

MUSIC & MEDIA

Choosing The Right Software To Suit Your Programming Needs. **MTM Spotlights Nena.** See pages 8 & 11.

Europe's Music Radio Newsweekly . Volume 9 . Issue 48 . November 28, 1992 . £ 3, US\$ 5, ECU 4



CIAO ITALIA! — Madonna visited Milan on her recent promo tour, during which she dropped in to see the WEA Italy staff. Pictured (l-r) are: TV and radio promotion manager Sandor Mallasz, marketing manager Paolo De Toma, publicity manager Valentina Zucchetti, Madonna, director of promotion Alberto Cusella, MD Massimo Giuliano and sales director Dino Panareo.

Capital's Eyre Heads 'INR4' Network Plans

by Mike McGeever

The UK commercial radio industry is in the early stages of setting up a "network" of mostly syndicated music and news/information programming which will offer national advertising through local stations. Supporters say they hope the concept, dubbed "INR4," will help boost radio's stagnant 2% share of the advertising revenue pie. No decision has been made on whether the venture will be broadcast via satellite or terrestrially.

Capital Radio MD Richard Eyre, who is spearheading the effort, says the logic behind the concept stems from the introduction of national commercial radio

and its impact on the industry. "It [national commercial radio] is a good thing for radio overall because it gives agencies another bite into our medium," he says.

Eyre says something is needed to augment national advertising along with the three national stations, one of which is already on air, while the others are set to start up within the next few years.

"I think INR1 and INR2 together will create a weekly reach which is not necessarily going to satisfy every advertiser's ambition when it comes to a national commercial medium," Eyre comments.

The Capital MD says INR4 will not be an actual network, but

(continues on page 29)

RTL Holds Onto Ratings Lead; Europe 1 Recovers

by Emmanuel Legrand

The major French stations are feeling positive about the September-October 1992 **Mediametrie** ratings. The total radio audience has increased slightly over last year's same period (77.3% against 77.1%), while the majors are on their way to recovery.

Top Five French Networks (Audience Cume %)

| | Apr-Jun | Sep-Oct |
|-----------------|---------|---------|
| RTL (FS) | 18.6 | 18.7 |
| Europe 1 (FS) | 11.1 | 11.6 |
| Fr. Inter (N/T) | 10.7 | 11.0 |
| NRJ (EHR) | 9.7 | 9.3 |
| Fr. Info (N/T) | 8.1 | 8.1 |

Full-service AM net **RTL** remains the undisputed leader for the 11th year with an 18.7% audience cume share, despite losing 0.1 points from the second quarter and 0.8 points over the same period last year. Fellow full-service AM web **Europe 1** jumped 0.5 points from the second quarter to 11.6%.

EHR net **NRJ** also has lost listeners, but remains the leading FM network with a 9.3% share. NRJ is followed by EHR **Fun Radio** (5.8%), which has increased its audience on the same period last year (4.8%), but lost audience compared to April-June (6.5%). AC FM net **Europe 2** has started to regain some audience (4.5% against 4.3%); and EHR **Skyrock** jumped to 5.5% versus 5.0%.

(continues on page 29)

EMI Belgium Appoints De Clippeleir New GM

by Marc Maes

EMI Music Belgium continues the reorganisation of its operations with the promotion of marketing manager **Dirk de Clippeleir** to GM. The move, effective January 1, 1993, follows the appointment of **Guy Brulez** as **Capitol** VP International in Los Angeles.

The promotion is part of a recent streamlining of EMI Music's operations on the Continent (M&M, October 31) where-

by the French and Benelux regions now report to EMI France president **Gilbert Ohayon**.

Commenting on his appointment, de Clippeleir, 30, says, "I would like to honour Guy Brulez for building EMI Belgium to what it has become today. I'm inheriting a well-structured company. Also, with EMI having such a big national artist roster, it is important to have a Belgian on this post." EMI's local roster

(continues on page 29)

Audio-Visual Products Dropped From GATT Talks

US and EC representatives have tentatively agreed to omit audio-visual products from discussions in the GATT global trade negotiations.

US trade representatives had threatened on November 5 to slap 200% levies on US\$300 million worth of European goods, mostly agricultural products. Initially targeted for taxation, however, were CDs, prerecorded and blank audio tapes and master tapes.

Despite the headlines over the recent complications over

(continues on page 29)

Eastern Europe

SPECIAL

See page 14

No. 1 in EUROPE

European Hit Radio
TASMIN ARCHER
Sleeping Satellite
(EMI)

Eurochart Hot 100
BOYZ II MEN
End Of The Road
(Motown)

European Top 100 Albums
ABBA
Gold - Greatest Hits
(Polar)

TALENT AWARD '92

SONY UX-S



HOT GERMAN TALENT!!!

See page 9.

love v. 1. adore, adulate, be attached to, be in love with, cherish, dote on, have affection for, hold dear, idolize, prize, think the world of...

LIONEL RICHIE

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FRANCE
PLATINUM

DENMARK
PLATINUM

ITALY
PLATINUM

NEW ZEALAND
DOUBLE PLATINUM

HONG KONG
TRIPLE PLATINUM

AUSTRALIA
DOUBLE PLATINUM

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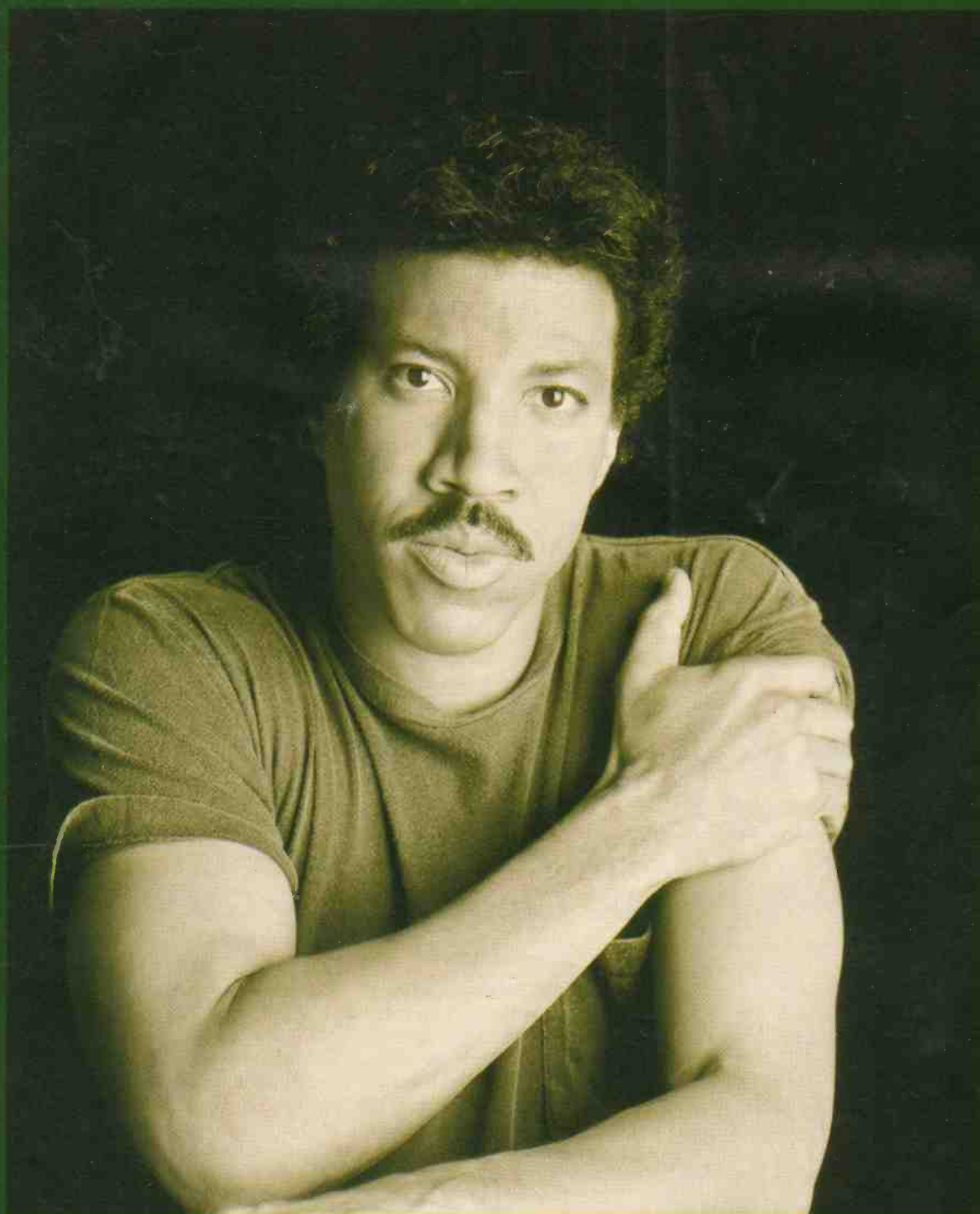
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PLATINUM

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SWITZERLAND
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HOLLAND
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'LOVE, OH LOVE'

THE NEW SINGLE FROM THE MULTI PLATINUM ALBUM

Back To Front

GIVE MORE LOVE THIS CHRISTMAS



Major Changes Expected In Munich Private Radio

by Miranda Watson

GERMANY Big changes in Munich's private radio scene are planned for next year. At a meeting of the **Bavarian Media Authority BLM** two weeks ago to decide the future of Munich's private radio, it was proposed to have six frequencies instead of the current five and to set up a broadcasting centre with four out of the five existing private radio stations.

The BLM meeting was called to discuss the reallocation of licences for the city's five private stations: **Radio Gong 2000**, **Charivari Radio**, **Radio Xanadu**, **Radio Arabella** (together with **Jazz-Welle Plus**) and **89 Hit FM**, which all expire this year. The licences could be reissued for a period of up to eight years, but the BLM has chosen to extend them for just one year. Some in the Munich radio world claim that this is a deliberate ploy by the BLM to bully stations into going along with the reforms.

BLM says the advantage of having a sixth frequency is that **Radio Arabella**, which currently hands over its evening airtime to **Jazz-Welle Plus**, will be able to broadcast 24 hours a day on its own frequency and **Jazz-Welle Plus** will get more airtime. The new frequency is planned as being 105.2 UHF, which can be received throughout Munich. BLM has also approved the testing of two additional programmes: **Radio Feierwerk** and **Radio Lora**. For lack of a frequency, the stations have been engaged in "telephone radio" for the past

seven years. They will be granted a full licence in one year's time; a seventh frequency is then expected to be established to accommodate them, according to a spokesperson for BLM.

The main reform planned though is the formation of a kind of "super station," a broadcasting centre for **Arabella**, **Gong 2000**, **Charivari** and **Xanadu**. The grouping of these four stations will bring together some of the biggest commercial media companies in the Munich area, namely the Munich daily papers, **Gong Publishing**, the **Holtzbrinck** concern, the Nuremberg telephone book publishers, Bavarian radio investor **Gunther Oschmann** and film trader **Herbert Kloiber**.

BLM says that the grouping of the broadcasters will save money as well as increase the efficiency of the stations. All technical operations will be combined within the centre, while each of the four stations will continue to program independently. This would leave just two stations over: **89 Hit FM** and **Jazz-Welle Plus**. To avoid these stations being squeezed out by the new radio sales house, the BLM says it plans to market all six stations together.

Charivari Radio MD Heinrich Wiedemann says his station is not happy with BLM's decision to extend the private radio licences only for one year. "How can we feel secure with a licence for just one year?," he asks. "I think the BLM should hurry up and issue eight-year licences as soon as possible."

Wiedemann, however, supports the idea of a broadcasting centre. "We think it is necessary here in Munich on a programming, economic and marketing level," he says. "It will help all the stations concerned to save money and become more cost efficient, increase audience reach and produce more sharply formatted radio." Wiedemann says he thinks the proposal should be implemented as soon as possible.

The proposed reforms do not meet the approval of all the stations concerned, however. **Radio Xanadu MD Benny Schnier** says the changes would be disastrous for the Munich market. "Six frequencies here in Munich would be a catastrophe," he predicts. "Another frequency would mean a smaller market and would put pressure on us all."

Schnier says he is not too keen on the idea of the broadcasting centre either. "The BLM likes the idea of grouping all the local frequencies together under one roof, so they can control things more easily," he says. "I don't like the idea of this: One marketing company handling the marketing for all five stations for instance. Also, this proposal has not been made very clear yet, so I can't form more of an opinion."

The next shake-up in the Bavarian radio world will be in the local radio sector, where a decision is to be made shortly about the **Antenne Bayern** situation and whether local and regional stations should get a share of its profits.

Chrysalis Taps Lewis To Rebuild Music Unit

by Mike McGeever

UK **Virgin Music** veteran **Steve Lewis** has been appointed worldwide MD and CEO of a new music division created by the **Chrysalis Group**. The new operation will encompass a new record company, as yet unnamed, which will begin trading next year. It will also include all of Chrysalis Music's publishing activities in Europe and North America, and Chrysalis' interest in the **Hit** label, the **Speaking Book Company**, **Air Edel Associates** and **Wessex Studios**.

Lewis will have an equity stake in the new company and will also retain his current investment in the **Touchwood** label. He has been named to the Chrysalis Group board of directors, and will take up his new position on January 4, 1993. The heads of all companies within the newly formed music

division will report to Lewis, who in turn will report directly to Chrysalis Group chairman **Chris Wright**. The new division will be based at Chrysalis' headquarters in London.

Commenting on his appointment, Lewis says, "I hope to build a record company which is both innovative and exciting, but has at the heart of its philosophy certain timeless values; in particular we will be taking a long-term view of artists' careers."

"Chris and I believe there is a gap in the market for an independent label with this attitude, and we will be making both the emotional and financial commitment to make it work."

Wright adds, "It was always my intention to rebuild Chrysalis Group's recording interests on the solid foundation of our music publishing and related activities. There is nothing I enjoy more than being

in the record business. I want the buzz of finding an artist, making a record and seeing that career develop."

Wright sold the remaining 50% stake in **Chrysalis Records** to **Thorn EMI** last year for US\$62 million, including assumption of debt (M&M, November 30).

Lewis and Wright say they hope to have a core roster of six to 12 artists within a year, with the first release next spring. They will sign a wide spectrum of acts, rather than focus on any one genre. Wright says the company will "search for talent on a worldwide basis."

Lewis, one of the industry's most prominent figures, takes up his new job after 20 years with Virgin, where he was deputy MD of Virgin Records for five years. He was instrumental in launching acts such as **Phil Collins**, **Culture Club**, **Mike Oldfield** and **Simple Minds**.

EUROPE AT A GLANCE

HOLLAND: Harding's Radio 538 Starts Testing

EHR-formatted **Radio 538**, the newest venture of ex-**Radio Veronica** director **Lex Harding**, began test broadcasting its programmes over **Sky's EHR Hit Radio** in mid-November. In a deal with **Sky**, **Radio 538** will acquire some three million Hit Radio cable connections and Hit Radio will go off the air when 538 is awarded its cable licence. The station applied for the licence in early November and hopes to go on air officially in December.

Marlene Edmunds

HOLLAND: Retail Chain Creates Strong Import Muscle

Dutch retail organisation **Rotonde Holdings**—100% owned by entertainment company **Face Holdings** (parent company of **CNR Records**)—has teamed up with Holland's leading record importer **Rigu Sound** to create one of the country's largest recorded music wholesalers. The combined company is claimed to have a total retail turnover of about Dfl 120 million (app. US\$67 million) in 1992, representing more than 10% of the Dutch market. The merger is bad news for the Dutch record industry, already plagued by increasing parallel imports.

MB

NORWAY: In Advance Launches First Label

Oslo ad agency **In Advance** has launched a new record company called **In Advance Entertainment**. Former **PolyGram** and **Grammofon A/S Electra A&R** veteran **Jon Erik Iversen** will also work with the company. The label's first signing is UK rockers **The Fugitives**, who will release their debut album *Fugitivity* on November 25.

Kai Roger Ottesen

ITALY: RAI Orders L100b In Cutbacks

Cuts of L100 billion (app. US\$73 million) to be made at pubcaster **RAI** next year will affect its radio stations, as well as TV channels. **RAI** director general **Gianni Pasquarelli** says programme production funds at regional stations must now be ploughed into news in an attempt to cut costs and improve its regional news service.

David Stansfield

SWEDEN: Local, National Radio Nets To Merge

In addition to programming changes at radio networks **P3** and **P4** (M&M November 21), on January 1, 1993 pubcaster **Sveriges Radio** will merge sister companies **Sveriges Riksradio** (the Swedish national radio company) and **Sveriges Local Radio** (the local radio operations). Reason: to improve programme quality and cut costs. Some 100 jobs will be lost.

Kari Helopaltio

UK: Capital Radio Pre-Tax Profits Fall £1m

Pre-tax profits for **Capital Radio** slipped 9% to £8.8 million (app. US\$5.9 million) for the fiscal year ended September 30, 1992. Turnover at the company, which operates an EHR and a gold service in London, was virtually unchanged at £32.29 million versus £32.54 million last year. **Capital Radio** stock fell three pence on the announcement.

Mike McGeever



MUSIC FOR THERAPY — **Bon Jovi** donated £1.00 from each ticket sold for their Astoria gig to the Nordhoff Robbins Music Therapy charity, and at the end were able to present a cheque for £1,100 to the charity. Pictured (l-r) are: Nordhoff Robbins appeals organiser Audrey Balfour, NR chairman Andrew Miller, artists Tico Torres, Richie Sambora, Jon Bon Jovi, David Bryan, Alec Jon Such and Phonogram MD David Clipsham.

Silvestri To Head New CGD International Department

by David Stansfield

ITALY CGD, the Warner-owned record company with a roster of over 20 domestic acts and artists, has set up a new international department to be headed by former A&R director **Tino Silvestri**. He is being joined by CGD licensing manager **Alda Dury** and another staffer yet to be appointed. **Fabrizio Giannini**, ex-head of A&R for domestic talent at WEA, has taken over as CGD A&R director.

Silvestri says the special department was necessary. "If you only have one artist who releases an album every couple of years there's not too much to do," he says. "But when you have four or five achieving international success you need people and time to work on them."



Tino Silvestri.

"We also have ambitious projects for rock band **Litfiba**, plus artists **Enrico Ruggeri** and **Vinicio Caposella**," he adds.

He says a different approach is needed to develop Italian repertoire in other countries. "It's not the same as UK product, which is easier to understand," he says. "Our partners in other territories don't just need new releases. They have their own acts and artists, so they need somebody from CGD to be there to explain the whole project to them."

Silvestri says he feels well suited to this new globetrotting role. "I've been running the CGD A&R department for the last nine years, so I know its repertoire very well," he says. "I also have five years of experience in international marketing and have built up a lot of contacts."

He stresses that it's not just the company's current artists roster that is important either. "CGD is a bit different to other firms," he comments. "We have a catalogue of over 3,000 titles and have requests from territories like South Africa or Japan to re-compile albums by artists such as **Gianni Bella** or **Missimo Ranieri**. We're not just exploiting one or two artists on a few markets. Through the administration of the CGD catalogue we are doing business in 42 countries."

Silvestri lists CGD artists **Umberto Tozzi** and **Paolo Conte** as two who have already achieved crossover success. For the first time in 10 years major artist **Adriano Celentano** has made himself available to promote his new album on the European market, he says, and the artist **Raf** will be a major 1993 priority in 10 countries including the US.

Jazz Festival Draws Media Attention

by Anna Marie de la Fuente

SPAIN The month-long XIII Jazz Festival in Madrid, from October 25 to November 26, is receiving unprecedented media coverage this year.

Private EHR net **Cadena 100** has a station on site to broadcast live concerts, while TV pubcaster **TVE** aired six of the 30 concerts, offering free spots in exchange for broadcasting rights. *El Mundo* newspaper also signed a barter deal, whereby its logo figured in all promotional material and TV ad spots in exchange for ad space coverage.

Says **Enrique Calabuig**, MD of the festival's private promoter, **CP**, "This is strictly a private investment effort, and it's been the most daring and most extensive festival ever. As important as Montreux."

Cadena 100 associate PD **Carlos Finaly** says the concerts were aired during the network's

optional local time slot of 21:00-22:00, where each station chooses to broadcast its own local programmes. He adds that the festival had been very well received by the public, although, apart from the **Miles Davis Tribute Concert** and the **Duke Ellington Orchestra**, the more commercial acts had been most popular.

The festival includes veteran artists **Etta James** and the **Roots band**, **B.B. King**, **Nina Simone**, **George Coleman Quartet**, **Kenny Garret Sextet**, **Delfeayo Marsalis** and bands **Manhattan Transfer**, **Blood, Sweat and Tears** and **Emerson, Lake and Palmer**. The latter part of the festival featured new age artists **Michael Nyman**, **Wim Mertens** and **John Cale** among others as well as jazz/rap alternatives such as **Ronny Jordan**. Referring to future plans for artist line-ups, Calabuig commented, "We hope to include some African acts next year."



AN AWARD FOR YOUR MAJESTY — Dutch comedian Paul de Leeuw received the first copy of his new album "Van U Wil Ik Zingen" (I Want To Sing About You) on October 31, handed to him by none other than Father Christmas. Spony Music Holland also took the opportunity to award him with a gold disc for his previous album "For Your Majesty." Pictured (l-r) are: Sony Music Holland senior VP European region Richard Denekamp, marketing manager Gerard Rutte, creative services manager Joyce van Pelt, de Leeuw and project coordinator Marcel van Rooyen.

Radio Awaits 6th Diamond Awards

by Marc Maes

BELGIUM The Diamond Awards resume on November 26-28 in Antwerp after a one-year sabbatical. Originally conceived as a one-week multi-media event with live concerts, TV recordings, award ceremonies, interview sessions and industry seminars, the event has now slimmed down to three days of concerts and appearances in the city's Sportpaleis.

This year's sixth edition (organised by **City 7**) features a "Las Vegas" night with live appearances by the **Four Tops**, **Donna Summer** and **Barry White**; a Diamond Awards TV show on November 27, with artists such as **London Beat**, the **Christians**, **Bananarama**, **Beckie**

Bell and Belgians **The Dinky Toys**, **Blue Blot** and **Mama's Jasje**. A live November 28 '50s-'60s show will also be featured, with headliners **Little Richard**, **Chuck Berry** and **Jerry Lee Lewis**, as well as **Bobby Vee**, **Lloyd Price** and **Little Eva**.

The three days will be recorded by pubcaster **BRTN TV** for later broadcast purposes. Both the BRTN's **Radio Donna** and **Radio 21** (French-language RTBF) will be supporting the festival.

The November 28 show will be hosted by BRTN radio personality **Guy Depré**, while Radio Donna producer **Mark Pinte** adds that the station will have three days of live broadcasts, interviews and spotlights on the performing artists.

Tarsem Attends Launch Of New Video Encyclopedia

by Kari Helopaltio

FINLAND Some 30,000 to 40,000 music videos have been released worldwide, according to a newly released encyclopedia of music video "Sahkoiset Uudet" (Electric Dreams).

Special guest at the launch of the book, held at Finnish publishing house **VAPK Kustannus**, was Indian-born video and film director **Tarsem**, 32, best known for his MTV-award-winning video for *Losing My Religion* by **R.E.M.**, and the much acclaimed *Levi's "The Swimmer"* TV ad.

Tarsem addressed some 400

journalists and record and video business personnel at a new press conference, and gave interviews for local radio, TV and press. "I don't believe in making notes and sketches," he commented on his method of working, "because once I get to work things change fast and what I see and feel becomes the main factor."

The 350-page encyclopedia, is hailed as the next authoritative reference book since "The Rolling Stone Book of Music Video" by **Michael Shore**, and, at US\$35, comes complete with a 45-minute video cassette featuring video excerpts and an interview with Tarsem.

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EMI Absorbs Publishing Arm Editions Virgin Musique

by Emmanuel Legrand

FRANCE The effects of the EMI acquisition of Virgin are beginning to show, and the Virgin publishing arm Editions Virgin Musique has been folded into EMI's.

Editions Virgin Musique has been one of the most active publishing companies in France, with a strong local catalogue which includes **Negresses Vertes**, **Rita Mitsouko**, **Khaled**, **Mano Negra**, **Liane Foly** and **Manu Dibango**, developed under the management of **Emmanuel de Buret**, who is now president of **Virgin Records France**.

Comments **EMI Music Publishing** president **Olivier Huret**, "The two companies are going to remain separate from a legal and artistic point of view, each with a specific team; but we are merging the management and administrative departments. The Virgin computer system will soon be transferred to EMI's."

For the moment, both systems operate in parallel. Huret maintains that with the combined catalogues, EMI-Virgin, "Offers one of the best choices in the market. Virgin Music had a relatively small national and

international catalogue, but most of its 25,000 copyrights are active, as most of their signings are recent. The two catalogues are complementary."

The new combined structure will have a turnover of Frf180 million (app. US\$33 million), says Huret, close to that of the leading company **Warner/Chappell**, and will employ 25 people. Huret estimates that with the two catalogues, EMI-Virgin will publish around 30% of the singles and the albums charted in France. "That's 15% to 20% more than any of our competitors," comments Huret.

He says that three out of the 10 Virgin Music staffers will remain in the new structure. **Marc Thonon**, who was Virgin Music A&R director and responsible for daily decisions, moved to **Barclay**. Staying within EMI are **Elena Norbedo** (A&R) and **Elisabeth Cornaton**, who will be in charge of the financial and copyright checking departments for both catalogues.

Huret has hired **Fabrice Benoit**, who previously worked for subscription channel **Canal Plus**, to be in charge of the Virgin local catalogue. Meanwhile, **Virgin Sound**, the department

specialised in music soundtracks, has been folded. Instead, he says he is going to put more emphasis on a synchronized department developing both catalogues.

Huret says that his priority for the moment is "to meet with all the artists signed to the Virgin catalogue, explain what we are planning, and answer all their questions. If problems arise, we'll try to solve them. Even if there is a change in management, the contracts remain. It's a fact that has to be taken into account. I know it is not easy to work with artists you haven't signed, but I think we have strong elements that can interest them. I am not ashamed of the work we have been doing at EMI these past years. It's up to me to convince the artists and build a relationship with them. Besides, the Virgin artists have a lot of international potential and EMI can bring them an international network that Virgin didn't have."

For the future, Huret says he plans to have "an active policy of signing French acts and developing a local catalogue. Our turnover is currently 80% of international origin. My ambition is to get a better balance between the local and international catalogue."



CONGRATULATIONS TO COCKER — Joe Cocker, who has just released his *Best Of* album, was recently presented with a platinum disc by EMI Germany for sales of over 500,000 copies of his previous album "Night Calls." Pictured (l-r) are: EMI Germany divisional MD Erwin Bach, Cocker and EMI Electrola President Helmut Fest.

Neigel Is First Act On Rooster Roster

by Miranda Watson

GERMANY The recently launched **Red Rooster Records**, formed by **BMG** and **Peter Maffay**, has signed its first artist—female rock/pop artist **Jule Neigel**. **Franz von Auersperg** left **BMG Ariola/Hamburg** in June to become MD of the label.



Jule Neigel

Red Rooster now holds the worldwide rights to Neigel, who is to release six albums with the company under her new contract. Comments **Auersperg**, "It's very exciting for us to have signed Neigel against major competition. I think she decided to sign with us because she feels at home here and we have a real understanding of what she wants."

Rooster will handle production, A&R, marketing and promotion for Neigel, while **BMG Munich** will take care of distribution. Neigel, previously with **Intercord**, first shot to fame

four years ago with the single *Schatten An Der Wand*. She has since released three albums, all of which have sold between 150,000 and 200,000 copies. She is still contractually obliged to release one more album with **Intercord**, due out early 1993. **Auersperg** says he expects Neigel to release her first album on the **Red Rooster** label by the end of 1993 or early 1994.

Red Rooster also confirms that rock legends **Deep Purple** will be recording their new album at the **Red Rooster** studios in **Tützing**, near **Munich**.

Public P3 Grabs Local Listeners

by Kai Roger Ottesen

DENMARK **Pubcaster Radio Denmark's** hit radio outlet **P3** has become one of the most appealing stations to young audiences in Denmark, according to in house ratings released on October 29.

The survey shows **P3** with a 40% audience share, compared to classic formatted **P2's** 35% and news/talk **P1's** 12%. A recent **Gallup Survey** showed a general slump in listener figures for key outlets such as **EHR**-formatted

The Voice/Copenhagen, **Odense**, **Hot AC Radio Uptown/Copenhagen** and an increase for **AC/AOR Radio ABC/Ost Jylland** (**M&M**, November 21).

Gallup head of research **Christian Arnaa**, who had expected these drops, says, "Younger listeners are tuning in to **P3** instead of the locals. Formerly aimed at adults, it moved to another frequency on January 1 and switched to a younger profile."

The **Voice PD Lars Kjaer** says station power and reception

might have been a key factor in the ratings. "P3 broadcasts on 3,000 watts, while the local stations broadcast with six. It's easier to listen to **Radio Denmark** in the car and on cable nationwide, while the local stations are only allowed to be on cable in the licence area. It's no wonder **P3** gets more listeners."

Kjaer calls some of the results in the **Gallup** survey "strange," adding, "Low-quality stations are gaining listeners, while quality stations like **Radio Uptown** and **The Voice** are going down." The **Voice** plans to implement its own diary-based monthly survey, starting from next year, he says.

Radio ABC was one of the positive surprises in the survey. **Arnaa** says its success can be attributed to the work put in by programme controller **Stig Hartvig Nielsen**. "He has done it before; he made **Radio Viborg** the number one station. The man is a genius. **Radio ABC** also has three outlets in Denmark, two of which opened this year."

Adds **Hartvig Nielsen**, "It's just a matter of making local programmes for our listeners. We haven't had any special marketing campaigns."

Clouseau Announces Club Tour In Germany

by Marc Maes

BELGIUM Following successful concerts as opener for **Roxette's** German dates in cities such as **Berlin**, **Bielefeld**, **Stuttgart** and **Dortmund**, Belgian band **Clouseau** is now taking its music to the clubs.

As from **November 22**, the band will visit smaller venues in **Cologne**, **Hamburg**, **Berlin**, **Beilefeld**, **Erlangen** and **Frankfurt**. The shows will be promoted by concert promoters **Mama Concerts & Rau**.

Says **EMI** international

manager **Benelux** repertoire **Danny Friedrichs**, "The English language *Close Encounters* single entered the **Top 20** in Germany and both *Anna* and *Louise* achieved good air play. We think the band has established a firm basis for a future in Germany."

Friedrichs adds that **EMI** has released a new version of *Nathalie*, plus "official live bootleg" versions from other *Close Encounters* album titles, recorded live during the **Roxette "Joyride"** tour in **Berlin** and **Budapest**.

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Erik de Zwart Stefan Cockmartin

and Carlos Godo Valls, who become MD, assistant director general and councillor/board member respectively.

■ **UK:** Ronald Guerts has been appointed marketing director of Sony Classical, reporting to Elmar Lindmann in Hamburg.

■ **UK:** Virgin Records UK commercial director Charlie Diamond replaces International MD Jon Webster, who is leaving to pursue a free-lance career. Meanwhile, Thorn EMI has confirmed that Simon Draper, chairman of the Virgin Music Group, is leaving in the near future.

■ **SPAIN:** Rafael Jimenez de Parga, Manuel Martin Ferrand and Javier Gimeno have been dropped from the board of Radio de Galicia, owned 50% by Antena 3, following Antena 3's administrative board changes. They have been replaced on the board by Juan Maria Sainz Munoz, Alfonso Cavalle Sese

■ **SPAIN:** Beito Rubido Ramonde, director of the La Coruna Radio 80, was named regional director of Antena 3 radio for the northern province of Galicia.

■ **HOLLAND:** Erik de Zwart, DJ at EHR broadcaster Veronica has been appointed PD at Sky Radio and Hit Radio.

■ **BELGIUM:** Stefan Cockmartin, marketing manager with BMG Ariola Belgium, has left his position there to pursue other business interests.

■ **GERMANY:** Dieter Iensiedler, 40, former head of marketing at BMG Ariola, has been appointed director/general manager of EMI Electrola's newly-established Strategic Marketing Business Unit.

Send all information on appointments and staff changes, plus photos, to Julia Sullivan at the Music and Media offices.

Since 1987, when the Greek government allowed private stations to operate, 62 local stations have been launched in Athens alone. This proliferation has caused problems, according to Elias Xynopoulos programme director at Athens-based commercial station Antenna 97.1 FM Stereo.

"Anyone can own a radio station now, but many don't follow the rules of the market," he comments. "We are forced to be very commercial and competitive and that's not good for radio. Many of the small stations will close down within the next three years."

With a national audience share of 19.5%, Antenna 97.1 FM Stereo is Greece's second most listened-to station. It captured around 30% of the national advertising market, which equals the share enjoyed by the country's lead station Sky 100.4 FM Stereo, according to Xynopoulos.

Antenna 97.1 FM Stereo programmes news and information in its morning slot from 07.00-14.00. From then on there is music, with Greek artists accounting for 75% of the playlist and international product 25%. The station has changed its format since it launched in May 1987. "We originally targeted a young audience with music programmes dominated by international talent," says Xynopoulos. "Our ratings were slipping and we were forced to change our policies. Our main target is now 25 to 54 year-olds."

The station's main competitor, Sky 100.4 FM Stereo,

programmes an all-news format, as news is very important in Greece says Xynopoulos. "We've increased our own commitment to news without losing faith with our listeners. We've retained music and when the world is a quieter place once more we'll go back to programming even more."

Antenna 97.1 buys in the UK programme Rock Over London and Capital Radio's "Rock Chart." It aired the "Freddie Mercury Memorial Concert" and Elton

John's recent Wembley gig and backed up both events with a week dedicated to each act and artist. Xynopoulos admits that unexpected problems can arise with scheduled concerts. "We had some great things to do with Michael Jackson, but his concert in the Olympic Stadium Athens was cancelled."

The station programmes most international music on the weekends when young people are not at school. But Greek music is also becoming increasingly popular with a younger audience, a trend which surprises Xynopoulos. "That's why we decided to playlist more," he explains. "The bulk of our listeners may be between 25 and 54 but we are not about to forget kids when it comes to music."

Xynopoulos, 38, worked at Greece's pubcaster station ERA as soon as he left college. He later spent short spells at the BBC and stations in the US, and joined Antenna 97.1 as a DJ when it launched in 1987. He was later promoted to programme director.

David Stansfield

Programmer Of The Week



Elias Xynopoulos
PD
Antenna 97.1 FM
Greece

Sautter Applauds New Concentration Law

by Emmanuel Legrand

Remi Sautter, VP/GM of CLT-owned leading radio station in France RTL, took over from RMC's MD Jean-Noel Tassez as president of the private generalist syndication group SRGP, created a year ago, which regroups the three national commercial radio stations RTL, Europe 1 and RMC. These full-service stations command over 35% of the total radio audience in France, and more than half of the total radio advertising revenues.

M&M: Will your arrival at SRGP mean a change in policy?
RS: Not at all. I will continue to implement the strategy decided by the three members of the group, detailed in the white paper we presented last year to the CSA. Our main concern was advertising on pubcaster Radio France. Now that this fight has been won, our priorities include the new communications law—which we wholly support—and Europe. I would really like give more strength to the newly-formed European Radio Association.

M&M: What are, in your view, the positive changes announced in the new communication law?
RS: First of all, the modification of the anti-concentration ceiling. Until now, a national broadcaster

couldn't own a second network reaching more than 15 million potential listeners. That is why CLT was blocked in the expansion of the Maximum network. The SRGP pleaded for a measure which would allow any group to own directly up to 100% of two national networks and an unlimited number of minority partnerships. The government has chosen the system of a maximum potential reach of 100 million inhabitants by the total number of stations in each group. Other positive aspects of this law include the simplified bidding methods for frequencies and the fact that the CSA will publish the map of available frequencies for the region concerned before the call-for-offer. We also view positively the fact that the CSA has to take into account the economic viability of bidders before granting a frequency licence. In other words, if 10 potential frequencies are available in one city, the CSA might just grant five, or six stations if it believes the market can sustain no more than this number of stations.

M&M: Are there any points that are missing in this law that you would have liked to see?

RS: One thing missing is a reform of the system under which fre-

quencies are granted to Radio France. We want Radio France to be part of the process of each call-for-frequency rather than being treated separately. We also want it to justify its programme proposals. We want a renewal of the map of frequencies allocated to Radio France, because we feel that the public broadcaster benefits from a huge amount of frequencies for historical reasons—they were the only ones to use

FM frequencies during the monopoly years. In some cities, the same programme from Radio France can be heard on two or three different frequencies.

M&M: Are you asking the CSA for a priority treatment for historical reasons, as you have been operating already for years in France?

RS: Absolutely not. We don't consider that our historical background give us the right to any privilege. On the other hand, we are tired of hearing that for some historical reason to do with the areas covered by our AM transmitters, RTL, and Europe 1 should be confined to the North of France and RMC to the South.

We think we should be allowed to have frequencies anywhere.

M&M: Is there really a solidarity between the three members of the SRGP on this issue? RMC was less than happy to see the other two going South and compete with its programme!

RS: There is a solidarity on the basic principal of reciprocity. For example we have agreed that RMC could have a frequency in Paris. RMC can apply for frequencies in all the northern cities and neither RTL, nor Europe 1 is opposed to that. Meanwhile, RMC accepts that we can apply for frequencies in the South. There is a strong tradition of competition between our stations. The SRGP was not created to kill or slow down the competition between its members. It was created to fight for common interests to all these stations.

M&M: What is your opinion regarding companies that acquire either a full network or independent stations?

RS: There is nothing scandalous in that, providing it is done according to the regulations. When we merged Metropolis and Maximum and brought in a new partner, SER, I remember that we

had to make a lot of commitments to the CSA. I just wish that those who want to acquire other networks will be scrutinised the way we were.

M&M: Do you think that CSA handles the radio situation correctly?

RS: I think that there is a real progress. All the different regulation bodies France has had over these past ten years have done a lot of work and a lot of things have been improved. The CNCL, before the CSA, set up the first rules under which frequencies were granted. The CSA took this over and added new elements such as the CTRs, the bodies ruling airwaves at a local level, and Communiqué 34.

However, this is not enough and I think that the CSA is conscious of it. The CSA has adopted a way of working with radio which is different from its policy with television in the sense that it has tried to be a real regulatory body. Each time it has had room for action, it has used it to set rules without waiting for approval from the government. I still believe that the CSA gives far too many authorisations and is too lenient in controlling stations once the authorisation is granted.

Emmanuel Legrand

ARTIST

MUSIC & MEDIA'S



PROFILE

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DEACON

BLUE



After 2.5 million album sales in the UK,
the first single from their forthcoming album,
produced by Steve Osborne and Paul Oakenfold.

COLUMBIA

A MUSIC & MEDIA ADVERTISING SUPPLEMENT



Marketing The Music

Nena Takes European Market Step By Step

Translations of continental European hits into English can turn local heroes into world stars. And then...? Does that mean that an artist should completely switch to English-language repertoire, simply because it worked once? German singer Nena, who struck it big worldwide with 99 Red Balloons (99 Luft Ballons), has chosen the "Zucchero way." On her new album "Bongo Girl" she recorded three tracks in English for the international market and the rest is in German for the domestic market. Once Sony Music has re-established her first at home, crossborder exploitation is next.



by Robbert Tilli

GERMANY Cashing in on international success by recording an album completely in English is nonsense in the eyes of Bernd Reisig, Nena's manager. "Don't forget she had her greatest success with German songs." He points out that band, management and record company Sony Music Germany take it step by step. The new album *Bongo Girl* was pre-tasted in September with a typical "German Nena" power pop single *Manchmal Ist Ein Tag*.

According to Sony Music Germany product manager Klaus Pomykaj the first step of the campaign—bringing Nena back to her original fans in the GSA—worked out fine.

"We felt that would be the best start for the album. We secured many TV shows, and it also became a radio hit. To a lesser extent it was a sales hit too." Further radio spots and billboards across the republic were used to focus the people's attention on Nena's comeback after her maternity leave. The controversial cover photo on the October issue of the German edition of *Max* magazine, showing a body painting of Nena, was also vital in this respect.

Phase two of the campaign looks over the borders of the German speaking countries with the international release of the album—out in the GSA territories from September 28. Adds Reisig, "It is out in the Benelux

already, while we're waiting for release commitments from France, Greece, Spain, Hungary, Portugal and Japan."

Around the new year phase three comes in action with the international release of *Conversation*, the second single (out in Germany on December 1), meant to break the European borders. Nena will sing the English language song—almost a tropical version of the Everly Brothers classic *Love Of The Common People* best-known in Paul Young's rendition—in a special Eurovision broadcast *1 Europe*, to celebrate the "united states of Europe" in 1993. A clip for the single has been filmed in Barbados, where the album was mixed as well in Eddie Grant's Blue Wave studio.

Programmers who want to stick to original Nena should try the pop tune *Mach Dir Keine Sorgen* with one of the best chorusses of the year. Those who want to air another English song should check out *You Don't Have To Cry*, a duet with the writer of this reggae song, Jonny Pazzo. Another good option is the title track with its tribal overtones and heavy percussion.

Nena's return to the front will be backed up by touring, starting with the GSA and Japan in February and March. Concludes Reisig, "An expansion of the tour to more European countries depends on the reaction on the singles."

SHORT TAKES

■ A bold statement by a bald head. Former Hot Chocolate frontman Errol Brown's solo debut *Secret Rendezvous* is now out on East West.

■ EMI has released a Stranglers four CD-box set, entitled *The Old Testament (The United Artists Recordings 1977 - 1982)*, containing songs out of their punk days up to the first out of their next, the more poppy period—roughly from *No More Heroes* to *Golden Brown*.

■ After last year's re-release of Phil Spector's *Christmas Album*, more soulful songs from the rich '60s were to be expected to be scraped from the shelves. What about Motown's *20 Christmas Classics*, featuring Diana Ross, Smokey Robinson and Michael Jackson.

■ Special Warning! Watch out for your head when the new Jean-Jacques Goldman live album *Sur Scène* is thrown on your desks. Just for your personal protection, it is packed in a steel case...

■ The German Metronome label has won the bidding war for the European rights (excluding Scandinavia) on Mega Records pop reggae act Ace Of Base from Sweden—recently spotlighted in M&M's MTM, for occupying the first two slots in the Danish singles chart.

■ For some juke box history help yourself to the *The Singles Collection 1974-1979* by teeny boppers the Rubettes, who still exist and who have a brand new album out as grown ups, called *Riding On A Rainbow* (Aris).

Conte Contemporises Jazz

ITALY One of the iron rules in music is: the higher the artistic level of a work, the lower the ranking in the charts. The Italian singing lawyer Paolo Conte is the exception that proves the rule. Mass and snob appeal go hand in hand. On the one hand he manages to reach the people in the streets with predominantly jazz-tinged music, which is a miracle in itself. On the other hand as a lyricist he enjoys the recognition of the literary fraternity.

Last year he won the prestigious Montale prize for poetry in pop music, named after the one time Nobel prize winner, and at the Sorbonne University in Paris, Conte is regarded as an important modern poet. Find out for yourself; the lyrics of the new album *900* are printed in various translations—English, French, Spanish, German and Dutch.

In 1988 the man with the dark gravelly voice definitively broke through outside his native Italy with the single *Max*, a song which presented Conte's art in a nutshell. Cabaret, Brecht/Weil, and pre-war jazz, those are the main ingredients Conte "contemporised." By touring extensively he found himself a very stable market for his "Euro jazz," especially in France, Germany and Holland. His music works very well in the plush surroundings of the theatres, and

so the new album will be promoted with a lengthy European tour.

You don't have to be a jazz programmer to play a Conte composition. EHR and AC shouldn't miss out on some tracks. The hidden dixieland of *Gong-Oh*—the European single—is an instantly hummable tune. Ragtime pops up on the track *Brillantina Bengalese*, while *Novecento* could be a delayed 3.30-minute soundtrack to the Bertolucci seven-hour motion picture. The elegantly stepping jazzy track *Il Treno Ya* is so light that, if aired, it will lift the programmer into the air as well.

- Signed to CGD.
- Publisher: Sugarmusic/L'Alternativa.
- Manager/producer: R. Fantini/ Bologna.
- New album: *900* released across Europe through Warner Music on October 30. It is at number 6 in the *Musica E Dischi* chart and at number 9 in the *Rai Stereodue* list; in the *European Top 100 Albums* it is at number 68.
- Recorded at Studiottanta, Fortuna/Calliano Monferrato.
- Marketing: TV spots are run on the Berlusconi-owned networks.
- The next half year Conte will be on a European concert tour, performing live in Italy, Germany, Austria, Holland, Belgium and France.

Go West Back In Shape

UK Out of sight, out of mind. Does this expression apply to Go West? Not so, the blue-eyed soul duo in a Hall & Oates vein may have been lost for quite a while, but suddenly they're to be found back in shape in the upper regions of the UK singles chart with the gospel-styled song *Faithful*, featuring the late Toto drummer Jeff Porcaro.

As album artists the absence took some five years, while their last single hit was registered two years ago. That was *The King Of Wishful Thinking*, recorded for the *Pretty Woman* soundtrack, and now included on the new album *Indian Summer*. That title underlines the fact that the two believe in a second chance. Now the success of the days of *We Close Our Eyes* has somewhat died away, they take another bite of the cherry.

One reason for their longtime absence is that Richard Drummie and Peter Cox are perfectionists who spend a lifetime in the studio, just like another duo—Steely Dan—in the past did. Admits manager John Glover, "These guys work slowly. They wrote 43 songs, of which they only recorded 13 for the album. The thing is we all only like an album as long as we've got the idea that it is really finished. Another reason for the long wait is that the recording sessions had to be interrupted because

of a seven-month promotion for the *Pretty Woman* single in the US." The album, produced partly by their former A&R man Ron Fair, is a gold mine from a publishers point of view. You can imagine the likes of Freddie Jackson and Luther Vandross queuing up for soulful ballads like *Tell Me, The Sun And The Moon* and *What You Won't Do Four Love*, the next single to be released in January.

Glover acknowledges that the two songwriters are very much in demand, "Since the album is available, I get lots of phone calls. Although we can shop around with a lot of songs now, promotion for the album comes first."

- Signed to Chrysalis.
- Publisher: Dodgy/EMI Music.
- Management: Blueprint/London.
- New album: *Indian Summer* released on November 2.
- New single: *Faithful* released on October 5; it peaked at number 12 in the UK, and is still holding at number 78 in the Eurochart.
- Recorded at various studios in LA.
- Producer: Peter Wolf/Ron Fair/Go West/Jon Sass/Donnell Sullivan.
- Marketing: TV ads in the UK.
- In mid February Go West, enlarged to a 10-piece band, goes on a European tour.

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

TALENT

MUSIC & MEDIA'S



PROFILE

TALENT AWARD '92

SONY UX-S



RADIO PROGRAMMERS: If you are interested in receiving this promo CD, please call Inez at Music & Media, tel. (+31) 20.669 1961.

The **Sony UX-S Talent Award 1992** was launched this year under the motto "Don't judge, discover!" with the aim of supporting young talent in Germany and helping new acts enter the music industry.

The awards are supported by **Sony's Recording Media Group, Fachblatt Musik Magazin, Sony Music, Kick Musikverlag, Electrola, Maarweg Studios** and **POPKOMM**. Eight bands were chosen this year for their originality, character, musical and technical ability—**At The Movies** from Frankfurt, **No Harms** from Berlin, **Rude Poets** from Cologne, **Suckspeed** from Hannover, **Tech Ahead** from Aindling and **Eric "IQ" Gray** and **Die Sterne** from Hamburg. The winning bands have all received DM 4.000, free use of the Maarweg studios in Cologne and a free 24-track digital recording. In addition, the bands have also been set up with contacts in record companies, publishers and agencies, given support gigs on major tours and also marketing and promotion support.

The bands are still free for signing, however—**Rude Poets** and **At The Movies** are totally free, **Tech Ahead, Suckspeed** and **No Harms** have all released records but are looking for a major deal, as are **Die Sterne** and **Eric "IQ" Gray**, which have both released records on the independent scene.

A **MUSIC & MEDIA** ADVERTISING SUPPLEMENT



New Releases

SINGLES

THE BLACK CROWES

Hotel Illness - Def American **R/EHR**
 PRODUCER: George Drakoulis
 More music as we haven't heard it played much of late. The fourth single from the Crowes' second effort features more R&B riffing that will have you grooving before you can say Keith Richards.

CHARM

I Love Music - Atlantic **D/EHR**
 PRODUCER: P. Ranzone/B. Fisher/G. Sicard
 This hip house is built according to C&C Music Factory blueprints. Male raps and female choruses are sometimes interrupted by an "Ooh Ooh" quote from '70s disco hit *Get Off* by Foxy.

COUNT BASIC

Jazz In The House - Spray/BMG **D/EHR**
 PRODUCER: Peter Legat
 Kathy Simpson's expressive vocals cascade effortlessly over excellent spacey keyboards with a groove to burn yer Reeboks out. Peter Legat's accomplished guitar flashes in and out, but only the guitar remix does justice to his skills.

DEACON BLUE

Your Town - Columbia **EHR/D**
 PRODUCER: Paul Oakenfold/Steve Osborne
 Visage? Or maybe New Order? Wrong. You won't recognize the fragile Glaswegian pop band—the 12" dance remix under the initials **DB** is beyond belief. Comments **Red Dragon**/Cardiff music librarian **Jonathan Payne**. "I like both Paul Oakenfold and Deacon Blue. The combination is absolutely brilliant. They still manage to catch the song."

JASON DONOVAN

As Time Goes By - Polydor **AC/EHR**
 PRODUCER: Paul Staveley O'Duffy
 Jason croons his way through this *Casablanca* classic accompanied by swish orchestral backing. Not quite Sinatra, but a fair attempt by the versatile Mr. Donovan.

FISH

Hold Your Head Up - Polydor **R/EHR**
 PRODUCER: James Cassidy
 The first single from his covers album, *Songs From The Mirror*, due for release on January 25, is an almost identical remake of the 1972 **Argent** classic.

BRIAN MAY

Back To The Light - Parlophone **R/EHR**
 PRODUCER: Brian May/Justin Shirley-Smith
 Her Majesty's most prolific guitarist sees the light at the end of tunnel by plugging in his electric guitar again for a blistering rocker coupled with the re-released *Star Fleet* sessions, the 1983 collectors item.

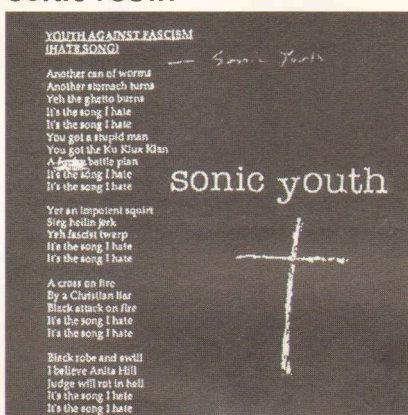
DONELL RUSH

Symphony - ID/Sony Music **D/EHR**
 PRODUCER: Steve "Silk" Hurley
 Rush, last seen on this page with **Body 2 Body's** *Let's Get Intimate*, serves up another cool, sweet vocal dish. The **Brand New Heavies** remix is spot on, injecting enough of that easy jazziness to grab airplay.

SIMPLY RED

Montreux EP - East West **AC**
 PRODUCER: Stewart Levine
 This moody live EP recorded at this year's edition of the Montreux Jazz Festival proves that **Mick Hucknall's** own composition (*Lady Godiva's Room*) easily holds its own among classics such as **Bill Withers's** *Granma's Hands* and **Cole Porter's** *Love For Sale*.

SONIC YOUTH



Youth Against Fascism (Hate Song) - Geffen **A/R/EHR**
 PRODUCER: Butch Vig/Sonic Youth
 The most direct declaration of war against all mindless swastika slaves. Read again the "Labels Up Against Fascism" front cover story in **M&M**, November 14.

THERAPY?

Teethgrinder - A&M **A**
 PRODUCER: Harvey Birrell
 A mouth piece is required for this one. It's a deadly left hook, something like Killing Joke getting a "metallic k.o."

SUZY ANDREWS

Quai De La Sene - Ulysse (France)
 PRODUCER: Raphaël Gimenez-Fauvety
 On deck on a nightboat to Paris. A sailors choir with deep voices backs up a mysterious chanteuse singing a soulful tune on top of a catchy keyboard riff punctuated by a wailing guitar. Already playlisted on **France Inter**. Contact **Elizabeth Blair** at tel (+33) 1.4355 2525; fax: 1.4355 1838.

BRAAM & WOLTERS

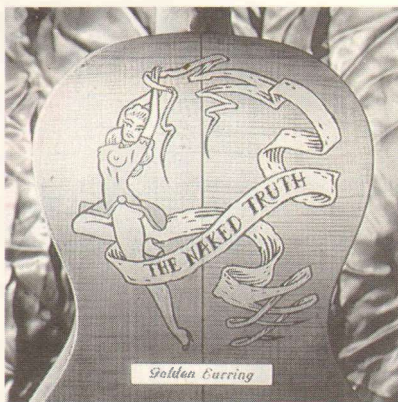
Braam & Wolters - Van (LP) (Holland)
 PRODUCER: Michiel Janssen/Braam/Wolters
 In his "younger days" with **Fatal Flowers**, **Marco Braam** was Holland's best harmony vocalist. Together with **Erwin Wolters** he sits around the campfire for a set of fragile pop songs of which *Take It As It Comes* is the most uplifting. Contact **Bobbie Rossini** at tel: (+31) 35.211 255; fax: 35.212 666.

THE RAGGED BOYS

Rai Rai (Who Are You) - Timbuktu (UK)
 PRODUCER: The Ragged Boys/John Cornfield
 Marshall amps will catch fire with this '70s rock-styled lead track. Time for recuperation will be provided by the sound of a dobro at sunset on the track *Lord I'm Calling*. Contact **Peter Bond** at tel: (+44) 71.436 3371; fax: 71.436 2837.

ALBUMS

GOLDEN EARRING



The Naked Truth - Columbia **R/AC/EHR**
 PRODUCER: John Sonneveld/Golden Earring
 Should the rock fraternity ever have to face a long power cut, it should be now with all these "unplugged" sessions. The reason this Dutch band is so good in playing acoustically is probably that they were already on the scene before Edison invented electricity. Stripped to the bone, their 1973 world hit *Radar Love* still has balls.

K-CREATIVE

Q.E.D. - Talkin' Loud **D/EHR**
 PRODUCER: K-Creative
 It's been puzzling why more Talkin' Loud stuff hasn't invaded the radio charts. After all, accessible jazz dance is storming the clubs like nobody's business. Inject some new blood into your playlist with this posse. Don't be fooled by the clean cut image; these white boys sure know how to

NEW TALENT

THE RATTLEBONES

Lives And Times - No Image (LP) (UK)
 PRODUCER: Richard Willeman
 This album reeks of age old atmosphere, with **Lorna Cumberland** in the role of high priest. Call it "ambient Gaelic" music. Contact tel: (+44) 793.617 487.

ROOTS PIRANHA

Sound Tracks Into Worldmusic - Piranha (LP) (Germany)
 PRODUCER: Various
 Described as "music that stubbornly refuses to tune itself to the regularity of the ruling European 12-tone scale," this is an insightful sampler displaying the best of the Piranha label. From Township jive, to Nubian wedding music to gypsy Balcan music. Contact **Akbar Borokowsky** at tel: (+49) 30.883 6096; fax: 30.882 5069.

UNDER THE INFLUENCE

The Original Versions Of The Songs The Beatles Covered - (LP) Sequel Records (UK)
 PRODUCER: Various
 In their official album career, The Beatles recorded 24 covers, all included on this great package. Supported by some great liner notes, programmers might like to unearth the origins of songs like *Chains* (by **The Cookies**) and *Act Naturally* (**Buck Owens**). Contact **Bob Fisher** at tel: (+44) 71.433 1641; fax: 71.431 4368.

funk it up. *Q.E.D.* ("Question Everything Done") is coolly orchestrated with a strong latin jazz feel, while **V Love's** rap ambles comfortably along. Finger snapping good.

MAXI PRIEST

Fe Real - Ten **D/EHR/AC**
 PRODUCER: Various
 Following 1991's compilation *Best Of Me*, this is the first new collection of material in over two years from reggae's most soulful singer. Even though this album is very much a product of the '90s, he never really strays far from his reggae roots, as is witnessed by *Promises*, *Sublime*, *Amazed Are We* and his current single *Just Wanna Know*. Says **Power RV1 The Black Radio/Turin HOM Paolo Lauri**, "It's good fresh reggae, and it's easily programmable around the clock, even in the mornings."

ROY ORBISON

King Of Hearts - Virgin **AC/EHR**
 PRODUCER: Various
 "The best of the rest," so to speak. The songs that didn't make the late Big O's last album *Mystery Girl* are now to be found on this new CD. That doesn't mean that it is a randomly compiled set. A tragic song like *Wild Hearts Run Out Of Time* is too good for such incriminations. It proves, just like last year's posthumously released album by that other great "singing" singer **Del Shannon**, that Orbison "rocks on!" Meanwhile, after *Drove All Night* and *Crying* (the lovely duet with **k.d. Lang**), *Heartbreak Radio*, the third hit single from this album is on its way.

SHABBA RANKS

X-Tra Naked - Epic **D/EHR**
 PRODUCER: Clifton Dillon/Vivian L. Scott
 "Mr. Loverman" is telling more cocky love rhymes, sometimes assisted by a guest vocalist, like **Johnny Gill** on the single *Slow And Sexy*. *Housecall*, a cross between swing beat and reggae, is a duet with **Maxi Priest**. Together with **Queen Latifah**, the acceptable face of male chauvinism presents us *What 'Cha Gonna Do?*, a kind of follow-up to the Otis Redding and Carla Thomas tête à tête *Tramp*.

THE SAW DOCTORS

All The Way From Tuam - Solid/Warner Music **A/EHR**
 PRODUCER: Phillip Tennant
 Folk with a punk attitude is no longer a novelty. The combination, however, of the well-known folk instrumentation with a twanging guitar in a true Duane Eddy tradition is new. Another difference from other bands in this particular genre is the number of slow songs like *Wake Up Sleeping* and *Midnight Express*. They shift to high gear on the hilarious tune *Hay Wrap*.

SCREAMING TREES

Sweet Oblivion - Epic **A/R**
 PRODUCER: Don Flemming
 What sets Screaming Trees apart from most other members of the Seattle brigade is their finally tuned sense of melody. Let yourself be haunted by tracks like *Butterfly* and *One Knows*. On *More Or Less* they ride the same "crazy horse" like Neil Young. The poor animal gets the spurs on *Shadow Of The Season* and *Nearly Lost You*.

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

RADIO STATION SOFTWARE:

Programmes That Meet Your Stations Needs

As Europe begins to loosen its broadcasting regulations, more and more private stations are launching, rapidly turning the airwaves into a battleground for listeners. Although the success of these new privates depends on several factors, the software selected—assisting managers in everything from music scheduling to accounts receivable—could just make that difference.

Several of the major stations in Europe have found that formatted programming could be an answer to attracting a loyal audience. And keeping this consistency may be easier than it sounds, with the help of computer software created with just this purpose in mind.

Besides music programming, software packages are available to help a station with its accounts and billing, control the placement of advertisements, as well as packages for research and the sales department.

Capital FM/London programme director **Richard Park** says his station is dependent on software for its daily operation. For music programming Capital FM has chosen **Selector**. An in-house network system was created for the sales department.

"You can't really put a price figure on what a station should spend on software," says Park. "It really depends on the requirements and size of your particular station."

Although he acknowledges software is an invaluable addition to a station, Park finds negative points in relying on the software. "Training people how to use the software is, of course, always a hassle and rather time-consuming. In addition, we are constantly calling the company in America concerning bugs in the programme, and support services can be rather annoying."

Park says, however, that all of this is outweighed by the time-saving abilities of such a programme. "This is definitely the number one plus. Such programmes also offer a great amount of convenience."

With the number of private stations increasing, thus creating stiffer competition, Park doesn't see how stations can survive without some type of music programming software. "I would say that it is unwise to set up a 24-hour formatted station without some type of music software. I'm not saying that it should be **Selector**; something like **Colombine** is also good, of course. But stations just getting off the ground, such as the wave of new stations in Eastern Europe, should really invest in software for programming before coming on air."

Europe 2/Paris programme director **Marc Garcia** uses several commercial software programmes at his station. For programming, Europe 2 has chosen **Selector**, and **Songtrack** for music research. The sales department adopted **Radio Pilot**, and the management branch makes use of **Easy** and **Excel**.

Although Garcia is content with his decision in software for music programming and sales, he does see room for improvement. "Selector has one big advantage: It has been thought out by programmers for programmers and that makes it the answer for almost all our needs. On the other hand, it is not adapted enough to French musical programming. For example, the software does not make a distinction between Anglo-Saxon hits and their French versions. Another problem we have to

face is the incompatibility of **Selector** and **Songtrack**."

On **Radio Pilot**, Garcia says that software's main advantage is its data updating capabilities. "It permanently recalculates space availabilities. It also meets all our demands concerning the planning, marketing, administration, statistics, broadcasting and the message service between operators and the airing."

Employees do complain, however, that the software is often not compatible with other programmes.

The decision to buy software before sending a signal depends on the type of station, according to Garcia. "If you are starting up a local station, I don't think buying software is one of the first things you would do. With smaller stations, you don't have so much work that you can't do it yourself. But if you are starting up with national radio, I would say it has more of a priority. It all depends on the structure you have. The first thing to study is whether the software will answer your problems."

RTL 104.6/Berlin PD **Arno Müller** has also decided to use **Selector** for music management, utilizing the **Novell** network, while the sales department is managed by **Dacord** software. For editorial purposes the station uses **R-News/R-Wire** and **Agenda** software. RTL depends on **Digispot** software for digital audio processing/editing and **Audio** file management for on-air use.

"For a first investment," says Müller, "a station should calculate about DM5,000 (app. US\$3,500) per work station/user. To stay updated, I suggest investing DM1,500 every year per work station."

Müller is convinced the biggest difficulty in getting involved with this kind of software is making the systems compatible with each other, but he believes the hassle is worth the result. "First installations of data processing systems always cause problems with regard to user training and adjust-

ing, but these things vanish after a while. The advantages of time saving and more extensive and faster accessibility of data is what remains, which makes it easier to realize creative ideas."

In case of a new installation, he says it is quite important to make sure there is someone around who is able to make all the individual adjustments required by the station.

In Poland, **Radio RMF/Cracow** head of music **Piotr Metz** has already learned the importance of software from his western neighbours. **Radio RMF** uses **Selector** and **Linker**, and is planning to implement **Master Control** in the near future. Metz is hesitant about stating a price stations should be willing to give out for such programmes. "Determin-

ing, but these things vanish after a while. The advantages of time saving and more extensive and faster accessibility of data is what remains, which makes it easier to realize creative ideas."

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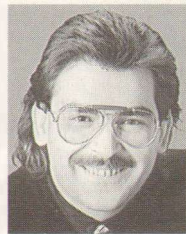
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Marc Garcia



Richard Park



Arno Müller



Piotr Metz

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Majors Take Long-Term View In Eastern Europe

by Machgiel Bakker

The Eastern European record market is quickly gaining in importance. Partly due to strengthened economies and a brighter outlook on copyright legislation and the fight against piracy, the major record companies are stepping up their investments. Particularly in Hungary, the Czech Republic/Slovakia and Poland, Western record companies share enthusiasm, but warn against being over-optimistic.

Hungary is economically the most-advanced market. IFPI figures over 1991 (see table on page 17) show that CD sales jumped by 50% compared to the year before, yet total unit sales dropped 36%. Similar statistics for Poland (significant CD growth; total sales down by 84%) and the Czech Republic/Slovakia (growth for both CD/cassette; overall drop by 28%) demonstrate that despite market potential, short-term return on investment is unlikely.

Unified by taking the long-term view, operating philosophies for the region, however, differ markedly. Whereas both **PolyGram** and **Warner Music** sell finished product to licensees, **BMG Music** and **Sony Music** favour the approach of establishing affiliated companies. **EMI Music**, on the other hand, made a relatively big splash by buying into Budapest-based **Quint** (M&M July 4).

DISCREET COURSE

PolyGram has been trading with Eastern Europe for at least two decades and has steered a discreet course towards the region, cautious not to scare off established contacts.



Allen Davis

Through its Hamburg-based Direct Export office, run by GM **Lothar Steyer**, it has been selling finished product, as well as making second and third-option arrangements with customary licenses. PolyGram Continental Europe president **Allen Davis** says now the time is ripe to set up local subsidiaries. "Through Steyer's office, we've gained a lot of intelligence," says Davis. "But we're not in a hurry. I would rather do it slow than making mistakes. Our philosophy is to establish a presence in as many countries we feel the prospects are good, both in terms of local A&R and in the development of international artists. You have to be a local company, not just for spreading out international talent."

Due to the unstable political and social situation in the area, priorities for PolyGram have been shifting around. However, Hungary is the company's immediate target and Davis confirms he is aiming to have two PolyGram offices open

by next year. "Eventually, we want to establish our own, 100%-owned company and that may or may not start with a joint venture. The main objective at the moment is to get paid and not to hurt any licensees in the process of setting up [own companies]."

AFFILIATED COMPANIES

The most active record company operating in the Eastern European territories is **BMG**. It runs fully owned affiliates in Poland, Hungary and the Czech Republic/Slovakia. The launch of its Budapest-based office, **BMG Music International Service Kft**, on January 1, 1991, made **BMG** the first major global record company to be represented in Eastern Europe.

It has also opened **BMG International Prague**, while on September 1 it launched **BMG Poland**. Following the servicing of local companies, **BMG** stopped selling licenses to third parties on July 1 and is now actively involved in marketing its own repertoire and making the first steps in the build-up of a local roster.

BMG's Eastern European operations are directed by senior VP central Europe **Arnold Bahlmann** and manager European licensees **Michael Braun**. Bahlmann says record companies should be committed to serving the area and to building a strong presence, although never at the expense of the local people. "BMG wants to support national cultures," he says. "But you have to build from the inside with the

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Arnold Bahlmann

local people. Western-style marketing and promotion has not existed before."

What is most needed now, says Bahlmann, is to lobby for copyright protection, to fight piracy and to establish an efficient distribution system. "We should compete for artists, not on distribution," he says. "I would love to set up a joint-venture distribution system, comparable to [Holland-based] RSB."

PolyGram's Davis says he feels Bahlmann's suggestion is "worth investigating. I know of a pirate who has a fleet of 20 trucks serving the market. I can't afford that. So, yes, we should talk together about the non-competitive areas. Relatively, we're all doing business in the same way."

BMG's Braun says it is very important to be actively involved in the marketplace rather than take a "wait and see" stance. "You have to be present in the market," says Braun. "You can't conduct business by just flying in for a few days and cash some easy money. We want to build market share as soon as possible. If you're there early enough, it

gives you the best opportunities. But we don't want to take too much of a risk. So far, we've made a little money out of our operations."

All three affiliates of BMG currently have a staff of approximately five people mainly in the marketing, promotion and A&R fields, whereby financial/administration and distribution expertise is often sought outside. Eventually, Braun aims to have a staff of 10 people.

LOCAL A&R

* In all three markets BMG has moved into local A&R. Of Czech rock band **Mnaga & Zdorp's** second album, BMG has sold some

12,000 copies in the first four weeks following its early October release. Braun is aiming to sell 60-70,000 units in the end (40,000 copies qualifies for gold in the Czech/Slovak market).

Another act BMG has set high hopes on is **Pulnoc** ("Midnight"), a dissident band under the former communist regime, and a favourite of president Vaclav Havel. The band's debut album *City Of Hysteria* will be released on November 24 on the **Arista** label. Another act is **Latvia** ("New Moon"), who will have an album out next year.

On the chances for such talent to be exploited outside, Braun says expectations for A&R managers are very high. "Everything here has been heard before in the West and especially the language barrier is immense. But chances are actually not that bad," he says. "It depends on the product. As studio time is not very expensive here, we have bands making English-language vocal versions of their songs."

BMG has also signed Hungarian pop/rock act **Lu Boros** and is ready to move into Polish music. "If you wanna sign Eastern European acts, go to Poland," says Braun. "It's a big and wild market; very rock and roll. We expect to get great repertoire from Poland and we have four projects lined up at the moment."

(continues on page 17)

The Main Obstacles

The key problems facing Eastern Europe impede short-term developments:

- Rampant piracy, especially in Poland where 95% of product sold is illegally manufactured. Pirated product in Poland is often sold at one-third of the prices charged by the retailers. The efforts by the Polish IFPI group **ZPAV**, headed by **Bianka Kortlan**, to fight piracy have recently begun to bear fruit, and legitimate sales are claimed to have increased by 5%-10% over the last six months.
- Unlicensed CD rental operations, especially in the Czech-Slovak Federal republic, take away some 50% of current CD business.
- Inadequate copyright protection. Although copyright laws are expected to pass parliament by the end of this year, effective enforcement of these laws could take another six months year.
- Underdeveloped distribution/retailing infrastructures and lack of selling skills by record shop personnel.
- The difficulties of converting local currency into foreign money.
- Low living standards and a slow development of the consumer market.
- Political and economic instability.

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(continued from page 15)

FULLY INTEGRATED COMPANY

EMI had to face some stumbling blocks before it could move into Eastern Europe. In 1989, they were close into entering a US\$25 million joint-venture agreement with Hungarian state-owned **Hungaraton**, but the deal fell apart when **Jeno Bors** was suddenly dismissed by the ministry of culture.



Alexis Rotelli

Bors, however, reluctant to sit still, established the private owned **Quint Kft** in 1990 and quickly gained market share. Two years later, the time seemed to be ripe and EMI bought 60% of Quint. Headed by Bors, who reports to EMI

Music development director for Eastern Europe **Tony Salter**, the company employs 20 people. Comments Salter, "[EMI-Quint] has a salesforce, distribution, warehouse, local A&R, the whole works. It is currently the only place where we are intend in making such big commitment."

For the Czech/Slovak market, EMI has made a licensing agreement with **Monitor Records**, a company founded in 1990 and claimed to have a local market share of 20%-27%. Salter is very confident about the deal and calls the relationship one of "a partnership. Monitor is treated as any other EMI company. I intend to make a long-term commitment with them."

The Polish market is still too rough for EMI.

Although licensing its repertoire to **MJM**, Salter has not yet made an ultimate decision. "I'm not in a desperate hurry and not looking for a deal that I'm not 100% sure off," he says. "Poland is a market where the crusaders for legitimacy have to be very strong."

EMI Music Continental Europe president/CEO **Alexis Rotelli** says record companies have to be very patient in dealing with Eastern Europe. "We're still pioneering," he says. "Both for political and economical reasons and the lack of real entrepreneurs, we all have a wait-and-see attitude. But we are [constantly] making an assessment of the market. When we find the right people, we make the move."

EXCLUSIVE LICENSING

Warner Music has not yet moved into Eastern Europe and works with exclusive licensing agreements: **MMC** (Hungary), **Popron** (Czech/Slovak), **Polton** (Poland) and **Kroatia Records** (Kroatia).

Warner Music Austria MD Manfred Lappe says the market is quickly moving forward. "Things are catching up," he says. "It stopped being a supplier market. There is now a bigger variety of product available and you now have to start marketing your records, instead of mere releasing."

Lappe cites a report by the **Media Market Observer** in which a comparison in media

expenditure over the first half of 1992 was made between the Austrian, Hungarian and Czech/Slovak markets.

In Austria, 27% of marketing spenditure went to TV, while daily newspapers earned a 33% share, radio grabbed 12% and the rest was for print. In Hungary, TV dominates with a 62% share, while radio only gets 2% of the advertising pie. In the Czech/Slovak market, the majority (60%) went to the daily newspapers; TV seized 31% and radio 2%.

Based on the report, Lappe says, "Each market demands its own style of marketing. There's not one model that works for all the territories."

Sony Music was the first major record company to employ a full-time staffer in Prague, **Suzanne Smetana** who joined in June 1990. Now operating a small-sized office in Prague, Sony intends to move into Hungary very soon (currently its product is distributed by **Quittner**). Sony Music's Eastern European operations is overseen by business development manager **David Main**.

1991 SALES IN THREE EASTERN EUROPEAN MARKETS

| | CDS | CASSETTES | LPS | TOTAL | RETAIL VALUE |
|--------------|-------------|------------|------------|------------|--------------|
| Czech Slovak | 1.5 (+50%) | 3.7 (+19%) | 3.6 (-56%) | 8.8 (-28%) | 27.8 |
| Poland | 0.8 (+433%) | 3.0 (-86%) | 1.0 (-88%) | 4.8 (-84%) | 15.0 |
| Hungary | 0.3 (+50%) | 2.7 (-21%) | 0.4 (-76%) | 3.4 (-36%) | 23.6 |

Source: IFPI. Figures in millions. The comparison with 1990 is put in brackets. Retail value in US\$. Singles sales are negligible.

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PAUL SIMON (Concert'91) - ROLLING STONES (Concert'90)



C.E.I.

1st musical program in Moscow. Launched in St-Petersburg in September 1991, in Samara in July 1992 and in Volgograd in October 1992

PRINCIPES



GERMANY

1st musical program in Sarrebrück since January 1990



Station Reports

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

GERMANY

ANTENNE BAYERN/Munich P

Power Play:
Lionel Richie - My Destiny
Smyth/Henley - Sometimes
Simon Climie - Soul
Outfield - Going Back

A List:
AD Charade - Colour Of
Curtis Stigers - Never Saw..

B List:
AD Bobby Brown - Good Enough
Fantastischen Vier - Die Da
Helen Hoffner - Summer

RADIO NRW/Oberhausen P

Power Play:
Jeff van Gelder - Head Of Music

A List:
AD Bananarama - Last Thing
Elton John - Last Song
Inner Circle - Rock
Jon Secada - Do You
Lionel Richie - Love Oh
Undercover - Never Let
Vanessa Paradis - Be My Baby

RADIO 4U/Berlin G

Power Play:
Bernd Albrecht - Prag Dir
Peter Radszuhn - Prag Dir

A List:
AD Felix - I Will
Metallica - Wherever I

RADIO 4U/Berlin G

Power Play:
AC/DC - Highway To
Black Crowes - Hotel Illness
EMF - It's You
Inspirational Carpets - Bitches Brew
Izzy Stradlin - Shuffle It All
Madness - Take It
Madness - Take It
Me Phi Me - Black Sunshine
Prince - 7
R.E.M. - Man On The Moon
Right Said Fred - Love For All
Starclub - Let Your
Fantastischen Vier - Prince

RADIO ARABELLA/Munich G

Power Play:
National Music
Karl-Heinz Schweter - Prag Dir

A List:
AD Bellavista - Es Ist Schön
Howard Carpendale - Du Bist
Rex Gildo - Unvergänglich
STS - Komm Die Zeit
Tanja Jonak - Wenn Der Mond
Wildeck Herzbeben - Das Ist Gut

RADIO FFH/Frankfurt G

Power Play:
Andreas Karczewski - Head Of Music

A List:
AD Bob Marley - Iron
Charles & Eddie - Would I
Rick Price - Walk Away
Toto - Only You

RADIO FFN/Isernhagen G

Power Play:
Peter Bartsch - Prag Dir
Frank Eichner - Head Of Music

A List:
AD Billy Ray Cyrus - Could've
Bobby Brown - Good Enough
Genesis - Tell Me Why
Graduates - Don't Fade
Martyn Joseph - Working
S. J. Morris - Never Gonna Give
Undercover - Baker Street
Vaya Con Dios - Heading

RADIO GONG/Nuremberg G

Power Play:
Peter "Marc" Stingl - Music Dir

A List:
AD Heights - How Do You
Toto - Only You

RADIO SALÜ/Saarbruecken G

Power Play:
Adam Hahne - Prag Dir

A List:
AD Billy Ray Cyrus - Could've
Elton John - Last Song
Erasure - Who Needs Love
Heights - How Do You
Land - Lumberweed
Nena - Manchmal Ist Ein..
Ostbahn Kurti - Berl
Sophie B. Hawkins - California
Graduates

RADIO XANADU/Munich G

Power Play:
Benny Schnier - Head Of Music

A List:
AD Billy Joel - All Shook Up
Bon Jovi - Keep The Faith
Brian May - Too Much
Gerry Rafferty - Don't Give Up
Jennifer Rush - Never
Joe Cocker - Feels Like
R.E.M. - Drive
Rembrandts - Johnny Have You.

RADIO 4U/Berlin G

Power Play:
Curtis Stigers - Never Saw..
Elton John - Last Song
Heights - How Do You
Neil Young - Way Of
Trixxter - Road Of A

A List:
AD Bon Jovi

HIT RADIO N 1/Nuremberg G

Power Play:
Dance
Catin Yaman - Prag Dir

A List:
AD Rage - Run To
Pat & Mick - Shake Your Groove
Prodigy - Fire
Shamen - Boss Drum
Shabba Ranks - Twice My Age

HUNDERT 6/Berlin G
AC
Rainer Gruhn - Music Dir
Power Play:
Curtis Stigers - Never Saw..
Guns N' Roses - November Rain
Smyth/Henley - Sometimes
Richard Marx - Chains Around My Heart
Shonice - Lovin' You
Whitney Houston - I Will
Elton John - Last Song
Lionel Richie - Love Oh

RADIO 4U/Berlin G
EHR
Bernd Albrecht - Prag Dir
Peter Radszuhn - Prag Dir
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AD Heights - How Do You
Toto - Only You

RADIO SALÜ/Saarbruecken G
EHR
Adam Hahne - Prag Dir
Power Play:
Unique 2 Iko

RADIO XANADU/Munich G
Rock
Benny Schnier - Head Of Music
Power Play:
Billy Joel - All Shook Up
Bon Jovi - Keep The Faith
Brian May - Too Much
Gerry Rafferty - Don't Give Up
Jennifer Rush - Never
Joe Cocker - Feels Like
R.E.M. - Drive
Rembrandts - Johnny Have You.

RADIO 4U/Berlin G
EHR
Curtis Stigers - Never Saw..
Elton John - Last Song
Heights - How Do You
Neil Young - Way Of
Trixxter - Road Of A

HOT ON THE AIR NOW TOP 50 AIRPLAYCHARTS ON NO. 37!

Power on:
Radio Regenbogen
Antenne Das Radio
NDR 1 und 2
RB 1
SWF1
RIAS
WDR 1
Radio 100.6
Radio FFH
HR
RPR
SR
Antenne Bayern
SDR 1
Radio 7
Radio Victoria
Radio Regional

NEW ENTRY:
German Top 100 Single Charts No. 60!

CHARADE

"Visually and musically 100 %!"
Andreas Karczewski (FFH)

wea

WEA Music. A division of Warner Music Germany. A Time Warner Company.

RSH/Kiel G
EHR
Stephan Hampe - Head Of Music
Power Play:
AD Londonbeat - That's How I..

SDR 3/Stuttgart G
EHR
Hans Thomas - Producer
Power Play:
AD Elton John - Last Song
AL Jeff Healey

SFB 2/Berlin G
AC
Bernd Albrecht - Prag Dir
Peter Radszuhn - Prag Dir
A List:
AD Charles & Eddie - Would I
Heights - How Do You
Right Said Fred - Love For All

RADIO 7/Ulm S
AC
Alex Naumann - Head Of Music
A List:
AD Charles & Eddie - Would I

RADIO F/Nuremberg S
AC
Ziggie Hoga - Prag Dir
A List:
AD Andreas Martin - Dieses Feuer
Claudia Jung - Du Ich
Julio Iglesias - Sharon
k.d. lang - Miss Chastelaine
River Boys - Child Of
Robin Beck - In My Heart
Topas - Dreamin

RADIO GONG 2000/Munich S
EHR
Andy Wenzel - Head Of Prog
Power Play:
Fantastischen Vier - Die Da
Bon Jovi - Keep The Faith
Michael Jackson - Heal

RADIO LINDAU/Lindau S
EHR
Jens Bohm - MD
Power Play:
Lionel Richie - My Destiny

RADIO REGENBOGEN/Mannheim S
EHR
Martin Schwebel - Music Dir
Power Play:
AD Inner Circle - Rock

RADIO T.O.N./Bad Mergentheim S
EHR
Reinhard Baerenz - Head Of Music
A List:
AD Cher - Oh No Not
Christopher Cross - Is There
Crowded House - Four Seasons
Kim Wilde - Million Miles Away
Londonbeat - That's How I..
Münchener Freiheit - Einmal Kommt
Michael W. Smith - I Will
One More Time - Highland
Rick Price - Walk Away

RADIO KÖLN: COLOGNE CHARTS/
Cologne B
EHR
Uwe Spörl - Prag Dir
Ludwig Schieffer - Prag Dir
A List:
AD Bryan Adams - Do I Have
Fantastischen Vier - Die Da
Kelly Family - House On The Ocean
Ralf Sommerfeld - The Mask
Rattles - I Drive

UNITED KINGDOM
ATLANTIC 252/London P
EHR
Paul Kavanagh - Prag Dir
A List:
AD Roy Orbison - Heartbreak
Undercover - Never Let
Whitney Houston - I Will

BBC RADIO 1/London P
EHR
Paul Robinson - Prag Dir
A List:
AD Stereo MC's - Step It Up
U2 - Who's Gonna Ride..

BEACON RADIO/Wolverhampton P
EHR
Peter Wagstaff - Prag Dir
A List:
AD Celine Dion - Love Can
Diana Ross - If We Hold On
Manic Street Pr. - Little
Pasadenas - Let's Stay
Roy Orbison - Heartbreak
Walsell Community - Hands

BRMB FM/Birmingham P
EHR
Robin Valk - Head Of Music
A List:
AD B-52's - Is That You
Lisa Stansfield - Sameday
Michael Jackson - Heal
U2 - Who's Gonna Ride..


CAPITAL FM/London P
EHR
Richard Park - Prag Contr
A List:
AD Enya - Celts
Freddy Mercury - In My
Heights - How Do You
Michael Jackson - Heal
Sade - Feel No Pain
Take That - Could It
Vaya Con Dios - Heading

CHILDREN NETWORK/Dunstable/
Northampton/Gloucester P
EHR
Clive Dickens - Head Of Music
A List:
AD Bob Marley - Exodus
Jason Donovan - As Time
Simply Red - Drowning In

KISS FM/London P
Dance
Gordon McNamee - Prag Dir
B List:
AD Bobby Konders - Bad Boy
Bob Marley - Exodus
Bob Marley - Why
Brand New Heavies - Stay
Brecker Bros. - Big
Fyza - Poetical Love
Heaven 17 - Temptation
House Of Pain - Shmooz
James Taylor Quartet - Hope & Pray
Metropolis - Metropolis
Prodigy - Out Of Space
Rebel MC - Governments
Sade - Feel No Pain
Semi Real - People
Stereo MC's - Step It Up
Whitney Houston - I Will

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M&M Reporter Roster

| Station/City | Format | Classification | Station/City | Format | Classification | Station/City | Format | Classification |
|--|--------|----------------|---|--------|----------------|--|--------|----------------|
| 1. NORTHWEST | | | 3. WEST | | | 5. WEST CENTRAL | | |
| ATLANTIC 252/London PLATINUM BBC RADIO 1/London BEACON RADIO/Wolverhampton BRMB FM/Birmingham CAPITAL FM/London CHILTERN NETW./Dunstable/Northampton/Gl. CITY FM/Liverpool KISS FM/London METRO RADIO GROUP/Newcastle PICCADILLY RADIO/Manchester GOLD | | | EUROPE 2 NETWORK/Paris PLATINUM M40/Paris NRJ NETWORK/Paris RADIO 21/Brussels RADIO CONTACT F/Brussels RTL/Paris SKYROCK NETWORK/Paris GOLD BEL-RTL/Brussels COULEUR 3/Lausanne FUN RADIO/Paris RFM/Paris RVS/Rouen VOLTAGE FM/Rosny-sous-Bois SILVER L'ONDE LATINE/Aix en Provence National Music RADIO BRUXELLES CAPITALE/Brussels RADIO LAC/Geneva RADIO RIVIERA/Monte Carlo RADIO SERVICE/Marseille RMC COTE D'AZUR/Monte Carlo RSR LA PREMIERE/Geneva RTL: WRTL/Paris SCOOP/Lyon WIT FM/Bordeaux BRONZE | | | BRT STUDIO BRUSSEL/Brussels PLATINUM HET STATION/Hilversum NOS/Hilversum RADIO 3/Hilversum RADIO CONTACT N/Brussels TROS RADIO 3/Hilversum VERONICA/Hilversum POWER FM/Amsterdam GOLD SKY RADIO/Bussum SILVER HIT RADIO/Bussum HOLLAND FM/Rotterdam BRONZE BRT RADIO 2-EAST FLANDERS/Ghent BRT RADIO 2-WEST FLANDERS/Kortrijk CFNB/Brunsum HIT FM 106.1/Hasselt RADIO ANTIGONO/Antwerp RADIO EXPRES/Antwerp RADIO MAXIMA/Roeselare RADIO MOL/Mol RADIO NOORD-HOLLAND/Haarlem RADIO ROYAAL/Hamont-Achel BRONZE | | |
| 2. CENTRAL | | | 4. NORTH | | | 6. SOUTH | | |
| Ö 3/Vienna PLATINUM ANTENNE BAYERN/Munich ANTENNE NIEDERSACHSEN/Hannover HR 3: LEIDER GUT/Frankfurt HR 3: ON LINE/Frankfurt RADIO NRW/Oberhausen SWF 3: POPSHOP/Baden Baden SWF 3: POPSHOP HITLINE/Baden Baden WDR 1/Cologne WDR 1: HIT CHIPS/Cologne WDR 1: SCHLAGERRALLYE/Cologne GOLD 104.6 RTL BERLIN/Berlin BERLIN 88.8/Berlin National Music CD INTERNATIONAL/Vienna DRS 3/Basel ENERGY/Berlin HIT RADIO N 1/Nuremberg HUNDERT 6/Berlin NDR 2 (DAYTIME PROG.)/Hamburg NDR 2 (EVENING PROG.)/Hamburg OK RADIO/Hamburg RADIO 24/Zürich RADIO 4U/Berlin RADIO ARABELLA/Munich National Music RADIO BASILISK/Basel RADIO FFH/Frankfurt RADIO FFM/Isernhagen RADIO FOERDERBAND/Bern RADIO GONG/Nuremberg RADIO PILATUS 104.9/Luzern RADIO SALÜ/Saarbruecken RADIO XANADU/Munich RADIO Z/Zurich RB 4/Bremen RSH/Kiel SDR 3/Stuttgart SFB 2/Berlin SILVER BRF/Eupen AC | | | DANMARKS RADIO/Copenhagen PLATINUM DR P3: GO'MORGEN P3/Copenhagen DR P3: MASKINEN/Copenhagen NRK/Oslo RIKSRADIO P3: KLANG & CO/Stockholm RIKSRADIO P3: TRACKSLISTAN/Stockholm YLE 2/RADIOMAFIA/Helsinki GOLD ÅRHUS NÆRRADIO/Århus ANR/Aalborg CITY RADIO/Gothenburg CITY RADIO/Malmö RADIO 1/Oslo RADIO 1/Helsinki RADIO 1 FM/Bergen RADIO 100+/Iampere RADIO 102/Haugesund RADIO ABC/Randers RADIO CITY/Stockholm RADIO CITY/Helsinki RADIO GREENLAND/Skien RADIO HSR/Copenhagen RADIO HUDDINGE/Stockholm RADIO MALMÖHUS/Malmö RADIO MOSS/Moss RADIO OSLO/Oslo RADIO P4/Lund RADIO VIBORG/Viborg THE VOICE/Copenhagen UPTOWN FM/Copenhagen Hot AC | | | PETER FLOWERS FM/Milan PLATINUM RADIO CLUB 91/Naples AC/EHR RADIO DEEJAY NETWORK/Milan EHR/Dance/Rock RADIO DIMENSIONE SUONO/Rome EHR RADIO KISS KISS NETWORK/Naples AC/Dance RADIO RAI VERDE/Rome EHR RETE 105 NETWORK/Milan EHR RTL 102.5 - HIT RADIO/Bergamo EHR STEREORAI/Rome EHR 101 NETWORK/Milan GOLD DISCO 101/Milan EHR POWER RV1 THE BLACK RADIO/Turin EHR RADIO BABBOLEO/Genoa EHR RADIO MONTE CARLO/Milan AC | | |
| 7. SOUTHWEST | | | 8. EAST CENTRAL | | | 9. SOUTHEAST | | |
| 40 PRINCIPALES/Madrid PLATINUM CADENA 100/Madrid Rock/EHR RADIO MINUTO/Madrid EHR RFM/Lisbon EHR RADIO ENERGIA/Lisbon GOLD TOP 97.2/Madrid MOR/EHR CANAL SUR RADIO/Andalucia SILVER RADIO NOVA ERA/Vila Nova de Gaia EHR RADIO PALAFRUGELL/Palafrugell EHR RADIO 16/Madrid BRONZE AC | | | POLSKIE RADIO 3/Warsaw PLATINUM RADIO DANUBIUS/Budapest GOLD BONTON RADIO/Prague EHR EUROPA 2 PRAHA/Prague AC RADIO L./Lublin Rock RADIO LODZ/Lodz EHR RADIO MERKURY/Poznan AC RADIO RMF/Krakow EHR RTL PRAHA 93.7/Prague Hot AC FUN RADIO/Bratislava SILVER RADIO 4 U/Warsaw EHR RADIO GDANSK/Gdansk EHR RADIO ZET/Warsaw EHR RADIO ZIELONA GORA/Zielona Gora BRONZE EHR | | | ANTENNA 97.1 FM STEREO/Athens PLATINUM ANTENNA 97.5 FM STEREO/Salonika GOLD POP 92.4 FM/Athens EHR JERONIMO GROOVY/Ilioupolis, Athens SILVER STAR FM STEREO/Thessaloniki EHR STUDIO D/Novo Mesto EHR COOL FM/Athens BRONZE RADIO VARNNA/Varna Rock EHR | | |
| 11. EAST | | | 12. PAN-EUROPEAN | | | | | |
| RADIO EUROPA PLUS/Moscow/St. Petersburg GOLD RADIO MAXIMUM/Moscow BRONZE MTV EUROPE/London PLATINUM VOICE OF AMERICA/Europe Music Television STAR 108/Riviero BRONZE EHR | | | ANTENNA DELLO STRETTO/Messina SILVER PRIMARADIO/Naples BRONZE R3 III/Mendrisio AC RADIO METEORA/San Paolo di Jesi EHR RADIO ONDA LIBERA/Perugia AC RADIO STAR/Vicenza AC RETE 3/Lugano AC | | | | | |

A Guide To M&M's Radio Station Reporting Rankings

M&M's EHR, ACE and EDR charts are based 100% on airplay reported each week by M&M's reporter team. Participating stations are selected as reporters and "weighted" as "Platinum," "Gold," "Silver" or "Bronze" stations based on the following criteria: market population, location, weekly reach and/or average share of the available audience, policy of programming current music, retail sales influence and ability to report in a timely, consistent and accurate manner. More detailed definitions follow below. It should be noted that points awarded for airplay may vary slightly from one station to another within one of these four groups. For example, some Platinum stations are weighted slightly more or less than other Platinum stations. However, all Platinum reporters will be weighted more than Gold, Silver, or Bronze stations. Individual station classifications are subject to regular review as ratings and station policies change. Broadcasters interested in joining M&M's Reporter Roster should call or fax M&M Station Reports Manager Pieter Kops; tel: (+31) 20.669.1961; fax: 669.1951 or 1941.

Platinum (P): Leading stations/networks/dominant programmes in major markets. Most of these stations have an estimated average weekly reach of at least 1 million listeners and are regarded as having moderate to heavy level of retail influence. **Gold (G):** Leading stations/networks/dominant programmes in medium markets or secondary broadcasters in major markets. Most of these stations have an estimated average weekly reach of 200,000 to 1 million listeners. Stations from smaller markets usually have an above-average level of retail influence. **Silver (S):** Leading stations in smaller markets or secondary broadcasters in medium markets. Most of these stations have an estimated average weekly reach of 50,000 to 200,000 listeners. Stations from smaller markets usually have an above-average level of retail influence. **Bronze (B):** Smaller broadcast operations, individual programmes at larger stations, certain cable-only stations, and/or dayparted blocks of programming on small market stations. Most of these stations/programmes reach between 15,000 and 50,000 listeners weekly. Small market stations have at least a moderate level of retail influence, larger stations in this group may have a low level of retail influence.

Regions

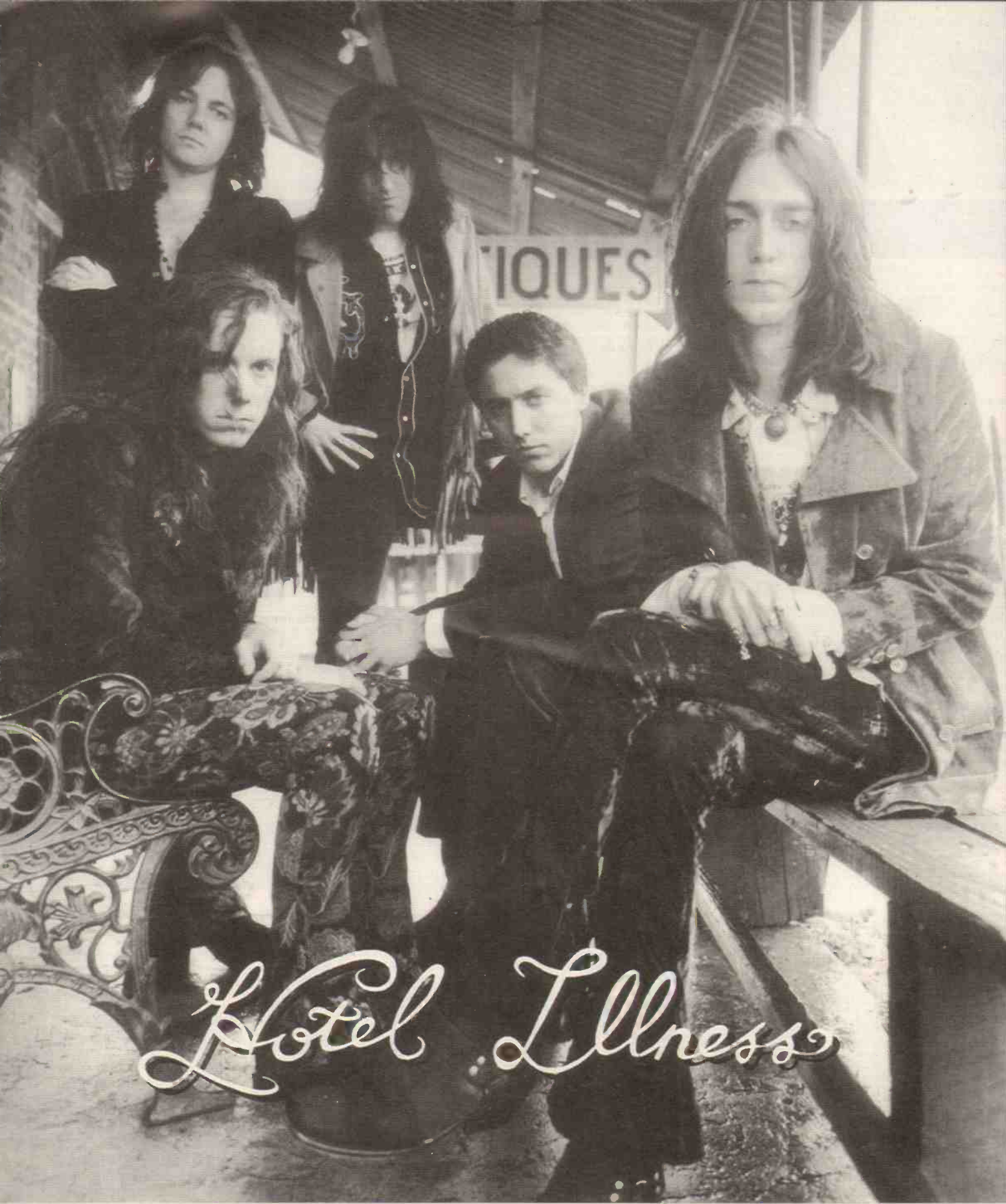
- 1. NORTHWEST (NW):** British Isles (United Kingdom, Ireland).
- 2. CENTRAL (C):** German-Language areas (Germany, Austria, parts of Switzerland, Luxembourg).
- 3. WEST (W):** Francophone areas (France, Wallonia/Belgium, parts of Switzerland, Monaco).
- 4. NORTH (N):** Scandinavia (Sweden, Denmark, Norway, Finland).
- 5. WEST CENTRAL (WC):** Dutch-Language areas (Holland; Flanders/Belgium).
- 6. SOUTH (S):** Italian-Language areas (Italy, Ticino/Switzerland).
- 7. SOUTHWEST (SW):** Iberia (Spain, Portugal).
- 8. EAST CENTRAL (EC):** East Central area (Czechoslovakia, Hungary, Poland).
- 9. SOUTHEAST (SE):** Balkan (Greece, Slovenia, Bulgaria).
- 10. NORTHEAST (NE):** Baltic area (no reporters yet).
- 11. EAST (E):** Eastern area (Russia).
- 12. PAN-EUROPEAN (PE):** Stations targeting listeners throughout Europe. For exact specifications on particular regions, see Regional EHR Top 20 page, elsewhere in this issue.

EUROPEAN TOP 100 ALBUMS

| THIS WEEK LAST WEEK WKS on CHARTS | ARTIST TITLE - ORIGINAL LABEL | COUNTRIES CHARTED | THIS WEEK LAST WEEK WKS on CHARTS | ARTIST TITLE - ORIGINAL LABEL | COUNTRIES CHARTED | THIS WEEK LAST WEEK WKS on CHARTS | ARTIST TITLE - ORIGINAL LABEL | COUNTRIES CHARTED |
|---|--|--|---|--|--------------------------|---|--|-------------------|
| 1 | 8 Abba Gold - Greatest Hits - Polar ▲ | UK,D,B,NL,E,A,CH,S,P,DK,I,N,SF,IR | 35 | 28 59 Guns N' Roses Use Your Illusion II - Geffen ▲ | F,D,NL,E,A,CH,P,DK | 69 | 61 12 Bobby Brown Bobby - MCA | D,NL,E,GR |
| 2 | 4 3 Bon Jovi Keep The Faith - Jambco | UK,F,D,B,NL,E,A,CH,S,P,DK,I,N,SF,IR | 36 | NE AC/DC Live At Donington - Single - Atco | D,CH,S,DK | 70 | NE Die Flippers Liebe Ist Eine Rose - Ariola | D,NL |
| 3 | 3 7 R.E.M. Automatic For The People - Warner Brothers ▲ | UK,F,D,B,NL,E,A,CH,S,P,DK,I,N,SF,GR,IR | 37 | 26 3 John Lee Hooker Boom Boom - Pointblank | UK,F,D,B,NL,CH,S,DK,IR | 71 | NE La Soirée Des Enfoirés La Soirée Des Enfoirés - Columbia | F |
| 4 | 2 5 Madonna Erotica - Maverick ▲ | UK,F,D,B,NL,E,A,CH,S,P,DK,I,SF,IR | 38 | 32 10 Belinda Carlisle The Best Of Belinda Vol. 1 - Offside | UK,D,S,GR,IR | 72 | 72 57 Simply Red Stars - East West ▲5 | UK,D |
| 5 | 5 3 AC/DC Live At Donington - Double - Atco ▲ | UK,F,D,B,NL,E,A,CH,S,P,DK,I,N,SF,IR | 39 | 35 53 Queen Greatest Hits II - Parlophone ▲4 | UK,D,B,NL,E,A,CH,S,DK,SF | 73 | 63 5 Manowar The Triumph Of Steel - Atlantic | D,CH,SF |
| 6 | 11 3 Sade Love Deluxe - Epic | UK,F,D,B,NL,E,A,CH,S,P,DK,I,SF | 40 | 43 22 Elton John The One - Rocket ▲ | UK,F,D,E,CH,P,I | 74 | 77 2 Ron Le Foglie E Il Vento - WEA | I |
| 7 | 6 5 Simple Minds Glittering Prize '81 - '92 - Virgin | UK,D,B,NL,A,CH,S,DK,I,IR | 41 | 39 4 Bonnie Tyler Angel Heart - Hansa | D,A,CH,S,DK,N,SF | 75 | 76 6 Mauro Scocco Ciao! - Diesel Music | S |
| 8 | 8 6 Prince & The New Power Generation Love Symbol - Paisley Park ▲ | UK,F,D,B,NL,E,A,CH,S,P,DK,I,IR | 42 | 68 2 Paolo Conte 900 - CGD | I | 76 | 71 2 Bob Marley Legend - Island | UK,D |
| 9 | 9 12 Eric Clapton Unplugged - Reprise ▲ | UK,D,B,NL,E,A,CH,S,P,DK,SF,GR,IR | 43 | 40 12 Inner Circle Bad To The Bone - Metronome | D,NL,A,CH,DK,SF | 77 | RE Take That Take That & Party - RCA | UK |
| 10 | 7 8 Peter Dinklage Us - Virgin | UK,F,D,B,NL,E,A,CH,S,P,DK,SF,GR,I | 44 | 67 4 Roch Voisine Europe Tour - GM | F,B | 78 | 69 6 Michel Jonasz Où Est La Source - WEA | F |
| 11 | 10 8 Vaya Con Dios Time Flies - Ariola | D,B,NL,A,CH,S,P,DK,N,SF,GR | 45 | 42 26 Dr. Alban One Love - SweMix | D,NL,A,CH,DK,SF,GR | 79 | NE Daniel O'Donnell Follow The Dream - Ritz | UK,IR |
| 12 | NE Cher Cher's Greatest Hits: 1965 - 1992 - Geffen | UK,NL,DK,IR | 46 | 44 4 Renzo Arbore Napoli Punto E A Capo - Fonit Cetra | I | 80 | 83 4 Curtis Stigers Curtis Stigers - Arista | UK,DK |
| 13 | 19 3 Neil Young Harvest Moon - Reprise | UK,D,B,NL,CH,S,DK,N,SF,IR | 47 | 57 7 The Police Greatest Hits - A&M | UK,B,P | 81 | NE Fabio Concato In Viaggio - Phonogram | I |
| 14 | 14 12 Roxette Tourism - EMI | D,B,NL,E,A,CH,S,DK,SF,GR | 48 | 48 50 Nirvana Nevermind - DGC ● | UK,F,NL,P,GR | 82 | 74 11 Ugly Kid Joe America's Least Wanted - Mercury | D,P,DK,SF,GR |
| 15 | 13 7 Michael Bolton Timeless - The Classics - Columbia | UK,D,NL,E,S,P,DK,IR | 49 | 49 5 Talking Heads The Best Of - Once In A Lifetime - EMI | UK,NL,IR | 83 | 65 30 Metallica Metallica - Vertigo ▲ | D,NL,A,IR |
| 16 | 17 12 Jon Secada Jon Secada - EMI | UK,D,NL,E,A,CH,S,GR | 50 | 37 9 Sinead O'Connor Am I Not Your Girl? - Ensign | D,B,NL,E,A,CH,P,GR | 84 | RE Bob Marley Songs Of Freedom - Island | F,NL |
| 17 | 15 50 Michael Jackson Dangerous - Epic ▲5 | UK,F,D,B,NL,E,A,DK,GR | 51 | 55 2 The Smiths Best...II - WEA | UK,IR | 85 | NE Therapy? Nurse - A&M | UK,IR |
| 18 | 18 2 Chris Rea God's Great Banana Skin - East West ● | UK,D,B,NL,CH,S,P,DK,N,SF,IR | 52 | 51 4 Marie Frederiksson Den Steandiga Resan - EMI-Medley | S,DK | 86 | 81 2 Rene Froger Sweet Hello's & Sad Goodbyes - Dino | NL |
| 19 | 12 11 Mike Oldfield Tubular Bells II - WEA ▲ | UK,D,NL,E,A,P,IR | 53 | 47 11 Francesco De Gregori Canzoni D'Amore - Columbia | I | 87 | 82 41 Snap The Madman's Return - Logic/Ariola | F,D,GR |
| 20 | 16 27 Lionel Richie Back To Front - Motown ▲ | UK,D,B,NL,E,DK,IR | 54 | 53 32 Annie Lennox Diva - RCA | UK,D,GR | 88 | 85 2 Barricada Balas Blancas - PolyGram | E |
| 21 | 30 2 Gloria Estefan Greatest Hits - Epic | UK,B,NL,DK,IR | 55 | 46 59 Guns N' Roses Use Your Illusion I - Geffen ▲ | D,NL,A,DK,GR | 89 | 99 2 Madness Madstock - GoldDiscs | UK |
| 22 | 29 2 Joe Cocker The Best Of Joe Cocker - Capitol | D,B,NL,CH,S,P,DK,SF,IR | 56 | 52 3 Gipsy Kings Live - Columbia | F,D,B,NL | 90 | 87 3 Peach Weber Nix Wie Gäx - Polydor | CH |
| 23 | 22 7 Zucchero Fornaciari Miserere - Polydor | UK,B,CH,I | 57 | 78 2 Arrested Development 3 Years, 5 Months & 2 Days - Cooltempo | UK | 91 | 75 3 Dum Dum Boys Transit - Columbia | N |
| 24 | 21 8 Die Fantastischen 4 4 Gewinnt - Columbia | D | 58 | 58 3 Alannah Myles Rockinghorse - Atlantic | D,CH,S,DK,SF | 92 | NE Hubert Von Goisern & Die Alpinkatzen Aufgeign Statt Niederschiassn - Ariola | A |
| 25 | 20 52 Genesis We Can't Dance - Virgin ▲6 | UK,F,D,NL | 59 | 41 4 Tasmin Archer Great Expectations - EMI | UK,CH,DK | 93 | NE Ornella Vanoni Stella Nascente - CGD | I |
| 26 | 23 4 Vangelis OST 1492 - The Conquest Of Paradise - East West | UK,F,B,NL,E | 60 | NE Jimi Hendrix The Ultimate Experience - Polygram TV | UK,NL,IR | 94 | 91 4 Yello Essential Yello - Mercury | UK,D,S |
| 27 | 38 2 Bob Dylan Good As I Been To You - Columbia | UK,B,NL,CH,S,DK,N,IR | 61 | 59 2 Münchener Freiheit Ihre Grössten Hits - Columbia | D | 95 | 90 8 Pooh Il Cielo E' Blu Sopra Le Nuvole - CGD | I |
| 28 | 27 22 Pow Wow Regagner Les Plaines - Remark | F,B | 62 | 54 5 Didier Barbelivien Vendée 93 - POM | F | 96 | RE O.B.K. Llamalo Sueno - Blanco Y Negro | E |
| 29 | 33 3 Sandra Greatest Hits - Virgin | D,B,NL,S,DK,SF | 63 | 45 7 Elsa Douce Violence - Ariola | F,B | 97 | 97 2 Sissel Kyrkjebø Gift Of Love - EMI-Medley | DK,N |
| 30 | 25 7 Vanessa Paradis Vanessa Paradis - Remark | UK,F,B,S | 64 | 60 3 Mina Sorelle Lumiere - EMI | I | 98 | NE Go West Indian Summer - Chrysalis | UK |
| 31 | 31 4 Boyz II Men Cooleyhighharmony - Motown | UK,NL | 65 | NE Peter Maffay Freunde & Propheten - East West | D | 99 | 84 24 Die Prinzen Das Leben Ist Grausam - Hansa | D |
| 32 | 36 6 Die Prinzen Küssen Verboten - Hansa | D,CH | 66 | 50 10 Toto Kingdom Of Desire - Columbia | F,D,NL,CH,S,DK | 100 | 64 3 Neneh Cherry Homebrew - Circa | NL,CH,S,DK |
| 33 | 34 9 The Shamen Boss Drum - One Little Indian | UK,D,NL,GR,IR | 67 | 62 22 Soundtrack - Dirty Dancing Dirty Dancing - RCA | F | 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. | | |
| 34 | 24 7 Brian May Back To The Light - Parlophone | UK,D,B,NL,E,A,CH,S,P | 68 | 56 9 Extreme Ill Sides To Every Story - A&M | UK,D,NL,CH,SF | ○ = FAST MOVERS NE = NEW ENTRY RE = RE-ENTRY | | |

The European Top 100 Albums is compiled by BPI Communications BV in cooperation with Buma/Stemra. © BPI Communications BV/Buma/Stemra. All rights reserved. Compiled from the national album sales charts of 16 European territories.
 ● recognition of pan-European sales of 500,000 units ▲ recognition of sales of 1 million units,
 with multi-million sellers indicated by a numeral following the symbol.

The Black Crowes



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ON TOUR

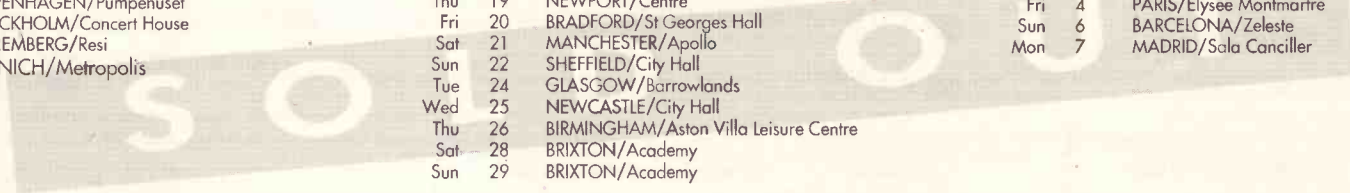
NOVEMBER

- Sat 7 BERLIN/Die Halle
- Sun 8 HAMBURG/Docks
- Mon 9 COPENHAGEN/Pumpehuset
- Tue 10 STOCKHOLM/Concert House
- Thu 12 NUREMBERG/Resi
- Fri 13 MUNICH/Metropolis

- Sat 14 STUTTGART/Kongresscenter
- Mon 16 FRANKFURT/Hugenottenhalle
- Tue 17 COLOGNE/E-Werk
- Thu 19 NEWPORT/Centre
- Fri 20 BRADFORD/St Georges Hall
- Sat 21 MANCHESTER/Apollo
- Sun 22 SHEFFIELD/City Hall
- Tue 24 GLASGOW/Barrowlands
- Wed 25 NEWCASTLE/City Hall
- Thu 26 BIRMINGHAM/Aston Villa Leisure Centre
- Sat 28 BRIXTON/Academy
- Sun 29 BRIXTON/Academy

DECEMBER

- Tue 1 ROTTERDAM/Ahoy
- Wed 2 DEINZE/Briel Poort
- Fri 4 PARIS/Elysee Montmartre
- Sun 6 BARCELONA/Zeleste
- Mon 7 MADRID/Sala Canciller



BUZZ BIN





Table with 3 columns: THIS WEEK LAST WEEK WKS on CHARTS, ARTIST TITLE - ORIGINAL LABEL (PUBLISHER), COUNTRIES CHARTED. It lists 100 music singles with their chart positions and details.

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.
O = FAST MOVERS, NE = NEW ENTRY, RE = RE-ENTRY

OFF THE RECORD

FUN RADIO ON THE BLOCK?: According to published reports in France, press tycoon **Robert Hersant** is considering selling his EHR network **Fun Radio**. **CLT** and TV operator **TF1** are said to be interested in buying the web.

A DANISH-NORWEGIAN ALLIANCE?: M&M hears that a Danish company has contacted Norwegian chart compiler **Radio Topp 20** about launching an airplay chart in Denmark. No date on when such a chart will debut or if Radio Topp 20 will join.

DE MEULDER PROMOTED TO MD/PD?: Word in Belgium is that **BRTN Radio 2's Paul de Meulder** has been tapped as the new **Radio 2/Antwerp MD/programme director**. He would replace **Lies Huylebroeck**, who left to join **BRTN TV**.

PRIVATE RADIO BILL THREATENED: Sweden's Liberal Democrats are threatening to vote against legislation to allow private commercial radio in the country because of its impact on the nation's pubcaster. The Swedish Parliament will vote on the measure at a December 16 meeting.

BLUME RETIRES: **Hansa Blume**, founding member of the Meisel brothers label **Hansa** and MD at **Hansa Musikproduktion** since 1984, is retiring at age 62 at the end of November after 27 years with the company. He will be leaving the label, which **BMG** bought in 1984, to co-operate in his partnership with **George Glueck's** music publishing operations.

IN MEMORANDUM: **Carlos Juan Casado**, MD of **Virgin Spain**, died on November 13 from lung cancer. He was 43. Before founding the Virgin Spanish subsidiary in 1983, Casado had made his mark in the promotion department of **BMG Ariola** and at **EMI Hispavox**, where he managed the **Flush** label.

TRUE OR FALSE?: What is true of the rumours that veteran singer/songwriter **Roger Whittaker** will be signing to **BMG Ariola Munich** in a worldwide deal? If so, it would mean **Intercoord's** second major act to join the competition following **Jule Neigel** (see page 5).

VOTING RULES CHANGING: French music industry awards organizer **Les Victoires de la Musique** is believed to be interested in introducing a new voting system to make the results more consistent. There will still be two rounds of voting. However, the new element will be that only those people who have voted in the first round will be allowed to vote in the second. The Victoires will be held in Paris on February 8, 1993.

EMI

(continued from page 1)

includes European crossover bands such as **Clouseau**, **Soulsister** and **The Radios**.

De Clippeleir says the first priority in the new year will be to maintain EMI's strong position on the local market. "We think that the Belgian market will suffer a decline next year. This year, EMI Belgium has had the industry's most impressive growth, and the challenge will be to remain a strong competitor. This will not necessarily implicate that we plan to sign more local talent—we've just added **Dirk Blanchart** [ex-BMG] and a new band, **The Big**

Noise—as we still have a long way to go with acts like **Soulsister**."

Meanwhile, the responsibilities of some of the company's other executives have also been changed. Product manager **Erwin Goegebuer** is named marketing manager, while head of promotion **Bart Cools** and assistant product manager **Marc Toussaint** are appointed product managers.

GATT

(continued from page 1)

the GATT talks, the **International Federation of the Phonographic Industry (IFPI)** is not rushing into lobbying action, preferring to take a wait and see attitude. "As far as we are concerned we are not that worried," says IFPI spokesperson **Mark Kingston**. "For one, we think it is not going to come to that [implementing levies on audio-visual products]. Also, the situation is changing all the time." Kingston cautions, though, that "the situation could flare up at any minute."

INR4

(continued from page 1)

rather a facility to purchase national network advertising through local radio. For example, national buyers are currently available with products such as "News Link" and the "Network Chart Show," which originate from Capital. But INR4 will be made up of a large number of programmes.

"We are not talking about becoming a network like **ITV**, where the majority of programming comes from one centralized source," he says. "In fact, we think there is a limited scope for long-form national programmes. Short three-minute segments,

such as news on new record releases, concert information or financial advice, could be attractive sponsorship opportunities."

Eyre says several major advertisers are "buying into the idea of INR4" and are now working on some programming ideas. "The ultimate goals of INR4 will be to satisfy the advertiser's needs," he says. "At the same time it is not something that individual local programmers see as an intrusion into their programme schedules." The response to INR4 from the industry has been positive, says **Eyre**. "By and large the response has been 'This is a great idea. We do need more techniques to win national advertising money.'"

He strongly emphasizes that INR4 will not be exclusively

Capital-owned and operated, but that the resources of the industry and syndicators will pull together. "The important thing for me is that it does not all come through Capital, but rather that all the stations are involved," he says. "I am very aware that historically there has been concern among some of the stations that Capital Radio tries to dominate everything."

"This idea won't work if we can't convince them [radio executives] that this is an initiative that has come out of very logical thinking, about how the industry goes about increasing our share of national advertising revenue."

France

(continued from page 1)

All-news station **France Info's** audience was stable with an 8.1% share.

Comments **Philippe Labro**, vice-president/GM of programmes at **RTL**. "The results were very good for generalist stations, which have gained 634,000 listeners compared to the April-June 1992 results." He says, however, that "compared to the September-October '91 results, generalists have lost 633,800 listeners."

Even public station group **Radio France** has improved its position despite **France Inter's** slump (11.0% down 0.7%), due mainly to the good results of **France Info**. Since the April-June ratings, the group—which includes **Inter**, **France Info**, **France Culture**, **France Musique**, **Radio Bleue**, 39 local stations and nine urban stations—has increased its share from 19.0% to 21.5%.

Europe 1 gained 92,000 listeners in the afternoon, and 100,000 in the morning, where both **RTL**, and **France Inter** were losing audiences. The station introduced two new young DJs in September: **Jean-Luc Delarue** in the 6.00-9.00 AM drive-time slot and former **Fun** morning DJ **Arthur** in the strategic 16.00-18.00 spot.

RTL remains the AM leader, however, with a cume audience share during the time of 5.1%, followed by **Europe 1** (3.4%) and **France Inter** (3.2%). **Fun**, meanwhile, has lost 10% of its audience since the departure of **Arthur**.

Europe 1 programme director **Patrice Blanc-Brancard** says the results represent a first step on the road to recovery. "Delarue has beefed up our morning audience, which puts us ahead of **France Inter**," he says. "With **Arthur**, we have gained 36%." He says listener demographics for the station may have changed. "If we have lost listeners over 50, we have gained those between 15-35 and even 25-49," he comments. "As a result, the follow-up programme, 'Découvertes' has gained 100,000 new listeners. By adding **Delarue** and **Arthur**, it shows we have chosen a deliberate strategy to give some youth to our programmes. Now, we have to keep those listeners and add some more."

Commenting on his station's ratings, **Skyrock** president **Pierre Bellanger** says, "This result encourages us to continue in this direction of the programming changes implemented in September."

AC FM net **RFM's** president

Andrew Manderstam calls his station's jump from a 1.7% to a 1.9% share "a nice surprise." Meanwhile, newcomer **EHR** web **M40** slipped 0.4 points to 1.2%.

M40 MD Javier Pons acknowledges it will be hard to reach the planned year-end goal of a 2% audience, but says there is no reason to panic. "We will analyse this drop and try to find the reasons," he says. "Many FM networks have suffered a similar drop in audience, so it looks like a trend. We will look closely at our programmes, but we don't plan changes in format, which will remain focused on new releases and with a dominant French content."

The rise in audience of **Europe 2** has been welcomed by **GM Martin Brisac**, who is especially pleased that the station has increased its penetration in the 25-34 age demo. **Europe 2** programme director **Marc Garcia** comments, "After a series of downturns which date back to the Gulf War, and a stabilization during the past months, it seems that **Europe 2** is starting to pull up again." Garcia considers that the changes implemented during the year "show that we are on the right track."

French Radio Ratings

(Audience Cume %)

| | 1991 Sep- Oct | 1992 Apr- Jun | 1992 Sep- Oct |
|--------------------|---------------------|---------------------|---------------------|
| RTL (FS) | 19.5 | 18.6 | 18.7 |
| Europe 1 (FS) | 11.7 | 11.1 | 11.6 |
| France Inter (N/T) | 11.7 | 10.7 | 11.0 |
| NRJ (EHR) | 10.1 | 9.7 | 9.3 |
| France Info (N/T) | 7.5 | 8.1 | 8.1 |
| *Fun (EHR) | 4.8 | 6.5 | 5.8 |
| Skyrock (EHR) | 5.0 | 5.2 | 5.5 |
| Europe 2 (AC) | 4.3 | 4.2 | 4.5 |
| Nostalgie (Gold) | 4.3 | 4.5 | 4.5 |
| RMC (MOR) | 5.2 | 4.0 | 4.5 |
| Cherie FM (Gold) | 2.2 | 2.6 | 2.3 |

Source: *Mediametrie*

M&M's 1992 YEAR-END ISSUE

- Year-End sales and airplay charts
- Sales Award winners
- Supplement on new technology
- 1992 Chart shares

ON YOUR DESK
DECEMBER 12!

100 x Archer

After four consecutive weeks at the top of the EHR ranks, Madonna's Erotica is dethroned by EMI artist Tasmin Archer...

Highest new entry this week goes to Michael Jackson, whose ballad Heal The World, the sixth single from the Dangerous album...

Second most added on EHR are US soul duo Charles & Eddie's debut single Would I Lie To You and R.E.M.'s Man On The Moon...

Also fast moving is Cher's rendition of Oh No Not My Baby. Jumping up from 40 to 22, with 15 additions under her belt...

MOST ADDED

Table with 3 columns: Artist/Title, Label, and number of additions. Includes Michael Jackson, Charles & Eddie, R.E.M., etc.

Most added are those songs which received the highest number of playlist additions during the week...

"A" ROTATION LEADERS

Table with 3 columns: Artist/Title, Label, and number of stations. Includes Tasmin Archer, Madonna, Vanessa Paradis, etc.

The "A" Rotation Leaders are those songs which have the highest number of stations playing them in "A" or heavy rotation during the week...

"A" ROTATION PERFORMANCE

Table with 3 columns: Artist/Title, Label, and number of stations. Includes Undercover, Inner Circle, Heights, etc.

"A" Rotation Performance is a listing of those records that have achieved the best A rotation penetration. Records listed are those outside the EHR top 20...

TOP RECURRENTS

Table with 3 columns: Artist/Title, Label, and Total Stations. Includes Jon Secada, Jimmy Nail, Billy Ray Cyrus, etc.

Top Recurrents are former EHR top 20 records that have fallen off the chart but are still receiving significant airplay...

NEW TOP 20 CONTENDERS

Table with 3 columns: Artist/Title, Label, and Total Stations. Includes Marie Fredriksson, Bizarre Inc., Heights, etc.

New Top 20 Contenders are those artists that have not yet had an EHR top 20 hit and appear on this page for the first time with this single...

Main EHR Top 40 chart table with columns: Rank, TW, LW, WOC, Artist/Title, Label, Original Label, Total Stations, Rotation A/B, New Adds. Includes entries for Tasmin Archer, Madonna, Bon Jovi, etc.

The EHR Top 40 chart is based on a weighted-scoring system. Songs score points by achieving airplay at M&M's EHR reporting stations...

CHARTBOUND

Chartbound table with 3 columns: Artist/Title, Label, and chartbound score. Includes Trey Lorenz, Roy Orbison, Bruce Springsteen, etc.

The EHR "chartbound" chart lists the total number of EHR reporting stations playing newer songs that do not yet have enough airplay points to rank among the EHR Top 40...

KIM WILDE.

MILLION MILES AWAY

**EARLY
BELIEVERS
ACROSS
EUROPE!!**

Austria

CD INTERNATIONAL
Vienna

Belgium

RADIO CONTACT N
Brussels

Denmark

RADIO VIBORG

Viborg

RADIO HERNING

Herning

RADIO MOJN

Aabenraa & Sønderborg

RADIO VICTOR

Esbjerg

RADIO SYDKYSTEN

Copenhagen

Germany

WDR 1: SCHLAGERRALLYE

Cologne

RB 4

Bremen

RADIO REGENBOGEN

Mannheim

RADIO T.O.N.

Bad Mergentheim

NDR 2 (DAYTIME PROG.)

Hamburg

Switzerland

RADIO PILATUS 104.9

Luzern

Sweden

EAST FM

Norrköping

HIT FM

Stockholm

MCA

THE NEW
SINGLE

CROSS FORMAT CLIMBER