

GEORGE MICHAEL

PRAYING FOR TIME

NEW SINGLE OUT NOW FROM HIS
FORTHCOMING ALBUM
'LISTEN WITHOUT PREJUDICE VOL. 1'



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MUSIC & MEDIA

The European
Music &
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Epic Mounts Massive Michael Marketing Push

by Mchiel Bakker

CBS companies in Europe are lining up major marketing campaigns to support Epic's biggest album release of the year, George Michael's *Listen Without Prejudice*. Released on September 3, it is the singer's second solo album, following 1987's *Faith*, that sold over 13.5 million copies worldwide, including seven in the US and 2.5 in mainland Europe.

The LP's first single, *Praying For Time*, was released on August 13, although European radio was serviced with it 10-12 days earlier. It has already been added to the playlists of BBC Radio 1 (A-list), Capital and BRMB in the UK; Fun and Sud in France; AVRO in Holland; Radio 21 in Belgium and Radio Babo-leo in Spain.

CBS Germany is claiming its biggest-ever in-store display campaign, with the production of point-of-sale (POS) material amounting to DM 90,000 (app. US\$ 57,000). The total cost of the

marketing campaign is DM 340,000, including DM 250,000 for radio and TV advertising.

Product manager Mike Heisel says a special 10-person sales force has been formed to service some 1,200 retail outlets across the nation in the first week of the album's release. "Apart from a giant wallpaper print of George, we constructed 100 displays that contain machines with recorded messages that are

continues on page 5



Mick Jagger struts his stuff during one of the Rolling Stones' gigs on their Urban Jungle tour. For a round-up of all the major tours in Europe this summer - the failures and successes - turn to pages 14-17.



JON BON JOVI BLAZE OF GLORY

SINGLE AND ALBUM

CONSULTING DEAL WITH MTV

Pollack Extends European Reach

A new deal between Jeff Pollack and MTV Europe extends the American consultant's already-notable influence over music programming in Europe.

MTV Europe MD/CEO Bill Roedy announced on August 2 that Pollack had been appointed to advise the 24-hour video music channel. Sources say the move

has not been greeted enthusiastically by a number of MTV staff.

The Los Angeles-based Pollack Media Group currently has consulting arrangements with French broadcasters Europe 2 and Skyrock, and is thought to be involved in a consortium - which includes Martin Brisac and Harvey Gold-

smith - bidding for one of the new UK national commercial franchises.

Pollack also formed a radio research firm with UK-based consultant Colin Walters (now Century Radio CEO) earlier this year and has been involved in Europe 2's proposed "Europa Plus" outlets in Moscow and Prague.

The consultant declines to discuss the duration or other terms of his agreement with MTV Europe. He says he will seek to "sharpen the channel's musical choice in line with the various countries and cultures it serves". The network claims it reaches 15 million cable and Astra satellite households across Europe.

Pollack adds: "MTV's sound and style must continually evolve and I am especially looking forward to developing their commit-

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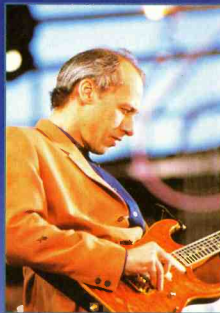
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TEARS FOR FEARS



ELTON JOHN



STATUS QUO



PHIL COLLINS

KNEBworth THE ALBUM

FEATURING

TEARS FOR FEARS

Everybody Wants To Rule The World · Badman's Song*

STATUS QUO

Dirty Water · Whatever You Want · Rockin' All Over The World

CLIFF RICHARD & THE SHADOWS

On The Beach · Do You Wanna Dance

ROBERT PLANT

Hurting Kind · Liar's Dance · Tall Cool One
Wearing And Tearing (With Jimmy Page On Guitar)

GENESIS

Mama

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Reach Out I'll Be There · You've Lost That Loving Feeling
Pinball Wizard · In The Midnight Hour · Turn It On Again

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Sunshine Of Your Love

DIRE STRAITS

Think I Love You Too Much · Money For Nothing

ELTON JOHN

Sad Songs (Say So Much)
Saturday Night's All Right (For Fighting)

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CLIFF RICHARD · THE SHADOWS · STATUS QUO · TEARS FOR FEARS

N E W S

Italians Study New Media Law

By David Stansfeld

Italy's new media law - the country's first since private broadcasting was introduced 14 years ago - is still being studied by radio station bosses, who are holding back with their public comments on the complex legislation.

The Senate gave its final approval to the legislation, without making any amendments, on August 6, marking the end of a long parliamentary process. Only a week before, the promise of summer legislation looked in doubt when five senior ministers resigned over certain proposals. New ministers were drafted in immediately, averting a major political crisis (M&M August 11).

There has been no real regulations governing broadcasting in Italy since 1976, when the domestic airwaves opened up to private outlets.

The new legislation, which does not distinguish between radio and television, contains 41 articles and covers all sectors of mass media. However, it rapidly became known as the TV bill because of the government push to curb the increasing power of entrepreneur Silvio Berlusconi.

As a result, much of the debate over the Bill focused on television, leaving radio broadcasters unsure of its implications. Bruno Plesner, programme director at Radio Dimensione Suono: "It is extremely complex and we are now trying to ascertain what it means for radio stations. Most of the attention so far has centred on Berlusconi."

The consequences for Berlusconi and his Fininvest group of companies are wide ranging. Antitrust measures state that any

owner of three TV channels cannot also own a newspaper. This means that Berlusconi will either have to dispose of one of his three stations or sell his *Il Giornale* newspaper. However, he will be given two years to step into line with this aspect of legislation. Limits placed on TV advertising will also affect Berlusconi. Only three ad breaks are allowed during movies made for cinema, theatrical works, operas and musicals which last from 45 to 110 minutes. One more spot will be allowed for programmes of this type which exceed 110 minutes. But all programmes bought before June 30 1990 will not be affected by this law until December 31 1992. Also, films banned to those under 14 years of age cannot be screened before 22.30.

Advertising limits for programming which is not in one of the above categories have been imposed too. State broadcaster RAI, which also receives licence fees, is restricted to 12% in every hour. National private stations are limited to 18% and local stations, 20%.

The legislation also says that all national outlets must broadcast news programmes, and that commercial TV stations can now transmit programmes live.

Debate and confusion over the legislation continues, as does criticism of its author, post and telecommunications minister Oscar Mammì. Defending the new law, Mammì was recently reported as saying, "These regulations are better than nothing." □

Thorn Announces Filmax Bid

Thorn EMi's acquisition of music publisher Filmax, if completed, will add more than 90,000 copyrights to the existing EMi Music Publishing portfolio of around 500,000 titles.

Thorn announced the proposed buyout on August 8 saying that it will pay up to US\$ 115 million to principal Filmax owners Ensign Trust and founder/CEO John Hall. The deal is expected to take three months to complete with Thorn paying Ensign not cash but new fully paid Thorn EMi ordinary shares. □



US-based media consultancy **Montreux Companies** is forming a consortium to apply for one of the UK national commercial franchises due by the end of the year, according to Dallas-based managing director Peter Stronquist. A letter of intent has been filed with the Shadow Radio Authority by Montreux's UK partner, **Robb Kides**. Stronquist says the proposal is based on a "variety of block programming which will cater for unserved minority audiences."

★ ★ ★ ★ ★
Epic in the US is thought to have signed Belgian band **Front 242** to a record-breaking five-album contract. **Play It Again Sam MD Keny Gatsé** claims the deal is the biggest ever for a Belgian act. Gates refuses to confirm reports that the contract is worth around US\$ 1 million.

★ ★ ★ ★ ★
Rupert Murdoch has described his plans to fund a new record company as a 'toe in the water' of the international music business. Music International, the expected name of the London-based label, will initially employ between 10 and 12 people, with former PolyGram executives Nigel Sandford and Aari Dahluisen in key roles. A formal announcement is expected in September. Murdoch says it will start with pop but if successful "could go right across the board".

★ ★ ★ ★ ★
Illegal tapes have cropped up in Holland of the new **Prince** album, **Graffiti Bridge**, released in Europe at the end of this week (August 17). According to Dick Pieter, WEA's head of promotion, the tapes, featuring seven tracks from the album, are of a poor quality and probably stem from the Prince fanclub. New Power Generation. WEA sent out a fax, warning radio stations not to play the "illegal" material. So far, all Dutch stations have abided by the warning.

★ ★ ★ ★ ★
The **Rolling Stones** are replacing their Urban Jungle performances with last year's US **Steel Wheels** show for the final dates of their European tour in Berlin and London. The concerts will be filmed by IMAX Picture Systems and shown next year in "special cinemas with giant screens". The Stones are also playing their only charity event of the tour for the Czechoslovak Children's Foundation in Prague at the 100,000 capacity Strahov Stadium on July 18. The deal is co-sponsored by TDK and Budweiser. Tickets are US\$ 6 and proceeds will go to handicapped children, Romanian orphans and Chernobyl victims.

High Profile Promotion For Knebworth Releases

The Knebworth 90 charity live album and video are being market driven to give PolyGram and Castle Music Pictures more incentive to promote them beyond break-even point.

Both PolyGram, which released the 23-track double album (*Knebworth The Album*) on August 6, and Castle Music Pictures, which is releasing three videos of the concert on August 27, have paid a substantial advance to the Nordoff Robbins charity. PolyGram paid £1.5 million advance for worldwide album rights while Castle paid a "commensurate" figure for video rights outside the US and Japan.

Once the companies have recouped their advances and costs they will earn money, while continuing to pay high royalties to Knebworth 90.

Polydor UK MD David Munns says 'profit' is a dangerous word to associate with the agreement. "There is no profit in this record. There is only a contribution to Polydor's overheads."

However, Munns admits that in calculating his overheads he is answerable to nobody. "I'm in long past the stage where records like this should be done at cost." He has earmarked over £250,000 for UK marketing alone.

China Records MD and Nor-

High Profile Promotion For Knebworth Releases

doff Robbins trustee Derek Green, who negotiated the deal with PolyGram, says: "I got the advance I wanted. If the company then goes on to prove it can make money, then good for them."

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China Records MD and Nor-



EMI Acquires Stake In IRS

by Mchigiel Bakker

EMI has acquired a stake in IRS Records, the label founded by Miles Copeland and Jay Boberg in 1979. It is believed to be a 50-50% deal, although neither company is revealing the exact amount. The agreement was finalised on August 2 by Jim Fifield, president/CEO EMI Music Worldwide, Copeland and Boberg, chairman and president of IRS respectively.

The IRS buy-in is EMI's third equity deal during the last 15 months, following purchases of similar stakes in Chrysalis and Enigma. EMI also bought 100% of SBK Music last year.

The deal applies to the US, Canada and the UK, where IRS holds wholly-owned subsidiaries. Sixteen months ago, EMI gained the licensing rights for IRS in the world, excluding the UK, US, Japan, Canada and Australasia. This agreement runs until 1992.

The partnership follows an agreement that the label made last month with CEMA, EMI's distribution and manufacturing arm in the US.

According to Roel Kruijze, senior director A&R/marketing for EMI Music Europe, the new pact further strengthens the relationship between the two companies. "In fact, nothing changes because of the existing licensing deal, but, obviously, it does give EMI an additional source of A&R in the world's key markets".

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In the last year, Black Sabbath has been one of IRS's best selling acts in continental Europe. Their LP *Headless Cross* has sold 250,000 copies. Other IRS acts include Concrete Blonde, Timbuk 3, The Alarm, Jan Akkerman and Animal Logic.

Over the last six months, IRS has substantially stepped up its A&R commitment by signing 12

new artists, including Candy Dread Zeppelin, Rebel Pebbles, Altamoda, 29 Palms, Alvin Lee and Rockers Uptown.

At the end of 1991, all of IRS's back catalogue will be moved from CBS to EMI. EMI will then have the rights to sell titles from REM (six albums), Bangles (debut album), The Cramps and Stan Ridgway. □

Westwood One VP Joins RVI

Leading US programme supplier Westwood One has lost its VP of talent acquisition, David Knight, to TV syndicator Radio Vision International (RVI). The appointment comes as RVI plans its expansion into radio syndication (M&M July 14).

Knight moves from New York to become VP of product acquisition at RVI's Los Angeles headquarters, reporting to president Kevin Wall. He will be in charge

of music projects for TV distribution, but declines to comment on whether he will be involved in the company's radio syndication ambitions.

Knight leaves Westwood One after four-and-a-half years, during which he worked on more than 50 of the firm's top projects, including this year's Knebworth tour. RVI handled TV distribution of that event. □

Gong Closes Radio Belcanto

by Chris Fuller

After just eight months on air, Radio Belcanto, Germany's first commercial classical station, has been closed by its parent company, the multimedia Gong group. Gong MD Helmut Markwort says the channel has been shut down because of a failure to attract advertising.

The Munich-based Belcanto, which began transmissions via the Kopernikus satellite on November 27 last year on the back of Tele 5's signal, ceased at 18:00 on Sunday, August 5. The last show was a compilation of station staff's favourite music and the final piece played was Humperdinck's *Evening Blessing from Hansel And Gretel*.

Markwort said in a statement that "despite the hard work of staff, advertising has not taken off. Ad agencies did not take to the concept of private classical radio and did not get behind it. They were obviously influenced in this by the fact that Belcanto was only available on cable".

Had the station been granted a terrestrial frequency by the Bundespost, Markwort says "it would have been received in cars and uncabled households and this

may have made a big difference".

Eduard Helderfer, Gong's publicity director, says some of Belcanto's 16 remaining staff - reduced from a total of 24 over the last few months - would be given new jobs at Gong's radio stations or magazines, but he could not specify how many. Meanwhile, several staff at the station say they have received redundancy notices to leave the company on October 1.

Helderfer says that from its launch last year, Belcanto, which applied good radio techniques to its formatting, showed a disappointing slow uptake across the national Bundespost cable network. At its close, Belcanto's coverage stood at "around 40%".

Helderfer believes that proposed new classical commercial ventures such as RTL's pan-European *Classique* (scheduled for a September launch) and Ufa/BMG/PolyGram's German station *Klassik* (October launch, M&M August 10) will also face a struggle in attracting advertising interest: "If *Klassik* can secure a terrestrial frequency in Hamburg that would benefit its profile enormously". □

Bronze Is Back

The Bronze label is being reactivated by Pete Workman, who has signed a deal with WEA to represent the label internationally. He has acquired the name, the logo and logo from Castle Communications. His first two signings are Notorious, featuring Robin George (who has a new album on Bronze in 1985), and Sean Harris (ex-Diamond Head) who will have a new album on Bronze in late September, and former Deep Purple member Glenn Hughes who will release an album in January.

Albert Comes To Europe
Veteran Australian production company Albert Productions is moving to Europe. George Young from the Easby & Young partnership, that stretches back to hits for the Vandals and Flash & The Pan and then masterminded AC/DC's success, has teamed up with fellow Australian producer Pete Hawkins. His credits include John Farnham, Pseudo Echo and Air Supply. Albert Productions is based at 6 First Street, London SW3 2LD.

Q Scores AT Deal
Q Broadcast Services, the recently formed UK radio consultancy, has secured a sole UK dealership with US company Audio Technologies Incorporated (ATI). ATI manufactures mixers, distribution amps, line drivers, microphone, phone pre-amps, power amps and audio processors.

Atlantic Nights
Atlantic 252 has started test transmissions in preparation for an extension into night-time broadcasting beginning this autumn. The station's licence allows it to broadcast at night, but a low-power, low-frequency signal operates at a reduced power after 19:00.

PWL Loses Court Case
PWL has lost a High Court battle to sue Century for trademark infringement, but the court has dismissed London studio The Hit Factory. PWL claimed that its own studio was called The Hit Factory but the court ruled that PWL had not attempted to trade under the name which was "no more than an accolade". The judge said that although there was some risk of confusion, he did not believe the consequences would be damaging. However, the court's decision from Manchester record shop Eastern Bloc over a recently signed dance band, also called Eastern Bloc.

Bond To Sue BSB
The Bond Corporation is to sue its former partners in British Satellite Broadcasting over alleged breach of obligations under agreements related to the UK direct broadcast TV station. The action against BSB's four largest shareholders, the Gram Group, Pearson, Reed International and Chargers, follows the firm's failure to sell its 34% stake in BSB before a deadline under terms imposed by the other shareholders, which resulted in penalties believed to have cost Bond about \$90 million. Bond's subsequent rights issue, Bond's stake in BSB has now fallen to 7.4%. □

Madonna Heads MTV Nominations

Madonna's *Vogue* heads the list of nominees for MTV's Music Video Awards, with nominations in eight of the 21 categories. As well as being in the running for Best Video Of The Year, the clip has been selected for the Best Female Video and Best Dance Video categories, and for five professional categories, including Direction, Choreography and Cinematography.

Also nominated for Best Video are Aerosmith's *Janie's Got A Gun*, which appears in seven categories, Don Henley's *The End Of Innocence* (five categories) and Sinead O'Connor's *Nothing Compares 2 U* (four). Despite six nominations, includ-

ing Best Female Video, Paula Abdul's *Opposites Attract* does not figure in the leading category.

The September 6 awards ceremony, to be hosted by Arsenio Hall at the Universal Amphitheater, Los Angeles, will be televised live around the world on the MTV networks. The event will also include live performances from Janet Jackson, Aerosmith, MC Hammer and Phil Collins, with others to be confirmed.

Meanwhile, MTV Europe celebrates three years on air this week, with the claim that it is the European TV service among 15-34 year olds in UK cable and satellite homes.

Quoting BARB and Cable

Epic Push
The advertising budget for the private label is being cut each time a customer walks past!

The German radio and TV advertising campaign is divided into two phases. From October 1-15, a 20-second spot will be run on 12 radio stations, including privates Radio Fin, Radio FFF, RSH, Radio Hamburg, Antenne Bayern, Berlin Hunder6, and the public networks WDR1, WDR2, SWF3, SDR3, HR3 and BR3. And, for the first time, CBS will book advertising space on East Germany's DT64.

The second phase of the radio campaign starts on November 1, with the spot running for five to eight days on the same stations.

Walters/Century
continued from page 1
Walters/Century to invite Capital to invest, he denies that the station is in serious trouble.

"There is a common misunderstanding that Century got off to a bad start. It has a 29% national reach, which most stations in the UK and Europe can only dream about - and it's particularly strong among men aged 15 to 34, which is an advertiser's dream."

"And," he adds, "the sound of the station is lively. It's just a bit woolly around the edges, but on the whole very coherent. There's very little we need to do other than tighten a few loose ends".
Hopkin, who has worked as a producer for BBC Radio 1, will take up the post once Capital's investment in Century is confirmed. He returns to radio after five years running a consultancy to the aviation and automotive industries. □

TV advertising - on the private SAT1, RTL-Plus and Tele 5 - will be restricted to the first phase only.

In Spain, CBS plans to spend £50,000 on a pre-release radio advertising campaign. From August 27 to September 4, a 10-second commercial will run on the SER outlets in Madrid, BSB, Sevilla and Barcelona, as well as on Radio Mediterraneo, Radio Espana, Radio Vinilo, Radio 16 and Cadena COPE.

International A&R manager Bruno Galindo says it is very unusual for his company to run a radio campaign before the release of an album. In addition, it will also mount a press and in-store advertising campaign while TV

Pollack And MTV
continued from page 1
Pollack to Europe's Music'.

Further, Pollack says that his existing relationships with European broadcasters will help MTV in the establishment of promotional and marketing synergies. "He emphasises that he will be involved in the channel's proposed expansion into Europe radio syndication (M&M June 16). "That is not part of the agreement."

MTV Europe's executive producer Brent Hansen comments that Pollack's proven skills in radio will switch readily to music TV. "We are in a situation where we are starting to kick in very strongly in the UK and have had a lot of impact in Europe. I'm sure a pair of eyes and ears from the radio industry will prove very useful to us in the future, and Jeff is the ideal candidate!" □

Authority audience surveys, MTV Europe, which launched on August 1 1987, claims to be the highest rating channel among those young Britons who receive it, and the one they would be most disappointed to lose. May 1990 figures show MTV delivering five times as many 16-34 ratings as its new rival, BSF's Power Station.

Altogether, MTV now claims to reach 15 million households in 25 countries via cable and satellite. This marks a growth of six million households and expansion into 12 new countries since June 1989. It also claims 38.4 million regular viewers, 2 million whom tune in every day. □

advertising is planned later this year.

Similar campaigns will be run in the UK, France, Holland, Switzerland, Sweden and Norway.

In the UK, London Weekend Television's "The Southbank Show", has produced an hour-long documentary on Michael, for which CBS has bought the rights for mainland Europe. CBS is now securing broadcasting slots on European TV stations. CMV, the label's music video arm, will release the show on home video later this year.

Two special TV commercials, one running 30 seconds, the other 60, have been made by Michael and will be screened worldwide in the autumn.

All 10 tracks on the new LP were written, arranged and produced by Michael excluding the Stevie Wonder-penned, *They Won't Go When I Go*. Chris Porter engineered. CBS Europe confirms that "Préjude Vol. 2" will probably be released in September 1991.

MOVING

Media: Trevor Rudder, formerly of PPM Radiowaves, has joined radio promotion company Curtis Hoy as project manager * MTV Europe has appointed Sebastiano Media previously special assistant to the head of business affairs at Rai 1, to the newly created post of manager southern Europe. He will oversee MTV's moves in Italy and will report to ad sales director Bruce Steinberg. MTV has also hired Jeff Pollack of the Pollack Media Group as international music consultant * Stefan Ericson has joined Radio Vision International as manager of European sales. He was previously in European sales and marketing manager for



Ericson
Sony Video Software * BBC Radio Nottingham manager Richard Dodd is moving to the breakfast show from his drive-time spot, changing places with former Merca presenter Dave Sims * Robert Callahan has been named president of ABC Radio Networks in the US; he replaces Aaron Daniels

Music Industry: Jim Doyle, GM of Zomba Music Publishers, has been promoted to MD * Ari Lohenoja, manager artist marketing CBS Finland, has joined WEA as marketing manager. * Following restructuring, BMG Video International has appointed Andy Manning, formerly with PMV, as product manager, reporting to Christine Loscocco who has been promoted to marketing manager * Tony Hensberg has been appointed MD of Charly Records manufacturing, sales and distribution. *Joop Visser takes over as sales and marketing director and Terry Huxtable is appointed finance director * □

CHAIRS



Former UK diplomat Sir John Morgan (centre) has been appointed president of IFFI and will take up the post next month. Currently MD (international relations) for Maxwell Communications Corporation, Morgan was formerly ambassador to Korea, Poland and Mexico and has an appointment as a director of IFFI. He is also to improve copyright and trading conditions around the world. He is pictured with IFFI chairman Bhaskar Meena (left) and Ian Thomas, director-general.

From The Atlantic To The Urals

A US media consultant in Europe

With deregulation and the large-scale opportunities of the European Single Market, US radio programmers and consultants are keen to exploit their decades of experience in commercial radio outside their home territory. Edwin Riddell talks to Jeff Pollack, head of one of the US's biggest media consultancies, the Pollack Media Group, about how he thinks European radio will develop.

"There are so many similar-sounding stations here that unless you constantly accentuate the key incentives for listening to your station over your chief competitors, then the listener will really have no reason to turn your station on," says Pollack.

"You can't exist in a market with 90 choices unless you have specifically staked out an area that listeners perceive as being unique," he says. "The whole thing about radio in the 90s is niche programming. If the established mainstream formats are already taken and you want to come on the air and be successful financially, certain choices present themselves.

"If you're an AOR format, the classic rock format has become a viable alternative. CHR, adult contemporary, oldies - all of these represent a way that a radio station can claim a specific target and have an opportunity to make it financially feasible."

Public service

Pollack doubts whether the tradition of public service broadcasting in European countries will make much difference to this process of imitating US experience. "Being all things to all men will become increasingly less feasible when there are many more competitors going after segments of an audience. You can't exist if someone is going after the younger portion of your audience, the middle part, the adult part. You just will not be able to exist in a marketplace that is superseding specific audience desires."

But what about the loss of variety and indeed, vitality, that can result from segmenting the audience in this way? Pollack does not believe that variety in radio today comes from one station's format but the fact that there are 12, 15 or 20 format

choices available. "It is the era of speciality. That's why magazines have grown like they have. That's why cable has grown like it has. People get their variety from the amount of choices, not from the music on one particular station.

Album rock

"In Europe, the format that has not really developed much is the album rock format. Although there's been an announcement an AOR format is going on the air in



Jeff Pollack, predicting European radio will follow the US model.

France, we have yet to see AOR formats happen in Europe and I'm not sure there's going to be a big appetite for them.

"As we've seen in France and Spain and the Latin American countries, the appetite for bands like Def Leppard seems to be very small as opposed to say the appeal of Janet Jackson or Milli Vanilli. The UK is different. The AOR format in the UK, by contrast, has a tremendous potential to be successful. I think you'll see radio

formats develop in the UK. I also think AOR formats in Northern Europe and in Germany will be much more palatable."

The Pollack Media Group has done a lot of work in the UK over the past few years and is engaged on projects in France, Germany and Switzerland. Through its involvement with France's Europe 2 it will also be working on stations in Prague and Moscow. At Europe 2 in France, Pollack was retained as a consultant by Mark Garcia and Martin Brisse, putting on "an adult alternative to NR1". Pollack also advised Skyrock, a direct competitor to NR1.

"With Skyrock being targeted for under-30 and Europe 2 being high-20 to mid-40 year-olds, the two together make a marvellous combination. The way French radio was going it was clear we

to time. We believe in consistency but we feel that predictability is very much something that has to be prevented. It really is possible to be fun, to be surprising and yet be consistent within a specific target."

UK developments

Pollack says it would be "a great mistake" if one of the UK national commercial channels decided to copy BBC Radio 1. "Radio 1 plays a tremendous amount of different music. Why go to a new channel when you can have the tried and reliable one? Instead, do something different, something that is not being provided for, because part of winning in a marketplace is doing something that isn't being done or isn't being done well. There is definitely room in the national channels to do something that isn't being done at present!"

Pollack thinks it is wrong to ask a potential licensee specifically what format they propose to do. "I believe if someone is a good broadcaster they should be allowed to choose the format they want to choose. I do not believe government should be involved in any way, shape or form in determining what format somebody's going to be doing. I think that really limits our creativity. When the government gets in the position of determining the fine lines between one format and another format, you really get into an unfortunate position.

"We've seen such an upheaval in the last five years in UK radio, perhaps the next five years will give us a lot more autonomy and deregulation. I just wish the government would allow the British broadcaster to get on with it."

Jeff Pollack began his radio career at high school, by broadcasting a lunchtime show over the public address system. After working on Colorado University campus radio he went into the business professionally, and launched Jeff Pollack Communications, which he sent into the world. With a clientele including MTV Europe and 100 radio stations in the US, Europe, Australia and New Zealand, the company is now one of the biggest media consultancies in the world.

Sat 2000 To Close In September

Bavarian satellite sustaining service Sat 2000 is to close at the end of September, following a decision by the state Media Licensing Authority (BLM) to end its involvement in the company.

Sat 2000 business manager Herbert Schnaudt says negotiations with the BLM for the authority to buy in to the station

had been continuing for over a year. It was hoped that via the BLM, small commercial stations in Bavaria could contribute to the cost of Sat 2000's service and obtain it at a cheaper rate than if they purchased the service directly.

However, the BLM last month decided that it would not invest in Sat 2000 which, according to

Schnaudt, "made it impossible for us to continue".

The 20 staff at the two-year-old Munich station, which is owned by media groups mbt and RSG, are now seeking new jobs. At present, the station supplies several Bavarian stations with overnight pop programming and around 25 with an international news-on-fax service. Most of its customers are Charivari group stations.

BLM publicity officer Monika Fendt says the authority's decision was based on the understanding that the Gong group was preparing to make an investment in Sat 2000: "We were seeking not only to invest but to play a part in the running of the company. We felt that its ownership should be broadened.

"With Gong's arrival on the scene we felt there was no longer a need for us to be involved. We find it strange that Sat 2000 appears to be blaming us for the closure." At press time no one at Gong or Sat 2000 was available to comment on the alleged Gong bid.

Polydor Signs Carpendale

Hamburg-based Polydor recently announced its signing of Howard Carpendale and says it now plans to break the artist on the international market. During his 17-year career Carpendale has scored 35 chart hits, with eight gold records

in the last 10 years. The schlager singer's last concert tour was viewed by over 200,000 fans. Carpendale joins a German-language roster that includes Udo Lindenberg and Matthias Reim.



From l-r: Maurice Oberstein, chairman PolyGram UK; Carpendale; Wolfgang Grammatke, PolyGram Germany president; and Goetz Kiso, Polydor Germany MD

I T A L Y

VIP Studios Move Into Programming

by David Stanfield

VIP Studios, the Milan-based radio jingle and advert production company, has moved into programming for the first time with a two-hour weekly US chart show to be hosted by Tean DJ Benny Brown.

VIP director-general Erasmo Almagno: "Brown was one of the best known DJs at Radio Luxembourg about six years ago. He is well known at an international level and that's what interested us."

VIP is only selling the programmes to stations which subscribe to Audiradio, the audience research institute. Almagno says it is difficult to sell the programmes to national network stations, because of competition from well-established US-produced chart shows, but adds that VIP is keeping costs low and aiming at local and regional stations.

The weekly cost of the programme is L 175,000 (app. US\$ 146 plus 19% tax and postage) for regional stations, while local stations are charged L 75,000

(plus tax and postage).

Regional stations Radio Bologna 102 (57,000 daily listeners, Audiradio) and the Turin-based Punto Radio 96 (25,000 daily listeners) are already airing the programme.

Brown presents his show in English but Almagno claims that this does not present a problem: "Brown's programme have a European feel, unlike those by someone such as Shadoc Stevens

who Italians can't understand. Regional stations Radio Bologna 102 (57,000 daily listeners, Audiradio) and the Turin-based Punto Radio 96 (25,000 daily listeners) are already airing the programme at a broad target audience of 15-30 year-olds."

Almagno says VIP does not intend to produce other radio programmes but that it is holding talks with an undisclosed US firm for the distribution of the Brown show in the US.

Energy Launch Delayed, Again

The launch of Energy Radio has been delayed indefinitely and director-general Clay Montana says his partner in the station, Guido Quarantotto, plus an undisclosed financier, have now dropped out of the project.

Montana: "I know there were problems with equipment but we were administered for the pull-out." Quarantotto, administrator of the Radio Quarantotto advertising agency which services local sta-

tions, could not be contacted for comment at press time.

Energy Radio, based in Milan, was initially expected to launch in May with an all-dance format but there have since been a series of delays, blamed on technical problems.

Montana says he and partner Roberto Delo Donne will look for new backers in September, after the holiday season.

(advertisement)

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polygram sbs p90 program

Bidding Begins For National FM Channel

by Hugh Fielder

A national album-rock station - the preferred format choice of most UK record companies - is making a bid for the FM franchise that will be advertised by the Radio Authority before the end of the year.

Rock FM is backed by concert promoter Harvey Goldsmith's

Allied Entertainments, publishers EMAP, Yorkshire TV and Luxembourg-based CIL.

Goldsmith says: "What's needed is a station that reflects the fact that the majority of music sold nowadays is rock which is bought by adults as well as teenagers."

"The single FM frequency

available is too precious to be squandered on another pop station that merely duplicates BBC Radio 1".

Rock FM is unlikely to be the only album-rock station bidding for the FM national franchise. Virgin Broadcasting is currently researching the market and the company has already stated that an adult rock station is likely to be the main demand. Q Rock, an unsuccessful applicant in the last round of London franchises, is committed to applying for a national network. And French networks NRJ and Europe 2 have also expressed an interest.

UK record companies would prefer an adult rock format on the national FM frequency. CBS chairman Paul Russell and BMG UK chairman John Preston have already backed the format (M&M Action 11) and Phonogram chairman Maurice Oberstein believes the format must be on FM. "It's better quality radio", he argues.

But the adult rock format will face strong competition for the valuable FM frequency. Classic FM, headed by former Red Rose MD David Maker and backed by Andrew Lloyd Webber's Really Useful Group, will be bidding for a broad-appeal classical music station. Several other groups are currently preparing bids.

GWR Cuts Lead To Job Losses

Twelve staff have lost their jobs with GWR as part of the group's £ 500,000 cost-cutting initiative. The redundancies follow a 43% drop in profits for the six months to March 31.

Pre-tax profits were £ 454,407, compared with £ 799,315 in 1989. Turnover was down 9% to £ 4.03 million. MD Ralph Bernard blames the national fall in radio advertising revenue, start-up costs for three new stations and a investment in new technology.

The redundancies are being spread across the group's stations, including 2CR in Bournemouth, which suffered job losses last autumn. Other savings will be made by leaving vacancies unfilled although further job losses have not been ruled out.

Meanwhile, GWR is extending its Brunel Radio AM service to other stations in the group. 2CR in Bournemouth and Radio 210 in Reading will relay programming from Brunel with local opt-outs for news, travel, weather and commercials. Plymouth Sound will be added to the network early next year.

The entire service, including opt-outs, will be operated by remote control from one central studio using the Audisk automated digital recording and management system. Each station will retain its own call-sign.

BRT, VUM Launch Ad Campaign

by Marc Maes

Belgian Flemish state broadcaster BRT and the press group Vlaamse Uitgeverijmaatschappij (VUM) have announced the launch of a new advertising company, Vlaamse Audiovisuele Gemeenschap (VAG).

The company, to be launched on September 1, will book advertising for BRT radio and organise sponsorship deals for both BRT radio and VUM. BRT holds a 55% stake in VUM 45%.

VUM will have an initial capital of Bir 100 million (app. US\$ 3

million) and expects to secure an income of Bir 300 million from radio advertising and sponsorship in 1991. BRT will use the radio advertising income to finance its TV operations, in a bid to compete with Flemish commercial broadcaster VTM.

BRT's decision to air advertising on its radio outlets has been criticised by private radio stations, who regard the move as a threat to those who gain substantial income from national advertising.

Marktrock Festival

Will Tura, Candy Dulfer and the Dan Reed Network were among the acts scheduled to perform at Marktrock, Belgium's biggest free music festival, which was held in Leuven on August 12-15.

Jos van Oosterwijk, festival co-ordinator, said at press time: "We will open with a Flemish Day headed by Wil Tura. It will be followed by a Belgian Day featuring

Bart Peeters, The Pop Gun, The Kreuners and Arno BRT TV will provide coverage of this part of the festival." Ten years after, the Blues Band, Nils Lofgren and The Kinks were also scheduled to perform.

The festival was sponsored by Belga Live and Coca Cola. In the past two years, more than 200,000 people have attended.

RTL Increases Lead

by Jacqueline Ecoart

RTL has boosted its audience lead in suburban Paris (Ile de France), according to the latest Mediametrie analysis of the area. The survey, for April-June, gives the station a daily audience of 24.8% up from 22.6% (1% = 82,170 listeners).

Europe 1 follows RTL with 15.8%, an increase of 1.2%, while state radio France-Inter recorded a disappointing 12%, down 0.8%. Among the FMs, NRJ remains the top station, unchanged at 8.8%. Skyrock came second with 6.5% (up from 6.4%) and was followed by Europe 2 on 5.5% (up from 5.4%). Meanwhile, Fun Radio jumped from 2.5% to 3.2%.

However, in the Mediametrie survey for central Paris, France-Inter scored 20.8%, ahead of Europe 1 on 17.1% and RTL with 16.4%. Europe 2 gained first place among the FM music stations; its score of 6.9% kept it ahead of NRJ with only 4.8% and Skyrock on 4.5%. RFM dropped from 4.7% to 2.9% and Fun Radio, scored an important increase, moving up to 2.6% from 1.6%.

Finally, another good performance from all new station France-Info with 8.8%, up from 7.8%.

Mediametrie also reports a drop in the number of radio listeners overall, in line with results previously published for the whole of France in the Ile de France, the total dropped to 78.4%, compared with 79.3% for the previous period (January-March 1990). In central Paris the figure was 76.9%, compared with 79.6%.

SIRTI Board Elected

Georges Polinski of Radio Nantes has been elected president of the French radio and TV union, Syndicat Interprofessionnel des Radios et Televisions Independantes (SIRTI).

Other members of the SIRTI board for 1990-91 include: Jack Leclerc (Radio Oxygene), JP Jean-Eric Valli (Radio Vibration), general secretary; and Lud Dentin (RVS), treasurer.



Three EMI heads are rounded up by two Ninja Turtles to celebrate Partners In Kryme's no. 1 hit with 'Turtle Power'. From L: Malcolm Hill, GM promotions; Mike Andrews, GM EMI/EM (US); and Mark Richardson, marketing manager SBK Records.

Metro Still Making Moves For YRN

Metro Radio will review the programming of Yorkshire Radio Network's (YRN) services and its sales operation if its hostile bid for the company is successful.

As Trans World and YRN continue their merger talks, Metro chairman Lord Elliott has clarified details of its offer for YRN, worth around £ 13.5 million, in a letter to YRN shareholders. Elliott says: "The real issues in this bid are the poor performance of YRN and the ability of Metro's management to develop the potential of YRN's marketplace".

Describing YRN's management as wholly inadequate, Elliott points out that YRN has no full-time programme director, no full-time sales director and no full-time finance director. Its trading profits collapsed by 34% and

the £ 400,000 running costs for the Classic Gold AM service in the six months to March 31, in addition to the £ 468,000 pre-launch costs, are "excessive on the basis of Metro's own experience in launching a similar service".

Elliott says Metro would improve YRN's programming by reviewing the music format of each service and reducing the amount of syndicated programming "so as to enhance the local identity of each of YRN's services".

YRN chairman Michael Mallet regards the Metro bid as "utterly imperminent". He advises YRN shareholders "to take no action whatsoever" and will reply in more detail to Metro's offer within two weeks.

TOP 10 UK MUSIC VIDEOS

1. Wild! - Live	Erasure	(BMG Video)
2. Hangin' Tough Live	New Kids On The Block	(CMT)
3. Alice Cooper Trashes The World	Alice Cooper	(CPM)
4. The Singles Collection	Priyanka	(Vergo)
5. Pavarotti	Ludiano Pavarotti	(Music Club)
6. Party At G-Mex 25.3.90	Hazy Mondays	(CMT)
7. The Wall	Pink Floyd	(Channel 5/PP)
8. Kylie - Live In Japan	Kylie Minogue	(Video Collection)
9. Verona	Simpie Miris	(Vergo)
10. Labour Of Love II	UB 40	(Vergo)

(c)BPI. Compiled by Gallup for BPI, BBC and Music Week. Based on sales.

Belgian Music Today

A four-day conference for the Belgian music industry will be held in Antwerp's Bouwcentrum on September 21-24. Called Belgian Music Today, the event is being organised by International Project Consultants (IPC) and will include exhibitions, concerts, showcases for new talent and a meeting place.

IPC's Peter Jan Vandergucht: "There will be everything from live music to displays of new

lighting accessories". Among the acts confirmed to appear so far are Technomic, Jo Lemaire, The Scabs, Soulisters and the Kreuners. More than 20 acts are expected to comprise the final line-up.

Vandergucht says he is talking to BRT Radio 2 and various private stations about radio coverage. Sound-proof booths will be provided for interview sessions.



Patricia Koos receives a platinum award for sales (100 000) in France of her latest LP 'Scene de Viei' from Les Bruns Lambert, sound engineers: Cyril France, co-MD of management company Talent Sorcier; Jean Jacques Scuplet, artistic producer; Henri de Bodinat, MD CBS France; Richard Walter, co-MD Talent Sorcier; and Gerard Drouot, promoter.

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Nova Takes Ad Fight To European Court

by David Rowley

Swedish private station Radio Nova has taken its fight to broadcast advertising to the European Court in Strasbourg. MD Claes Nydahl says the station expects a ruling on the case within "a couple of weeks".

Nærdrömmen, Sweden's local radio authority, recently suspended the licences of two of Nova's sponsors (M&M July 28). Appeals have the decision overturned, in both the civil and high courts, but were not successful.

Nydahl dismisses the possibility of the Swedish authorities taking criminal action against the station. "It could happen, but I doubt it. There are too many peo-

ple watching to see what the Swedish government does. Even the Hungarian press find the decision repressive".

Nydahl says the station has the broad support of the Swedish media because the matter "addresses the issue of freedom of speech".

Nova began running a full advertising schedule in mid-June, in contravention of laws prohibiting the broadcast of advertising. In retaliation, the Nærdrömmen suspended the licence for patrons covering June and July and has promised to continue the station. "It could happen, but I doubt it. There are too many peo-

Strong Support For CMS

Over 200 delegates had registered for the first Copenhagen Music Seminar (CMS) by the end of July, signalling strong support for the event, to be held from August 30 to September 2.

Organiser Frank Marstokk claims considerable enthusiasm for the Seminar from all over Scandinavia, particularly from independent companies. However, he says the response from outside Denmark has generally been

panels include 'The Inner Scandinavian Market', chaired by Sonet Records chairman Dag Haegqvist, and 'Scandinavian Music Export'. Three media sessions will look at the development of Scandinavian television, the press and the state of private funding.

Workshops will cover copyright, touring, Scandinavian radio, publishing, talent development, club promotion and inde-



Miss B Haven - one of the acts to perform during the CMS

pendent European distribution. Heading the CMS showcases will be Miss B Haven, at the famous Tivoli Gardens, and a club/dance night at The Station with the Telegram Family and Dr Baker. The seaside venue 50Rens, with a capacity of about 50,000, will also stage a concert by Scandinavian acts such as Søs Fenger and Pape Ahlqvist. □

Fourteen panels and workshops will be held and more than 30 acts, ranging from unsigned bands to some of Scandinavia's most successful performers, will give showcases at nine indoor and outdoor venues.

Changes Predicted After RTVE Budget Announced

by James Bourne

Spain's state-run radio and TV body RTVE will have a Pta 2.08 billion (app. US\$ 20 million) budget for next year split between TV (Pta 1.45 billion), radio (Pta 0.28 billion) and administration (Pta 0.35 billion). The budget is likely to be approved by parliament in September. Last year RTVE received Pta 1.97 billion.

Top management posts at RTVE are also set to change come the autumn, according to reports. Those who will change or lose their jobs are MD Ramon Garcia Rubio, technical manager Carlos Fernandez Gutierrez, news manager Antonio San Jose and programme manager Pablo Garcia Gonzalez. Garcia Rubio is expected to be named secretary general, while Fernandez Gutierrez will

head administration and Antonia San Jose will take over at news.

Despite increased competition from private TV, the state body is banking on the expectation of gaining Pta 1.53 billion from advertising, the same as this year.

Meanwhile, star names continue to be signed up for RNE 5 by Enrio Sopena, head of state radio RNE. Fernando Garcia Rios's popular TV programme 'Corazon' will be transferred to RNE 5 from September.

The two-hour weekly programme will start with a 30-minute soap, followed by interviews, listener requests and competitions. Sopena has already signed singer/songwriter Joan Manuel Serrat and TV quiz show host Joaquin Prat for the new-look RNE 5. □

New HQ For Cadena Rato

by Ana Maria de la Fuente

Cadena Rato FM, which was bought by the charity organisation ONCE last spring, has acquired new Madrid headquarters for Pta 700 million (app. US\$ 7 million).

The Cadena Rato network was recently merged with the 20 station radio Amancear, acquired by ONCE in early 1989. Cadena Rato will be renamed in January and, at the same time, changes in the network's programming will be introduced.

About Pta 500 million will be invested in Cadena Rato next year to improve its technical infrastructure. Recently appointed MD Alberto Ferrer claims the station has increased advertising revenue by 27% in the last three months,

7% more than the national radio average. Rato is Spain's fourth largest FM network.

Meanwhile, 15 more stations have been acquired by ONCE, either through partnerships or purchases of local stations in small towns. This is in keeping with the charity's objective of having at least 100 fully operational stations throughout Spain by the autumn. At present, 83 of its 90 outlets are broadcasting.

ONCE's primary objective is to create jobs for the handicapped and it already employs physically impaired staff trained at its special broadcasting schools in Madrid, Barcelona and Zaragoza. New centres will soon be opened in Seville and Toledo. □

Summer Shuffles At BMG Spain

BMG Spain has re-established both RCA and Ariola as label divisions. Lydia Fernandez is heading RCA, while Camilo Muedra will be responsible for Ariola. Both report to Jose Maria Camara, MD BMG Spain. Cesar Gonzalez is appointed BMG

sales director for both labels. Simultaneously, BMG has formed a new joint venture with PolyGram for a distribution deal under the TODISA name. Heading this operation is general manager Angel Suarez. □

Jonathan Butler

South African singer/songwriter Jonathan Butler was performing on stage regularly at the age of six and by the time he was 12 he was known as the Michael Jackson of Africa. Now based in New York, Butler has two separate and thriving careers - one as a writer and performer of lightweight, mainstream pop and the other as a jazz guitarist.

Gary Smith looks at how his management company and record label balance the two.

Jonathan Butler's latest LP of chart material is called *Heal Our Land* and it is now due for release on August 21. Initially scheduled for earlier in the year, it

Whether that will turn into sales, though, is a different matter. Throughout Europe we intend to compensate for the potential lack of singles, and therefore airplay, by extensive radio advertising."

Hunfeldt says other promotion plans include an appearance at the prestigious Newport Jazz Festival in Japan this month. There will then be extensive press, radio and TV promotion in Europe and in October/November Butler will tour the US, with Phillip Hyman as the support act.

Depending on where he is most in demand, Butler will continue to either Japan or the UK around Christmas. A tour of Europe is planned to begin in January 1991.

Butler's management is handled by Running Dog, a London-based company run by Brian McDermott, Mike Noble, Stewart Grant and Carol Williams. As



was delayed to allow for the US release, on April 3, of *Deliverance*, an album of six instrumental jazz tracks. It is currently in the top 10 of the Billboard jazz chart and is included in the European promotion plans for *Heal Our Land*.

Charles Hunfeldt, product manager for Jive's European office in Holland, explains: "In each territory there will be a limited edition package consisting of the CD, a booklet written by Jonathan and a cassette of the instrumental LP."

"We will build the campaign up gradually and keep it going for a couple of months. We sent out an advance cassette of the first single (also called *Heal Our Land*, released on August 13) and the feedback has been very positive.

well as Butler, it also looks after the careers of Joan Armatrading, songwriter John O'Kane and producer Peter Viessa.

McDermott says: "Basically I take care of Jonathan's career on a day-to-day basis. We have been working together for four years now and everything we do is with long-term prospects in mind."

"It is a matter of creating blocks of time where he can concentrate on different aspects of his career. For example, when he's touring, promoting and recording, I have to make sure that he also has time for songwriting. Or, as happened recently, we had to change our plans and delay the pop LP, so he could go to the US and record a jazz album." □

La Strada

- Signed to BMG Ariola France (RCA label)
- Publisher: Re Re Music
- Management: Stan Witold at Createurs Conseils, Paris
- Group members: Eric Capone (keyboards, guitars, lead vocals), Philippe Codeco (keyboards), Jean-Marie Louche (bass) and Maurice Tragni (drums)
- Current album: *La Strada*, released mid-July



- Current single: *La Muerte*, released in June
- Production: recorded at Studio Oncle Sam and mixed at Studio Mega in Paris. Produced by Michel Eli
- Release details: released in France and due to be released in Belgium, Switzerland, Italy and Spain shortly. Sub-publishing contracts with local

labels in other territories are being negotiated by Createurs Conseils.

- Promotion: TV appearances in France. Video for *La Muerte*. International plans not yet confirmed
- Tour: dates in France and Switzerland throughout the summer

La Strada have been together for seven years but this is their first album. The style and spirit of the

band is essentially Mediterranean and their music is light-hearted rock which draws on the mixed cultural backgrounds of the group members. The single *La Muerte* is a perfect example; the title is Italian, the lyrics French. Three of the tracks on the album are sung in Italian, the others in French. All of the tracks were written by the group or producer Michel Eli.

Megabyte

- Signed to innovative Communications (IC)
- Publisher: Bye 'n' Bil Music. *Breathtime* co-published by the duo's own company, POP Music in Stuttgart
- Management: self-managed through their production company Telexis Music, Stuttgart
- Group members: Hans-Dieter Schubert and Al Wonder, using the pseudonyms Maxx Mega Jr and Leroy McByte
- Current album: *Go For It*, released July 9
- Current single: a remixed maxi-single including *Sounds and Africa* will be released shortly on Black Maxx.
- Production: recorded at Telexis Music's Airport Studios in Stuttgart. Self-produced
- Release details: *Go For It* is already available in GAS and France (NTI) and will soon be available in Italy (Leslolis).

the US (DA Music/PPi), Mexico (PPI), Japan (King Records) and Korea (Jigu).

- Promotion: radio tour to all German public broadcasters and the larger privates. Special attention will be given to programmes featuring instrumental music
- Tour: although a live tour is not planned for this year, the duo will perform a number of one-off concerts in such settings as the Berlin planetarium. A playback disco tour is being considered, depending on how the maxi-single is received in clubs.

Megabyte play atmospheric instrumental songs with unusual structures and innovative sounds. Their first album, *Breathtime*, was released in 1988 in the US, Japan, France, Italy, Spain, GAS and the UK, where it made no. 1 in the NME new age charts. All the songs on *Go For It* were composed by Schubert and Wonder. □

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SINGLES

Madonna *Airplay*
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ALBUMS

The Neville Brothers *Airplay*
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EXPLOSIVES CHART BUSTERS

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

Chart Busters is a quick reference to this week's Hot 100 Singles/Albums and the European Top 50 charts. Chart positions are indicated where appropriate.

SINGLES OF THE WEEK

George Michael - *Frying For Time* (Epic)
Jon Bon Jovi - *Baze Of Glory* (Vergor)
Lionie Gordon - *Beyond Your Wildest Dreams* (Supreme)
A Tribe Called Quest - *Bonita Applebum* (Jive)

SURE HITS

Kenny Thomas - *Outstanding Prefab Sprout - Looking For Atlantis* (Columbia)
Colours - *Don't Stop The Night* (Kichekwa)
24-7 Spyz - *Don't Break My Heart* (Supreme)
Harriet - *Temple Of Love* (In Effect/Epic)
Rosie Anna - *Eyes Of A Woman* (East West Island)

EURO-CROSSOVERS

Stoned Cowboys - *Matterhorn* (BMG Ariola)
Beats 4 U - *It's Not Over* (Electrola)

EMERGING TALENT

Betty Boo - *Where Are You Baby* (Rhythm King)
LFO - *LFO* (Warp/Cute Rhythim)
Lindy Layton - *Silly Games* (Arista/BMG)
Charles D. Lewis - *Soca Dance* (Polydor)
Jude Cole - *Baby, It's Tonight* (Reprise)

ENCORE

Wop Borc Torledo - *Take Me While The Going's Good* (10)
Present History - *Always* (Global Satellite)
Five Guys Named Moe - *She's On A Mountain* (RCA/BMG)

ALBUMS OF THE WEEK

Maxi Priest - *Bonafide* (10)
Rachid Taha - *Barbes* (Barclay)
Vincent Henry - *Violent* (Jive)
John Kay & Steppenwolf - *Rise & Shine* (RS)
David Baerwald - *Bedtime Stories* (Sire)
Laos - *We Want It* (Teldec)
Steve Earle & The Dukes - *The Hard Way* (A&M)
The Neville Brothers - *Brother's Keeper* (Phonogram)
Goya & Carmina - *Bahia Lady* (Naxos/MCA/BCA)
Side F-X - *This Is A Journey* (Phonogram)
Shinehead - *This Is The Real Rock* (African Love/Elektra)

YESTER HITS

the Eurochart top five from five years ago.

AUGUST 18 - 1985

Singles

Baltimora - *Tarzan Boy* (EMI)
Opus - *Live Is Life* (OK/Polydor)
Duran Duran - *A View To A Kill* (Parlophone)
Paul Hardcastle - *19* (Chrysalis)
Eurythmics - *There Must Be An Angel* (RCA)

Albums

Dire Straits - *Brothers In Arms* (Vertigo)
Bryan Ferry - *Boys And Girls* (Polydor)
Sting - *A Dream Of The Blue Turtles* (A&M)
Bruce Springsteen - *Born In The U.S.A.* (CBS)
Phil Collins - *No Jacket Required* (Virgin/WEA)

SINGLES



SINGLE OF THE WEEK

Lonnie Gordon
Beyond Your Wildest Dreams - Supreme
After making her presence felt in no uncertain terms with *Happening 'All Over Again* (it charted in six European territories), this Philadelphia-born singer has now teamed-up with the SAW production team. The result is excellent. A smooth soul/pop record that gives Gordon's excellent voice every chance to shine. Reminiscent of SAW's Donna Summer collaboration.

A smooth soul/pop record that gives Gordon's excellent voice every chance to shine. Reminiscent of SAW's Donna Summer collaboration.

George Michael

Frying For Time - Epic
A well-crafted, lovely ballad building up to sizeable proportions. The transparent production gives ample space to Michael's passionate vocals.

A Tribe Called Quest

Bonita Applebum - Jive



The LP version has been mixed with Carly Simon's *Why* and the result is a sugary dance/rap number. Funky stuff from the amiable Afro-centrics.

Colours

Don't Stop The Night - East West
Another classic piece of grown-up pop with a funk edge. An occasional similarity to Phil Collins's grittier moments.

Stoned Cowboys

Matterhorn - BMG Ariola
A pumping beat and a George Clinton style of lyrical playfulness. The 12" Chicago South-Side mix is particularly good.

24-7 Spyz

Don't Break My Heart - In Effect/Epic
A great rock song made difficult by some wilfully off-key guitar. Passionate and uncompromising.

Jude Cole

Baby, It's Tonight - Reprise
Cole's voice and approach are similar to the John Waite school of FM pop. A fab chorus and no shortage of conviction.

ALBUMS



ALBUM OF THE WEEK

Maxi Priest
Bonafide - 10
With a list of production teams that include Gussie Clarke/Geoffrey Chung and Jazze B/Nelle Hooper it would be hard to go wrong - and indeed, Priest has not. There has never been any doubt about his vocal talents but his material sometimes let him down. Not so here though, this is reggae/pop crossover at its best. With more than an occasional nod in the direction of soul (11 Soul) as well as reggae, this is an album with a broad-based appeal that will find a home in most formats.

Rachid Taha

Barbes - Barclay
Rai has been on the outer-fringes of contemporary pop for some time now - and this could be the LP to change all that. The songs are unmistakably influenced by Arabic melodies, but they also heavily reflect contemporary Western sounds; the title track sounds like Les Negresses Vertes in a cabash. Fabulous music, beautifully produced from this x-member of Carte De Séjour.

Vincent Henry

Violent - Jive
An album of instrumental soul/jazz in the Grover Washington vein. Henry plays guitar, bass, saxophone, keyboards and harmonica; he also writes some attractive tunes. From time to time the material strays into 'music for supermarkets and elevators' but overall the LP is well worth your attention. Try *Murcel* and *Big Red*.

John Kay & Steppenwolf

Rise & Shine - RS
After the huge and prolonged success of *Born To Be Wild* you might expect the re-formed group to be a kick-ass stadium band. Not so, as this is closer to Doctor John than Bon Jovi. Kay's voice is more than a little reminiscent of Joe Cocker and the backing, beefed-up with horns and keyboards, is very Alan Toussaint.

Steve Earle & The Dukes

The Hard Way - MCA
Romantic Americana at its best from Texan Steve Earle. If you like the combination of Mellencamp mixed with the vision and sense of loneliness propounded by Lee Clayton, then Earle is your man. Strong lyrics backed by a tastefully balanced mix of acoustic instruments, keyboards and electric guitars make for an enjoyable, inspired album.

It's Immaterial

Sing - Sire
This follow-up to the 1986 debut *LP Life's Hard*, fine-tunes the quirky duo's penchant for moody, half-spoken songs, adorned with subtle synthesizer arrangements and clever lyrics. *Heaven Knows* could take them from night-time play to AC/CHR formats. Other airplay favours include *Endless Holiday* and *Missing*.

David Baerwald

Bedtime Stories - A&M
Baerwald is one half of David & David, the duo that debuted in 1986 with *Boomtown*. This solo LP continues that album's overall atmosphere - brooding compositions with slow and compelling build-ups and solid backings. Album programmers will love *Dance* and *Sirens In The City*.

Laos

We Want It - Teldec
With a singer who sounds like a female version of Robert Plant and a guitarist with a collection of riffs in the 'son of Jimmy Page' mould we will probably be hearing more from this new German band. Try *Why Is A Good Love* and *Jericho*.

Editor Gary Smith
Contributors Pierre de Bruyn
Kops and Machel Bakker

THE MOST PLAYED RECORDS IN EUROPE

WHETHER YOU ARE

HIGH OR LOW IN THE CHART

BE SMART!

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AMSTERDAM
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MUSIC & MEDIA

united kingdom

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

1. **Partners In Kryme** - Turin Power
2. **DNA feat. Suzanne Vega** - Tom's Diner
3. **M.C. Hammer** - U Can Touch This
4. **Prince** - The Love Thing
5. **Madonna** - Hurry Party
6. **Savage Garden** - I'm Free
7. **House Of Flowers** - I Can See Clearly Now
8. **Blue Pearl** - Naked In The Rain
9. **G. Madonza & B. Brown** - Sex Ain't Worth It
10. **Jon Bon Jovi** - Save Us Tonight
11. **Was (Not Was)** - Hear The Heart Behaving
12. **Paula Abdul** - Knocked Out (Remix)
13. **Rainararanga** - It's Only You Love
14. **Phil Collins** - The Sun The Way It Is
15. **West West West** - Sexy With Me (Remix)
16. **Sharon Dashiell** - Heaven Of Heaven
17. **Prêt-à-Porter** - Looking For Adams
18. **Mariah Carey** - Vision Of Love
19. **Betty Blue** - When Are You Going
20. **UB40** - The Way You Do The Things You Do

switzerland

Most played records on the national channel SRS 3 and the private stations, Radio Akutek, Basilek, Radio Piztas, Radio 2 and Radio 24. Compiled by Media Control, Basel.

1. **Madonna** - Hurry Party
2. **Yaya Con Dios** - What A Woman
3. **M.C. Hammer** - U Can Touch This
4. **Wilson Phillips** - Release Me
5. **Was (Not Was)** - Pop, Was A Rolling Stone
6. **M.C. Hammer** - U Can Touch This
7. **Alanah Myles** - Back Vegen
8. **Kick Kamen** - I'm Not A Virgin
9. **Wilson Phillips** - Heel On
10. **Lois Lane** - I'm A Star
11. **Leo Sayer** - Got Thru
12. **Bob Geldof** - The Great Song Of Indifference
13. **New Kids On The Block** - Step By Step
14. **Sheena Easton** - The Emperor's New Clothes
15. **The Chimes** - I Still Haven't Found What I'm Looking For
16. **Mariah Carey** - Vision Of Love
17. **Madonna** - Vogue
18. **Eros Ramazzotti** - Se Bastasse Una Canzone

holland

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

1. **DNA feat. Suzanne Vega** - Tom's Diner
2. **Captain** - Porcupine
3. **Kid Frost** - La Basse
4. **M.C. Hammer** - U Can Touch This
5. **Lambert & Beecher** - Don't Be Thinking About Me
6. **Prince** - The Love Thing
7. **Wilson Phillips** - Heel On
8. **Warum Spaziert** - Strik And Beer
9. **Madonna** - Hurry Party
10. **Bryan Adams** - Summer Of '68
11. **Phil Collins** - The Sun The Way It Is
12. **Maxi Priest** - One To One
13. **Ronnie S. Carter** - Love Your Zorner
14. **Rene Adamson** - Cops
15. **Dente Adams** - Cops
16. **Craig MacLachlan** - Nova
17. **Mariah Carey** - Vision Of Love
18. **Zook Machine** - Nois
19. **Ramond Red Hat Greenweaver** - It's Not
20. **UB40** - The Way You Do The Things You Do

germany

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

1. **Madonna** - Hurry Party
2. **Katzen** - I'm Not A Virgin
3. **New Kids On The Block** - Step By Step
4. **UB40** - The Way You Do The Things You Do
5. **Madonna** - Vogue
6. **Wilson Phillips** - Heel On
7. **M. Sampson** - We Love To Love
8. **Purple Schulze** - Du bist My Garden Of Eden
9. **Eros Ramazzotti** - Se Bastasse Una Canzone
10. **Belinda Carlisle** - Summer Rain
11. **Elton John** - Clue At The End Of The Street
12. **Jason Donovan** - Another Night
13. **Raymond Strazinski** - Making Love Tonight
14. **G. Madonza & B. Brown** - Sex Ain't Worth It
15. **Sonax O'Connor** - The Emperor's New Clothes
16. **Kick Kamen** - I'm Not A Virgin
17. **G. Madonza & B. Brown** - Sex Ain't Worth It
18. **Toto Cutugno** - Insieme 1992
19. **Side Zanki** - I'm In Love With You
20. **Mariah Carey** - Vision Of Love

france

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

Radios Peripheriques (AM Stations)

1. **Phil Collins** - Something Happened On The Way
2. **Vanessa Paradis** - Tais-toi
3. **Charles D. Lewis** - Sous Deux
4. **Rocky Votaw** - Avez Vous Paris
5. **Barthélemy** - White And Black Blues
6. **Pauline Ester** - Du Je L'As
7. **Side Zanki** - I'm In Love With You
8. **Madonna** - Vogue
9. **Michael Berger** - Ça Me Fait Pas Debut
10. **Johnny Hallyday** - Vient Ici
11. **Julien Clerc** - Paris Pour Les Parisiens
12. **Philippe Lavry** - Lesons Kertes
13. **Marc Lavry** - Lesons Kertes
14. **The Christians** - I Found Out
15. **Steve Clainford** - Sans Souvenir C'Est Grave
16. **Michel Polonsar** - L'Amour Surtout
17. **François Feldman** - C'Est Qui Tu M'As Fait
18. **Les Negres** - C'est Qui Tu M'As Fait
19. **Elton John** - Clue At The End Of The Street
20. **Theory Hazard** - Le Je

Radios FM

1. **Joelle Ursull** - White And Black Blues
2. **M.C. Star** - On Tu
3. **Depeche Mode** - Just One Fix
4. **Phil Collins** - Something Happened On The Way
5. **Zook Machine** - Nois
6. **UB40** - The Way You Do The Things You Do
7. **New Kids On The Block** - Step By Step
8. **Tina Turner** - Rings A Bell
9. **Alanah Myles** - Back Vegen
10. **Elton John** - Clue At The End Of The Street
11. **Belinda Carlisle** - Summer Rain
12. **Madonna** - Vogue
13. **G. Madonza & B. Brown** - Sex Ain't Worth It
14. **Lisa Stanfield** - What Did I Do To You
15. **Alan Clainford** - Sans Souvenir C'Est Grave
16. **The Christians** - I Found Out
17. **Midnight Oil** - Forgiveness Train
18. **Step** - One Two
19. **Theory Hazard** - Le Je

finland

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

1. **Pekka Ruuska** - Rukunien Laulu
2. **Madonna** - Vogue
3. **Les Laines** - Les Laines
4. **Paula Kontio** - Sata Herra
5. **Yaya Con Dios** - What A Woman
6. **New Kids On The Block** - Step By Step
7. **Mike** - Aamu
8. **Kikka** - Aamu
9. **Kolmasen Miehen** - Tasa Aika
10. **Kikka** - Kukaan Tuule

MASTER CHART - August 18, 1990

MUSIC EUROPEAN & airplay MEDIA TOP 50

The Jon Bon Jovi Single
Enormous in America

THIS WEEK	LAST WEEK	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)	THIS WEEK	LAST WEEK	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)
1	1	Hanky Panky	Madonna - Sire (WB Music/Biu Disque/Webb Girl)	26	31	I'm Free	31	Savage Garden feat. Junior Reid - Raw TBWig Life (Wesminster)			
2	4	It Must Have Been Love	Roxette - EMI (Jenny Fun Music)	27	10	Close To You	10	Maxi Priest - 10 Records (Viva)			
3	2	Sex Ain't Worth It	Johny Heddors & Bobby Brown - London (EMI/Chrisy Music)	28	23	What's A Woman	23	Vaya Con Dios - BMG Arista (Viva Con Dios/BMG)			
4	3	Step By Step	New Kids On The Block - CBS (Maurice Starr Music)	29	34	Du Hast Mir Gerade Noch Gefehlt	34	Purple Schulz - EMI Externs (Copyright Control)			
5	6	U Can't Touch This	M.C. Hammer - Capitol (Jobsite/Bax - It)	30	28	Another Night	28	Jason Donovan - PWL (All Boys Music)			
6	5	Verdammt! Ich Lieb' Dich	Matthias Reim - Polydor (Kangaroo Musikverlag)	31	13	I Still Haven't Found What I'm Looking For	13	The Chimes - CBS (Blue Mountain Music)			
7	8	Kingston Town	UB40 - Virgin (Sparta Florida)	32	37	Se Bastasse Una Canzone	37	Eros Ramazzotti - DDD (DDD/Linea Lira Scorbanda)			
8	12	Thieves In The Temple	Prince - Warner Brothers (Connoisseur Music)	33	43	How The Heart Behaves	43	Was (Not Was) - Fonema (PCA Music)			
9	18	Hold On	Wilson Phillips - SBK (Various)	34	32	Wear You To The Ball	32	UB40 - Virgin (Sparta Florida)			
10	26	Vision Of Love	Mariah Carey - CBS (Vision Of Love/Been Jammer)	35	NE	The Emperor's New Clothes	NE	Sting - O'Connor - EMI (EMI Music)			
11	30	Tom's Diner	DNA feat. Suzanne Vega - A&M (Rondor Music)	36	21	The Great Song Of Indifference	21	Bob Geldof - Mercury (Noi Music/Intarsorg)			
12	8	Maldon	Zook Machine - BMG Arista (Virgin Music)	37	44	We Love To Love	44	Phil. Sampson - CBS (2nd Hand Music)			
13	16	Insieme 1992	Toto Cutugno - EMI (Edition No. 2)	38	27	Unskippy Bop	27	Poison - Edigma/Capitol (Sweet Cyanide/Zomba Music)			
14	15	Club At The End Of The Street	Elton John - Rocket (Big Pig Music)	39	42	Something Happened On The Way To Heaven	42	Phil Collins - Virgin/WEA (Phil Collins/H&M And Run)			
15	25	That's Just The Way It Is	Phil Collins - Virgin/WEA (Phil Collins/H&M And Run)	40	38	Un'Estimata	38	Gianina Nannini & Edoardo Bennato - Virgin (Sugar Warner Chappell)			
16	35	Naked In The Rain	Blue Pearl - W.A.U.M. Modos/Biu Disque (E.G. Music/Copyright Control)	41	49	Summer Rain	49	Belinda Carlisle - Virgin (Kinastal/Valley Of Vidal)			
17	8	White And Black Blues	Joelle Ursull - CBS (Warner Chappell)	42	22	Souris Puisse C'Est Grave	22	Alain Chamfront - CBS (Pops & Rose Music)			
18	18	Vogue	Madonna - Sire (WB Music/Biu Disque/Webb Girl)	43	NE	I Can See Clearly Now	NE	House Of Flowers - London (Rondor Music)			
19	20	Black Velvet	Alanah Myles - Atlantic (EMI/Buebear Waltzes)	44	NE	Looking For Atlantis	NE	Prêt-à-Porter - Kuchemann (EMI Music)			
20	11	I Promised Myself	Nick Kamen - WEA (PMA Music)	45	NE	Stay With Me Heartache/ I Feel Fine	NE	Was (Not Was) - Phonora (Phonora/Chrisy)			
21	9	Mona	Craig McLachlan & Check 1-2 - Epic (Jenny Music)	46	NE	Englishman In New York (By Liebrand Remix)	NE	Sting - A&M (Magenta/Magenta)			
22	45	It's My Only Love	Bananarama - London (Imer Bunch/Warner Chappell)	47	NE	Blaze Of Glory	NE	Jon Bon Jovi - Jive (Bon Jovi/Warner)			
23	7	Across The River	Ruby Hurnsby & The Range - RCA/BMG (Zappofascias Gasp)	48	NE	Violence Of Summer	NE	Duran Duran - Parlophone (Disarade/EMI)			
24	33	Turtle Power	Partners In Kryme - SBK (EMI/Black Music/Kikkas)	49	39	Dirty Cash	39	Adventures Of Steve V. - Mercury (Copyright Control)			
25	29	Knocked Out (Shap Pettibone Remix)	Paula Abdul - Virgin America (Kerry/Hip Trip Music)	50	24	Surfside	24	Elton John - Rocket (Big Pig Music)			

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MASTER CHART - August 18, 1990



hot 100



SINGLES

THIS WEEK	LAST WEEK	WKS ON CHARTS	TITLE	ARTIST	ORIGINAL LABEL	(PUBLISHER)	COUNTRIES CHARTED
1	1	9	U Can't Touch This	M.C. Hammer	Capitol	(Jobete/Bust-It)	UK, DB, NL, EA, CH, S, DK, F, N
2	3	4	Turtle Power	Partners In Kryme	SBK	(EMI Blackwood/Kikini)	UK, F, R
3	2	9	Ooops Up	Snap	Logic/BMG Ariola	(Minder/Warner Chappell/Zomba)	UK, DB, NL, EA, CH, S, DK, N, SF, GR, I
4	8	3	Tom's Diner	DNA feat. Suzanne Vega	A&M	(Rondor Music)	UK, F, R
5	11	4	Soca Dance	Charles D. Lewis	Baxter/Polydor	(Glem Music)	FB
6	9	27	Un' Estate Italiana	Gianna Nannini & Edoardo Bennato	Virgin	(Sugar/Warner Chappell)	FD, BACH, I
7	10	16	Verdammt, Ich Lieb' Dich	Matthias Reim	Polydor	(Kangaroo Musikverlag)	DACH
8	6	11	It Must Have Been Love	Roxette	EMI	(Jimmy Fun Music)	UK, DB, NL, EA, CH, S, DK, F, N, I
9	7	9	Maldon	Zouk Machine	BMG Ariola	(Virgin Music)	FB, NL
10	4	4	Hanky Panky	Madonna	Sire	(WB Music/Blue Disque/WeboGirl)	UK, DB, NL, CH, DK, F, SF, I
11	17	5	Naked In The Rain	Blue Pearl	W.A.U./Mr. Modo	(Big Life (E. G. Music/Copyright Control))	UK
12	16	10	White And Black Blues	Joelle Ursull	CBS	(Warner Chappell)	FD, BA
13	12	11	A Toutes Les Filles	Felix Gray & Didier Barbevilien	Talar	(Zone Musique)	FB
14	15	9	Step By Step	New Kids On The Block	CBS	(Maurice Starr Music)	UK, F, DB, NL, EA, CH, S, GR
15	14	19	I Promised Myself	Nick Kamen	WEA	(EMI Music)	FD, NL, EA, CH, S, DK
16	26	5	I'm Free	Soup Dragons feat. Junior Reid	Raw TV/Big Life	(Westminster)	UK
17	13	18	Killer	Adamski	MCA	(MCA/Beethoven St. Music)	UK, DB, NL, EA, S, SF, GR
18	29	2	Thieves In The Temple	Prince	Warner Brothers	(Controversy Music)	UK, DB, NL, DK, F, N
19	20	9	Vous Etes Vous	Benny B.	Vie Privee	(Copyright Control)	FB
20	19	11	Insieme 1992	Toto Cutugno	EMI	(Edizioni No. 2)	FD, BACH, P
21	24	20	Kingston Town	UB40	Virgin	(Sparta Florida)	FD, BA, S, DK
22	5	25	Sacrifice	Elton John	Rocket	(Big Pig Music)	UK, F, N
23	22	13	I Can't Stand It	Twenty 4 Seven	Freaky Records/BCM	(Stop & Go/Cat-Talk/Siegel)	DE, EA, CH, S, DK, I
24	53	2	Tonight	New Kids On The Block	CBS	(M. Starr/EMI April/A. Lancelotti)	UK, F, R
25	23	17	Bo Le Lavabo	Lagaf	Flarensch	(Editions Carrere)	F
26	27	5	Rockin' Over The Beat	Technotronic feat. Ya Kid K	ARS	(Bogart/BMC Publishing)	UK, F, R
27	28	9	Close To You	Maxi Priest	10 Records	(Various)	UK, DB, NL, S
28	37	14	Se Bastasse Una Canzone	Eros Ramazzotti	DDD	(DDD/Una Lira/Scorribanda)	FD, BACH, P
29	31	8	It's On You	M.C. Sar & The Real McCoy	Zyx/Mikulski	(Wintrup Musik)	FD, BE
30	18	8	Mona	Craig McLachlan & Check 1-2	Epic	(Jewel Music)	UK, NL, F, R
31	68	2	Itsy Bitsy Teeny Weeny Yellow Polka Dot Bikini	Bombalurina	Carpet	(Campbell Connelly & Co)	UK
32	45	6	Le Jerk!	Thierry Hazard	CBS	(CBS Music)	F
33	21	19	Vogue	Madonna	Sire	(WB Music/Blue Disque/WeboGirl)	FE, DE, CH, PDK, GR, I
34	42	2	Violence Of Summer	Duran Duran	Parlophone	(Skintrade/EMI)	UK, F, I
35	41	4	LFO	LFO	Warp	(Outer Rhythm (Rhythm King Music))	UK
36	25	7	She Ain't Worth It	Glenn Medeiros & Bobby Brown	London	(EMI/Chrysalis Music)	UK, DB, NL, F, SF
37	48	11	Everybody Everybody	Black Box	Groove Groove Melody	(Warner Chappell)	FD, P, I
38	40	4	Doubleback	ZZ Top	Warner Brothers	(Hamstein/Warner Chappell)	UK, DE, CH, S, SF
39	35	6	Carry The Blame/California Dreamin'	River City People	EMI	(BMG/UA Music)	UK, F, R
40	33	24	The Power	Snap	Logic/BMG Ariola	(Hanseatic/Fellow)	FE, DE, CH, GR, I
41	30	10	Le Gambadou	Patrick Sebastien	EMI	(Francis Vacher)	F
42	46	7	Le Temps De Copains	Les Vagabonds	Carrere	(Editions Orlando)	FB
43	66	3	Tricky Disco	Tricky Disco	Warp	(Outer Rhythm (Outer Space Music))	UK
44	38	17	Dirty Cash	Adventures Of Stevie V	Mercury	(Copyright Control)	DB, NL, EA, CH
45	34	12	Hold On	Wilson Phillips	SBK	(Various)	UK, DB, CH, S
46	44	14	Better The Devil You Know	Kylie Minogue	PWL	(All Boys Music)	FD, BS, DK, GR
47	50	12	Papa Was A Rolling Stone	Was (Not Was)	Fontana	(Jobete Music)	DN, EA, CH, S, F
48	39	7	Aime Moi	Claude Barzotti	Zone Music	(Zone/Barzo Music)	FB
49	49	4	Wash Your Face In My Sink	Dream Warriors	4th & B'Way	(TET Publishing)	UK
50	55	13	Oui Je L'Adore	Pauline Ester	Polydor	(Ducombe/PolyGram)	FB
51	67	2	Hardcore Uproar	Together	London	(Copyright Control)	UK
52	36	25	Infinity (1990's Time For The Guru)	Guru Josh	de/Construction/RCA/BMG	(Copyright Control)	DB, EA, CH, DK, GR
53	97	2	Blaze Of Glory	Jon Bon Jovi	Verrijo	(Bon Jovi/Pri/Warner)	UK, D, CH, N
54	NE		Avant De Partir	Roch Voisine	GM/BMG Ariola	(Ed. Georges Mary)	F
55	47	20	Black Velvet	Alannah Myles	Atlantic	(EMI/Bluebear Waitzes)	DACH, S, DK, SF
56	51	13	What's A Woman	Vaya Con Dios	BMG Ariola	(Vaya Con Dios/BMG)	DB, NL, EA, CH, GR
57	62	4	Poison	Bel Biv DeVoe	MCA	(Copyright Control)	UK
58	61	3	That's Just The Way It Is	Phil Collins	Virgin/WEA	(Phil Collins/Hit And Run)	UK, NL, F, R
59	72	3	We Love To Love	P.M. Samson	CBS	(2nd Hand Music)	D
60	54	9	Whose Law (Is It Anyway ?)	Guru Josh	de/Construction/RCA/BMG	(Virgin/Copyright Control)	DB, EA, CH, DK, SF
61	63	7	The Great Song Of Indifference	Bob Geldof	Mercury	(Nob Music/Intersong)	UK, DB, NL, F, I
62	RE		Listen To Your Heart	Roxette	Parlophone	(Jimmy Fun Music)	UK
63	43	11	World In Motion	New Order/England World Cup Squad	Factory/MCA	(Gainwest/Warner Chappell/EMI)	UK, D, DK, S, SF, GR
64	52	12	Still Got The Blues (For You)	Gary Moore	Virgin	(10 Music)	DB, S, DK, N
65	85	2	Amanda	Craig McLachlan & Check 1-2	Epic	(CBS Music)	UK, F, R
66	69	11	Hear The Drummer (Get Wicked)	Chad Jackson	Big Wave	(Marylebone Music)	UK, NL
67	59	5	Go Get The Cup	David Hanselmann	EMI	(Hazienda)	D
68	71	3	The Emperor's New Clothes	Sinead O'Connor	Ensign	(EMI Music)	UK, DB, NL, F, R
69	32	6	Thunderbirds Are Go	F.A.B. feat. M.C. Parker	Brothers Original	(SBK/Teistar/Thunda)	UK
70	NE		Englishman In New York (Ben Liebrand Remix)	Sting	A&M	(Magnetic/Regatta/Illegal)	UK
71	60	13	Policy Of Truth	Depeche Mode	Mute	(Grabbing Hands/Sonet)	FD, CH, DK, GR, I
72	89	2	I Can See Clearly Now	Hothouse Flowers	Fontana	(Rondor Music)	UK, F, R
73	64	2	She's A Little Angel	Little Angels	Polydor	(PolyGram/Big Bad Music)	UK
74	57	15	Melodie D'Amour	Kaoma	CBS	(H.M.L.O. BV/BM Productions)	F
75	65	2	Il Suffit D'Un Ou Deux Excites	Footbrothers	CBS	(Captain Click Prod.)	F
76	73	3	It's Only Your Love	Bananarama	London	(Inner Bunch/Warner Chappell)	UK
77	80	27	Dub Be Good To Me	Beats International	Go! Discs	(Go! Discs/EMI Songs)	FE, GR
78	81	3	Doin' Our Own Dang	Jungle Brothers	Eternal	(Tea Girl/We Blows Up)	UK
79	NE		Vision Of Love	Mariah Carey	CBS	(Vision Of Love/Been Jammin')	UK, NL
80	NE		What Time Is Love? (Live At Trancentral)	KLF	KLF Communications	(E.G./Zoo/Warner Chappell/Copyright Control)	UK
81	NE		Where Are You Baby?	Betty Boo	Rhythm King	(Rhythm King Music)	UK
82	79	5	Tandem	Vanessa Paradis	Polydor	(Melodie Nelson)	F
83	82	2	Something Happened On The Way To Heaven	Phil Collins	Virgin/WEA	(Phil Collins/Hit And Run)	FD
84	74	3	Club At The End Of The Street	Elton John	Rocket	(Big Pig Music)	FD
85	NE		Wear You To The Ball	UB40	Mercury	(Sparta Florida)	UK
86	78	20	Don't Miss The Partyline	Bizz Nizz	Cooltempo	(MCA Music)	DE, EA
87	NE		Appelez Mon Dieu	Le Bebe Show	EMI	(EMI Music)	F
88	NE		Stay With Me Heartache/I Feel Fine	Wet Wet Wet	Precious	(Precious/Chrysalis)	UK
89	NE		Nobody	Tongue 'N' Cheek	Syncope	(EMI Music)	UK
90	NE		Opel Manta	Norbert & Feiglange	Glamour	(EFA/EMI Music)	D
91	94	2	I0	Sandelin & Ekman	Metronome	(WEA/Various)	SN
92	NE		Let Love Rule	Lenny Kravitz	Virgin	(Virgin Music)	UK
93	NE		The King Of Wishful Thinking	Go West	Chrysalis	(Campbell Connelly/Zomba)	UK
94	NE		Can't Get Enough	Kim Wilde	MCA	(Rickim Music)	FD, DK, SF
95	NE		The Party	Latino Party	Polydor	(Copyright Control)	F
96	NE		Look Me In The Heart	Tina Turner	Capitol	(Warner Chappell)	UK
97	98	19	This Beat Is Technotronic	Technotronic	ARS	(Bogart/BMC Publishing)	FP
98	84	13	I Still Haven't Found What I'm Looking For	The Chimes	CBS	(Blue Mountain Music)	DE, EA
99	58	5	One Love	The Stone Roses	Silverstone	(Zomba Music)	UK, SF
100	NE		Silly Games	Lindy Layton feat. Janet Kaye	Arista/BMG	(Arawak/Ticabell/Warner Chappell)	UK

UK = United Kingdom, D = Germany, F = France, CH = Switzerland, A = Austria, I = Italy, E = Spain, NL = Holland, B = Belgium, IR = Ireland, S = Sweden, DK = Denmark, N = Norway, SF = Finland, P = Portugal, GR = Greece.

○ = FAST MOVERS **NE** = NEW ENTRY
RE = RE-ENTRY

BLAZE OF GLORY

JON BON JOVI

MUSIC INSPIRED BY THE FILM **YOUNG GUNS II**

hot BREAKOUTS

NATIONAL TITLES READY TO EXPLODE!

uk & ireland	germany, austria switzerland	france	italy
Sting Englishman In New York (Remix) (A&M)	Norbert & Die Feiglänge Opel Fiesta (EPIC)	Roch Voisine Ames De Paris (BPG Arista)	Baccini I Ladri Di Biciclette Ames De Paris (SCEG)
Hotchouse Flowers I Can See Clearly Now (London)	Kastelruther Spatzen Traenen Passen Nicht Zu Dir (Koch/Grün)	Le Bebethe Sound Appelée Mon Dieu (EMI)	Tulio De Piscopo Jasajo (Cetra Ed)
KLF What Time Is Love (KLF Communications)	Marianne Rosenberg Eins Zwei Drei (BPG Arista/Gr)	Niagara [J'ai Vu (Polybor)	Ligabue Ballando Sul Mondo (WEA)
Betty Boo Where Are You Baby (Rhythm King)	Erste Allgemeine Verunsicherung Samara (EMIG/Arca)	Art Vermeer Demain... Demain (CBS)	Mango Comme Mona Lisa (Font Cetra)
spain	scandinavia	benelux	
Radio Futura Corazon De Tita (BMG Arista)	Sandelin & Ekman 10 (WEA/Swe/Nor)	Two Man Sound Samba Megamix (BMG Arista/Bel)	
Lozco Mia Locomix (Hispavox)	Paalkoset Pikakukut Hirteen (CBS/Fin)	Luc Steeno Holiday (CNR/Bel)	
Modesta Aparte Española Amor (Palmandra)	Flopstarz Flöpflöpe (Helsinki/Den)	Bonnie St. Claire Lange Hese Zomer (CNR/Hol)	
The Remelods Dias De Lavinia (epic)	Kayo Another Mother (sones2we)	Rene Shuman In Our Minds (CBS/Hol)	

MUSIC & MEDIA	EUROCHART hot 100 SINGLES	EUROPEAN top 100 ALBUMS	MUSIC & MEDIA
10 It Takes Her Little	91 Naked In The Rain	11 Alannah Myles	5 Matusias Rann
11 Amie Höl	13 Rebels	12 Anastacia Venditti	6 Heat Press
12 Appelée Mon Dieu	48 One Love	13 Antonio Moreno	83 Michael Bolton
13 Ames De Paris	55 Dance Up	14 Chia Si L'Addio	89 Michael Burger
14 Better Than The Devil You Know	87 Opel Fiesta	15 Black Box	81 Hiddegit Ol
15 Beats Like Drums	46 Chia Si L'Addio	16 Bigen	91 Mickie Delfino
16 Blasé Of Glory	66 Papa Was A Rolling Stone	17 Beach Boys	20 New Kid On The Block
17 So Le Lendilo	55 Popcorn	18 Beats Boys	46 Nick Kamen
18 Carry The Flame/California Dreamer	53 Policy Of Truth	19 Beats Boys	100 Olivia Adams
19 Close To You	32 Rackin' 'Em Out	20 Beats Boys	95 Patricia Kaas
20 Club At The End Of The Street	35 Sandra	21 Beats Boys	65 Patricia Kaas
21 Dah' Our Own Day	33 Sandra	22 Beats Boys	99 Phil Collins
22 Dance Like The Partridge	36 Sandra	23 Beats Boys	86 Phil Collins
23 Dishdash	84 Something Happened On The Way To Heaven	24 Beats Boys	72 Pikaso
24 Dixie On Good To Me	86 Something Happened On The Way To Heaven	25 Beats Boys	64 Radio Future
25 Englishman In New York (Remix) (A&M)	38 Stay With Me (Heartache) I Feel Fine	26 Beats Boys	68 Roch Voisine
26 Everybody Everybody	77 Stay By My Side	27 Beats Boys	92 Rolling Stones
27 Go Get The Cup	70 Still Got The Blues (For You)	28 Beats Boys	85 Rolling Stones
28 Hanky Panky	67 This Just The Way It Is	29 Beats Boys	82 Rolling Stones
29 Hear The Drummer (Get Wicked)	10 The Simpsons - New Clothes	30 Beats Boys	51 Santitas
30 I Can See Clearly Now	61 The Great Song Of Infallibility	31 Beats Boys	94 Santitas
31 I Promised Myself	62 The King Of Wulff Thinking	32 Beats Boys	78 Small O'Connor
32 I'm Ready	63 The King Of Wulff Thinking	33 Beats Boys	56 Small O'Connor
33 I'm Ready	64 The King Of Wulff Thinking	34 Beats Boys	50 Small O'Connor
34 I'm Ready	65 The King Of Wulff Thinking	35 Beats Boys	50 Small O'Connor
35 I'm Ready	66 The King Of Wulff Thinking	36 Beats Boys	50 Small O'Connor
36 I'm Ready	67 The King Of Wulff Thinking	37 Beats Boys	50 Small O'Connor
37 I'm Ready	68 The King Of Wulff Thinking	38 Beats Boys	50 Small O'Connor
38 I'm Ready	69 The King Of Wulff Thinking	39 Beats Boys	50 Small O'Connor
39 I'm Ready	70 The King Of Wulff Thinking	40 Beats Boys	50 Small O'Connor
40 I'm Ready	71 The King Of Wulff Thinking	41 Beats Boys	50 Small O'Connor
41 I'm Ready	72 The King Of Wulff Thinking	42 Beats Boys	50 Small O'Connor
42 I'm Ready	73 The King Of Wulff Thinking	43 Beats Boys	50 Small O'Connor
43 I'm Ready	74 The King Of Wulff Thinking	44 Beats Boys	50 Small O'Connor
44 I'm Ready	75 The King Of Wulff Thinking	45 Beats Boys	50 Small O'Connor
45 I'm Ready	76 The King Of Wulff Thinking	46 Beats Boys	50 Small O'Connor
46 I'm Ready	77 The King Of Wulff Thinking	47 Beats Boys	50 Small O'Connor
47 I'm Ready	78 The King Of Wulff Thinking	48 Beats Boys	50 Small O'Connor
48 I'm Ready	79 The King Of Wulff Thinking	49 Beats Boys	50 Small O'Connor
49 I'm Ready	80 The King Of Wulff Thinking	50 Beats Boys	50 Small O'Connor

france	italy
Roch Voisine Ames De Paris (BPG Arista)	Baccini I Ladri Di Biciclette Ames De Paris (SCEG)
Le Bebethe Sound Appelée Mon Dieu (EMI)	Tulio De Piscopo Jasajo (Cetra Ed)
Niagara [J'ai Vu (Polybor)	Ligabue Ballando Sul Mondo (WEA)
Art Vermeer Demain... Demain (CBS)	Mango Comme Mona Lisa (Font Cetra)

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MUSIC & top 3 SINGLES IN EUROPE

Country	1	2	3
UNITED KINGDOM	Turtle Power Parasit In Myself (EMI)	Tom's Diner EMIA Inc. Susane Tapes (A&M)	U Can't Touch This MC Hammer (S&W)
GERMANY	Verdammt, Ich Lieb' Dich Mariusas Rann (BPG Arista)	Oops Up Stag (BPG Arista)	Un' Estate Italiana Gemma Nanna & Edoardo Bennato (Virgin)
FRANCE	Soca Dance Charles D'Ambo (Polybor)	Maldon Zook Tadelis (BPG Arista)	White And Black Blues Jacky Brulé (CBS)
ITALY	Un' Estate Italiana Gemma Nanna & Edoardo Bennato (Virgin)	Soto Questo Solo Bianchi & Lotti Di Ricordi (SCEG)	Violence Of Summer Dino Delli (EMI)
SPAIN	Mi Abuelo Wolker - La Ganga (BPG Arista)	Infinity (1990's Time For The Gung) Gung (A&M)	The Power Stag (BPG Arista)
HOLLAND	U Can't Touch This MC Hammer (S&W)	Killer Nanna (EMI)	Hear The Drummer (Get Wicked) Chad Jackson (S&W)
BELGIUM	Soca Dance Charles D'Ambo (Polybor)	A Toutes Les Filles Stag (BPG Arista)	Vous Etes Vous Boris & The Friends
SWEDEN	I Promised Myself Nick Kamen (WEA/Hammerson)	IO Nanna (EMI/Hammerson)	Om Nanna (EMI/Hammerson)
DENMARK	Hogensen Mix Hogensen (S&W)	It Must Have Been Love Susan (S&W)	Bubbers Baderkar Susan (S&W)
NORWAY	IO Susan & Einar (WEA)	IO Susan & Einar (WEA)	Sacrifice Boris (S&W)
FINLAND	Hanky Panky Hankie (WEA)	Sydan N'hysia Lyy Stag (Hammerson/EMI)	Pikakukut Hirteen Paalkoset (CBS)
IRELAND	Put 'Em Under Pressure The Republic Of Ireland Football Squad (Polybor)	Sacrifice Boris (S&W)	Thieves In The Temple Prize (WEA)
SWITZERLAND	Verdammt, Ich Lieb' Dich Mariusas Rann (BPG Arista)	Un' Estate Italiana Gemma Nanna & Edoardo Bennato (Virgin)	Insieme 1992 Gemma Nanna & Edoardo Bennato (Virgin)
AUSTRIA	Verdammt, Ich Lieb' Dich Mariusas Rann (BPG Arista)	Oops Up Stag (BPG Arista)	I Promised Myself Nick Kamen (WEA)
GREECE	The Power Stag (BPG Arista)	Step By Step Stag (BPG Arista)	World In Motion New Order/Orion Music Cap Spinal (WEA)
PORTUGAL	Nothing Compares 2 U Sinéad O'Connor (EMI)	Pump Up The Jam Subsonic (CBS)	Nao Ha Estrelas No... Rai Voice (EMI)

MUSIC & top 3 ALBUMS IN EUROPE

Country	1	2	3
UNITED KINGDOM	Sleeping With The Past Elton John (Polygram)	Soundtrack - Pretty Woman Polygram (EMI)	I'm Breathless Platters (WEA)
GERMANY	Matthias Reim Matthias Reim (BPG Arista)	Step By Step Susan (S&W)	In Ogni Senso Stag (BPG Arista)
FRANCE	Scene De Vie Prisca Kava (CBS)	Waiting For Cousteau Jean Michel (Polybor)	Maldon Zook Tadelis (BPG Arista)
ITALY	In Ogni Senso Stag (BPG Arista)	Marco Masini Jean Michel (Polybor)	Fuente Del Palco Gemma Nanna & Edoardo Bennato (Virgin)
SPAIN	The Collection Beats Boys (EMI)	Toto Pashini Beats Boys (CBS)	Nuevo Requero Catalogo De... Lluis Di La Fu (BPG Arista)
HOLLAND	Past To Present 1977 - 1990 Small O'Connor (EMI)	Still Got The Blues Coke (Hammerson/EMI)	Caruso London Records (Polygram)
BELGIUM	Night Owls Small O'Connor (EMI)	In Ogni Senso Stag (BPG Arista)	Voor Een Seconde Ingrid (CBS)
SWEDEN	Still Got The Blues Coke (Hammerson/EMI)	Alannah Myles Alannah Myles (WEA)	Dark Passion Susan (S&W)
DENMARK	IO Dido & The Dodo's (Raggy)	Dark Passion Susan (S&W)	Still Got The Blues Gung (A&M)
NORWAY	Tusen Bitar Susan (Hammerson/EMI)	Whose Are These Boots Susan (S&W)	Alannah Myles Alannah Myles (WEA)
FINLAND	Mo! Susan (S&W)	Alannah Myles Alannah Myles (WEA)	Historian Suurmiehä Eino Normatti (S&W)
IRELAND	Paradise In The Picture House The Sawney (S&W)	The Vegetarians Of Love The Sawney (S&W)	Only Yesterday - Greatest Hits The Sawney (S&W)
SWITZERLAND	Matthias Reim Matthias Reim (BPG Arista)	Night Owls Small O'Connor (EMI)	Alannah Myles Alannah Myles (WEA)
AUSTRIA	Nepomuk's Rache Ludwig (Hammerson/EMI)	Matthias Reim Matthias Reim (BPG Arista)	Feuer Im Eigenen Eis Kastelruther Spatzen (Grün)
GREECE	Step By Step Stag (BPG Arista)	Night Owls Small O'Connor (EMI)	Trash A&M (S&W)
PORTUGAL	Existir Hammerson (EMI)	I'm Breathless Platters (WEA)	Cantando Para Praia Gung (CBS)

Talent Tracks

PROMISING ACTS WORTH WATCHING



Anat Aatzman
In A Dream (White/UK). Contact: WienerWorld/Jan Wiener/te:44.81.9548777/fax:9542999
 Formerly a successful stage and screen actress in her native Israel, Aatzman has had two no. 1 singles with the group AA JJ & Michele Rose. This number, recorded in Spanish and French, has an easy-going charm and plenty of hit potential. Licence and sub-publishing free for the world.

Kay Franzes

I Work The Weekend (Pliz-Magma/Germany)
 Contact: Pliz-Magma/Jan Frings/
 tel:49.40.5533322/fax:5536741

Though still comparatively new, this label has had several acts featured in Talent Tracks but this is probably the best so far. A raunchy pop song with a winning chorus and a dash of humour. Licence and sub-publishing free except G&S.

Dig Down Deep

Me & My Monkey (Mega Disc/Holland)
 Contact: Mega/Bobbie Hebelman/
 tel:31.2940.15480/fax:18725
 Another pop song with a fair degree of raunch and a good chorus. The band are made up of two musicians and German visual artist Walter Dahm. They make highly spirited rock music with a gospel edge. Licence and sub-publishing free except the Benelux.

The Age Of Love

The Age Of Love (Diki/Belgium)
 Contact: Alpina/Phillip Beukekelare/
 tel:32.56.331539/fax:344236

As with the other record featured from this label (*The Right Song* by Neal Fox), this number combines a strong dance beat with semi-spoken lyrics. This time there is more humour involved and a more straightforward chorus. Licence and sub-publishing free except the Benelux.

Cry Sisco

Hipstatic (Escape/UK)
 Contact: Escape/Barry Blue/
 tel:44.81.9547054/fax:4206158
 The follow-up to *Magic Tonight* has a hard groove, loads of energy and features some of the best cut-ups to have come this way for a long time. Power, atmosphere and even something vaguely resembling a formal song structure at one point. Licence and sub-publishing free for Europe except UK.

Crazy Eddie & QQ Freestyle

Nena De Ibiza (Blanco Y Negro/Spain)
 Contact: Blanco Y Negro/Pain Budget/
 tel:34.3.2007077/fax:2020878
 By today's standards this is really quite up-temo. A festive record with loads of charm, some good use of samples and just about enough melody for it to be actually called a song as opposed to a groove. Very Ibiza. Licence and sub-publishing free except Spain.

Sensi

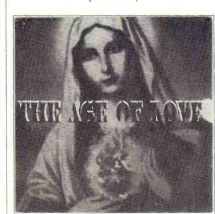
I Beg U The Mike (Tam Tam/UK)
 Contact: Savage/Sheyla/Alan/
 tel:44.71.4901210/fax:2503186
 Energetic rap delivery by this young female MC. Using samples from the JB's is not very original, but it is done in fine style. The groove has some considerable charm by itself and when you add the delivery the result is strong. Licence and sub-publishing free except UK.

Other People's Money

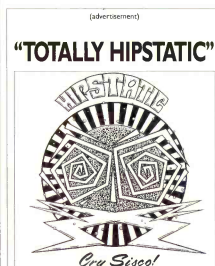
Love Rush (Dedicated/UK). Contact: Dedicated/Doug D'Arcy/te:44.71.2266577/fax:2212868
 The first dance record from Doug D'Arcy, the ex-president of Chrysalis' label. The band is the concept of Heaven DJ Mark Andrews who has previously worked with Lennie Gordon. A semi-spoken dance-floor number that benefits from the DJ's experience. Licence available where BMG affiliates refuse option and publishing available for the world.

Merena

Confessions (Pagan/New Zealand)
 Contact: Pagan/Trevor Reekie/
 tel:64.9.3023228/fax:3023229
 A striking, jazz-pop number from this 16-year-old prodigy. She has already won the New Zealand Jazz & Blues festival three years in succession and has a host of TV appearances under her belt. A great, 'smoky' voice, a good song and a star in the making. Licence and sub-publishing still widely available.



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THIS WEEK LAST WEEK	ARTIST	TITLE	ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK	ARTIST	TITLE	ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK	ARTIST	TITLE	ORIGINAL LABEL	COUNTRIES CHARTED																																																																																																																										
1	New Kids O'Block	Step By Step	CB	USA, CAN, AUS, NZ, UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN, AUS, NZ, UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	2	Madonna	Illicit	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	3	Phil Collins	But Seriously	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	4	Eros Ramazzotti	In Ogni Senso	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	5	Matthias Reim	Matthias Reim	DACH	6	Elton John	Sleeping With The Past	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	7	Soundtrack	Pretty Woman	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	8	Joe Cocker	Live	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	9	Gary Moore	Soil Got The Blues	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	10	Vaya Con Dios	My Only One	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	11	Sinead O'Connor	I Do Not Want This I Haven't Got	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	12	UB40	Labour Of Love II	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	13	Jean Michel Jarre	Musique Pour Computer	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	14	Toto	Toys For Peace	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	15	Alanah Myles	Alanah Myles	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	16	Snat	World Power	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	17	Despeche Mode	Violator	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	18	Erste Allgemeine Verunsicherung	Negommi's Bache	DACH	19	Soundtrack	Eis Am Stiel	D	20	Beach Boys	Summer Dreams	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	21	Tim Turner	Foreign Affairs	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	22	Bob Geldof	The Vegetarians Of Love	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	23	Patricia Kaas	Scene De Vie	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	24	Luciano Pavarotti	The Essential Pavarotti	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	25	Poison	Flesh & Blood	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	26	Talk Talk	Nazis History - The Very Best Of	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	27	Wilson Phillips	Wilson Phillips	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	28	Rolling Stones	Hot Rocks Volume 1	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	29	The Notting Hillbillies	Musiq	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	30	Toten Hosen	Auf Dem Kreuzweg Ins Glueck	DACH	31	Soul II Soul	Volume II (1990 A New Decade)	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	32	Baginle	Grassies Hits	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	33	Technocrat	Pump Up The Jam	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN	34	M.C. Hammer	Please Hammer Don't Hurt Em	UK, IRE, BEL, ESP, POR, GRE, TUR, ARG, BRA, MEX, COL, VEN, DOM, CUB, JAM, HON, KOR, JPN, CHN, HK, TW, TH, PHI, IDN, SGP, IND, MAL, SIN

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

European Tours And Supergigs - The Season Continues

The role of promoters, record companies and radio stations

It has been a busy year on the international concert circuit. The big names, like the Rolling Stones, Madonna, David Bowie and Prince, are out in force, and many other 'lesser' artists are on European tours. The number of summer festivals and one-off concert spectaculars is also on the increase. Howard Shannon has been looking at some of the people involved in the planning, setting up and selling of tours, beginning with a cross-section of European promoters.

For many promoters, the past year has not been the 'overwhelming' success the live music industry would have believed. While the Stones tour has been an overwhelming success in some territories, notably Holland, dates in other countries have been cancelled. A Madonna concert in Madrid was transferred to another Spanish town because of poor sales, and Prince, Madonna and the Stones have all run into problems in Italy. Indeed, many promoters are now arguing that there are just too many artists on the road.

Patchy sales

When French promoter Gerard Drouot reported record sales for two December dates by U2 at Bercy in Paris, he did so against a background of rumours and reports that shows in France by Paul McCartney, The Eurythmics and The Cure had failed to sell to expectations.

France, though, is a notoriously slow market for advance sales. "Certainly," says rival promoter Alain Lahana at Paris-based Canal Production, "France is not a good country to tour straight after an album release. Wait three or four months, then go on tour." But Lahana says he has had his busiest spring ever: "At one point, I sold out Phil Collins, Tears For Fears and David Bowie within a 10-day period at Bercy."

Another French promoter, Pascal Bernardin from Zero Productions, says he had "unexpected success" with the Stones, adding a third show. But Prince did not do so well and sales for Zero's four shows are understood to have been disappointing.

More than that, says Hoppe, a partner at Marek Lieberberg Konzertagentur and local promoter Freadherrn Osada at FO Concerts, both claim the "secondary" market in Germany has turned soft, and there are too many artists on tour. "Most

smaller tours are having problems," says Hoppe. "And Jeff Beck and Heart did not do the business in Germany everybody expected."

Leon Ramakers at Mojo Concerts in Holland notched up what he described as "huge sales" with the Stones and "\$81,000 for Prince". Yet, for the three Christmas U2 dates, Ramakers had to resort to a ticket raffle. In contrast, Irish promoter Oliver Barry at MCD Concerts - having successfully shifted 60,000 tickets for Prince - was unable to stage two planned Stones shows. Though a statement blamed "logistical production difficulties", sources in Ireland claim



David Bowie's Paris dates sold out fast.

abysmal ticket sales when over 8,000 had more to do with it.

Claudio Troita, at Barley Arts in Italy had similar problems. While shifting 50,000 tickets for The Cure and 10,000 for Phil Collins in May, sales for Johnny Clegg were bad. "They were especially poor considering the enormous amount of promotion from ourselves and EMI, his record company," says Troita.

Their comments are backed by Tim Parsons at the UK's Midland Concert Promotions. He contrasts the last six months of 1989 - particularly buoyant - and the first six of this year: "Tours are struggling, probably down to the number of shows by major artists and very high ticket prices. The current

British economic climate doesn't help."

However, Rune Lem, at Gunnar Eide International, who presented the Stones in Norway, says he has had his best 12 months ever, despite rising Norwegian unemployment: "I did an excellent deal with WEA on Tanita Tikaram. The tour promoter and record company combination made Tikaram a best-selling artist in Norway because he was selling records anywhere else in Europe."

Record company support

Promoters seem to agree record company support is patchy. "I deal with them," says Herman

Scheermans at On The Rox in Belgium. "But I have to motivate them to help win attention for their artists."

Parsons said label support varies from "non-existent" to "totally co-operative". "Either a record company recognises the touring function is one in the same as the product function, or they say 'look, we'll sell records, you sell tickets.'"

Lahana notes a change for the better with labels. Of Tears For Fears in France, he says: "The concerts were part of a TV campaign for the releases of the album, with concert dates an integral part." But Lahana describes general relations as "not good".

Ramakers reports record com-

pany relations are good because "they are based on the fact that they sell records and we sell tickets." This year he has tied in concert promotion with advertising for CBS act Billy Joel and Polydor's Van Morrison. "I paid the technical costs to change a TV ad to include my dates." However, he failed to get details for the recent Madonna Dutch tour on Warner's posters "because we didn't have confirmation she would play when the posters went up."

The role of radio

Although Irish promoter Jim Aiken is a director of Dublin-based private local station Capital, he has also used national station 2FM to promote shows. "By negotiating a sponsorship deal with radio, I get more advertising than if I was to buy conventional airtime." He gives away about 500 tickets.

Other promoters do not encourage co-sponsorship, feeling that by aligning themselves with one particular station they are not acting in the best interests of the artist. And Hoppe finds German state radio difficult. "I use NDR and WDR and they can be extremely thorough. It's easier to sell them the idea of sponsoring a Lisa Stansfield tour than it is an Alice Cooper."

Yet Hoppe is wary of giving tickets away to radio. While agreeing it is a "good promotion tool", Hoppe says: "If you give away too many, people think 'ha, they only give them away because they can't sell them.' And listeners", he grimaces, "will get the freebie habit and wait!"

Troita is careful to choose a station with a clearly defined audience. "I work on a wide cross-section of acts, so it's not the size of the station's audience but its type of listeners." He is about to use Radio Monte Carlo for a Billy Joel concert and black station Radio Milan International for Earth, Wind & Fire, Barry White and Anita Baker. "But," he says, "I don't like to give away tickets. It makes no sense to ask radio to promote a show to sell tickets and then to ask it to give them away free."

Record company involvement - the sales pitch

A major tour is usually timed to coincide with a new album. There is a tried and tested pattern. A single is released, followed by the album and then the band go on tour. But are tours really successful at generating sales?

Most of the major record labels have had artists on the road this year. Yet a survey by British chart analysts Gallup after the spring Mandala concert said an artist's appearance at the show did not, in itself, directly lead to extra sales for participants' current or back catalogue.

Re-releases

Paul McCartney and David Bowie have been our most successful artists on tour over the past 12 months, says John Briley, EMI international artist development director. McCartney's dates tied in with his album *Flowers In The Dirt*, although only five tracks from this were actually performed during the show. And Bowie's tour was on the back of a massive CD re-release, with no new material on offer to promote the tour.

In fact, Briley estimates the conversion rates of new record sales from live dates is very low, "well below 10%". But he accepts record sales can be linked to a tour. "As a band go around Europe, sales, locally, are often kept going by the publicity of a group coming to town. Beatles and Wings material registered a noticeable rise during McCartney's tour."

CBS also acknowledges the new record - a tour can have on back catalogue sales. When the Rolling Stones hit Europe in May, the company, together with the band and their management, devised a long-running campaign using extensive co-operative deals with retailers and advertising in the national and music press.

Around Christmas, CBS released the 10-CD box set, *The CBS Collection*, that shipped 12,000 units. Just before the tour kick-off, it issued another collection, *Rolling Stones - 1971-1989*, a 14-CD box set made up of all the band's albums for CBS including the earlier collection plus *Love You Live* (2 CDs), *Still Live*, *Street*

Wheels and a collector's edition with B-sides and special mixes. The whole set has already sold 10,000 units while *Steel Wheels* is expected to sell over 1.5 million units by the end of the tour. Particularly in Holland, the effects of the campaign were remarkable. Boosted by a 14-spot TV campaign, using the *Revised* sampler as a trailer, CBS Holland had managed to chart five Stones albums by the end of June.

Alan Phillips, VP Marketing & Sales for CBS International, stresses the importance of the band's co-operation when devis-



John Briley

ing a campaign like this: "The band agreed to do a lot of publicity and interviews which helped to generate lots of media interest."

Current product

To expect a direct sales rise of product is wrong, argues Chris Griffin, GM of Virgin International. "A tour is preaching to the converted. It is unlikely serious fans at the concert haven't already bought the new record. A sales rise might come from concert-goers buying CD versions to replace scratched albums."

Virgin's best tour over the past year has been Simple Minds, supported by the album *Street Fighting Years*. Phil Collins would have been Virgin's major tour had it been UK-only. But the singer, who played a series of massive sell-out European dates against the album... *But Seriously*, is signed to WEA outside Britain.

Sinead O'Connor proved the year's top earner for Chrysalis, says international director Mike Allen. He was also pleased with breaking act World Party and their record, *Goodbye Jumbo* (Chrysa-

lis). Both acts have toured Europe after successful dates in the UK.

"But," claims Allen, "identifying a sales rise directly attributable to playing live is difficult. Many acts also have singles out while on tour. Which is stimulating sales: the tour or the single?"

MCA VP Stuart Watson says his acts will tour whether there is new product or not. "I have this tried and tested route of LP and then the tour." He cites Bobby Brown, Transvision Vamp and Kim Wilde as on-the-road successes.

Polydor's main involvement with live music was the Knebworth show in June. A double compilation album - "setting a new turnaround record for Polydor" - has just been released and MD David Munnis confirms reports that an advance of £1 million was paid.

Van Morrison is also cited by Munnis. "He's started to sell a lot of records again in the past year. He can now do a Wembley Arena and has extensively toured Italy, Holland, France, Austria and the like." Morrison has a *Best of* compilation on release.

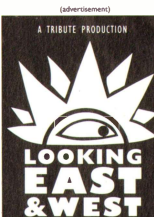
However, Munnis does not see a tour leading to substantial extra sales. "Tours generally do not sell a lot of records. When an act gets to a major venue, it tends to be on the back of a record that is already selling well."

Anderson, Bruford, Wakeman & Howe and their self-titled album is put forward by Steve McCaughey, director of international marketing at BMG Music International, as an example of good business in the past year. "The tour, called An Evening Of Yes Music With... also carried a sponsor, Eastern Airlines".

Radio Promotion

McCaughey says he would always look for exposure on radio and television before thinking about live dates. "The touring aspect is one of the last things I would look at for a newly-signed group - if at all." Yet, when it comes to radio tie-ins, McCaughey says he is in the "planning stages of something" and declines to comment further.

Virgin France liaises with private network NRJ, says Griffin. "But many bands do not want to have their shows broadcast. Artists will often say no to a live



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transmission, as they are contemplating a live album." Watson has a specific observation. "The local stations often chosen by a promoter are totally wrong. MCA gets so involved in tours that we have the final say which station is used." By opting for a small, local private concern and pushing for maximum exposure, promoters are making a mistake, he says. "For instance, take the difference between choosing a tiny black station in Paris, or going to Max Guazzani at NRJ. I know where I would co-promote."

"If a promoter does pick the wrong station, then I get our affiliated record company in that territory to go in and say, 'we don't agree with that, so we should be going with so-and-so station.'" Watson criticises tour promoters who criticise labels. "I get angry when I read quotes from [British promoter] Harvey Goldsmith saying the record companies never get involved in live dates. MCA, for example, owns a touring company and, in the US, builds and runs amphitheatres. We do get involved."

Supergigs: the Italian experience

World Cup soccer fever is being blamed for disappointing ticket sales for the Italian dates by Madonna and the Rolling Stones. However, as David Stanfield reports, the promoters of successful concerts by Italian artists say it is all down to bad booking policies and inflated ticket prices.

Madonna, branded a heretic by catholic organisations who tried to ban her concerts altogether, played two dates out of a scheduled three for Rome-based promoter David Zard. The first, at Rome's 32,500 capacity Stadio Flaminio on July 10, attracted 27,000. Tickets were priced at L 50,000 (top US\$ 42) plus a 10% booking fee.

The second night was cancelled 10 days before the show. The promoters said this was due to a threatened general strike, which was called off only two days before the scheduled concert. A spokesperson for Zard says Madonna's one date at Turin's new Aspi stadium (capacity 62,000) attracted 40,000.

Zard, along with promoters Fran Tomasi and Valerio Terenzi, was also responsible for the Italian leg of the Rolling Stones

Chrysalis international director Mike Allen says once a tour is booked, those companies which represent Chrysalis in different territories "always sit down with the local promoter and sponsoring radio station". And he is particularly pleased to see the almost-mandatory involvement of radio for tours in France, particularly NRJ.

As for tickets giveaways, Allen says Chrysalis "would certainly supply with a good proportion", though he accepts radio giving away too many "can cheapen a tour". Munnis at Polydor agrees. "Freebies need to be kept in proportion," he says, but adds: "Europe is nowhere near as bad as America on that front."

Tours and promoters

"With record companies selling music to such a wide cross-section, an act being forced to hit the road is nonsense," says Allen. "Yes, he has to be critical, but he has to be critical as and when it is. But take the end. It is establishing a loyalty to a style rather than a par-

Urban Jungle tour. The group played two nights at Rome's Stadio Flaminio. The first attracted about 25,000, the second only 12,000. The Stones played only one date out of two in Turin. The first attracted 40,000, but the second was cancelled because of poor advance ticket sales. Tickets for Rome were priced at L 50,000 and L 45,000 for Turin.

Zard was unavailable for comment at press time but a spokesperson commented: "We were obviously disappointed. There were various reasons but the main one was the World Cup. Big concerts scheduled for stadiums had to be programmed for July. They were not available before. The World Cup took a lot of money away from young people."

Asked if international artists were losing out to national talent on the concert scene she replied: "Vasco Rossi is the only one [Zard] had tried unsuccessfully to book for Zard. I suppose that's why the Stones got short notice for Rome). He has always done well and always will. Everybody says that Eros Ramazzotti is selling out but he is not."

But Maurizio Salvadori, of the national Trident agency and

particular artist. Touring for dance is simply not a part of what they do." EMI claims a good relationship with radio. "EMI is very closely linked with the Capital Radio music festival for instance," says Briley. "We had Marillion at Wembley Arena and Fish at the Royal Albert Hall this year."

"They can't exist without our radio and we can't exist without their co-promotion. It's long been a happy marriage; though perhaps the strangest of bedfellows. In terms of co-sponsoring, we are involved right the way down the line."

Watson agrees clinching a good support slot on tour is a better way to break acts. "It is far more effective than just relying on radio". But the view that artists can be broken exclusively through radio and clubs without the need of a tour is countered by Griffin. "Virgin France has Mano Negra, for example. They've sold over 200,000 units by touring. There's hardly ever any radio play through these." Metal acts are all broken through live dates.

"I like to believe we are all in

organiser of Ramazzotti's European tour, disagrees: "He has played 40 national dates so far with an average attendance of 8,000. That adds up to 320,000 paying customers. I would call that an extraordinary success."

Ticket prices for Ramazzotti's dates averaged between L 27,000 and L 29,000. Salvadori says inflated ticket prices are partly to blame for the poor results for international acts. "Italy has the highest prices in Europe for international acts but we are in line with national talent. The public will only pay high prices for a numbered seat in a covered stadium."

EMI act Vasco Rossi played two sellout shows in Rome and Milan with sales of almost 100,000 tickets. Monica Passoni, of Rossi's tour promoter Kono Music, comments: "Rossi is an idol and appeals to both old and young. Madonna is taking people for a ride. Here is not a stadium show. The music of the Rolling Stones is not for a new generation. Kids today don't believe in sex, drugs and rock & roll."

The story of Prince and his national dates in July is different altogether; the star was at the centre of a legal battle before he even entered the country. Following cancelled dates in 1987/88, a

this business together," says Munnis. "I have good relations with promoters. We are honest with each other. They'll tell me if a tour is or isn't doing well."



David Munnis

"I don't expect a promoter to worry about Polydor selling records and I don't worry about him selling tickets. But there are areas where we co-operate. I always like to see album details and live dates together on promotional posters."

HEA Europe was unwilling to be interviewed for this feature.

court-imposed confiscation order had been placed on some of his earnings. Promoter Francesco Sanavio of the Avantgarde Agency had booked Prince for concerts in Rome, Turin and Udine and added a fourth near Naples, where the whole takings would go in compensation to Franco Mamone who lost out from the artist's earlier cancellations.

Prince played Rome's Stadio Flaminio on July 17 to 11,500 fans, including 3,500 people who had exchanged their old tickets for a cancelled Rome concert in 1988. Prince's concert near Naples drew only 5,100 out of a capacity of over 30,000. The artist never made it to Turin or Udine.

The disappearance of six trucks carrying equipment were blamed for the Turin cancellation and the singer fled the country before the Udine gig with press reports stating that he was afraid of a mafia kidnapping.

Francesco Sanavio says he has lost a lot of money and his lawyers are now taking action. Asked if Prince had done the same to him as he had done to Mamone in the past, Sanavio replies: "That is right, he is a strange man! I prefer to work with Ray Charles." Sanavio is currently touring Sanavio who sold 10,000 tickets at the same Naples venue as Prince. □

Concert promotion from the radio perspective

Both promoters and record companies regard radio, if carefully targeted, as a way of generating interest in an act, so boosting ticket, current product and back catalogue sales. But what does radio get out of tour promotion and sponsorship?

London private Capital Radio has just finished a mass sponsorship of concerts. Under its 10-year-old annual summer music festival, the FM pop and AM gold services co-sponsored 40 plus shows although few are actually broadcast.

"We support bands whose records we play day in, day out," says head of programming Richard Park. "Records are played on the assumption that they are from the kind of band our listeners would want to go and see live. Relations with promoters," he says, "are excellent."

Some trailers, Prince for example, ran on FM-only; others like Frank Sinatra, only on AM-Gold; while a band such as the Rolling Stones were promoted on both stations, with a 75/25 split in favour of Capital FM. Park claims "the association does Capital good" and that concert sponsorship is a perfect way to meet your audience but declines to comment on finances for co-sponsorship. "It's a business arrangement," he says, "not a philanthropic effort on behalf of the artist, radio station or promoter."

Pulling Power

Roger Lewis, head of music at British public network BBC Radio 1, says the sole reason the station gets involved in any live event is if it is something it wishes to broadcast and argues the BBC annual licence fee "is the best rock & roll ticket in the world".

Lewis has recently typed a deal with Maurice Jones at Midland Concert Promotions to become the first station to broadcast the new August Donington Motorsports Of Rock festival. And Lewis cites excellent relations with promoter Harvey Goldsmith - "after all, Harvey presents everybody" he smiles.

Radio 1 also carried the Mandela tribute. "I have good

dealings with Mandela promoter Tony Hollingsworth," says Lewis. "Live Aid was also on Radio 1. As is the 20-year-old, weekly 'In Concert' series. We are aware of what tours are available and take the initiative."

Such is the audience pulling power of BBC Radio 1, Knebworth 90 organiser Andrew Miller went to Lewis first. And neither was the network caught up in the Knebworth Phil Collins live transmission row. Observers claim this was because few promoters will risk falling out with the station.

NRJ president Jean-Paul Baudecroix has a simple philosophy: "We fill stadiums because we have the largest French audience, 5 million every day. Promoters realise we are the best. We've recently done Elton John, Paul McCartney, the Eurythmics, Phil Collins, the Rolling Stones, Prince, Tina Turner and Lionel Richie. (Stones promoter) Pascal Bernardin at Zero Productions came to see us first, which means he believes in us and the work we can do."

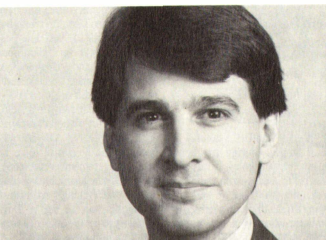
"Promoters," he says, "know radio is the best medium for filling stadiums." But he admits to being a victim of his own success. "They always approach us and sometimes have too many to promote,



Chris van Nostrum

The Voice's Bo Berg faces problems with sponsorship because of the small market, so we refuse small bands, though we did recently go with new act Lenny Kravitz." Baudecroix aims for about five concerts a month.

Ziggy Hoga, assistant programme director at private local Radio F in Nuremberg, says West Germany is Europe's largest touring market and sponsorship is growing rapidly. "Promoters come in and offer shows to us, with ticket sales starting two or three months in advance. Record companies also take paid-for spots



BBC Radio 1's Roger Lewis says the UK licence fee is the best rock & roll ticket in the world.

and we have the usual billboards on the hall and interviews on air with artists before a show," he says.

Competition for deals

Carlos Finaly at the network in Spain says having a good relationship with promoters, such as Gay Merceder and Pino Saggiocco, is not enough to guarantee him concerts. "Rival network SER strips its way through record companies trying to set up sponsorship deals," he says. "I cannot better the size of the SER audience so am going to have to use cash to get the deal, though I'm not fighting them."

Verschuor has dealt with promoter Leon Ramakers at Mojo Concerts for 13 years. "Sometimes he calls, sometimes I do. I also deal with promoter Herman Schueremans in Belgium for the Torhout Werchter festival. VARA did a deal with Belgian state broadcaster BRT for the show.

"VARA, which has always been involved in concerts, has no problems getting free tickets to give away. There is a very good listener response." Verschuor claims the success of Rolling Stones back catalogue is proof that radio is still maintaining interest in concerts: "Our presenters gave the date of the show and then played old Stones material."

Last year, NRJ had an agreement with Coca-Cola under which the station logo appeared on every can sold in France. Baudecroix believes sponsorship is a large part of acquiring an image. "It is," he says, "an excuse to take a magazine advertisement saying 'NRJ is proud to present...'. Otherwise we would just have to take a page and say 'We are NRJ. We are the best.'"

For the Bowie sponsorship, Berg ran a 30-second trailer followed by one of the singer's records. "We've also been involved

Beach Boys: Problem Child
A/L Moron: Foolery
Jay Little: Lenny - Sorrow
Meador: You're On My Mind
Cisla: La Danz - Come Back
Meador: Baby's Born
Sue's: Once Upon A Winter
Winkler: Kiss - My Girl
Basis: Baby's Born
A/D
Marty Cary: Vision of Love
New: Get To Be Me
Something
John: Jesus: Save Old Lady
Whispers: Innocent

SUD RADIO - Toulouse
Maria Ange Rog - Prog. Dir.

PP French: Wonderful
Meador: Baby's Born
Marty Cary: Vision of Love
New: Get To Be Me
Something
John: Jesus: Save Old Lady
Whispers: Innocent
Almanah Hyles: Black Velvet
Lynch: Lorraine: Rue Fontaine
Hernan Garcia: My Girl

RADIO RENAISSANCE - Mannheim
Markus Wald - Music: Dir.

AD Mariah Carey: Vision of Love
AD Jackle Uray: White & Black
Craig McLaughlin: Mona
AD Peter: Sings: Close to You
Cisla: The Chimes: True Love

HIT RADIO NY - Newburg
Criti Yaman - Prog. Dir.

PP Redbone: Brownie
AD DNA: Suzanne Vega: Tom's Diner
Seg O/Sanki: Don't Play My
F - Express: Nothing to Lose
Precca: Theres in The Temple
Chocolate: Ritmo De La Noche

RADIO XANADU - Munich
Armin Kraemer - Head of Music

AD Jackle Uray: Time To Get Loud
AD New Kids OTT: Black Snap
By Ferguson: Attraction: Walking
Roses: I'm Not That Kind
Cisla: Stop Fallin' My Girl
LP Lene Lane

SCHWARZBLAU RADIO - Freiburg
Udo Jurek - Head of Music

Playlist Top 10:
Udo Jurek: Summer Rain
Madonna: Happy Junky
New Kids OTT: Black Snap
By Ferguson: Attraction: Walking
Roses: I'm Not That Kind
Cisla: Stop Fallin' My Girl
Simpson: We Love To Love
You: Heart Of The City
Sealed O'Connor: The Emperor
The New Kids OTT: Black Snap
Dusty Springfield: Remembering

OK RADIO - Hamburg
John De Graf - DJ/Prog.

PP Jan Bon Jovi: Blaze Of Glory
AD Michael: Nowhere In This
Country
Jan: Can't Stop Fallin' My Girl
John De Graf: Nothing But The Best
Jackie Chan: Can't Stop Fallin' My Girl
John: Jesus: Save Old Lady
John: Jesus: Save Old Lady

RADIO 7.0 - Bad Mergentheim
Thomas Teschner - Head of Music

PP Vision: Feelers: Far From The
Adre: This Time I'm In The
Country
Gloria Estefan: Can't Buy
Boots with My Diamonds: The Right
Boys

RADIO 8411 - Saarbrücken
Adam Salha - Prog. Dir.

PP Duran Duran: Violence Of
The Senses: Make You Sweat
Cisla: Peace & Thieves: One
How
AD The Juste: Baby's Tonight
Pasos

RADIO 9 - Bamberg
Thomas Teschner - Head of Music

PP Vision: Feelers: Far From The
Adre: This Time I'm In The
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Gloria Estefan: Can't Buy
Boots with My Diamonds: The Right
Boys

RADIO 12 - Bamberg
Thomas Teschner - Head of Music

PP Vision: Feelers: Far From The
Adre: This Time I'm In The
Country
Gloria Estefan: Can't Buy
Boots with My Diamonds: The Right
Boys

Almanah Hyles: Black Velvet
Midnight Oil: Forgotten Years
Gloria Estefan: Can't Buy
Kiss: Fro: Kiss

SUD RADIO - Toulouse
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PP French: Wonderful
Meador: Baby's Born
Marty Cary: Vision of Love
New: Get To Be Me
Something
John: Jesus: Save Old Lady
Whispers: Innocent
Almanah Hyles: Black Velvet
Lynch: Lorraine: Rue Fontaine
Hernan Garcia: My Girl

FUN RADIO - Paris
J.P. Millet - Prog. Dir.

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Boots with My Diamonds: The Right
Boys

Chocolate: Ritmo De La Noche
Pisces: Ritmo De La Noche
Pisces: Ritmo De La Noche
Pisces: Ritmo De La Noche
Pisces: Ritmo De La Noche

BRT - East Flanders
Erin Van Nuyzen & Seneel - Vinyl Top 10

PP French: Wonderful
Meador: Baby's Born
Marty Cary: Vision of Love
New: Get To Be Me
Something
John: Jesus: Save Old Lady
Whispers: Innocent
Almanah Hyles: Black Velvet
Lynch: Lorraine: Rue Fontaine
Hernan Garcia: My Girl

DRS 3 - Basel
Christoph Alspach - Music: Coord.

AD Post Post Modern
Karlens: Plan for
The Like: Time: Ad For Love
Meeks: Vivienne In The Bush
Claviers: Will Nest Die It's
Weig Bob Gadek
Phil Collins: That's Just
Craig McLaughlin: Mona
Chap-Noo: Nothing Compares
To You
Almanah Hyles: Black Velvet
Pat: G. Love: Up to You
Wear
Disc: Party: Let's Party On
Kraftwerk: Electric Blue
Ernesto Ramirez
Bert Weis

COULEUR 3 - Lusane
Gerard Saund - Head of Music

PP Sean: Come On The Emperor
Almanah Hyles: Black Velvet
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SR La Premiere - Geneva
Catherine Colomba - Prog. Director

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A. Binenne - DJ

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Toni Lathouwers - Operations: Mgr.

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Kraftwerk: Electric Blue
Ernesto Ramirez
Bert Weis

Nick Kamen: Oh How Happy
Gary & Carmina

SWITZERLAND

PP Sean: Come On The Emperor
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Pat: G. Love: Up to You
Wear
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Kraftwerk: Electric Blue
Ernesto Ramirez
Bert Weis

Kally: How Was
Technicolor: Round Over
Edo: Storm: Just One
Yankies: I Can't Feel It

POSTERPLAY

PP Sean: Come On The Emperor
Almanah Hyles: Black Velvet
Pat: G. Love: Up to You
Wear
Disc: Party: Let's Party On
Kraftwerk: Electric Blue
Ernesto Ramirez
Bert Weis

SAF RADIO - Stockholm
Andreas Hares - Head of Music

PP Sean: Come On The Emperor
Almanah Hyles: Black Velvet
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Wear
Disc: Party: Let's Party On
Kraftwerk: Electric Blue
Ernesto Ramirez
Bert Weis

RETE 105 - Milan
Alex Popov - Prog. Dir.

PP Sean: Come On The Emperor
Almanah Hyles: Black Velvet
Pat: G. Love: Up to You
Wear
Disc: Party: Let's Party On
Kraftwerk: Electric Blue
Ernesto Ramirez
Bert Weis

SR La Premiere - Geneva
Catherine Colomba - Prog. Director

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Popular FM/CADENA COPE - Madrid
Carlos Fina - Music Director

NORWAY

PP Sean: Come On The Emperor
Almanah Hyles: Black Velvet
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SAF RADIO - Stockholm
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STATION REPORTS

FINLAND

YLE SVENSKA - STUDIO 13
Johan Finné/Wille Wilenius - DJ/Prod.
AD Farbar: Blue Exposed I Don't See Rapcore: Oj Beibi Niklas Stromstedts Om Poisson: Uudistynky Bop Madsona: Hanky Panky

RADIO 1, 91.1 FM - Helsinki

Jouko Linnamaa - Prog. Dir.
AD Madsona: Hanky Panky Paikasteo: Pikakutsut Bad Boys Blue: How I Need You Adrenaline: Kikka Scoree Rozes: On Love Was Not Was: Paps Was A Rapcore: Alannah Myles

RADIO HUSA - Tampere

Piirni Teravainen - Producer
AD Sang: Holding My Heart Lou Seyer: Cool Touch Ian Gillan: Nothing But The Rainey Children: Every Beat Jean-Michel Jarre: Calypso Duran Duran: Violent O!

PORTUGAL

CORREIO DA MANHA - Lisbon

Rui Pez - Prog. Dir.
A List: Prince: Thieves In The Temple Prefab Sprout: Looking For Deflans Desahabados Blow Monkeys: La Panoramia Mariah Carey: Vision Of Love

B List:

Was Not Was: Paps Was A Bob Geldof: Love Or Something A Tribe Called Quest: Bonta

GREECE

WGR JERONIMO GROOVY - Athens

D.J. Marvel - DJ/Prod.
Top 10 playlist:
 Snap: Coogps Up
 Liner: Sending All My Love
 Chances: I Still Haven't Found
 New Kid OTT Block: Step By Beloved: Time After Time
 Medeiros/Brown: She Ain't
 MC Gar & The Real McCoy: It's
 Jason Donovan: Another Night
 Paul Young: On My Own
 MC Hammer: U Can't Touch This
AD Duran Duran: Who's Love
 Lou Loris: Vienna Be

SEVEN X, 98.7 FM - Athens

Apostolos Lazarides - Prod.
Airplay Top 10:
 Madsona: Hanky Panky
 Bruce Hornsby: Across The River
 Santana: Gypsy Woman
 Yaz Con Disco: What A Woman
 Beloved: Time After Time
 New Kids OTT Block: Tonight
 Gary Moore: Still Got The
 Blow Monkeys: Springtime For
 Girl Overboard: The Love We
 Billy Idol: LA Woman

Dance Airplay Top 5:

Snap: Coogps Up
 Was Not Was: Paps Was A
 Harman Walsh: Thinking Of You
 Redbox: Envy
 Guru Josh: Whose Love

POLAND

POLSKIE RADIO 1 & 2 - Warsaw

Bogdan Fabianski - DJ/Prod.
AD Duran Duran: Who's Love O!T
 Wilam Piric: Such A Lonely Night
 2 Sistic: Feet That Beat
 Sakis & Walberg: The Right
 Bananarama: Only Your Love
 Folgersa Garcia: Ain't No
 Tongue 'N Cheek: Holdby
 Mariah Carey: Vision Of Love

TOP 10

Phil Collins: That's Just The
 Way I D & Doc Daze: Get Up And
 Jason Donovan: Rhythm Of The
 Sing: Coogps Up
 MC Hammer: U Can't Touch This
 Gary Moore: Still Got The
 Maxi Priest: Close To You

EUROPE

VOA - Europe

James Braxatoris - Director
Playlist Top 5:
 Mariah Carey: Vision Of Love
 Snap: The Super
 Johnny Gill: Rub You The
 Billy Idol: Cradle Of Love
 James Jackson: Come Back To
 Bruce Hornsby: Across The River
 Disco: Romeo

TV



Heavy Rotation:

CL Adamski: Killer
 Romette: It Must Have Been
 New Kids OTT Block: Step By
 Was Not Was: Paps Was A
 Club Jackson: Hear The Drummer
MC Hammer: U Can't Touch This
 Snap: Coogps Up
 Wendy & Lisa: Spring Out
 Maxi Priest: Close To You
 Medeiros/Brown: She Ain't
 Iggy Pop: Home
 Janet Jackson: Alright
 Phil Collins: That's Just The
 UB40: Wear Your The Ball
 Prince: Thieves In The Temple
 Billy Idol: LA Woman

Active Rotation:

Bob Geldof: Great Song Of
 Blue Pearl: Naked In The
 Boo Ya! Tribe: Psyko Funk
 Mariah Carey: Vision Of Love
 Bananarama: Only Your Love
 Hot House Flowers: I Can See
 Zoak: Kachiboo: Midden
Medium Rotation:
 Gary Moore: Still Got The
 Seven X: Drop Kick
 Jason Donovan: Another Night
 Bruce Hornsby: Across The
 Alannah Myles: Love
Teletextone: Rockin'Over
 Bob & Bruce: Reason
 Poisson: Uudistynky Bop
 The Grid: Frustration
 Z.Z. Top: Doubleback
 Sinead O'Connor: The Emperor's
 New Clothes: Can't Get Enough
 The Soap Dragons: I'm Free
 Jon Bon-Jovi: Blaze Of Glory

UNITED KINGDOM

PROPHETS

POP DOGS

Paul Cianni - Prod.

MC Hammer
 Bombadilla
 HouseOfFunk
 Madsona/Suzanne Vega
 Blue Pearl
 Craig McLachlan
 Yoko Ono
 William Piric: Such A Lonely Night

Breakers:

Redbox: Envy
 Snap: The Super
 Johnny Gill: Rub You The
 Billy Idol: Cradle Of Love
 James Jackson: Come Back To
 Bruce Hornsby: Across The River
 Disco: Romeo

Playout:

Together



BBS/Fuji Network-Noel Gay

Television - Prod.
 Michael McDonald: Take It
 Reggie Phil O'Connell: Time
 Little Caesar: Whole Of The
 Atac Camera: How It Is
 54-46: Oooh Boy
 Margaret White: Escaping
 Everything Loves You-One On One
 Jesus Christ: G.T. G.T. G.T. G.T.

WEST GERMANY



Alexander Hein - Head Of Music

Heavy Rotation:
CL Billy Idol: LA Woman
 Mariah Carey: Vision Of Love
 O.J. La La Luine
 Prince: Thieves In The Temple
 O' Moving Sensitive
Medium Rotation:
 Five Star: Hot Love
 Nick Kamen: Oh How Happy
 Bananarama: Only Your Love
 Betty Boo: Where Are You
 Jon Bon-Jovi: Blaze Of Glory

HIGH

RIAS TV Liz Gutte - Producer

Video Charts - New Entries:
 Gury Josh: Whose Love Is It
 Candy Dulfer: Saxuality
 4Fers: Get To Get
 Bruce Hornsby: Across The River
 MC 100 FT: Jesus: Taz & Out
Video Top 5:
 Die Toten Hosen: Azurro
 Romette: It Must Have Been
 Kylie Minogue: Better The
 MC Hammer: U Can't Touch This
 Was Not Was: Paps Was A
 Bob Geldof: Great Song Of
 Dusty Springfield: Reputation
 Sinead O'Connor: Everything I Wanted
 Billy Idol: Cradle Of Love
 Conspiracy: Every Time You

FRANCE

Gilbert Foucault - Music Co-Ord.

Clip Des Clips:
CL Mecano: Une Femme Avec Une
Force 12:
CL Basia: Cruising For Bruising
 Jean Francis Capoenelle: Vite
 Alain Chamfort: Souris Piquee
 Louis Cheddi: Ou Est Elle
 Phil Collins: Something
 Charlotte Cousture: La Vaghe
 Philippe Lauli: Sanna's Kumbia
 Kirk Maloo: Love Zone
 New Kids OTT Block: Step By
 Les Herosins: DJ: Regardez: Coupe
Force 8:
CL Amos: Voyage A L'Envers
 Benny B: Vous Etes
 Fou's Indolence: Des Fleurs Pour

ST

Poland

TV 1 - Flash

Bogdan Fabianski - Prod.
CL MC Hammer: U Can't Touch This
 Maxi Priest: Close To You
 Sinead O'Connor: The Emperor's
 New Clothes
 Sereia V: Dirty Cash
 New Kids OTT Block: Step By
 Dusty Springfield: Reputation
 Romette: It Must Have Been
 Adamski: Killer
 Snap: Coogps Up
 Gary Moore: Still Got The

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EUROCLIPS

The most aired music video clips
 throughout Europe in the week
 prior to publication.

VIDEO FAVORITE

★
Prince
 Thieves In The Temple
 Paisley Park Productions

VIDEO HITS

New Kids On The Block
 Soap: The Super
Calvin Progression
Was Not Was
 Paps Was A Rolling Stone: Back & With You
MC Hammer
 U Can't Touch This: Fragile Feet
Bananarama
 Only Your Love: O! Factory
Romette
 It Must Have Been: Love - Presents
Glenn Medeiros & Bobby Brown
 She Ain't Worth It: Red Car
Duran Duran
 Violence Of Summer: West
Snap
 Coogps Up: Ice Cream Productions
Maxi Priest
 Close To You: H-Ocean Pictures
Adamski
 Killer: V-CO
Janet Jackson
 Alright: Home Free
Chad Jackson
 Hear The Drummer: Vision Air
Iggy Pop
 Home: Progress

WELLAIRED

Bob Geldof
 The Great Song Of Indifference: Madusa
Mariah Carey
 Vision Of Love: West
UB40
 Wear Your To The Ball: Ime
Wendy & Lisa
 Spring Out: Progress
Phil Collins
 That's Just The Way It Is: FN
Jon Bon Jovi
 Blue Pearl: The Company
Gary Pearl
 Naked In The Rain: Wilded Film
Sinead O'Connor
 The Emperor's New Clothes: O'Henry
Adventures Of Sterne V
 Dirty Cash: Osm Party

Rob de Boer - Prod.
CL London Beat: I've Been
 UB40: The Way You Do The
 Ice Nogger: Hold On
 Prince: Thieves In The Temple
 Gerry Kenney: Move With Die
 MC Hammer: U Can't Touch This

HOLLAND



Rob de Boer - Prod.

CL London Beat: I've Been
 UB40: The Way You Do The
 Ice Nogger: Hold On
 Prince: Thieves In The Temple
 Gerry Kenney: Move With Die
 MC Hammer: U Can't Touch This

BEIJING



Super 10 Jos van Oosterwijk-Prod.

CL DINA/Suzanne Vega: Tom's Diner
 Kid Frost: La Raza
 Craig McLachlan: Mona
 Fleetwood Mac: Skies The Limit
 Medeiros/Brown: She Ain't
 Prince: Thieves In The Temple
 Madsona: Hanky Panky
 MC Hammer: U Can't Touch This
ST Bars Kell: Zell Je Blue
 The Pogues: Ordinary Day

POLAND



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AS FROM 20th AUGUST...



Chrysalis

On The Move