

MUSIC & MEDIA

Europe's Radio-Active Newsweekly

1984
10 years
1994

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Volume 11 . Issue 50 . December 10, 1994

£ 2.95, DM 8, FFr 25, US\$ 5

Celtas Cortos Whips Up A Frenzy Away From Home

SPAIN
by Christian Lorenz

Spanish record labels are increasingly showing their confidence in national artists by exporting them throughout Europe. Following on the heels of fellow Spaniards Heroes Del Silencio and Seguridad Social is Celtas Cortos, now successfully building its reputation outside its home territory.

In a space of 10 years, Celtas Cortos has become Spain's top live act and now plays more than 100 concerts a year in its home country alone, with venues ranging from 5,000 to 20,000 capacity. Even large venues like Madrid's 18,000 seat bull-fighting ring are turned into frenetic dance parties by Celtas Cortos' mixture of celtic folk, solid rock and latin rhythms.

(continues on page 24)

Swedish Auctions Go Ahead, Energy Takes 11 Frequencies

SWEDEN
by Nicholas George

Radio Energy has gained 11 of the 23 new commercial frequencies in the latest round of Swedish auctions, which went

ahead despite attempts by the country's new government to delay them.

Energy, the Swedish outlet of the French radio giant NRJ, will pay more than US\$1.6 million a year to the Swedish government

for the new frequencies, which will bring its total number to 17.

This will allow the company to expand outside its large-city base in Stockholm, Gothenburg and Malmö where its EHR-formatted service leads the commercial field. In a separate move, Energy has bought Radio Uppland north of Stockholm from the religious group "Livets Ord."

Energy's president Bertil Damberg says he is pleased with the results of the auction. "In a country like Sweden it's important that you develop your network." Energy will use its existing format on the new frequencies, he adds.

Some 23 local commercial frequencies were awarded in the third and final round of auctions. The licences mainly covered smaller cities and rural areas.

Most of the country's existing commercial broadcasters followed Energy's example and attempted to increase the size of their networks.

(continues on page 24)



ONE MILLION THANKS — EMI Italy & Greece regional MD Roberto Citterio (left) is pictured handing one of 10 platinum discs to Vosco Rossi for sales of over one million units of the album "Gli Spori Sopra." During the prize giving, Rossi said the achievement was an important result for him, and paid tribute to his manager Maurizio Lolli, who died this summer.

New Music Feels The Commercial Squeeze

EUROPE

Is the bulk of European radio in danger of making its motto "Whatever you do, don't irritate your listeners?" Established radio traditions in France and Italy have left little cause for complaint among most listeners hungry for challenging music, but developments in Germany, the UK and Sweden have thrown up some worrying signs for the future of new and alternative music on radio.

There has been no shortage of licence applications and restricted licences for commercial services proposing contemporary,

more adventurous music. But the signs are that licensing policies favour more mainstream commercial formats. Meanwhile, German music enthusiasts are becoming concerned about the worrying disappearance of specialist music programmes on the public broadcasters. Christian Lorenz reports.

ACE, 50+ Formats Grow In Germany

The state of Baden-Württemberg halved the number of licences for private radio in October (M&M, October 29), establishing ACE and MOR as the leading formats in the region. Of the 18 stations which received an eight year

licence, six have an ACE format, four MOR, three EHR, two Gold/Oldies and one a national format.

Despite a 93,000-name petition and a campaign supported by performances from rap group Die Fantastischen Vier, the licence plan excluded two very popular urban dance stations—Karlsruhe-based Radio Residenz and Stuttgart's Hithouse Radio—which have a combined audience over 210,000 listeners.

Hithouse MD Michael Bernthaler has applied for a cable licence as a temporary solution to keep most of the station's staff of 10.

(continues on page 23)

MTV Euro Awards A Winner With Music Industry

EUROPE
by Dominic Pride

The real winners at MTV's first European Music Awards were George Michael and the Symbol (the artist formerly known as Prince), despite the fact that neither of them carried off one of the evening's coveted awards.

And judging by reactions of those present, the music industry stands to benefit greatly from the awards becoming a regular calendar event.

(continues on page 24)

No. 1 in EUROPE

European Hit Radio

Bon Jovi
Always
(Jambco)

Eurochart Hot 100 Singles

Bon Jovi
Always
(Jambco)

European Top 100 Albums

Bon Jovi
Cross Road
(Jambco)

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A New Year In Jazz

M&M's Terry Berne asked various jazz label executives several questions concerning the year past, the year to come, the importance of jazz charts in general and the desirability of creating a pan-European jazz chart in the future. Following is a summary of their responses.

Alex Merck Music - Alex Merck

Worldwide our growth in sales was way over that of 1993. But we are still a very young company, so that is not so surprising. We more than tripled sales in the US. All titles sold a little better, though in the main this was a result of *Push* by Bill Evans and Leni Stern's *Like One*. We'll release a Bill Evans live album of the *Push* band next March and a studio album of Leni Stern is also due in the first quarter. We would rather have one artist doing something original very well, than several following some kind of trend. There can be similarities, of course, and we've profited by having some releases that offer a rougher version of soulful jazz, for which we get a younger audience. We do get airplay, even on some of the alternative rock stations in Europe, especially in Spain, Italy and Germany. A pan-European chart is

absolutely desirable. The market here is growing together and will continue to do so. Labels can see this, with some exceptions, though there may be time lapses between the different territories. You would need quite a large data base, perhaps 150 stores. The newly-launched Jazz Trend Charts in Germany are definitely helpful, though we need to fine tune them.

Enja Records - Matthias Winklemann

Sales were actually better in 1994. Things were different but we had some titles which did really well, and that brings the average right up. Our best selling release was **Rabih Abou Khalil's** *The Sultan's Picnic*. We issued about 35 CDs in total. One of our most exciting new signings is the alto sax player **Abraham Burton**. We are doing more projects with ethnic music now, such as a jazz-influenced album with Turkish percussionist **Oktay Temiz**, two other percussionists, clarinet and trumpet, which will be out next year. A pan-European chart does not necessarily make sense. Our records sell differently in different countries. It's strange, but that's how it is.

101 South - Michael Jacoby

We've achieved a tremendous success with the launch of the Jazz Trend Charts in Ger-

many. Retail interest has been strong, and some stores now have special displays of the top 20 jazz CDs. It's especially helpful in spreading jazz product to the provinces where many stores don't even stock jazz product. Of course you have to remember that it is a trend chart and doesn't precisely reflect sales. We're already making improvements. For instance, releases more than one year old will no longer appear to prevent perennial sellers from blocking the chart. We have also added a five-position waiting list, though we decided not to eliminate compilations. A pan-European chart would require a push from the labels in the various countries. It would require a lot of time and effort. If the UK launches a chart and we could put together a chart compiled from France, the Benelux, UK and Germany, that would be a good first step.

101 South had a slow year generally, with only two significant releases. **Joe McBride** and **Billy Cobham**. A new release from **Gerald Vesley** is in the works. The third installment of *The Heartbeat Of California* has also just come out. We're mailing a new catalogue to over 5,000 people throughout Europe, who will be able to order directly from us. We're also changing our strategy next year by becoming a general importer of American product. Lack of radio airplay is still the biggest problem, which we hope will be alleviated to some extent by the launch of **VH-1** and **Viva 2**.

Sony - Barry Hatcher

Nearly every Sony office in Europe now has

someone responsible for jazz, in some cases two people, one to handle full-price and the other for mid-price. Two artists in particular come to mind when looking back at the year: pianist **Marcus Roberts** and sax player **Darby Sanchez**. A new label, *Epicure*, has just been launched in the US as the jazz arm of *Epic*, with artists like **Leon Parker** and **Winnard Harper**. A European chart is desirable though it would depend on how thorough the information was. Any chart would be welcome but it would have to be accurate. There is no such chart in the UK at the moment, but the organisation **Jazz Information Network**—composed of major labels and **New Note** distributors—is endeavoring to create a responsible chart.

BMG International - Cathelyne Oudemans

RCA US has recently completed a reorganization of the jazz department. **Paul Ramey** has been appointed national director of jazz and will determine executive marketing for **Novus** and **Bluebird**, and oversee promotion activities. **Brian Bacchus** is now national director of A&R for jazz and progressive music. He will be directly responsible for our jazz sound, procuring writers, artists, producers and material for **Novus**. In Europe, **Warren Hill's** *Truth* was recently issued. The *Jazz Tribune* series in France continues to grow, and **BMG Germany** launched a new series called *Jazz Gallery*. The UK office released a series of mood-oriented compilations aimed at the first-time jazz consumer. (continued on page 12)

JAZZ REVIEWS

Toshiko Akiyoshi Jazz Orchestra *Desert Lady/Fantasy* Columbia

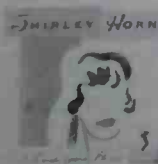


A marvelous collection of original compositions featuring **Lew Tabackin** on tenor saxophone and flute. *Harlequin Tears* is a stunning opener and demonstrates

Akiyoshi's partiality to arrangements that focus on solo improvisation. The title song is an extended and exotic exploration of orchestral color, as well as a showcase for Tabackin's sinuous and inventive flute playing. The band frames and punctuates the tunes, and this dynamic between rhythm section, soloist and full orchestra lends the session punch as well as buoyancy. Contact **Barry Hatcher** at tel: (+44) 71.911 8226; fax: 914.8712.

Shirley Horn

I Love You Paris



Gitanes/Verve
With its combination of romance and elegance this album recalls another live trio recording—**Errol Garner's** *Concert By The Sea*—and these same ingredients may

have cooked up another classic. Though the pace here is altogether more languorous, like one of her own exquisitely sad but somehow consoling ballads, it's as riveting in its quiet intensity as that earlier record was for its exuberance and good humor. On Gershwin's *Do It Again* or **Leon Russell's** *A Song For*

You the blues meets jazz and magic results. Contact **Marie-Claude Nuoy** at tel: (+33) 14469.1000; fax: 4294.0005.

The Rippingtons

Sahara

The Brecker Brothers

Out Of The Loop



GRP
Both these albums part from the same pop/soul sensibility with crisp unassuming solos played overtop funk metrics and streamlined keyboard atmospherics.

The Rippingtons concentrate more on shimmering surfaces and evocative melody conjuring, while the brothers Becker deliver a leaner sound that emphasises their respective horns, as on the trumpeter's *Harpoon*. *When It Was* or *Scrunch* delve into hip-hopish territory with just enough snap to carry it off. The two leaders are the only band members whose personalities are aired, which is less true of *Sahara*. Though **Russ Freeman** certainly dominates on various keyboards and fretted strings, bassist **Kim Stone** and drummer **Tony Morales** manage to rise above the pristine sonics of tunes like *True Companion* and the reggaeified *Til We're Together Again*. Contact **Ann Therese O'Neill** at tel: (+44) 71.304 4500; fax: 734.2902.

Abdullah Ibrahim

Knyana Blue

Enja
Over a repetitive, hypnotic theme played on

organ, bass and drums the pianist narrates his recent return to South Africa, recalling the beauty of Cape Town and meetings with old friends. So begins this poignant musical encounter with the artist's past and his reflections on his transformed country. *Peace*, an early composition redone here, is characteristic of his solo style—explicit melody, strict rhythm, bluesy or even ragtime in feel and calmly beautiful. The occasional vocal is modestly offered, but it's the piano playing that most captivates. Contact **Matthias Winklemann** at tel: (+49) 89.161 777; fax: 167.8810.

Michel Camilo

One More Once

Columbia

Most immediately breathtaking on this uniformly superb album is the percussion ensemble of **Cliff Almond** and **Marvin "Smitty" Smith** with **Giovanni Hidalgo** and **Guarionex Aquino**. *Why Not* and *Just Kidding* amply display their virtues though everyone, from guitarist **Chuck Loeb** to the blistering and stellar horn section (**John Faddis**, **Michael Mossman**, **Paquito D'Rivera** among others) play to the hilt, and flawless production lets us hear every note of Camilo's swinging charts. Quieter moments are a welcome respite from an otherwise stirring performance. Contact **Barry Hatcher** at tel: (+44) 71.911 8226; fax: 911.8712.

Linda Sharrock

Like A River

Amadeo

The voice of this adventurous artist is the common thread which holds together this

wide-ranging CD. It's a voice adequate to a variety of emotions, with a multitude of registers and tones, and supple enough to function in many settings, from the anthem-like title track—full of insinuating sounds such as gongs, tablas, breaking waves, and a chant-like chorus—to the technofunk of *Curious*, the jazzistic *Dear My Beloved* or the acoustic blues of *Red Dog*. Both lyrically and musically provocative, several means are marshalled to arrive at a paradoxically rich minimalism: an Icelandic male choir, saxophones, electronics and skillful drumming by **Jamie Lane**. Contact **Wulf Muller** at tel: (+44) 71.747 4000; fax: 499.2596.

Toots Thielemans

East Coast West Coast

Private Music



An interesting concept that developed into a fine album, surprisingly consistent given the range of musicians with whom the harmonica virtuoso plays on this collection of jazz classics. **Joshua Redman**, **Terence Blanchard**, **Herbie Hancock**, **Ernie Watts** and **Charlie Haden** are some of the musicians who accompany Toots on bop standards like *In Walked Bud* and *Groovin' High*. These are reflective versions whose natural lyricism returns a certain wayward innocence to material so often handled, and the unique mix of instrumental textures, vibes, violin and guitar, also adds to the music's freshness. Wholly successful and highly enjoyable jazz. Contact **Petra Gehrmann** at (+33) 1.4059 0473; fax: 4058 1283.



THE LAST BEST SELLERS

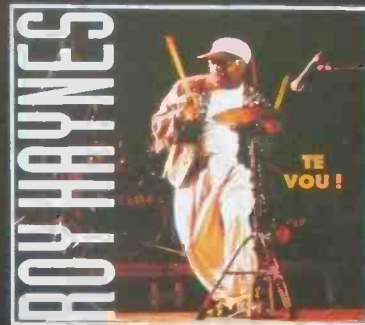


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(continued from page 10)

In & Out Records - Frank Kleinschmidt

Generally sales were a little down, like everywhere else in the music business. Retailers are reluctant to stock back catalogue, which for jazz is essential. It's a long term process selling jazz. Our turnover has increased every year since we began, but I realise that this year that increase was less than it was in 1993. The last couple of months have started to pick up, so I am not too pessimistic. In countries like Italy, for instance, there is a problem with the bootleg market, even in the jazz field, which makes it hard to sell full-price product. We had six releases this year. I would be very interested in a European jazz chart; the two published in Germany—in the magazines *Musikwoche*, which they compile themselves, and the new chart published in *Musikmarkt*—are very useful. Jazz sells well in stores where the buyer knows about music. For the other stores the charts are especially helpful. We need to educate the stores more. We have just released a live album by James "Blood" Ulmer And The Blues Experience, and a 70th birthday tribute to Art Blakey by the Jazz Messengers featuring many former members like Freddy Hubbard and Wayne Shorter.

PolyGram Jazz - Wulf Müller

In 1994 we had a couple more new recordings by new artists. We want to record more unknown and new artists. Acts like Norman Brown, Stephen Scott, Roy Hargrove and Linda Sharrock were able to gain a

foothold in Europe. Generally sales are good despite problems in their own official jazz charts, and from those it would be possible to compile a Europe-wide list. Austria, France, Germany and soon the UK all have some kind of chart. The contact people are getting from more dance-oriented grooves and jazz hip hop might lead them to listen to other kinds of more traditional or contemporary jazz. It's a trend which will last for a while, and some of the results of this cooperation between jazz and dance are quite interesting. *Directions In Groove* is a jazz hip hop band, and Linda Sharrock, who combines dance, jazz, soul and funk in a very unique way, and Gary Thomas is also working in that vein. There's definitely more to come in that area. Early next year we have albums coming from Ornette Coleman with *Prime Time*, Abbey Lincoln featuring Pat Metheny, and in April, Joe Henderson *Plays Antonio Carlos Jobim*, plus new acts like Chris McBride, Chris Botti. In all there will be some 50 new releases.

Blue Note - Felix Cromey

1994 was an especially successful year for Cassandra Wilson in Europe. Though *Blue Light Till Dawn* came out in 1993, we've been working on it ever since. She's toured three times in support of the album. So we're looking forward to releasing her second CD for Blue Note next year. We also released two albums by guitarist John Scofield, the first of which was with Pat Metheny, *I Can See Your House From Here*, and sold extremely well across Europe. Another of our highlights was Stan Tracey's *Live At The Queen Elizabeth Hall* commemorating

his 50 years in jazz. A broadly European chart would certainly be useful, but it would have to be carefully monitored and defined so as not to include non-jazz acts, like some other so-called jazz charts. The best method would be to pool it from available individual country charts. The new German charts are fantastic, and not just because we had the first number one record. It reflects what is going on in that market fairly faithfully. In my experience Germany, France, Italy and Benelux would provide a decent guide to what was selling. Forthcoming CDs include Jacky Terrasson's self-titled debut, a collaboration between Joe Lovano and Gunther Schuller called *Rush Hour*, and new material from Kevin Eubanks and Bobby McFerrin. Four more original soul jazz albums will also be re-issued, including Lou Donaldson and Grant Green.

GRP - Ann Therese O'Neill

The *Red, Hot + Cool* album is selling beyond our expectations in Europe. We've had great support from MTV, VH-1 and Viva. We're participating in the world Aids awareness project on MTV on December 1. The year internationally for GRP has been very strong—Europe is definitely up on last year sales-wise. The jazz market differs significantly from country to country in Europe, for instance the French market is generally more traditional, whereas Italy tends to lean toward jazz hip hop. So a European chart would not give a good overall indication to what is happening Europe-wide. The GRP Big Band is releasing a new album in January and we hope they will be touring here also. With new president Tomy LiPuma on

board the diversity of the label will grow, it will become more progressive; for instance former Incognito vocalist Maysa Leak has just joined GRP.

France's Jazz Top 30 Albums* (as of December 5)

1. *Shel*/Harry Connick Jr. (Sony)
2. *Mood Swing*/Joshua Redman (WEA)
3. *Officiel*/Jan Garbarek (PolyGram)
4. *Spill'n'In*/Buddy Guy (BMG)
5. *Dis Is Da Drum*/Herbie Hancock (Import)
6. *Best Of Jazz Samba*/Stan Getz
7. *Conférence De Presse*/M. Petruccianni & E. Louiss (Sony)
8. *Koin Concert*/Keith Jarrett (PolyGram)
9. *Miracles*/Kenny G. (Impart)
10. *It Remains To Be Seen*/Mississippi Mass Choir (Aurodis)
11. *Ramblin'man*/Big Daddy Kinsey (PolyGram)
12. *Scampi Fritti*/Marc Bencon (PolyGram)
13. *Kind Of Blue*/Miles Davis (Sony)
14. *Friday Night In...*/John McLaughlin (PolyGram)
15. *Dream A Little Dream*/Gerry Mulligan (Media 7)
16. *Megaliit*/T Square (Import)
17. *With Gilberto*/Stan Getz (PolyGram)
18. *Chet*/Chet Baker (WEA)
19. *Newest Sound Around*/Jeanne-Lee (BMG)
20. *Live*/Michel Petruccianni (EMI)
21. *Buckshot Lefonque*/Buckshot Lefonque (Sony)
22. *Good Book*/Louis Armstrong (BMG)
23. *Pure Ella*/Ella Fitzgerald (BMG)
24. *Cusson & Wild Unit 2*/Michel Cusson (Sony)
25. *France I Wish You Love*/Harry Connick Jr. (EMI)
26. *After Hours*/Jeanne Lee (EMI)
27. *Time Out*/Dave Brubeck (Sony)
28. *Breathless*/Kenny G. (BMG)
29. *Live*/Liz MacComb (Sony)
30. *Wish*/Joshua Redman (WEA)

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JEAN-PAUL ALIMI

American Graffiti (Piano Solo) - JPM (CD), (France)
 PRODUCER: Jean-Paul Alimi
 This composer/performer, who is director of the St. Laurent Du Var municipal conservatory by day, still finds time to produce music—in casu a set containing just classical piano music. Stylistically he draws heavily from such influences as Satie, Debussy and Ravel. Contact Jean-Paul Alimi at tel: (+33) 92.124 060/065/93.146 952; fax: 92.124 243.

STEVEN ANDERSON

Gipsy Power - Psychic Eye (CD) (Sweden)
 PRODUCER: Claes Olson
 By incorporating folk music from Sweden and Hungary, this innovative-guitar player—hailing from the same school as his more famous countryman Yngwie Malmsteen—sets himself apart from the rest of the classic rock virtuoso troupe. Contact Fredrik Ekander at tel: (+46) 8.671 2500; fax: 8.662 5730.

JEAN BOSCO MWENDA

African Guitar Legend - Mountain/EWM (CD) (Zaire)
 PRODUCER: Patrick Lee-Thorp
 Mwenda, a highly influential African guitarist, enjoyed his hey-

day roughly between 1952 and 1962, when he originally recorded most of the selections included here. Some of these tunes became hits all over Africa during that period. Much later, in 1988, he re-recorded the reworked versions in South Africa, which appear on this album. Contact Patrick Lee-Thorp at tel: (+44) 81.224 6306; fax: 81.224 6308.

ADEL DHIBI

Leilah - Melting Pot/Tempo (Belgium)
 PRODUCER: Feys/Miere
 The first track on the new Tempo imprint Melting Pot is a fast-paced houser with a strong oriental flavour. The numerous and varied remixes are an added bonus. Contact Guido Janssens at tel: (+32) 9.220 2121; fax: 9.221 8100.

ST. MARTIN

St. Martin - Ariola (CD) (Hungary)
 PRODUCER: Berkes G.
 This gifted sax player generally deals in a more robust version of the mellow jazz fusion as provided by David Sanborn and Kenny G. His sense of melody is strong enough to set him apart from the aforementioned, with the clever

arrangements being an extra asset. Contact Zoltan Foldes at tel: (+36) 1.169 9570; fax: 1.140 1374.

VARIOUS ARTISTS

Alrave Ultra - Public's Choice (CD) (Germany)
 PRODUCER: Various
 Some of the most reputed club DJs and producers from the rave scene are present on this sampler. Check out DJ Hooligan's *The Culture*, which is one of the highlights. *Requiem by Rejuvenation* also merits special attention. Contact Rudy Holzauer at tel: (+49) 40.642 5046; fax: 40.642 5999.

VARIOUS ARTISTS

This Is...Jungle - Ultrasound (CD) (UK)
 PRODUCER: Various
 Put together by Nicky Blackmarket, this compilation is widely touted as the best jungle set available. Included are *Original Nuttah* by Shy FX & UK Apachi, which was a hit earlier this year; an exclusive remix of Cutty Ranks's classic *Armed And Dangerous* and *Leviticus' The Burial*. Contact Ken Lower at tel (+44) 81.675 8797; fax: 81.675 9919.

JOHN WETTON



Battle Lines - JWL/SPV/Crisis (CD) (UK/Germany)
 PRODUCER: Ron Nevison

After a fairly lengthy absence from the recording front, this symphonic rocker returns with only the second solo album of his lengthy career. He hasn't lost any of his writing and performing skills. This collection of massive well-produced rocker contains some real gems such as *Jane, Sand In My Hand* and the title song, which is also the theme song from the film *Chasing The Deer*, now running in the UK. Contact Sjaak De Bruin at tel: (+31) 35.280 131; fax: 35.280 251. Stefan Vadocz, head of music at

DJ's Delite - Stefan Vadocz

Slovak ACE outlet **Twist** (Ariola) is a listeners' favourite. **John** He has been a well-known musician for quite some years, but in the past he used to produce synth pop, while he now has switched to soft rock. Also noteworthy is *Sweetness* by Michelle Gayle, which gets a lot of requests. The reason behind this is the fact that people can sing along with the chorus easily, I presume. Finally *Always* by **Bon Jovi** and *When We Dance* by **Sting** are obvious musts, just like numerous other tracks from their 'Best Of **Müller**, whose *Milowanie V Euzei*



along with the chorus easily, I presume. Finally *Always* by **Bon Jovi** and *When We Dance* by **Sting** are obvious musts, just like numerous other tracks from their 'Best Of

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Breakin' & Entering

Bon Jovi celebrates its fifth week of simultaneously topping both Eurocharts. Its single *Always* (Jambou/Mercury) regains its bullet as it registers climbs in five out of the 11 national charts it's currently listed in. This week's highest new singles entry belongs to a band sorely missed by its native fans. This is made clear by the fact that the Stone Roses' first new single in nearly three years, *Love Spreads* (Geffen) enters the UK chart at number 2 this week. Helped by a number 9 entry in Ireland, the band's label debut hits the Hot 100 at number 8 as their eighth Eurochart entry to date. Of their seven previous entries 1989's *Fools Gold/What The World Is...* charted for 11 weeks and peaked at number 34, while 1990's *One Love* (both on Silvertone) charted for five weeks but peaked at number 12. German act U 96's sixth Eurochart entry *Love Religion* (Motor) registers as this week's singles Sales Breaker at number 13. U 96 has had its biggest success to date with its 1992 Eurochart debut *Dus Boot* (Polydor); charting for the grand total of 41 weeks, it peaked at number 2. Subsequent U 96 entries have been no slouches either; that same year *I Wanna Be A Kennedy* charted for 14 weeks, peaking at number 23 followed by 1993's *Love Sees No Colour* and *Night In Motion* which charted for 25 and 14 weeks respectively, peaking at numbers 19 and 25. Earlier this year the band enjoyed its fifth Eurochart entry with *Inside Your Dreams* which peaked at number 29, charting for 13 weeks.

As already mentioned, Bon Jovi still tops the Top 100 albums, with *Cross Road* staying ahead of its competition. Although *Nirvana's Unplugged In New York* still registers as "best of the rest" at number 2 it remains vulnerable and bulletless before the onslaught of *Sting's Fields Of Gold - Best Of* (A&M), this week's albums Sales Breaker. The former "police-man" currently enjoys his second highest Eurochart album, sandwiched between 1987's *Nothing Like The Sun* which peaked at number 4 and 1991's *Soul Cages* which made it to the top of the chart. His 1986 Eurochart debut *Bring On The Night* peaked at number 6. This week's highest new albums entry also belongs to a veteran of the charts; *Mike Oldfield's* new album *The Songs Of Distant Earth* (WEA) enters the Top 100 in true Euro-style, registering chart positions in seven different European territories. His 1984 Eurochart debut *Discovery* made it to number 1 followed by 1987's *Islands* which stalled at number 13. Since then Oldfield hasn't missed a single year. In 1989 he released *Earth Moving* which peaked at number 8, in 1990 it was *Amarok* which peaked at 34 followed by 1991's *Heaven's Open* (his last release on Virgin) which registered his lowest peak yet, number 41. His 1992 WEA label debut *Tubular Bells II* peaked at number 4 and charted well into 1993, and for 1994 Virgin released *Elements The Best Of* which peaked at number 9.

Mark Sperver

EUROCHART

EUROCHART HOT 100 SINGLES

300 PS (Auto...)	90	Let The Beat Go On	38
7 Seconds	9	Let The Dream Come True	18
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EUROCHART HOT 100 SINGLES

week 50/94

THIS WEEK	LAST WEEK	WKS on CHART	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	WKS on CHART	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	WKS on CHART	ARTIST	TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED
1	11		Always Bon Jovi - Jambco (PolyGram)	A,B,D,R,D,IRE,I,N,L,N,S,CH,UK	68	68		Hold Me, Thrill Me, Kiss Me Gloria Estefan - Epic (EMI)	UK								
2	2	15	Cotton Eye Joe Rednex - Jive (Zomba)	A,B,D,K,F,N,D,N,S,CH	69	60	4	This D.J. Warren G - Violator/Island (EMI)	D,IRE,UK								
3	3	16	Saturday Night Whigfield - X-Energy (Energy Production)	A,D,K,F,D,IRE,N,L,S,CH,UK	70	92	2	Conquest Of Paradise Vangelis - East West (Spheric)	D								
4	5	9	Secret Madonna - Maverick/Sire (Warner Chappell)	A,B,D,K,F,N,D,IRE,I,E,S,CH,UK	71	71	2	La La He Hey Hey The Outhere Brothers - Hotsound (Time/Hotsound)	UK								
5	9	3	Let Me Be Your Fantasy Baby D - Systematic (F.R.I.)	IRE,UK	72	63	11	Life In The Streets Prince Ital Joe & Marly Mink - East West (WC/BMG/Petersburg/AC Music)	D,CH								
6	8	8	Hyper, Hyper Scooter - Club Tools (Ruckbank)	A,D,E,CH	73	57	10	Steam East 17 - London (PolyGram)	B,D,K,F,D,IRE,CH								
7	4	10	Baby Come Back Pato Banton - Virgin (Greenheart)	A,B,D,K,D,IRE,NL,UK	74	45	7	She's Got That Vibe R. Kelly - Jive (Zomba)	IRE,UK								
8	8		Love Spreads Stone Roses - Geffen (Copyright Control)	IRE,UK	75	82	2	The Sunshine After The Rain New Atlantic/U4EA FT Berri - 3 Beat/Freedom (EMI)	UK								
9	10	25	7 Seconds Youssef N'Dour feat. Neneh Cherry - Columbia (EMI/Protek)	B,D,K,F,D,CH	76	76	9	Mr. Jones Counting Crows - Geffen (EMI)	IRE								
10	7	5	All I Wanna Do Sheryl Crow - A&M (WC/Rondor/Variou)	D,K,F,D,IRE,NL,CH,UK	77	77	3	Spanish Lady Dustin - Lime/EMI (MCPFF/CC)	IRE								
11	6	11	It's A Rainy Day Ice MC - DWA (Extravaganza)	A,B,F,D,I,N,L,S,CH	78	78	3	Hypnose Scorpio - Blanco Y Negro (Mas Volumen)	E								
12	25	3	We Have All The Time In The World Louis Armstrong - EMI (EMI)	IRE,UK	79	82		Run To You Roxette - EMI (EMI/Jimmy Fun)	B,FIN,UK								
☆☆☆☆☆ SALES BREAKER ☆☆☆☆☆																	
13	34	4	Love Religion U 96 - Motor (Fink/Warner Chappell)	A,D,K,F,N,D,S,CH	80	79	4	The Mountain Of King Digital Boy - D-Boy (Dig It)	UK								
14	19	2	Old Pop In An Oak Rednex - Jive (Zomba)	B,D,K,F,N,L,S	81	81	4	Think Twice Celine Dion - Epic/Columbia (EMI)	UK								
15	12	5	Another Night M.C. Sar & The Real McCoy - Hanso (Diamond Cut)	IRE,UK	82	61	5	Goodnight Girl '94 Wet Wet Wet - Precious Organization (Precious/Chrysalis)	B,D,K,D,NL,CH								
16	11	29	Love Is All Around Wet Wet Wet - Precious Organization (PolyGram)	A,B,F,D,IRE,E,S,CH,UK	83	87	33	Mmm Mmm Mmm Mmm Crash Test Dummies - Arista (Island)	UK								
17	29	5	An Angel Kelly Family - Kal-Life (Not Listed)	A,B,D	84	58	3	Half The Man Jamiroquai - Sony S2 (EMI)	UK								
18	14	9	Let The Dream Come True D.J. Bobo - Fresh (Fresh/EAMS)	A,D,K,F,D,N,L,S,CH	85	89	11	Don't Stop The Outhere Brothers - Hotsound (Time/Hotsound)	B,N,E								
19	27	3	Dissident - Live In Atlanta 2 Pearl Jam - Epic (Various)	B,D,K,F,N,F,N	86	86		ABC And D... Blue Bamboo - Escapade/Rumour (Escapade/Rumour)	UK								
20	18	28	Eins, Zwei, Polizei Mo-Do - plaSivka (Cameleon)	B,D,K,F,N,F,D,S,CH	87	66	17	The Summer Is Magic Playability - Wicked & Wild (Not Listed)	A,F,D,CH								
21	30	12	Endless Love Luther Vandross & Mariah Carey - Epic (Warner Chappell)	A,B,D,K,F,D,S,CH	88	68	2	On Bended Knee Boyz II Men - Motown (EMI)	IRE,UK								
22	20	12	Hey Now (Girl's Just Want To Have Fun) Cyndi Lauper - Epic (Sony/EMI)	D,K,F,IRE,CH,UK	89	72	4	Bang And Blame R.E.M. - Warner Brothers (Warner Chappell)	B,D,IRE,NL,UK								
23	23	9	Circle Of Life Elton John - Hollywood/Mercury (Campbell Connelly)	I,D,IRE,N,L,S,CH,UK	90	82		300 PS (Auto...) Erste Allgemeine Verunsicherung - EMI (Manuskript)	UK								
24	7	2	Spin The Black Circle Pearl Jam - Epic (Sony)	D,K,F,N,IRE,I,N,L,N,S,UK	91	82		I Love Saturday Erase - Mute (Musical Moments/Minotaur/Sony)	UK								
25	47	7	Zombie Cranberries - Island (Island)	B,D,K,D,IRE,N,L,N,S	92	67	12	Point Of No Return Century - EMI (A La Carte/Sony)	A,F,D								
26	33	2	Dissident - Live In Atlanta 3 Pearl Jam - Epic (Various)	B,D,K,F,N,F,N	93	84	2	Give It Up! (For The Melodie) Melodie MC - Sidekick (Sidekick/EMI)	S								
27	22	12	Droomen Zijn Bedrog Marco Borsato - Polydor (PolyGram/EMI/TBM)	BL,NL	94	86	2	Fire Magic Affair - Electrola (Nosteratu)	B,D,S								
28	26	10	No One 2 Unlimited - Bute (MCA)	A,B,D,K,F,D,N,L,S,CH	95	56	8	Move It Up Cappella - Internal Dance/Variou)	B,D,NL,CH								
29	29		Stay Another Day East 17 - London (PolyGram)	IRE,UK	96	98	3	About A Girl Nirvana - Geffen (EMI-Virgin Songs/The End Of Music)	B,F,N,L,S								
30	13	14	Welcome To Tomorrow Snap - Ariola (Hanseatic/WC)	A,B,D,K,F,D,IRE,E,CH,UK	97	95	2	Forever Young Interactiv - Blow Up (Buddle)	FIN,D								
31	28	14	I'll Make Love To You Boyz II Men - Motown (Sony/ECAP)	B,D,K,F,IRE,B,CH	98	88	7	Hymn Cabbalero - Max Music (TRI Music)	E								
32	26	20	Feel The Heat Of The Night Masterboy - Polydor (Michaelson/WC)	F	99	88		Senzo Parole Vasco Rossi - EMP/EMI/Bollicine/Le Furie)	I								
33	13	25	I Swear All-4-One - Bittaz/Atlantic (MCA)	A,B,D,K,F,D,S,CH	100	82		Basket Case Green Day - Reprise (WC/Green Daze)	B,F,N,L,S								
34	21	23	Sweet Dreams La Bouche - Far Music (Warner Chappell)	A,B,F,D,E,S,CH	<small>A = Austria B = Belgium DE = Germany FR = France GR = Greece I = Ireland J = Japan NL = Netherlands UK = United Kingdom US = USA S = Spain SW = Sweden CH = Switzerland WC = United Kingdom * FAST MOVERS * NEW ENTRY * RE-ENTRY</small>												
35	40	2	Crocodile Shoes Jimmy Nail - East West (Not Listed)	UK	<small>☆☆☆☆☆ SALES BREAKER ☆☆☆☆☆ indicates the single registering the biggest increase in chart points</small>												
36	37	22	Can You Feel The Love Tonight Elton John - Hollywood/Mercury (Campbell Connelly)	E,D,K,F,S	<small>The Eurochart Hot 100 Singles is compiled by BPI Communications BV and based on the following national singles sales charts: CIN (UK), Bundesverband Der Phonographischen Wirtschaft/Media Control (Germany); IFPI (France), IFPI (Spain), IFPI (Italy), IFPI (Belgium), IFPI (Netherlands), IFPI (Denmark), VG (Norway), ALEF MB/TVE (Spain); YLE 2 Radiomajaja/IFPI (Finland); IFPI (Portugal), IFPI (Portugal), Austria Top 30 (Austria), Media Control/Musikmarkt (Switzerland), © BPI Communications BV. All rights reserved. © Hot 100 is a trademark of BPI Communications LP, used with permission.</small>												
37	17	3	Sight For Sore Eyes M'People - Deconstruction (BMG/EMI)	D,K,F,N,IRE,UK	<small>MUSIC & MEDIA DECEMBER 10, 1994</small>												
38	32	10	Let The Beat Go On Dr. Alban - Cheiron (Dr. Songs - Cheiron Songs)	B,D,K,F,D,E,S	<small>14</small>												
39	46	20	Regulate Warren G. & Nate Dogg - Death Row/Interscope (Suge/Warren G)	B,D,K,F,D,N,S,CH	<small>AmericanRadioHistory.Com</small>												
40	44	6	This Is The Way E-Type - Stockholm (Stockholm)	D,K,F,N,S	<small>14</small>												
41	41		Texas Cowboys The Grid - Deconstruction (M62/BMG)	FIN,IRE,UK	<small>14</small>												
42	36	7	High Hopes Pink Floyd - EMI (Pink Floyd)	UK	<small>14</small>												
43	31	5	Oh Baby I... Eternal - EMI (MCA/WC)	IRE,UK	<small>14</small>												
44	43	11	Sweetness Michelle Gayle - 1st Avenue/RCA (Warner Chappell)	D,K,D,IRE,CH,UK	<small>14</small>												
45	65	3	Is This The Love Masterboy - Polydor (Michaelson/WC)	A,D	<small>14</small>												
46	62	2	Put Yourself In My Place Kylie Minogue - Deconstruction (EMI)	UK	<small>14</small>												
47	47	4	Living In Danger Ace Of Base - Mega/Metronome/Megason)	A,B,F,D,N,L,CH	<small>14</small>												
48	88		There Is A Star Pharao - Dance Pool (Copyright Control)	D,S,CH	<small>14</small>												
49	53	7	Da Capo Perplexer - Motor (Upright/Lina Music)	A,D,CH	<small>14</small>												
50	88		Raise Your Hands Reel 2 Real feat. The Mad Stuntman - Positiva (PolyGram/Global)	IRE,UK	<small>14</small>												
51	70	2	Thank You For Hearing Me Sinead O'Connor - Ensign (EMI/CC)	UK	<small>14</small>												
52	38	8	Sure Take That - RCA (EMI)	B,D,K,D,IRE,I,CH,UK	<small>14</small>												
53	48	3	Short Dick Man 20 Fingers - Time/Downtown (Charlie Babie/Marfed Mohr)	I,NL,UK	<small>14</small>												
54	50	12	Hey Süßer Luciletric - Sing Sing (Glueck/Son Of Sing Sing)	A,D	<small>14</small>												
55	35	12	Der Berg Ruft K 2 - Koch (Koch/La Strada/BMG)	A,D,CH	<small>14</small>												
56	51	16	Love Song Mark 'Oh - Urban/Motor (How's That/Amati)	D,NL,CH	<small>14</small>												
57	49	6	When We Dance Sting - A&M (Magnetic)	B,D,K,F,D,IRE,I,NL,UK	<small>14</small>												
58	52	5	If I Only Knew Tom Jones - ZTT/Atlantic (White Rhino/Robotic Institute/Unforgettable/S)	D,K,IRE,NL,UK	<small>14</small>												
59	55	22	Everybody Gonfi Gon Two Cowboys - Freedom (3 Beat/Peer Music)	A,D,IRE,D	<small>14</small>												
60	39	3	True Faith - 94 New Order - Centredate Co/London (WC/Chrysalis)	IRE,UK	<small>14</small>												
61	88		Eternal Love P.J. & Duncan - XSRhythm/Telstar (Graham)	UK	<small>14</small>												
62	42	4	Let Me Be Free 2 Brothers On The 4th Floor - Lowland (Warner Basart)	B,I,N,L,S	<small>14</small>												
63	59	2	Dissident Pearl Jam - Epic (Sony/PolyGram/WC)	IRE,UK	<small>14</small>												
64	74	2	Unity Mix No. 5 The Unity Mixers - IDM (Various)	B	<small>14</small>												
65	80	6	Up N' Away Mr. President - Club Culture/WEA (Jetzt Kommz)	A,D	<small>14</small>												
66	75	4	Tell The World Pandora - Virgin (N.E.W. Music)	FIN,S	<small>14</small>												
67	69	2	I Will Survive Hermes House Band - Xplo Music (PolyGram)	NL	<small>14</small>												

EUROPEAN TOP 100 ALBUMS

THIS WEEK	LAST WEEK	WKS on CHART	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	WKS on CHART	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK	LAST WEEK	WKS on CHART	ARTIST	TITLE - ORIGINAL LABEL	COUNTRIES CHARTED
1	1	7	Bon Jovi	Cross Road - Jambica ▲3	A,B,DK,FIN,D,IRE,ENL,NL,PE,S,CH,UK	34	42	5	Eternal	Always & Forever - EMI	UK	68	70	3	Die Flippers	Sayonara - Ariola	D
2	2	4	Nirvana	Unplugged In New York - Geffen	A,B,DK,FIN,FD,IRE,ENL,NL,PE,S,CH,UK	35	31	6	East 17	Steam - London	BE,DK,IRE,NL,CH,UK	69	71	24	Herbert Von Karajan	Les Plus Beaux Adagios - Deutsche Grammophon	B
☆☆☆☆☆ SALES BREAKER ☆☆☆☆☆																	
3	3	3	Sting	Fields Of Gold - Best Of - A&M	A,B,DK,FIN,D,IRE,ENL,NL,PE,S,CH,UK	36	35	3	Soundtrack - Pulp Fiction	Pulp Fiction - MCA	IRE	70	86	31	Blur	Parklife - Food	IRE,UK
4	4	4	Aerosmith	Big Ones - Geffen	A,B,DK,FIN,D,IRE,NL,NL,PE,S,CH,UK	37	32	25	Laura Pausini	Laura Pausini - CGD ▲	NLE	71	→	→	Erste Allgemeine Verunsicherung	Nie Wieder Kunst - EMI	A
5	5	4	Sade	The Best Of - Epic ●	A,B,DK,FIN,D,IRE,ENL,NL,PE,S,CH,UK	38	49	2	Gary Moore	Ballads & Blues 1982 - 1994 - Virgin	DK,FIN,D,IRE,NL,NL,PE,S,CH,UK	72	66	28	Julio Iglesias	Crazy - Columbia ●	DK,NL,EU,UK
6	6	10	R.E.M.	Monster - Warner Brothers ▲	A,B,DK,FIN,FD,IRE,ENL,NL,PE,S,CH,UK	39	36	2	Laurent Voulzy	Au Coeur De Laurent Voulzy - Ariola	F	73	→	→	Helene	Helene '95 - AB	B,F
7	5	5	Madonna	Bedtime Stories - Maverick/Sire ●	A,B,DK,FIN,FD,IRE,ENL,NL,PE,S,CH,UK	40	29	4	Tom Petty	Wildflowers - Warner Brothers	A,DK,FIN,D,NL,S,CH	74	72	2	Queen	Greatest Hits I & II - Parlophone	B,D,NL,UK
8	10	13	Cameras/Domingo/Pavarotti/Mehta	Three Tenors In Concert '94 - Teldec ▲2	A,B,DK,FIN,FD,IRE,ENL,NL,PE,S,CH,UK	41	37	8	Cliff Richard	The Hit List - EMI	IRE,NL,UK	75	59	8	Green Day	Dookie - Reprise	DK,FIN,D,S
9	7	5	Chris Rea	The Best Of - East West ●	A,B,DK,FIN,D,IRE,NL,S,CH,UK	42	43	10	Luther Vandross	Songs - Epic	A,D,NL,CH,UK	76	→	→	Blue System	X-Ten - Hansa	D
10	9	7	Soundtrack - Forrest Gump	Forrest Gump - Columbia ●	A,B,DK,FIN,FD,IRE,ENL,NL,PE,S,CH,UK	43	41	14	Cyndi Lauper	Twelve Deadly Cyns... And Then, Some - Epic ●	A,D,IRE,CH,UK	77	67	6	Paul De Leeuw	ParaCdmol - Varagram/Sony	B,NL
11	14	10	Kelly Family	Over The Hump - Edel	A,D,CH	44	→	→	Prince	The Black Album - Warner Brothers	FIN,NL,CH,UK	78	58	13	Oasis	Definitely Maybe - Creation/Sony	FIN,UK
12	12	4	INXS	The Greatest Hits - Mercury	A,B,DK,IRE,NL,PE,S,CH,UK	45	34	6	Gloria Estefan	Hold Me, Thrill Me, Kiss Me - Epic	NLE,CH,UK	79	54	4	Polo Hofer & Die Schmetterband	Welcome I Dr SonderBar - Schoutz	CH
13	18	3	Beautiful South	Carry On Up The Charts - The Best Of - Go!Discs	IRE,UK	46	38	5	Mina	Canarino Mannara - PDU	I	80	→	→	Offspring	Smash - Epitaph	FIN,NL,S
14	13	3	Jimmy Page & Robert Plant	No Quarter - Fontana	B,DK,FIN,FD,IRE,ENL,NL,S,CH,UK	47	40	4	Black Crowes	America - American	B,DK,FIN,D,NL,S,CH	81	88	3	Pa-Papegoje	Pa-Papegoje - Columbia	DK
15	11	63	Mariah Carey	Music Box - Columbia ▲6	A,B,FD,NL,EU,UK	48	52	2	Nacho Cano	Un Mundo Separa Par El Mismo Dios - Virgin	E	82	80	13	Elvis Presley	The Essential Collection - RCA	IRE,NL,UK
16	21	8	Cranberries	No Need To Argue - Island	B,DK,FIN,D,IRE,NL,PE,S,CH,UK	49	46	31	Crash Test Dummies	God Shuffled His Feet - Arista ▲	DK,D,NL,CH	83	82	24	Yousou N'Dour	The Guide (Wommat) - Columbia	D,I,E
17	15	13	Westernhagen	Affentheater - WEA ●	A,D	50	50	2	Frank Sinatra	Duets II - Capitol	B,DK,NL,PE,S,UK	84	57	8	Die Ärzte	Das Beste Von Kurz Nach Früher - Columbia	D
18	→	→	Mike Oldfield	The Songs Of Distant Earth - WEA	DK,D,IRE,ES,CH,UK	51	48	4	Magnus Uggla	100% Uggla, Absolut Inget Annat - Columbia	S	85	61	7	José Luis Péroles	Mis Mejores Canciones - CBS	E
19	16	11	Eric Clapton	From The Cradle - Reprise ●	A,DK,FD,NL,S,CH,UK	52	→	→	Litfiba	Spirito - CGD	I	86	85	3	P.J. & Duncan	Psyche - The Album - XSrhythm/Telstar	UK
20	22	4	Jean Ferrat	Ferrat '95 - Terney	F	53	47	11	Boyz II Men	II - Motown	DK,FD,NL,E	87	78	6	Øystein Sunde	Du Må'kke Komme Her - Sonet	N
21	17	21	Wet Wet Wet	End Of Part One - Their Greatest Hits - Precious Organization ▲2	A,B,DK,FIN,D,IRE,NL,S,CH,UK	54	65	4	Vangelis	OST 1492 - The Conquest Of Paradise - East West	NL	88	89	28	Ana Belen & Victor Manuel	Mucho Mas Que Dos - Ariola	E
22	20	35	Pink Floyd	The Division Bell - EMI ▲3	DK,FD,NL,CH,UK	55	53	2	Rene Froger	Walls Of Emotion - Dino	NL	89	92	2	Pur	Seilänzertraum - Intercord	D
23	33	3	The Eagles	Hell Freezes Over - Geffen	B,DK,FIN,FD,IRE,NL,S,CH,UK	56	→	→	Soundtrack - The Lion King	The Lion King - Walt Disney/Mercury	B,IRE,NL,S,CH	90	96	10	Christy Moore	Live At The Point - Columbia	IRE
24	25	4	UB40	Labour Of Love - Volumes I & II - DEP International	IRE,UK	57	63	2	Hassan	Williamspårön - Hassan Vol. 1 - Silence	S	91	73	4	Foreigner	Mr. Moonlight - Arista	Q,CH
25	→	→	New Order	2 (The Best Of) - Centradate Co/London	IRE,UK	58	81	3	Claudia Jung	Claudia Jung - Electrola	A,D	92	62	27	MC Solaar	Prose Combat - Palydar	F
26	30	27	Francis Cabrel	Samedi Sur Sur La Terre - Columbia ▲	IRE,UK	59	55	2	Harry Connick Jr.	She - Columbia	F	93	56	2	Ambra	T'Appartengo - RTI	I
27	23	5	Sheryl Crow	Tuesday Night Music Club - A&M	DK,IRE,NL,CH,UK	60	87	4	Ligabue	A Che Ora E' La Fine Del Mondo - WEA	I	94	→	→	Barbra Streisand	Barbra The Concert - Columbia	NL,E
28	24	2	M-People	Bizarre Fruit - Deconstruction	DK,FIN,D,IRE,UK	61	77	8	Brunner & Brunner	Im Namen Der Liebe - Koch	A,D	95	64	13	Peter Gabriel	Secret World Live - Realworld/Virgin	D,NL,E
29	28	4	D.J. BoBo	There Is A Party - Fresh	DK,FIN,D,IRE,UK	62	44	4	Rosario Siento	Epic	E	96	→	→	Badesalz	Alles Gute Von Badesalz - Columbia	D
30	39	3	Mariah Carey	Merry Christmas - Columbia	A,FIN,D,S,CH	63	→	→	Jean-Louis Aubert	Une Page De Tournée - Virgin	F	97	→	→	Udo Jürgens	Aber Bitte Mit Sahne - Seine Grössten Erfolge - Ariola	A,D
31	19	13	Joe Cocker	Have A Little Faith - Capitol ●	B,DK,FD,NL,CH,UK	64	51	21	Gipsy Kings	Greatest Hits - Columbia ▲	D,I	98	75	32	Joshua Kadison	Painted Desert Serenade - SBK ●	D
32	→	→	Jamiroquai	The Return Of The Space Cowboy - Sony S2	A,DK,FD,NL,S,CH,UK	65	45	11	Ice MC	Ice 'N' Green - DWA	F	99	→	→	Hank Marvin And The Shadows	The Best Of - PolyGram TV	UK
33	27	4	Megadeth	Youthanasia - Capitol	A,B,DK,FIN,FD,IRE,PE,S,CH	66	→	→	Jimmy Nail	Crocodile Shoes - East West	UK	100	76	29	Rage Against The Machine	Rage Against The Machine - Epic ▲	DK,F
						67	94	2	Les Enfoirés	Les Enfoirés Au Grand Rex - WEA	F						

☆☆☆☆☆ SALES BREAKER ☆☆☆☆☆ indicates the album registering the biggest increase in chart points.
 The European Top 100 Albums is compiled by BPI Communications BV (© BPI Communications BV. All rights reserved. Compiled from the national album sales charts of 14 European territories.
 ● registration of non-European sales of 500 000 units ▲ recognition of sales of 1 million units, with multi-million sellers indicated by a numeral following the symbol.

Wie Wieh Weh Goodnight Cut

GREECE

RADIO BEARS/Cyprus B
EHR
Dimitris Roussos
A List
AD Baby B - Let Me Be
Boys II Men - On Bended
Kiss II Kiss - Put Yourself

HOLLAND

NET STATION/HiVersion P
EHR
Jan Steeman - GM
A List
AD 3rd Nation - I Believe
Baby D - Let Me Be
De Dijk - L'Amour Vrai
Sally Stangor - Stay With Me
Madonna - Take A Bow
Stacy Rogers - Love Sprinkles
Suede - The Wild Ones
AI Claw Boys Claw
Golden Farring
Jan James
M People

MOS AVONDSPITS/HiVersion P
EHR
Tom Blomberg - DJ/Producer
Frits Spits - DJ/Producer
Power Play
AD Insi Kamose - Here Comes
A List
AD Franklin Brown - Who Don't You
Jimmy Nail - Crocodile Shoes
Kiss - Paradise Brown
MC Sor/Bad McCay - Another Night
New Order - True
Paul Young - That's How
Robbie Robertson - Mobil 1 CD
Susanne - Yummy Yummy

RADIO 2/HiVersion P
ACE
Blasico Mendicino - Coord
A List
AD Boys II Men - On Bended
Gerard Joling - Together
Gerard Joling - Everlasting
Gerard Joling - Vagabond Man
Gordon - Let It Be Me
Johnny Hallyday - I Wanna Make
Julia Iglesias - When You Tell
Marc - Daniels - Delivery
Paul de Leeuw - Capa Koopmand
Ruth Jacarz - Zon Vagr
Timeless - Lovestown

RADIO 3/HiVersion P
EHR
Paul van der Lugt - Coord
Power Play
Insi Kamose - Here Comes
A List
AD Claw Boys Claw - Call Me
East 17 - Stay Another Day
Mariah Carey - All I Want
MC Sor/Bad McCay - Another Night

SKY RADIO/Bussum P
ACE
Ton Lothouwers - Prog Dir
B List
AD Barbara Streisand - Evergreen
Madonna - Take A Bow
Mariah Carey - Miss You Most

TROS RADIO 3/HiVersion P
EHR
Anton Doornhuyzen - Head Of Music
Power Play
Insi Kamose - Here Comes
A List
AD Deep - Mucklabberry Jam
East 17 - Stay Another Day
Julia Iglesias - When You Tell
Mariah Carey - All I Want
MC Sor/Bad McCay - Another Night
Magadeh - Train Of

Normal - Moll Uta Moll
Paul de Leeuw - Capa Koopmand
Socrates - Myra Myra
Timeless - Lovestown
Van Die - Houst - Meer Dan
VERONICA/HiVersion P
EHR
Alford Berardi - Dir Radio
Balans - Smeijer - Producer
Power Play
AD Insi Kamose - Here Comes
A List
AD Evelyn Callies - A Girl Like
Fun De Mental - Gold
Robin S - Back II Up

675 RADIO 10 GOLD/Amsterdam G
Gail/Chidias
Tom Mulder - Prog Dir
A List
AD Elton John - Candle Of Life
Hermeto House - I Was Survive

LOVE RADIO/Amsterdam G
ACE
Elton Robinson - Music Dir
B List
AD Boys II Men - On Bended
East 17 - Stay Another Day
Madonna - Take A Bow

RADIO 536/Bussum AD
EHR
Lex Harding - MD
Erik de Zwart - Prog Dir
Power Play
Boys II Men - On Bended
Shades Of Rhythm - Musical
B List
AD Anek & Bob - Kapalaopovand
Deep - Mucklabberry Jam
East 17 - Stay Another Day
K.Dublett - Smerikozzi K.Panne
Marusha - Revolution

IRELAND

2 FM/Dublin P
EHR
John Clarke - Prog Dir
A List
AD Atlantic Ocean - Music Is
Christie Hennessy - Love Belongs
Cranberries - Ode To My
L'Vandross - Love The One
New Atlantic - Sunshine After
Sophie B. Hawkins - Don't Tell
B List
AD Barbara Tucker - I Get Lifted
Bon Jovi - Someday '98
Boys II Men - On Bended
Kylie Minogue - Put Yourself
Luka Bloom - Sunny Sailor Boy
Sisqoo - O'Connor - Thank You For

ITALY

ITALIA NETWORK - LOS CUARENTA/
Udine P
EHR
Sassia Marvin - Prog Dir
B List
AD Cranberries - Ode To My
East 17 - Stay Another Day
Insi Kamose - Here Comes
Jamiq - Hall The Man
Mia Martini - Vno
Nervano - About A Girl

ITALIA NETWORK - MUSC FM/Udine P
EHR
Sassia Marvin - Prog Dir
B List
AD Cranberries - Ode To My
East 17 - Stay Another Day
Insi Kamose - Here Comes
Jamiq - Hall The Man
Mia Martini - Vno
Nervano - About A Girl

Oleto Adams - We Will Find A Way
Sophie B. Hawkins - Don't Tell
RADIO DIMENSIONE SUONO/Bama P
EHR
Carlo Manzoni - Music Dir
A List
AD Ambro - T Appartengo
Anita Baker - I Apologize
Anonimo Italiano - E Cosi' Addio
Danna Summer - Anytime
Double Dare - I Believe
East 17 - Stay Another Day
Kylie Minogue - Put Yourself
L'Vandross - Love The One
M People - Sight
Marcella Piani - Tempo Di
Mike Francis - Sanna
Nervano - About A Girl
Spagna - Il Cerchio Della Vita
X-Box - Down Down Down

RADIO KISS KISS FM/Naples P
ACE/Onica
Gianni Sica - Prog Dir/Head Of Music
Power Play
AD Spacc - Max - Tutti Coloro
A List
AD East 17 - Stay Another Day
Idem - Nanna Nanna Rap
Lucio Battisti - Almeno L'inizio
MC Sor/Bad McCay - Another Night
Real 2 Real - Rase Your
Yousou N'Dour - Undecided

RADIO MONTE CARLO/Milan P
ACE
Francesco Migliozzi - Prog Dir
A List
AD Amy Grant - House Of
Jamiroquai - Hall The Man
Madonna - Take A Bow
Robin Beck - Close To You
Spagna - Il Cerchio Della Vita

RETE 105 NETWORK/Milan P
EHR
Angelo De Robertis - Head Of Music
A List
AD Century - Take It To
Renture - Escorciamo
Spagna - Il Cerchio Della Vita

RTL 102.5 - HIT RADIO/Bergamo P
EHR
Grant Benson - Head Of Music
Luca Viscardi - Head Of Music
A List
AD Angelo Branduardi - Domenico
Biaggio Antonacci - Se Io, Se Lei
Enrico Ruggeri - L'Orizzonte
General Saint - Stop That Train
Lao Verde - Tu Non Sai
Lucio Battisti - Almeno L'inizio
Neri Per Caso - Donne
Spagna - Il Cerchio Della Vita

B List
AD Aerosmith - Blind Man
Danna Summer - Melody Of Love
Insi Kamose - Here Comes
Joe Cocker - Let The Healing
Marusha - Somewhere
Mariah Carey - All I Want
Orange Blue - If You Wanna Be

101 NETWORK/Milan G
EHR
Stefano Carboni - Head Of Music
Maurizio Franciosi - Head Of Music
B List
AD Alessio Bertalotti - Vi Voglio
C&C Music Factory - Take A Take
Elovisa - Connexion
Jestakinski - Can We Live
Madonna - Take A Bow
MC Sor/Bad McCay - Another Night
R.E.M. - Bang And Blame
Robin Beck - Close To You
Suede - The Wild Ones
Terror Fabulous - Achian
T.P.Cal - Round And Around

RADIO BABBOLEO/Senna G
EHR

Lenny Raitone - DJ/Prog Dir
Florio Vidulich - Head Of Music
Power Play
Mazzucch - Love Hurts
A List
AD Insi Kamose - Here Comes
MC Sor/Bad McCay - Another Night
Yousou N'Dour - Undecided

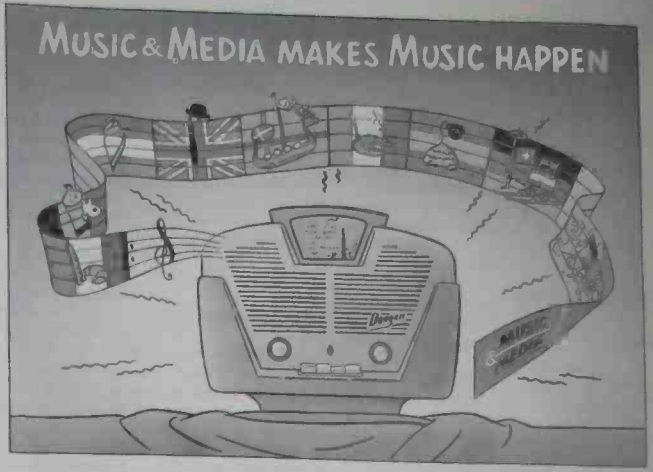
RADIO CLUB 91/Naples G
EHR
Franco Mary Russo - Prog Dir
Olgo Befini - Head Of Music
A List
AD AJ Green - Let's Stay
Bad Boys Inc. - Love Here
Beverly Soubel - One Last Loving
Cavale/Becca/Di Masi - Voglio
Danna Summer - The Christmas Song
East 17 - Stay Another Day
Edie Brickell - Tomorrow
Janis Arden - Intensive
Jewel - Woman To
John Mellencamp - Dance Naked
Jon Mitchell - How Do
Jonathan Butler - I'm On My
Kiss - Some Girls
Lena Foglia - Is It
Linda Sharrock - Curious
L'Vandross - Love The One
M People - Sight
Meat Loaf - Life Is A Lemon
Moby Dogg - One More
Oleto Adams - We Will Find A Way
R.E.M. - Bang And Blame
Rolling Stones - Out Of Tears
Steeleye Dan - Raelin's The Years
Thieves/Us - L.I.F.E.
Tom Petty - You Don't Know
Yousou N'Dour - Undecided

RADIO CLUB 91: DANCE/Naples G
Dance
Franco Mary Russo - Prog Dir
A List
AD Bad Boys Inc. - Love Here
C&C Music Factory - Take A Take
Dizzy D'Valerie - In The Name
DJ - Making Again
Doobie Bros - Listen To
Einstein Dr. DJ - Electro Woman
F. Zullo - The Chant
L.O.V. - I'm Losing My Mind
La Rouge - Makin' Love
M People - Sight

ANTENNA DELLO STRETTO/Messina S
EHR
Filippo Pedeli - DJ
Power Play
AD Insi Kamose - Here Comes
A List
AD Ava And Stone - Yeah Yo
Erosure - I Love Saturday
Linda Sharrock - Curious
Thieves/Us - L.I.F.E.
Tim Westwood - Stop That Train
Tom Petty - Wild Flowers
Yousou N'Dour - Undecided

NUMBER ONE RADIO/Brescia S
EHR
Pierre Passolin - Music Prog
A List
AD Erz - Where
Foreigner - White Lies
Guns N' Roses - Sympathy For
Jon Mitchell - How Do
B List
AD Bob Seger - In Your Time
Poole Belli - Sho Lo Lei
Suede - The Wild Ones

RADIO SOUND STEREO/Ferrara S
EHR
Sandra Alberghini - Prog Dir
Power Play
House Boat - All It Takes
Joe Cocker - Let The Healing
Sings - When We Dance
A List
AD Boys II Men - On Bended
Enrico Ruggeri - L'Orizzonte
Janis Arden - Intensive



A Glance Ahead At Music & Media Specials

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Publication: December 24, 1994

MIDEM PREVIEW
Publication: January 27, 1995

MIDEM
Publication: February 4, 1995

IRELAND
Publication: February 11, 1995

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Publication: February 18, 1995

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Meanwhile, licence allocations by media authorities in Berlin and the state of Saxony recently favoured stations targeting over '50s over formats targeting younger listeners. During an October meeting, the media authority in Saxony announced explicitly that it will no longer consider licensing applications from stations targeting youth as an audience.

German Publics Drop Specialist Shows

However, the commercial necessities of private niche broadcasters have been subject to less criticism than public broadcasters. During a panel discussion at publisher SWF3's New Pop Festival, in November, Motor Music MD Tim Renner highlighted the worrying situation whereby public broadcasters are also cutting down their time dedicated to new acts. "Public broadcasters have a legal obligation to provide the population with culture programmes. Popular music is definitely part of our culture."

"There is no reason for public casters to equal culture with classical music and reduce all other forms of music to Top 40 chart hits."

German publiccasters have vigorously axed specialist music programmes over the last ten years, as they witnessed the increasing popularity of private EHR, ACE and Gold/Oldies stations such as Radio FFH (Frankfurt), Radio NRW (Oberhausen) and RTL.

The latest station to consider this step is Cologne-based WDR, which is tightening its format to a youth-oriented EHR following a decision from its broadcasting council. WDR1 music editor Volkmar Kramarz warns that this will mean the end of specialist music features. "This as a sad waste of resources," he added, "we have excellent staff and fantastic production facilities. No private station can compete with this."

Kramarz does not see the need to try and beat the privates at their own game. "Public radio still has the freedom to inform and produce culturally relevant programmes." One of the main problems in the German radio is that "nobody has the guts to make good radio anymore," he said.

Among features likely to be dropped from the station are the regular live festivals WDR Rocknacht, a peak evening programme on alternative and roots music, called "Pop Session."

Drawing The Culture/Entertainment Line

After WDR1, Frankfurt-based publiccaster HR3 is one of the last public stations in Germany with a prominent music show. Its Monday-evening programme "Der Ball der Rind" is now 10 years old, and introduces HR3 listeners to local talent, new bands, as well as alternative rock, dub reggae, hip hop and jungle.

Its presenter Klaus Walter is

adamant that "the dividing line between culture and entertainment has to be re-drawn," to save alternative music programmes from extinction. When he started at HR3 in 1984, the station had a weekly three-hour show introducing the new releases of the week. Since then the broadcaster's policy has moved increasingly towards using pop music "for entertainment only."

London Licences Leave New Music In The Cold

The UK still provides the role model for generations of alternative music presenters, with John Peel. Ever since the late 1960s, Peel has probably created more trends than any other radio DJ in Europe. Despite a glut of exciting new British talent, however, the latest UK frequency decisions have shown little signs of encouraging programmers with an ear for unusual talent and new styles.

A thorny and long-standing issue for the UK Radio Authority came to the fore when it awarded two new FM and two new AM licences for London recently (M&M, October 22). The most aggrieved parties at missing out on the allocations were black music station Choice and alternative rock broadcaster XFM.

XFM has won critical and public acclaim with its restricted licences—its fourth will run for 28 days from March 6—and it was generally felt that its radical programming would compliment Capital Radio's EHR and Crystal FM's ACE in the London mix. Driving force behind XFM is Fiction Records founder and manager of The Cure Chris Parry, and his colleagues on the board include The Cure's Robert Smith, concert promoter Harvey Goldsmith, and Pinnacle group chairman Steve Mason.

However, XFM's loss was Virgin Radio's gain. Virgin has been agitating to swap its AM frequency for an FM licence from almost the moment it began broadcasting in September last year. The station will use this its London FM frequency to simulcast its AM programming but with inserts of speech specific to London. While record companies welcomed Virgin's album-based rock on FM, they felt that this may not be the best use of scarce resources, since XFM would have provided an opportunity for exposure of new talent.

Swedish Stations Rush To ACE

In the past year the Swedish Radio market has exploded into life. More than 50 new commercial stations are now operating and another 20 plus are on their way.

But despite Sweden's lively music scene, which encompasses styles as diverse as the Leather Nun's biker rock and Papa Dee's raggamuffin, the thousands of extra hours of music airtime have done little to help the record industry. Record companies are now warning that it's even harder to break new acts, a situation which

could stifle the development of a fresh generation of world-beating Swedish artists.

The liberalisation of the Swedish airwaves at the end of 1993 has seen intense competition especially in the big cities. In Stockholm alone there are 10 new commercial stations.

Attempts at inventive programming have all but died out due to the scramble for audience share and the advertising revenue that goes with it.

"The commercial stations are still playing *Hotel California*. They are just looking at each other and the UK chart," says Jonas Holst, promotions manager of Stockholm-based Sonet Music.

Initially there were attempts to base stations on more progressive principles, but most have now adopted tight ACE, EHR or Gold formats. A good example of that is Stockholm's Radio City, where station manager Per Sundin sees his early use of so much new music as naive.

The station now concentrates on artists such as Phil Collins, Mariah Carey and Michael Bolton, "not the dance-oriented tracks we played to begin with. Before we played more new music, we were the friends of the record companies. We still are, of course, but we don't play so much new material," says Sundin.

Radio City is now closing fast on the market leader EHR Radio Energy, the Swedish arm of the French radio giant NRJ.

City is not alone in its approach. The relaunch of another national network, Z Radio, has reinforced the trend. "Nothing unfamiliar will ever be heard on Z Radio," pledged station chief Loth Ingvarsson.

For Mattias Wachtmeister, head of international A&R at Warner Music Sweden, the conservatism of the new commercial stations comes as no surprise. "Radio across Europe is generally not very exciting; they don't consider highlighting music a high priority."

"If it keeps up like this we will be in the same dire straits they are in the US," says Wachtmeister. "It's not radio that is breaking new music. They are not interested in trying anything new."

Ironically, despite the breaking of Sweden's public service radio monopoly the record industry is as reliant as ever on public broadcaster Sveriges Radio for introducing new artists.

Praise for SR's P3 youth and music channel is high throughout the record industry. The progressive attitude of the station and its policy of promoting Swedish artists is applauded. However, in the last year it has seen its audience fall by around a third.

Some of this is due to P3's new younger profile, but it also reflects the success of commercial stations in attracting its listeners. This in itself means a smaller audience is being exposed to new music.

Extra reporting by Nicholas George and Jeff Clark-Meads

The picture is not all doom and gloom, however. If we look around Europe there are notable examples of musically adventurous privates who prove that commercial does not necessarily mean the end of exciting music programming. We took a look at two stations in Germany and Italy:

OK Radio Combines Best Of Both Worlds

OK Radio is one example of a successful, financially healthy station that can afford to open up niches for specialist music shows.

OK is a fully commercial operation. All programming decisions are based on weekly telephone surveys and an extensive listener database. However, 15% of the station's broadcasting time is dedicated to alternative music styles.

Apart from its daytime EHR programming, the station maintains eight different specialist music shows. Seven shows are dance orientated. Soul, Hip Hop and Euro Dance feature prominently, especially on weekends. One show features alternative

rock. On OK Radio's "New Rock Countdown", the latest single by Hamburg's insider tip Bernd Begemann ranks number one. Bands like Therapy?, They Might Be Giants and The Megavie are among the Top 20. Strong stuff, and not just for an EHR station.

Station owner Frank Otto recognises a gap in the market when he sees one. All specialist shows are based on demand and listener feedback. New Rock Countdown runs for almost a year by now, the "Rod D. Show," which features various dance grooves from the last 18 months. OK's Dance Charts have been around ever since the station went on air in 1991.



Popolare Offsets News With Up-Front Music

Much of Italy's private radio sprung up with the help of liberal or left-wing political groupings in the '70s, when licences were relatively easy to obtain.

Even if the propagation of alternative music may not rank high among their objectives, the pioneers of alternative radio in Italy stand as a model for many private operators in Europe on how to programme and budget an alternative radio.

Milan's Radio Popolare has been around since the heady "Wild West" days of the mid '70s. The station's news coverage has been widely labelled as left wing. Radio Popolare's staff prefers to call it "independent."

Marcello Corrai, director of network development at Popolare, comments, "our programmes attract fringe political adherents of all shades as well as mainstream listeners interested in a more in-depth news coverage with a different point of view."

Radio Popolare covers Milan, Lombardy and neighbouring regions with a 24 hour programme. News programmes are syndicated to

stations in Bologna, Florence, Rome, Turin and Venice. Revenues from news syndication are partially used to subsidise local reporters in these regions.

While Popolare is mainly news oriented, there is plenty of space for an eclectic mixture of music. "Every presenter selects their own music during general programmes and we have specialist music shows for every nuance in music. Special emphasis is put on alternative rock, world music, classical music, hip hop and raggamuffin."

With an average of 300,000 listeners per day in the Lombardy region, Popolare ranks amongst Milan's 60 radio stations in the Top 10. Corrai says the station is financed 50% through advertising, while another 30% comes from listener subscription fees. "We have 9,000 subscribers who pay a minimum of Lira 120,000 (US\$75) annually," says Corrai. The remaining 20% is raised through fund raising events, station merchandise and donations from various interest groups.

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E-TYPE



THIS IS THE WAY



From the album "Made In Sweden"

Marketed by Polydor (Europe) and London Records (UK).



PolyGram Belgium Combines Polydor, Phonogram Promotion

BELGIUM
by Marc Maes

PolyGram Belgium has unveiled a number of radical changes to its pop division, designed at extending its coverage of all areas of the music industry.

With effect from January 1 next year, PolyGram will split its pop division into three specific market departments, each headed by a marketing manager.

The news follows announcements made last month (M&M, November 12) that PolyGram Germany would implement sweeping changes to the way it carries out promotional activities.

The Belgian project is the idea of PolyGram Belgium MD Bert Cloeckaert and marketing manager pop repertoire François Vaes. It includes plans to close the French music department, whose activities will be incorporated into the new marketing divisions.

The existing special marketing department will be one of the first to feel the effects of the changes. It currently deals with marketing, TV campaigns, licences and compilations, but from January 1 onwards its responsibilities will swell to include back catalogue operations, mid-price and budget-price lines and the exploitation of the existing catalogues.

In an effort to strengthen the company's position in the local talent market, PolyGram is creating a national talent and publishing department. It will deal with the existing contracts of artists like Will Tura and Gunther Neefs, distribution and licensing contracts, as well as playing an instrumental role in attracting new talent or labels. It will be headed by François Vaes.

Meanwhile, Erik Vink will leave Arcade to head PolyGram's international pop department as marketing manager. "This depart-

ment will undergo the most significant changes," explains Cloeckaert, "as we step down from the traditional situation where both Polydor and Phonogram had their own complete set-up within PolyGram, with separate product managers and promo staff. We have now created two product groups and one promotion team."

Under the project, the PolyGram promotion staff will consist of five people dealing with TV, radio and print media in both Flanders and the south of the country.

The company opted for one Flemish and one French-language promo officer to handle rock and pop, and a "national" officer for PolyGram's dance repertoire.

Cloekaert adds that Polydor and Phonogram will continue to remain separate on a product level, with Polydor and its affiliated labels under the supervision of product manager Erik Vervloet

and junior product manager Caroline Lemaire, who moves from the French repertoire department. The Phonogram product group—including, from January 1, the Island label—will be headed by former French repertoire manager Paul David with Deirdre Ceustermans as junior product manager.

Both Cloekaert and Vaes agree that with PolyGram's vast French language repertoire—Remark, Barclay, Polydor and Phonogram—the decision to distinguish these artists by genre will have positive results.

Wim Cooremans remains marketing manager special marketing, working with former Phonogram product manager An Hajdu, who will concentrate on back catalogue as product manager, Promostaffers Dominique van Poucke (pop) and Charlotte Bertrand (rock) will deal with all French-language media.

BBC Announces Decision To Go Digital In Sept. '95

UNITED KINGDOM
by Jeff Clark-Meads

The BBC claims that it is the first radio organisation in the world to make a firm commitment to Digital Audio Broadcasting (DAB) after announcing that digital services will begin next year.

Liz Forgan, managing director of Network Radio, says Radios 1 to 4 will be carried in stereo on the service—with Radio 5 in mono—when DAB transmissions begin in September next year.

Forgan is also presenting a challenge to radio-receiver manufacturers "to get receivers on sale at the earliest possible moment and at an attractive price."

The BBC's DAB initiative is seen by some as an experiment to establish whether commercially viable receiving equipment will be launched and whether consumers will buy it. Forgan underlines this, "The rate at which people buy the receivers will shape

BBC decisions about the extension of the service."

Forgan emphasises the advantages of DAB. "The Proms will be crystal clear—even in a car. You'll be able to carry Radio 4 drama around the house without the signal breaking up."

The BBC has appointed David Witherow, former deputy MD of the World Service, as director of the project which is intended to provide a digital signal to 60% of the UK population within four years of launch.

The BBC will use DAB to extend its existing services, specifically its coverage of parliament and sport.

The BBC has been at the heart of DAB research from the outset as part of the pan-European development project Eureka 147. But the organisation maintains that it is the first of the partners in Eureka 147 to make a definite commitment to begin digital broadcasting.



LIVE AT THE BBC — EMI Records (UK) and BBC Radio 1 organised a press conference in London recently to launch the new Beatles double-CD "Live At The BBC." Featuring radio sessions recorded for the pubcaster from 1962-65, the albums contain 69 songs, including many previously-unavailable recordings. From left: EMI Records UK/Eire CEO Rupert Perry, producer George Martin and BBC producers Brian Matthew and Alan Freeman; both hosted BBC shows in which the Beatles guested (photo: David Stark).

PolyGram Dominates Italian Charts

ITALY

For the first time since 1959, when the Italian charts were first compiled by trade magazine *Musica e Dischi*, one record company has occupied the top three positions of the album chart.

During the last week of November, PolyGram Italy's new albums from Sting and Bon Jovi were at number one and two respectively, while a compilation of hit music used in commercials, *Top Of The Spot*, stood at number three. Meanwhile, the company's rock signing C.S.I. on its Black-out label has been voted best Italian pop rock this year for its album *Ko, De Mygdo*. MD

EUROPE AT A GLANCE

EUROPE: Volkswagen Sponsors The Stones On Tour

The European leg of The Rolling Stones 1995 tour will be sponsored by the car manufacturer Volkswagen. At a press conference in Florida at the end of November, a Volkswagen spokesman said, "The Stones have built a bridge worldwide between the different generations of their fans. This is a wonderful medium for us and, in addition, fits in with our strategic targets." The tour is scheduled to begin in Stockholm on June 3 and end in Germany in mid-August.

UNITED KINGDOM: BT Plans High-Tech London Concert

Telecommunications company BT celebrated its 10th anniversary—and its armoury of technology—with a superstar concert at the London Arena which was the first in the country to link up acts through the fibre optic network. On stage in London were Belinda Carlisle, East 17, Kylie Minogue, Dave Stewart, Mary Chapin Carpenter, Brand New Heavies, Eternal and Pulp, and those in the arena also saw live shows from Joe Cocker and Cliff Richard transmitted from other locations in addition to earlier concerts from Phil Collins and Meat Loaf. The show was scheduled to take place on December 6 and proceeds will go to The Prince's Trust for young people.

HOLLAND: Noorderslag Festival Hosts European Showcases

The Dutch Noorderslag event, to be held in the Dutch city of Groningen from January 6-7, will be the site of a special European Showcase Festival that will present bands such as Skintrade (Polydor, Sweden), Jet Black Joe (CNR, Iceland), and Kinky Boot Beast (Germany, Phonogram). More names will be announced shortly. Meanwhile, the keynote address at the Dutch Pop Music Seminar will be given by PolyGram Holland president/CEO Theo Roos. During the event, Music & Media will host a few European panels.

EUROPE: Bon Jovi Reach European Triple Platinum

According to PolyGram International, Bon Jovi's *Cross Road* album has sold three million copies across Europe. It has reached platinum sales in Germany, the UK, Holland, Norway, Denmark, Ireland, Austria, Portugal, Sweden and Switzerland. In Italy it reached the triple platinum status, while in France, Spain and Belgium *Cross Road* reached gold. Worldwide the album has sold some six million copies, says the company.

BELGIUM: Free Record Shops Join In Magazine Promotion

The Belgian Free Record Shops are joining in the 10th anniversary celebrations of the popular *Dag Allemaal* magazine, which has a circulation of around 480,000. The anniversary edition of the weekly contains a discount ticket for the *Dag Allemaal* double hit compilation CD, available only from Free Record Shops.

UNITED KINGDOM: Virgin Offers Listeners Free Holidays

UK INR broadcaster Virgin 1215 is joining forces with First Choice Holidays' Freespirit for a promotion that will see a holiday won by a listener every two days during the 37 days from December 1 to January 6. The competition is being run across all the station's programming and involves listeners ringing in to answer a question.

EUROPE: Red Hot Organisation Releases Third AIDS Album

Stolen Moments: Red Hot & Cool is the title of the newly-released GRP AIDS benefit album. It follows the Red Hot organisation's two previous releases which sold over two million units worldwide and raised more than US\$5 million for AIDS research. The new album features Herbie Hancock, Donald Byrd, MC Solaar, Incognito, Ronny Jordan and Don Cherry on a dozen collaborations that mix hip hop rhythms and vocals with traditional jazz.

GERMANY: Berlin's Energy Launches Its Own Car

Berlin-based private Energy 103.4 has designed a car in cooperation with Ford. A limited 220 cars, based on the Ford Fiesta, will be made available, the station has said. Boasting the station's logo, the "Fiesta Energy" is for sale in Berlin only.

EUROPE: Moving Chairs

GERMANY: Michael Winter has been appointed CEO at Jack White Music Productions. Winter, currently head of radio promotions at the Munich-based national music production company, will take up his new post on January 1. ● BELGIUM: Marc Dekeyzer is to leave his promotion post at Phonogram to become Italian repertoire product manager with BMG Ariola Belgium from January 1, 1995. ● BELGIUM: ARS Productions has concluded a deal with Dutchman Gery van Meegdenburg to act as independent promotion and marketing consultant for the Netherlands. ● BELGIUM: Flemish singer Isabelle A. will become a presenter with the new commercial TV-station VT4, set to launch in February. ● FRANCE: Audricq Delaveau has left his position as programme director at the Orleans-based regional Vibrations. He will be replaced by Djofé Coupé, who has been his assistant for three years.



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Call For Anti-Trust Measures Follow Rete 105's Ad Deal

ITALY
by Mark Dezzoni

A deal between Italy's largest radio group and the Radio e Rete airtime sales house has provoked calls for anti-trust measures to limit the maximum market share that one sales house can control.

99 Publicita, the internal sales house for the Hazan family's three national networks—EHR Rete 105,

ACE/EHR Radio Montecarlo and Gold-formatted Classic 105, last month struck a provisional six-month deal with Radio e Rete giving them exclusive sales rights for 80 major clients.

Industry observers say the fact that the fiercely independent Hazan stations have made the deal with one of the two major private airtime sales houses confirms that the group has financial problems.

Following a drop in ratings this summer, Rete 105 appointed a new station manager. Guido Monti, to turn around the ratings slide. But Monti's new PD Alex Peroni left after just one month following disagreements with the station's chief executive Alberto Hazan (M&M, October 1). Monti and Hazan were unavailable for comment.

Radio e Rete is one of three of Italy's leading radio airtime brokers, together with the privately-owned SPER group and SIPRA, the sales house of state-broadcaster RAI. The contract with 99 Publicita means it now controls 75% of the private radio market.

Gigio D'Ambrosio, programme director at Milan EHR web 101 Network, reflects the opinion of several operators when he comments, "This effectively gives Radio e Rete, and consequently the Fininvest group, a monopoly in radio sales."

Radio e Rete is 40% owned by Publitalia 80, which in turn is a part of prime minister Silvio Berlusconi's Fininvest conglomerate. Publitalia already controls almost 90% of Italy's private TV advertising market. Radio e Rete MD Enzo Campione defends the deal. "Of the total advertising spend in Italy, radio accounts for a tiny percentage."



PARSONS SIGNS WITH ARCADE MUSIC GROUP—Alan Parsons (left) will be releasing his new material through the Arcade Music Group, following the signing of a deal with president/CEO André de Rooff (right) valid for a minimum of two new albums in Europe. The "Very Best Of Live Album" has just been released, including the new song "Luciferama," supported by extensive TV advertising. Both artwork and the commercial were designed by Storm Thorgerson whose work with Pink Floyd (and Parsons) is well known. A new studio album is due out next spring.

EUROPE AT A GLANCE

SPAIN: Radiovoz Goes National Without Cadena COPE

A group of local stations in Spain's north-western region of Galicia, Radio Voz, is to set up a national network after cutting commercial links with national web Cadena COPE. The nine stations that existed in mid-November will have grown to 13 by December 12, and Radio Voz expects to open many more in the new year. A Radio Voz spokesman says, "Of the nine original stations, two left the group last week and maintained their links with COPE, while we acquired four more stations in Galicia from Cadena Noroeste." Two more are expected to open in December. The expansion is the idea of La Voz de Galicia SA, the media group that owns the prestigious newspaper of the same name and Radio Voz. The company says it will give more details at an imminent news conference in Madrid. Until now, the Radio Voz stations had connected to COPE's national news and sports programmes, although local product was independent.

BELGIUM: Multicultural Label Melting Pot Records Launched

EMI Music Belgium and the independent Tempo have teamed up to launch the multicultural label Melting Pot Records. The idea behind the new label is to encourage non-European artists living in Belgium to record fresh material. The project was granted a Bfr1.5 million (app. US\$ 30,000) subsidy from the King Boudewijn Foundation and Tempo has agreed to carry all "infrastructural expenditure," such as personnel, administration and transport costs. One of the first artists to appear on MPR is Tunisian-born Adel Dhubi with the dance-oriented *Leilah*.

UNITED KINGDOM: Advertising Awards Announced

Metro Radio Group, the ILR broadcaster for the north and north-east of England, has won eight of the London International Advertising Awards, the highest total for any radio group. The awards, which recognise radio and print advertising, attracted entries from 700 stations in 63 countries. Three of the honours went to Metro's Tyneside stations Metro FM and Great North Radio, while others were won by Yorkshire's Hallam FM, The Pulse and Viking FM.

UNITED KINGDOM: Liverpool Licences Up For Grabs

The FM and AM licences for the Liverpool area—currently held by Radio City—are being advertised by the UK Radio Authority. The franchises each reach around 1.5 million adults in Liverpool, the Wirral and Merseyside. Radio City broadcasts EHR on FM and City Gold on AM.

New Label Aims To Break Indies' Dance Supremacy

SPAIN
by Howell Ulewallyn

EMI Music Spain has imitated its French counterpart and set up an independent Chrysalis sub-label.

The move will see Carlos Sanmartin become Chrysalis director general, the post he held at EMI, while most of the Chrysalis personnel move over to EMI.

EMI Spain now has three departments under its umbrella—EMI, Hispavox and Chrysalis. The changes were decided and implemented by EMI president Rafael Gil, together with Sanmartin.

Chrysalis' top priority is to challenge the domination of the dance music scene by a series of Barcelona independents, such as Ginger Music, Blanco Y Negro and Max Music. "Until now, dance music has been a largely Catalan phenomenon, outside the sphere of the majors which are based in Madrid," says Sanmartin.

"Our aim is to change that by channeling all EMI International dance music, from in-house labels such as Britain's Positiva and Germany's Blow Up, through Chrysalis in Spain," he adds.

"Another priority is to build up a roster of new Spanish talent. This year's charts have not revealed any significant new Spanish acts at all, and yet there is a dynamic independent or underground scene that is making waves at the moment," Sanmartin explains.

So far, Chrysalis has just two domestic acts on its roster—singer/songwriter Javier Alvarez, 21, whose debut album is released in January, and Fracasco Escolare, a young group from the Canary Islands.

Among the new posts at Chrysalis are an international label manager, a position occupied by Maribel Plata, a marketing director who is Ricardo Ortiz and a press officer Marisa Ruiz.

Meanwhile, EMI's new number two and director general is Manuel Garcia Duran, while Lidia Iovane will replace Ortiz as marketing head at EMI. EMI's new press officer is Mart Aguirre.

"I am optimistic that Chrysalis will play an active part in the positive changes that are inevitable in Spanish music after such a dry period. Our philosophy is to nurture new talent," says Sanmartin.

However, Chrysalis Spain's first release, on November 25, was *Les Maitres Des Voix Bulgares*, an ethnic new-age offering, featuring traditional Bulgarian female choral singing.

EMI France announced its decision to launch a separate department focussing on international development this autumn (M&M, October 15). The move brought the company in line with other firms, including PolyGram, BMG and Virgin, which have stand-alone departments for international development of local catalogue.

DANCE GOES POP

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The NAB's latest European-radio conference will more than likely go down in several radio experts' travel reports as a success. Held November 20-22 in Amsterdam, around 100 radio industry members came to and share their experiences and learn from others during the seminar's 25 discussions focussing on programming, sales and technology. These pages are dedicated to the event, focusing on the most important topics and suggestions discussed during the National Association of Broadcaster's second independent European show.

Programming: The Total Picture

by Machgiel Bakker

A programmer should focus on the whole picture and not separate programming from other key elements of a station's outlook.

This was the simple message in an otherwise very detailed presentation from McVey Media president Mike McVey. He explained that a programming consultant has to look at more than just the station's music policies, and should also take into account the news services it brings, the personality of the jock and the way the station promotes itself.

To many these appeared to be fairly obvious points, but were illuminating and interesting when presented in detail.

Other vital programming elements outlined by McVey include:

● Music

Music Research: make a market study of your station's position on the market, test your music and research your recurrents.

Music Essence: what's the overall "identity" of your station? In any 15-minute period, the listener should have "instant gratification"—they should hear one of their favourite songs.

Specialty Shows: be careful with special shows as they should not take away the essence of your station, for instance an EHR station should not put too much emphasis on jazz programming.

Positioning: why should people listen to your station? Explain very clearly what your station does, and stick to one catchphrase, for example: "The Soft FM Station" or "The Oldies Station."

Usage: liners and promos which explain how the listeners should use the station ("Hey, keep us in mind when you're not feeling too good!").

● Information

Unless you're an all-news station, focus on the headline news, hard news stories (stories that pull on your emotion—plane crashes, atrocities etc.); purse stories (costs of airfare go up, petrol prices are increasing); health (AIDS cures, cancer research); relaxation (how to spend your free time); safety; traffic (first the location, then the traffic congest-

tion and not the other way around); and so on.

Make sure you are on the same wavelength as your listener and ensure the stories are rewritten to answer the question: what does it mean to him/her?

● Personality

The personality of the jock is of vital importance to the station, as well as a detailed knowledge of the competition's on-air personalities. McVey has devised a so-called "Show Prep Checklist" for use by the jock that focusses on four key elements:

Emotion (what's going on in the listener's world while you [the jock] are on the air? Are they getting up and bringing their children to school?); **Image** (make sure you promote the image of the station); **Area** (what's happening in your area); **Activity** (What the station is doing); and **Artists** (If you play a song by the Eagles mention the reunion tour).

Morning Drive: listeners have a greater attention span during the morning when you can talk more. During the rest of the day, there are so many other things vying for the listener's attention.

Personality Aircheck Evaluation. A scoring system for use by the PD to evaluate to jock

on the following aspects: **Content** (that is, can the listener relate to the jock, does he "care?"); **Features** (promoting music; listener calls; fun bits; special shows); **Delivery** (natural; spontaneous; enthusiast etc.); **Basics** (call letters/slogan mentions; time checks; weather; usage liners etc.); **News Presentation.**

● Promotion/Marketing

Using television to promote your station is very expensive. Unless you can dominate it, don't use it. Outdoor activities (billboards) and on-air promotions are better.

In marketing, McVey distinguishes the following elements: direct mail/frequent flyers programme (sending listeners a birthday card; giving loyal fans of the station something special); database marketing; interactive phones; tele-marketing (call homes/businesses and ask them to listen); community involvement (can be ideal for a station to position itself strongly); and contests (weekend give-aways etc.).

Readers interested in getting more precise information can contact McVey Media in Cleveland, Ohio; tel. (+1) 212.892.1910. fax 212.892.8817.

Eureka Not DAB Solution For US

After the live assist discussions, NAB's radio technology seminar concluded with a perspective of DAB in Europe and the US.

NAB executive vice-president operations Dr. John Abel opened with a presentation of what radio can expect from DAB in the future, including such features as CouponRadio (radio which prints out a coupon of product mentioned in commercial), scrolling boards (highway advertising board which names the song currently being played on a particular station) and Radio On Demand (availability of specific information requested by the listener). This was followed by presentations by representatives from US companies USA Digital Radio and AT&T/Amati and Germany-based Eureka 147. Although the Eureka 147 project has won the approval of the European Broadcasting Union this year and is currently being tested in most western European

countries, Susquehanna Radio Company president Charles Morgan stressed to the audience that he and several other American broadcasters were not supporting the Eureka 147 project in their country.

"Our neighbour Canada is currently investing in the [Eureka 147] project and have found it to be quite compatible to their broadcasting needs. The American situation, however, is not comparable to Canada. It is essential that we incorporate a system in America that takes into consideration the 11,000 stations currently on air. It is impossible to service these stations on Eureka 147's L Band." He added that the chosen DAB system must assure that frequencies remain unaltered and must limit costs for station and listener alike. "For these reasons, Eureka 147 is not the answer for the American broadcasting system," he concluded. MW

Radio Wants Standards

by Mary Weller

Those present at NAB's live assist seminar didn't need to be convinced about automation's positive points, but used the opportunity to stress their concerns for the lack of standards—mainly for compression—which could lead to expanding and upgrading problems.

Although all four speakers at NAB's live assist seminar—held on November 21 in Amsterdam's Hotel Krasnapolsky—covered different aspects of automation, the message was clear: automation has already proved to be an important part of today's European radio industry.

Problems, however, begin for the station when having to choose a system. Not only are there several hardware and software programmes to choose from, but not all of these are compatible with each other.

"Our whole station is now made up of little islands," explains Markus Kahn, production manager for Antenne Bayern. "The Musicam doesn't work with Digispot, so none of our workstations are linked together. Right now we are spending a lot of time on meetings which wouldn't be necessary if we were all connected to the same system. So we are forced to buy a new system, which costs us even more money."

"Musicam is apparently used by a lot of stations, but if we want to send a programme over to, say, Radio Hamburg, we're forced to ship a DAT in the mail. A standard would make working with other stations a lot easier."

Astrid Carver, product manager for Dalet Digital Media Systems, claims that most problems arise when a station has a production system which doesn't use Musicam audio compression. Other compression types used in the broadcasting field include Dolby—which is popular in America—and APT.

"Actually, I am surprised to hear that the broadcasters here [at the NAB seminar] have so many problems with standards. I was

under the impression that the majority of European stations had accepted Musicam as the standard." She adds that one problem broadcasters now have to face with the Dalet system is that commercials usually have to be re-produced into the new system, but that Dalet will shortly offer its own multi-track, solving this problem.

"We're in the same boat with radio as far as standards are concerned," claims Carver. "We also have to take our chances on one form of compression and hope we're not making a mistake. Finding a standard would make our lives easier as well, but I don't think that all the manufacturers who have come up with their own forms are just going to say, 'Ok, I'll use your form.' So setting a standard isn't up to the manufacturers."

The need for a compression standard, however, remains questionable. "From a radio point of view, I understand the need for a compression standard," says Vamos international marketing manager Miranda van de Pol. "It would make it easier to talk with other stations as well. However, we will not support one standard for compression. I know for a fact that some stations are more satisfied with APT, for example, than Musicam. Stations should have the freedom to choose for themselves. Different stations have different needs and requests."

Van de Pol adds, however, that some standards in automation must be met. "We require that all aspects of the station are connected to the same network, and work solely with MS-Windows and MS-DOS."

In addition, several tips were offered in purchasing a system and implementing it. Radio Advies Holland joint MD Huub Bammens stated that no two stations are the same and that every station must find the appropriate software to suit their needs. He also stressed that when incorporating a system, administration should be the first department to automate. "Several stations make

(continues on page 7)



WE SAY YES TO RADIO! — France Telecom sales manager for audio services Nathalie Ducray poses by her stand at NAB. France Telecom sponsored Tuesday's lunch during the seminar.



IT WAS THE NIGHT BEFORE NAB... — Most of the delegates for NAB's Amsterdam radio conference found the welcome reception a perfect opportunity to meet new colleagues before the seminar began. Pictured above (l-r) are: Polish Radio Lublin PD Jan Nowacki, American consultant Dan O'Day, Radio Kolor promotion manager Anna Ziolkowska, McVey Media president Mike McVey, Radio Zet's Zojciech Jagielski, Mrs. McVey and Radio Zet promotion manager Ryszard Gajewski. Stopping is Radio Lublin's Tomasz Wolski.

O'Day: Avoid Formulaic Radio

by Julia Sullivan

Ever heard a bored waiter read out menu choices to you and thought he was offering chicken-fish or pasta? Well Dan O'Day, author of "Personality Radio", and speaker at the NAB Radio Convention in Amsterdam has. And he uses that moment as a prime example of how not to make radio.

"Never forget that, when you are reading out your station call for the hundredth time, there is always someone listening for the first time." For every track played there will always be someone out there whose life hangs upon knowing the name and the artist.

"There must be a good reason for everything you put on air," reminded O'Day. "The fact that it is on the schedule is just not

enough." Presentation is what distinguishes radio which matters from a programming schedule. Those parts of the schedule which are repeated regularly are by definition the most important, so try injecting some "meaningfulness" into your weather and traffic reports. Formulaic, unnatural announcements will not be remembered.

Compelling radio consists of a variety of elements, the most important of which are excitement and unpredictability, the conference heard.

Expertise well-presented on the radio can be golden. Whether the subject is gardening or car maintenance, presenters with an obviously remarkable knowledge can fascinate otherwise uninterested listeners. "Radio is about people," O'Day adds, "sharing expertise leads to questions, and sets up an atmosphere of communication and caring."

Occasionally surprising audiences with the unpredictable is also a good way to increase listener commitment to the station. Small doses of the unexpected can create great listening events, and, if successful, leave listeners feeling they can't afford to tune out in case they miss a great moment.

Presenters who suddenly improvise or deviate from a traditional formula are "dangerous," and are those who are best at keeping listeners expectant and interested.

For programme directors looking to wake up their audiences, the advice was simple: look for interesting personalities. "It is easier to teach someone microphone technique than to teach them to be interesting," warned O'Day.

But be warned, strong radio personalities tend to come with strong ideas. Don't try and mould them to your station. "Don't hire someone to do the kind of show you want. Hire the kind of show you want."

Strike Up Empathy With The Listeners, Urges Balon

by Machgiel Bakker

Few listeners have any idea what a radio station looks like. For anyone wanting to create a station and to understand format availability, it's important to understand the listeners or, to be more precise, to understand what they don't know.

According to Rob Balon, president of US radio research/marketing firm Benchmark Company, most listeners, when questioned about a station, just envisage a disjointed set of turntables and cart machines. Radio sells images, not a hard product. "Create a picture of your radio station," says Balon, "it has to be a tangible place. And reinforce that on the air."

But, warns Balon, never ever ask a listener what he/she would like to hear if they had the choice. The answer would create a politically active station with no commercials, no DJs, no talk, and playing socially appropriate music like jazz and classical.

To put a station like that on the air would be a mistake, Balon says. It would be boring, musically confusing, very few people would tune in and, worst of all, ratings would be terrible.

Balon asks, why does this contradiction exist? First of all, listeners never really think about radio and most are only vaguely aware of what they like. Radio is not directly high on their list of priorities. Also,

listeners are not radio professionals and therefore shouldn't be asked to design format.

So, what should you do? Balon suggests European stations take the following steps:

- Examine market demographically.
- Determine existing demographic parameters.
- Look at existing station line-up and determine market share of each format.
- Prioritise your financial and demographic goals.

Some formats happen very quickly, he says, like EHR that can have a 90-day curve or gold/oldies (120-day curve). However, building a news/talk station can take 1-2 years. It's not about finding a format, he asserts, but about identifying a demographic.

The next step is to develop a list of possible formats which encompass your target demo. A typical list might be:

- EHR (Ace of Base, Take That, Madonna, Sting, Joe Cocker)
- ACE (Joshua Kadison, Luther Vandross, Eros Ramazzotti)
- Dance (Ice MC, Marusha, R. Kelly, M People)
- Album Rock (Pearl Jam, Page/Plant, Oasis, Suede)

Next, audio format montages, about 45 seconds long, should be created for each of the above selections. This is, believes Balon, far more superior to reading names of

artists over the phone.

The following step is to determine what the other stations in the market fail to provide, says Balon. Ask the listener if he/she liked what was heard on the montages and ask them to describe, in their own words, the kind of music featured on the montage. In addition, ask the listener to compare their favourite montage to the current radio station: does montage description match station description and is music preference similar?

After having concluded this research, Balon suggests stations determine their format hole by looking at the following rank order of factors:

1. Demographic strengths of existing formats
2. Power scores by format (how often would you listen to a station that played this kind of music?)
3. Perceived availability of music (is there another station in your city that plays that kind of music?)
4. Ability to describe format—strength of key objectives.
5. Familiarity of artists.
6. Vulnerability of stations of target demo.
7. Is the format choice under-served in the market.

Once the format hole has been determined, conduct an auditorium music test. For more information please contact The Benchmark Company, tel. (+1) 512.707.7010.

Technical Standards

(continued from page 6)

the mistake of starting with the DJ, which is wrong. The DJ will most likely have a hard time parting with his desk, so give him some time to get used to the idea."

Bammens returning theme was that radio should remain fun. "As long as you have a flexible system, automation will only add to the flavour of the station. Now DJs have the time to focus on the programme itself."

Audio consultant Hans Beekhuizen concluded with a helpful list of steps to follow in incorporating a system, the most important being the involvement from the workforce. "Those who will be using the equipment know better than anyone the needs which must be fulfilled. They are also the ones to accept or reject the product purchased. Including them from the beginning will not only eliminate unacceptance but improve chances that the automation system selected meets your station's requirements."

The Birth Of The ARROW Format

by Machgiel Bakker

The ARROW format was pioneered by Tommy Edwards in 1992. Catering for the 30+ age bracket, the L.A.-based "All Rock & Roll Oldies" station programmed a unique mix of music based on the late '60s to early '80s period, an era of music that at the time wasn't found anywhere else on the dial. In a previous M&M issue (M&M, Nov. 26), Edwards described the many hats of a PD. Here, Edwards reveals some marketing lessons that went into the launch of ARROW 93FM. They are based on "The 22 Imutable Laws Of Marketing" by Al Ries & Jack Trout.

● **The Law Of Leadership:** It's better to be first than it is to be better. Lindberg was the first to fly across the Atlantic, although there were many after him, all long forgotten, who undertook longer and more spectacular flights.

● **The Law Of Category:** If you can't be the first in a category, set

up a new category.

● **The Law Of The Mind:** It's better to be first in the mind than to be first in the marketplace. Being first allows you to get into the mind first.

● **The Law Of Perception:** Marketing is not a battle of products but one of perception. Once a mind is sized up, it's very hard to change it.

● **The Law Of The Ladder:** The strategy to use depends on which rank you can occupy on the ladder.

Proper music research, says Edwards, should be high on the agenda when launching a new format. In the case of ARROW, Edwards looked at existing formats, and decided that the future of ARROW was somewhere in the music of the '70s. Within that category there were two formats around, one being a cross-section of everything and one leaning towards pure rock 'n' roll. Also, listeners often found that stations had too much talk, too much ego and didn't deliver a lot of quality information.

The "All Rock & Roll Oldies" tag line was introduced and a corresponding musical menu (featuring tracks like Hotel California/Eagles; Born To Be Wild/Steppenwolf; Cold As Ice/Foreigner) was tested with a focus group. It tested well and the decision was made to add a "W" to give it more meaning and, at the same time, enhance the marketing possibilities: the ARROW name and symbol were born.

Creating consistency in programming is a further prerequisite for success, claims Edwards. "Successful radio stations are like McDonalds: you enter a safe zone where you know what you get."

And music programming is a slave to that philosophy. Playlists are kept tight with the top two songs played every 75 minutes and the top three every 90 minutes.

"We never had any complaints about repetition," claims Edwards, "and while the PD is getting sick of the song, the listener is just getting familiar with it. You have to be very careful not to take off the music too early."

Paolo Mendonça Gets Into A Different Phase Of Promo

SWEDEN

by Robert Tilli

Like a cat, an album sometimes has more than one life—not nine of course, but still, three isn't that bad. Actually, Paolo Mendonça's *Different Phases* was already as a dead a doornail when the Swiss blew new life into it, almost a year after it was first released in Sweden by Polar in August 1993. Now it's the Dutch who have reanimated it with enthusiasm. The genuine funk rock crossover single *If You Want My Love*—out through Polydor—is a new entry in Holland's "Tip Parade," the official waiting room for Mega Top 50 candidates.

After the album peaked at number 23 in Sweden, everybody involved, including Polar A&R manager Jonas Hildeland thought that was it. "Of course you always hope for more," he recalls. "The Swiss interest in itself didn't surprise me at all, as far as the musical quality is concerned. What did astonish me and everyone at PolyGram Switzerland was the way it went. The album got charted via the import

channels. These things happen sometimes. Afterwards the ball really got rolling with an official Swiss release."

Concert promoter Andy Locher of *Pleasure Productions* was the catalyst in Switzerland. "I get mailed around 500 CDs every year, but as soon as I heard Paolo's CD for the first time, I thought this is it. I hoped to convince the organisers of the yearly Gurten [summer] festival near Bern to book him."

Knowing that INXS and Héroes Del Silencio were this year's headliners, Locher had the nerve to ask them if they were prepared to take a risk in their programming. Apparently they were. Resumes Locher. "Some time before the festival, some 3000 copies of the album were imported here which caused a chart entry. Radio jumped on it, and so did PolyGram. Everything almost automatically fell into the right place."

Locher was then asked by Mendonça to become his personal manager. Artist management is probably the only thing he doesn't do himself, but for the rest

Mendonça is a true do-it-yourselfer. "Most of the album I did all by myself," says the multi-instrumentalist with a good sense of melody and groove. "I learned to use this working method, because a friend of mine who owns a studio near Göthenborg invited me to help out on master classes for aspirant technicians. Then I only brought a guitar and a few songs: drums, bass et cetera were already there."

Thus the jack of all trades with Portuguese and Angolan blood running through his veins showed the pupils how you can put a record together, bit by bit. And now it's the way he makes records himself. "It takes so long to communicate with other musicians. Finally I've found a band with the right personalities."

Nevertheless, Mendonça—who has almost finished recording his new album, his third—has remained practically faithful to his "one-man-band-in-the-studio" principle. Hildeland sees a luxury problem ahead of him: the release date. "If things go as prosperous on the Continent as they are doing now with the current album, we might postpone the release date a while."

A few concerts are booked in Holland for mid-December, while releases have materialised in both Belgium and Austria. Germany will follow in January. But first things first, and that appears to be Holland where Polydor product manager rock Marc Bierenes is a happy man. "Veronica lit the fire on radio. We're only one



inch from a hit, which will help the consumer to overcome the 'album purchase fright'. Especially these days it's hard to get an album from a new artist going." Therefore it was made a 'no risk disk' for the month October at the Plato retail chain, a guarantee to return the album by those who didn't like it and get their money back.

The Mic Michaeli co-produced album shows that funk rock has different faces, which are all familiar to Mendonça. On *Chocolate Chip & Chicken Bone* he opens in a '70s funk style of Wild Cherry to further treat it with the metal respect of Living Colour. Since we last heard from him some three years ago, he has souped up his sound considerably. The retro Kravitz-type of thing he has surely left behind by now. The album is co-engineered by Ronny Lathi, the man behind *Skintrade's* wall of sound, which should explain this hard line, all summed up by the title *The Powerhungry*.

If things will continue to go so smoothly, Mendonça will hardly have no time to write new material. He has tackled this problem by starting with the demo recordings of his fourth album in January before his—now almost completed—third album is even out (!). "I never ever will make an album that sounds forced, because it's written in a hurry in a tour bus," concludes the perfectionist with a heart.

All-Rounder Jimmy Nail Puts On His Tailor-Made Crocodile

UNITED KINGDOM

by Robert Tilli

A same-titled album, single and TV serial? Madonna? No sir, we're talking about Jimmy Nail, the singing actor. Or is it the acting singer? Well, let's not make a "chicken-and-the-egg" question out of it, but the sceptics should realise that Nail made his first steps on the stage as a vocalist.

East West head of international Ian Grenfell agrees that an inaccurate perception of Nail's activities is grossly unfair. "What we want is very simple. We'd like people to listen to his new album *Crocodile Shoes* the way they listen to other albums, instead of looking at it as a novelty."

Let's be honest folks, Nail has enjoyed enough hits to be counted as a real singer. Remember his 1992 par-European hit *Ain't No Doubt?* The



problem is, the guy also acts so damn well.

Crocodile Shoes, the BBC TV serial, deals with a country singer who is looking for a label and an A&R man who has a reputation of having lost his touch. The two make a winning combination, after which the latter develops a bloodsucking mentality towards the artist. Basically, it's a mickey-taker of the entire record industry. For fun Nail, who wrote the script too, mixes up the names of various East West employees, of which "Max Hale" pseudonym for MD Max Hole is the most obvious one.

Despite the good quality of the country-tinged songs—as opposed to its R&B-flavoured predecessor *Growing Up In Public*—Grenfell uses the TV side as Nail's sales point. "The key initially is to work closely with Chrysalis which sells

the TV series. We try to make sure to get it shown in as many European countries as possible. Scandinavia is traditionally a strong market for BBC programmes; Holland, Germany and Spain have already shown interest. The music means a whole lot more, if you've seen the TV show."

According to Grenfell it's no coincidence, that album, single and TV serial all have the same name. "It means maximum visibility. This way the record buyers get three chances to get familiar with the project."

Apart from the warm, bluesy number *Don't Wanna Go Home*, the album spotlights Nail's country side. As an Englishman you can't make a C&W album without Britain's best pedal steel guitarist B.J. Cole, who indeed lifts the theme song and *Calling Out Your Name* to astronomic heights. With the sincerity of the ballad *Between A Man And A Woman*, we certainly wouldn't dare to step on Nail's crocodile shoes.

Scooter Scores A Novelty Hit With "Hyper Hyper"

GERMANY

by Robert Tilli

Live gigs by second rate artists always end up in camouflaged clichés. The artist says hello to the wrong town. No matter where he is, each night his audience is the best on the whole wide world. The fans automatically respond with massive applause. All these golden rules of sheer Vegas-style entertainment wrapped in a house jacket add up to the novelty hit in the German speaking territories at present—*Hyper Hyper* by Scooter.

Too little repertoire at a party in Hamburg incited the dance-outfit to improvise on an instrumental house track. "Our MC, H.P. Baxter, started mentioning the names of his favourite DJs and then yelled the buzz words *Hyper Hyper*," says Edel/Club Tools dance product manager Jens Thele, one of the masterminds behind the project. "Through its instant success that night we decide to record this joke."

It shouldn't be a local thing only, as the international appeal of the single could be the hilarious German pronunciation of the English words, a point noticed by Thele.

"We're aware it sounds very German, but we never cut it with that intention. But since the European success of *Mo-Do's Eins, Zwei, Polizei*, it's very likely to spread out as well. With K2's *Der Berg Ruff* you can almost speak of a wave of similar hits."

As the *Loop!* remix team, Scooter has first built up its name in the dance world. Among their clients have been RuPaul, Adeva, Holly Johnson and Tony Di Bart. An album and a new single, as yet both untitled, are in the works for release in early 1995.

- Signed to Club Tools/Edel.
- Publisher: Rückbank.
- New album: to be released in February.
- New single: *Hyper Hyper* released in July; currently, it is at number 2 in Germany and at number 4 in Switzerland.
- Recorded at Ambience/Hamburg.
- Producer: the *Loop!*.
- European releases: the single is out in the Benelux, Italy Scandinavia (all through Edel), Switzerland, Austria (both on EMV), France (*Scorpio*) and Spain (*Bianco Y Negro*).

Marketing The Music: Artists featured have either achieved Top 15 chart status in the Eurochart or in their country of origin.

SINGLES

SNOWBALL BROWN
Chicqueño - Arabic/PWL
PRODUCER: Sherman Clachar
EHR/A/D

Looking for a novelty track that beats the Pope's debut record? The voice is so weird that you lose your balance right away, before the currently trendy reggae beat pulls you straight again.

C&C MUSIC FACTORY
Take A Take - Columbia
PRODUCER: Robert Clivilles/David Cole
D/ACE/EHR

One could almost believe this lot can only make you sweat. But here's a romantic ballad to chill out to. Female reggae star Patra is featured in the Robi-Rob's Jeep mix.

DODGY
Melodies Haunt You - Bostin
PRODUCER: Hugh Jones
A/R/EHR

Living legends are there to be reincarnated by their dedicated followers. Ray Davies "comes alive" thanks to a trio thoroughly nurtured by the more complicated '60s pop.

FUN FACTORY
Take Your Chance - Regular
PRODUCER: Base B./Rainer Kesselbauer
D/EHR

In a "1984" doom-type prophecy everybody says the end of Euro is near, and all involved should change their musical course. Here, the adjustments are the presence of rap and reggae rhymes.

GENERAL GRANT
Call Me - Control
PRODUCER: C. Grant/A. Forde/J. Aloon/Nigel
D/EHR

Serving in the army of reggae singers on Trinidad, the General's strategic plans to conquer the world are summed up by his ambition to cross fertilise his favourite music with dance.

THE GRID
Texas Cowboys - deConstruction
PRODUCER: The Grid
D/A/EHR

The dance rmeo continues with a wild tune that shakes the foundations as mercilessly as a whole flock of mechanical bulls on too high a voltage.

JAMIROQUAI
Half The Man - Sony Saha Square
PRODUCER: J.K.
EHR/ACE/D

Spaced out after his first single off the new album, Jamiroquai now conjures up the rabbit out of his hat: a mildly swinging track with great radio-in-a-coffee-shop capacity.

YOUSOU N'DOUR
Undecided - Columbia
PRODUCER: Jean Philippe Rykiel/Hobib Faye
EHR/ACE/W

7 Sorghos is a hard act to follow. *Mame Bamba*—its follow up without Neneh Cherry—did nothing at all. She wasn't on the original version of the third single either, until she got added in. Says Radio Frederikstad (Norway) head of music Jørgen Soderberg Jansen: "It's obviously meant to be a 7 Sorghos Part 2, but there's nothing wrong with that. You got to strike while the iron is hot, don't you? Send us, by playing it nine times a week."

PANDORA
Tall The World - Virgin
PRODUCER: Dr. Maxx Family/Sir Martin
D/EHR

Tell the world another talented Swedish singer has just stood up to be counted. The reggae set-up has Ace Of Base cleverness, while the singing is ABBA-esque and the rapper is the finishing Euro touch.

ROBIN S
Back # Up - Champion
PRODUCER: A. George/F. MacFarlane/StoneBridge
D/EHR

Exactly 12 months back in time *Luv 4 Luv* with its "canned vibraphones" depicted her as the most vibrant and poppy in dance, a status she now maintains effortlessly.

SEED
Doe - Giant
PRODUCER: Howard Benson
R/A/EHR



Plant the seeds of Texan grunge in your listeners' minds, who will care for it as they water their Soundgarden. Also check out *Kids... This Is Fabulon* off the OST *Melrose Place*.

SPIRITS
Don't Bring Me Down - MCA
PRODUCER: Serious Rope
D/EHR

Listening to this uplifting neo soul/dance number with gospel overtones, there's absolutely no chance to feel depressed. In the a capella mix you can distill the mixed duo's great vocal skills. The Voice/Copenhagen DJ Dan Rachlin thinks it stands out from the regular supply of dance records. "Most of those are identical, but this one not only has a good beat but a melody as well. It's rare to have a dance single which is a song at the same time. That used to be the rule in the '70s disco era."

STRIKE
U Sure Do - Fresh
PRODUCER: Mott contor/Andy Gardner
D/EHR

The keyboard intro could've been Todd Rundgren's *Can We Still Be Friends* at double speed. But then the enthusiastic ladies start singing their ready-to-use-on-air pop dance one-liner.

HANS VANDENBURG
This Day Is Fine - VAN
PRODUCER: Hans Vandenburg/Mighty Mike
R/EHR

Gruppo Sportivo's captain leaves behind his more "victorious" alter ego's for the solo album *Commercial Break*. This hard pop track is not a major departure from his past.

LUTHER VANDROSS
Love The One You're With - Columbia
PRODUCER: Walter Afanasieff
EHR/ACE/D

Hailed the King of silky ballads, Luther also knows how to speed it up. In a New Orleans way, and challenged by a gospel group, this Stephen Skills cover shows him at his tightest.

ALBUMS

JAN AKKERMAN
Blues Hearts - EMI
PRODUCER: Jan Akkerman
R/ACE

The world's greatest guitarist of 1972 is not a sudden blues convert, trying to tie in with a trend. In Dutch pubs and clubs he has been doing "this shit" for quite some time. His guitar crossfires with Irish blues brother Samuel Eddy belong to many aficionados' most-cherished memories. Recalling the great session he did a few years ago with B.B. Queen, it's a shame all tracks recorded here are instrumentals—but hey, the man is a guitarist, not a singer. Revisiting Miles Davis' *Milestones*, a composition he used to jam to in his days with Focus, he has maintained his status as a musicians' musician.

PHIL ALVIN
County Fair 2000 - Hightone
PRODUCER: Phil Alvin
R/A/J

In the mid '80s the brothers Alvin, together the nucleus of the Blasters, started their solo careers almost simultaneously. Since their debut albums, brother Dave, the singer/songwriter of the two, has spit out three more albums, while Phil—the musicologist in the family—has only just released his second. His limited productivity is explained by the character of the album, a thorough reconstruction of American roots music in ever changing line-ups. Blues gets highlighted by the presence of authentic blues man Billy Boy Arnold, while the Dirty Dozen Brass Band blows new life into old New Orleans soul. Buy a ticket when this side show hits your town.

FU-SCHNICKENS
Nervous Breakdown - Jive
PRODUCER: R. Kirkpatrick/K-Cut/J. Nice/Diamond D/Livio G
D/A/EHR

Rap has never been a genre easy to swing to, unless you count the leg-twisting break dance. Nervous wrecks out there can relax, that's all over with the P-funky "Snoopy-type" opening track *Breakdown*. You can dance yourself senseless without risking breaking all your bones. As an encore you get the "Dunkafelie"—recognise the anagram?—remix at the end of the ride. Your attention span won't be abused, because of the varied set in between. *Aah Ooh* would be a perfect single, being a clever manoeuvre into the yell-along rap territory as defined by Tag Team and Jazzy Jeff.

M PEOPLE
Bizarre Fruit - deConstruction
PRODUCER: M People
D/EHR

Crammed full of potential hits, this is exactly the kind of album we've come to expect from the band which walked away with this year's UK Mercury Music Prize. It kicks off with the instantly-recognisable current single *Sigh For Sore Eyes*, but don't be distracted, instead check out *Open Up Your Heart*, *Love Rendezvous* and *Drive Time*—all equally deserving of air-time, and chart status. With its faint echoes of the '70s classic *Papa Was A Rolling Stone*, the song *Sugar Town* reveals some of M People's present influences, while the aptly-named *And Finally...* winds the tempo down and ends the album on a poignant note, with the nearest the band gets to a ballad.

MIKE OLDFIELD
The Songs Of Distant Earth - WEA
PRODUCER: Mike Oldfield
ACE

Is it fair to still file Oldfield under pop music? Forget his history, and you would never dream of doing so. His style has broadened over the years towards some kind of ambient world music. In fact this piece of work is closer to projects by French innovators like Stone Age and Lama Gyourme & Jean-Philippe Rykiel than to synth music as such. Mystical tracks like *Only Time Will Tell* and *Prayer For The Earth* convince you even more to change your bad librarian habits.

SISTER DOUBLE HAPPINESS
Horsey Water - Sub Pop
PRODUCER: Sister Double Happiness
R/A

The "singing horn-rimmed specs," a.k.a. Gary Floyd, returns without injuries after his brave solo escapade *World Of Trouble*. Production-wise the band's second album for Sub Pop means one step back compared to *Heart And Mind*, their 1992 one-off Warner album. But with this raw bluesy indie rock Hi-Fi quality is a drawback streetwise. Like the *Gun Club* this music is at its best "unproduced." For both the alternative demo and FM listeners the harmonica riff-driven *Gurden Jail* would be a monster. For the most diverse reasons, that is...

SLADE II
Keep On Rockin'! - Play That Beat!
PRODUCER: Paul Despiegelaere
R/EHR

Cum On Let's Party. Clap your hands and stamp your feet, 'coz the crazee '70s non-nonsense rockers have dared to make an album without singer Noddy Holder, always considered irreplaceable. Steve Whalley is standing with his back to the wall of hits, but isn't making such a poor figure. Based on Dave Hill's stainless steel guitar riffs and Don Powell's pounding drums, *Hot Luv* proves not that much has really changed.

SOUL COUCHING
Ruby Vroom - Slash
PRODUCER: Tehod Blake
A/R/J



Beck, G. Love and Bobby Sichran have spread the message of blues-rooted white rap, already baptised by the media as "rag-mop." In the new terminology *Is Chicago*, *Is Not Chicago*, with its wonderful upright bass, is as much "blues music" as anything embedded in that irresistible Special Sauce. Qua nervousness these guys verge on the "no wave" movement that ruled New York at the end of the '70s. As a sort of tranquiliser at the end, the band serves the soothing ballad *Jamie* with M. Doughty singing instead of speaking for a change.

Singles and albums featured in New Releases are listed alphabetically. Each record is recommended for format or programme suitability. Abbreviations used include: EHR, ACE, R (Rock), D (Dance), C (Country), J (Jazz), EZ (Easy Listening), NAC (New Adult Contemporary), A (Alternative), W (World) and M (Metal). Please send your samples to Robert Tili/Machgiel Bokker, Music & Media, PO Box 9027, 1006 AA Amsterdam, Holland.

Station Reports

Station reports include all new additions to the playlist, indicated by the abbreviation "AD." Reports from certain stations will also include a "Power Play" (PP), a track which receives special emphasis for the week, as well as featured new albums indicated by the designation "AL." Within each country, stations are listed alphabetically. Rankings include: Platinum (P), Gold (G), Silver (S) and Bronze (B). All playlists must be received by Monday at 13.00 hours CET.

AUSTRIA

Ö3/Vienna P
EHR
Bogdan Kosic - Head Of Music
Power Play:
Hanne Boel - All It Takes

Papermoon - Follow
Saskiter - Wild Love
B List:
AD Iné Kamozé - Here Comes
Shantize - Turn Down The Light

BELGIUM

BRFN STUDIO BRUSSELI/Brussels P
EHR/Rock
Jon Hautecliet - Producer
A List:
AD Tragically Hip - Grace, Too
B List:
AD Benzedrine Monks - Losing My
Blink - Happy Day
Iné Kamozé - Here Comes
AL Arno
Beafes
Pearl Jam
RADIO CONTACT F/Brussels P
EHR

Jean Lou Berlin - Prog Die
B List:
AD 2 Brothers O/T 4th F. Let Me
Ace Of Base - Living In
Def Dames Depe - Out Of
Dinky Toys - Medley
DJ Bobo - Let The Dream
Edwyn Collins - A Girl Like
INXS - The Strongest Party
KaPE - Can You See It
Launch - That's Life
Liane Foly - Heures
Lisa Nilsson - Let Me In
Nichel Berger - Message Personnel
Miguel Bose - Nada
R.E.M. - Bang And Blame
Rita Mitsouko - Femme
Rolling Stones - Out Of Tears

BEL-RTL/Brussels G

Serge Jonckers - Prog Die
A List:
Serge Jonckers - Prog Die
A List:

Francis Cabrel - La Corrida
B List:
AD Cherche-Midi - C'Est Pas Voi
Desireless - Il Dard
Patricia Kaas - Tout De Charme
P. Domingos/D Worwick - Christmas
Renaud Hanson - Apprendre A Vivre
Renaud Hanson - C'Est Qu'and

BRF/Espen S

ACE
Guy Jonssens - Producer
Power Play:
Take That - Sure
Westernhagen - Willerlos
AD Brandos - Love Of
Live - Selling The Drama
A List:
AD Green Day - Basket Case
Gun - Ward Up
AL ZZ Top

BRTN RADIO 2-EAST FLANDERS/Ghent B
EHR
John Van Achte - Producer
A List:
AD Aerasmith - Blind Man
Green Day - Basket Case
Lemara/Carmel - La Complainte
Joe T. Vannelli - Play With The
Wedding/Reilly/Laslo - Engel Wie Du
Marco Borsato - Dramen Zijn
Mo-Da - Super Gut
Pearl Jam - Dissident
R.E.M. - Bang And Blame
Sam Gooris - Baby Come Back
Sheryl Crow - All I Wanna

BRTN RADIO 2-WEST FLANDERS/

Karlijn B
EHR
Peter de Groot - Head Of Music
Power Play:
Edwyn Collins - A Girl Like
AD Van Dik Houw - Meer Dan
Frank Boesjan

RADIO MOL/Mal B

EHR
Sanja Celen - Producer
B List:
AD Jsd Nation - I Believe
Big Mountain - I Would Find
Boyz II Men - On Bended
Good Strawberries - Eyes On A
Wedding/Reilly/Laslo - Engel Wie
Leapold 3 - Mijn Reukling
Nirvana - About A Girl
Rednex - Old Pop In An Oak
Roxette - Run To
Ruback - Don't Bring On
Sam Gooris - Baby Come Back
Suede - The Wild Ones
Urge Overkill - Girl You'll Be

CZECH REPUBLIC

RTL CITY RADIO/Prague G
EHR
Karel Oubrecht - Prog Mgr
B List:
AD Erasure - I Love Saturday
M People - Sight
Mariah Carey - All I Want
RADIO DRAGON/Karlovy Vary S
ACE
René Hlinka - Head Of Music
A List:
AD

Airheads - Sunday Afternoon
Deep - Language Of
M. Chapin Carpenter - Stones
Thieves/Us - U.F.E.
Urge Overkill - Girl You'll Be
Y N Wee - Chocolate

DR P3: MASKINEN/Copenhagen P

EHR/Rock
Palle Aarslev - Head Of Channel
A List:
AD Airheads - Open Mind
Digable Planets - Flyin' High
Mindie Huddle - Mån - Til Dem
One O One - Playing With My Heart
Stone Roses - Love Spreads
Victoria Williams - Get Away

ARHUS NÆRRADIO/RADIO COLOMBO/

Jubus G
EHR
Jesper Schouzen - Head Of Music
Jacob Sørensen - Head Of Music
A List:
AD John Mellencamp - Dance Naked
MC Saut/Real McCoy - Another Night
Sanne Salomonsen - Jeg Ved
B List:
AD East 17 - Stay Another Day
L.Vandross - Love The One
Rozalla - You Never Love
Sophie B. Hawkins - Don't Tell
Toni Braxton - Love Shoulda...

RADIO ABC/Randers G

EHR
Stig Hørring Nielsen - MD
Kent Hansen, Head Of Music
A List:
AD Black Men Uel - U Will Know
Boyz II Men - On Bended
Indigo - Treat Me Like
Sophie B. Hawkins - Don't Tell
B List:
AD C&C Music Factory - Take A Take
DJ Bobo - There Is A Party
East 17 - Stay Another Day
John Mellencamp - Dance Naked
Kylie Minogue - Put Yourself
Lisa Loeb - In Your Arms

Peaches & Herb - Shake Your Groove
Rozalla - You Never Love
Toni Braxton - Love Shoulda...

RADIO MOJN/Aalbeek & Sanderberg S

ACE
Bo Andresen - Head Of Music
A List:
AD Boyz II Men - On Bended
Sinead O'Connor - Thank You For
Twenty 4 Seven - Oh Baby
B List:
AD Andru Donalds - Mishake
CS Åkerström - Anglarna
East 17 - Stay Another Day
Lisa Eldahl - Sanningen

RADIO ROSKILDE/Roskilde S

ACE
Henrik Lundsgaard - Head Of Music
EHR
AD Boyz II Men - On Bended
China Black - Stars
Lisa C. - Shine
Johnny Madsen - Jim & Joe
Percy Sledge - Love Come
Rarback - Disappointment
Roxette - Run To
Sanne Salomonsen - Jeg Ved

RADIO SILKEBORG/Silkeborg S

ACE/EHR
Alan Henriksen - Head Of Music
A List:
AD Boyz II Men - On Bended
DJ Bobo - There Is A Party
Heavy D & The Boys - This Is
Indigo - Treat Me Like
Kylie Minogue - Put Yourself
L.Vandross - Love The One
Mariah Carey - All I Want
Rubber Band - Beatmas

RADIO HOJBÆK/Højbjerg B

EHR
Stig Nielsen - Prog Dir
A List:
AD Bamse - I Kongens Have
E-Type - This Is The Way
Lisa Eldahl - Sanningen
M People - Sight
Six Was Nine - Surprise
Sweet Fastar - Sympathy
RADIO HOLSTEBRO/Holstebro B
EHR
Thomas B. Andersen - Head Of Music
Power Play:

FRANCE

EUROPE 2 NETWORK/Paris P
ACE
Nicolas du Roy - Prog Dir
A List:
AD Aswad - Shine
Phil Collins - Can't Turn Back The
Sling - When We Dance
FRANCE INTER/Paris P
ACE
Marc Garcia - Prog Dir
A List:
AD Michel Sardou - Ma Vite Française
Pigou - Miniman
Roachford - This Generation
Sensara/Wonder/Knight - For Once
Stephan Eicher - Rien A Voir
M40/Paris P
EHR
Christian Lefebvre - Prog Mgr
A List:
AD Arnold Arboreux - Mes Amis
Axelle Red - Je T'Attends
Bashing - J'Passé Four
Eagles - Get Over It
Enfoires - Un Autre Monde
Jamiroquai - Space Cowboy
Kylie Minogue - Can't Be In My
Live - Selling The Drama
Love Bizarre - Mille Et Une
Vandross/Carey - Endless Love
Misty Oldland - Got Me A Feeling
Nirvana - About A Girl
Roxette - Fireworks

Roxette - Run To
Sanne Salomonsen - Jeg Ved

ESTONIA

RAADIO 2/Tallinn G
EHR
Immo Mikkelson - Head Of Music
A List:
AD Me. Lawrence - Moonchild
B List:
AD Nina - The Reason Is Now
Rednex - Old Pop In An Oak
Sinead O'Connor - Thank You For
Tom Petty - You Wreck Me

RADIO KIKU/Tallinn G

Rock/ACE
Arthur Radnais - Head Of Music
A List:
AD Jamiroquai - Half The Man
Louis Armstrong - We Have All
Music Street Pt. - She Is
Mr. Lawrence - Moonchild

FINLAND

YLE 2/RADJOMAFIA/Helsinki P
EHR
Pentti Kemppainen - Prog Dir
Jukka Haavama - Head Of Music
A List:
AD 22 Pispäriikka - A Little Bit
Jsd Nation - I Believe
Guns N' Roses - Sympathy For
Roger Waters - Gullows Pole
Pave Maijanen - Jos Juhdori
Suede - New Generation
Tasapaini - Mita Ykskoti
Todd Snider - My Generation
Tom Petty - You Wreck Me
Värminä - Outono Onnilla Mailla
B List:
AD Mauro Sirocco - Gó Sommo Vag

RADIO 1/Helsinki G

EHR
Joke Linnamaa - Prog Dir
Juha Kakkuri - Head Of Music
A List:
AD Caronza - The Rhythm Of
Dorona Summer - Melody Of Love
M People - Sight
Roachford - This Generation
Tom Petty - You Don't Know
Yuki-De - I Saw You

Naomi Campbell - I Want
Rolling Stones - Out Of Tears
Roxette - Run To
Twenty 4 Seven - Oh Baby

RADIO VIBORG/Viborg G

EHR
Paul Foged - Head Of Music
A List:
AD Boyz II Men - On Bended
East 17 - Stay Another Day
Gary Moore - One Day
L.Vandross - Love The One
Music Rebel '94 - What's Going On
Sophie B. Hawkins - Don't Tell
Toni Braxton - Love Shoulda...

RADIO PROFIL/Pardubice S

ACE
Ales Cernohorsky - Prog Dir
Power Play:
AD Twenty 4 Seven - Oh Baby
A List:
AD Boyz II Men - On Bended
John Mellencamp - Dance Naked
La Bouche - Sweet Dreams
New Order - True
U 96 - Love Religion
Ultimate Kaas - Some Girls

RADIO FREDERICIA/Fredericia S

ACE/EHR
Svend Jørgensen - Prog Dir
A List:
AD Boyz II Men - On Bended
Indigo - Treat Me Like
Jonathan Butler - I'm On My
Kylie Minogue - Put Yourself

DENMARK

DR P3: GD/MORGEN P3/Copenhagen P
EHR/Rock
Palle Aarslev - Head Of Channel
Power Play:
AD Funky White Devils - Friday Night
A List:
L.Vandross - Love The One
Peaches & Herb - Shake Your Groove
Rozalla - You Never Love
Sanne Salomonsen - Jeg Ved
Toni Braxton - Love Shoulda...

RADIO KOLDING/Kolding B

EHR
Niels Vedrosøe - Head Of Music
A List:
AD Gnags - Vinter Sandlag I Kbh.
Sanne Salomonsen - Jeg Ved
B List:
AD Boyz II Men - On Bended
East 17 - Stay Another Day
Indigo - Treat Me Like
One O One - Playing With My Heart
Rozalla - You Never Love
RADIO 89.1/Helsingør S
EHR
Johannes Olsen - Head Of Music
A List:
AD Pam Tillis - When You Walk
Rednex - Old Pop In An Oak

EUROPE 2 NETWORK/Paris P

ACE
Nicolas du Roy - Prog Dir
A List:
AD Aswad - Shine
Phil Collins - Can't Turn Back The
Sling - When We Dance
FRANCE INTER/Paris P
ACE
Marc Garcia - Prog Dir
A List:
AD Michel Sardou - Ma Vite Française
Pigou - Miniman
Roachford - This Generation
Sensara/Wonder/Knight - For Once
Stephan Eicher - Rien A Voir
M40/Paris P
EHR
Christian Lefebvre - Prog Mgr
A List:
AD Arnold Arboreux - Mes Amis
Axelle Red - Je T'Attends
Bashing - J'Passé Four
Eagles - Get Over It
Enfoires - Un Autre Monde
Jamiroquai - Space Cowboy
Kylie Minogue - Can't Be In My
Live - Selling The Drama
Love Bizarre - Mille Et Une
Vandross/Carey - Endless Love
Misty Oldland - Got Me A Feeling
Nirvana - About A Girl
Roxette - Fireworks

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Nirvana - About A Girl
STUDIO HIT FM/Stockholm S
 Dance
 Jocke Bring - Prog Dir
A List:
 AD 2wo Third3 - I Want To Be Alone
 Alexis - Love Trip
 Ardis - Sweet As Candy
 Chris C. - Shine
 Clark/Dark - Tears Of The KZ - Der Berg Ruff
 Margie Cox - Standing At
 Mika Oldfield - Hibernaculum
 Paris - Guerilla Funk
 Pharaos - There Is A Star
 Snearna - Vill Du BE Min Pals
 Sophie B. Hawkins - Don't Tell
 Up N'Dance - Real Groove
 Wideman - Hear This

RADIO RTD STUDENTRADION/Linköping 8
 EHR
 Johannes Lindström - Head Of Music
 Power Play:
 Sara Isaksson - The Jaktal
AD Lena Fogbe - Is It
A List:
AD China Black - Stars
 Dive - Coming On Strong
 Elton John - Circle Of Life
RADIO STELLA FM 106/Helsingborg 8
 EHR
 Robert Olsson - Head Of Music
A List:
AD Beautiful South - One Last Love Song
 Brand New Heavies - Spend
 Cranberries - Zombia
 East 17 - Stay Another Day
 Eddie Bricken - When The Lights
 Jimmy Nail - Crocodile Shoes
 Margie Cox - Standing At
 Peter Brad - Still We Go On
 Sara Isaksson - The Jaktal
 Sophie B. Hawkins - Don't Tell
 Ted Gärdenstedt - Ge En Sol

SWITZERLAND

COULEUR 3/Lausanne G
 Rock
 Thierry Catherine - Head Of Music
 Power Play:
 Dubrovniks - Holy Town
 Sinead O'Connor - Fanfare
A List:
AD Black Crowes - A Conspiracy
 Manic Street Pr. - She Is
 Moby - Feeling So Real
 Renard Harrison - Willy Broadland
 Stone Roses - Love Spreads
B List:
AD Aikours/Lacile - L'Accord
 Blur - End Of A Century
 Electrification - Zephyr
 John Mellencamp - Dance Naked
 Sinead O'Connor - Thank You For

RADIO BASILSK/Basel G
 ACE
 Nick Schulz - Co-Ord
 Playlist Unchanged
RADIO PILATUS 104.9/Luzern G
 EHR
 Ralf Tschoppert - Music Dir
 Philippe Unterschütz - Head Of Music
A List:
AD John Mellencamp - Dance Naked
 Richard Grecco - Stay Young
 Rolling Stones - Out Of Tears
 Ron - Tubo Quants
 Roxette - Run To
 Toni Braxton - Love Shakedown

RADIO ZUERSEE/Rapperswil G
 ACE
 Christian Staab - Head Of Music
A List:
AD Axelle Red - Je T'Attends
 B-Tribe - You Won't See
 Big Mountain - I Would Find

Blues Traveler - Run Around
 Colour: Club - Freedom Words
 Counting Crows - Rain King
 Electric Hippies - Greedy People
Magical 2001 Alles Aus Lieba
 Janina Walters - Hold On
 Lisa Stansfield - Make It
 L.Vandross - Love The One
 M People - Sight
 M.L.L.R. - Sleeping Child
 Music Rebel '94 - What's Going On
 Nemanin - Mission
 Oleta Adams - We Will Find A Way
 Rodnax - Cotton Eye Joe
 Roxette - Run To
 Tom Jones - I'll Only Know
 Umberto Tazzi - Equivocado
 Whigfield - Saturday Night

RADIO 32/Zürich 5
 EHR
 Ralph Wicki - Prog Dir
 Playlist Unchanged
RADIO LAC/Geneva S
 EHR
 Jocky Sanders - Prog Dir
A List:
AD R. Kelly - She's Got That
B List:
AD Boys II Men - On Bended
 Cherche Miché - C'Est Pas Vrai
 Roxette - Run To

RADIO 3 III/Mandriis 8
 EHR
 Boris Piffaretti - Prog Dir
 Riccardo Pellegrini - Head Of Music
A List:
AD Alphaville - Impossible Dream
 Brand New Heavies - Spend
 Jon Secada - Mental Pictures
 Lillfin - La Spetacolo
 M.C. O'Badado - My Father's
 Purple Beat - Don't Stop Till...
 Seb-N-Pepo - None Of Your Business
 Sophie B. Hawkins - Don't Tell

RADIO 3 III/Disco/Mandriis 8
 Dance
A List:
AD Ava And Stone - Yeah Yo

RADIO FRAMBOISE/Yverden 8
 ACE
 Jean Luc Zwicker - Prog Dir
A List:
AD Alain Goldstein - Epique Epoque
 Freder/Goldman/Jones - Farmer
 New Order - True
 Pascal Obispo - Ou Est
RADIO RHONE/Sion 8
 ACE
 Joel Perrier - Prog Dir
A List:
AD France Gall - Les Princes
 Rolling Stones - Out Of Tears
B List:
AD Constantin - Nickel
 Rita Mitsouko - Femme

RETE 3/Lugano 8
 ACE/Rock
 Elena Carosoni - Head Of Music
A List:
AD Ligabue - A Che Ora

RADIO NUMBER ONE FM/Istanbul P
 EHR
 Omer Karacan - Prog Dir
 Power Play:
 Bon Jovi - Always
 Madonna - Secret
 Pató Barton - Baby Come Back
 Sheryl Crow - All I Wanna
 Sting - When We Dance
A List:

AD Céline Dion - Think Twice
 Cranberries - Ode To My
 Marioli Carthy - All I Want
 Vanessa Williams - The Sweetest
B List:
AD Babyface/Stansfield - Dream Away
 Gloria Estefan - Hold Me Thrill
 Ini Kamose - Here Comes
 Jamiroquai - Half The Man
 Jimmy Nail - Crocodile Shoes
 L.Vandross - Love The One
 Madonna - Take A Bow
 Robert Palmer - You Blow
 Sophie B. Hawkins - Don't Tell

UNITED KINGDOM

96.4FM-BRM8/Birmingham P
 EHR
 Clive Dickens - Program Manager
A List:
AD 2wo Third3 - I Want To Be Alone
 Ace Of Base - Living In
 As We Speak - Love Me
 Baby D. - Let Me Be
 Bon Jovi - Please Come
 Chantelle - One Man
 Erasure - I Love Saturday
 EYX - One More
 Jimmy Nail - Crocodile Shoes
 Madonna - Take A Bow
 Newton - Sky High
 Optimystic - Nothing But Love
 PJ & Duncan - Eternal Love
 Rolling Stones - Out Of Tears
 Sinead O'Connor - Thank You For
 Whigfield - Another Day

BBC RADIO 1/London P
 EHR
 Paul Robbison - Prog Dir
 Power Play:
 Bon Jovi - Always
 Eternal - Oh Baby L...
 M-People - Sight
 M-Party - Sight
 Pató Barton - Baby Come Back
 R. Kelly - She's Got That
 R.E.M. - Bang And Blame
 Sheryl Crow - All I Wanna
N List:
 2wo Third3 - I Want To Be Alone

2wo Third3 - I Want To Be Alone
 Blameless - Town Clovers
 Darkman - Yabba Dabba Doo
 Electrification - Zephyr
 Ini Kamose - Here Comes
 Metalheads - Inner City Life
 Miss Jones - Where I Wanna
 Spirits - Don't Bring
 Summit - Yummy Yummy
 Urge Overkill - Girl You'll Be

BEACON RADIO/Wolverhampton P
 EHR
 Peter Wagstaff - Prog Dir
A List:
AD All 4 One - So Much In Love
 Boyz II Men - On Bended
 Roachford - Cry For Me
CAPITAL FM/London P
 EHR
 Richard Park - Prog Conte
A List:
AD Bon Jovi - Please Come
B List:
AD Blue Bamboo - ABC And D
 New Atlantic - Sunshine After

CHILDREN NETWORK/Dunstable/Northampton/Gloucester P
 EHR
 Paul Chorlter - Group Prog Dir
 Steve Power - Network Controller
B List:
AD Eric Idle - One Foot In The Grave
 Flying Pickets - Under
 Lat Loose - One Night Stand
 PJ & Duncan - Eternal Love
 Sheryl Crow - Learning
 Terry Hall - Moon On
 Whigfield - Another Day

AD Eric Idle - One Foot In The Grave
 Flying Pickets - Under
 Lat Loose - One Night Stand
 PJ & Duncan - Eternal Love
 Sheryl Crow - Learning
 Terry Hall - Moon On
 Whigfield - Another Day

KISS 100 FM/London P
 Dance
 Lorna Clarke - Head Of Prog
 Lindsay Wesker - Head Of Music
A List:
AD Bernal - Crazy
 Heliocentric World - Where's Your
 M-Beat/Nasty - Sweet Love
METRO RADIO GROUP/Newcastle P
 EHR
 Liz Elliott - Music Organiser
A List:
AD 2wo Third3 - I Want To Be Alone
 Louis Armstrong - We Have All
 Mariah Carey - All I Want
 Natalie Cole - No More

B List:
AD Loni Clark - Love's Got Me
 Sandra Bernhard - Nightly Real
PICCADILLY RADIO/Manchester P
 EHR
 Keith Pringle - Head Of Music
B List:
AD Paul Young - That's How

VIRGIN 1215 AM/London P
 Rock
 Richard Skinner - Prog Dir
 John Revell - Prog Dir
B List:
AD Bon Jovi - Someday I'll
 INXS - Deliver Me
 Pearl Jam - Corduroy
 Rolling Stones - Out Of Tears
 Sheryl Crow - Learning
 Stone Roses - Love Spreads

ZCR-FM/Bournemouth G
 ACE
 Jean-Paul Hanaford - Prog Dir
 Dave Luck - Head Of Music
A List:
AD Primal Scream - Cry Myself

CHOICE FM/London G
 Dance
 Vinca Herbert - Prog Cont/Head Of Music
 Kirk Anthony - Head Of Music
A List:
AD 911 - Cufé

TLC - Creep
B List:
AD Aaron Hall - When You
 Black Men Utd - U Will Know
 C&C Music Factory - Take A Take
 C.J. Lewis - Dollars
 Chante Moore - Old School
 Chris Ballin - Fulltime Love
 Ini Kamose - Here Comes
 Jack Radics - Nobody
 Jera/Damaja - Can't Stop
 Lori Cole - I Like
 Mike Anthony - Sexy Eyes
 Paris - Guerilla Funk
 Peter Hummingdale - Perfect Lady
 Peter Hummingdale - Baby Pleco
 Shirley Jones - I'm Yours tonight
 Sweet Vrie - Stylish
 Ted Hunter - Let Him Go
 Toni Braxton - How Many Ways
 Top Cat - Wine Up Your Body
 Wayne Marshall - Slow Grid

COOL FM/Belfast G
 ACE
 John Paul Balkantine - HOM
A List:
AD Out Of Control - Reason
B List:
AD An Emotional Fish - Aeroplanes
 Brandy - I Wanna Be Down
 Roxette - Run To

FORTH FM/Edinburgh G
 EHR
 Jay Crawford - Head Of Music
 Tam Wilson - Assistant Head Of Music
A List:
AD 2wo Third3 - I Want To Be Alone
 Bible - Dreamlife
 Charlene - One Man
 Hazel Taylor - Groove Me

Jamiroquai - Half The Man
 Page/Plant - Gallows Pole
 Kym Sims - I Must Be Free
 Michelle Gayle - I'll Find You
A List:
AD 20 Fingers - Short Dick Man
 East 17 - Stay Another Day
 Erasure - I Love Saturday
 Gloria Estefan - Hold Me Thrill
 Madonna - Take A Bow
 Toni Braxton - Love Shakedown
RADIO CLYDE/Glasgow G
 EHR
 Alex Dickson - Prog Dir
A List:
AD Jimmy Nail - Crocodile Shoes
 Primal Scream - Cry Myself
 Urge Overkill - Girl You'll Be
B List:
AD Eric Clapton - I'm Tore Down
 Flying Pickets - Under
 PJ & Duncan - Eternal Love
 Rednex - Cotton Eye Joe
 Stone Roses - Love Spreads

RADIO WYVERN/Worcester G
 ACE
 Stephonia Denham - Head Of Music
A List:
AD Bon Jovi - Please Come
 Gloria Estefan - Hold Me Thrill
 Jay Lynn White - Wild Love
 Michelle Gayle - I'll Find You
 Sinead O'Connor - Thank You For
 Wynonna - Let's Make

RED ROSE ROCK FM/Preston/Blackpool G
 EHR
 Jeff Graham - Prog Dir
 Andy Roberts - Head Of Music
A List:
AD New Order - True

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