned company Hungaraton. However, when the Budapest-based label's MD Jeno Bors was suddenly dismissed by the ministry of

culture, the deal fell apart. A similar fate befell BMG International. Plans to open a Moscow office in co-operation with Melodia were far advanced when the Soviets suddenly backed off. BMG is still wondering why.

But while the uneasy climate may have delayed large-scale investment, several record companies have announced plans to open up small-sized operations, especially in Hungary and Czechoslovakia. Following is a Westmeets - East, company - by - company update:

CBS was the first major record company to employ a full-time staffer in Czechoslovakia. Suzanne Smetana joined CBS in June this year and was involved in setting up a campaign to promote the Rolling Stones' album Steel Wheels, co-inciding with the band's August 18 concert in Prague.

According to David Main, manager/Asia, Africa & Eastern Europe for London-based CBS International, the campaign was the company's first "Westernstyle" campaign in that market. Exclusivity deals with the nation's TV broadcaster were set up, video clips were put into high rotation. and two national radio broadcasters - Radio Prague and Czech Radio - were playing Stones' material for the three weeks preceding the concert.

Says Main, "We used all means of promotion that were not possible before: postering, selling product at department stores and using caravans at the venue. The whole event took place when the Soviet troops were withdrawing from the country, so the spirit was obviously very high. We sold 50,000 copies of that album and

Supraphon?" So far, CBS has released new albums from Judas Priest, New Kids On The Block, Bob Dylan, Alice Cooper, Midnight Oil, the Clash and George Michael. The company expects to release 27-30 LPs a year in Czechoslovakia.

owned by [state-organisation] | by Bahlmann as follows:

- The difficulties of converting local currency in foreign money ■ The need for blank tape royal-
- ty legislation
- Massive piracy ■ Inadequate copyright pro-
- Underdeveloped distribu-In accordance with standard | tion/retailing infrastructures

"I urge Eastern European record companies to re-define their business and invest in local repertoire. The multinationals need to stand together to support the set-up of distribution systems," Arnold Bahlmann

major record company procedures in Eastern Europe, CBS does not work with full-scale licences but operates on a title-by title basis. The Rolling Stones album was licensed through to Prague-based company Bonton.

CBS is due to open another office in Budapest. Continues Main, "Hungarian legislation towards copyright protection is most encouraging and hopefully in the first quarter of 1991 we'll have someone working that market for us."

After Czechoslovakia and Hungary, Poland is the next market for CBS. The company wants to move in as quickly as possible to make at least some impact against the high rate of piracy (often as high as 90%).

All other Eastern European markets currently are on hold

#### **BMG Music**

Having gone through the Moscow experience, BMG Music International is now taking a cautious stand against investments in Eastern Europe. However, it intends to open up offices in Budapest and Prague before June 30. 1991 (the closing of the company's business year) and is currently talking to several candidates to oversee those operations.

According to Sr. VP/Central Europe Arnold Bahlmann, the problems facing the market are still of such magnitude that setting up proper record industry business inevitably means taking the long-term view. The main problems - and they are those acknowledged by most other manot one was sold in the 160 shops | jor companies - are summed up | mary licenses have been made by

Low living standards.

"The question, therefore, is not whether we are willing to invest", says Bahlmann, "but do we have the right basis for it? I urge Eastern European record companies to re-define their business and invest in local repertoire. The multi-nationals need to stand together to support the set-up of distribution systems. The competition should be about repertoire, not about distribution."

BMG product that has been released in Eastern Europe includes new albums from Whitney Houston, Eros Ramazzotti, Deep Purple, the Eurythmics and Dave

#### PolyGram

In contrast to other record companies for which trading with Eastern Europe is relatively new, PolyGram has been active in the region for almost two decades. Lothar Steyer, GM of the comthe company.

He continues, "It's not advisory to set up offices right now. It would mean a competition with our [present] contacts. However, we're not ruling anything out."

Stevr reports an upturn in business for the company for the first half-year; if this trend continues, a doubling or even tripling of turnover is expected in 1991.

In the past, PolyGram used to lease an annual avarage of 10-20 titles per Eastern European market. That figure has now increased to 100 titles per year per market. Direct exports are reported to represent a "seven-figure income".

Warner Music International also works with non-exclusive licensing agreements. According to Manfred Lappe, MD Warner Music/Austria, Eastern Europe sets its own pace. "We should not act, as we know better. We should give help, guidance and advice when needed and asked for.

"The most difficult part in dealing with the region is finding the right partners who have the motivation and energy to set up ventures. After that, as much product as possible has to be made available. Only then can we concentrate on marketing and promotion. But the driving force behind all this should be Eastern Europe."

Meanwhile, EMI is reconsidering its options in Eastern Europe after the collapse of the Hungaraton deal. According to Ronald William Harris, EMI Music Worldwide's controller/international licensing. the failed joint venture was costly. pany's Eastern European office, "Some of the others frecord com-

"The most difficult part in dealing with the region is finding the right partners who have the motivation and energy to set up ventures. After that, as much product as possible has to be made available." Manfred Lappe

points out that PolyGram continues to deal with the "established" contacts. "Other companies that are new to the region aren't that regulated by prior agreements. PolyGram, however, is." Nevertheless, second and thirdoption arrangements with custopanies] are now ahead of us, but we're not left behind. We licence individual titles to all markets and we envisage a time when we'll make an exclusivity deal."

The company is still committed to moving into Eastern Europe, with Hungary and Czechoslovakia

In The Blood Avenuera

#### A Music Retailer's View of Europe In The '90s

Changes in Eastern Europe, the superstore concept, the decline of vinyl, and 1992, are just some of the factors affecting developments in the music retail sector, HMV's chairman and CEO Stuart McAllister gives his personal view of the challenges facing the industry in the years ahead.

very volatile and fastmoving fashion business, but as a retailer I foresee change in Europe in the '90s on a scale and at a pace at least as great as in any 10-year period since the business started. These will be very exciting and challenging years for all of us.

Some of this change relates to circumstances that are still developing, such as the liberalisation of Eastern Europe, the growth of video sell-through, further new formats in the pipeline, new technologies such as Personics, satellite-based media and, potentially, satellite-based product delivery systems.

It seems to me, however, that there are also two important trends that were established in the latter years of the '80s which already set the tone for further development on the retail side of the industry. These are the emergence of the aspiring international retailer, and development of the superstore concept.

#### Superstores

In the last few years a number of music retailers have made significant moves to expand beyond their domestic markets. As well as HMV, the list includes Tower, Virgin, Superclub and WH Smith. Others such as Musicland and Wave of Japan, I am sure, are either now looking at the prospects or also starting to experiment.

The '80s saw a substantial increase in the professionalism and expertise of music retail and successful concepts have prospered and grown to the point where competition between us is already being played out on an international canvas.

At the same time, the emergence of what the Americans call "Power Retailing" in this market. led to the development of the superstore concept. These stores are better able to act as true product showcases across all the available catalogue and repertoire, this.

usic has always been a | as well as adding exciting new dimensions to the quality and enjoyment of the customer shopping experience. In many major cities the superstore has already proved its worth both for the industry and for its customers.



If I may digress briefly, I should perhaps enlarge on what I mean by "superstore". In HMV there are a number of characteristics that we determine as essential to delivering to the customer a true superstore experience. The most obvious is size. We define a superstore as having a minimum of at least 750 square metres of trading space. Below this we cannot provide the range of product, the service facilities and the environment which will make the shopping experience unique to its customers. There is no maximum

HMV, unlike FNAC and Virgin for example, is positioned primarily as the authority in music and as such we keep our retail offer tightly focused on music product rather than diversifying more widely into books, clothing, hardware, computer games, cafes etc.

The most important benefit of size is the ability we gain to offer the widest possible range and selection of music product in an environment which is merchandised to stimulate and inform. Shopping is increasingly being seen as an entertainment option by consumers. And music, of all products, should lead the field in pricing is not the issue here. Rather it is the range combined with quality service given by trained and knowledgeable staff. Increasingly in the West we are all suffering from time poverty and our customers, like us, seek good and fast service. So HMV, for example, imposes on its designers a requirement that any customer should be able to find a particular piece of product within no longer

than three minutes.

Contrary to out-of-town ware-

house styles of retail, discount

HMV's entry into France in October featured a music superstore in Bordeaux. Other major French cities including Paris will follow. The store in Bordeaux is in fact just over 1.100 square metres in size, judged to be optimum in that market. HMV's strategy is to build optimally sized superstores in all major city markets, combin-

"Operating music stores is about property, trading and employment regulations, product sourcing and, ultimately, meeting the cultural expectations of local customers."

ed, where appropriate, with smaller cluster stores. This strategy has been the key feature of our expansion to date as the highest growth record retailer in the world and has become central to our expansion into Canada, France, Denmark, Ireland, Japan and of course the US.

So my first conclusion, looking at the competitive landscape and the new types of store concept that are emerging, is that the maior music markets of the world -Europe, North America and Japan - will become the battlefields of music retailing in the of political ideology and social ex-

'90s as we all vie for regional and national market share, often against increasingly sophisticated local competitors.

#### The European market

Europe represents by far the most complex of these markets. We have to consider a wide range of local factors. As a retailer I hear talk of the 1992 "single market" with considerable scepticism. Operating music stores is about property, trading and employment regulations, product sourcing and ultimately meeting the cultural expectations of local customers. All of these features exhibit tremendous variation across the Continent, sometimes even regionally within one country, and will be directly affected by 1992 hardly at all.

Take property, for example. Shopping in Europe is still largely High Street based, as opposed to North America where shopping malls are dominant. Some European cities, such as Paris or Rome, are full of beautiful, even ethereal, architecture dating back hundreds of years. Unfortunately, these buildings do not lend themselves to power retailing, and we, therefore, must be both creative and at times, patient.

In retailing, many key elements of the total mix can fortunately be changed with great speed if they prove wrong, but if initial property decisions prove subsequently to

be less than acceptable, these decisions cannot be reversed for very long periods of time. Too many mistakes have been made by UK or US companies in continental Europe in the past, judging property on little more than a fairly

good tourist's view.

But, by far the most important variable for us is the customer. Europe does not enjoy a common culture, it is an amalgam of cultures and sub-cultures that have been born of a competitive and sometimes violent past. There remain considerable differences

pectations. This diversity is the | face major shifts in formats. Vinyl richness of Europe and long may it remain. At HMV we are trying to come to terms with diversity. initially by research and subsequently by training.

We have found that we may need to spend between 12 and 24 months researching a new territory before opening a store. We always carry out detailed industry and consumer research and try to make no assumptions so that we can be open-minded about what that market needs.

Once we are committed to a market, training becomes crucial. HMV has a very clear customer service philosophy and we need to get this across to staff in a way which is appropriate within their culture. We then need to ensure that the delivery of service to the customer meets his need and expectation and our research is important here.

It is too easy as a retailer to slavishly impose training schemes developed in one country on the staff of another only to find that those staff, like our customers, have subtly different expectations which can block the transfer of the all-important service philosophy and brand values. So training is a cornerstone of our strategy and I submit that no one has ever heard of a company going out of business because it spent too much money on training. I also believe that retailers should employ the very best people they can afford. Staff are an investment in the future of the

#### Information technology

business, not a cost,

One last area I should comment on in relation to dealing with diversity, is the role of systems and information technology. In a pan-European or global retailing arena, the need to have effective systems integrated within the operation is paramount. They enable us to rapidly transfer our experience and also critically enhance the speed and quality of learning that we achieve in new operations. In HMV, we are currently investing huge funds to ensure our systems help our managers drive the business and serve the customer better.

Uncertainty in the market The last major challenge we need to deal with is the uncertainty within the market itself. This uncertainty is shared by major markets around the world. We all the answers

is dying. It is unlikely that vinyl will be manufactured for very much longer and my personal view is that it will disappear completely by the mid-'90s.

Others are able to comment more authoritatively on the prospects for new formats, but I see the rate and pace of developments as increasing rather than stabilising. This challenges retailers, particularly if they have not spent the necessary time and money improving their merchandising, Vinyl was always the easiest pro duct to merchandise and its demise will force all of us to be more imaginative and resourceful on merchandising issues.

Suppliers are going to have to think about this issue too. I hope they consult retailers. Just reducing the artwork from vinvl albums to CD and cassette size was clearly cost-efficient for manufacturing but was never efficient for retail merchandising and I think it will have proved to be an illusory

As I mentioned at the outset,

books and records? What motivates the video consumer? How

Is video truly collectable - like do consumers use video and how can they be segmented? How important is price? Does the selling of video add or detract from a music retailer's brand image? Our response to these issues has been twofold: firstly to independently

customer service, will undoubtedly survive and prosper.

Europe already offers a market of 330 million prosperous consumers, many avid consumers of music. With the changes we observe in Eastern Europe that could grow to 800 million, maybe not tomorrow, but certainly within the decade. No retailer can

#### "Those independents who specialise in a particular market niche and offer good customer service will undoubtedly survive and prosper,"

research video consumers and secondly to develop a limited number of "Video Zone" stores so that we can see where video as a retailing concept takes us.

#### Looking ahead So, looking ahead, I am indeed

ably meets his need.

Many independents went out of

business in the 1980s and the high

cost of operating in prime retail

areas and the increasing profes-

sionalism and intensity of com-

petition will continue this process.

Those independents who special-

ise in a particular market niche,

however, by creating authoritative

reputations and offering good

excited about the possibilities in Europe, I think the music retail market will undergo major structural change. There will be an increasing real choice presented to the retailer also has to face up to the music consumer, perhaps for entirely new concepts of music | the first time in some markets. In

"The major music markets of the world Europe, North America and Japan will become the battlefields of music retailing in the '90s."

product delivery including, for I the end he will decide who most example, Personics from the US and the potential down-loading of music via satellite. At HMV we take the view that we should not shy away from technological developments that might seem threatening at first sight. That won't make them go away. It is far better to embrace them from the outset and see where that leads us.

Many people ask me for my views regarding video. Is there a longterm future in retailing video? Frankly, I am undecided. What I do know is that video will go through significant format change over the next 10 years, but I don't at this stage have a view as to how the video sell-through market will develop. The assumption that the video sell-through customer and the music customer are the same is, I think, wrong, Retailers have to learn a lot more about the sell-through video customer. We are asking the questions at HMV but still looking for

unified, and Hungary, which has become commercially much more liberal in recent years, represent markets of special interest to retailers who wish to gain wider access into the East. Finally, a word about our suppliers. I believe that the major

ignore the possibilities. Already

countries such as Germany, now

record suppliers are much more professional than many retailers give them credit for. Most that I have met, and I have met many, are passionate about music. I hope that as suppliers develop their European organisations and obviously take advantage of economies of scale, they retain that passion. I hope they continue to embrace the richness and diversity of Europe and resolutely maintain local promotion faci-

We need, all of us, to ensure that local talent has the opportunity to develop and acquire sponsorship. It is the lifeblood of our industry. It is in the interest of the music industry that we do so and is the mutuality by which supplier retailer and the customer are bound.

BRASSER BV POPSHIRTS SWEAT SHIRTS T-SHIRTS CALENDARS Beatrijsstraat 69, NL-3021 RC Rotterdam. Phone: (+31) 10 4765577. Fax: (+31) 10 4770258. Attention: We speak German English and French

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American Radio History Com

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#### UK I

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Issue 10

#### DANCE

**Publication date** 09 - 03 - 1991

Advertising deadline 12 - 02 - 1991

For Ad details call (20-6691961)

# Tracks PROMISING ACTS WORTH WATCHING

#### Blondin

D'un Coup (Trema/France).

Contact: Michele Bourdette/tel: 33.1.42560882/fax: 1.42252528 Blondin is a French singer/songwriter with a rough and striking voice, which gives just the right edge to this well crafted pop/rock song. Some piano chords in the house-vein, nice horns and his strong vocal delivery add up to a more-than-average track. Taken from his first self-titled album.

#### Maddix

The Hit (101 Records/Germany). Contact: Thomas Been/ tel: 49.511.810021/fax: 511.814988 An upfront mid-tempo beat, a tight female rap and a slick sounding sax-

aphone are blended together into this convincing piece of dancefloor music. Good club potential from Germany. Licence available outside GAS.

#### Romeo's

This Girl Is ... (Fuego/Germany). Contact: Friedl Muders/

tel: 49.421.75111/fax: 421.74066 A well crafted pop song with a nice touch of folk. Romeo's are from Germany and guested on the Pogues' last European tour. This track is from their album Juliet. Licence and subpublishing available outside GAS.

#### Wizdom-N-Motion

Keep Standing By My Side (Mega Records/Denmark).

Contact: Martin Dodd tel: 45.33.117711/fax: 33.134010

Nice swingbeat-like track with a warm atmosphere. The soulful vocals by female singer Chris, a good rap by King Al, some clever samples and a good melody make for a dance track with crossover potential. Licence and subpublishing available outside Scandinavia.

#### William

Alright (Exercises In Style/Sweden). Contact: Cloud Machine Music/

tel: 446.18.52830 Somewhere between bubblegum and trash pop, we find this Swedish band by the name of William. A fierce delivery, hard and soft at the same time. Good

song. Licence available outside Scan-

#### Dr Alban (feat. Leila K.) Hello Africa (Logic/Germany).

Contact: Logic

tel: 49.69.880633/fax: 69.816072

An great African house track, hailing from Sweden. This mixture of African tribal rhythms, Jamaican toasting and western house technology is already very big in Scandinavian and German clubs. The rest of Europe will doubtlessly follow.

#### The Candy Skins

Submarine Song (Long Beach/U.K.). Contact: Julie O'Neil/

tel: 44.71.7278636/fax: 71.2294061 The Candy Skins from England are a typical indie guitar band. They sound fresh and lush, and combine beautiful vocal harmonies with glistening guitar melodies. This is a great pop song in-



#### Fury In The Slaughterhouse Rain Will Fall (SPV/Germany).

Contact: lutta Kestner/

tel: 49,511,810021/fax: 511,814988

Uplifting powerpop from Germany. Fury... are a six piece band with a lot of energy, which is just what gives this piece of melodic rock & roll a strong extra. Licence available outside GAS.

AmericanRadio

Records mentioned on this page are by promising acts which have potential for breaking into the pan-European market. The selection is done by the editorial team of Music & Media. Radio & TV programmers wanting to play the material mentioned here should be aware that not all records are necessarily released



Now what do I hear on the grapevine about your friends and mine, Milli Vanilli. So far the boys have, according to manager Karsten Heijn, had several offers for recording deals, been offered parts in a couple of films, and approached for the rights to a book on their story. Can't complain

about that, can you?

Mystery surrounds the sudden departure of DJ Johnnie Walker from his evening show at the BBC's Greater London Radio. The official explanation is that Walker had been finding it difficult to combine his GLR evening show with a morning show on Radio 5 three days a week. But certain remarks he made during his show on the day that Margaret Thatcher resigned probably didn't

only did UK commercial radio beat the BBC hands down when it came to breaking the news, but County Sound also achieved another first. At 10.45, just over an hour after the official news, the station aired a hurriedly written and recorded commercial which began "Well, that's it. Goodbye Mrs Thatcher, It really is the end

prices at One Acre Carpets" Thatcher's resignation was also too much for pop-star and selfpublicist Jonathon King, who recorded a version of the old Honevbus hit I Can't Let Maggie Go within hours of the announcement.

of an era. But whatever happens

at Westminster, there are one or

two things that are a little more

reliable than politics - like the

Now I don't usually give plugs... but I just wanted to say how pleased I am that E.M.F. are having such success with the fabulous Unbelievable, which I thought was really weird the first time round I heard it, but has now seeped so into my conciousness that I find myself singing it in the bath. An unlikely, but worthwhile hit, and nice to see something else in the UK and Dutch charts other than songs riding on the back of

Talking of the resignation, not | films, TV series or adverts! And I'd also like to say a big welcome back to Kim Appleby and her very jolly singalong Don't Worry.

So how many people in Europe will receive at least one of the following collections for Christmas: Elton John's The Very Best Of ...: Madonna's The Immaculate Collection: or Phil Collins' Serious Hits ... Live!. Judging by the way they are leaping up the charts, practically everyone I would guess.

Now before I launch into the anniversaries, I must give my sincere apologies for wishing Dennis Wilson and Harry Chapin happy birthday a couple of weeks ago. Thank you to everyone who rang me to point out the faux pas.

And so to this week's commemorations: Keith Richards will be 47 on December 18 while Billy Bragg will be 33 on December 20. Frank Zappa is 50 on December 21 and another Beach Boy, Carl Wilson, is 44. The brothers Gibb. Robin and Maurice are 41 on December 22 and Andy Summers is 48 on December 24. Annie Lennox is 36 on Christmas Day, and Phil Spector is 50. Perfect for your holiday programming! Talking of Christmas, well its

ok to mention it now, Vanilla Ice's Ice Ice Baby must be the most unlikely UK Christmas no. 1 record in ages. Well, I suppose

"ice" does have something to do with winter, but it's hardly in the same league as Slade's Merry Christmas Everybody, or all those other glam rock numbers from the early 1970s! But it's congratulations to Spain's Mecano, no. 1 in France with Une Femme Avec Une Femme, Incidently, in Spain, the top spot goes to Atawalpa's Ultimo Imperio.

So as 1991 approaches, here's a sneak a preview of the year's overall biggest sellers; women did very, very well indeed! All will be revealed next week, and there are a few surprises in store. You will also get the results of my own readers poll next week, as well. What a funny old lot you are ... especially in your predictions for 1991!

Talking of holidays, seems like there is a possiblity of me taking a longish break in the near future. At least the boss has suggested I might like to go and do a bit of morale boosting in the Gulf. Will keep you posted ...

#### MAKING WAVES

#### Radio Vitamine, A Natural Approach To The Airwaves

- Format: MOR/speech
- Core artists: various
- Top shows: "Le Dynamhit"
- Target audience: 15-49
- poll February 1990) Frequency: 92.4 FM
- Broadcast area: La Ciotat, MD and director of program-

mes, Mathias Combes: "Radio

Vitamine's slogan is 'naturally'.

so that gives some idea of the

tone I want to give to the station.

I'm not interested in anything

artificial. I'm a firm believer in

"Our concept and style are

geared towards that end. We're

currently leaders in the Var

region - an area noted for its

the concept of local radio.

- Toulon, Hyeres ■ Founded: 1984
- Ownership: Bernard Cantier. Paris-based industrialist
- Actual audience: 15.8% (BVA Address: Youte de la Sevne,
  - 83190 Ollroules, Toulon

which proves our format is an-

"In fact our programming is

preciated by a wide audience.

- Tel: 33 94 63 12 12

"I don't use a panel, but we have plenty of daily contact with our audience, so we get an idea of networks. We are leaders in the what they want and what they 15-25 and 34-49 age groups, don't want. A panel could be

> to bring a particular record off the playlist, but not for new releases. "All our programming is done

product, and only about 30%

"I make up the playlist, 100

titles, and always include a wide

range of artists. I'm more likely to

turn to local retailers for inspira-

tion than national or interna-

tional charts: a local radio station

needs to stay close to its listeners.

useful if you want to know when

French product.

designed to appeal to everyone: our morning shows play a manually; we do not use a computer. Our jingles come from a French/Anglo American mix of 60:40, and a high percentage of company in Paris. Currently the gold tracks. The approach is only syndicated show we use is more popular, more AM style. Antoine de Caune's 'Marlboro From 14.00 to 22.00 it's more Music'. We've been running that high concentration of national FM, with an emphasis on dance for about a year.

"We're on the Media Control list, so we don't have any problems getting record company product. If anything, we have too much contact with them

"Promotion wise, our activities are extremely varied. We cover all the local football and rugby, organise galas and shows with national artists, back film premieres and have a range of events for

"As for the future, I'm not going to make any wild predictions. But as long as our format works well for the region, which it does, then I don't see any reason to change it?'

in every territory. International A&R managers and music publishers on the look out for new deals should contact the original master/publishing owners. Country of origin and contact numbers are listed as known. Those wishing to submit material to this section should send their records, biographies and photos to Music & Media, Talent Tracks, PO Box 9027, 1006 AA Amsterdam, Holland,

UB 40- Impossible Love

#### UNITED KINGDOM

BBC RADIO I - LONDON Chris Lycett - Head Of Music A List: AD Madonna- Justify My Love

Alex Dickson - Prog. Dir. The Farm, All Together Nov A List: AD Belinda Carlisle-Summer Rai Sanp- Mary Had A Little Boy B List:

AD A.Ha. I Call Your Name Beautiful South- My Book Billy Idol- Prodigal Blues B Liet. AD Delage- Rock The Boat Cliff Richards Saviour's Day Maxi Priest- Human Work Of Art New Kids O/T Block- This One's Whitney Houston: All The Man W.F.S.T.S.- Operas House

CARITAL RADIO - LONDON Richard Park - Prog. Contr. A List:

AD C&C Music Factory- Gonna Make AD Twenty 4 Seven- Are You Grease- Megamix Status Ouo- Anniv, Waltz Part 2 Pohlles, I rue Makes Thines Teddy Pendergrass- Make It Keith Sweat- I'll Give All My live Bunny- The Crazy Conga Will To Power, I'm Not in Low Chris Isaak, Wirked Game The Farm- All Together Now loey B. Ellis- Go For It Snap- Mary Had A Little Row Indian Girk, Hammer And A New Kids O/T Block- This One's

A List:

B List:

METRO FM - NEWCASTLE Giles Squire - Prog. Contr. A Lice.

AD Madonna- Justify My Low The Farm- All Together Now Yeann, Struction New Kids O/T Block- This One's MC Hammer, Pray

B List: AD A-Ha- I Call Your Name George Michael, Freedom Belinda Carlisle, Summer Rain Status Quo- Anniv. Waltz Part 2 Orch On A Half Shell, Turtle Whitney Houston, All The Man

AC/DC- Moneytalks PICCADILLY RADIO - MANCHESTER

Keith Pringle - Head Of Music A List: AD Bassomatic- Ease On By Beautiful South- My Book

Michael Bolton- Georgia On My Neneh Cherry- I've Got You Beverley Craven- Promise Me Dimples D. Sucker DJ The Farm- All Torether Now Hi Tek 3- Come On And Dance INXS- Disappea James-Lose Control L.L. Cool J- Around The Way P.MacNee/H.Blackman-Kinks Merabass- Time To Make The George Michael- Freedom Snap- Mary Had A Little Boy Technotronic-Turn It Up

UB 40- Impossible Lave B List: AD Innocence- A Matter Of Fact MC Hammer- Pray Monie Love- Down To Earth Twenty 4 Seven- Are You

Will To Power- I'm Not In Love World Of Twist- The Storm GREATER LONDON RADIO - LONDON

Trevor Dann - Head Of Music A List AD Fleetwood Mac-Skies The Limit Gary Moore- Too Tired UB 40- Impossible Love Mariah Carey- Love Takes Time

LP Dwight Yoakam

RRMR - RIRMINGHAM Robin Valk - Head Of Music A List

AD Michael Bolton- Georgia On My

Dimples D. Sucker DI

James - Lose Control

Billy Idol, Prodigal Blues

Styx. Love Is The Ritual

RADIO CLYDE - GLASGOW

A-Ha- I Call Your Name

Status Oug- Anniy, Waltz Part 2

. Cool I- Around The Way

lichael Bolton- Georgia On My

Ten City- Superficial People

AC/DC- Moneytalks

RADIO CITY - LIVERPOOL

Tony McKenzie - Head Of Music

PADIO TRENT CROUR - NOTTINGUA

Aztec Camera- The Crying Scene

Kim Wilde- I Can't Say Goodbye

Michael Bolton- Georgia On My

Len Groat - Deputy Prog.Dir.

AD The Farm- All Together Now

MC Hammer- Pray

AD Beautiful South- My Book

Enigma- Sadness Part I

Emotional Fish- Blue

John Waite- Deal For Life

DOWNTOWN RADIO - BELEAST

John Rosborough - Head Of Prog.

Chris Isaak- Wicked Game

John Waite- Deal For Life

Will To Power- I'm Not In Low

Belinda Carlisle- Summer Rain

Paul McCarrney, All My Trials

Peter Gabriel- Shaking The Tree

Status Quo- Anniv.Waltz Part 2

Liam Reilly- Throwing Caution

Nana Mouskouri- Oh Happy Day

Parer Gahriel, Solehury Hill

Cliff Richard, Saviour's Day

CHILTERN RADIO & NORTHANTS RADIO

Belinda Carlisle-Summer Rain

Paul Robinson - Prog. Contr.

Grease- Megamix

AD Whitney Houston- All The Mar

Black Box: The Total Mi

Enigma- Sadness Part I

The La's- Son Of A Gun

Andy Westgate - Head Of Music

Pet Shop Boys- Being Boring

Chris Isaak - Wicked Game

Soul II Soul- Missing You

AD PMacNee/H.Blackman-Kinky

E.M.F. Unbelievable

Rombalurina, Seven Little

Loose Ends- Love's Got Me

GWR - BRISTOL/SWINDON

AD George Michael- Freedom

A List:

B I ist

Beautiful South: Love Wars

A-Ha- I Call Your Name

Michael Bolton-Georgia On My Min

AD Carpenters, Close To You

Betty Boo- 24 Hours

Julee Cruise- Falling

Orch. On A Half Shell-Turtle

Sisters Of Mercy- Doctor Jeep

Aztec Camera- The Crying Scene

B List:

Mica Paris- South Of The Maxi Priest-Human Work Of Art AD MC Hammer, Pray Double Dee- Found Love Belinda Carlisle- Summer Rain Mariah Carey- Love Takes Time Paul McCartney- All My Trials Dread Zeppelin- Your Time Is Julee Cruise, Falling George Michael- Freedom

L. Cool I- Around The Way Michael Bolton- Georgia On My A-Ha- I Call Your Name Ashley & Jackson- Solid Gold G.N. Electrics- Sundays's Child Chean 'n' Nasty- Mind Across Gary Glitter- Red Hot Warrant- Cherry Pie

RED ROSE RADIO - PRESTON/BLACKPOOL Kenni James - Head Of Music A List:

AD A-Ha- I Call Your Name Seal- Crazy Alias- More Than Words Can Say

ATLANTIC 252 - COUNTY MEATH Paul Kavanagh - Head Of Music A List:

Vanilla Ice- Ice Ice Baby R Stewart/TTurner- It Takes Two F M F- Unbelievable Alias- More Than Words Can Sa Righteous Brothers- Unchained Kim Appleby- Don't Worry Jimmy Somerville- To Love Tony! Toni! Tone!- Feels Good Black Box- Fantasy Robert Palmer/UB 40- I'll Be

HORIZON RADIO - MILTON KEYNES Clive Dickens - Head Of Music AD Nigel Benn- The Pack Malcolm McLaren- Aria On Air Orch. On A Half Shell- Turtle Blue Pearl, Aline

Quincy Jones- Back On The PADIO HALLAM - SHEEFIELD Dean Penall - Head Of Music AD Monie Love- Down To Earth E M E. Unbelimable

L.L. Cool J. Around The Way Will To Power- I'm Not In Low The Farm- All Topether Now Maria McKee- To Miss Someone Dream Warriors- My Definition Malandra Ruccoust, Just This Megabass- Time To Make The utiful South- A Little Time The Chimer, I ove Comes To Min Technotronic- Turn It Up Hi Tek 3- Come On And Dance UB 40- Impossible Love Bassomatic- Ease On By Vanilla Ice- Ice Ice Baby Mayi Priest, Human Work Of Ar Lynn Hamilton- In Your Arms nnocence- A Matter Of Fact Deep, life, Power Of Love 808 State- Cubik/Olympic

John Dash - Head Of Music A List: Sybil- Make It Easy On Mi Michael Bolton- Georgia On My Dimnles D. Sucker DI MC Hammer- Pray Paul McCartney- All My Trials MC Hammer- Pray The Mission- Hands Across The Iulio Iglesias- Can't Help

The Cure- Close To Mi Michael McDonald, All We Got RADIO BROADI AND - NORWICH Dave Brown - Head Of Music PP R.Stewart/T.Turner- It Takes The Chimes- Love Comes To Min Innocence, A Matter Of Fact Righteous Brothers- Unchained

Kim Appleby- Don't Worry Alias, More Than Words Can Say A List: AD Cliff Richard- Saviour's Day George Michael- Freedom Beautiful South- My Book Kim Wilde- I Can't Say Goodbye

R List: AD Fleetwood Mac-Skies The Limit Delage-Rock The Boat

FOX FM - OXFORD Steve Ellis - Prog. Contr. A List: AD Innocence- A Matter Of Fact Chris Iszak - Wirked Game Vanilla Ice- Ice Ice Baby

NDR 2 - HAMBURG AD Betty Boo- 24 Hours Lutz Ackermann - Head Of Music Deee-Lire- Power Of Love A List: Torfoork, Beigham

Twenty 4 Seven- Are You Kim Appleby- Don't Worry Pet Shop Boys- So Hard Kylie Minogue-Step Back In Cliff Richard- Saviour's Day Herbert Groenemeyer- Ich Will Maxi Priest-Human Work Of Art Robert Palmer/UB 40- I'll Be limmy Somerville- To Love

Ion Bon Iovi- Miracle

AD Pet Shop Boys- Being Boring

MC Hammer- Pray

Soho- Hippychick

WDR I - COLOGNE

Werner Hoffmann - Prod

Black Box- Fantasy

UB 40- Impossible Love

Madonna- Justify My Love

limmy Somerville- To Love

HIT CHIPS . Weekdays I.3 PM

AD Frankie G.T.H.- Power Of Love

Ion Bon Iovi, Miracle

AC/DC- Moneytalks

Cinderella, Shelter Mc

A.Ha. I Call Your Name

Johnny Hallyday- Tears Of The

Information Society, Think

Damn Yankees- High Enough

POP SESSION - Weekdays 6-8 PM

Hans-Holger Knocke - Prod.

Selection Andreas Hob:

Natty U- Maffia

WDR I - COLOGNE

Wolfgang Roth - Prod.

WDR I - COLOGNE

Holly Johnson- Where Has Love

E.Brickell/New Bohemians- Mama

Geoffrey Oryema- Land Of Anaka

Reach Boys, You Still Believe

John Surman-Pipers Pool

Bobby McFerrin, Medicine Mar

lan Garbarek, Molde Cantick

The Nits-Long Forgotten Day

Hupo Race: The Grand Paney

Big Audio Dynamite- Change Of

Paul Roland- I Stood Upon The

SCHLAGERRALIYE - Saturdays 1-3 Ph

Phil Collins- Do You Remembe

Proclaimers- King Of The Board

Frankie G.T.H.- Power Of Love

Bette Midler- From A Distance

A-Ha- I Call Your Name

Deep Jire, Power Of Lave

Robert Palmen/UB 40- I'll Be

Mark Shaw- Love So Bright

George Michael- Freedom

ondon Beat- A Better Low

Kim Appleby- Don't Worry

Mayi Prings, Human Work Of Ar

HR 3 - FRANKEIIRT

Markus Hertle - DI/Proc

Jean-Jacques Goldman- Nuit

Jeff Graham - Prog. Dir. PP A-Ha- I Call Your Name Whitney Houston- All The Man Enigma- Sadness Part 1 Orch, On A Half Shell- Turtle AD Chris Isaak- Wicked Game Righteous Brothers- Uncha Proclaimers- King Of The Road

AD New Kids O/T Block- This One's F.A.B.- Stingray Megamix R List: AD The Scientist-The Exorcist Mica Paris- South Of The River

Cliff Richard- Saviour's Day

RTL 208 - LONDON

A List:

Beautiful South- My Book SWANSEA SOUND . WALES David Thomas - Prog. Contr. PP Phil Collins- Do You Remember Wendy Maharry- California Delage-Rock The Boat

AD Kim Wilde- I Can't Say Goodbye Malandra Burrows- lust This Paul McCartney- All My Trials Cliff Richard- Saviour's Day The Chimes- Love Comes To Mine Noel Murphy-Murphy And The Bricks Neath College- No Problem INVICTA FM - CANTERBURY

Johnny Lewis - Head Of Music A 1 ices AD INXS- Disappear Will To Power- I'm Not In Low Peter Gabriel, Solsbury Hill Cliff Richard- Saviour's Day

Righteous Bros.- You've Lost R List: AD Michael Bolton- Georgia On My Paul McCartney- All My Trials Kim Wilde, I Can't Say Goodby Tony Terry- Head Over Heels Black Box- The Total Mix Ten Ciry, Superficial People Snap- Mary Had A Little Boy Seal- Crazy MC Hammer- Pray

OCEAN SOUND - FARAHAM lim Hicks - Head Of Music A List

AD Dimples D. Sucker DJ London Best, A Better Love Twenty 4 Seven- Are You B List: AD George Michael- Freedom

Pumphouse Gang- The Whole Of

RED DRAGON EM - CARDIEI

AD Cliff Richard, Saviour's Day Michael McDonald- All We Got Michael Bolton- Georgia On My George Michael- Freedom

Chris Isaak- Wicked Game

GERMANY

LP Mary Black

A List:

B List:

RAYERN 3 - MUNICH

STS: Das Femer

AD George Michael- Freedom

Toefrock-Reinbart IRELAND SDR - STUTTGART 2 FM - DUBLIN Hans Thomas - Prod. John Clarke - DJ/Prod. Phil Collins- Do You Remembe PP Kim Appleby- Glad Beautiful South- My Book

LP Paul McCartney SR I/EUROPAWELLE SAAR Gipsy Kings- Hotel California Dieter Exter - DJ/Prod. omething Happens- Parachute PP A.Ha- I Call Your Name AD Paul Simon-Born At The Right Barry Manilow- Jingle Bells Fleetwood Mac- Skies The Limit Dwight Yoakam- Takes A Lot To

EMT-Suzanne AD Bombalurina- Seven Little E.Brickel/New Bohemians- Mama Kohl & The Gang- He's The Boss Provers- Alleluiali AC/DC- Moneytalks Brick- Dazz

Claus-Erich Boetzkes - Head Ent. Pems LP TKA AD Fine Young Cannibals- It's OK Whitney Houston-I'm Your Baby Proclaimers-King Of The Road SFB 2 - BERLIN Carly Simon- Better Not Tell Freudiana-Little Hans Kim Wilde- World In Perfect

Juergen Juergens - Head Of Music erville- To Love Proclaimers- King Of The Road Black Box- Fantasy

STATION REPORTS

FMT/Camilla- Suzanne W. Ambros- Langsam Wochs Ma Al Bano & Romina Power Lenny MacDowell Project

> RR 4 - BREMEN Axel Sommerfeld Burghard Rausch - DJ/Prod. AC/DC- Moneytalks Betty Boo- 24 Hours Fury I/T Slaughterhouse- Rain Holly Johnson- Where Has Love Mark Shaw- Love So Bright Soho- Hippychick Al B. Sure!- Missunderstanding Cynda Williams- Harlem Blues

RIAS 2 - BERLIN Henry Gross/Andreas Dorfmann Mand Of Muric

AD Johnny Gill- Fair-weather Friend BCH . KIEI

Martin Schwebel- Head Of Music PP Dave Stewart-Love Shines AD May Print, Muman Work Of Arr Phil Collins- Do You Remember Beautiful South- A Little Time Robert Palmeril IR 40- I'll Re-Snap- Mary Had A Little Boy Jon Bon Jovi- Miracle Monie Love- It's A Shame

RADIO RPR - LUDWIGSHAFFN Hans Mappes- DJ/Prod. London Beat- A Better Love Oleta Adams- Get Here The La's: There She Gnes John Martyn- Send Me One Line Prefab Sprout- We Let The Stars Absent Friends

RADIO FFH - FRANKFURT Sabine Neu - Head Of Music PP Kim Appleby- Don't Worry A List: Elton John- You Gotta Love Steve Miller Band- The loker

Pet Shon Boys- So Hard Whitney Houston- I'm Your Baby Westernhagen-Freiheit London Beat- I've Been Vava Con Dios- Nah Neh Nah Enizma- Sadeness Part 1 P.M. Sampson- How I Miss You Robert Palmer/UB 40- I'll Be Fine Young Cannibals- It's OK Herbert Groenemeyer- Luxus Ion Bon Iovi- Miracle Mariah Carey- Love Takes Time

HUNDERT,6 - BERLIN Fred Schoenagel - Head Of Music PP Paul McCartney- Things We Said St.Paul- Every Heart Needs A AD Greyhounds- Asphalt Cowbon Bee Gees-How Deep Is You Cathy- Bravo Bravo Peter Gabriel, Solchury Hill Juliane Werding- Vielleicht

Sanney If You Could See RADIO GONG 2000 - MUNICH Walter Freiwald - Music Dir Herbert Groenemeyer- Luxus Beautiful South- A Little Time

George Michael- Freedom The Righteous Brothers- Unchained Peter Gabriel RADIO GONG - NUREMBERG

BAP- Alles Em Lot

Steffen Meyer - Music Dir. Dana Dawson-Romantic World PP Bette Midler- From A Distance Lonnie Gordon- If I Have To AD Phil Collins- Do You Remembe AD UB 40- The Way You Do Maxi Priest- Human Work Of Art Dimples D. Sucker DI Cliff Richard- We Don't Talk Debbie Gibson- Anything Is limmy Somerville- To Love Madonna- Justify My Lo Snap- Mary Had A Little Box Dr.Alban/Leila K.- Hello Africa

RADIO CHARIVARI - NUREMBERG A List: Mathias Hofmann - Music Dir. PP Enigma- Sadeness Part One London Beat- I've Been Whitney Houston-I'm Your Baby Maria McKee- Show Me Heaven

AD New Kids Off Block- Let's Try Pet Shop Boys- Being Boring

STAR + SAT RADIO - GRUFNWALD Jo Lueders - Prog. Dir. A List:

> Too Short, The Ghetro The Time: Chocolate George Michael- Freedom Kylie Minogue-Step Back In PM Sampson- How I Miss You Korgis- Everybody's Got To Traveling Wilburys-Inside Out Freudiana- Little Hans

Whitney Houston-I'm Your Baby AD Indien Girls-Hammer And A Nail Neville Brothers- Fearless Jimmy Somerville- To Love Pebbles- Love Makes Thines Dave Stewart- Love Shines Vern Gosdin- Is It Raining A INXS- Disappear

PADIO PEGENROGEN . MANNHEIM Markus Wahl - Music Die PP Sally Oldfield- Guiding Star AD Hanne Boel- Light In Your Pet Shop Boys- Being Boring Prefab Sprout- We Let The

HIT RADIO NI . NUREMBERG Cetin Yaman - Prog. Dir. PP MC Hammer- Pr AD Latino Party- The Party Betty Boo- 24 Hours Madonna- Justify My Low

RADIO XANADU - MUNICH Armin Kessler - Head Of Music PP Enigma- Mea Cuipa AD Madonna- Rescue Me P.M. Sampson- How I Miss You Dana Dawson, Romantic World

Soulsister- Facing Love My Jealous God- Pray A.G.A. Take Good Care Betry Boo: 24 Hours SCHWARZWALD RADIO - FREIBURG Pete Traynor - Head Of Music A List: Enirma- Sadeness Part One Whitney Houston-I'm Your Baby Paul & Andy- Teach The

Pet Shop Boys- So Hard

Harriet-Temple Of Love

London Beat- I've Been

Hall & Oates- So Close

AD Kylie Minogue- Step Back In

The Nits-Radio Shoes

Madonna- Justify My Love

Beautiful South- A Little Time

John Farnham- That's Freedom

Vava Con Dios. Nah Neh Nah

Caron Wheeler- UK Blak

RADIO SALILI SAARBRUECKEN

Steve Miller Band- The Joke

London Reat, A Retter Love

Monie Love- It's A Shame

Jean-Jacques Goldman, Nuit

The La's- There She Goes

Adam Hahne - Prog. Dir.

AD Soho-Hippychick

BAP, Aller Em Lot

Nathalie Andre - Head Of Music Vagabonds- Pere Noel Rocker Madonna- Justify My Love Phil Collins- Do You Remembe Michel Polnareff- Lna Ho LP Serge Reggiani Diversion (Comp.) Nelson-Love And Affection Jil Caplan Fine Young Cannibals- It's OK

RMC - PARIS

SUD RADIO - TOULOUSE Marie Ange Roig - Prog. Dir. George Michael: Freedom Olive- Retour A L' Envoyeu Cheap Trick- Wherever Would ! Neville Brothers- Fearless LP ZZ Top Whitney Houston

lean-lacques Goldman NRI NETWORK Max Guazzini - Dir. AD Johnny Hallyday- le Ne Suis Soup Dragons-I'm Free Eros Ramazzotti- Canzon Florent Pagny- Presse Qui Righteous Brothers, Unrhained

SKYROCK - PARIS Laurent Rouneau - Prog. Dir AD Black Box- Fantasy Chico Secchi Project- I Say Scorpions- Wind Of Change RADIO 7 T.O.N. - BAD MERGENTHEIM Culture Beat- I Like You Reinhard Baerenz - Head Of Music UB 40- The Way You Do The FUN RADIO - PARIS

J.P. Millet - Prog. Dir

Maxi Priest- Close To You

London Beat- I've Been

Aswad- Next To You

Lisa Stansfield- You Can't

Phil Collins- That's lust The

Sydney Youngblood- Ain't N

Mariah Carey- Vision Of Love

Gloria Estefan-Here We Are

Steve Miller Band- The loker

AD Rozlyne Clarke- Eddy Steady Go

Navobe-I'll Be Around

A List:

Pet Shop Boys- Being Boring RADIO ARA - ASCHAFFENBURG Udo Langenohl - Music Dir./DJ

> The La's- There She Goes Van Morrison-Real Real Gone Kim Appleby- Don't Worry George Michael- Freedom Proclaimers- King Of The Road Phil Colins- Do You Remember

Sanne- If You Could See Me The Cure- Close To Me Barry Manilow- Jingle Bells Monie Love- Down To Earth AD E.Brickell/New Bohemians- Mama Eno/Cale- Spinning Away

Prayers- Alleluiah Elton John- Easier To Walk

RADIO F - NUREMBERG Sigi Hoga - Prog. Dir. A List:

Propaganda- Heaven Give Me Words Lou Rawls- It's Supposed To Br MC Hammer- Have You Seen Her Sally Oldfield- Narasha S.Waggershausen/V.Lazlo- Jesse Izabella-Substitute Restless Heart- Fast Movie C. Atkins/M Knoofler: Poor Box limmy Somerville- To Love Shakin' Stevens- Pink

RADIO RESIDENZ - KARLSRUHE Axel Reimann - Prog. Dir. A List

Whitney Houston-I'm Your Baby London Beat- I've Beer Pet Shop Boys- So Hard Kylie Minogue- Step Back In INXS- Suicide Blonde Nelson-Love And Affection John Farnham- That's Freedon Jon Bon Jovi- Blaze Of Glor Kim Wilde, World In Parfer AD Monie Love It's A Shame Hall & Oates- So Close MC Hammer- Pray

FRANCE RTI - PARIS

Leon Redbone-Sugar

LP Jean-Jacques Goldman

BELGIUM BRT 2. ROYAAI Monique Le Marcis - Head Of Prog Selection Monique Le Marcis STUDIO BRUSSELS Patricia Kass- Kennedy Rose Madonna- Justify My Love

GERMANY

HOLLAND VERONICA, VARA

AVRO, TROS, SKY

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The current hit single by

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SPAIN **CANAL SUR** 

SWITZERLAND RADIO 24.

FORDERBAND, DRS3

GREECE SEVEN X

RADIO 1, OST,

NORWAY RADIO 102, NORD

DENMARK UPTOWN FM. ABC. SLR **TELEVISION** 

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HIGH LIVE.

COUNTDOWN, BSB



**PolyGram** 

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#### **FUROPE 2 NETWORK** Marc Garcia - Prog. Dir. Jean-Jacques Goldman- Nuit AD Robert Palmer/UR 40- I'll Re

Roch Voisine- La Berceuse Du Rosette- It Must Have Reer lil Canlan- Tout C'Oui Nous

#### REM I A RADIO EM NETWORK Jean-Bruno Michaud - Prog. Mgr. A-Ha- Crying In The Rain Erancis Cabrell Tout Le Mond Eddy Mitchell- Under The

AD Creation- Give It Up

PADIO NANTES

LP III Caplan

Daisy Dee- It's Gonna Br

George Michael- Fantasy

Lightning Seeds- All I Want

Gino Vannelli- The Time Of Day

Dana Dawron, Romantic World

leff Lynne- Every Little Thing

Willy DeVille- Beating Like A

Enzo Enzo- Les Yeux Ouverts

Alain Lanty: Tant Rien Que Mai

Scornions: Wind Of Change

AD Phil Collins, Do You Ramamba

Notting Hilbillies- Will You

George Michael- Freedom

Johnny Walleday, Ja Na Suir

Les Infideles- Non Plus De

Clannad- In Fortune's Hand

Joan Armatrading- More Than

Nick Kamen, Looking Good

Paul Young- Heaven Can Wait

Dan Fogelberg- Rhythm Of The

Bruce Hornsby- Fire On The

HOLLAND

Proclaimers- King Of The Road

The La's- There She Goes

Soul II Soul- Missing You

lulee Cruise- Falling

VERONICA - HILVERSUM

INXS- Disappear

UR 40, Groowin'

Hans Van Der Veen - Prog. Dir

Jimmy Somerville- To Love

A-Ha- I Call Your Name

Caron Wheeler- LIK Blak

K.Rogers/D.Parton- Christma

Grant & Forsyth- The Greatest

Steve Winwood- One And Only

Rene Froger- The Love Of The

RIVIERA RADIO - MONACO

Daevid Fortune - Music Dir

P.M. Sampson- We Love To Lov

Betty Boo- 24 Hours

Philippe Nossent - Prog. Dir

RADIO VITAMINE - Toulon

Mathias Combes - Prog. Dir.

PMC COTE D'ATUR

Alain Souchon- Kador

limmy Somerville. To Love Something Happens- Parachute Sybil- Make It Easy On Me Rene Froger- The Love Of The Liane Foly- Au Fur Et A Mesun A-Ha- I Call Your Name AD Duran Duran- Serious Per Shop Boys, Being Boring Mien Oostvogels- De Man Die Grant & Forsyth- The Greates

#### RADIO MAXXIMUM - PARIS Michael Bourgeois - Prog. Dir. KRO - HILVERSUM Paul van der Lugt - Head Of Music lanet lackson, Love Will A-Ha- I Call Your Name

The KLF, What Time Is Love A List: Deee-Lite- What Is Low The La's- There She Goe Nayobe- I'll Be Around Tara- Feels So Good Rozlyne Clarke, Gorgeous Errol Brown- Send A Praye Junior Giscombe- Step O Jimi Hendrix- All Along The D.N.A.- La Serenissima Mylene Farmer- Pourvu Qu'Elle Fniema-Sadeness Part One Sozo- Believe The Hype NCBY - HILVERSIIM The Farm- Groovy Train

#### Jaap De Groot/Henk Houwe - DI/Prod. AD ZZ Too- Give It Up UB 40- Groovin' Bob Geldof- A Gospel Song

NOS - HII VERSUM

VARA - HILVERSUM

AVRO - HILVERSLIM

TROS - HILVERSUM

Ferry Maat - Head Of Music

I P lellyfish

Tom Blomberg - DJ/Prod.

Rolf Kroes - Head Of Music

Dream Warriors, My Definition

Roger Waters- The Tide Is

Jan Steeman - Head Of Music PP C&C Music Factory- Gonna Make

K.Rogers/D.Parton- Christmas

G Inline/I Harrman- Seasons

The Farm- All Together Nov

I P Kim Appleby SKY RADIO - BUSSUM Ton Lathouwers - Operations Mgr

A List: Maria McKee, Show Me Heaven Phil Collins- Do You Remembe Wilson Phillips- Release Me R I let

AD Matthias Reim- Ich Hab' Band Aid- Do They Know It's

#### BELGIUM

BRT RADIO 2 - EAST FLANDERS Rudi Sinia - Prod. AD London Beat - A Better Love Kim Appleby- Don't Worm Snap- Mary Had A Little Boy A-Ha- Crying In The Rain limmy Somerville, To Low

Marthias Reim- Ich Hab' Madonna- Justify My Love Culture Best, I Like You Leopold 3- Alleen Voor Jou

BRT RADIO 2 . WEST ELANDERS Peter de Groot - Head Of Music PP Proclaimers- King Of The Road LP John Lennon Box

RTBF RADIO 2 - HAINAUT A. Birenne/Ph. Jauniaux AD Daniel Mendy- Des Jours De Roch Volsine, La Remeuse Du LP Phil Collins

RADIO CONTACT NI - BRUSSEI S

#### Danny De Bruin - Prog. Dir.

Itabelle A., He Lekker Reest Reverley Craven, Promise Me Milli Vanilli- Keep On Running Maria MrKee, Show Me Heave Per Shon Roys, So Hard MC San/The Real McCoy- Don't The Radios- Gimme Love Whitney Houston-I'm Your Bab Clouseau Domino Enigma- Sadeness Part 1 Soulsister- Through Before We Kylie Minogue- Step Back In

R Stewart/Timer- It Take

AD Vanilla Ire, Ire Ire Rahv limmy Somerville- To Low Resurtiful South, & Little Time MC Hammer- Pray

BADIO EYPRES - ANTWER Marc Dhollander - Head Of Music

#### A Lier-Maria McKaa, Show Ma Hassa

Res Hassenstein - DI/Co-Ord. Jimmy Somerville- To Lov AD Fros Ramazzotti, Canzoni Matthias Reim- Verdammt Ich Byrds, Paths Of Victory Beverley Craven- Promise Me Rene Froger- Just Say Hello C. Atkins/M. Knopfler- Poor Boy OST Little Mermaid Whitney Houston-I'm Your Baby Kylie Minogue- Step Back In RADIO BASILISK - Basel Nick Schutz - DI/Co-Ord. Robert Palmeril IR 40, I'll Re AD Alias- More Than Words Can Say

#### AD Enigma- Sadeness Part I limmy Somerville- To Low BADIO ANTIGOON - ANTWER Piet Keizer - Dir. London Beat- A Better Low A List:

Kim Appleby- Don't Worry

Matthis Reim- Verdammt Ich Adventures Of Stevie V.- Body Batty Roo. Doin' The Do Whitney Houston-I'm Your Bab Milli Vanilli- Keep On Running Phil Colline, Do You Ramamb Righteous Brothers- Unchainer sister- Through Before We Maria McKee, Show Me Heaven Isabelle A.: He Lekker Beest AD MC Hammer- Pray

Guenther Lesiak - Head Of Musi AD Enigma- Sadeness Part One The KLF- What Time Is Love Resurtful South. A Little Time lason Donovan- I'm Doine Fine Madonna- Justify My Love Gary Lux- City Of Angels Twenty & Seven, Are You ANTENNE AUSTRIA - VIENNA

#### RADIO ROYAAL - HAMONT-ACHEL Tom Holland - Prog. Dir. Phil Collins- Do You Rememb

A List: ndon Beat- I've Beer E.M.F. Unbelievable Elton John- You Gotta Low Snap- Mary Had A Little Boy A-Ha- Crying In The Rain Madonna- Justify My Love Matthias Reim- Ich Hab Andre Manes, Ily Bliff Bil Jos Maria McKee- Show Me Heaven Dece-Lite- Power Of Love George Michael- Waiting For Steve Miller Band- The Joki Tempty 4 Sausa, Ara You Vava Con Dios- Nah Neh Nah MC Hammer- Pray Bad Boys Blue- Queen Of Hearts Caron Wheeler- UK Blak AD Hanny, Maar Vanagood Heb III Phil Collins, Do You Remembe G. Joline/I. Hartman- Seasons Soulsister- Through Before We Pet Shop Boys- Being Boring Sandra Reamer, For Your Low ITALY Alias- More Than Words Can Say

RETE 105 - MILAN

A.M. I P

Alex Peroni - Prog. Dir

Grant Benson - DI/Prod

Whitney Houston LP

Favorite Angel- Only Women

Ionathan Perkins- I Can't San

Pauline Ester- Oui, le L'Adon

Alison Limerick- Where Lov

Stevie Wonder, Keen Our Love

Pet Shop Boys LP

London Beat LF

Intime, People

George Michael LP

U2- Night And Day

Twenty 4 Seven LP

AD Kivan Stone, A Piece Of My

RAI STEREOUNO - ROME

A-Ha- Crying In The Rain

Enigma- Sadeness Part 1

Madonna- Justify My Love

Le Orme- L'Universo

Lirfiba, Fl Diable.

Claudio Baglioni- Dagli II Via

Rev De Const. Emptiers De

Spike Lee- Zombie Siambo Res

Whitney Houston, I'm Your Raba

E.Molinari - Dir.

E.Bellisario - Prov. Dir

Elton John LF

Titiyo LP

#### LP Jimmy Somerville SWITZERLAND

Toto- Africa

DRS 3 - RASEI Christoph Alispach - Music Coord.

A List: Requested Courts & Linete Byrds- Love That Never Dies Danielle Dax- Daisy Hanny Mondays- Kinky Afro Inspiral Carpets- Biggest The La's- There She Goes limmy Somerville. To Low

COULEUR 3 - LAUSANNE Gerard Saudan - Head of Music

Wire Train- Should She Cry Little Feynt - Dormin Kid Pharaon- Big Circus Perfect Disaster: Little Sister The Farm, All Togehter Nov 2 Live Crew- Arrest In Effect Lime Spiders- This Time AD Flying Pickets- Looking Down

#### RETE 3 - LUGANO

Giorgio Passera- Head Of Music Paolo Conte- Dragon Hindu Love Gods, Rasobero

AD Beautiful South- A Little Time Big Audio Dynamite- Change of PII - Don't Ask Me Steve Winwood- One And Only Echo & The Bunnymen- King Of Marro Carena, Arressori Autr Edino E II Suo Compleso, Non Posies, Any Other Way RADIO DIMENSIONE SUONO Vinicio Canossela, All'Una F Carlo Mancini - Music Director Andrea Mingardi- Corri Ragazzo Garho, Doman

#### RSR LA PREMIERE - GENEVA Catherine Colombara - Prod. AD III Caplan- Tout C'Oui Nous Foro Foro, Daux Minutes De Robert Palmer/UB 40- I'll Be RADIO FORDERRAND - RERN

Fros Ramazzotti, Canzoni

lean-largues Goldman, Nuit

James Ingram- I Don't Have The

Righteous Roothers, Unchained

Vava Con Dios, Night Owls

RADIO ZUERISEE - STAFFA

AD Phil Collins: Do You Remembe

Surface. The First Time

Mario Weitzl - Head Of Music

Carly Simon: Better Not Tell

AUSTRIA

Ueli Frey - Head Of Music

LP The La's

OF 3 - VIENNA

49ers, I Need You Pet Shop Boys- Being Boring AD lesus Loves You- One On One Billy Idol- Prodigal Blues Absent Friends- I Don't Want

#### Force MD's- Somebody's Crying Holly Johnson- Where Has Lov

RADIO MONTE CARLO - MILAN Francesco Migliozzi - Prog. Contr. A List:

Steve Winwood LP

AD Ralph Tresvant- Sensitivity

DEEIAY NETWORK - MILAN

AD The Farm- All Together Now

Joseph R. Filler, Go. For It

omad- Devotion

The Afros- Feel It

Marco Garavelli - Prod.

A Liet-

The Box- Temptation

RADIO MILANO INT. 101

Gigio D'Ambrosio - Prog. Dir.

Ralph Tresvant- Sensit

AD Joey B. Ellis- Keep It Up

F.M.F., Unhelievahle

Jude Cole- House Full Of

Lonnie Gordon- If I Have To

Poison- Something To Believe

Eyes- Nobody Said It Was Easy

E.Brickell/New Bohemians- Mama

Scornions, Wind Of Change

Kim Appleby- Don't Worry

Al B. Sure!- Missunderstandis

London Beat- A Better Love

L.L. Cool I- Around The War

Poison- Something To Believe

Ten City- Whatver Makes You

Adv. Of Stevie V.- Jealousy

RADIO KISS KISS - NAPI ES

FMT/Camilla- Suzanne

U2- Night And Day

Innocence- Let's Push I

Asward, Next To You

Thomas Lang- Fail

Mory Kante

RADIO BABBOLEO

Lenny - DJ/Prod.

A Lut:

Debbie Gibson

Adamski, Flashhack lank

Blue Pearl- Little Brother

Ralph Tresvant- Sensitivity

Gloria Gaynor- The Reason Fo

London Rest, I've Reen

Hall & Oares, So Close

U2- Night And Day

MC Hammer- Pray

Whitney Houston, I'm Your Rab

Mariah Carey- Love Takes Time

Maria McKee- Show Me Heaven

Stevie Wonder, Keen Our Low

Paul Simon- The Obvious Child

ulsister- Through Before We

George Michael- Waiting For

Run DMC- What's It All Abou

Dusty Springfield- Arrested By

The Chimes-Love Comes To Mind

Whitney Houston- I'm Your Bab

Madonna, lustify My Love

Gianni Simioli - Prog. Dir.

A List:

Madonna- Justify My Love

C&C Music Factory- Gonna Make

hide Cole, Moure Full Of

Sile, Tell Me Where You're

RADIO PETER FLOWERS - MILAN

Dario Usuelli - DI

PP Seal- Crazy

#### Maurizio Maressi - Prog. Dir. Harriet- Power Of Love

AD Brand New Heavier: Dream Com-Soulsister- Through Refore We Gino Vannelli LP wenty 4 Seven- In Your Eyes Incognito- Can You Feel Me Hall & Oates LP Ralph Tresvant- Sensitivity George Michael LP Cool Down Zone- New Whitney Houston LP Music Speaks Louder (Comp.) LI Claudio Baelioni Paul Simon LP INXS- Suicide Blande/Dissessess Whitney Houston A-Ha Stevie Wonder- Keep Our Love

#### RADIOLINA - CAGLIARI Andrea Angioni - Head Of Music PP Milli Vanilli- Keep On Running Absent Friends- I Don't Wan A List:

R Stewart/Tilumer, It Takes Madonna, Rescue Me Claudio Baelioni- Daeli II Vi-Snap- Mary Had A Little Boy London Rest. A Retter Low Linfiba, Et Diablo Iovanotti, Diritti F Doveri Lucio Dalla: Attenti Al Luco LP Phil Collins Fiton John

ANTENNA DELLO STRETTO - MESSINA

Gloria Gaynor- I Will Survive

Charlatans- You're Not Ver

Lirabue- Fielio Di Un Cane

AD Soup Dragons-I'm Free

Marrimo Borri

BADIO STAR . VICENTA

Filippo Pedeli - DJ

#### SPAIN RADIO MADRID - SER Rafael Revert - Music Mgr

No.I Playlist Tam Tam Go!, Esnaldas Moiadu Vanilla Ice- Ice Ice Baby Los Sencillos, Lla Miguto Mar Ion Ron Iovi, Miracle Azucar Moreno- Oye Como Va Righteous Renthers, Unchainer Fmilio Aragon, Te Huelen Los Regreso A Las Minas- El Pan Y Milli Vanilli- Keep On Running Gilbert O'Sullivan

#### POPULAR FM/CADENA COPE - MADRID Carlos Finaly - Music Director A List:

La Union-Muerno Los Ollos Pet Shoo Boys- So Hard Tam Tam Go- Espaldas Moiadas Complices- Presos Del Tiempo Dave Stewart-Love Shine

#### Red Hot & Blue (Comp.) TOP 97.2 - MADRID Raul Marchant - Music Mgr

No.1 Playlist: Hombres G.- Esta Es Tu Vida Heroes Del Silencio- Entre Dos Information Society: Think immy Somerville- To Love

OST Pretty Woman Gilbert O'Sullivan

#### CANAL SUR BADIO - ANDALLICIA Paco Sanchez - Music Mer-Rreathe- Paece Of Mind Samuelle, So You Like What Cher- The Shoop Shoop Song Beautiful South- A Little Tin R Stewart/TTurner, It Takes

Drama- Drama AD Elisa Fiorillo: On The Way Riscuit, Riscuit's In The Mouse len City- Whatever Makes You Tracy Chapman- Big House Bassomatic- Fascinating Rhythm Soulsistee

Van Morrison The Nits

RADIO IA MADRID Jorge De Anton - Prog. Dir. Paul McCartney- Let It Be Phil Collins, Do You Remember George Michael- Freedom

London Beat- I've Been Heroes Del Silencio-Entre Dos Royatta, It Must blass Bean Supertramo- Dreamer Nat King Cole- Acercate Mas

Whitney Houston Red Hot & Blue (Comp.)

#### SWEDEN BIKSBADION P3 - KI ANG & C-O Weekdays 12 30-3 PM Pontus Enhorning - Prod.

Charlie Peacock- One Thins Loose Ends- Cheap Talk Paul Haig- I Believe In You K.& A. McGarrigle- Heartbeatt Enigma- Sadeness Part One Paul lanz- Every Little Tea Howie I & Co.- Come Togethe The Rembrandts- Just The Way Nusrat Fateh Ali Khan- Musti Irms, Decemberance Henzel & Thors- Desertoerer

Less Is More- Kon I.P. Darrien Smith Liane Foly Marie Bergman

#### RIKSRADION P3 - TRACKSLISTAN Saturdays 2-4 PM Kai Kindvall - Prod

Dr. Alban- No Coke Maria McKee- Show Me Heaver Inner Circle, Rad Roys Tomas Ledin- Hon Goer Alto on Bon Jovi- Miracle Niklas Stronemstedt, Flicko Twenty 4 Seven, Are You Vanilla Ice- Ice Ice Baby Neonon, Talk To Me Frika-Together We're Lost The KLF- What Time Is Love Carola: I'll Live Kylie Minogue- Step Back In New Kids O/T Block-Let's Try Robert Palmer/LIB 40-1'll Be Hooters- Give The Music Back Bette Midler: From A Distance Black Box- Fantasy

#### SAF RADIO CITY - STOCKHOLM Martin Loogna - Head Of Music

AD Julee Cruise- Falling Go For It- You Got The Kim Apoleby- Don't Wor Mica Paris- South Of The Rive Bebon- Gae Nu Double Dee- Found Love Massive Atrack - Daydreamine Tony! Toni! Tone!- Feels Good Sanp- Mary Had A Little Boy Alian, More Than Woods Can San Maxi Priest- Human Work Of Art Errol Brown- Send A Praver

#### CITY 103 - GOTHENBURG Lars Bodin - Music Directo

PP Will To Power. I'm Not In Low AD Ralph Tresvant- Sensitivity Soulrister, Through Reform Wo Blue Pearl- Little Brother Phil Collins- Do You Rememb House I. & Co., Come Together

Aswad- Smile Adventures Of Stevie V.- Body Damn Yankees- High Enough Ralph Tresvant

#### RADIO COTHENBURG Leif Wivatt - Head Of Music AD Zouk Machine- Maldon

Sanne & Anne- Kriz Os K. MacColl/Porues- Miss Otir Proclaimers- King Of The Road Soudrierary Through Rafora Wa Madonna- Justify My Love LP Dwight Yoakam OST Total Beaks

#### HIT EM . STOCKHOLM Johan Bring - Prog. Dir.

Admirars, Our On A Limb NTC/Lizann- In The Evening

Depeche Mode- World In My Eves Erika- Together We're Lost Wilson Phillips- Impulsive AD Reggae Philh. Orch.- Promise Enigma- Sadeness Part One Iohan Kinde- Allt Du Naaeons Go For It- You've Got The African Business- In Zaire Niklas Stroemstedt-Flicko Ralph Tresvant - Sensitivity Tommy Tysper- Rock The House

Soulsister- Through Before We

STATION REPORTS

RADIO AE/R4 - LUND Hans Strandberg - Music Dir. PP Soulsister- Through Before We Pretty Maids- In Santa's Claws AD Enigma- Sadeness Part One Aswad- Smile Ionathan Perkins- I Can't San Damn Yankees- High Enough Proclaimers- King Of The Road Ralph Tresvant- Sensitivity Kariya- I Can't Wai Monie Love - Down To Earth

#### I P RADIO ORFREO Arne Holmberg - Music Dir./DJ

A I let-Kim Appleby- Don't Worry Monie Love- It's A Shame Grymlings- Mitt Basta For Dig Robert Palmer/LIR 40, 1'll Re R.Stewart/T.Turner- It Takes Niklas Stroemstedt, Flickor Tomas Ledin, Hon Goer Allr Papa Dee- Beautiful Woman AD Troll, Put Your Hands In The Rehon, Hon VIII Vera Mer Howie J. & Co.- Come Togethe Pet Shop Boys- Being Boring Fniema: Sadeness Part One

loey Cass- It Is You

#### RADIO LIDINGO - STOCKHOLM Mikael Orianshere - DI/Prod.

Prince: New Power Generation Milli Vanilli- Keep On Running Soul II Soul- Missing You Innocence- Let's Push It African Business: In Taire The KLF- What Time Is Love Bassomatic- Fascinating Rhythm Inner Circle- Bad Boys Elisa Fiorillo- On The Way Up George Michael- Freedom Massive Attack- Davdreamine Dimples D.- Sucker DJ Carboo- Brothers And Sisters MC Hammer- Pray

#### NORWAY NRK - OSLO

NRK - OSLO

Steinar Fjeld - Prod

RADIO I - OSLO

Bjoern Faarlund - DJ

Vidar Lonn-Arnesen - Prod A List: Elton John-Sacrifice Royatto, It Must Maus Bean Ion Bon Iovi- Miracle ondon Beat- I've Bee Dumdum Boys- Englefjes live Bunny- Can Can You Party

Smokie- Living Next Door

AD CRC Muric Excepts Gones Make

Bombalurina- Seven Little Girls

Alize, More Than Words Can Say

lanet lackson- Love Will Never

Reggae Philh. Orch.- Promise

Kim Appleby- Don't Worry

Bee Gees- How Deep Is You

Kylie Minogue- Step Back In

Kylie Minogue- Shocked Debbie Gibson- Anything Is

AD Phil Collins, Do You Remember

Maxi Priest- Human Work Of Art

Hall & Oates- Give It Up

#### DANMARKS RADIO - ARHUS Leif Wivelsted - Head Of Prog. A List: 2x Kaj- Alle Boernene Maria McKee- Show Me Heaver Berlin- Take My Breath Away Gary Moore- Walking By Mysel

London Beat- I've Been R Stewart/Tirrner, It Takes Maria McKee- Show Me Heaven Twenty 4 Seven- Are You RADIO VOICE - COPENHAGEN

#### Bo Berg - Prog. Dir. A-Ha- I Call Your Name

Tomas Ledin- En Del Av Mir Caron Wheeler- UK Blak Lalah Hathaway- Heaven Knows Ten City- Whatever Makes You A List Robert Palmer/UB 40- I'll Be Sko/Torp- On A Long Lonely

1927- The Other Sid Dodo/The Dodo's- Pigen Med After 7- Can't Stop George Michael- Freedor Yasmin- Wanna Dance Kylie Minogue- Step Back In Happy Mondays- Kinky Afro R.Stewart/T.Turner- It Takes

#### RADIO VIBORG Henning Kristensen Poul Foged - Head Of Music A List:

Go For It- You've Got The

Christer Sandelin- Kom Inn

Snap- Mary Had A Little Boy

Niklas Stroemstedt- Flickor

David Hasselhoff- Crazy For

Deee-Lite- Groove Is In The

Bombalurina- Seven Little

Soul II Soul- Missing You

Bjarte Tjostheim - Head Of Music

PP Will To Power, I'm Not in Love

AD Marie Bergman- Ingen Er Som

Breather Say A Prayer

Sinead O'Connor- Three Babies

Soulsister- Through Before We

Prince- New Power Generation

Waterhovs, How Long Will Llow

Gazza/Lindisfarne, For On The

Deee-Lite- Power Of Love

Madonna: Justify My Low

he Cure- Close To Me

Stress, Reautiful People

LP Bobby McFerrin

1.P Steinar Albrigtsen

RADIO MOTOR - OSLO

Grete Torp - Head Of Music

RADIO 102 - HAUGESLIND

Julee Cruise- Falling

Egila Houeland - Head Of Musi

Kim Appleby, Don't Worm

Wilson Phillins, Impulsive

De Musikalske Dvergene

STUDENTRADIOEN TROMSO

Rune Hagen - Head Of Music

Steinar Albrietser

Beautiful South

Libido Link

Van Morrison

Rackstreat Girls

Happy Mondays

Reserve Craves

Madonna

Rubaiyat (Comp.)

Frho & The Bunnymen

Bobby McFerri

Walter Trout Band

Red Hot & Blue (Comp.)

OST Days Of Thunder

A List:

Dag Kolsrud- Hear Them Cry

David Hallyday- Tears Of The

Will To Power- I'm Not In Love

Proclaimers, King Of The Road

Alias- More Than Words Can Say

RADIO VEST - STAVANGER

Proclaimers- King Of The Road

live Bunny- Let's Swing

A-Team- Peace Doctor

MC Hammer- Pray

Siw Mariann Olsen - DJ/Prod

Dr. Alban: No Coke

RADIO OST - RADE

Enigma- Sadeness Part One

Vaughan Brothers- Tick Tock wing Arleth- Bleven God Mory Kante- Bankiero London Beat- A Better Love lanet lackson- Love Will Neve Debbie Gibson- Anythine Is The Cure- Close To Me New Kids O/T Block- This One's limmy Somerville- To Love Anne Dorte Michelsen- Ingen Phil Collins- Do You Ren Proclaimers- Kine Of The Road Ray Dee Ohh- leg Vil La Jive Bunny- Let's Swing Again Cliff Richard- Savjour's Day Beautiful South- A Little Tim Pet Shop Boys- Being Boring AD Madonna- Justify My Love

Niklas Stroemstedt- Flicko Matthias Reim- Verdammt Ich A-Ha- I Call Your Name Pebbles- Love Make Things

#### AALBORG NAFRRADIO Olaf Meditzky - DJ/Prod. Monie Love- It's A Shame

Trusserven- Hvem Fr Van Dodo/The Dodo's- Pigen Med Proclaimers- Kine Of The Road George Michael- Freedom ondon Beat - A Better Love R Stewart/TTurner- It Takes Maxi Priest- Human Work Of Ar A-Ha- I Call Your Name live Bunny- Let's Swing Again 2x Kaj- Alle Boernene Ray Dee Ohh- Too

#### AARHUS NAFRRADIO Ib Buch - Head Of Music

2x Kaj- Alle Boernen Dodo/The Dodo's, Pieen May Ray Charles, I'll Take Care Stax- Mary Had A Little Bo limmy Somerville, To Love Lonnie Gordon, If I Had To New Kids O/T Block, Let's To-

#### LIPTOWN EM . COPENHAGEN Niels Pedersen - Head Of Music A.D. Michelsen-Ingen Er Helt Alene

Alias - More Than Words Can Say A List: Sko/Torp- Long Lonely Night R.Stewart/T.Turner- It Takes Michael Bolton- Georgia On My Mind London Best, I've Bear Indian Girls, Hammer And Nai Steve Winwood, One And Only

Kylie Minosue, Step Back In

DENMARK AD James Ingram- I Don't Have Ray Dee Ohly, Lyser Brasnyle Pet Shop Boys- Being Boring Yasmin- Wanna Danc

#### RADIO SYDKYSTEN - SOUTH OF Peter Hald - Head Of Music

#### A List: Sko/Torp- On A Long Loneh

Vaya Con Dios- Night Owls Barbara Leah Meyer- Break II Debbie Gibson- Anything Is Niklas Stroemstedt- O Better Midler- From A Distance lanet lackson- Love Will New ondon Beat- A Better Low Vauehan Brothers- Tick Tool Donna Summer- State Of

#### SLR - SLAGELSE Michael Hansen - Head Of Music

Beautiful South- A Little Time Debbie Gibson- Anything Is Proclaimers- King Of The Road Ray Dee Ohh- lee Vil La' Anne Dorte Michelsen-Inger E.Brickell/New Bohemians- Mam Pet Shop Boys- Being Boring

21

Robert Palmer/LIR 40, I'll Re

Flron John, You Gotta Love

Vanilla Ice- Ice Ice Baby

MC Hammer- Pray

London Beat- I've Been

AC/DC. Thunderstruck

George Michael, Freedom

R.Stewart/T.Turner- It Takes

Prince, New Power Generation

RADIO HOLBAEK Stig Nielsen - DJ/Prod. Niklas Stroemstedt - Flicko A List:

i Yasmin- Wanna Dance lanet lackson- Love Will Never After 7- Can't Stop Robert Palmer/UB 40- I'll Be R Stewart/TTurner- It Takes MC Hammer- Have You Seen Her MC Skat Kat- Skat Strut Status Quo- Anniversary Waltz Phil Collins- Do You Remember Sanne Salomonsen- If You

#### I P OST Days Of Thunder FINLAND RADIO I, 91.1 FM - HELSINKI

Joke Linnamaa - Prog. Dir. Kylie Minneue, Sten Back In

Whitney Houston-I'm Your Baby Damn Yankees- High Enough Phil Collins- Hang In Long Whitney Houston- I'm Your Baby Quincy Jones- The Places You Robert Palmer/LIR 40, I'll R live Bunny- Let's Swing Again Iggy Pop- Candy Janet Jackson- Love Will Never Tomas Ledin, En Del Av Mit Asward: Smile MC Nikke T- Alien Belinda Carlisle- We Want The Traveling Wilburys- Wilbury Sinead O'Connor-Three Babies Kumersa/Wunderhahr- Fredemis AD MC Hammer- Have You Seen He DISCORDESS - TAMPERE INXS- Disappear

AD

#### Tuila Lindell - Co-Ord AD Inner City- That Man POLAND George Michael- Freedom

POLSKIE RADIO I & 2 - WARSAY Vanilla Ice- Ice Ice Baby Bogdan Fabianski - DJ/Prod. CBS Klassikot- Megamix Prince- New Power Generation Kim Appleby- Don't Worry Kim Appleby- Don't Worry Madonna- Justify My Love Phil Collins- Do You Rememb RADIO MUSA - TAMPERE Hannes Kroeger- Das Model Pentti Teravainen - Prog. Dir Timmy Thomas- To Hold You AD Maxi Priest, Human Work Of Ar Betty Boo- 24 Hours Jive Bunny- Best Of British T.T. Oksala- I Could Be Rich Donna Summer- State Of Tonyo Monigue- Riders On The Breathe- Say A Prayer Ben Liebrand- Move To The

Inka- los Sa Rakastar A List: Lonnie Gordon- If I Have To Whitney Houston, I'm Your Rah folly Johnson- Where Has Love Snap- Cult Of Snap C Arkiny/M Knoofler- Poor Box After One- Tom's Diner Rap Wildelie Wooderful World PORTUGAL Monie Love- It's A Shame Fancy

Kvlie Minogu

Paul McCartney

POLSKIE RADIO 3. WARSAW

John Mayall- Congo Square

EUROPE

Alias: More Than Words Can Sa

Poison- Something To Believe

Bette Midler- From A Distance

Stevie B. Because I Love You

Mariah Carey-Love Takes Time

Tony! Toni! Tone!- Feels Good

Deee-Lite- Groove Is In The

Wilson Phillips- Impulsive

AD Cher- The Shoop Shoop Song

Debbie Gibson- Anything Is

Whitney Houston- I'm Your Baby

VOA - FUROPE

lune Brown - Director

Nick Kamen-Looking Good

Partners Rime Syndicate- C'Mor

REM - LISRON Pedro Tojal - Head Of Music A List: GNR. Relievus

Soul II Soul- Missing You

Technotronic- Turn It Up

Lauren Wood- Fallen Marek Niedzwiecki - Prod. Whitney Houston- I'm Your Baby Vaya Con Dios- Night Owls Rui Veloso, Fin De Renue AD Indigo Girls- Hammer And A Delfins, Crianca Surranne Vega, Men In A War Janet Jackson- Love Will Neve CORREIO DA MANHA - LISBON Breathe- Say Hello Something Happens- Parachute

Rui Pego - Prog. Dir. A List:

AD Jimmy Somerville- To Love Monie Love- Down To Earth The Box- Temptation Kim Appleby- Don't Worry The La's- There She Goes

AD Beautiful South- A Little Time Lobo Meigo- Depois De Teatro Hall & Oates- So Close

#### GREECE ANTENNA 97.1 FM - ATHENS Michael Tsaoussopoulos - Head Of Musi

A List: George Michael- Freedom R.Stewart/T.Turner- It Takes

Whitney Houston, I'm Your Rahy Warrant- Cherry Pie Black Box: Fantasy Prince- New Power Generation Vanilla Ice- Ice Ice Baby Jive Bunny- Let's Swing Again Kylie Minogue- Step Back In

SEVEN X. 98.7 FM - ATHENS Apostolos Laskarides - Prog.Dir

Heavy Rotation Whitney Houston- I'm Your Baby | CL | Maria McKee- Show Me Heaven

R.Stewart/T.Turner- It Takes Stevie Wonder- Keep Our Love Harrier, Temple Of Love Robert Cray- The Forecast Robert Palmer/UB 40- I'll B Scornions, Wind Of Change Robert Plant- Nirvana Resurtiful South, A Little Time Pet Shop Boys- Being Boring

Konkurrent- Mama

Diana Express- Megamix

STUDIO D - RADIO NOVO MESTO

Rasto Bozic - DJ/Prod.

YUGOSLAVIA

#### 77 Ton: Give It Un INXS- Disappear BULGARIA Pet Shop Boys- Being Boring Snan- Mary Had A Little Roy

RADIO VARNA - VARNA Konstantin Kolev - D) Madonna- Justify My Love Poison- Something To Believe Toto: Out Of Low Vanilla Ire, Ire Ire Rahy

Snap- Cult Of Snap A-Ha- Crying In The Rain Paul Simon- The Obvious Child Jimmy Somerville- To Love Kim Appleby- Don't Worry Billy Idol- Prodigal Blues London Beat- A Better Love Monie Love- It's A Shame Stonefunkers- Bassrace Soul II Soul- Missing You

Active Rotation:

Enigma- Sadness Part 1 Beautiful South- A Little Time The Cure- Close To Me E.M.E. Unbelievable E.Brickell/New Bohemians- Mama Public Enemy- Burn Hollywood Extreme- Get The Funk Out



#### SLIPER CHANNEL

Lica Merry - Head Of Music Traveling Wilburys- She's My P.I.L. Don't Ask Me Dread Zennelin, Hearthreaks AC/DC- Moneytalks Scorpions- Tease Me Please Me C Arkins/M Knoofler, Poor Box UB 40- Impossible Love New Kids O/T Block, This One Vanilla Ice, Ice Ice Rahy Was (Not Was)- I Feel Better

On The Air Powerplays: Cl 3rd Bass, Product Of The L.L. Cool I- Around The Wa Fine Young Cannibals- It's OK 808 State- Cubik/Olympic E.M.F. Unbelievable

Vaya Con Dios-Night Owls UNITED KINGDOM

#### TO PAIN B(O)B(1)

Paul Ciani - Prod. Twenty 4 Seven- Are You Madonna- Justify My Love The Farm- All Together Now MC Hammer- Pray Cliff Richard, Swinur's Day Sano- Mary Had A Little Boy

Vanilla Ice- Ice Ice Baby Playout: Betty Boo



New Kids O/T Block- This One

Gilbert Foucaud - Music Co-Ord. Clip Des Clips: L'Affaire Louis Trio- Chacun Force 12: Anne- La Petite Sirene Benny B.- Qu'Est-Ce Qu'On Fait III Caplan- Tout C'Oui Nous

Julien Clerc- Nouveau Big Bang Michel Fugain- Chansons Pour Jo Lemaire- C'Est Mon Bateau Vanessa Paradis, Dis Lui Toi Veronique Riviere- Capitaine Alain Sourhon, Les Cadors Sylvie Vartan- Quand Tu Es La



HOLLAND

howin

VERONICA

Rob De Boer - Prod.

Rob De Boer - Prod.

SUPER 50

Jos van Oosterwijck- Prod.

Jimmy Somerville- To Love

Madonna- Justify My Love

R.Stewart/T.Turner- It Takes

Enigma- Sadeness Part One

Santa Esmeralda- Don't Let Me

Clouseau- Domino Maria McKee- Show Me Heaven

S W E D E N

NORDIC CHANNEL

Desperados

Moby Dick

Go For It

Tribal Kiss

Dream Police

Tommy Tysper

Lizette Paehkson

OLAND

FLESH

Stuart Ward - Presenter

Vanilla Ica, Ica Ica Balw

ST Kim Appleby- Don't Worry

The Scene- Rigoreus

CL MC Hammer- Pray

CL W.F.S.T.S.- Operaa House

Prince- Purple Rain

Milli Vanilli- Keep On Running

Something Happens- Parachute

1adonna- Justify My Love

A.Hs. I Call Your Name

CL Beautiful South- A Little Time

MC Hammer- Pray

F M F. Unhelievable

Vanilla Ice: Ice Ice Bahy

Enigma- Sadeness Part 1

BELGIUM

Rightenus Brothers, Unchained

Corry Konings- Leven En Laten

London Beat, A Better Love

Living Colour- Love Rears Its

INXS- Disappear

EUROMUSIQUE Annie Amsellem - Head Of Prog-

CL Vanessa Paradis- Dis Lui Oue Florent Pagny- Presse Qui Roule Rita Mitsouko- Hip Kit Liane Foly- Au Fur Et A Mesure Francis Cabrel- Tout Le Monde Patrick Bruel- Alors Regarde DNA/Suzanne Vega- Tom's Diner Mecano- Une Femme Avec Une Whitney Houston-I'm Your Baby P.M. Samoson- We Love To Love



BTI . TELEVISION Vante d'Est Jean Luc Bertrand - Prod.

Whitney Houston, I'm Your Bala Steve Miller Band- The loker Pet Shop Boys- Being Boring London Rest- I've Reen lean-lacques Goldman- Nuis Deed its Growe Is In The A.Ha. Crying In The Rain Francis Cabrel- Tout Le Monde Patrick Bruel- Alors Regarde David Hallyday- Tears Of The



Aleksander Hein - Head Of Music CL Run DMC- On The Avenue Righteous Brothers, Unchained N.W.A.- 100 Miles And Running Inspiral Carpets- Biggest Kohl & The Gang- He's The Boss Herhert Groenemeyer, Luxus



RIAS TV

Joerg Grabosch - Head Of Prog. Video Charts New Entries: CL Deee-Lite- Power Of Love Monie Love- It's A Shame Elton John- You Gotta Love

R Stewart/TTurner- It Takes Westernhagen- Freiheit Dread Zeppelin- Your Time Is High Live Charts: A-Ha- Crying In The Rain The Cure- Never Enough Pet Shoo Boys- So Hard Sisters Of Mercy- More

Jason Donovan- Rhythm Of The Prince- New Power Gener Chris Isaak- Wicked Game Suzanne Vega- Men In War Deacon Blue- I'll Never Fall Paul Simon- The Obvious Child High Live Special: John Lennon

#### TIPS & TRENDS

TOM ADAMS

LP Cliff Richard

Radio F

Generally, my weekly choices include the best new Canadian releases such as Unison from Quebec superstar Celine Dion. This is her first english language release and is representative of the lighter side of AOR. The same smoothness is found in Carly Simon's Better Not Tell Her and Michael Bolton's Georgia On My Mind. All three reflect excellent vocal ability. Haywire demonstrates that Canada can rock with the best of them. The Outfield, already stars in North America, need to be appreciated by their fellow Europeans

Lou Rowland CFNB is a non-commercial affiliate of the Canadian Forces CFNB

Network. It is based in the southern Dutch province of Limburg.

**RUNE HAGEN** 

I.P. Libido Link

PETER HALD

Radio Sydkysten

LP Niklas Stromsted

Carly Simon

KENT HANSEN

LP Michael Falch

KENNI JAMES

Red Rose Radio

LP Kim Appleby

Hit FM

OF 3

LP Inner City

Vieitore

LP Lucio Dalla

IOSE MARINO

LP Lubo Meigo

LP Indigo Girls

TP A-Ha- I Call Your Name

Beggars And Thieves

HAAKAN IANSSON

Kon Kan, Liherty

**GUENTHER LESJAK** 

Beautiful South

Radio Correi Da Manha

Trovante- Perigo

Beautiful South

OLAF MEDITZKY

Aalborg Naerradio

TP Mister Floppy- 100 Million

K. MacColl/Pogues- Miss Otis

TP Seiko- All The Way To Heaven

New Kids On The Block

Inka- If You Say You Love Me

C&C Music Factory- Gonna Make

Radio ARC

Fate

Raga Rockers

Studentradioen Tromso

TP World Of Twist- The Storm

TP Rockers By Choice- Ta' Mig

Debbie Gibson- Anything Is

Teddy Pendergrass- Make It

TP Soulsister- Through Before We

Innocence- A Matter Of Fact

Mica Paris, South Of The River

Michael McDonald- All We Got

John Waite- Deal For Life

TP Visitors- I Don't Wanna Spend

NTC/Lizann- In The Evening

TP Bad Boys Blue- Queen Of Hearts

Allman Bros. Band- Seven Turns

R Stewart/Tiurner- It Takes

Backstreet Girls- A Christmas

Walter Trout Band- False Alarm

Reggae Philharmonic Orchestra

D | BOGDAN FABIANSKI Polskie Radio I & 2 TP Soulsister- Through Before We TP Beats Int'l- Burundi Bluer STS- Wieder A Sommer Soulife- Fresh Lou Rawls- It's Supposed To Be Wilson Philips- Impulsive LP ZZ Top

Personally...

A-Ha OLIVIER ALLARDET Voltage FM TP Sybil- I Wanna Be Where You

MC Hammer- Pray Gerald Alston- Slow Motion LP Candyman Bernadette Cooper

MARGARETA ANDERBERG S Radio City 103 TP Coste Apetrea- A Spoonful Of

Kariya- I Can't Wait Soho, Hippychick LP Dr. Alban Mica Paris

CUY VAN ANTWERPEN Radio Antigoon TP Clannad- In Fortune's Hand Black Kiss- Fun Boy Kid Safari- Heaven Now LP Reputiful South Raymond v/h Groenewoud

BRIGITTE BARTHEL D Radio Salue TP Phil Collins- Do You Remember Alain Chamfort- L' Amour Sample London Beat- A Better Love LP Styx

MATHS BROBORG Riksradion P3 TP Del Amitri- Spit In The Rain Danielle Dax- Tomorrow Never

Innocence

Howie I. & Co.- Come Together LP Dumdum Boys The Nite MICK BROWN UK

Capital Radio TP Jive Bunny- Christmas Crackers Black Box- The Total Mix Two In A Room- Wiggle It PP Ralph Tresvant

Guy ALISON CRAIG LIK Radio Forth TP George Michael- Freedom Technotronic- Turn It Up Doris Day- Winter Wonderland

LP Nick Robertson & Slice Teardrop Explodes DOMINIQUE DUFOREST NRI TP lean-lacques Goldman- Nuit

UB 40- The Way You Do The Righteous Brothers- Unchained LP Vanilla Ice Robert Palmer

RTL

N

DK

NAGUI

Radio Rvd

TP Madonna- Justify My Love Resurtiful South, A Little Time Olivier Angel- Los Marinieros I P Souleieter

lean-lacques Goldman KARL OEHLANDER

TP Del Amitri- Spit In The Rain Beautiful South- A Little Time Lolita Pop. Here She Comes LP Phil Collins Lolita Pop

PATRIK PERSSON Radio AF/P4 TP Prefab Sprout, We Let The

Paul Janz- Every Little Tear Robert Palmer/UB 40- I'll Be I.P. Flectribe IOI The Grid

BURGHARD RAUSCH n Radio Bremen 4 TP Betty Boo- 24 Hours Immaculate Fools- Falling

AC/DC- Moneytalks LP Edwyn Collins Ionathan Perkins & The Flame

TAPANI RIPATTI DK YLE TP The Poptarts- Desiderata 4 For Money- It's A Moment In Ade'- Free The Soul

LOU ROWLAND

LP Twenty 4 Seven Fast Eddie NL

SF

CENB TP Celine Dion- Unison Carly Simon- Better Not Tell Michael Bolton- Georgia On My The Outfield

LP Haywire JONAS SANDBERG SAF Radio City

TP Julee Cruise- Falling Mica Paris- South Of The River Double Dee- Found Love LP Kylie Minogue Blue Pearl

TRUDE SUSEGG Radio 102 TP Jimmy Somerville- To Love Papa Dee- Beautiful Woman London Beat- A Better Love LP Aswad

After 7

P

META DE VRIES NL AVRO TP Spitting Image- No More Xmas

Gino Vannelli- Inconsolabe Man Eric Red/Red Zone- Fifty Ways LP Oregon Steve Smith

LOTIE IJZERMANS NI. VPRO TP World Of Twist- The Storm

Teenage Fanclub- God Knows Paris- The Devil Made Me Do It LP Robert Forster Run DMC

Tips & Trends reflects the musical preference of European radio DJs. The ecords listed are new releases, considered to have hit potential, and are given airplay in the week before publication. Dls can fax their tips to Peter Bartlema, Music & Media 31-20-6691951.

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TV I - FLESH

Bogdan Fabianski - Prod.

Black Box - Fantasy

Ion Bon Iovi- Miracle

Snap- Cult Of Snap

River City People- California

Mariah Carey- Love Takes Time

Maria McKee- Show Me Heaven

Kim Appleby- Don't Worm

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# SERIOUSLY LOUD SERIOUSLY PROUD





















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NEW SINGLE - BRING YOUR DAUGHTER ... TO THE SLAUGHTER - RELEASED 24th DECEMBER

#### From The Metal Ghetto to The Mainstream?

Heavy metal is still the poor relation on European radio, despite its popularity in terms of sales. Paul Andrews looks

at the way hard rock music is still confined to the off-peak slots, and what could be done to improve its position.

omparatively few stations in Europe do programme heavy metal music, and those that do typically hide it away in a weekly mid-evening slot of no more than an hour or two, safely sheltered from the ears of mainstream audiences. Those who really want to headbang to the radio have to hunt it with some determination.

But they turn out to be catered for by a dedicated band of DJs, devoted to their music and resolute in their mission to promote it. One such is Volkmar Kramarz, whose two-hour show "Scream", caters for an estimated



Volkmar Kramara

audience of 200,000 listeners to Cologne's WDR every other Tuesday night.

"I try to make it more than just a music programme," says Kramarz. "Every edition includes an interview, usually live, and we are always running features on issues related to the music."

As for the records, he makes a point of encouraging emerging talent, with as much as two-thirds of the show devoted to new tracks, divided equally between the latest releases from established acts and the work of "unknowns". For the remaining third he falls back on established and classic tracks: thrash, trash and speed all feature alongside "softer" hard rock.

encouraged, and as a producer | seem surprising, "they don't seem | largest segment. It may be an ac-Kramarz regularly records sessions for airing on the show.

#### Isolation

Nevertheless, despite his own enthusiasm, and the fact that Germany is indisputably one of the biggest markets for metal in Europe, Kramarz says he feels himself "very isolated" in the radio scene.

"There are a few other shows around, but like mine they are only a couple of hours a week or fortnight, and most are on the public stations - and even then not all of them. There are some evening heavy rock shows on the privates, but they'll never play thrash or anything avant-garde."

Programmers, the radio establishment and record companies face equal blame, Kramarz says, "Here at WDR you hear very little heavy stuff outside my show Occasionally they slip the odd track into the afternoon or evening mainstream programming. but only from well-established bands, like the Scorpions, and then not usually in proportion to their actual success?

Ironically, one of the few other places where heavy sounds are regularly to be heard is on another of WDR's weekly shows. "Soundfabrik", which airs demo tapes from unsigned bands showing up the grass roots enthusiasm for the genre.

Otherwise, things look bleak for metal, even in Germany, reckons Kramarz, "Heavy metal really is on a down at the moment," he says, "There's a lot of hostility towards it from all the media, especially with all the talk about backmasking and the Judas Priest case?

The issue has been covered on "Scream", he adds, but more influential was a recent TV debate on the subject. It featured Einsturzende Neubauten, who as Kramarz points out "are an avant-garde punk band, not heavy metal at all. But that is what the programme chiefs and the people who influence them see and think"

He certainly reckons private radio is scared, "They are all so anxious about losing their audience, that people will hear one metal record and turn off", he believes, adding that while the size for rock are as valuable an audience"

#### Record label support

"We have a good relationship with record companies," says very good. But very few give it Radio 1. much support.

"I would rather they put out three releases instead of 10, and gave those their full backing, funding concerts, tours and appear-

The paradox, he feels, is that companies expect specialist DJs like him to pick up on tracks for airplay before they will make a deeper commitment, while without back-up such as widespread record distribution or gigs there is little more involvement that fans can take to follow up the interest it But most of all, he feels his

fellow DJs should have the courage to break heavy rock out its ghetto slots - with perhaps even its survival at stake. "I would like to have a few more brave colleagues who don't just play the same thing all day, but give a chance to some new sounds. Otherwise, within a few years young people will be lost to this kind of music because they've never had a chance to sample it." From the other end of the

business, and another market, Roland Hyams also senses a lack of courage about rock on radio. As a manager and publicity agent for bands including Iron Maiden and Uriah Heep, as well as several emerging acts, Hyams describes himself as "extremely depressed" over the lack of rock airplay in

#### The UK situation

"BBC Radio 1 is just not adventurous enough. It has the Tommy Vance show, but that's late at night. Otherwise, with very few exceptions, they just won't play hard rock. I think they're scared all the housewives will tune away the instant they hear any which is a terrible underestimation of the capacity of housewives or the rest of their audience to anpreciate rock," says Hyams.

'What annoys me is that if you analyse the world music market, of the market might make that heavy rock and metal form the does slip through?"

to think the people who'll turn on | quired taste, but it's so popular."

Hyams, too, senses a paradox, but this one stemming from Britain's paramount station, "It's a chicken and egg situation. Bands are usually told they can't get on the playlist until they're in the Top Kramarz, "and they are releasing 40, but it's virtually impossible to a lot of music, some of which is | make the Top 40 unless you're on

> "What's more, we actually managed to get Iron Maiden to no. 3 in the UK, through touring, building a live following, and Radio 1 still didn't add it. We went up the wall about that."

ILR stations are equally unreceptive. "You get the onehour specialist rock shows, programmed into fairly obscure time slots, but apart from that, they copy the Radio 1 playlist virtually exactly. They think it's what everyone is listening to, and they don't want to scare the advertisers." He is particularly scathing about London's Capital FM, which he claims has virtually dropped any rock from the schedule to take on the city's specialist dance stations head on.

Hyams backs EMAP Metro's bid for a Rock FM to take over the forthcoming national FM franchise, though this project now appears to have been killed by the governme, 's famous "pop definition" amendment to the Broadcasting Bill, Rock, it would seem. has been squeezed out by the regulators, who count it as "pop", and the programmers, who don't.

This "opportunity thrown away", as Hyams puts it, looks set to leave heavy rock at the mercy of a current system that is "just totally arbitrary.

"There is just so much talent out there that is missing out on a chance to be heard, and unless we can get them known the hard way - through touring, the specialist press and word of mouth - in order to give them a chance to make it"

"It's such a grey area: most programmers don't understand the genre, and their attitude to a metal record seems to depend more on how they feel when they put together the playlist. The only way to cope is to assume that heavy rock will never get mainstream airplay, so that you can make the most of it when one



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# THE ALBUM IS ...

THE SINGLE IS ... 'MILES AWAY' But you can find it on the CD sampler enclosed with this issue

#### ON TOUR WITH THE SCORPIONS

**DECEMBER 1990** ER 1990

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Dom Sportova/ZAGREB, YUGOSLAYIA

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Deutschlandhalle/BERLIR, GERMANY

Sporthalle/HAMBURG, GERMANY

Omnisports De Bercy/PARIS, FRANCE Weatfalenhalle/DORTMUND, GERMANY Hallenstadion/ZURICH, SWITZERLAND the Messehalte/FRIEDRICHSHASEN, GERMANY Maimarkethalle/MANNHEIH, GERMANY

Halle Munsterland/MUNSTER, GERMANY Frankenhalle/NURNBERG, GERMANY Eissporthalle/KASSEL, GERMANY

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Schleyerhalle/STUTTGART, GERMANY

Saarlandhalle/SAARBRUCKEN, GERMANY

Weser-Ens-Halle/OLDENBURG, GERMANY Palais Des Sports/MALHOUSE, FRANCE

Ahoy/ROTTERDAM, HOLLAND Valbyhall/COPENHAGEN, DENMARK Isehallen/HELSINKI, FINLAND Byhallen/OSLO, NORWAY

The Globe/STOCKHOLM, SWEDEN Scandinavium/GOTHENBURG. SWEDEN

S.E.C.C./GLASGOW, UK N.E.C./BIRMINGHAM, UK Wembley/LONDON, UK

#### Aiming For Hard And Heavy Airplay

mainstream radio, hard rock has, perhaps, the most loyal fan base of any popular music genre. Chris White speaks to a cross section of heavy metal labels about how they are promoting this winter's priority releases.

#### A&M RECORDS Priority releases:

Extreme, Pornograffitti

Label manager Bert de Ruiter: "Our priority developing act in this area at the moment are Extreme, and we're currently working their second album. Although they are hard rock in style, their songs are very melodic. The current single Decadence Dance is, in my opinion, suitable for specialist programmes as well as daytime

"Nunu Bettencourt, the band's guitar player, who has worked with Janet Jackson, and vocalist Gary Cherone will be doing promotion in Norway, Italy, Germany and Holland during late December, and a concert tour is being lined up for February.

"Obviously radio and press is very important to breaking the Priority releases: band, and we are using Flying Rockman who are targeting the specialised programmes and press initially, and from there aim towards a wider audience base. If there was more formatted radio, it | Warrant, Cherry Pie would certainly be an effective | Judas Priest, Painkiller

BMG/RCA Hamburg

tant but the problem of course is that most stations won't play this kind of music. In Germany there are many music shows on television, but again, hard rock is usually ignored, so touring is often the best way to promote the acts. The hard rock press is also an important part of marketing strategy, particularly through reviews and advertising cam-

- Katmandu, tbc
- Screaming Trees, tbc ■ Pink Cream 69, tbc



Traditionally ignored by | promotional tool for us and I also helieve that MTV can be of enormous help in establishing acts like

#### Priority releases:

 Zed Yago, title tbc Craaft, No Tricks Just Kicks

Exploitation manager Kai Manke: "These two priority acts are both German, and in both cases it is their second album release so we are building on earlier success. Zed Yago will be touring in support of their LP in January but Craaft will be holding back until after the release of No Tricks Just Kicks.

"Radio promotion is impor-

- Motorhead, tbc
- . Cycle Sluts From Hell, tbc



- Pretty Maids, In Santas Claws (Christmas EP)
- Depp Jones, Return To Caramba
- Sanctuary, Into The Mirror Black
- Living Colour, Times Up. ■ Dream Police, (CBS Norway)

Artist and marketing director CBS International Gary Williams: "We have several hard rock releases scheduled for January. including several new acts: Katmandu, a new band featuring record for success in this area of Dave King, the former Fastway music. lead singer; Motorhead (who will be touring Europe early next year); all-women hard rock band Cycle Sluts From Hell: Los Angeles-based Screaming Trees: and German hard rock band Pink Cream 69.

that have new albums already out. Judas Priest, whose current

units in Germany and Danish hard rock band Pretty Maids who have gigs lined up in Germany and Scandinavia. Living Colour's single Love Rears Its Ugly Head has just been released in Europe. They are currently working on putting together a major Euro-

#### pean tour for spring." EAST WEST

Priority releases:

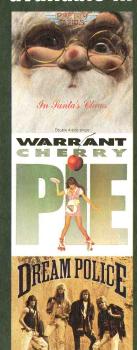
- Winger, Winger (Atlantic) Beggars And Thieves, Beggars & Thieves (Atlantic)
- Led Zeppelin, Remasters (Atlantic)
- AC/DC, The Razor's Edge
- . Sisters Of Mercy, Vision Thing (East West)

East West international A&R manager Dante Benutto: "All our heavy and hard rock releases are treated as priorities, although we have become selective about what we put out. Traditionally, the company has a tremendous track

"It would be the ultimate thing to have a 24-hour rock station in the UK but I don't think that there is much prospect of that. BBC Radio 1 should certainly allocate more airplay time to heavy rock, particularly during "Other priorities are bands the day. DJs like Alan Freeman and Tommy Vance are very sup-These include US band Warrant, portive, and we certainly don't continues on page S10



# Featured on the CD available in this issue



#### PRETTY MAIDS A Merry Jingle / n Santa's Claws

This is a special Christmas single available on 7" and a 4 track / 12" single. All tracks have never been released before and do not appear on any album.

#### WARRANT I Saw Red

The second single from the US top 10 album "Cherry Pie". Warrant are currently on a massive American tour. They are expected to come to Europe early next year.

#### DREAM POLICE Hot Legs

A great new hardrock band from Norway, Initial press and radio reactions in Norway are very good. Album also contains fantastic ballads like "When The Sur Geer Device" difficult for the lesser known acts.

With this kind of music, because

of the lack of radio exposure, it is

much more of a marketing job,

releasing the product in different

in January; their last album sold

1.4 million units in Europe and

there will be a massive campaign

for Innuendo. Queen, like Iron

"The new Queen album is due





Sisters Of Mercy

continued from page S7 neglect the ILR stations because they can be great allies. "Generally, it's obviously great to get airplay but it should never

be relied upon. Touring is still one of the keys to success, and a lot of thought goes into the actual packaging of the product... things like coloured vinyl, poster bags and flexi-discs inserted into magazines are very effective, but it has to be done in a credible way. The fans can soon see through any hype?'

#### EMI RECORDS UK Priority releases:

- Iron Maiden, No Prayer For
- The Dving ■ Queen, Innuendo
- Queensryche, Empire

UK international marketing manager for Europe, Neil Cox; "The latest Iron Maiden album had already sold more than 500.000 units in Europe, excluding the UK, and we are aiming for at least 750.000 sales by the end of the group's current European tour.

"The band are EMI UK's number one priority heavy metal act, and they are huge sellers in spite of the lack of radio airplay. They do get some late-night airplay, but they can manage without it.

have a huge fan base but it can be

"Radio in Europe should be giving heavy metal music more airtime during the day because the music has a massive following and a lot of people are buying it. We are fortunate with a band like Iron Maiden because they already

#### Priority releases:

- Fever (Black Records)
- Atom Seed, Get In Line
- Records) ■ Funhouse, Generation Gene-
- Lost Generation, Midnight Meat Train (Heavy Metal

MD Paul Birch: "Because of the lack of radio airplay support, promotion at retail level is still vitally important. What has to be remembered is that radio is not there to help record companies sell records but to satisfy listeners' demands. Of course what people want and like, and what they get.

crease in interest in rock broadcasting among companies like ourselves. There are a lot of people who want to hear rock music on the radio, and their demands will have to be met eventually. FM-Revolver manages to get airplay on the specialist rock programmes, but it is not getting one play that really matters - it is get-

ting repeated airplay. That's what



Maiden, will always sell records radio airplay is obviously important but not essential. The title track is being released as a single, and as it is six minutes and 30 seconds long we anticipate that there may be some problems with

"There will also be new albums, as yet untitled, from Helloween and WASP, in February and we are hoping to get the bands out on tour to promote them."

#### FM-Revolver

- Crazyhead, Some Kind Of
- (Heavy Metal Records)
- Bass Dance, Loud (Revolver)
- rator (Heavy Metal America)

are two different things.



The Atom Seed makes an album into a big success at the end of the day?

Priority releases: Anthrax, Persistance

International press and promotions manager Ceri Nichols: "Our priority release in the heavy rock field is New Jersey trash metal band Anthrax who have had several gold status albums in "I have noticed a significant in- the US. After several years of

#### LOUD 'N' PROUD



and the same kind of event will be

run in Milan with saturation

coverage by VideoMusic, and in

on the airwayes to reflect this

thriving growth area of youth

music would indeed be welcome

and, one would have thought, a

natural response to demand

However we will continue to come

up with innovative approaches

until the inevitable happens."

PHONOGRAM GERMANY

■ Jingo de Lunch, Underdog.

International manager Astrid Sel-

ley: "We have no heavy metal

releases in the last quarter of 1990

but Jingo de Lunch's Underdog,

released in September is still being

worked on as a priority. This

Canadian band, fronted by

Yvonne Ducksworth, was pre-

viously on an independent label

and Jingo de Lunch have

established a strong, reputation as

one of the best heavy rock bands

"Unfortunately this music is

scarcely being played on German

radio although we are ap-

proaching all those stations with

late-night heavy metal program-

mes. Heavy metal fans are the

most loval of all music fans, and

should be catered for by radio,

after all you can't read the music,

it has to be heard. We would like

to see the radio industry more

rock-orientated, with more slots

for hard and heavy music."

playing live in Germany.

Priority releases:

"More coverage of metal music

France with M6.

playing European festivals and tours, the band have been supporting Iron Maiden in Europe and we have worked the tour to full "About six weeks prior to the

tour, band member Scott Ian did a two-week European press, radio and television promotional tour. By offering radio stations competitions, concert tickets and signed lithographs of the album sleeve, we were able to break through the normal resistance to giving needletime to metal.

"We have also tried to break beyond the idea of merely having videos of live footage on TV by making innovative approaches to radio and TV. For example, we successfully ran a competition in Holland under the caption, 'Anthrax will perform live in your home' and the band did in fact play a full live set in a garage in

'The event was covered in full by Tros TV and NCRV Radio,



Jingo de Lunch

# SLAUGHT



#### STICK IT TO YA in 1991

Yes! Slaughter the only rock band to break in the USA in 1990 are set to do the same in Europe in '91.

While album sales head for double platinum status in the USA, Slaughter themselves head for Europe.

#### See Slaughter 'Live' with Cinderella.

#### **JANUARY**

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#### **FEBRUARY**

1st Jurahalle, Neumarket 3rd Forum, Ludwigsberg 4th Deutsches Museum, Munich 5th Eulachalle, Winterthur 6th Teles Stadtsel, Austria 8th Palasport, Florence 9th Palatrussadi, Milan 11th Elysee Montmarte, Paris 15th K. B. Hallen, Copenhagen 16th Annext, Stockholm

#### The Album 'STICK IT TO YA' LP/MC/CD

Chrysalis

#### LOUD 'N' PROUD



#### POLYGRAM INTERNATIONAL Priority releases:

- · Scorpions, Crazy World (Mercury)
- Cinderella, Heartbreak Station (Vertigo) Jon Bon Jovi, Blaze Of Glory
- (Vertigo)
- Dirty Boy, Bad Reputation (Polydor)

Marketing manager US repertoire to UK/Europe, Liz Brooks: "I would like to see more consideration from radio towards programming accessible rock songs, even a superstar act like Bon Jovi don't have the across-the-board airplay they deserve. I'd also like to see more metal speciality shows, and in the UK in particular, there is an audience for an all-rock radio

"With most hard rock acts in Europe, radio airplay has traditionally been very hard to get so we have had to evolve alternative ways of selling these records and have circumvented the radio issue by going direct to the fans. Hard rock and heavy metal fans are a very informed, aware and dedi- Priority releases: cated audience, and if you can | David Lee Roth, tbc (Warner)

isolate the other media which | . Notorious, Notorius reach this audience it is possible to survive without radio support.

"Obviously it is always better to have that support and usually you end up going to radio with the tried and true power ballad, if there is one on the album. These aren't the massive business in Europe that they are in the US but can be smashes nonetheless. I'm lucky in having a number of really strong ballads this year on the

in Europe. So, it is really down to

alternative means of exposure in-

both national video shows and the

cluding press, retail and television,

pan-European cables."

WARNER MUSIC

albums I'm working; The Scorpions have a history of classic hits like Still Loving You and there is a track on this album called Wind Of Change which fits that category. The current Bon Jovi single Miracle is also a ballad. "If there isn't a radio-friendly track on the album, the only radio outlet is speciality shows and there just aren't enough of them

"On the other hand there is a tendency to give promotion and

(East West)

- . Glen Hughes, tbc (Geffen) Outfield, Diamond Days (Geffen)
- White Lion, tbc (Atlantic) Skid Row, the (Atlantic)
- · Faster Pussycat, tbc (Elektra) . Enuff 'z' Enuff, the
- Marketing manager at Warner Music Europe, Lars Toft: "The

amount of radio airplay is without question a very important tool in bringing an act to the marketplace. Looking at Europe there are still many markets without TV possibilities, both in terms of promotional and commercial TV, so consumer marketing on the radio is the most direct route to the consumer.

live appearances a higher status when comparing the two, especially when it comes to developing acts who are often viewed as 'working bands'. Radio, though, remains the most important crossover tool from hard rock to the mainstream audience.

"The obvious choice in terms

of targeting radio stations is the stations that run specialised programmes with DJs that play hard rock in particular. Unfortunately there are no network stations with a hard rock format so specialised radio is the way to air hard rock acts and it is also these DJs that are serviced with promo samples. biographies etc.

"The problem in most territories, including the UK, is that there is no hard rock format to be found in national and private network radios. We would like to see the future development of a network of private stations which would have a similar format to the specialist hard rock press.

"Most of our priority acts this winter are bands that have already had a lot of success but obviously new signings like Notorious, who are having immense success in the US and are getting good airplay on the single in Europe, are also being worked as priorities. Touring and promotion work can also be a reason for working the acts. however, tours are planned around new releases to aid sales and not the other way around?'

THE FLYING ROCKMAN, THE LEADING PAN-EUROPEAN HEAVY METAL PROMOTION & MARKETING COMPANY OFFERS EUROPEAN DJ'S A UNIQUE OPPORTUNITY TO WIN A: **LOUD & PROUD GUITAR** AUTOGRAPHED BY EXTREME'S NUNO BETTENCOURT MY CHOICE FOR THE SINGLE FROM THE EXTREME II 'PORNOGRAFFITTI' ALBUM IS:

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#### **PORNOGRAFFITTI**

#### (A Funked Up Fairy Tale)

"Musiikki on täysin vastustamaton sekoitus tanssirytmeja, heavyä ja huumoria. Täst' mie tykkään!" NUMBA JEINLAND)

"Super! besticht durch seine abwechslung" JM. DIX - MADIO FFN (GERMANY)

"Extreme gegen das Stinknormale nomen est omen!!!" JOHN DE GRAAF - OK RADIO (GERMANY)

"Voor iedereen die van enthousiaste, vrolijke rock houdt is Extreme een must" HARK VAN SCHAFCK - OOR HAGAZINE (HOLLAND)

"Extreme is one of the most promising US-Hardrock acts, No doubt about it!" ALEX GERMANDT - BRAYD (GERMANT)

"The best Van Halen music since Van Halen, or maybe even better!"

"Absolutely Fantastic!" VANESSA WARWICK (HTV)

"Prädikat: 'Extreme' emphehlenswert!" GESA HOER-STE (GERMANT)

"Gewoon onwijs gaaf!" ANGEL - WARA RADIO (HOLLAND)

"Staat als een huis; nuno mag blijven!" ADRIAN VANDENBERG - WHITESMAKE

"Ohne Zweifel, die Album ist ein extremes Abenteuer" DETLEF WULLBRANDT - METAL HAMMER (GERMANY)

"... If you wanna do an album where you presist to mix Hard Rock, Funk, The Devil and his aunt, this is the way it should be done, with cleverness, drift and good humour, and it works. I'm blown away ..."

SUZANNE IUNG - SLITZ MAGAZINE ISWEDEN



DECEMBER 16 - DECEMBER 21, GUITARIST - NUNO BETTENCOURT & SINGER GARY CHERONE

NAME: ADDRESS: PHONE-



#### **Putting Hard Rock In The Picture**

format, the hard rock video magazine is also growing in popularity. Paul Andrews looks at the latest developments.

ne sales potential of heavy rock on video is probably greater than for any other genre, as a proportion of sales across all formats."

That is how Martin Smith. sales and marketing manager of independent rock video producer and distributor Fotodisk, sums up the appeal of his business. A hard core of dedicated metal fans and underexposure on broadcast TV. he explains, have combined to create a ready-made niche for Fotodisk, and a big market for can see the potential?" larger companies with a heavy Another area of "enormous

rock roster on video. "Heavy Metal is probably the Despite the administrative and only truly international ongoing | technical problems (the need to popular music genre," continues | manufacture tapes on a non-stan-Smith, "But it is also generally recognised as one of the music types worst served by TV and radio.

#### A single market

"There's a very strong following, but until video came along, their | which has just been released. access to it was very poor, apart from going to live concerts. Even | Competition with MTV, unless they stay up until 03.00, the likelihood of seeing anyone other than Bon Jovi is very slim indeed."

That's why Fotodisk moved into the home video market some 18 months ago, from a background producing rock interview picture discs. The company now releases three or four titles a month, mainly concert footage shot by its own production unit of bands such as Celtic Frost, Napalm Death, Creator, Tiger Tailz, Gwar and Coroner.

A pan-European distribution network has already been set up. via similarly independent firms such as SPV in Germany, Boudisque in the Benelux and VCI in Snain.

This international angle is important: heavy rock seems to have a far greater appeal in many parts of continental Europe, compared and star-studded occasions. to other forms of music, than it does in the UK. With video itself | magazine's success owes more

As video becomes an | tain, Smith feels rock could be a | material in the other electronic | recent sudden departure of increasingly important leading force in building a wider market for the format.

"There has been a little caution from most territories," he says. "The initial battle overseas is not whether there's a huge market for rock, but whether they can sell music video at all. Once they do get involved, our distributors have usually found that there is a genuine market.

He considers the Germanspeaking territories especially fertile, and even Iceland, into which the company has just moved. "There's something like a 70% penetration of VCRs into households there, and a few weeks ago Whitesnake played live to about 35.000 people, which as a proportion of the population [circa 250.000] is enormous. Just put those two facts together and you

potential" is Eastern Europe. dard Secam format), Fotodisk plans "to be moving in there as quickly as possible"

Meanwhile, though, its latest project is in a different direction, with a bimonthly magazine, Metal XS, the second edition of

This is no less than the third such example of a video product that heavy metal really has made its own. Market leader Hard 'N' Heavy, distributed by MCEG Virgin Vision, has now reached its 10th issue: BMG's Metalhead is at Volume Two.

"It's a format that suits metal down to the ground," says Virgin music video manager John Paisley. "There's a solid fan base that will buy the vast bulk of product. Metal fans are very loval. obsessive almost."

Their devotion has pushed Hard 'N' Heavy's sales up to a claimed 12.000 per issue, in the UK alone. Its identity has been built up through ventures such as the sponsorship of the Donington Monsters Of Rock festival - which in return netted exclusive footage of one of rock's most prestigious

Paisley, too, concedes the still not as well established in Bri- than a little to the lack of such

media: effectively, Hard 'N' Heavy takes the place of a regular metal show on broadcast TV.

At BMG, VP Adrian Workman stresses the notion that the metal magazines are as much "publications" as a conventional music paper. "They're regular, varied, interesting and up-to-date - and they have to be all those to be successful"

"The directions of these magazines are diverse; if you look at them they have their editorial stances. Once the consumer recognises that he'll make his choice. And I think with the heavy metal boys being such prolific consumers, a lot will buy two or even all three, to get a fuller picture. They often already get all the [written] mags?"

#### Taking the fans seriously

But he admits that Metalhead's sales are still "building". "We have doubled our sales from the first to the second issue, which is encouraging - though it didn't take much. But as with any new publication it will really take five or six issues to get off the ground?"

'N' Heavy's ascendancy is the

founder and editor-in-chief Harry Doherty. He left in a row over plans to feature a "video pin-up" calendar in the Christmas issue.

Both Virgin and the producers, Directors International Video, deny any hint of indecency in the sequence. However, it, and the surrounding argument, highlight the question of how seriously rock fans are really taken, even by those who do service them. Martin Smith has strong feelings on the subject.

"For a long time, heavy rock fans have been underestimated in terms of their intelligence level. even by those who do try to cater for them in the video field as much as elsewhere. The rock fan takes his music seriously: I believe he really likes to see people who are making serious comments about the artists and the music in general, rather than this 'tits and hums' attitude

"I think that makes ours the better product, and will be the secret of our success. It's a lesson the others would do well to learn they should work out a way of talking to their consumers without being patronising. The whole rock video industry would be better for it."

#### METALHEAD VOLUME II - BMG VIDEO

#### One factor that might jolt Hard

#### ■ Feature - Aerosmith on Hollywood's Rock Walk Of Fame ■ World Series Of Rock - Whitesnake, Great White and Skid Row live a Badlands - Live at the Hollywood Palace

- Extreme In the studio with producer Mike Wagner Mailbag - with Pretty Boy Floyd
- Clip Dead On, Beat A White Horse ■ Interview - Circus Of Power ■ London Quireboys - Live at the Rainbow Bar & Grill
- Feature House Of Lords in the studio

  Feature 'B-B-Q From Hell' (hard rock pig roast)
- Feature Grand Prix, with surprise guests ■ Saxon - Live at Mildenhall Festival

#### METAL XS VOLUME III - FOTODISK VIDEO

(Anticipated highlights for February release - full track listing tbc)

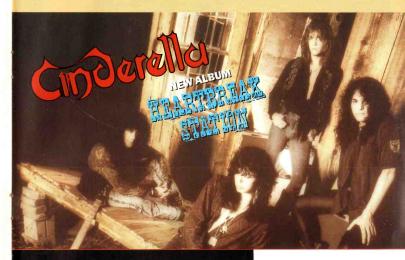
- Interview/clip Anthrax Interview/clip - Warrant
- Interview/clip excerpt Scorpions Fisiture - Cinderella on the road
- Interview/clip Firehouse Feature - The All-Stars Feature - Horror movies literature and heavy metal

#### HARD 'N' HEAVY VOLUME 10 - MCEG VIRGIN VISION

- Classic clip AC/DC, Who Made Who ■ Clip - Suicidal Tendencies. You Can't Bring Me Down
- Clip Megadeth, Holy Wars
- Clip Living Colour, Type
- Clip Ozzy Osbourne, Crazy Train
   Clip Stryper, Shinin Star
- Metal Blade Special featuring DRI, Armored Saint, Fates Warning, Gwar, Nevada Beach
- Clip Jane's Addiction, Stop
- Clip Vixen, How Much Love
  Unsigned band Loud And Clear, Waiting For The Roar
- Clip Extreme, Decadence Dance
  New clip Little Angels, Kickin' Up Dust
- Clip Queensryche, Empire
  Donington Monsters Of Rock Thunder, London Quireboys, Poison

Aerosmith, Whitesnake live

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