

# MUSIC & MEDIA

**M&M's GSA Today Focuses On Austria. Also, Groovemix Studies Parallel Imports.**  
See Pages 13-15 & 10.

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**ITALIAN COUPLE SELLS A MILLION IN GERMANY** — Al Bano and Romina Power were in Hamburg in January to put the finishing touches on their new album "Notte E Giorno." WEA MD Gerd Gebhardt took the opportunity to present the Italian couple with a gold disc for sales of over 250,000 of their album "Vincerai." The couple was also presented with a "Warner Special Award" for sales of over one million recordings in Germany. Pictured (l-r) are: WEA marketing director Bernd Dopp, Gebhardt, Power, Bano, producer Alexander Seidl and WEA senior product manager Hans-Otto Villwock.

## BPW Calls For German Radio To Support New Acts

by Miranda Watson

An open letter has been sent to all radio stations in Germany by German music body BPW accus-

## Warner Sweden Inks Licence Pact

by Ken Neptune

Stockholm-based **Telegram Records** has entered into a one-year licensing agreement with  
*(continues on page 29)*

ing them of only playing well-known and successful records and calling on the stations to give more support to new artists. Headed by the motto "Give The New A Chance! Play It And Say It!" the letter, signed by BPW MD **Peter Zombik**, was sent on behalf of BPW members and promotion heads of major music companies frustrated with the lack of opportunity in Germany to promote new acts.

Comments Zombik, "We get the impression that less and less new talent is getting played in  
*(continues on page 29)*

## CLT Bids For Fun; CSA OK Still Needed

by Emmanuel Legrand

Luxembourg-based media group CLT is believed to be ready to buy EHR network **Fun Radio** from press tycoon **Robert Hersant**. According to French daily newspaper *Le Monde*, CLT and Hersant have come up with an agreement that would give CLT the ownership of Fun providing that two different elements are cleared: the lifting of the current anti-concentration ceiling and the approval of broadcasting authority CSA. CLT declines to comment.

The deal would consist of CLT buying convertible bonds,

which would eventually be converted into equity, giving CLT complete ownership of the network. Reports say the figure is in the hundreds of millions of French francs.

In a recent **Music & Media** interview (M&M, February 20) **Stephane Duhamel**, deputy general manager of full-service, top-rated network **RTL** in France, said the company planned to grow either by acquiring new stations or setting up advertising partnerships. Duhamel made no efforts to conceal that CLT was interested in Fun. If the deal is confirmed, it would give CLT a  
*(continues on page 29)*

## Controversy Cuts San Remo Celebrity List

by David Stansfield

A list of international artists slated to make guest appearances at the San Remo Song Festival on February 23-27 has been stripped down to just one name following an alleged conflict between music industry federation FIMI and the festival organizers. **Michael Bolton, Gloria Estefan, Julio Iglesias, Duran Duran, Paul McCartney, Sade, Neil Young** and **Rod Stewart** were all in the running to appear, but by

presstime only **Rod Stewart** could be confirmed.

The controversy has arisen following reports in the national press that FIMI—which split from the IFPI-affiliated AFI and comprises **BMG, Sony, EMI, WEA** and **PolyGram**, plus a number of key independent firms—had been betrayed by the festival organizers, who had not honoured a "package deal" ensuring places for their domestic artists in the song competition in  
*(continues on page 29)*

## Simply Red, Lennox Top Brits Awards

by Mike McGeever

**Annie Lennox** and **Simply Red** scooped up two gongs each at the 1993 **Brit Awards** in London on February 16, the annual event where the British music industry recognizes its own.

Lennox, who was absent from the awards due to the recent birth of her daughter, won the Best Female Artist award and Best Album for her album *Diva* (RCA). **Simply Red (East West)** as named Best Group, while lead singer **Mick Hucknall** accepted the trophy for Best Male Artist.

Other industry veterans who dominated the awards were **Peter Gabriel**, collecting the Best British Producer award; Irish group **U2 (Island)** as Best Live Act; **R.E.M. (Warner Brothers)** for Best International Group; and **Prince (Warner)**  
*(continues on page 29)*

## No. 1 in EUROPE

**European Hit Radio**  
**STING**

*If I Ever Lose My Faith In You (A&M)*

**Eurochart Hot 100**  
**WHITNEY HOUSTON**

*I Will Always Love You (Arista)*

**European Top 100 Albums**

**OST - THE BODYGUARD**  
*The Bodyguard (Arista)*

SAX-A-GO.



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RADIO 3/Hilversum  
TROS RADIO 3/Hilversum

**Ireland**  
SOUTH EAST RADIO: POWER FM/Wexford

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RADIO CLUB 91/Naples  
RETE 105 NETWORK/Milan  
STEREORAI/Rome  
ANTENNA DELLO STRETTO/Messina  
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RADIO CLUB 91: DANCE/Naples  
ROCK FM/Milan

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RIKSRADIO P3: TRACKSLISTAN/Stockholm  
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# MR WENDAL

FROM THE SMASH ALBUM  
"3 YEARS, 5 MONTHS AND 2 DAYS IN THE LIFE"  
FEATURING THE SINGLE TRACK "REVOLUTION" FROM  
THE MALCOM X MOVIE



Chrysalis

# Walt Disney France Starts Touchstone Records

by Emmanuel Legrand

**FRANCE** Walt Disney France is setting up a new label, **Touchstone Records**, which will produce, market and promote mainstream national pop acts. The label will be added to Disney's music operations in France, a division expected to generate more than Ffr50 million (app. US\$9 million) in turnover this year.

Says Disney France president and VP music for Europe **Pierre Sissmann**, "Our goal with Touchstone Records is to create a roster of national acts and produce French chanson of quality with authors, composers and performers with original style."

The label will be fully operational by the second half of 1993. Two acts have already been signed to Touchstone—**Emile Wandelmer**, former frontman of the band **Gold**, and a 17-year-old singer whose artist name has not yet been decided. Sissmann says Touchstone will initially concentrate solely on French product. Comments Sissmann, "If it is a success, we'll evaluate accordingly and see how we can expand." Disney's US-originated label **Hollywood Records** is not managed through the French Disney office and has a direct distribution deal with indie distributor **WMD**.

Music is a natural growth area for Disney, says Sissmann, who was marketing director of **Sony Music France** before he took over his position at Disney four years ago. The company has recently centralized all its marketing and promotion operations. For years, Disney was distributed by **Disques Adès**, a specialist in children's and classical repertoire. When Adès was sold to **Hachette** and later to independent **Musidisc** two years ago, the Disney contract continued until December 31, 1992, when Disney switched distribution to Sony. Disney is said to have been looking for a more efficient distributor that can reach all accounts. Its catalogue includes a wide range of products from children's music to film soundtracks. It has also developed and established a Disney artist, **Anne**, who sings and hosts a TV programme.

Sissmann says most of the catalogue, in particular the cassette books, was relaunched in January

with new packaging. "We are trying to introduce innovations to a sector that has been quite steady for years," says Sissmann.

Touchstone operates with a staff of 10, fronted by **Jean-Philippe Randisi**, formerly from Sony Music, **Marcel Mangin**, in charge of commercial and **Monique Moulin** for publishing, covering all aspects of the industry. Says Sissmann, "Publishing is a very important aspect of our work. We create a lot of original music in France, and our goal is to contribute to the development of French creation and to the development of European copyrights."

The Disney office in France also serves as coordinator for Dis-

ney's music operations (records and publishing) in Europe. Comments Sissmann, "In 1992 we enhanced our positions in different countries, especially northern Europe, Italy and Spain. We have an average growth of 15-20% compared to the previous year. We launched simultaneously *The Beauty And The Beast* at the end of the year and products recorded for the first time in each country with local stars, such as **Gino Paoli** in Italy, **Charles Aznavour** and **Liane Foly** in France and **Peter Hoffman** in Germany. France serves as a source of creation and co-ordination for Europe. Our ambition is to have more and more European product adapted to the local markets."

## City Tour Hoped To Boost Domestic Acts

by David Stansfield

**ITALY** **BMG Ariola** Italy is aiming to bang the drum for new domestic talent with **Tour In Citta**, a live concert project sponsored by the watch company **Stendardo Immersion** and backed by radio stations and TV music channel **Videomusic**.

Artists **Anegela Baraldi**, **Bungaro**, **Angelo Messini**, **Tosca**, **Mario Amici**, **Bracco Di Graci**, **Leandro Barsotti**, **Enzo Garella** and **Samuele Bersini** will head the roadshow, performing at clubs in Modena, Trento, Milan, Turin, Perugia, Rome, Frosinone, Naples and Bari until the end of March. **Tour In Citta** will stay in each city for three consecutive days with three artists performing nightly.

**BMG** promotions director and the force behind **Tour In Citta** **Michele Mondella** says that while the idea may not be new it is one that hasn't been activated for years on the domestic market. "There's a great gap in promotional outlets for new Italian artists, particularly on TV," he comments. "Pubcaster **RAI** and **Silvio Berlusconi's** private TV networks seem to have forsaken music for programming which registers the highest audience shares. Our company has always had a strong commitment to domestic talent, first as **RCA** and now as **BMG Ariola**. But times have changed. Years ago an artist would have performed in clubs for a couple of years and then recorded an album. Now the

whole process is more studio orientated and mechanical. With **Tour In Citta** artists will work together and have real contact with the public, however small it may be. They have the chance to develop real personalities. I'm copying what new talent is required to do in the UK, if you like, even if our own artists already have product released."

**Mondella** has involved national private network stations national-music formatted **Radio Italia Solo Musica Italiana** and **EHR Radio Dimensione Suono**, plus regional and local stations **Radio Dolomiti**, **Radio Veronica**, **Onda Radio Emilia Romagna**, **Radio Subasio**, **Radio Tele Magia**, **Radio Club 91** and **Radio Norba** in the project. Each station is responsible for promoting the tour leg in its own city. "All stations involved were in complete agreement about this type of promotion," adds **Mondella**. "They all have experience in organizing concerts and usually use the same club. I also believe that private radio in Italy is one of the best promotional outlets."

**Mario Coni**, PR executive at Naples-based regional station **Radio Club 91**, comments, "I believe the artists involved in **Tour In Citta** are some of the most interesting on the circuit at the moment. **BMG's** idea is courageous and it's one which I hope other major record companies will take note of. There is too much investment in major artists at the moment and not enough spending on new talent."

## EUROPE AT A GLANCE

### ITALY: RAI Radio Facing Budget Cutbacks

Cutbacks at pubcaster **RAI** will mainly affect its three TV station, but radio is also being hit. Although **RAI** was reported to be in debt to the tune of L25.8 billion (app. US\$17 million) for the first half of '92, director general **Gianni Pasquarelli** claims the pubcaster will have ended the year about even. But his prediction of losses of L80 billion in '93 has led to announced cutbacks. Says **EHR** net **Stereo RAI PD Bodele Bellisario**, "We now have fewer major events and had to turn down the acquisition rights to some major live events." **David Stansfield**

### GERMANY: Radio FFB Poised For Major Growth

**Radio FFB/Furstenfeldbruck**, a small Gold/ACE regional station west of Munich, could become one of the leading stations in the metro area. From February 1 the station's broadcasting power increased to 500 Watts, allowing it to reach both the Munich and Augsburg markets. A boost to two kW on April 1 will give it a potential reach of three million people. **FFB** recently took on **RTL Germany's** Gold format, which it plays between 18.00-06.00 hours and 09.00-2.00 hours. **Miranda Watson**

### SPAIN: COPE Announces New Investors

**COPE** has disclosed the names of the three buyers of a 23% stake the net was selling for Pta1.7 billion (app. US\$14.5 million): **Savings Bank of Cantabria and Cordoba** (9.9%), financial institution **Cartera de Medios** (9.4%) and newspaper publisher **Prensa Española** (3.8%). The transaction still needs to be approved by the Episcopal Conference, the majority shareholder in the network. **Terry Berne**

### PORTUGAL: Privatization Of Two RDP Nets Delayed

The privatization of two of pubcaster **RDP's** networks, **Radio Commercial AM and FM**, has been delayed until March 16 due to problems regarding ownership rights. One confirmed bidder is **Sonae Group**, owner of **Gold/Classic Rock Radio Nova/Porto** and **O Publico** newspaper. Published reports say Spanish radio powerhouse **Cadena SER** plans to invest with **Sonae Group**. **Jorge Alexandre Lopes**

### ITALY: Cyclope Sets Up Shop In R.E.M.-land

Catania-based indie label **Cyclope**, headed by **Francesco Virlinzi**, is opening up office in Athens, Georgia (US) to promote Sicilian talent in America. The firm also aims to sign US bands to its own label. **Cyclope** act **Flor De Mal** has been chosen to represent Italian rock at the **South By Southwest Music festival** in Austin, Texas, in March. **David Stansfield**

### US: Sony Launches Tri Star

**Sony Music** in the US has formed the **TriStar Music Group** to release and market **Sony Music International** repertoire on the national market. Headed by ex-**Chameleon Entertainment** and, before that, **RCA** president **Bob Buziak**, the company's artist roster is believed to be a selection of Sony's up—and—coming acts such as France's **Deep Forrest**. Distribution is through **Relativity Entertainment Distribution**, 50%—owned by **Sony Music**. **Machgiel Bakker**



**GOLD AND PLATINUM FOR MAMA'S JASJE** — Belgian band **Mama's Jasje** was awarded with a gold disc in January for their album "Letters And Noise," which sold over 15,000 copies in Belgium, and a platinum disc for their first album "Paradise On Earth." Pictured celebrating are (l-r): (front row), **BMG** label manager **Ronny Dasschot**, **Play That Beat Publishing MD** **Theo Linder**, **Mark Gijssens (MJ)** and **Herman van Molle (MJ)**; (second row), **Ben Destrucker (MJ)**, producer **Paul Despiegelaeere**, **Peter van Laet (MJ)**, **Marc Debouvier** and **Laurent van Hoestenberghes (Play That Beat)**; (back) **Steven de Cort (MJ)** and manager **Dirk de Jonge**.

## Sony Germany Thriving Six Months After Restructuring

by Miranda Watson

**GERMANY** Only six months since Sony Music Germany decided to restructure its artist marketing department into five separate repertoire driven units (see M&M July 11, '92), the move is already paying off, according to MD Jochen Leuschner.

Sony Germany decided to separate its artist marketing operation into individual profit centres with specialized A&R and marketing staff in order to deal with the increasing volume of releases. Comments Leuschner, "Germany is a segmented market now. We are dealing with lots



Hubert Wandjo

of different repertoire segments which all need to be handled in different ways by different people. When I was head of A&R eight years ago the more general A&R manager was the thing. The range of repertoire wasn't as wide then however. Now with the re-strengthening of the Volksmusik department on one side and hard rock on the other, it's clear that A&R can no longer be handled by one person."

The restructuring also fits in with Sony's strategy over the last four years to trim its management,

with artist marketing director **Hubert Wandjo** now having five separate A&R heads reporting to him from the **Pop/Rock International, Dance Pool, Pop Rock Local, Hard & Heavy (Dragnet)** and **Herzklang** divisions.

Says Wandjo, "The heads of each of the units are free to make their own A&R decisions."

One option was to split Sony into **Epic** and **Columbia**, as has been done in other territories, such as Spain and Italy. But Wandjo says it would have been a disadvantage to set up two companies doing much the same thing. "Our main idea was to move away from Sony as a very mainstream rock 'n' roll company and extend into other repertoire areas such as dance with our **Dance Pool** label and **MOR/Schlager** with our **Herzklang** label," he says. The initial success of the **Herzklang** and **Dance Pool** labels made Sony decide to extend the idea.

Now Wandjo feels Sony is at its A&R peak. "We had some very bad years on the local A&R side until two years ago when we changed our strategy and reshaped our artist roster," says Wandjo. "This year is our best local year ever in terms of net sales. We are



Jochen Leuschner

now one of the top three companies in terms of the number of new acts we are charting."

New acts broken in 1992 included **Das Fantastische Vier** (German rap), **Edward Simoni (MOR)** and **Badesalz (MOR/Schlager)**. "I'd now consider Sony as one of the hottest companies on the market for local talent," says Wandjo.

Sony Music Germany closed 10% up on the previous year at the end of '92. Leuschner says the current fiscal year is better than expected and up from the previous year.



**BILLIONAIRE BOYS TOAST NEW CONTRACT** — Hardrock group Billionaires Boys Club recently signed a long-term contract with Polydor. The debut album "Something Wicked Comes" will be released shortly on the Polydor label. Pictured (l-r) are: artist Anders Johansson, Polydor international product manager Sven Sturm, artist Jorg Fischer, senior product manager/A&R international Jerry Gieseking and PolyGram Songs MD Joost van Os.

## Lisbon Audiences Fall, Canal 1 Remains Number 1

**PORTUGAL** The introduction of additional private commercial TV stations had its expected impact on radio listening in Lisbon during 1992, with audience shares for total radio declining 8.3 points to 55.2%. Both private and public stations were affected, with public stations **RDP** slipping 3.4 points to a 10.5% share, while private locals stations fell the same amount to a 29.2% share in the capital, which has a population of around 3 million people.

Virtually no formats were excluded, with top-rated, full service **Renascenca Canal 1** down 2.0 points to a 11.9% and number

two-ranked **NT TSF Radio Jornal** falling 2.4 to a 7.9% share.

Number three **EHR NRJ-Energia** (no relation to France's **NRJ**) is holding steady at 6.0% but fellow **EHR** outlet **Radio Cidade** eases down 2.2 points to a 5.6% share.

Portugal is tipped to be one of the fastest growing markets for radio in western Europe this year, according to **Saatchi & Saatchi's** media buying/research subsidiary **Zenith World Media**. Radio advertising is expected to grow around 11% to US\$62 million, making it the 10th largest market in western Europe. Radio grabs about 7.3% of total advertising,

**Top 10 Lisbon Stations**  
(% Audience Cume)

	Dec. '91	Dec. '92	% chg.
R. Canal 1 (FS)	13.9	11.9	-2.0
TSF (NT)	10.3	7.9	-2.4
NRJ-Energia (EHR)	5.5	6.0	0.5
R. Cidade (EHR)	7.8	5.6	-2.2
RFM (EHR/ACE)	5.9	4.0	-1.9
RDP Comm. FM (EHR)	4.1	3.5	-0.6
RDP Ant. 1 (FS)	4.9	3.4	-1.5
RDP Comm. AM (ACE)	3.9	3.3	-0.6
Super FM (AOR)	0.6	2.5	1.9
R. Marginal (AOR)	1.5	1.5	0.0
Total Radio	63.5	55.2	-8.3
Local Radio	32.6	29.2	-3.4
RDP Total	13.9	10.5	-3.4
Regional Radio	1.4	1.9	0.5

Source: Marktest

## Authority Assesses ILR Applications

by Mike McGeever

**UK** It appears likely that **Essex Radio** will be re-licensed to operate its FM and AM services, after it was the only group to submit an application for those franchises by the **UK Radio Authority's** Febru-

ary 9 closing date.

Easy listening **Essex Breeze AM** covers mid-Essex with a potential audience of some 1.5 million adults. Its **EHR** station **Essex Radio FM** currently serves 770,000 adults within the same area. The AM coverage area may be extended by the Authority to

include the eastern fringe of greater London, Harlow and some areas in the eastern Hertfordshire.

Meanwhile, the Authority received two applications for the AM and FM services in Leeds and its surrounding communities. The incumbent licence holder **West Yorkshire Broadcasting** has applied to continue operating its **Gold Magic 828** and **EHR Radio Aire FM**. The other application was submitted by the **Voice Of Yorkshire**, an independent consortium led by radio consultant **Colin Walters**. The group is proposing an **EHR/ACE FM** service, and a gold AM service.

The present FM coverage area also includes 770,000 adults, and the existing AM service has an adult population of 1.2 million. The Authority may also extend the AM coverage area to include **Guiseley**, **Knottingly** and parts of **Kirkstall** district, **Bradford** and **Barnsley**. The Authority is expected to announce its decision about the awarding of all the eight-year licences within the next three months.

## Moroccan Investors Bid For RMC Share

by Emmanuel Legrand

**FRANCE** It looks likely that pressures to solve the financial problems at French MOR network **RMC** may lead to the sale of a minority stake to Moroccan investors **Omniun Nord Africain (ONA)**, Morocco's main private holding company, headed by **King Hassan II's** son in law **Fouad Fitali**.

**ONA** has announced its decision to take a minority stake in **RMC** in partnership with a group of banks, depending on the economical, commercial and technical feasibility of the project. **Bernard Miyet**, former president of state-owned holding company **Sofirad**, which owns 87% of **RMC**, has been nominated to study the feasibility of the bid. The remaining shares of **RMC** are owned by the state of Monaco.

Secretary of state for communications **Jean Noel Jeanneney** commented in *Le Monde* recently

that the government is aware of the danger of the project, however, adding that it was his responsibility to make sure that everything would be carried out clearly and legally. "The drop in audience and advertising revenues at the station make it essential to look for new shareholders. Historical reasons have prevented us from doing this before, and the station's management has lost time. It is now time to act quickly, but without rushing and by-passing the rules." He calls the **ONA** offer legitimate, but points out that this will not constitute a takeover, as laws passed in 1986 limit non-EC investors to 20%.

**RMC MD Jean-Noel Tassez** has so far declined to comment. However, journalists at **RMC** claimed in a recent statement that "it would be inconceivable to see France's third main full-service station have as a share holder a state which violates rights of the press in particular and human rights in general."

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# Veronica Threatened With Seven-Week Lights-Out

by Marlene Edmunds

**HOLLAND** Public broadcaster **Veronica's** radio and TV stations could go off the air for up to seven weeks if a 1990 decision by Holland's powerful watchdog body, the **Media Commission**, is enacted.

The case stems from a two-year old charge by the independent commission that in 1990 the Veronica leaders—including former ex-Radio Veronica director **Lex Harding**—had used between Dfl 7-10 million (app. US\$4-6 million) of the pubcaster's funds to

help set up TV station **RTL Veronique**, now known as **RTL 4**, in Luxembourg. The commission had ordered that Veronica's licence to broadcast be revoked for seven weeks, but the penalty was withheld pending EC appeal.

Veronica had asked the EC court to overturn Dutch rules forbidding the public broadcasters from investing in commercial media in other European states, arguing that the rules violated EC regulations guaranteeing citizens the right to move capital across borders and to provide services. However, the EC turned down

Veronica's appeal, stating that the Dutch government had the right to make some rules for its public broadcasters in order to preserve a non-commercial system.

The court's decision has triggered a scandal at Veronica and the resignations of four top management figures. In efforts to keep the broadcaster on air, Veronica chairman **Joop van der Reijden** also reportedly offered to pay back some Dfl 10 million in funds the Media Commission believes the broadcaster may have made in profits on the 1990 deal.

The penalty, if carried out, could result in the loss of millions of dollars in advertising coming on the heels of a major restructure of the public system, which leaves Veronica's position in the ratings vulnerable on the radio and TV side.

Veronica's fear that the penalty would be imposed was said to be one of the major reasons for its abrupt suspension of ex-radio director **Harding** last autumn. The Media Commission at that time warned the broadcaster that **Harding's** efforts to start up what is now called **Radio 358** while still working for the pubcaster smacked of circumstances similar to the 1990 case and could result in additional penalties. **Harding** was suspended immediately following the admonition.

While media analysts predict the fine will never be enacted, Media Commission head **Aart Geurtsen** is less certain. "On the one hand, all the leaders of Veronica who were involved in this matter—**Lex Harding**, **Rob Out** and others—are gone," says **Geurtsen**. "We would be punishing innocent people. On the other hand, Veronica as an organization is culpable."

## Bashung Voted Victoire Artist Of The Year

by Emmanuel Legrand

**FRANCE** Barclay artist **Alain Bashung** took home two awards (artist of the year and best video for *Osez Joséphine*) at the eighth edition of the **Victoires de la Musique** recently. Newcomer a capella band **Pow Wow (Remark/PolyGram)** also took two awards (best song for *Le Chat* and band of the year, beating **Les Negresses Vertes**, **FFF** and **Les Innocents**).

**WEA** artist **Véronique Sanson**, who made a successful comeback in 1992, was voted female act of the year (beating **Vanessa Paradis** and **Maurane**). **Jacques Dutronc**, another veteran



**VIRGIN LUNCH AT GROUCHO CLUB** — Virgin Radio hosted a lunch for record company heads of promotion and leading independent pluggers at the Groucho club recently. The presentation was chaired by Virgin Radio chief executive **David Campbell** and joint programme directors **Richard Skinner** and **John Revill**. Pictured (l-r) are: **Billy McLeod** (London Records), **Skinner**, **Alan Jones** (Island Records), **Adrian Sear** (China Records) and **Alan McGee** (East West).

## CLT Contemplates UK Expansion

by Mike McGeever

**UK** European broadcaster **CLT/Luxembourg** is looking to increase its presence in the UK partly as a result of the success of its Dublin-based subsidiary **Long Wave Atlantic 252**, which covers approximately two thirds of the UK population—not including London.

The results of the first **RAJAR** survey fourth quarter 1992 show the **ACE/EHR** outlet with a 5.4% share of its coverage area. **CLT's** communications director **Karen Schintgen** comments, "Certainly **Atlantic 252's** results are very encouraging, but we have always seen the British market as an attractive opportunity."

**Schintgen** did not want to comment on what developmental stage **CLT** is at concerning bidding for UK franchises. However, other sources say **CLT** is interested in getting footholds in large metropolitan regions in southern England including the capital. The source continues, "I think there will be some time between what **CLT** has in mind in the way of ideas and them achieving what they set out to do as far as the UK is concerned. I think it will be two or three years before we see anything tangible. However, being a large European broadcaster they can move quickly if they want to."

Sources add that at present, **CLT** has no licence applications on file with the **UK Radio Authority**.

## Radio Welcomes Court Decision To Cut GRAMEX Fees

by Kari Helpaltio

**FINLAND** Finnish radio stations should welcome a recent decision by the Finnish court of appeal to lower fees payable to authors rights society **GRAMEX** to between 2-9% of annual ad sales income.

The new system is calculated on sales income and the percentage of **GRAMEX**-protected music played. The previous system was calculated solely on sales income and often

resulted in levels of payment as high as 15%.

Says independent radio umbrella group **Suomen Paikallisradioliitto MD Kai Salmi**, "The judgement will cut fees by between 14% and 32% depending on the station. This will be a relief for some stations, but for many the difficulties will remain."

It is estimated that local indie stations owe **GRAMEX** some **Fim20 million** (app. US\$4 million) in unpaid royalties dating as far back as 1985.

## EMMA Music Industry Awards

**FINLAND** **Nelja Ruusua (Parlophone/EMI)** was voted best band in the recent Finnish music industry awards, the **EMMAS**, on February 7. Candidates were nominated by local record companies, and judged by a seven-member jury. The rest of the award winners were as follows:

- Best female: **Anna Hanski (Selecta)**
- Best male: **J. Karjalainen (Poko/Unitor)**
- Best newcomers: **Neon 2 (Columbia/Sony Music)**, **Susanna Haavisto (Flamingo)** and **Joel Hallikainen (Finnlevy/Fazer Music)**
- Best musician: **Veli-Matti Jarvenpaa**

- Best producer: **Janne Haavisto**.
- Best song: *Mies jolle ei koskaan tapahtu mitään* by **J. Karjalainen** and **Esa Kaartamo**, recorded by **J. Karjalainen** on **Poko**.

Special **EMMAS** were handed to veteran acts **Katri Helena (Finnlevy/Fazer Music)** and **Hector (EMI)**. Gold **EMMAS** for lifetime achievement were awarded to commercial counsellor **Roger Lindberg**, who for decades was the president/chairman of the board at **Fazer Music Inc.**, and also a key figure in various organizational activities. **KH**

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■ **FRANCE:** Joël Mornet, associate director of FNAC has been appointed to the committee of mother company GMF.

■ **FRANCE:** Jean Pierre Dusseaux, former programme director at Antenne 2, has taken over development of audiovisual production company Jacques Marouani Productions. He will be responsible in particular for negotiations concerning RFM, which Marouani has hopes to buy.

■ **FRANCE:** Alain Surrans has been appointed director of the Centre National D'Action Musicale.

■ **FRANCE:** Yazid Manou, well-known for his promotion work for Jimi Hendrix and Bob Marley, has been appointed head of press at label Avec Le Monde, recently launched by Forlane and RFI.

■ **HOLLAND:** Ger van der Meys has been appointed MD of distribution and marketing company IMC.

■ **ITALY:** Roberto Arcadu, ex-product manager for Go! Discs in London and Scotti Bros labels at PolyGram has been promoted to international exploitation manag-

er. His former responsibilities will be taken over by Nicola Zingarelli.

■ **NORWAY:** Hilde Hatlebrette has been promoted to senior product manager at BMG Ariola. She will oversee all labels and report to marketing manager Morten Jensen, who was appointed product manager on January 1. Hatlebrette will be assisted by Helge Barra.

■ **UK:** Liam Toner, former Virgin Classics senior marketing manager, has been appointed label head at Philips Classics. He will replace Isobel Collins, who resigned suddenly in December. Toner will be assisted by former Virgin Classics colleague, press officer Paula Morris.

■ **UK:** Avril MacRory, formerly with Channel Four, takes up her new position as head of music programmes at BBC TV next month. She replaces Dennis Marks, who was recently appointed general director of the English National Opera.

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

*The French language Radio Contact network (25 stations) tops the Belgian French community ratings with 18%—ahead of the Bel RTL network (16.4%) and pubcasters such Radio 21 (10.8%) and Radio 2 (9%). It targets the 12-34 age group, mainly situated in the working class markets and major cities in the south of Belgium.*

Head of music Jean-Lou Bertin thinks that the network's adagium "never change a winning team" is one of the key elements of Radio Contact's current leading position. The station employs some 100 people of which 30 work in the Brussels headquarters.

Bertin is aware that some stations are trying to copy Contact's EHR hit formula, but he remains confident that competition from stations like Cherie FM, Nostalgie, Bel RTL or Radio 21 will not become a problem. "By remaining what we are we stand strong to counter competitors. We don't plan to change our EHR format in view of new stations on the market."

Radio Contact is happy as current market leader, but Bertin is realistic when ratings are discussed. "Of course we want more, but one has to be reasonable to accept a maximum. The fact that some 50 new stations are launching does not increase the potential audience."

After the signature of a gentleman's agreement (1989) with the Belgian record industry group IFPI concerning the distribution of sample records and collaboration with the record companies, Contact established a healthy working relationship with the industry. "We try to boost our audience and the

record labels want to sell records, and the best thing is that we work together."

Bertin cites the recent year-end campaigns with Warner Music (the Beverly Hills 90210 album) and Phonogram (the Elton John 4-CD box) plus numerous exclusive interviews and record releases.

Bertin compiles the playlists on software produced in-house, and the information is then transferred by modem to the affiliates for use in programming. Contact is also the first network in Belgium to

use satellite transmission for news flashes and night programmes. However, while expensive as far as personnel and infrastructure are concerned, Bertin underlines that the station prefers to work mainly with locally produced programmes and local hosts. Most of the stations switch to the satellite signal between 20.00 and 22.00 hours until 06.00 hours.

Radio Contact will be the first in Europe to introduce a CD-ROM library of over 5,000 titles for direct access. "The library will include all of our records and much more and will allow programmers perfect control of intro, outro, timing etc. With mixing possibilities included, the system

could also be used at night."

The network's satellite activities are fully legal in the south of Belgium, and Bertin is happy to see that the French community's government is keeping pace with technological evolutions. "Belgium is still pretty much a two-speed bus when radio legislation is concerned," says Bertin, "but one has to note that despite all legal barriers we have succeeded to become the number one station." *Marc Maes*

## Programme Director Of The Week



Jean Lou Bertin  
Head of Music  
Radio Contact  
Belgium

# Germany: Steering The Private Radio Scene

by Heinz Canibol

Were the MD of an Austrian record company to look at the German radio situation, he would most likely call it "paradise" compared to his situation in Austria, a country still operating with one state-owned radio monopoly, and no private radio stations at all. (Besides Albania, Austria is the last European market with this system, which might explain the sometimes strange market reactions there.)

But, after a closer look, would he change his mind? I admit that the German record industry had slightly naive hopes pinned on the appearance of the first private radio broadcasters in 1986. The general feeling was that the network and programme policies of the regional state-owned stations were far too inflexible and too limited, and many industry players hoped that private radio would help ease the obstacles blocking airplay for new local talent.

"More is beautiful," was the general attitude at that time. But, boy, were we disappointed when we began to see that those new promotion partners did not enter the market to join forces with the record industry, but only with their advertising partners.

The impact of private radio stations led to changes not only in the radio landscape, but also in the listening habits of the audience, and quickly required fundamental adjustments in the industry's promotion strategies.

Over the past years the German radio situation has found itself in a continual process of development and is far from being cast in stone. We witnessed positive changes in the programming attitudes of some state-owned stations, as well as growing complications in co-operating with major private broadcasters due to increased regional or local competition.

But of course, the main industry problems remained unchanged; the hit radio format dominates the market and "oldies" often gather an unhealthy proportion of the playlists. And programmers still tend to neglect the fact that hits and oldies need radio support when they are newly released in order to become viable hits.

Although there are stations which play a high proportion of domestic music, the problem here is two-fold:

- a) they prefer domestic oldies, and
- b) even if they create power-

plays for local MOR titles, their impact is mostly local and it is difficult to create the necessary regional or national buzz.



Consequently, the German industry has had to develop strategies to break new artists and hits



Heinz Canibol has been MD of MCA Music Entertainment in Hamburg since July 1 1991. He started his career in 1977 at CBS in Frankfurt as product manager and left the company in 1988 as artist marketing director to join Sony Music Austria as MD.

despite the lack of rock or pop-oriented national TV programmes and a more complicated radio situation.

Discotheques and clubs became an area of growing importance and new progressive artists had to work the club circuit immediately

after the release of their album, instead of touring the country's bigger venues after radio and TV campaigns—like in the old days.

And although the impact of MTV Europe can not be measured accurately, there is no doubt that a sufficient rotation on this channel generally helps to stimulate trendsetters, programmers, retail and consumers.

Combined campaigns with active retail partners like the WOM (World Of Music) chain demonstrate another possible strategy to influence the market in the targeted direction.

Recent successes with acts like Nirvana, Guns 'N' Roses, Sonic Youth, Bobby Brown and Izzy Stradlin proved that hits can be broken before radio finally decides to add those titles to their main playlists.

There are many other factors to be taken into account, however. The ever-changing radio situation

has required new advertising strategies, and music used in advertising spots can create an overwhelming demand in the market, as the Mamas & Papas revival demonstrated last year. And, of course, there are the opportunities offered by film soundtracks, TV series and soap operas.

Do we need even more formats in order to cover even more niches? My answer is yes and no. Yes, because repertoire areas like jazz or country music for instance deserve more media attention.

No, because these stations will most likely only broadcast to the already existing listener groups, and the only way to win new believers would be to integrate certain repertoire proportions into the mainstream programmes of existing stations.

Radio is a business with its own rules and it is just as profit-oriented and complicated as the music industry.

At the end of the day nothing will reduce the interdependence between radio stations and record companies. Progress can only be made by carefully listening to each other and remembering that both operate in the same market, although with different targets and needs.

# Look at them! You haven't heard the last of them



David Koven



Nicola Sirkis



Little Bob



Richard Séguin



Marie Carmen



Michel François



Marlone



Soon e MC



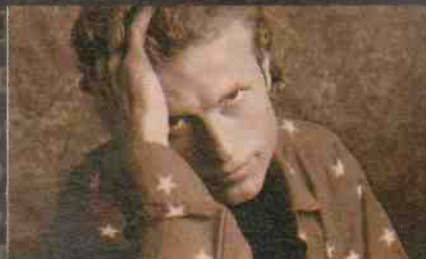
Alpha Blondy



Lauzzana



Fanny



Christophe Deschamps



Vivien Savage



BRINGING DIFFERENCES TOGETHER IN FRANCE

# NEW RELEASES

## A Singles

### ALPHA BLONDY

YéYé - EMI

PRODUCER: Boncana Maïga

The second single from the best-selling album *Masada* is another danceable and catchy tune, full of good humour.

### ETIENNE DAHO

*Comme Un Igloo* - Virgin

PRODUCER: Etienne Daho/Edith Fambuena

A genuine poppy Daho song, with limited voice but fine melody. The four-track CD offers three remixes of this song in addition to the original mix. The Boom Bass remix is perfectly suited for dancefloors.

### CAROLE LAURE

*Mirage Geïsho* - FNAC

PRODUCER: Lewis Furey

The main strengths of this lush ballad are the deep warmth it radiates and the top flight melody. Passionately sung, this is a winner.

### LES MARACAS

*Yellow Sunshine* - Squatt

PRODUCER: Eric Gourlain/Erwin Autrique

First single from the second album of this band from the southern city of Montpellier. They don't revolutionize R&R, but it works efficiently.

### MAURANE

*Du Mal* - Polydor

PRODUCER: Kevin Mulligan/Maurane

The singer's first claim to fame was the musical *Starmania* by the late **Michel Berger**. This new single is definite proof that the she is no fluke. The chorus alone is strong enough to easily carry this tune.

### NIAGARA

*Un Million D'Années* - Polydor

PRODUCER: Daniel Chevenez

Cheerful and tuneful are the just some of the best ways to describe this immediately catchy song by France's premier pop/rock outfit. With its irresistible hook it should do well on most formats.

### PASCAL OBISPO

*Plus Que Tout Au Monde* - Epic

PRODUCER: Nick Patrick

One of the new talents emerging from the French scene. Obispo was drowned in a Beatles environment as a kid, but there are worse godfathers than these. All together, it makes a nice poppy song, which has already become a hit in France.

## A Albums

### L'AFFAIRE LOUIS TRIO

*Mobilis In Mobile* - Barclay

PRODUCER: D. Blanc-Francard/ALT

The wild men of the French rock scene start the new year with a concept album based on **Jules Verne's** works of mystery, science-fiction and adventure.

As a whole things come out sounding strong, with the vocals often placed well up front. It's hard to



pin-point the tracks that stand out since it's best listened to as a whole, although *Le Capitaine*, *Les Filles De*

*La Chance*, and the lively *Les Elephants Sont* appear to be among them.

### JOHAN ASHERTON

*The Night Forlorn* - FNAC

PRODUCER: Patrick Chevalot

For the few who have been following his career for the past years, Asherton is not a new name, but with his fourth and latest album, he has possibly reached that step where he could attract a new audience. Not only a brilliant songwriter, Asherton is also a talented performer. Intimacy, soul and a touch of class characterize this album, with its subtle string and horn arrangements. A nice surprise, to be stored between Dylan and Bolan.

### JEAN-PATRICK CAPDEVIELLE

*Vertigo* - Virgin

PRODUCER: Barry Beckett

There has always been a misunderstanding between the media and Capdevielle, often tipped as a sub-Springsteen at the early stages of his career in the late '70s. For his first Virgin album, Capdevielle returns to his musical roots—the US, more specific, Louisiana. Now in his 40s, he delivers a personal and original rock album, for the first time appearing humble and serene. *Black Bone*, the first single, failed to make it in France, but this groovy song could fare well elsewhere.

### KASSAV'

*Tékit Izi* - Columbia

PRODUCER: Kassav'

In this chilling winter time, there is nothing better than a shot of hot and spicy Caribbean music. Kassav' come from the French Antilles and have become the worldwide ambassadors of the zouk syncopated rhythm and regularly sell thousands of albums in France. This album, recorded in Trinidad, Paris and Budapest, is more varied and better produced than the band's previous efforts. As the album says it: *Tékit Izi* (Take It Easy) and dance. It's worth it.

### RICHARD SEGUIN

*Aux Portes Du Matin* - EMI

PRODUCER: Michel Bélanger

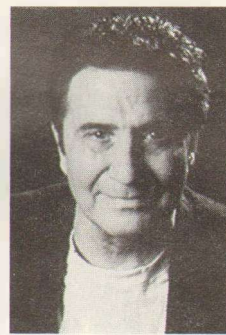
Seguin is one of the leading new artists from the Canadian French-speaking regions of Québec. His music falls in the FM rock category, with a powerful instrumentation and a strong original voice. His style and his sound are cousin of Francis Cabrel's and Jean-Jacques Goldman's. Listen to the little track, the bluesy *Ensemble* and the introspective *Terre De Caïn*, to get an idea of this man's talent.

# Bécaud: Mr. 100.000 Volts Returns

Almost 40 years ago from now, before rock 'n roll was born, a French singer took France by storm and quickly gained the nickname of "Mr. 100.000 Volts." The front rows of the Olympia concert hall were destroyed during his concerts. He had a very active following, especially for women. In other words, **Gilbert Bécaud** was an almost instant star.

Forty years later, after a long series of hits to his credit, Bécaud, now 66, is resuming his career with one of his best albums in more than a decade and undoubtedly one of the most ambitious projects—and challenges—of the year.

"Bécaud is one of the living icons of the French chanson," says **Antoine Chouchani**, manager of BMG's RCA label to which Bécaud is signed to since 1991, following the acquisition of Bécaud's publisher **Rideau Rouge** by



**BMG Publishing**. "We had to find something new and original and we really wanted to expose him to a new public," he says.

Chouchani then thought of **Mick Lanaro** to produce the record. Although Lanaro is in charge of A&R for **Phonogram**, his contract leaves him enough freedom to work on outside projects. Lanaro produced **Patrick Bruel's** best-selling 1989 album *Alors Regarde* and was the mastermind behind the come-back of another veteran of French music **Claude Nougaro**.

Lanaro did some journalistic work and came up with the idea of an album which would tell the story of Bécaud's life and a musical concept centered on a jazzy style.

Then came **Pierre Delanoé** in the picture, one of Bécaud's first lyricists and current president of performing rights society **Sacem**. He and Bécaud came up with a series of songs eventually recorded in Los Angeles at Studio Ocean Way, with jazz musicians and a large horn and string section.

The result is a 16-song CD, *Une Vie Comme Un Roman* ("A Life As A Novel"), played in a moody, bluesy, jazzy style, sometimes sounding like a Big Band album from the '50s.

The logo of the project is, "It's not only good songs that make a good record, it's also a lifetime." For promotional purposes, RCA has created a special package presenting all 16 songs on individual CDs, stored in a book the size of the soundcarrier, which was sent to key media people, especially radio stations. Says Chouchani, "I didn't want to deliver a single and then an album, which is what's usually done. I really wanted the media people to carefully listen to

the whole album before sending our choice of single."

To present the recording in a more official way, a hearing was organized in France's National Library (the book connection, again), first with media people, then with all the sales force and key retailers the day after. The album was released on February 2, exactly 40 years after Bécaud signed his first contract. That same day, **RTL's** head of music **Monique Le Marcis** had organized an entire day dedicated to Bécaud. Radio promotion included a special week on **Nostalgie**

and on **Sud Radio**, interviews with Bécaud on **France Inter's** local public stations and announcements in **France Info's** newscasts.

Says Chouchani, "Media reaction has been very quick and enthusiastic. The release has received massive coverage and a lot of people are calling us to see if anything could be arranged with Bécaud. We wanted to revive the image of Bécaud and, from the media reaction, it looks as though he hasn't been forgotten."

For the first time, Bécaud has made a video, shot by **Bertrand Faivre**, whose previous works include a **Chet Baker** documentary and videos for **Etienne Daho** and **Michel Jonasz**. The first single released is *Quand T'es Petit Dans Le Midi* ("When You're A Kid In The South Of France").

Initial shipment mounted 40,000 units, and Chouchani says his first goal is to achieve gold status (100,000 units). Initial marketing investment amounts to Ffr1.8 million (app. US\$330,000), including clip production, while recording costs reached Ffr900,000.

Another aspect of this album is its international potential, according to BMG France international exploitation manager **Frank Dietz**. Says Dietz, "It is a priority for us, because Bécaud is considered a living legend outside of France, being one of the most renowned French artists, together with **Edith Piaf** and **Charles Aznavour**. Our strategy is first to reinstall Bécaud at the top in France and then spread the word outside of the country. We've sent an advance cassette to all our affiliates as a teaser, followed by the album and the video. There is already an enormous interest in some countries. Holland was very quick to react. Germany, Belgium, Switzerland, Italy and Canada have already released the album. First we're focusing on Europe, including Eastern countries. It's all step by step."

by Emmanuel Legrand



NEWS FORMATTING ON FM STATIONS:

# France Wants To Be Informed!

*It became obvious during the Gulf War that news formats definitely had their place on French FM. Stations specializing in news broadcasts, or those relaying hourly accounts of the war all registered an increase in audiences according to the Mediametrie poll released in April 1992.*

**S**ince then ratings have returned to pre-war levels, but those generalist stations with the most news content remain the radio leaders in France. Several private commercial station programme directors claim their stations have low news content because of lack of interest from their younger listeners. But last month **Europe 1** introduced a news programme between 22.00 and midnight, a time when overall radio audiences are relatively weak, while **RTL** vice president in charge of programmes **Philippe Labro** says his station is picking up young listeners (18-20) because the station's news broadcast covers such a diverse range of subjects. **RTL** is, at 17.6% on the last national poll, currently the most listened to station in France (public sector stations taken individually).

The most recent manifestation of interest in the news is broadcaster **BFM**, which began transmitting last November in Paris only (96.4FM). It broadcasts 24 hours a day, filling 18 straight hours with news. Programme director **Michel Brillie** says that although it may be breaking new ground with such a format, **BFM** already has an audience, as yet unexploited. "We concentrate on economic news and analysis

particularly among women and younger listeners." In practical terms this means a new evening show with a high news content designed to be up-beat enough to attract young audiences and the morning show anchored by **Jean-Luc Delarue**, again with a high news content.

News is the bottom line in **RTL**'s format, allotting 53% of its budget to news programmes. Although it is impossible to "segment" or adopt news to draw a particular age group, it is possible to cover material that will interest younger listeners. "News programmes play a fundamental role in our format," says Labro, "and younger audiences will always be attracted as long as we cover issues and events that interest them. Obviously we can't create a format designed for one particular age group but I think that people around the age of 18 or 20 do become concerned about the world around them and are likely to be interested in all the big news issues."

Again, the colour of the programme is up-beat and keeps as close to the listeners as possible. Says Labro, "We can never give the impression that we are an elitist microcosmic station which reflects and revolves around Paris. Therefore, **RTL** has given about one-third of its programming over to news, and consistently gets

**"A radio station has two target audiences: those to whom you are specifically aimed...and the secondary audience. This phenomena became very clear during the Gulf War when audiences from commercial private stations would tune in to other stations providing more news coverage."**

— **BFM** programme director **Michel Brillie**

principally aimed at people in professional fields," he says. "That said, however, it has to be taken into account that a radio station has two target audiences: those to whom you are specifically aimed, and the secondary audience. This phenomena became very clear during the Gulf War when audiences from commercial private stations would tune in to other stations providing more news coverage. Result: the generalist stations gained. Admittedly, the Gulf War doesn't happen everyday, but I think the idea of two audience types has to be kept in mind."

## The Right News Colour

For many, the "colour" or tone of a given station is the determining factor in the new content of any format. At **Europe 1** over the last year, there has been what programme director **Patrice Blanc-Francard** calls a rejuvenating process, and although the news content has not decreased, he pointed out that they have been drawing younger listeners. Says Blanc-Francard, "Every big generalist station has a conflict between those who wish to programme more music and those who want more news. We have resolved this problem by developing a very strong marketing strategy based entirely around the environment in which they live. Over the last year we have picked up 17% more audience,

the highest ratings in all Mediametrie polls."

It seems possible, therefore, to have a news content without losing audiences. However, **Skyrock** programming director **Laurent Bouneau** doesn't agree, coming from a private commercial FM network with very low news content. "The problem," says Bouneau, "is that stations like **Skyrock** have not made their reputation through news broadcasts. We are known for our music format and if we programme more news we'll lose our audience. Listeners tune into stations like **Skyrock** expecting to hear music. That's what we're good at and if we start producing more news we will be outside our field competing with stations which have got years of experience in the field."

## Keeping The Locals Happy

For regional stations, the problem is a little different but works on the same principal—more music, less news, and news that is predominantly local. **RVS/Normandy**, the independent network, has news in its morning slot but at least 50% of that is local. Says programming director **Michael Bourgeois**, "We do broadcast international and national news but our principal interest is in local events which we cover ourselves. We are principally a music station but the local news factor does attract listeners that might have tuned



in to one of the national networks if we didn't do what we do. Our target audience is 15 years of age and older, so we have to cover things that will interest everyone. As a result of this we also draw on all kinds of local advertising."

That a market exists for a station broadcasting only news has been proven by the success of public station **France Info**. Created only five years ago, the station has an average of 3.5 million listeners per day, according to the last Mediametrie poll. Although many private commercial stations argue that their listeners are not interested in the news, if aging teenagers begin to express an interest in current affairs as Labro has suggested, stations aimed at younger listeners might seriously consider increasing their news content.

by David Roe

## Industry Hits Harder At Radio Stations

**S**NEP general manager **Bertrand Delcros** suggested that the industry could ask for quotas "affecting certain categories of radio stations" at **MIDEM**, continuing the on-going attack on radio stations not adhering to French quotas.

Although the possibility of implementing quotas "à-la-carte" looks unlikely, the move reflects the industry's state of mind at a critical period, which has seen the share of sales of French product fall below the 50% mark in 1992.

This comment followed **SNEP**'s acknowledgement that the organization's agreements with broadcasters signed in 1992 had been "a failure," particularly with the main musical networks **NRJ**, **Fun** and **Skyrock**. **Delcros** pointed out, however, that the agreement also had its positive sides, and that the majority of stations which signed have respected their contract. He notes, however that, "All stations need to respect their commitments."

**Virgin** president and **SNEP** vice-president **Patrick Zelnik** announced that the industry was looking for a system to motivate stations to play more French music. "SNEP, along with other partners in the industry, has decided to create a fund that will allocate subsidies to stations which co-operate. It will soon be operational." Details of the way the fund will operate and its yearly budget have not been finalized.

Close comparisons can be made with the situation in Canada, where strict quotas of 65% have been in operation for several years. After initial fears of audience migration to English-speaking stations, the system proved a great success. Advisor to the Quebec music industry association **Robert Pilon** said he was "amused to see **Delcros** shyly asking radio stations to play a mere 20% of French songs." He recalls, "Quebec broadcasters were absolutely against these quotas. But, in fact, not only did they improve their ratings, they also made a lot of profit."

Quebec music industry body **Adisq** president **Michel Sabourin** pointed out that thanks to more vibrant airplay activity, a new generation of Quebec acts have appeared, such as **Roch Voisine**, **Jean Leloup** and **Luc de la Rocheliere**. **Sabourin** claims, "These acts would never have existed without the quotas. Radio stations in France say that their listeners don't like French songs, but what have they done to give them the will to listen to them?"

Emmanuel Legrand

## PARALLEL IMPORTS/EXPORTS:

# Synchronicity On The Dancefloor?

Taken to the logical extreme, January 1 1993 should have meant a single pan-European market for the network of Euro dance importers and exporters. But for dance labels, the new-found European club unity has unfortunately meant more than simply "one nation under a groove."

Increasingly reflective of each nation's pop output, the emergence of club cuts on European pop charts has provoked watchful exporters in one country to create havoc out of carefully co-ordinated record company release schedules in another country.

"We have to be very careful with the Euro-Club records that we license from abroad," says React Music label manager Thomas Foley. "Some of the smaller labels don't do any club promotion, often releasing records as soon as they are pressed. The problem is that if we've licensed a track for the UK and have taken four or five weeks to promote a record in the clubs,

another label could release at any time before we do. This makes the chances great that our pre-sale orders will be eaten up by foreign exporters, beating us to it," he claims.

With the UK as one of the still largely "singles-buoyant" markets, "The UK dance labels can very often find themselves inadvertently generating sales interest on a crossover track, purely for the benefit of some importer/exporter company," says Pulse-8 MD Frank Sansom. "These days everybody looks to the UK to create a hit, to create the focus. But if labels from two or three territories have licensed the track for their own local market, those labels start rushing the imports in as soon as we start our promotion work, and work their way into various club charts here.

"It destroys our pre-sales," he claims. "One of the ways we get around it is to take the track and remix it, so that we have versions

that nobody else has. That can be a stipulation right from the word go. With our licensing of Captain Hollywood's *Only With You*, we've actually done all the remixes. That gives us the edge."

Together with the remix trick, other labels like Sheffield's Warp Records say they try to research the other licensing deals that another label might have secured. Agreeing simultaneous release dates are another way around the problem.

Unfortunately, however, the application of local trade embargoes, including for example the UK's BPI/MCPS Import Agreement, are often criticized for their inefficiency and poor policing.

"When we licensed Coco Steel & Lovebomb to Italy, we didn't bother using the BPI/MCPS agreement when we discovered that the Italian label tried rush-releasing the track in an attempt to grab our own export orders," says Warp MD Rob Mitchell. "[The BPI agreement]

simply has no teeth. If people want to get a record into a territory, then the only way to stop them from releasing it is to let them know that you'll be releasing it soon. A lot of shops don't want to reveal their sources unless there's a proper investigation so you really would have to police your ban quite rigidly."

If simple inefficiency was the problem, small dance labels might have less to worry about. Yet with the advent of the single European market, such import restrictions are in fact wholly illegal under the Free Movement of Goods Act, agreed on by all 12 member states.

"Placing import bans on dance imports is theoretically illegal," says BPI head of legal affairs Sara John, "and trying to establish export bans to achieve the same result at the point of original distribution would actually mean heavy fines and large

penalties for any labels prepared to try.

"As things stand there is a lot of confusion with the new regulations. Before 1993, labels could turn a blind eye to the EC's 1956 Treaty Of Rome; now it's very hard to, and any importer can legally parallel export anything, anywhere, as long as he abides by his own domestic license/distribution agreement," John argues. "It's really a question of the word of a licensing agreement against the new EC law, and by definition the European directives must override all other considerations."

While few exporters would wish to apply such laws, which in turn incur the long-term bad will of their domestic labels, the precedent of applying an EC law over the importance of domestic intellectual property is an argument waiting to be tested.

Eddie Coyle

Now Grooves

### AL AGAMI

*Deep Undercover* - Funky Buddha  
PRODUCER: Joe Belmaati & Jørgen -TNT- Møller  
Funky hip hop reminiscent of the Jungle Brothers style and standpoint. There's a strong hook in the catchy sax sampling which should ensure it a certain amount of daytime airplay, while still having enough of a street feel to grace any specialist rap show.

### ESPIRITU

*Conquistador* - Heavenly  
PRODUCER: Espiritu  
The initial promo last November grabbed attention galore (if you could get a hold of it). This month's release sees it on its way to hugeness. Considered by many to be Andrew Weatherall's finest few minutes, he keeps the original Latin feel and gives it an acid trance overhaul. Phil Harding has crafted an accessible radio friendly mix, too.

### JAMIROQUAI

*Too Young To Die* - Sony Soho<sup>2</sup>  
PRODUCER: Jamiroquai  
An uplifting strings intro heralds Jamiroquai's follow-up to last year's massive *When You Gonna Learn*. Jay's "Stevie Wonder"-ful voice grabs the melody and envelopes itself in a warm overcoat of horns, funky

guitar and intricate percussion accompaniment worthy of a Roy Ayers set. "Real" music for the acid jazzed amongst you.

### LUNATIC ASYLUM

*Techno Sucks Vol. 1* - FNAC  
PRODUCER: Guillaume Leroux & Stephane Mennechet  
Mental techno de France. *Gobots* kicks off in gloriously sparse techno trance. *Eternal* moves on into the realms of space, while the interestingly titled *Jordy Killer* is a study in synthesizer insanity. If your show is hard and fast, it's got what you need.

### STEREO MC'S

*Ground Level* - 4th & Broadway  
PRODUCER: Stereo MC's  
Their single off *Connected* set to capitalize on the critical acclaim which the album has had across Europe. The style is now familiar: relaxed hip hop canters alongside an insistent drumbeat, harmonies hit the spot and a satisfying bassline complements free floating instrumentation. Crossing the line now.

### THE REESE PROJECT

*Faith Hope And Clarity* - KMS/Network  
PRODUCER: Kevin Saunderson  
At last, Detroit's prolific techno-soul giants present a portfolio of their work. From the Joey Negro mix of *Direct Me* to CJ Mackintosh on the mix with *So Deep*, the mixing credits include essential involvement from

the cream of both sides of the Atlantic. The array of vocal talent you've come to expect makes this excellent album complete and may secure long deserved chart success.

### THE TIME TUNNEL

*Time Tunnel E.P.* - Eolus  
PRODUCER: The Time Tunnel & Steve Ph.D Dunne  
Specialist corner! This tune is an experience. Tribal rhythms mingle with psychedelic soundbites and breathy vocals emerge from behind industrial sounding sampling. Experimental is an understatement. The second mix moves in a much more funky direction and is definitely easier to programme.

### THE UNKNOWN HEROES

*Give A Little Peace* - Don\*8 Records  
PRODUCER: Prime Motivation  
While most charity records inevitably suggest good intentions and poor quality, the warm, soulful, yet club friendly production of this, a cover version of Mica Paris' *Should've Known Better* offers inspiration to the club goer and—as the sleeve justifiably boasts—food for a Somalian child for two weeks.

Please send all your new dance releases for review to Steve Morton, PO Box 9027, 1006 AA Amsterdam

## European Dance Radio Top 25

TW	LW	WOC	Artist/Title	Label
1	18	2	U.S.U.R.A./Open Your Mind	(deConstruction)
2	NE		M PEOPLE/How Can I Love You More	(deConstruction)
3	19	2	NAUGHTY BY NATURE/Hip Hop Hooray	(Tommy Boy)
4	NE		DIGABLE PLANETS/Rebirth Of Slick	(Pendulum/Elektra)
5	NE		ARRESTED DEVELOPMENT/Revolution	(Chrysalis)
6	10	3	SISTER SLEDGE/We Are Family '93	(Atlantic)
7	17	3	MARY J. BLIGE/Reminiscence	(Uptown/MCA)
8	14	2	SHINEHEAD/Jamaican In New York	(Elektra)
9	RE		RAPINATION/KYM MAZELLE/Love Me The Right Way	(Arista)
10	4	4	ALEXANDER O'NEAL/Love Makes No Sense	(Tabu/A&M)
11	23	2	2 UNLIMITED/No Limit	(Byte)
12	RE		LEILA K/Open Sesame	(Coma)
13	NE		GLOWORM/I Lift My Cup	(Pulse 8)
14	24	2	STEREO MC'S/Ground Level	(4th & 8'way)
15	RE		SNAP/Exterminate	(Logic)
16	NE		PERCEPTION/Take U Higher	(Talkin' Loud)
17	25	8	WRECKX-N-EFFECT/Rump Shaker	(MCA)
18	8	3	CAPT. HOLLYWOOD PROJECT/More And More	(Intercom)
19	5	12	WHITNEY HOUSTON/I Will Always Love You	(Arista)
20	15	3	CO.RO/Because The Night	(Proprio/Disco Magic)
21	NE		U.S. 3/Cantalooop	(Blue Note)
22	NE		SHAGGY/Oh Carolina	(Greensleeves)
23	3	4	EN VOGUE/Give It Up, Turn It Loose	(East West)
24	13	4	MARTINE GIRAULT/Revival	(ffrr)
25	11	2	FELIX/It Will Make Me Crazy	(deConstruction)

The European Dance Radio (EDR) Top 25 chart is based on a weighted-scoring system. It is compiled on the basis of playlists of European stations programming various styles of dance music (including hip hop/tap, R&B and swingbeat) for the 15-30 year-olds, fulltime or during specific dayparts. Songs that have achieved top 20 status in the EHR Top 40 are regarded as non-specific for EDR and receive limited points.  
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## United Kingdom

ATLANTIC 252/London  
BBC RADIO 1/London  
BEACON RADIO/Wolverhampton  
BRMB FM/Birmingham  
CAPITAL FM/London  
CHILTERN NETWORK/Dunstable/Northampton/Gloucester  
METRO RADIO GROUP/Newcastle  
PICCADILLY RADIO/Manchester  
DOWNTOWN RADIO/Belfast  
FORTH RFM/Edinburgh  
INVICTA/Whitstable  
RADIO CLYDE/Glasgow  
RED ROSE RADIO/Preston/Blackpool  
TRENT FM/Nottingham  
COOL FM/Belfast

## Belgium

RADIO CONTACT F/Brussels

## Czech Republic

RTL CITY RADIO/Prague

## Denmark

ANR/Aalborg  
RADIO VIBORG/Viborg  
THE VOICE/Copenhagen

## Finland

RADIO 1/Helsinki  
RADIO CITY/Helsinki

## France

RTL/Paris

## Germany

HR 3: LEIDER GUT/Frankfurt  
WDR 1/Cologne  
WDR 1: SCHLAGERRALLYE/Cologne  
RADIO FFN/Isernhagen  
RADIO SALÜ/Saarbruecken  
SDR 3/Stuttgart  
NDR 2 (DAYTIME PROG.)/Hamburg  
RADIO NRW/Oberhausen  
WDR 1: HIT CHIPS/Cologne  
HIT RADIO N 1/Nuremberg  
RADIO XANADU/Munich

## Holland

TROS RADIO 3/Hilversum  
POWER FM/Amsterdam

## Hungary

RADIO DANUBIUS/Budapest

## Italy

101 NETWORK/Milan  
PETER FLOWERS FM/Milan  
RADIO CLUB 91/Naples  
RADIO DIMENSIONE SUONO/Rome  
RETE 105 NETWORK/Milan  
RTL 102.5 - HIT RADIO/Bergamo  
STEREORAI/Rome  
RADIO MONTE CARLO/Milan

## Norway

RADIO 1 FM/Bergen  
RADIO 1/Oslo  
RADIO 102/Haugesund  
RADIO GRENLAND/Skien  
RADIO MOSS/Moss  
NRK/Oslo

## Poland

RADIO RMF/Krakow

## Portugal

RFM/Lisbon

## Russia

RADIO MAXIMUM/Moscow

## Sweden

CITY RADIO/Gothenburg  
CITY RADIO/Malmö  
RADIO CITY/Stockholm  
RADIO HUDDINGE/Stockholm

## Switzerland

RADIO 24/Zurich  
RADIO BASILISK/Basel  
RADIO PILATUS 104.9/Luzern  
RADIO Z/Zurich

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RADIO NUMBER ONE FM/Istanbul



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RADIO ABC/Randers  
THE VOICE/Copenhagen

Finland  
YLE 2/RADIOMAFIA/Helsinki

Germany  
HR 3: LEIDER GUT/Frankfurt  
NDR 2 (DAYTIME PROG.)/Hamburg  
HIT RADIO N 1/Nuremberg  
RSH/Kiel

Greece  
POP 92.4 FM/Athens

Holland  
HET STATION/Hilversum  
NOS/Hilversum

Hungary  
RADIO DANUBIUS/Budapest

Italy  
PETER FLOWERS FM/Milan  
RADIO CLUB 91/Naples  
RETE 105 NETWORK/Milan  
RTL 102.5 - HIT RADIO/Bergamo  
STEREORAI/Rome  
RADIO BABBOLEO/Genoa

Norway  
NRK/Oslo

Spain  
CADENA 40 PRINCIPALES/Madrid

Sweden  
RIKSRADIO P3: KLANG & CO/Stockholm  
CITY RADIO/Gothenburg  
CITY RADIO/Malmö  
RADIO CITY/Stockholm  
RADIO HUDDINGE/Stockholm

Switzerland  
RADIO PILATUS 104.9/Luzern  
COULEUR 3/Lausanne  
DRS 3/Basel

Turkey  
RADIO NUMBER ONE FM/Istanbul

United Kingdom  
ATLANTIC 252/London  
BEACON RADIO/Wolverhampton  
BRMB FM/Birmingham  
CHILTERN NETWORK/Dunstable/Northampton/  
Gloucester  
CITY FM/Liverpool  
PICCADILLY RADIO/Manchester  
DOWNTOWN RADIO/Belfast  
FORTH RFM/Edinburgh  
INVICTA/Whitstable  
POWER FM/Fareham  
RADIO CLYDE/Glasgow  
RED ROSE RADIO/Preston/Blackpool  
TRENT FM/Nottingham  
KISS FM/London  
HORIZON RADIO AND GALAXY RADIO/  
Milton Keynes



east west

# Fury In The Slaughterhouse

Alternative rockers **Fury In The Slaughterhouse** (FITS) are one of the top priorities for **BMG Ariola/Hamburg**. The fan base of this Hannover outfit grew slowly but steadily, mainly due to incessant touring. In this way they gradually acquired a huge audience, which also helped their albums into the charts. Even their eponymously titled debut, recorded on a shoestring budget, sold 50,000 units so far, while 1990's *Jau* sold 80,000 copies to date and last year's *Hooky Hey* reached the 90,000 sales mark. That earned them solid support, especially in their native north.

All that touring gained them opening slots for acts such as the **Pogues**, **Living Colour** and the **Jesus And Mary Chain**. Later on they progressed to major outdoor events including "Rock Am Ring" near Koblenz and the Lüneburg festival. A new and exceptional achievement, however, was the privilege of opening for **Steve Harley** on his UK tour in 1992.

The band and their management opted for the deal with the joint venture company **Slaughterhouse Music**, being believers in BMG's international structure and network.

In this set-up original repertoire owner **S.P.V.** handles the distribution in the GSA territories and Poland, while BMG deals with the rest of the world. In Germany, S.P.V. handles press and BMG radio promotion. This is coordinated by BMG radio/TV promo manager **Lothar Dungs**.

Especially in the early days, radio support was rather limited, with private network **Radio FFN**/Isernhagen and pubcaster **WDR 1**/Cologne being the most notable exceptions. A **MTV Europe** campaign starting mid-March will be the nucleus of the TV promotion, seeing the station's

importance in Germany. Domestic TV campaigns in Germany are still being discussed.

The first video, being edited at presstime, is produced by **Jim Rakete** of **Nina Hagen**-fame. Shot entirely in black and white, it stars actor **Thomas Kretschmann**, who has one of the leading roles in the upcoming feature movie **Stalingrad**.



A 35-date German tour starts April 23. Ticket sales started December 12, probably a sell-out, according to

Hamburg-based **A.S.S. Concerts** which has handled the group's touring affairs since the beginning. The whole project is coordinated by BMG A&R/product manager **Peter Kunz** in conjunction with S.P.V.'s **Manfred Schütz** and **Jutta Kestner**.

Raúl Cairo

■ Signed to: **S.P.V. and BMG Ariola Hamburg**. These companies set up a joint venture called **Slaughterhouse Music** on a 50/50 basis. The band was originally signed to Hannover-based, leading German independent S.P.V. MDs of the merger are **Manfred Schütz** (S.P.V.) and **Michael Anders** (BMG). This is an unique model of marketing in which a major label cooperates with an independent.

■ Publisher: **MCA Music**.

■ Management: **Hidden Force Management**, which consists of **Michael Smilgies** and **Marion Siemel**, considered to be among the most professional in the business.

■ Merchandising: **Nöke Nöke/Hannover**.

■ New album: *Mono* to be released February 26 in Germany; internationally on March 1.

■ New Single: *Radio Orchid* to be released January 25.

■ Producer: **Jens Krause/FITS**.

■ Concerts: A German headline tour is scheduled from April 23 to May 29.

## SINGLES

### AL BANO & ROMINA POWER

*Domani, Domani* - WEA

PRODUCER: J. Horn-Bernges/O. Statz

This is one of those songs sounding extremely familiar at first hearing, yet exactly duplicating it is almost impossible. With its instantly recognizable chorus and top flight hook, it's likely to become a radio staple for a long time to come for both ACE and EHR formats.

### DORO

*Bad Blood* - Vertigo

PRODUCER: Jack Ponti



*Bad Blood* marks the return of one of Europe's leading rock chanteuses. The song itself is a crisply produced mid-

tempo rock anthem situated somewhere between Def Leppard and early day Iron Maiden.

### PETER FESSLER

*Conquer Me* - Metronome

PRODUCER: O. Heuss/P. Fessler

Lucid and lighthearted is the best way to describe this irresistible pop song cleverly constructed following the blueprint for Boz Scaggs' *Lowdown*. It should do equally well on both the airwaves and the dance-floor.

### HADDAWAY

*What Is Love* - Coconut

PRODUCER: Dee Dee Halligan/Junior Torello

This is essentially the kind of record dance and youth-oriented EHR programmers are looking for: a fast house beat augmented by Nestor Haddaway's deeply soulful vocals. This is definitely on par with anything that has come out of Chicago's deep house scene for quite some time.

### MANDOKI

*Mother Europe* - Red-Rock/Virgin

PRODUCER: Leslie Mandoki

Backed by an absolutely stellar cast, consisting of **Jack Bruce**, **Jethro Tull's Ian Anderson**, former Toto frontman **Bobby Kimball** and **David Clayton Thomas** of *Blood, Sweat & Tears* fame, Leslie Mandoki comes up with a very convincing power ballad that should do well with both Rock and ACE formats.

### SUPERMAX

*Back Home* - DSB

PRODUCER: P.Kauke/K. Hauenstein

Some records simply defy categorization and this is one of those. Although propelled by subtle but strong dance beats, it boasts a somewhat ethereal rock overground, which makes it appealing to both rock and alternative programmers.

## ALBUMS

### ANNETTE BERR

*Haus Mit 13 Zimmern* - WEA

PRODUCER: J. Pieper/S.R. Johannsen/W. Von Henko

This group, named after its lead singer, covers a lot of ground; literature, cabaret and rock. They manage to weld all the different and diverse components together quite well, though, heard in songs like the vaudeville *Roter Samt*, *Rosen*, the waltz *Schatten* and the mysterious *Zeit*.

### BROON

*Broon* - Harvest

PRODUCER: Chris Tsangarides

The solo debut of the **Sisters Of Mercy** guitarist sees him staying close to musical roots, even though as a whole it's not quite as dark and heavy. In fact, it contains quite a lot of songs—all originals—with considerable pop appeal but without betraying his underground roots by any means. Prime examples of this are the current single *On My Side* and *Respect*.

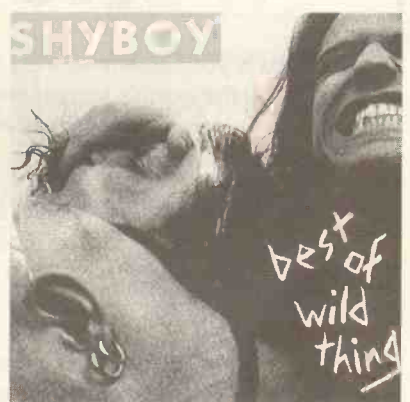
### ORIGINAL BUAM

*Für Du* - Ariola

PRODUCER: H. Rüssmann/T. Hauptmann

Most albums that consist of covers tend to stay fairly close to the original versions, but that's certainly not the case here. As implied by the album title, the central theme is Du ("You"), with everything seriously metalized. This meat grinder method works particularly with evergreens such as *Du, Du Bist Alles* ("Maria Maria"), *Bist Du Einsam Heut' Nacht* ("Are You Lonesome Tonight") and last but certainly not least, *Ich Bin Wie Du*.

### SHYBOY



*Best Of Wild Thing* - DSB

PRODUCER: Norbert G. Yanicke

Just when everybody had forgotten that hard rocking power trios ever existed, out comes Shyboy to prove that there is still plenty of life in the genre. Embellished by sparse synthesizer parts, they cut through their generally strong material with absolute conviction. Most notable are *Same Colour*, *Same Skin*, *Walking On A Thin Red Line*, the somewhat funky *Final Warning* and the vaguely Hendrix-esque *Money*.



**AUDIO VISUAL MEETS THE MIND'S EYE** — After months of reviewing, collecting and creating unusual motifs for Jan Hammer's "Beyond The Mind's Eye", the makers held an audio visual presentation at the technical forum in Munich's Imax-Theater at the Deutsches Museum. Pictured above (l-r) are: MCA product manager Frank Pagen, BMG Video's Michael Rarreck, Hammer, MCA marketing manager Jörg Eiben and Hammer's manager Elliot Sears.

Please send your samples to Raúl Cairo, PO Box 9027, 1006 AA Amsterdam, Holland.

# Austrian Labels Push National Talent

## BMG ARIOLA AUSTRIA

MD Harold Büchel



BMG Austria's local artist roster includes Papermoon, Hubert von Goisern, C.P. Time, Martin Seidl and 13A and on the volksmusik side Stoakogler Trio, Rössl Musikanten, Helga Gruber, Raabtal-Dirndln, Styryna and Steirer Buam.

BMG Ariola Austria MD Harold Büchel, formerly head of IFPI Austria, says that Austrian artists only have the chance of having hits in other countries when the product quality meets international standards. He adds, "Because of the huge amount of good international productions, artists from a small country such as Austria have to really be convincing when it comes to quality."

Büchel says that crossover hits is definitely an area his company is focusing on. "With the high production costs you have to strive for international success. Otherwise there wouldn't be any viable production possibilities." BMG Ariola is strengthening its national artist department and is giving national productions higher budgets.

He admits, however, that too much product has been produced exclusively for the Austrian market, without looking at cross-border possibilities. He cites Papermoon and LaLa Brooks as two acts that BMG hopes will achieve international success.

Büchel says Austria is very dependent on radio because of the monopoly of Ö3, so any support for the label's artists is only achieved by doing a lot of convincing.

"In the future I can foresee more co-operation. As far as print media goes, there aren't enough music publications who are product oriented, but otherwise the coverage and support is relatively good."

Summing up, Büchel says that the main problems faced by the Austrian music industry are a very limited media landscape and the same eco-

**A**ustria has a unique position in Europe, bordering onto the major markets of Germany, Italy and Switzerland, as well as Hungary to the east. Although this means Austria is open to many musical influences it also makes Austria the ideal gateway for pirate product flooding in from Hungary and Poland into Western Europe. Austria also has a limited broadcast situation with a ban on private radio and very few opportunities to promote artists on TV. Miranda Watson talks to four major companies in Austria to find out their views on the industry, the opportunities for crossover hits for Austrian artists and the problems they are facing.

nomical problems faced by companies in other European territories, except that Austria has a smaller market.

"I'd like to see the introduction of private radio in Austria, more music publications and more promotional opportunities in newspapers. I also think we should get more support from the powerful industrial states like Germany, the UK and the US."

## POLYGRAM AUSTRIA

MD Chris Wemcken



PolyGram Austria's local artist roster includes Wolfgang Ambros, Andy Baum, Flying Pickets, Ludwig Hirsch, Ostbahn-Kurti & Die Chefpattie, Schröder, Gert Steinbacher, Die Struwpeters, STS as well as jazz musicians Wolfgang Puschnig, Christian & Wolfgang Muthspiel, Linda Sharrock and the Vienna Art Orchestra.

PolyGram Austria MD and president of the Austrian IFPI Chris Wemcken says, when talking about the international exploitation of Austrian artists, that three different levels have to be discussed. Firstly, within the German speaking territories, recordings by Austrian artists have contributed to a great number of success stories over the years. Secondly, there has always been a considerable international market for a few chosen English hits of Austrian origin and since the advent of MTV Europe Wemcken has seen this market potentially growing.

Wemcken adds, "It would be far easier for all Austrian record companies to commit their foreign licensees if our national industry was established as a serious contender of international format with high-calibre potential, similar to markets such as Sweden. This is no doubt a tall order for a comparatively small market with all its typical disadvantages."

Thirdly he says is the jazz market, as with its classical recordings PolyGram faces a real international demand. He says he is very pleased to see

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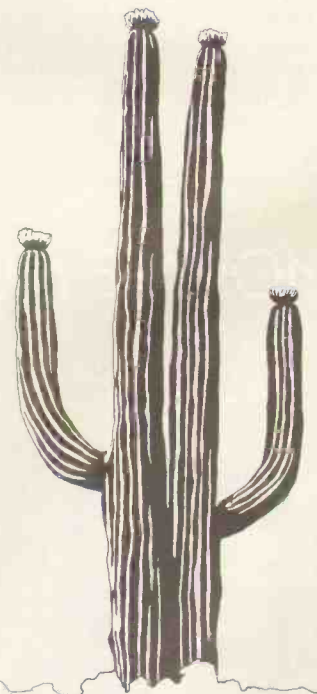
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European delegates can register and make travel arrangements through American Express/Germany. Ask for Mr. Conrads at (49) 911/232397.



# NAB93

SUNDAY, APRIL 18—THURSDAY, APRIL 22, 1993  
LAS VEGAS CONVENTION CENTER

recordings by PolyGram jazz artists **Wolfgang Puschnig** and **Wolfgang & Christian Muthspiel** enjoying ever-growing success overseas.

On PolyGram's strategy as far as local talent is concerned, Wemcken says, "My school of thought tells me that only if we fully realize our local artists' potential in our home market will we stand the chance to be competitive internationally. Therefore I believe our philosophy of steady and solid growth based on established artists justifying adequate investment in new talent is well balanced."

On the lack of private media in Austria, Wemcken says that this does limit promotional opportunities, though print media and the national music station **Ö3** are he says are "rather supportive of most local talent."

One of the main problems facing the Austrian music industry at the moment, says Wemcken, is the establishment of German discount chains in Austria. "They appear determined to starve out traditional retail by means of a price war which could leave long-lasting marks on our entire trade structure. I am afraid this will eventually come out of the consumer's pocket."

Summing up, Wemcken comments, "In order to be truly competitive this country needs choice of local electronic media and an attractive retail structure as well as more professionally trained staff throughout the industry and its partners such as artist management, trade and media."

## SONY MUSIC AUSTRIA



**Artist Marketing Manager Andy Zahradnik**

Sony's local artist roster is divided into two main repertoire areas: Dance on Sony's "Club Play" label (on which 15-20 12-inch singles are released per year) as well as one compilation album and folk and German-language

repertoire including *Simone, Die Originale Fidelity Mölltaler* and *Karl Hodina*. Sony also has the instrumental, New Age artist *Gandalf* on its roster.

**Sony Music Austria** artist marketing manager **Andy Zahradnik** says the chances of breaking out of the Austrian market with an international hit are small, but the opportunity is there. "When it comes down to it, it depends on the commitment of our partners in the other territories."

Zahradnik says that Sony concentrates on trying to get international crossover for its local artists when they have already proved successful in Austria. "It's no use just spending more money on local artists. It's much more important to use your available budget well and to look for new promotional and advertising opportunities."

Zahradnik says that because of the smallness of the market in Austria and the resulting small significance of the Austrian record industry in other territories, Sony Austria is very dependent on the commitment of its partners in other territories.

Zahradnik also believes that there aren't any real differences in musical taste between Austrian and German consumers. "A title which has been number 1 for nine weeks in Austria, should be able to appeal to German taste too, as long as it's not something too "Austrian" such as cabaret or dialect text."

As far as radio in Austria is concerned, Zahradnik says that things have improved greatly. "The appointment of **Edgar Böhm** as head of **Ö3** has a very positive effect on the chances of Austrian product getting airplay."

Things Zahradnik would like to see changed include more openness towards repertoire which falls away from the mainstream sound and more radio airplay for rock music. More music on TV is something which he sees of utmost importance to the industry. "There are almost no possibilities of getting acts on TV or on showing videos. Worst affected are the minority music genres such as rock and dance. Our biggest wish is getting **MTV**

**Europe** on the Vienna cable network. Austria is unfortunately still very much MTV-less."

## WARNER MUSIC AUSTRIA



**MD Manfred Lappe**  
Warner Music Austria's local artists include English-language acts *Bingoboy*s, *Bilgeri* and *Edelweiss*, German-language/dialect acts *Peter Cornelius*, *Roland Neuwirth* and *Extremshrammeln* and jazz/instrumental act *Roland Batik Trio*.

**Warner Music Austria MD Manfred Lappe** believes English-language artists have the most crossover opportunities. "The *Bingoboy*s have already proved this in the US and *Edelweiss* is the most successful pop-export from Austria at the moment. *Bilgeri*, whose last album went gold in Austria, now have a good chance of establishing themselves in Germany." Lappe says that international success comes second. "Artists have to first establish themselves and their product in Austria. Without success in your own country, you can't take on the world out of Austria."

On the subject of media, Lappe says that as with any small market, the means and media in Austria are limited. "Because of the traditionally high musical standard and creative potential in this country, the resources of media, trade and companies available seem meager, but in my view they are quite adequate. However, I think that everyone must work together to raise the status of national product in Austria."

In conclusion, Lappe says, "The problems faced by the Austrian record industry are just the same as those faced by the rest of the world. Since the opening of the borders in the east and the movement towards a unified Europe, we can no longer see Austria as a blessed island, but as a mosaic stone in the map of Europe."

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Foto: Lukas Beck

## Soulsister Changes Name Again



"What's in a name?" they say. Forget it, a name is very important. Soulsister is pretty much the story of a band changing its name every now and then. After the unpronounceable name change to "Leyers, Michiels & Soulsister," the international release of the third album "Simple Rule" marks a return to the name that made them famous with the worldwide (one million selling) hit single "The Way To Your Heart" in 1988. "Never change a winning team" seems to be the new motto.

by Marc Maes

Originally started off as the **Soul Sisters** in 1986, the first success was scored under the **Soulsister** banner with aforementioned global hit plus the 1989 debut album *It Takes Two*. Its successor *Heat* one year later was released under the name **Leyers, Michiels & Soulsister**, referring to the band's nucleus **Jan Leyers and Paul Michiels**.

Further international success was blocked by the confusion that arose around this name that was too hard to pronounce outside their native Belgium, where *Heat* still reached

double platinum (100,000 copies). And now, for the third album *Simple Rule*, it's back to **Soulsister** as far as the international market is concerned, hoping to pick up the lead they left behind three years ago. In Belgium, where the album was released in the tail end of last year and already sold 40,000 units, the band will stick to the long version of its name.

"All these name changes are a burden that we have to live with, and we can," comments **Johan Berckmans**, the band's manager for Belgium. International manager **Michael Lang** of New York-based **Better Music** explains the various monikers over the years. The long name was made especially for the American market "because we felt in the US, the name Soulsister gave a wrong impression of what they were about. One would immediately think of a female R&B group. **Leyers, Michiels & Soulsister** as a name, however, created too much confusion with the European consumers and radio."

EMI international manager for Benelux repertoire **Danny Friedrichs** admits that the earlier name change was very confusing, and is determined to take the band back to the status reached with their debut album. "Internationally seen, *Simple Rule* is the true follow-up to *It Takes Two*. We intend to restore the band's profile to wipe away the confusion as created around the previous name. With the album *Heat* we haven't been able to broaden our basis."

EMI is currently establishing the image of Soulsister as a duo; on artwork, at presentations and at press conferences. That is nothing new for Berckmans. "Compared to the previous albums, so far nothing has really changed, as **Leyers and Michiels** used to take care of business all the time. The full line-up only appeared at gigs, TV shows and photo sessions."

The album was preceded by the single *Broken*, a puissant soulful pop song, penned by American co-producer **David Werner** in the best **Hall & Oates'** blue-eyed soul tradition. According to **Leyers**, this man—introduced to the band by **Lang**—was the right choice. "He is somebody of our generation, with the same sense of humour. We considered him as the excellent extra creative element, adding a certain 'feel' to our music." The mixing has been done by **Bob Clearmountain**, who described Soulsister as "mid-Atlantic."

The single has been received extremely well by European radio, with additions on playlists of leading stations in Holland, Scandinavia and Germany (see M&M's "Station Reports" pages). Continues **Friedrichs**, "This is our first target. We want to break the single on radio. We have prepared its release with station IDs and numerous interview sessions. Soulsister has given proof in the past of being very radio-friendly."

In Germany, the release of the album was backed by a full week of promotion activities (February 8-13). Together with Italian singer **Angelo Branduardi** and Danish all-girl group **Miss B. Haven**, Soulsister was part of the "Europa Ist Eins" ("Europe Is One") showcases organized by **EMI Electrola**.

Soulsister surprised the German industry with "unplugged" performances. Adds **Friedrichs**, "Leyers and Michiels are very strong in playing such acoustic sets, which serve as a perfect introduction to the album. We think they're essential marketing tools."

Other territories on the promo agenda include Switzerland, Scandinavia, Spain and Italy. The next step is a 16-date Belgian concert tour. Both managers **Berckmans** and **Lang** consider touring as a vital element in all their artist development plans.

## SHORT TAKES

■ **Wendy James** of **Transvision Vamp** is coming out with a solo album in April. It will consist of songs **Elvis Costello** wrote for her.

■ On March 1 the new **Eddy Grant**-produced **Mighty Sparrow** album *Dancing Shoes* will be out on **Ice Records**.

■ Black rock act **2 Tribes'** new single *What Do They Want From Us?* (**Compulsion**) is a satire on multi-racial love affairs for fashion's sake.



■ **Shabba Ranks** is no longer part of **Bobby Brown's** US tour. The king of ragamuffin is said to have been dropped off the bill after his recent anti-gay remarks.

■ The **Carly Simon**-written opera *Romulus* will be premiered in New York on February 25.

■ Dutch rock band **Powerplay** has now inked a deal for the world to **EMI Electrola**. Last year's independently released album *Hypnotised* (**Van**) will be reissued in April. First single *Two Worlds, Two Hearts* will be out one month earlier.

■ **Tony Joe White** has his own special way of thanking **Tina Turner** for recording some of his songs in the past (*Steamy Windows* and *Undercover Agent For The Blues* a.o.). One of the tracks on his new, yet untitled album—scheduled for release in April—is entitled *Tina*.

## The September When And Salvation Army Join Forces

### NORWAY

Norway has given birth to its own R.E.M., at least so says renowned national music magazine *Beat*. **The September When**, one of the nation's hottest and most distinctive rock bands, is back on the track with its third album *One Eye Open*.

The album's predecessor *Mother, I've Been Kissed* has sold 80,000 units at home, and it has laid the foundation for increased success for the band here. Both albums received the best possible media coverage. How *One Eye Open* will perform depends on the marketing, which is where **Warner Music Norway** has taken one step beyond the ordinary.

Warner Music has gone into partnership with the Norwegian Salvation Army to boost sales of the new album. With the help of the Salvation Army, which bases much of its work on volunteers, the marketing expenses have been reduced to a minimum. Over one hundred companies and individuals have either volunteered or participated in the project at a greatly reduced price. The video for the new single

*Can I Trust You* has been produced for NKR 200,000 (app. US\$ 30,000), while the alternative cost (without Salvation Army support) would have been NKR 800,000. In the video, the band members are wearing clothes from **Fretex-Elevator** (second-hand clothes from the Salvation Army). Since the video is an advertising spot for **Fretex-Elevator**, it has received free exposure on the national TV station **TV Norge**. During the period January 23-29, **TV Norge** aired the three-minute video five times, while a 40-second excerpt was broadcast seven times.

"No organization has greater credibility than the Salvation Army," says band member **Helge Hummervoll**. "If there's any organization you want to donate money to, it's the one, because you always know that the money will reach the people who need it." Adds **Warner Music Norway** A&R/marketing manager **Fred Engh**, "All the effort put into this campaign leads to supporting a good cause and everyone benefits from that." The additional marketing consists of press and radio interviews, TV

appearances, touring, retail displays and advertisements in several newspapers. A 20-minute radio special has also been produced by **Warner Music** and distributed to 90 radio stations throughout Norway.

The **September When**, which recently proved its abilities at the **MIDEM** festival in Cannes, is ready for an international commitment as the new album will be released in several foreign territories. "So far Spain, Greece, Benelux, Sweden, Denmark and Finland have agreed to release the album," says **Engh**. "The international market isn't unfamiliar territory to the **September When** as both previous albums were released more or less worldwide (see M&M, November 16, '91).

On the new single, vocalist **Morten Abel's** spine-chilling vocals ring out a confident, almost cheerful tone. *Can I Trust You* features U2-ish guitar chords and would appeal to both ACE and EHR formats. And don't be surprised if it even gets played on the dancefloor. One of the **September When's** singles *Bullet Me* is still a nightclub favourite.

The first album *The September When* released in '89 sold 15,000 copies and reached the Top 15. The second album *Mother, I've Been Kissed* went to number one in the charts, spawning three top 10 singles.

■ Signed to and published by **Warner Music Norway**.

■ Management: **Gunnar Eide/Oslo**.

■ New album: *One Eye Open* released on February 12.

■ New single: *Can I Trust You* released in January; currently, it is at number 3 in Norway and at number 95 in the **Eurochart Hot 100 Singles**.

■ Recorded at **Puk Studios/Denmark**.

■ Producers: **Jimmy Miller, Dave Burnham, Garry Hughes, The September When**.

■ Marketing: TV/press/radio interviews, radio special, print ads, TV adds/appearances, touring retail displays.

■ Concert tour: March-June in Norway

*Kai Roger Ortesen*

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



## SINGLES

### ALICE IN CHAINS

*Them Bones* - Columbia R/A/EHR  
 PRODUCER: Dave Jerden/Alice In Chains  
 Ball and chains for all those rock programmers who don't check out these grunge rockers on their European tour. Prepare your listeners for these concerts—a Seattle two in one package with **Screaming Trees**—with this dark metallic single.

### TASMIN ARCHER

*In Your Care* - EMI EHR/ACE  
 PRODUCER: Julian Mendelsohn/Peter Kaye  
 For her first hit *Sleeping Satellite* Archer had to wait four years. Will the lady who finally beat all those chart invaders coming from clubland do the same with this tormented ballad? Don't sleep for another four-year period.

### BARENAKED LADIES

*Brian Wilson* - Sire A/EHR  
 PRODUCER: Michael Phillip-Wojewoda  
 We still learn every day. Judged by the lyrics of this fine semi-acoustic pop tune Brian Wilson of the Beach Boys also had a bed-in session like John & Yoko. And so does the singer of this Canadian combo...

### HOTHOUSE FLOWERS

## hothouse flowers



an emotional time

*An Emotional Time* - London EHR/ACE  
 PRODUCER: Stewart Levine  
 Day dreamers in the business hold your breath for a combination you never imagined: Bowie backed by Chris Isaak's band. Believe us, pathos and twang make a beautiful blend, and it's a personal favourite of **Radio Regenbogen**/Mannheim head of music **Martin Schwebel**. "For me it has a magic touch. It's the sort of record that sticks out of the mud. I always hope that people will turn up the volume for such an unusual pop song."

### WHITNEY HOUSTON

*I'm Every Woman* - Arista EHR/D/ACE  
 PRODUCER: Narada Michael Walden  
 All contenders for number one hits should call in the help of a bodyguard to protect themselves against Whitney, who will have no pity, armed with this cover of the **Chaka Khan** funkier in a somewhat poppier fashion.

### EDDIE MURPHY

*I Was A King* - Motown D/EHR  
 PRODUCER: Eddie Murphy/David Allen  
 Jones/Trenten Gumbs  
 Apply Murphy's law to music, and you get something you least expected. No humour (noire) but a serious experimental funky

dance song with a subtle oriental feel, interspersed by **Shabba Ranks'** ragga notes.

### VANESSA PARADIS

*Sunday Mondays* - Remark EHR/ACE  
 PRODUCER: Lenny Kravitz  
 If you're gonna go Kravitz' way, you'll find the road to paradise that leads through Motown Avenue. *Suprême* qualité!

### THE QUIREBOYS

*Brother Louie* - Parlophone R/EHR  
 PRODUCER: Bob Rock  
 Twenty years after we know what it would have sounded like if Rod Stewart had been the lead vocalist of **Hot Chocolate** at the time this song was a hit for them (1973).

### ROOTS SYNDICATE

*Mockin' Bird Hill* - Polydor EHR/ACE  
 PRODUCER: Philippe Anneveldt/Winfried Kicken  
 Holland's number 1 hit single follows the same recipe as Inner Circle's *Sweat*; reggae with a high sing-a-la-la-long factor. Germany and Spain are next to release this attractive cover of the **Horton Vaughn** classic.

### SUEDE

*Metal Mickey* - Nude A/R/EHR  
 PRODUCER: Ed Buller  
 Good song, good band; sometimes life is too simple. Sounding as if recorded in their own rehearsal room, the spirit of real rock 'n' roll is there with plenty of flower power.

### TAKE THAT

*Why Can't I Wake Up With You* - RCA EHR/ACE  
 PRODUCER: S&P Jervier  
 After Sting and Clapton using a Zippo lighter, here's another brilliant rhythm pattern. Take That sings this ballad on top of the clicks and beeps of a film transported in a camera.

## NEW TALENT

### LARRY ANGEL

*The President* - LA (LP) (Austria)  
 PRODUCER: Larry Angel  
 Artists at the White House. After actor Reagan, sax player Clinton, Austrian pop singer Angel was voted president of the US, at least if you believe his danceable "propaganda" material. The fake newspaper is most funny. Contact tel: (+43) 2215.2880; fax: 2215.2895.

### CHARLIE CRYSTLE & PARRISH BLUE

*Somebody Save Me* - Fantabulous/Van (LP) (Holland)  
 PRODUCER: Bill Grabowski/Charlie Crystle  
 Talent scouts of majors in the US were struggling over each other, but this new Dutch indie was first to sign this American singer/songwriter who was awarded by US copyrights body **ASCAP** for being one of the most promising newcomers. For more understanding, listen to *Lanie*. Contact **William Haigh-ton** at tel: (+31) 70.360 0306; 70.356 3300.

### THE HAWKS

*Down On My Knees* - Twang! (LP) (Germany)  
 PRODUCER: The Hawks  
 The doors to the sound of the '60s are wide open, and these guys are kneedeep in Jim Morrison's footsteps (*I'm Gonna Take Her*). The title track shows that they shouldn't be

## ALBUMS

### CANDY DULFER

*Sax-A-Go-Go* - Ariola EHR/D/J/ACE  
 PRODUCER: Candy Dulfer/Ulco Bed  
 Saxcursions on a funky beat, that's what you get here. Brought up in a jazz family, Dutch Dulfer improvises confidently on a jazz/funk set comprised of 10 musical bonbons. The title of the song *Jamming* says it all really. The first single, the title track, is an easy song to add on a multitude of formats in any time slot. Her cover of *Pick Up The Pieces* by the **Average White Band** is destined to grab similar attention.

### DURAN DURAN

*Duran Duran* - Parlophone EHR  
 PRODUCER: Duran Duran/John Jones  
 Is there an after-life for teenage idols? Duran Duran gives the positive answer with this new self-titled album. All musical snobism aside, because Le Bon et al leave you surprised. The ballad *Ordinary World* is a welcome pop single in a dance-flooded market. The robust opening track *Too Much Information* shows that the Durannies are not afraid to bite the hand of the industry that feeds them. Their cover version of the fragile **Velvet Underground** masterpiece is another proof of their fearlessness.

### KID SAFARI

*The Romantic Heroes* - ARS ACE/EHR  
 PRODUCER: Robyn Smith  
 What soulbrother **Jean Bosco Safari** does in many ways similar to fellow Belgians of **Soulsister**, but his approach to soul music is more from a pop perspective. When he sings the ballad *Melancholy*, you would swear you were listening to Cat Stevens. Most soulful

are the midtempo groover *Nightlife*—sung in a "Phil Collins" voice—and the acoustic ballad *I'm A Ten, I'm A Zero*. Cover mania freaks should play the kid's version of the **Everly Brothers'** evergreen *All I Have To Do Is Dream*.

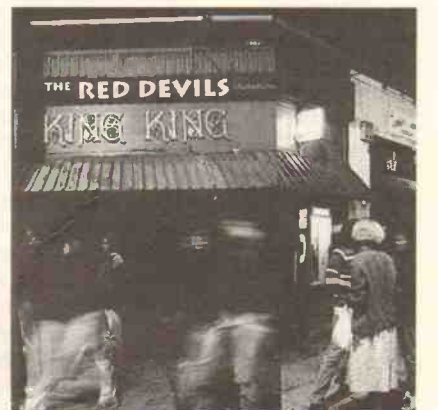
### LITTLE ANGELS

*Jam* - Polydor R/EHR  
 PRODUCER: Andy Paul/Ken Lomas  
 The angelic ballad *Womankind* has finally opened up the ears of the masses in the UK. Together with **Thunder**, Little Angels represent the rock-not-metal angle of British heavies. Singer **Toby Jepson** has everything of a future super star—great personality for instance. Their repertoire is singable, but not too much. *Jam* listens like a concept album about love without needing to go for the obvious lyrics. *Don't Confuse Sex With Love*, punctuated with horns, seems an engaging statement in this age of AIDS.

### LYNYRD SKYNYRD

*The Last Rebel* - Atlantic R  
 PRODUCER: Barry Beckett  
 For a musical reconstruction of what happened during the American civil war check out this umpteenth record by the last Mohicans of Southern rock. They are not here to explore new frontiers anymore—*South Of Heaven* is as far they can get—they are here to boogie down the house. Cry the the rebel yell for a band with such strength to endure.

### THE RED DEVILS



*King King* - Def American R/A  
 PRODUCER: Rick Rubin  
 Not only the nick name of the Belgian football squad, but also the name of the finest white (rhythm 'n') blues band to arise since the **Fabulous Thunderbirds** back in 1979. These blues demons are best in a live situation, the reason why Rick Rubin decided to catch these guys in the act in their local hang-out **King King**. You can smell the smokey atmosphere and hear bear bottles falling, but most of all you are witness to a great performance (*Devil Woman!*). The sound quality is intentionally "bad." So don't touch the dial; that's lead singer **Lester Butler** singing through his harp microphone... It's that sound that **VPRO/Hilversum** producer/DJ **Roel Bentz van den Berg** likes best. "Most contemporary blues records—black artists included—sound so flat; this one, however is more direct, aggressive and dirty. I love that typical club ambiance. You can hear that the crowd is still fighting, drinking and snogging while the band plays on."

Singles and albums featured in New Releases are listed alphabetically. Each record is recommended for format or programme suitability. Abbreviations used include: EHR, ACE, R (Rock), D (Dance), C (Country), J (Jazz), EZ (Easy Listening), NAC (New Adult Contemporary), A (Alternative), W (World Music) 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.

## The ROMEO Computer System In Use At BBC

by Andy Bantock

In 1988 the management at BBC Radio 1 FM/London decided that producers were allowing the same oldies to be played too often. Like all non-playlist records, oldies were manually picked and clashes with other programmes as well as quick recurrence had become a problem. Searching for a solution to update the selection process, the BBC approached Whiterakes Computers, asking the company to produce a programme which would automatically schedule the oldies with an eye to the above problems.

The system was so successful, Whiterakes decided to go the distance and produce a system to assist producers in building all of their programmes, not just the oldies section. Thus was ROMEO born. Today, although Radio 1, a design partner of the system, is the main user, EHR station P3/Bergen in Norway is equipped with it and other major stations are in line to follow.

At the outset we decided to incorporate the best bits of current practice with the improvements that a computer system could offer. Radio 1 senior producer Tony Wilson worked on the design of ROMEO from its inception and remains the prime administrator on the system today, as well as helping Whiterakes with development and overseas sales—all this as well as producing the BBC's famous "Saturday Rock Show" with Alan Freeman.

From the ROMEO main menu, users can access up to six main areas depending upon their permitted access level. The general section searches for specific tracks either by name or by matching them to given financial reports. MRU is a sub-menu of the options for the system. Radio 1 also has a section that allows data to be sent to the radio finance section.

The finance section allows producers and assistants to assign budgetary costs across the year's programmes and to track budgets against actual spend. As mentioned above this information can be sent to a central accounting unit automatically. The scripts section is the one that producers will use to build their programmes. The running order subsection is the building block for all programmes.

In the case of Radio 1 there are six playlists; three on fast rotation and the rest on slower rotation. The system will automatically insert the pre-determined playlist tracks into the programme the first time it is used. Once in the programme they can

be moved around or even dropped altogether. However, the dropping of playlist records will be reported to the system administrator. Other tracks can be inserted by the user either from the database or "live." To save time, producers can drop tracks in "shorthand," simply entering the track title and artist with the rest of the information required entered at a later date.

Any potential clash—a record repeated too soon after the first play—will be highlighted by the system as soon as it appears. It is possible to assign different levels of clash severity such that some clashes are allowed while others aren't. Of course, with the three fast rotation lists, simply moving a track forward or backward within the programme could cure the clash.

The powerful timing facilities available within the running order section allow producers to track the hopeful progress of the show. Fixed points such as news bulletins can be inserted and the system will tell the presenter if he/she is over or under time after an average link time is entered. Once the programme is built, ROMEO can also generate auto back-timings to allow the presenter to start tracks at the right point and to end at a specific time.

ROMEO incorporates the powerful Uniplex word-processing system and text can be entered into the running order by keyboard or read into the system from another source. Once the running order and associated text are finished, the front page can be assembled. This contains all the relevant management information that identifies the particular programme. The front page and running orders can then be merged together as a final version and printed for use by the DJ/presenter.

After the programme is broadcast, the producer can enter any changes made during transmission, like dropping a track or playing only a very short amount of it. These changes are brought together as a "P as B" (programme as broadcast). This forms the final record of the show and is the basis of music reporting for royalty payments. At this time the system will not allow the finishing of a "P as B" if full details of the tracks have not been entered because the producer used the "shorthand" facility during programme building.

Those users defined as administrators have more functions at their disposal, foremost being the very powerful playlist sub-menu. Any single musical item can be specified using up to eight user-defined parameters and tracks can

also be specified into 10 lists and 10 categories. The administrator can define up to six independent playlists, each covering different parts of the week, specifying the music requirements and system tests that are applied during playlist generation. Finally the administrator can define the structure of playlist scheduling—deciding what number of playlist records are inserted in each programme and how many free

choice slots are available to the producer.

Radio 1's Wilson is very happy with the way in which ROMEO is working at his station. It took him very little time to demonstrate its workings to me, the ROMEO being an extremely easy programme for the producers to use. The fact that Radio 1 was so heavily involved in the design of the software means that ROMEO lacks much of the com-

plex "computerspeak" found in some programmes. From the station's point of view, future developments are set to include a network scheduling system that will automatically insert news bulletins and promos into programmes and give the presentation department some executive control over programming.

Whiterakes Computers Limited; Ruislip, UK. Tel: (+44) 8956 2178.

### COMPANY SPOTLIGHT:

## Studer Readies For Europe's New Technology

by Marc Maes

Although it is difficult to say how ready European broadcasters are for new technology, with new applications like DAB and HDTV so heavily influenced by political developments, Switzerland-based Studer is planning on being there when these stations come around.

Studer belongs to the major suppliers of the European broadcast organizations. The company's standard programme of analogue tape recorders and mixing consoles have been updated in the last years to include the foremost digital technology.

In the digital tape recorder domaine, Studer is the only European manufacturer for DASH and R-DAT recorder. The D820MCH DASH recorder handles formats up to 48 tracks with comfortable multi-track sound memory facilities and the R-DAT recorder D780 has been specially designed for broadcast applications featuring quick-start without delay. In addition, new lines have been featured to

include recording on hard disk (Dyaxis II, up to 48 tracks) and MOD.

The recordable CD has gained quite some acceptance with European broadcasters, and Studer is supplying both D740 recorders and D730 players with the new ability to replay also only partially recorded CD-Rs.

The company is also heavily involved in the development of digital mixing consoles; the hybrid solution D920 allows the use of mixed media in continuity with a minimum of converter processes.

Last but not least, Studer is preparing for the introduction of broadcast automation with the new Studer Numisys II programme line. The system handles linear and bit-reduced formats in decentralized components networked together via LAN; production, scheduling and broadcasting can be effected from different stations all being fed from the same database. Commercials and news broadcasts, automatic day and night pro-

grammes and simplified logging of transmitted items are only a few of the solutions offered by this system.

The introduction of digital technology in broadcast is a process which occupies plan-



Studer's D820-48



Studer's Dyaxis Lite

ning and other technical departments to quite an extent. The process is rather slow, as major capital investment goes along with the change in technology. Even if the respective products are available, broadcasters normally will purchase only under the following circumstances:

- if the new product outperforms the old one
- if the new product is compatible with the existing broadcast system
- if replacement is due and the new device has an acceptable cost/performance ratio.

As for Studer, the company wants to continue its efforts mainly in the field of digital work stations, broadcast automation, digital storage and mixing consoles. Says Studer vice president sales/marketing Peter Specker, "We believe that Studer will grow especially in the systems business, were we have the infrastructure to design, plan and build complete installations."

Station reports include all new additions to the playlist ("A List" for heavy rotation and "B List" for medium rotation), indicated by the abbreviation "AD." Reports from certain stations also include songs on "Power Play", tracks which receive special emphasis for the week, as well as 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

**HR 3: LEIDER GUT/Frankfurt P**  
EHR/Dance  
Markus Hertle - Producer  
Power Play:  
AD Depeche Mode - I Feel You  
A List:  
AD Dr. Alban - Sing Hallelujah  
INXS - Beautiful

**RADIO FFH/Frankfurt P**  
EHR  
Andreas Karczewski - Head Of Music  
B List:  
AD Boney M. - Megamix  
Brand New Heavies - Stay  
Fury/Slaughterhouse - Radio  
k.d. lang - Constant Craving  
Peter Maffay - Der Weg  
Soulsister - Broken  
Trey Lorenz - Photograph  
Vanessa Paradis - Sunday  
Vaya Con Dios - Time Flies

**RADIO NRW/Oberhausen P**  
ACE  
Jeff van Gelder - Head Of Music  
A List:  
AD Chese - If You Leave  
Jennifer Rush - Vision Of You  
Prince 7  
Rod Stewart - Ruby Tuesday

**WDR 1: HIT CHIPS/Cologne P**  
ACE  
Werner Hoffmann - Producer  
A List:  
AD 2 Unlimited - No Limit  
Luna Luna - Kiss Mich  
Lulu - Independence  
Neneh Cherry - Move With  
Ugly Kid Joe - Cats

**WDR 1: SCHLAGERALLYE/Cologne P**  
EHR  
Wolfgang Roth - Producer  
A List:  
AD Big Country - Alone  
Bones - Crocodile Tears  
Camouflage - Suspicious Love  
Christians - The Bottle  
Depeche Mode - I Feel You  
Dore - Bad Blood  
Duran Duran - Ordinary  
Jesus Jones - The Devil  
Jon Secada - Angel  
Oyster Band - Granite  
Roxette - Fingertips  
Soulsister - Broken  
Toto - 2 Hearts  
Ugly Kid Joe - Cats  
Who By Fire - Horse, Sex

**104.6 RTL BERLIN/Berlin G**  
EHR  
Lori Granger - Music Dir  
B List:  
AD Bon Jovi - Bed Of  
Co.Ro - Because The  
Jeremy Jordan - The Right  
Lindsay Buckingham - Soul  
Rod Stewart - Ruby Tuesday  
Roxette - Fingertips  
Shinehead - Jamaican  
Soulsister - Broken

**BERLIN 88.8/Berlin G**  
National Music  
Jürgen Jürgens - Head Of Music  
A List:  
AD Graduates - It's A Mystery  
Karel Gott - Ich Frau Mich  
Peter Maffay - Der Weg  
Wenche Myre - Wann Gott  
B List:  
AD Andreas Buttler - Gleichschritt  
Christians - The Bottle  
Chris Roberts - Happy Chris-Mix  
Claudia Jung - Laß Mich  
Ekki Göpel - Frog / Frau Schmidt  
Engelbert - Everything I Do  
Konstantin Wecker - Sage Nein  
k.d. lang - Constant Craving  
Stefanie Wöger - Mein Herz

Vanessa Paradis - Sunday  
Xandra Haag - Hesen

**ENERGY/Berlin G**  
EHR  
Halger Richter - Music Dir  
B List:  
AD Shai - If I Ever

**HIT RADIO N 1/Nuremberg G**  
Dance  
Cetin Yaman - Prog Dir  
Power Play:  
AD Dr. Alban - Sing Hallelujah  
A List:  
AD Billy Ocean - Pressure  
Bobby Brown - Get Away  
Celine Dion - Love Can  
Eddie Murphy - I Was

**HUNDERT 6/Berlin G**  
ACE  
Rainer Gruhn - Music Dir  
A List:  
AD Andreas Martin - Verbotene  
Brand New Heavies - Stay  
En-Sonic - I Will Never  
Jürgen Drews - Ich Schenke Dir  
Johnny Hill - Diner Weg  
Karel Gott - Ich Frau Mich  
Karl Keaton - I'm Sorry  
k.d. lang - Constant Craving  
Love Attack - Blue  
Paldauer - Solang Du Weinst  
Peter Maffay - Der Weg  
Peter Kraus - Que Sera  
Shinehead - Jamaican  
Vanessa Paradis - Sunday  
Wenche Myre - Wann Gott

**OK RADIO/Hamburg G**  
EHR  
Oliver Weiberg - Head Of Music  
Power Play:  
AD Al Jarreau - What You...  
B List:  
AD Alexander O'Neal - Love Makes  
Dance 2 Trance - Power  
Digable Planets - Rebirth  
East 17 - Deep  
Jon Secada - Angel  
Lady Soul - If My Sister  
Sade - Feel No Pain  
Shakespears Sister - Hello

**R.S. 2/Berlin G**  
ACE  
Ralf Blasberg - Head Of Music  
A List:  
AD Graduates - It's A Mystery  
Outfield - Going Back  
Rembrandts - Waiting  
Vanessa Paradis - Sunday

**RADIO 7/Ulm G**  
ACE  
Alex Naumann - Head Of Music  
B List:  
AD 10,000 Maniacs - Candy  
Arrested Dev. - Mr. Wendal  
Bob Geldof - The Happy  
Cher - Many Rivers  
Christians - The Bottle  
Christopher Cross - Nothing  
Georg Danzer - Ich Denk  
Graduates - It's A Mystery  
Human Voice - Rain Man  
Jeff Healey - Lost In  
Joe Cocker - Now That The  
Jon Secada - Angel  
Kristiana Levy - You Left Me In  
Lulu - Independence  
Michael Fitz - Immer Wenn  
Neneh Cherry - Move With  
Opus Walkin' - On Air  
Phillip & Brück - Heiden Auf Zeit  
Paw Wow - Le Chat  
Rod Stewart - Ruby Tuesday  
Roxette - Fingertips  
Thunder - A Better  
Vanessa Paradis - Sunday

**RADIO ARABELLA/Munich G**  
National Music  
Karl-Heinz Schweter - Prog Dir  
A List:  
AD Brunner & Brunner - Bis In Alle  
H. Carpendale - Mandy/Josephine  
Kastelruther Sp. - Almenrausch  
Paldauer - Solang Du Weinst  
Peggy March - Alle Frauen  
Zillertaler Sch. - Flensburg

**RADIO FFN/Isernhagen G**  
EHR  
Jürgen Köster - Prog Dir  
Frank Eichner - Head Of Music  
A List:  
AD Capt. Hollywood - Only  
B List:  
AD Annie Lennox - Little

**RADIO GONG/Nuremberg G**  
EHR  
Peter "Marc" Stingl - Music Dir  
Power Play:  
Ultravox - I Am Alive  
AD Jeff Healey - Lost In  
A List:  
AD Boney M. - Megamix  
INXS - Beautiful  
Patty Smyth - No

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The new single!!!

Soon to be on everyone's lips. And on tour in May.

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»We don't want to wait until tomorrow – we're playing it now!«  
Steffen Popp, Radio FFH

WEA Music, A division of Warner Music Germany  
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Trey Lorenz - Photograph  
B List:  
AD Planet Claire - Satellite  
Toad The Wet S. - Walk  
Vaya Con Dios - Time Flies  
AL Mick Jagger

**RADIO SALÜ/Saarbruecken G**  
EHR  
Adam Hahne - Prog Dir  
A List:  
AD Capt. Hollywood - Only  
Fleetwood Mac - Love Shines  
Go West - What You  
Jeff Healey - Lost In  
Peter Gabriel - Steam  
Prefab Sprout - If You  
AL Nena

**RADIO XANADU/Munich G**  
Rock  
Benny Schnier - Head Of Music  
A List:  
AD Chris Rea - God's Great  
B List:  
AD Bad Company - Here  
Bad Company - Here  
Gerry Rafferty - It's Easy  
Jude Cole - Tell The  
Sting - If I Ever  
AL Mick Jagger

**RB 4/Bremen G**  
EHR  
Axel Sommerfeld - DJ/Producer  
A List:  
AD Boney M. - Megamix

**RSW/Kiel G**  
EHR  
Stephan Hampe - Head Of Music  
Power Play:  
AD Etienne Daho - Comme Un Igloo  
AL Paul McCartney

**SDR 3/Stuttgart G**  
EHR  
Hans Thomas - Producer  
Power Play:  
AD Lisa Stansfield - Someday  
AL Mick Jagger

**RADIO REGENBOGEN/Mannheim S**  
EHR  
Martin Schwebel - Music Dir  
Power Play:  
AD West End - The Love  
A List:  
AD Christians - The Bottle  
Dob Russkin - Fox, The  
Jesus Loves You - Sweet  
Londonbeat - That's How I...  
Michael Jackson - Heal  
Paul McCartney - Hope  
Rod Stewart - Ruby Tuesday  
Soulsister - Broken  
Vanessa Paradis - Sunday  
B List:  
AD En Vogue - Give It  
Graduates - It's A Mystery  
Mick Jagger - Sweet Thing

**RADIO CHARIVARI/Nuremberg B**  
ACE  
Mathias Hofmann - Music Dir  
Power Play:  
Elton John - Last Song  
Faith No More - I'm Easy  
Inner Circle - Rock  
Toad The Wet S. - All I  
Whitney Houston - I Will  
B List:  
AD Londonbeat - That's How I...

**RADIO KÖLN: COLOGNE**  
CHARTS/ Cologne B  
EHR  
Uwe Spörl - Prog Dir  
Ludwig Schieffer - Prog Dir  
A List:  
AD Abstürzende Br. - Po-Po-Padoborn  
Dieter Hoff - Der Blöde Willi  
Jennifer Rush - Vision Of You  
Kristiana Levy - You Left Me In  
Sting - If I Ever

## UNITED KINGDOM

**ATLANTIC 252/London P**  
EHR  
Paul Kavanagh - Prog Dir  
A List:  
AD Beloved - Sweet Harmony  
Elton John - On Dark Street  
R.E.M. - Sidewinder  
Rapinasion/Mazelle - Love Me  
Rolf Harris - Stairway  
Sting - If I Ever  
Thunder - A Better

**BBC RADIO 1/London P**  
EHR  
Paul Robinson - Prog Dir  
A List:  
AD Bizarre Inc. - Took My Life  
Michael Jackson - Give In To Me  
Suede - Animal Nitrate  
Whitney Houston - I'm Every

**B List:  
AD Alexander O'Neal - In The  
Auteurs - How Could  
Belly - Gepeto**

**Bay 2 Men - In The Still**  
Marxman - All About Eve  
Right Said Fred - Sick  
Sister Sledge - Lost In Music  
Stereo MC's - Ground

**BEACON RADIO/Wolverhampton P**  
EHR  
Peter Wagstaff - Prog Dir  
A List:  
AD Bryan Ferry - I Put  
Cher - Whenever You're  
Christians - The Bottle  
Dina Carroll - This Time  
Hothouse Flowers - Emotional  
Jamiroquai - When You  
k.d. lang - Constant Craving  
Mary J. Blige - Reminisc  
M. C. Carpenter - Passionate  
McCallum - Mystery  
Music & Mystery - All This Love  
Neil Young - Harvest Moon  
Runrig - Wonderful  
Tasmin Archer - In Your  
Vanessa Paradis - Sunday  
Whitney Houston - Run To

**BRMB FM/Birmingham P**  
EHR  
Robin Valk - Head Of Music  
A List:  
AD Annie Lennox - Lovesong  
B-52's - Hotpants Explosion  
Bryan Ferry - I Put  
Cher - Whenever You're  
Dina Carroll - This Time  
Dianne Warwick - Friends Can  
Michael Jackson - Give In To Me  
R.E.M. - Sidewinder  
Vanessa Paradis - Sunday  
B List:  
AD 4 Of Us - She Hits  
Boyz II Men - In The Still  
Jamiroquai - When You  
Mary J. Blige - Reminisc  
M. C. Carpenter - Passionate  
Shades Of Rhythm - Sweet  
Toad The Wet S. - All I

**CAPITAL FM/London P**  
EHR  
Richard Park - Prog Contr  
A List:  
AD Bryan Ferry - I Put  
Cher - Whenever You're  
Christians - The Bottle  
Dianne Warwick - Friends Can  
k.d. lang - Constant Craving  
Madonna - Bad Girl  
Michael Bolton - Reach Out  
Peter Polycarou - Love Hurts  
Suzanne Vega - When Heroes

**B List:  
AD Heaven 17 - Fascist Groove  
Monie Love - Born To  
Stereo MC's - Ground**

**CHILTERN NETWORK/Dunstable/  
Northampton/Gloucester P**  
EHR  
Clive Dickens - Head Of Music  
B List:  
AD B-52's - Hotpants Explosion  
Boyz II Men - In The Still  
Depeche Mode - I Feel You  
Duran Duran - Femme  
Elton John - On Dark Street  
G.W. McLennan - Lightning  
Heaven 17 - Fascist Groove  
Living Colour - Leave It  
Qui 3 - Far What  
Rage - Why Don't You  
Shakespears Sister - My 16th  
Sophie B. Hawkins - I Want You  
Vanessa Paradis - Sunday

**CITY FM/Liverpool P**  
EHR  
Sue Taylor - Coord  
A List:  
AD Rod Stewart - Ruby Tuesday  
Thunder - A Better  
B List:  
AD Elton John - On Dark Street  
Jamiroquai - When You  
Michael Jackson - Give In To Me  
R.E.M. - Sidewinder  
Sade - Kiss Of Live

**KISS FM/London P**  
Dance  
Gordon McNamee - Prog Dir  
A List:  
AD Dina Carroll - This Time  
B List:  
AD Boomshanka - Do You Have  
Christians - The Bottle  
Datman - Poor Man's  
Jade - Don't Walk  
Marxman - All About Eve  
Martha Wash - Give It  
Monie Love - Born To  
Perception - Take U

**METRO RADIO GROUP/Newcastle P**  
EHR  
Liz Elliott - Music Organiser  
A List:  
AD Boyz II Men - In The Still  
Bryan Ferry - I Put  
Christians - The Bottle  
Paul McCartney - C'mon People  
Suzy Bogguss - Letting



# Station Reports

- Ester Brohus - The Love  
Expose - I Wish  
Kim Larsen - Bell Star  
Nina & Frederik - Formular  
Roxette - Fingertips  
Stereos MC's - Step It Up  
West End - The Love  
Whitney Houston - I'm Every
- B List:**  
AD Club Nouveau - Oh Happy Day  
Gloria Estefan - I See  
Grace Jones - 7 Day Weekend  
Opus - Gimme Love  
Rembrandts - Waiting  
Robin Beck - In My Heart  
Sandy B - Feel Like  
Shakespears Sister - My 16th  
Spin Doctors - Little Miss  
Vienna - Black Hotel  
Zachary Richard - One Kiss
- RADIO HORSENS/Horsens S**  
EHR  
Jan Boogaloo - Head Of Music  
Power Play:  
Cut 'N' Move - Give It Up  
Gary Clark - We Sail  
Mauro Scocco - Nelly  
Py Bäckman - Dansa För  
AD DD Dance - Upside Down  
A List:  
AD Gangway - Never Say  
Go West - What You  
Morten Remar - Hold On  
Novacento - Day & Night  
Whitney Houston - I Will  
B List:  
AD Anders Glenmark - Bygg På  
Gloria Estefan - I See  
Kim Larsen - Bell Star  
Rod Stewart - Ruby Tuesday  
Van Halen - Jump
- RADIO MOJN/Aabenraa & Sønderborg S**  
EHR  
Christian Backman - Head Of Music  
Power Play:  
AD Robin Beck - In My Heart  
A List:  
AD Chippendales - I'll Come Back  
Christopher Cross - Is There  
Hanne Boel - Mocking Bird  
Jacob Lundby - Dyrer  
Jan Secada - Angel  
Py Bäckman - Om Du  
Roxette - Fingertips  
Whitney Houston - I'm Every  
B List:  
AD Bizarre Inc. - Took My Life  
East 17 - Deep  
Ester Brohus - The Love  
Grace Jones - 7 Day Weekend  
Ian McNabb - If Love  
Quarterback - You And I  
Shakespears Sister - My 16th  
Stereos MC's - Step It Up
- RADIO ODENSE/Odense S**  
EHR  
Bjarne Mouridsen - Head Of Music  
Power Play:  
AD Gloria Estefan - I See  
Hanne Boel - Mocking Bird  
Jan Secada - Angel  
Rembrandts - Waiting  
West End - The Love
- RADIO ROSKILDE/Roskilde S**  
ACE  
Karsten Bendix - Head Of Music  
Power Play:  
AD Bamboo Brothers - Johnny Todd  
Robin Beck - In My Heart  
A List:  
AD Anders Glenmark - Bygg På  
Ester Brohus - The Love  
Gloria Estefan - I See  
Jan Secada - Angel  
Party Smyth - No  
Quarterback - You And I  
Shakespears Sister - My 16th  
Spin Doctors - Little Miss  
Tasmin Archer - In Your  
Van Halen - Jump
- RADIO SYDKYSTEN/Copenhagen S**  
ACE  
Peter Hald - Prog Dir/DJ  
Kaj Jensen - Head Of Music  
A List:  
AD Bamboo Brothers - Johnny Todd  
Hanne Boel - Mocking Bird  
Kim Larsen - Bell Star  
Sandy B - Feel Like  
Shakespears Sister - My 16th  
Vienna - Black Hotel  
West End - The Love  
Zachary Richard - One Kiss  
B List:  
AD Anders Glenmark - Bygg På  
Expose - I Wish  
Gloria Estefan - I See  
Jan Secada - Angel  
Novacento - Day & Night  
Party Smyth - No  
Zapp Zapp - Forget About
- RADIO VICTOR/Esbjerg S**  
EHR  
Christina Thomsen  
Power Play:  
AD Robin Beck - In My Heart  
West End - The Love  
B List:  
AD Depeche Mode - I Feel You  
Expose - I Wish  
Grace Jones - 7 Day Weekend  
Roxette - Fingertips  
Sandy B - Feel Like  
Shakespears Sister - My 16th  
Spin Doctors - Little Miss  
Vienna - Black Hotel  
Whitney Houston - I'm Every
- THE VOICE NÆRUM/Nærum S**  
EHR  
Kasper Lange - Prog Dir  
A List:  
AD Morten Remar - Hold On  
Rod Stewart - Ruby Tuesday  
Stereos MC's - Step It Up  
B List:  
AD Bizarre Inc. - I'm Gonna  
Bon Jovi - Bed Of  
Chris Rea - Soft Top  
Grace Jones - 7 Day Weekend  
Lenny Kravitz - Are You  
Mick Jagger - Use Me  
Novacento - Day & Night  
Sade - Kiss Of Love  
Tasmin Archer - In Your  
West End - The Love
- THE VOICE NORDJYLLAND/Aalborg S**  
EHR  
Dennis Kronborg  
Power Play:  
AD Alexander O'Neal - Love Makes  
Bizarre Inc. - Took My Life  
Depeche Mode - I Feel You  
Mary J. Blige - Reminisc  
Novacento - Day & Night  
Opus - Gimme Love  
A List:  
AD Go West - What You  
Sister Sledge - We Are  
West End - The Love
- THE VOICE ODENSE/Odense S**  
EHR  
Anders Hansen - Head Of Music  
Power Play:  
AD Martha Wash - Give It  
Poison - Stand  
USURA - Open Your  
A List:  
AD Bizarre Inc. - Took My Life  
Faith No More - I'm Easy  
Grace Jones - 7 Day Weekend  
Rapination/Mazelle - Love Me  
Robin Beck - In My Heart  
Stereos MC's - Ground  
Sting - If I Ever  
B List:  
AD Candy Dulfer - Sax-A  
Expose - I Wish  
Gloria Estefan - I See  
Lenny Kravitz - Are You  
Lulu - Independence  
Madonna - Bad Girl  
R.E.M. - Sidewinder  
Roxette - Fingertips
- Shai - Comforter**  
TLC - Hat To
- RADIO HOLBÆK/Holbæk B**  
EHR  
Stig Nielsen - Prog Dir  
Power Play:  
Sting - If I Ever  
B List:  
AD Anders Glenmark - Bygg På  
Grace Jones - 7 Day Weekend  
Hanne Boel - Mocking Bird  
Robin Beck - In My Heart  
Shakespears Sister - My 16th  
Stereos MC's - Step It Up  
Van Halen - Jump  
West End - The Love  
Whitney Houston - I'm Every
- RADIO KOLDING/Kolding B**  
EHR  
Claus Nielsen - Head Of Music  
A List:  
AD Robin Beck - In My Heart  
West End - The Love  
B List:  
AD Depeche Mode - I Feel You  
Ester Brohus - The Love  
Expose - I Wish  
Grace Jones - 7 Day Weekend  
Roxette - Fingertips  
Sandy B - Feel Like  
Shakespears Sister - My 16th  
Spin Doctors - Little Miss  
Vienna - Black Hotel  
Whitney Houston - I'm Every
- RADIO SLR/Slagelse B**  
EHR  
Jesper Reutter - Head Of Music  
A List:  
AD Hanne Boel - Mocking Bird  
Morten Remar - Hold On  
Tasmin Archer - In Your  
B List:  
AD Boyz II Men - In The Still  
Brand New Heavies - Stay  
Cut 'N' Move - Give It Up  
INXS - Beautiful  
Rod Stewart - Ruby Tuesday
- John Moutsopoulos - DJ**  
A List:  
Go West - What You  
Iggy Pop - In The Death  
Lulu - Independence  
Mina - Neve  
Paul McCartney - Hope  
Supertramp - Breakfast In  
The The - Love Is Stronger  
Whitney Houston - I Will  
B List:  
Bon Jovi - Bed Of  
Christians - The Bottle  
Leonard Cohen - Closing Time  
Mick Jagger - Sweet Thing  
Mina - You Are My Love  
Sade - Feel No Pain  
Screaming Trees - Nearly  
Sting - If I Ever  
Sugar - If I Can't  
The The - Dogs Of Lust
- ANTENNA 97.5 FM STEREO/Solonika G**  
EHR  
Lazaros Boukovinas - Prog Dir  
Power Play:  
AD Lorraine Cato - How Can You  
Restless Heart - Tell Me  
Spill - Don't Wanna  
A List:  
AD Boy Crazy - That's What Love  
Madonna - Bad Girl  
PM Dawn - Plastic  
Sunscreen - Love U More  
B List:  
AD 10,000 Maniacs - Candy  
Go West - What You  
Lulu - Independence  
Mina - You Are My Love
- ANTENNA 97.5 FM STEREO/DANCE TR/Solonika G**  
Dance  
Lazaros Boukovinas - Prog Dir  
A List:  
AD 2 Unlimited - No Limit  
AB Logic - Get Up  
Snap - Exterminate  
U.S. 3 - Cantaloope  
USURA - Open Your
- POP 92.4 FM/Athens G**  
EHR  
Yannis Mithenifis - Prog Dir  
A List:  
AD Beloved - Sweet Harmony  
Iggy Pop - In The Death  
Restless Heart - Tell Me  
West End - The Love  
Yaxx - How Long
- JERONIMO GROOVY/Ilioupolis, Athens S**  
EHR  
George Skordias - Producer  
A List:  
AD Mick Jagger - Sweet Thing  
Paul McCartney - Hope  
Vanessa Paradis - Sunday
- AD 808 State/UB40 - One In Adventures - Monday**  
Arrested Dev. - Mr. Wendal  
Bryan Ferry - I Put  
Dr. Alban - Sing Hallelujah  
M. C. Carpenter - Come On  
Material Issue - What Girls  
Michael Jackson - Give In To Me  
Mick Jagger - Wandering Spirit  
Nena - Bongo Girl  
Panache Culture - Over There  
Prodigy - Out Of Space  
Rod Stewart - Stand Back
- RADIO 3/Hilversum P**  
EHR  
Paul van der Lugt - Coord  
Power Play:  
AD Rod Stewart - Ruby Tuesday  
A List:  
AD Jackyl - Lumberjack  
Little Angels - Womankind  
Mad Cobra - Flex
- TROS RADIO 3/Hilversum P**  
EHR  
Anton Daalhuisen - Head Of Music  
Power Play:  
AD Rod Stewart - Ruby Tuesday  
A List:  
AD Apache Indian - Arranged  
Arrested Dev. - Mr. Wendal  
Charles & Eddie - N.Y.C.  
Daluxe - Don't Talk  
De Dijk - Mooi  
Golden Earring - Another 45  
King Bee - Here We Go  
Tears 'N' Joy - I Will
- VERONICA/Hilversum P**  
EHR  
Allard Berends - Dir Radio  
Roland Snoeijer - Producer  
Power Play:  
AD Rod Stewart - Ruby Tuesday  
A List:  
AD PETER FLOWERS FM/Milan P  
ACE/EHR  
Marco Garavelli - Producer  
Franco Lazzari - Head Of Music  
Power Play:  
AD Rod Stewart - Ruby Tuesday  
A List:  
AD Annie Lennox - Lovesong  
INXS - Beautiful
- RADIO 538/Bussum G**  
EHR  
Lex Harding - MD  
Erik de Zwart - Prog Dir  
Power Play:  
Paul de Leeuw - Eurocast  
AD Charles & Eddie - N.Y.C.  
B List:  
AD Ace Of Base - All That She Wants  
Daluxe - Don't Talk  
Extreme - Tragic Comic  
Jon Secada - Angel  
Mad Cobra - Flex  
Undercover - I Wanna  
Whitney Houston - I'm Every  
Wild Possion - Oh La La
- CFNB/Brunssum B**  
ACE  
Lou Rowland - Head Of Music  
Power Play:  
Restless Heart - When She Cries  
A List:  
AD Dan Hill - Through  
Jan Secada - Angel  
Willy DeVille - Even While  
AL Jellyfish
- RADIO DIMENSIONE SUONO/Rome P**  
EHR  
Carlo Mancini - Music Dir  
A List:  
AD Lulu - Independence  
Michael Jackson - Give In To Me  
Sade - Kiss Of Love  
B List:  
AD 2 Unlimited - No Limit  
Andrea Monteforte - Ora  
Cathy Dennis - Falling  
Charles Christopher - I'm  
Depeche Mode - I Feel You  
Genesis - Tell Me Why  
Lorraine Cato - How Can You  
M People - How Can I Love  
Marcello Pileri - Cenerentola  
Music & Mystery - Keep The  
Samuelle Bersani - Chicco  
Simple Pleasure - Never
- RADIO ITALIA SMI/Milan P**  
National Music  
Carlo Delor - HOM  
Power Play:  
Vasco Rossi - Vivere
- RETE 105 NETWORK/Milan P**  
EHR  
Angelo De Robertis - Head Of  
Prog  
A List:  
AD Daisy Project - Do It  
Jinny - Feel The Rhythm  
Vasco Rossi - Vivere
- RTL 102.5 - HIT RADIO/Bergamo P**  
EHR  
Grant Benson - Head Of Music  
Luca Viscardi - Head Of Music  
A List:  
AD Martha Wash - Give It  
Spin Doctors - 2 Princes  
Vasco Rossi - Vivere  
Wendy Matthews - Friday's
- STEREORAI/Rome P**  
EHR  
Elio Molinari - Head Of Dept.  
Edele Bellisario - Prog Dir  
Power Play:  
Arrested Dev. - Mr. Wendal  
East 17 - Deep  
Ligabue - Ancora In  
Sting - If I Ever  
Whitney Houston - I'm Every  
A List:  
AD Annie Lennox - Little  
Candy Dulfer - Sax-A  
Christians - The Bottle  
Dado Dim  
INXS - Beautiful  
Maxi Priest - One More  
Rod Stewart - Ruby Tuesday  
Saigon Kick - All I  
Snow - Informer  
Thunder - Low Life  
Vincenzo Spaminato - L'Amore  
AL Paul McCartney
- 101 NETWORK/Milan P**  
EHR  
Stefano Carboni - Head Of Music  
Maurizio Franciosi - Head Of  
Music  
A List:  
AD East 17 - Deep  
B List:  
AD Cajmere - Brighter  
Rachelle Ferrell - Welcome To My  
Reese Project - So Deep  
Sade - Kiss Of Love  
Sandy B - Feel Like  
Shamen - Phorever People
- 101 NETWORK/DANCE PARADE/Milan G**  
Dance  
Roberto Corinadesi - DJ/Producer  
A List:  
AD Martha Wash - Give It
- POWER RV1 THE BLACK RADIO/Turin G**  
Dance  
Paolo Lauri - Head Of Music  
Power Play:  
AD Chuckii Booker - Out Of The  
A List:  
AD After 7 - G.S.T.  
Freddie Jackson - Chivalry  
B List:  
AD KGM - Rappin' Jack  
Lords/Underground - Funky  
Power Fun - I Want  
AL Handel's Messiah  
Positive K
- RADIO BABBOLEO/Genoa G**  
EHR  
Lenny Rattano - Prog Dir  
Power Play:  
AD Rod Stewart - Ruby Tuesday  
A List:  
AD Snap - Exterminate  
AL Freddie Mercury
- RADIO CLUB 91/DANCE/Naples G**  
Dance  
Franco Mory Russo - Prog Dir  
A List:  
AD Bizarre Inc. - Took My Life  
Ebony - Year Of The Cat  
KGM - Rappin' Jack  
M People - How Can I Love  
Martha Wash - Give It  
Reversound - Ahorrisimo  
Shinehead - Jamaican  
Stereos MC's - Ground  
Vicky Shepard - Disco
- RADIO MONTE CARLO/Milan G**  
ACE  
Francesco Migliazzi - Prog Contr  
A List:  
AD Whitney Houston - I'm Every
- ROCK FM/Milan G**  
Rock  
A List:  
AD Cathy Dennis - Falling  
Christians - The Bottle  
Depeche Mode - I Feel You  
Elton John - Simple Life  
Rod Stewart - Ruby Tuesday
- ANTENNA DELLO STRETTO/Messina S**  
EHR  
Filippo Pedeli - DJ  
Power Play:  
AD Shinehead - Jamaican  
A List:  
AD 49'ers - Everything  
Carmen Electra - Carmen Electra  
Depeche Mode - I Feel You  
Digable Planets - Rebirth  
Jean Rich - Imagine  
KGM - Rappin' Jack  
Madonna - Bad Girl  
Prince - Continental
- RADIO SOUND STEREO/Cadigoro S**  
EHR  
Sandro Alberghini - Prog Dir  
Power Play:  
Duran Duran - Ordinary  
Vasco Rossi - Gli Spari  
AD Sting - If I Ever  
A List:  
AD Kim Carnes - Gypsy  
Spin Doctors - 2 Princes  
Vanessa Paradis - Sunday  
B List:  
AD 2 Unlimited - No Limit  
Dionne Warwick - Sunny  
Elga Paoli - Cercosi  
Jesus Jones - The Devil
- PRIMARADIO/Naples B**  
ACE  
Giuseppe Berrone - Prog Dir  
Linus Artico - Music Dir  
A List:  
AD Marco Masini - T'innamoraerai  
Mick Jagger - Sweet Thing  
Sting - If I Ever  
Vasco Rossi - Vivere
- RADIO METEORA/San Paolo di Jesi B**  
EHR  
Ferruccio Silveri - Prog Dir  
Power Play:  
AD Benson/Austin - I'll Keep  
A List:  
AD 883 - Con Una Deca  
Minghi/Lazlo - Vattene  
Angela Baraldi - Mi Vuoi  
Fleetwood Mac - Love Shines  
Jean Rich - Imagine  
Ligabue - Ancora In  
Mardchai - It's Ecstasy  
Samuelle Bersani - Chicco  
Stereos MC's - Connected  
Vincenzo Spaminato - L'Amore  
Visions - Is This
- RADIO STAR/Vicenza B**  
ACE  
Maurizio Maressi - Head Of Music  
Power Play:  
AD Vasco Rossi - Vivere  
A List:  
AD Dina Carroll - This Time  
Dionne Warwick - Sunny  
Sade - Kiss Of Love
- RADIOMANIA: HOT 50 MANIA/Senigallia B**  
EHR  
Alex Bedin - Prog Dir/H.O.M.  
A List:  
AD Dionne Warwick - Love Will  
Mick Jagger - Sweet Thing  
Sting - If I Ever
- RADIOMANIA: TOP 40 DANCE/Senigallia B**  
Dance  
Alex Bedin - Prog Dir/H.O.M.



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EXAMPLE:

### THIS DAY IN MUSIC for April 1, 1993 from BPI ENTERTAINMENT NEWS WIRE

- 1992—Singer Jimmy Buffet and wife Jane Slagsvol have their second child, which they name Sarah Delaney, in Nashville, Tenn.
- 1992—Billy Idol is fined \$2,000 by a Beverly Hills, Calif., judge after pleading no contest to charges he hit a woman in the face as they left a restaurant together the previous October.
- 1984—Marvin Gaye is shot to death by his father during an argument, one day before his 45th birthday.
- 1974—No. 1 Billboard Hit: "Hooked on a Feeling." Blue Suede. The song is originally a hit in 1969 for B.J. Thomas, who hit No. 1 with "Raindrops Keep Fallin' on My Head."
- 1969—The Beach Boys sue Capitol Records, claiming unpaid royalties and production fees.
- 1956—A Paramount Studios screen test by Elvis Presley leads to a three-film contract guaranteeing \$450,000.
- 1939—Rudolph Isley of the Isley Brothers is born in Cincinnati.
- 1932—Singer/actress Debbie Reynolds is born in El Paso, Texas. Her biggest pop hit is "Tammy" in 1957.

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# Station Reports

**A List:**  
**AD** Alessandro Tognetti - Naked  
 Blasfemia - Morning Time  
 M.B.G. - Trance Wave One  
 M.G. - So Good  
 Neon - The Creator  
 Time Factor - A Horse

## NORWAY

**NRK/Oslo P**  
 Rock/EHR  
 Vidar Lonn-Arneson - Producer  
**Power Play:**  
**AD** Somebody's - That's Why  
**A List:**  
**AD** Alannah Myles - Our World  
 Claudia Scott - Who Cries Shame  
 Darre - Aure Frakt  
 Shakespears Sister - My 16th  
 West End - The Love

**RADIO 1/Oslo G**  
 EHR  
 Bjorn Foorlund - DJ/Producer  
**B List:**  
**AD** Charles & Eddie - Unconditional  
 Dionne Warwick - Friends Can  
 Jan Eggum - Kor E Alle  
 Paul McCartney - Biker Like  
 Tears 'N' Joy - I Will  
 Whitney Houston - I'm Every

**RADIO 102/Haugesund G**  
 EHR  
 Egil Haueland - Head Of Music  
**A List:**  
**AD** Annie Lennox - Little  
 Chris Rea - Soft Top  
 INXS - Beautiful  
 Inker & Hamilton - Poetry  
 Inner Circle - Rock  
 Monroes - Just Another  
 R.E.M. - Sidewinder  
 Ugly Kid Joe - Cats

**RADIO GRENLAND/Skien G**  
 EHR  
 Anders Tvegaard - Music Dir  
**A List:**  
**AD** Dr. Alban - Sing Halleluyah  
 Faith No More - I'm Easy  
 INXS - Beautiful  
 Inker & Hamilton - Poetry

**RADIO MOSS/Moss G**  
 EHR  
 Baard Janetz - Music Dir  
**A List:**  
**AD** Bell Biv DeVoe - Gangsta  
 Billy Ocean - Pressure  
 Capt. Hollywood - More And  
 Cher - Many Rivers  
 Def Leppard - Heaven Is  
 Duran Duran - Ordinary  
 Faith No More - I'm Easy  
 Indecent Obsession - Indio  
 Lenny Kravitz - Are You  
 Mick Jagger - Sweet Thing  
 Monroes - Just Another  
 One More Time - Calming Rain  
 Poison - Stand  
 Roxette - Fingerlips  
 S. J. Morris - Never Gonna Give  
 September When Can I  
 Sko/Torp - Familiar Roads  
 TPau - Valentine  
 Vanessa Paradis - Sunday  
 West End - The Love

**HORTEN NÆRRADIO/Horten S**  
 EHR  
 Vidar Lyders - Music Dir  
**B List:**  
**AD** Baba Yaga - Where Will  
 Bjarte Fiskepudding - To Meg I  
 Guns N' Roses - Garden of  
 Sydney Youngblood - Anything

**JÆRRADIOEN/Kleppe S**  
 EHR  
 Bjarte Tveito - Head Of Music  
**Power Play:**  
**AD** Boyz II Men - In The Still  
**A List:**  
**AD** Inker & Hamilton - Poetry  
 Jan Eggum - Kor E Alle  
 Monroes - Just Another

**RADIO ØST/Rade S**  
 ACE  
 Åge-Christoffer Lundeby - Head  
 Of Music  
**A List:**  
**AD** Monroes - Just Another

**RADIO TØNSBERG/Tansberg S**  
 EHR  
 Ronny Strømmer - Head Of Music  
**Power Play:**  
**AD** Monroes - Just Another  
**A List:**  
**AD** Alannah Myles - Our World  
 Billy Ocean - Pressure  
 Sister Sledge - We Are  
 Stephen Ackles - Hey You

**B List:**  
**AD** Ban Jovi - Bed Of  
 Zucchero - Come Back The Sun

**RADIO VEST/Stavanger S**  
 EHR  
 Bjarte P Tjøstheim - Head Of Music  
**Power Play:**  
**AD** Rod Stewart - Ruby Tuesday  
**A List:**  
**AD** Boyz II Men - In The Still  
 Honne Boel - Sitting In Limbo  
 INXS - Beautiful  
 Jan Eggum - Kor E Alle  
 Vamp - Ti'o Noir

**B List:**  
**AD** Alannah Myles - Our World  
 Candy Duffer - Sax-A  
 Christians - The Bottle  
 Inner Circle - Rock  
 Laura Branigan - Self Control  
 Lenny Kravitz - Are You  
 West End - The Love  
**AL** September When

**RADIO FM 107,7/Stavanger B**  
 ACE  
 Thorbjørn Lea - Head Of Music  
**A List:**  
**AD** 4 Of Us - I Miss You  
 INXS - Beautiful  
 Monroes - Just Another  
 R.E.M. - Sidewinder  
 September When Can I

**RADIO FREDRIKSTAD/Fredrikstad B**  
 EHR  
 Jørgen Søderberg Jansen - Music  
 Co-Ord  
**Power Play:**  
 Boyz II Men - End Of  
**A List:**  
**AD** Chris Rea - God's Great  
 Darre - Bars Cafe  
 Inker & Hamilton - Poetry  
**B List:**  
**AD** Jeff Baker - Reggae  
 Legacy/Sound - Happy  
 Peter LeMarc - Tootoolah

**RADIO OSLOFJORD/Oslo B**  
 EHR  
 Håvard Sylte - Music Dir  
**A List:**  
**AD** Catwalk - Checkin'  
 Monroes - Just Another  
**B List:**  
**AD** 2 Unlimited - No Limit  
 Bendic - Swing  
 Christians - The Bottle  
 Cult - She Sells  
 Dionne Warwick - Friends Can  
 INXS - Beautiful  
 Sko/Torp - Familiar Roads  
 Somebody's - That's Why  
 TPau - Heart  
 Tears 'N' Joy - I Will

**STORBYRADIOEN/Oslo B**  
 ACE  
 Pål André Kristiansen - Head Of  
 Music  
**B List:**  
**AD** Peter Gabriel - Steam

## POLAND

**POLSKIE RADIO 3/Warsaw P**  
 EHR  
 Marek Niedzwiecki - Producer  
**Power Play:**  
**AD** Sting - If I Ever  
**A List:**  
**AD** Alannah Myles - Rocking Horse  
 Dan Baird - I Love You Period  
 INXS - Beautiful  
 Jeff Healey - Cruel  
 Leonard Cohen - Closing Time  
 Michael Jackson - Give In To Me  
 Michael W. Smith - Somebody  
 Michael W. Smith - I Will  
 Ultravox - Vienna

**RADIO BIALYSTOK/Bialystok G**  
 EHR  
 J. Baltyk - DJ/Producer  
 C. Makarewicz - DJ/Producer  
**Power Play:**  
**AD** A. Kozmierz - Gwalc  
 Capt. Hollywood - Only  
 Sting - If I Ever  
**A List:**  
**AD** JJJ Blues - Blues Leona

**RADIO LODZ/Lodz G**  
 EHR  
 Jan Targowski - Head Of Music  
**Power Play:**  
**AD** Bonnie Tyler - Fool's Lullaby  
**A List:**  
**AD** Cult - She Sells  
 Fish - Jeepster  
 Gasia - Promises  
 Heroes Del Silencio - Senda  
 Mother Love Bone - Man Of  
 Sophie B. Hawkins - I Want You  
 The The - Dogs Of Lust

**RADIO MERKURY/Poznan G**  
 ACE  
 Ryszard Gloger - Head Of Music  
**Power Play:**  
**AD** Michael Jackson - Give In To Me  
**A List:**  
**AD** Charles & Eddie - N.Y.C.

**INXS - Beautiful**  
 Klax - Illuminacja  
 Wilki - Ell Lama  
**B List:**  
**AD** En Vogue - Give It  
 Extreme - Tragic Comic  
 Ugly Kid Joe - Cats  
**AL** Mick Jagger

**RADIO RMF/Krakow G**  
 EHR  
 Piotr Metz - Head Of Music  
**A List:**  
**AD** De Mono - Stalki Na Niebie  
 Shakespears Sister - My 16th  
 Snap - Exterminate  
**B List:**  
**AD** Depeche Mode - I Feel You  
 Formacja Niezwywych S. - Kibel  
 Take That - Why Can't I

**RADIO SZCZECIN/Szczecin G**  
 EHR  
 Dariusz Gibala - Producer  
**Power Play:**  
**AD** Boyz II Men - In The Still  
 The The - Dogs Of Lust  
 W.W.F. All Stars - Slam Jam  
**B List:**  
**AD** Enya - Cells  
 Hey & Edyta - Maja I  
 John Anderson - Seminole  
 Kitaro - Lady Of  
 SOUL SYSTEM - Its Gonna  
 Seven Day - Maje Miasto  
 Toto - Only You  
 Wilki - Ell Lama

**RADIO 4 U/Warsaw S**  
 EHR  
 Bogdan Fabianski - DJ/Producer  
**Power Play:**  
**AD** Billy Ocean - Pressure  
 Haddaway - What Is Love  
 Latin Swing - Gotta Be I  
 Sting - If I Ever  
**A List:**  
**AD** 2 Unlimited - No Limit  
**B List:**  
**AD** Arrested Dev. - Mr. Wendal  
 Edelweiss - Starship Edelweiss  
 Yohfu Yindi - Djapana

**RADIO GDANSK/Gdansk S**  
 EHR  
 Marcin Sobesto - Producer  
**Power Play:**  
**AD** Lindsey Buckingham - Soul  
**A List:**  
**AD** Art Cafe - 7 Minut Na Milosc  
 Beloved - Sweet Harmony  
 Bobby Brown - Get Away  
 Brian May - Back  
 Chris Rea - Soft Top  
 Def Leppard - Stand Up  
 Duran Duran - Ordinary  
 Mick Jagger - Sweet Thing  
 Piersi - Lombardino

**RADIO ZIELONA GORA/Zielona  
 Gora B**  
 EHR  
 Eugeniusz Banochowicz - Head  
 Of Music  
**Power Play:**  
**AD** Charles & Eddie - N.Y.C.  
 Gang Marcela - Byle Do Przoadu  
**A List:**  
**AD** Extreme - Tragic Comic  
 Michael Jackson - Give In To Me  
 Ugly Kid Joe - Cats  
 Whitney Houston - I'm Every  
**B List:**  
**AD** Guns N' Roses - Garden of Eden  
 P.O.W. - Dwa Slonca  
 Shanice - Saving Far  
 Wilson Phillips - Flesh

## PORTUGAL

**RFM/Lisbon P**  
 EHR  
 Pedro Tjoal - Head Of Music  
**A List:**  
**AD** Lenny Kravitz - Are You  
 Van Halen - Won't Get Fooled  
**B List:**  
**AD** Def Leppard - Let's Get Rocked  
 Del Amiri - When You  
 Genesis - Tell Me Why  
 Gerry Rafferty - Get Out  
 INXS - Beautiful  
 Jellyfish - The Ghost  
 Manic Street Pr. - Little

**RADIO ENERGIA/Lisbon G**  
 EHR  
 Nuno Santos - Prog Dir  
**A List:**  
**AD** Jesus Jones - The Right  
 Lenny Kravitz - Are You  
 PM Dawn - Plastic  
 Saints And Sinners - We Belong  
 Sunscreen - Pressure  
**B List:**  
**AD** Dan Baird - The One I Am  
 Frank & Walters - After  
 Jude Cole - Just Another  
 Living Colour - Leave It  
 Outfield - Tonight  
 Paperboy - Dirty

# STING

## The New

## Single

## IF I

## EVER

## LOSE

## MY

## FAITH

## IN YOU

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Germany

RADIO XANADU/Munich

Hungary

RADIO DANUBIUS/Budapest

Poland

POLSKIE RADIO 3/Warsaw  
 RADIO BIALYSTOK/Bialystok

United Kingdom

ATLANTIC 252/London



Breakout Rotation





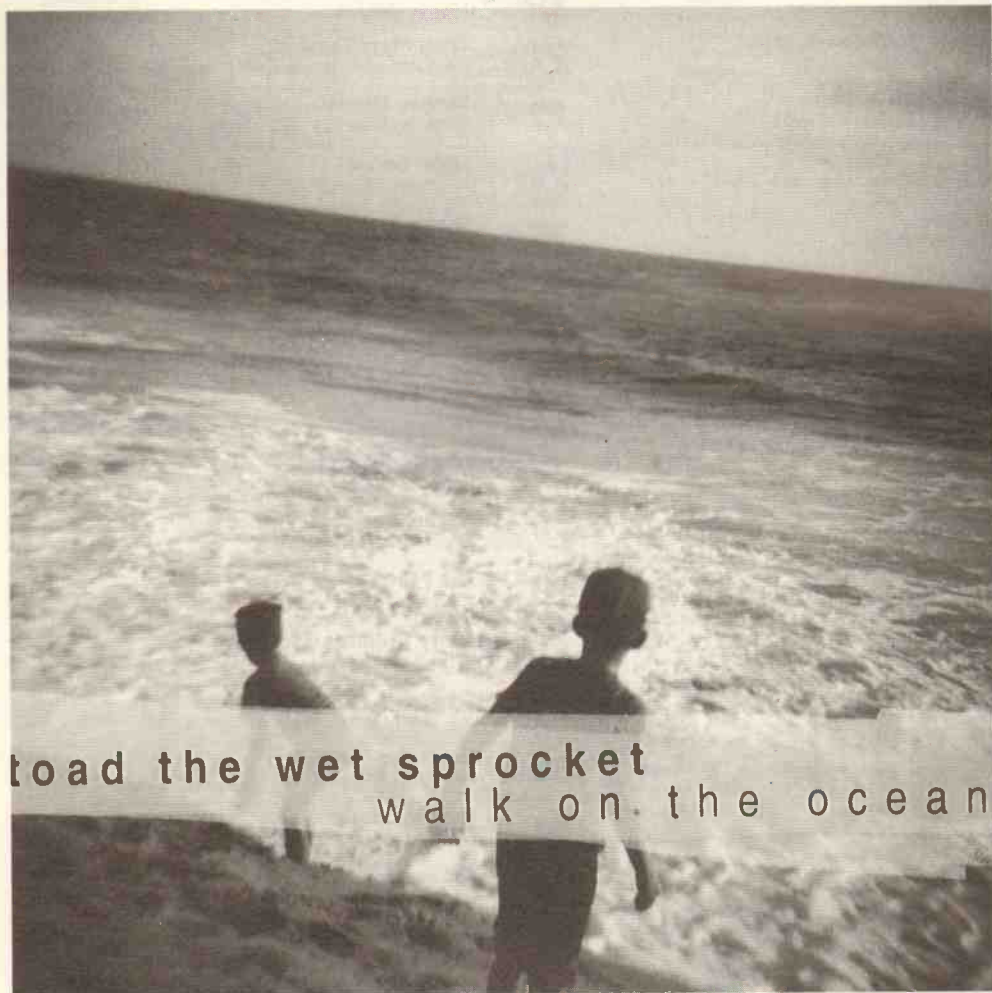
# EUROPEAN TOP 100<sup>®</sup> ALBUMS

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THIS WEEK LAST WEEK WKS on CHART	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHART	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHART	ARTIST TITLE - ORIGINAL LABEL	COUNTRIES CHARTED
1 1 11	<b>Soundtrack - The Bodyguard</b> The Bodyguard - Arista ▲4	A.B.DK.SF.FD.GR.IRL.I.NL.N.P.E.S.CH.UK	35 24 13	<b>Cher</b> Cher's Greatest Hits: 1965 - 1992 - Geffen	A.D.IRL.NL.S.UK	69 54 24	<b>Jon Secada</b> Jon Secada - SBK	D.NL.E.CH
2 3 2	<b>Paul McCartney</b> Off The Ground - Parlophone	A.B.DK.D.I.NL.N.P.E.S.CH.UK	36 36 3	<b>Alice In Chains</b> Dirt - Columbia	B.DK.SF.D.IRL.NL.N.S.UK	70 59 2	<b>Patent Ochsner</b> Fischer - Fun Key	CH
3 2 5	<b>Genesis</b> Live - The Way We Walk Vol.2: The Longs - Virgin	A.B.DK.SF.FD.I.NL.N.P.E.S.CH.UK	37 20 8	<b>Fredericks, Goldman &amp; Jones</b> Sur Scène - Columbia	B.F	71 73 6	<b>Jean Marc Thibault</b> Des Chansons Plein Le Coeur - Lederman	F
4 11 4	<b>Mick Jagger</b> Wandering Spirit - Atlantic	B.DK.D.NL.N.P.CH.UK	38 41 19	<b>Michael Bolton</b> Timeless - The Classics - Columbia	DK.SF.IRL.P.E.S.UK	72 62 17	<b>Simple Minds</b> Glittering Prize '81 - '92 - Virgin	B.DK.IRL.NL.S.UK
5 4 19	<b>R.E.M.</b> Automatic For The People - Warner Brathers ▲	A.B.DK.SF.D.GR.IRL.NL.N.P.E.S.CH.UK	39 29 12	<b>Erasure</b> Popl The First 20 Hits - Mute	A.SF.D.S.UK	73 74 10	<b>Lucio Battisti</b> Le Origini - Ricardi	I
6 5 20	<b>Abba</b> Gold - Greatest Hits - Palar ▲3	A.B.DK.SF.D.IRL.I.NL.N.P.E.S.CH.UK	40 37 6	<b>Ace Of Base</b> Happy Nation - Mega	DK.N.S	74 58 14	<b>Gloria Estefan</b> Greatest Hits - Epic	D.IRL.NL.UK
7 11 4	<b>Boney M</b> Gold - 20 Super Hits - Hansa	A.B.DK.SF.D.NL.CH	41 68 2	<b>En Vogue</b> Funky Diva's - East West America	S.UK	75 15 3	<b>Little Angels</b> Jam - Polydor	UK
8 6 24	<b>Eric Clapton</b> Unplugged - Duck ▲	A.B.DK.SF.FD.GR.IRL.NL.N.P.E.S.CH.UK	42 47 24	<b>Inner Circle</b> Bad To The Bone - Metraname	A.DK.SF.D.NL.P.CH	76 64 2	<b>Sultans Of Ping F.C.</b> Casual Sex In The Cineplex - Rhythm King	IRL.UK
9 16 2	<b>The Cult</b> Pure Cult - Beggars Banquet	B.DK.D.IRL.NL.P.UK	43 46 16	<b>Vangelis</b> OST 1492 - The Conquest Of Paradise - East West	B.F.D.E	77 39 3	<b>Jesus Jones</b> Perverse - Faad	SF.NL.S.UK
10 9 15	<b>Bon Jovi</b> Keep The Faith - Jambca ▲	A.B.DK.SF.FD.GR.IRL.NL.N.P.E.S.CH.UK	44 32 20	<b>Peter Gabriel</b> Us - Realworld	DK.D.GR.IRL.S.CH.UK	78 71 11	<b>Leonard Cohen</b> The Future - Columbia	A.DK.GR.IRL.NL.S.CH
11 10 62	<b>Michael Jackson</b> Dangerous - Epic ▲5	A.B.DK.FD.GR.NL.E.UK	45 45 7	<b>Juan Luis Guerra</b> Areito - Karen/BMG	NL.E	79 71 11	<b>Michel Berger &amp; France Gall</b> Double Jeu - Apache	F
12 8 12	<b>Genesis</b> Live - The Way We Walk Vol.1: The Shorts - Virgin	A.B.DK.SF.FD.GR.IRL.NL.N.P.E.S.CH.UK	46 42 7	<b>Shakespears Sister</b> Hormonally Yours - Landan	D.S.UK	80 77 18	<b>Die Prinzen</b> Küssen Verboten - Hansa	D
13 11 4	<b>Bonnie Tyler</b> Greatest Hits - Columbia	A.SF.D.CH	47 40 5	<b>Manfred Man's Earth Band</b> Blinded By The Light - Best Of - Arcade	D.CH	81 81 2	<b>Dany Brillant</b> C'Est A Qui Est Bon - WEA	F
14 7 6	<b>Soundtrack - Sister Act</b> Sister Act - Hollywood	A.FD.CH	48 28 8	<b>Nirvana</b> Incesticide - Geffen	A.B.DK.SF.D.GR.IRL.NL.S.UK	82 76 64	<b>Genesis</b> We Can't Dance - Virgin ▲6	F.D
15 13 10	<b>Charles &amp; Eddie</b> Duophonic - Capital	A.B.DK.D.NL.S.CH.UK	49 34 6	<b>Litfiba</b> Terremoto - CGD	I.CH	83 92 19	<b>Zucchero Fornaciari</b> Miserere - Polydor	F
16 11 4	<b>The Beloved</b> Conscience - East West	UK	50 33 21	<b>The Shamen</b> Boss Drum - One Little Indian	A.DK.SF.IRL.NL.S.UK	84 88 4	<b>Purple Schulz</b> Die Singles '84-'92 - Electrola	D
17 14 12	<b>Freddie Mercury</b> The Freddie Mercury Album - Parlophone	A.B.DK.SF.D.I.NL.N.P.E.S.CH.UK	51 43 34	<b>Pow Wow</b> Regagner Les Plaines - Remark	F	85 85 2	<b>Alexander O'Neal</b> Love Makes No Sense - Tabu	UK
18 27 9	<b>Jordy</b> Pochette Surprise - Columbia	B.F.I	52 51 65	<b>Queen</b> Greatest Hits II - Parlophone ▲4	B.DK.D.NL.E.UK	86 85 2	<b>Sandra</b> Greatest Hits - Virgin	DK.SF.D
19 11 4	<b>Dinosaur Jr</b> Where You Been - Blanca Y Negro	IRL.UK	53 48 24	<b>Roxette</b> Tourism - EMI	B.DK.D.NL.E.CH	87 82 13	<b>Hubert Von Goisern &amp; Die Alpinkatzen</b> Aufgeign Statt Niederschiassn - Ariola	A
20 12 3	<b>The The</b> Dusk - Epic	B.DK.D.IRL.NL.N.P.S.CH.UK	54 50 71	<b>Guns N' Roses</b> Use Your Illusion I - Geffen ▲	DK.FD.IRL.NL	88 80 14	<b>Bob Marley &amp; The Wailers</b> Legend - Island	D.UK
21 18 15	<b>Sade</b> Love Deluxe - Epic ▲	A.SF.FD.GR.I.P.E.S.CH	55 57 16	<b>Tasmin Archer</b> Great Expectations - EMI	A.FD.CH.UK	89 84 3	<b>Michel Sardou</b> Le Grand Réveil/Le Bac "G" - Trema	F
22 23 6	<b>Stereo MC's</b> Connected - Gee Street	A.B.DK.D.GR.IRL.S.CH.UK	56 44 4	<b>Dina Carroll</b> So Close - A&M	D.NL.UK	90 96 15	<b>Neil Young</b> Harvest Moon - Reprise	A.SF.GR.IRL.NL.UK
23 22 6	<b>Arrested Development</b> 3 Years, 5 Months & 2 Days In The Life - Caaltempo	D.IRL.NL.UK	57 52 7	<b>Jacques Dutronc</b> Dutronc Au Casino (Live) - Columbia	B.F	91 65 2	<b>Go West</b> Indian Summer - Chrysalis	UK
24 19 20	<b>Vaya Con Dios</b> Time Flies - Ariola	A.B.DK.D.NL.N.S.CH	58 53 9	<b>Jean-Philippe Audin &amp; Diego Modena</b> Ocarina - Delphine	F	92 94 2	<b>Peter Lemarc</b> Det Finns Inget Bättre - MNW	S
25 67 2	<b>Johnny Hallyday</b> Bercy '92 - Philips	B.F	59 89 2	<b>Annie Lennox</b> Diva - RCA	UK	93 99 2	<b>Die Fantastischen Vier</b> Jetztt Geht's Ab - Columbia	D
26 17 20	<b>Die Fantastischen Vier</b> 4 Gewinnt - Columbia	A.D.CH	60 61 13	<b>Take That</b> Take That & Party - RCA	UK	94 94 2	<b>Sister Sledge</b> The Very Best Of Sister Sledge '73 - '93 - Atlantic	UK
27 21 14	<b>Joe Cocker</b> The Best Of Joe Cocker - Capital	A.B.DK.SF.D.NL.N.P.S.CH	61 56 17	<b>Madonna</b> Erotica - Maverick ▲	A.SF.F.GR.I.NL.UK	95 75 19	<b>The Police</b> Greatest Hits - A&M	B.D
28 72 2	<b>Vasco Rossi</b> Gli Spari Sopra - EMI	I.CH	62 98 2	<b>Snap</b> The Madman's Return - Logic	D.NL.UK	96 96 2	<b>Angelo Branduardi</b> Si Puo' Fare - EMI	I
29 26 15	<b>AC/DC</b> Live At Donington - Double - Atco ▲	A.DK.SF.FD.P.E.S	63 60 23	<b>Mike Oldfield</b> Tubular Bells II - WEA ▲	D.E.UK	97 93 7	<b>Julien Clerc</b> Utile - Virgin	B.F
30 30 2	<b>Belly</b> Star - 4AD	IRL.UK	64 78 2	<b>London Sinfonietta/D.Zinman/D.Upshaw</b> Gorecki: Symphony No. 3 - Elektra Nanesuch	UK	98 87 6	<b>U2</b> Achtung Baby - Island	D.IRL.UK
31 25 39	<b>Lionel Richie</b> Back To Front - Matawn ▲	B.DK.D.IRL.NL.UK	65 55 10	<b>Hanne Boel</b> Kinda Soul - EMI-Medley	DK.N.S	99 99 2	<b>Noir Desir</b> Tostaky - Barclay	F
32 38 4	<b>Marco Masini</b> T'Innamorerai - Ricardi	I.CH	66 49 3	<b>Ligabue</b> Sopravvissuti & Sopravvienti - WEA	I	100 83 3	<b>Undercover</b> Check Out The Groove - PWL	A.DK.D.NL
33 31 71	<b>Guns N' Roses</b> Use Your Illusion II - Geffen ▲	B.DK.FD.IRL.NL.P.S.CH	67 69 19	<b>Vanessa Paradis</b> Vanessa Paradis - Remark	A.FD.NL			
34 35 42	<b>Metallica</b> Metallica - Vertigo ▲	DK.SF.D.NL.S.UK	68 63 16	<b>Bonnie Tyler</b> Angel Heart - Hansa	A.DK.SF.D.CH			

A = Austria, B = Belgium, DK = Denmark, SF = Finland, F = France, D = Germany, GR = Greece, IRL = Ireland, I = Italy, NL = Netherlands, N = Norway, P = Portugal, E = Spain, S = Sweden, CH = Switzerland, UK = United Kingdom.  
 ○ = FAST MOVERS      NE = NEW ENTRY  
 RE = RE-ENTRY

# toad the wet sprocket walk on the ocean



**EHR  
CHARTBOUND  
THIS WEEK**

**PLAYING ON  
44 STATIONS  
NOW!!!**

**COLUMBIA**

#### Denmark

RADIO ABC/Randers  
RADIO VIBORG/Viborg  
RADIO 89.1/Helsingor  
RADIO HERNING/Herning  
RADIO MOJN/Aabenraa & Sønderborg  
UPTOWN FM/Copenhagen  
RADIO SYDKYSTEN/Copenhagen

#### Europe

VOICE OF AMERICA/Europe

#### France

WIT FM/Bordeaux

#### Germany

HR 3: ON LINE/Frankfurt  
RADIO FFH/Frankfurt  
WDR 1/Cologne  
WDR 1: SCHLAGERRALLYE/Cologne  
104.6 RTL BERLIN/Berlin  
OK RADIO/Hamburg  
RADIO FFN/Isernhagen  
RADIO GONG/Nuremberg  
RADIO SALÜ/Saarbruecken  
RB 4/Bremen  
RADIO REGENBOGEN/Mannheim  
HUNDERT 6/Berlin  
R.S. 2/Berlin  
RADIO 7/Ulm

#### Greece

POP 92.4 FM/Athens

#### Ireland

SOUTH EAST RADIO/Wexford

#### Norway

RADIO 1 FM/Bergen  
RADIO 1/Oslo  
RADIO 102/Haugesund  
RADIO GRENLAND/Skien  
RADIO VEST/Stavanger  
RADIO FREDRIKSTAD/Fredrikstad  
RADIO OSLOFJORD/Oslo

#### Poland

POLSKIE RADIO 3/Warsaw

#### Sweden

RIKSRADIO P3: KLANG & CO/Stockholm  
RIKSRADIO P3: TRACKSLISTAN/Stockholm  
EAST FM/Norrköping  
RADIO FM 103.2/Linköping

#### Switzerland

RADIO 24/Zurich  
RADIO PILATUS 104.9/Luzern  
RADIO FOERDERBAND/Bern  
RADIO Z/Zurich  
RADIO ZUERISEE/Staefa

#### United Kingdom

CITY FM/Liverpool  
COOL FM/Belfast

# EUROCHART HOT 100 SINGLES



THIS WEEK LAST WEEK WKS on CHART	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHART	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED	THIS WEEK LAST WEEK WKS on CHART	ARTIST TITLE - ORIGINAL LABEL (PUBLISHER)	COUNTRIES CHARTED
1	14 <b>I Will Always Love You</b> Whitney Houston - Arista (Carlin)	A.B.DK.SF.F.D.GR.IRL.I.NL.N.E.S.CH.UK	35	62 3 <b>Only The Very Best</b> Peter Kingsbery - Epic (EMI)	F	69	38 4 <b>Independence</b> Lulu - Dome (Warner Chappell)	IRL.UK
2	3 4 <b>No Limit</b> 2 Unlimited - Byte (MCA)	B.SF.D.IRL.I.NL.E.S.UK	36	45 13 <b>Out Of Space</b> The Prodigy - XL (EMI)	D.GR.IRL.NL.S	70	42 18 <b>Keep The Faith</b> Bon Jovi - Jambco (PolyGram)	D.P.CH
3	2 15 <b>Would I Lie To You?</b> Charles & Eddie - Capitol (EMI)	A.B.DK.D.GR.IRL.I.NL.N.S.CH.UK	37	34 16 <b>Les Maries De Vendée</b> Anais Et Didier Barbelivien - Talar (POM)	B.F	71	73 2 <b>Des Larmes Et Des Maux</b> Les Infideles - Trema (Trema)	F
4	4 8 <b>Exterminate</b> Snap - Logic (Hanseatic/Songs Of Logic)	A.B.DK.SF.D.GR.IRL.I.NL.P.E.S.CH.UK	38	37 11 <b>Tom Traubert's Blues (Waltzing Matilda)</b> Rod Stewart - Warner Brothers (Warner Chappell)	B.DK.D.NL.CH	72	78 2 <b>Emotional Time</b> Hothouse Flowers - London (WC/BMG)	IRL.UK
5	5 18 <b>More And More</b> Captain Hollywood Project - Blow Up (Warner Chappell)	A.B.DK.FD.NL.N.S.CH	39	51 36 <b>Sweet (A La La La Long)</b> Inner Circle - Metronome (Rock Pop/Madhouse)	F.D.GR.I.P.CH	73	64 14 <b>Never Let Her Slip Away</b> Undercover - PWL Intl. (Island)	B.DK.D.P
6	6 21 <b>Dur Dur D'Être Bebe</b> Jordy - Columbia (Gavroche)	A.SF.F.GR.I.NL.N.E.S.CH	40	36 5 <b>Bed Of Roses</b> Bon Jovi - Jambco (PolyGram)	B.DK.SF.IRL.NL.S.CH.UK	74	74 3 <b>Angel</b> Jon Secada - SBK (EMI)	IRL.UK
7	7 13 <b>Heal The World</b> Michael Jackson - Epic (Warner Chappell)	A.B.F.D.IRL.I.S.CH	41	31 9 <b>Phorever People</b> The Shamen - One Little Indian (Warner Chappell)	A.SF.D.IRL.NL.S	75	57 22 <b>End Of The Road</b> Boyz II Men - Motown (Warner Chappell)	DK.D.S.CH
8	8 <b>Why Can't I Wake Up With You?</b> Take That - RCA (EMI)	IRL.UK	42	47 8 <b>Hello (Turn Your Radio On)</b> Shakespears Sister - London (EMI/Island/BMG)	D.S.CH	76	79 4 <b>This Time/Life Without You</b> Chris Moore - Warner Brothers (Not Listed)	IRL
9	10 2 <b>Little Bird/Love Song For A Vampire</b> Annie Lennox - RCA (La Lennox/BMG)	B.F.IRL.UK	43	46 10 <b>The Great Pretender</b> Freddie Mercury - Parlophone (Southern Music)	F.D.IRL.CH.UK	77	80 2 <b>What A Wonderful World</b> Nick Cave & Shane MacGowan - Mute (Valando/Carlin)	P
10	15 20 <b>All That She Wants</b> Ace Of Base - Mega (Megasonic)	A.SF.D.N.S	44	43 8 <b>Nothing Else Matters</b> Metallica - Vertigo (PolyGram)	DK.F	78	8 <b>Sad But True</b> Metallica - Vertigo (PolyGram)	IRL.UK
11	12 5 <b>Open Your Mind</b> Usura - deConstruction (Warner Chappell)	B.SF.D.IRL.I.NL.CH.UK	45	53 4 <b>Cantaloup</b> Us 3, Rashaan & Gerrard Prescencer - EMI (Not Listed)	A.B.D.GR.CH	79	8 <b>Oh Carolina</b> Shaggy - Greensleeves (Greensleeves)	UK
12	12 <b>I'm Every Woman</b> Whitney Houston - Arista (Island)	B.IRL.I.NL.UK	46	30 10 <b>Deeper And Deeper</b> Madonna - Maverick (WC/MCA)	B.SF.F.D.GR.I.S	80	8 <b>Who's Fooling Who</b> Double You - DWA (MCA)	F.E
13	9 6 <b>Hope Of Deliverance</b> Paul McCartney - Parlophone (MPL)	A.B.DK.F.D.I.NL.S.CH.UK	47	27 5 <b>Sascha...Ein Aufrechter Deutscher</b> Die Toten Hosen - Virgin (BMG)	D.CH	81	65 6 <b>Steam</b> Peter Gabriel - Realworld (Real World)	D.GR.IRL.S.UK
14	14 6 <b>I'm Easy/Be Aggressive (Live)</b> Faith No More - Slash (Jobete/Rondor)	DK.SF.D.IRL.NL.N.P.S.CH.UK	48	41 10 <b>Could It Be Magic</b> Take That - RCA (BMG)	B.D.IRL.S.UK	82	69 6 <b>Mr.Wendal/Revolution</b> Arrested Development - Cooltempo (EMI/WC)	D.IRL.UK
15	8 27 <b>Don't You Want Me</b> Felix - deConstruction (MCA)	DK.F.D.GR.S.CH	49	49 10 <b>Gold</b> East 17 - London (PolyGram)	S	83	55 17 <b>La Legende De Oochigeas</b> Roch Voisine - GM (Ed. Georges Mary)	F
16	11 4 <b>Ordinary World</b> Duran Duran - Parlophone (Copyright Control)	B.GR.IRL.I.UK	50	32 18 <b>Die Da!?!</b> Die Fantastischen Vier - Columbia (EMI)	A.D.CH	84	8 <b>Ground Level</b> Stereo MC's - 4th & Broadway (EMI)	UK
17	23 6 <b>Open Sesame</b> Leila K - Coma (Songs Of Logic/Hanseatic)	A.B.D.IRL.NL.E.CH	51	8 <b>Tell Me Why</b> Genesis - Virgin (Genesis/Hit & Run)	F.D.UK	85	8 <b>Ellegibo</b> Ellegibo - Blanco Y Negro (Warner Chappell)	P
18	39 2 <b>If I Ever Lose My Faith In You</b> Sting - A&M (Magnetic)	B.DK.D.IRL.I.NL.P.CH.UK	52	33 9 <b>Pour L'Amour D'Un Garçon</b> Helene - AB (ABeditions)	B.F	86	85 5 <b>Tell Me A Poem</b> Papermoon - Ariola (Donnerkeil)	A
19	17 10 <b>Rock With You</b> Inner Circle - Metronome (Madhouse/Warner Chappell)	A.B.DK.D.NL.P.CH	53	8 <b>Alison</b> Jordy - Columbia (Gavroche)	B	87	66 3 <b>I Wanna Stay With You</b> Undercover - PWL (Rondor)	IRL.UK
20	24 18 <b>Because The Night</b> Co.Ro feat. Taleesa - Ginger Music (Tipax)	A.B.F.D.I.E	54	8 <b>Ruby Tuesday</b> Rod Stewart - Warner Brothers (Westminster)	DK.UK	88	95 2 <b>Can I Trust You</b> September When - WEA (Manus)	N
21	13 6 <b>The Love I Lost</b> West End feat. Sybil - PWL Intl. (Warner Chappell)	SF.IRL.UK	55	71 2 <b>A Better Man</b> Thunder - EMI (Rondor)	UK	89	86 4 <b>Nahkatakkinen Tyttö</b> Dingo - Finnlevy (Fazer)	SF
22	22 3 <b>Sweet Thing</b> Mick Jagger - Atlantic (Promopub)	A.B.DK.D.I.NL.N.P.S.CH.UK	56	35 5 <b>We Are Family ('93 Mixes)</b> Sister Sledge - Atlantic (Warner Chappell)	SF.IRL.UK	90	8 <b>Here Comes The War</b> New Model Army - Epic (Attack Attack/WC)	UK
23	16 4 <b>Deep</b> East 17 - London (PolyGram)	IRL.S.UK	57	52 3 <b>Tragic Comic</b> Extreme - A&M (Rondor)	IRL.P.UK	91	82 3 <b>Conquest Of Paradise</b> Vangelis - East West (Spheric)	F
24	21 10 <b>Boney M MegaMix</b> Boney M - Hansa (Various)	A.B.DK.SF.D.IRL.NL	58	50 3 <b>Vienna</b> Ultravox - Chrysalis (BMG)	IRL.UK	92	8 <b>Give It Up</b> Cut'N'Move - Soulpower (EMI Songs)	DK
25	25 21 <b>Sleeping Satellite</b> Tasmin Archer - EMI (EMI)	A.B.F.D.GR.I.S.CH	59	72 2 <b>Mockin' Bird Hill</b> Roots Syndicate - Polydor (Peer)	NL	93	77 2 <b>Will We Be Lovers</b> Deacon Blue - Columbia (Poor/EMI)	UK
26	18 16 <b>Run To You</b> En Rage - Pulse 8 (Rondor)	A.B.DK.SF.D.S.CH	60	48 14 <b>Le Lion Est Mort Ce Soir</b> Pow Wow - Remark (Peekaboo Productions)	F	94	8 <b>Plastic Dreams</b> Jay Dee - R&S (First Impression/Nanada/R&S)	B
27	19 23 <b>House Of Love</b> East 17 - London (PolyGram)	A.DK.D.S.CH	61	59 5 <b>It's Ok It's Alright</b> Def Names Dope - Game (TBM Intl. CV)	B.NL	95	84 3 <b>Bombas</b> Chimo Bayo - Blanco Y Negro (Copyright Control)	E
28	20 17 <b>It Will Make Me Crazy</b> Felix - deConstruction (Copyright Control)	A.B.DK.D.S.CH	62	63 27 <b>November Rain</b> Guns N' Roses - Geffen (Warner Chappell)	F.D.I.CH	96	61 4 <b>Heaven Is</b> Def Leppard - Bludgeon Riffola (Bludgeon Riffola/Zomba)	SF.IRL.UK
29	8 <b>Are You Gonna Go My Way</b> Lenny Kravitz - Virgin (Miss Bessie/EMI)	B.IRL.NL.N.UK	63	58 15 <b>Highland</b> One More Time - CNR (EMI Songs/Scandinavia AB)	B.D.S	97	8 <b>Like A Child Again</b> The Mission - Vertigo (BMG)	P
30	40 2 <b>Stairway To Heaven</b> Rolf Harris - Vertigo (Warner Chappell)	IRL.UK	64	54 15 <b>Connected</b> Stereo MC's - Gee Street (EMI)	A.B.S.CH	98	68 11 <b>Step It Up</b> Stereo MC's - 4th & Broadway (EMI)	B.GR.S
31	26 3 <b>How Can I Love You More (Remixes)</b> M People - deConstruction (BMG/EMI)	IRL.UK	65	8 <b>The Sidewinder Sleeps Tonite</b> R.E.M. - Warner Brothers (Warner Chappell)	IRL.UK	99	93 3 <b>I Lift My Cup</b> Gloworm - Pulse 8 (BMG)	IRL.UK
32	28 5 <b>Sweet Harmony</b> The Beloved - East West (EMI)	IRL.S.UK	66	67 2 <b>You're In A Bad Way</b> Saint Etienne - Heavenly (WC/CC)	IRL.UK	100	8 <b>I'll Be There</b> Mariah Carey - Columbia (Jobete/EMI)	F
33	29 22 <b>Iron Lion Zion</b> Bob Marley & The Wailers - Tuff Gong (Bob Marley/Blue Mountain)	A.F.D.E.CH	67	60 3 <b>Gli Spari Sopra (Celebrate)</b> Vasco Rossi - EMI (Warner Chappell)	I	A = Austria, B = Belgium, DK = Denmark, SF = Finland, F = France, D = Germany, GR = Greece, IRL = Ireland, I = Italy, NL = Netherlands, N = Norway, P = Portugal, E = Spain, S = Sweden, CH = Switzerland, UK = United Kingdom.		
34	44 2 <b>Only With You</b> Captain Hollywood Project - Blow Up (Warner Chappell)	A.D.CH	68	89 2 <b>Beautiful Girl</b> PolyGram	IRL.UK	○ = FAST MOVERS      NE = NEW ENTRY RE = RE-ENTRY		

The Eurochart Hot 100 Singles is compiled by BPI Communications BV in cooperation with Buma/Stemra and based on the following national singles sales charts: MRB (UK); Bundesverband Der Phonographischen Wirtschaft/Media Control/Musikmarkt (West Germany); Europe 1/Canal Plus/Tele7/Jours (France); RAI Stereo Due/Musica E Dischi/Mario De Luigi (Italy); Stichting Top 50 (Holland); SABAM/IFPI (Belgium); GUF/IFPI (Sweden); IFPI/Johan Schlüter (Denmark); VG (Norway); ALEF MB/TVE (Spain); Seura/IFPI (Finland); IFPI (Ireland); UNEWA (Portugal); Austria Top 30 (Austria); Media Control/Musikmarkt (Switzerland); Pop + Rock (Greece).



## OFF THE RECORD

**BRITS GOSSIP:** As with any awards event, the 1993 Brit Awards was not without controversy. Award winners **Take That** reportedly boycotted the ceremony because their management did not think enough support was given to new British talent. The band is said to have also felt snubbed because they were not asked to perform live at the event. Another industry player agrees, saying it's time to break up the "old boys network" of the UK music industry and recognize new British talent.

**KICK KICKS INXS IN GERMANY:** Cologne-based **Kick Musik**, run by brothers **Goetz** and **Alexander Elbertzhagen**, has signed a long-term contract as the independent promotion and marketing consultants in Germany for **MMA Europe**, which manages, among others, **INXS**. As part of the deal, Kick will work with **Phonogram Germany** on all promotional issues. Not coincidentally, one of the Australian band's albums of late was called *Kick*.

**JOVANOTTI RAPS:** Off The Record hears that Italian rap star and radio DJ **Jovanotti** created quite a stir when he insulted media magnate **Silvio Berlusconi** and health minister **Rosa Russo Jervolino** live on air at **EDR Radio DeeJay** in a comment over an anti-AIDS cartoon figure published in a magazine. Station director and Jovanotti mentor **Claudio Cecchetto** was embarrassed enough to call in live to the station in an attempt to diffuse the explosive situation.

### Warner

(continued from page 1)

**Warner Music Sweden.** The deal, which is effective from March 1, is for the entire Telegram catalogue in Scandinavia. Warner already owns the Metronome company in Sweden and deals with the majority of its national roster. **Klas Lunding**, co-owner and A&R manager at **Telegram**, says he signed the deal purely for financial reasons. "Warner is a big company and they can offer the kind of support we need on the administrative side," says Lunding. "Telegram wants to be an A&R-based company so we need someone else to take care of the marketing, promotion and administration." He adds, however, that Telegram will take care of some of the administration of the company.

During the past 18 months

### Brits Awards

(continued from page 1)

Brothers) for Best Solo International Artist. **Rod Stewart** (Warner Brothers) received a special award for his nearly 30 years of contribution to the UK music industry.

One of the highlights of the evening was **Stewart** performing with ex-Faces colleague and **Rolling Stone Ron Wood**, and former Stones member **Bill Wyman**.

**Take That's** cover version of **Barry Manilow's** *Could It Be Magic* (RCA) was named Best

Telegram has had licensing agreements with **Sonet**, **Virgin** and **MD** (Musik Distribution), and **Lunding** says Warner will be the final move for the company. "We had spoken with other companies about part ownership, but as Warner is such a big company I think they can give us what we are looking for," he says. He declines to comment on future plans with Warner after the one-year contract is up, saying that he did not want to speculate.

Artists on the Telegram roster who **Lunding** says have crossover potential in the international market include **Papa Dee**, **Stina Nordenstam**, **Titiyo**, **Poside**, **Cherno** and **Rob'n Raz DLC**. Half of the these have deals with major companies in England and the US. Also on the roster are Swedish singing **Olle Ljungstrom** and Swedish rappers **Just D**.

British Single of the Year, voted by **BBC Radio 1 FM** listeners. Hands-on favourite **Tasmin Archer** (EMI) collected the Best British Newcomer award, while the Best International Newcomer went to **Nirvana** (DGC/Geffen).

Other award winners were **Shakespeare's Sister** video *Stray* for Best Music Video, voted for by viewers of **BBC TV's** "Going Live" show, and the film **Wayne's World**, which features **Queen** tracks, picked up the award for Best Soundtrack.

### CLT

(continued from page 1)

major breakthrough in France by giving **RTL** a music network targeted at young listeners with a 5.0% national audience cume share. **RTL** has a national share of 17.6%.

A **CSA** spokesperson says it "has not been officially informed of the deal," but that if it happens in the way it was presented in the press "it would imply a substantial change in the shareholding." Adds the spokesperson, "With the current state of regulation, this

### BPW

(continued from page 1)

Germany as radio stations become more formatted. This letter is to try and get the radio industry to address this problem and recognize that it is their responsibility and in their interests to do so."

The letter voices the record industry's concern about the increasing tendency within electronic media to evaluate music purely by target group and ratings. Writes **Zombik**, "We find the anonymous contact between radio stations and the creative forces within the music industry very alarming indeed. We are convinced that the increasing concentration of oldies and well-known hits in radio programming will harm the economic situation of radio stations in both middle and long term."

The letter ends with an appeal to music programmers. "Give newcomers a chance in your programmes! Don't just present the products of foreign creativity, but take a look at the many, excellent national productions. In this way you'll be supporting the basis on which creativity in this country can develop! Hits are always part of the past. Our mutual interests need a future however."

The German record industry has long been dissatisfied with the amount of national artists and new talent reaching the airwaves. **Warner Music Germany MD**

### San Remo

(continued from page 1)

return for guest appearances by major international talent. The event, which attracts nightly audiences of between 8-15 million, is organized by pubcaster **RAI TV**, along with executive production companies **Publispei** and **OAI**.

**FIMI** neither confirms or denies press reports, but its president and **BMG MD Franco Reali** admits the group is not happy with the festival organizers. In an

kind of deal is not possible since it would place **CLT** above the cumulative 30 million listener ceiling authorized."

**Hersant** has recently been searching for an urgently needed cash injection for the highly leveraged publishing company, which is one of the 10 largest media companies in Europe with over **US\$1.5 billion** in sales. **Hersant** also publishes *Le Figaro*, one of the largest daily newspapers in France. Meanwhile, it appears **CLT** needs to close a deal before any other group could out bid it, even at the risk of being "ahead

**Gerd Gebhardt** delivered an angry speech to **BPW** members last May (*M&M*, May 16, 1992) highlighting the problems for record companies in pushing new talent and saying that music programmers only play music which won't "disturb the ironing." Later in the year at **POPKOMM** the issue was also raised in several debates. The radio industry, however, argues that stations are just playing what the listeners want and that the quality of national productions is lacking.

The letter's emphasis on the fact that programmers should not just play tracks by new artists, but also mention and talk about the artists is a point which **RTL 104.6/Berlin MD Arno Müller** strongly agrees with. "I think that there are a lot of stations which play new music, but don't talk about the artists they play," he says. "At **RTL** there are about 40 plays a day and 20 new songs a week in the new release category."

**Müller** says, however, that although he agrees with some of the points raised in the letter, he is angry about the sweeping accusations in it. "The record industry shouldn't make these generalizations about private radio," he counters. "Radio stations can only play new songs which fit their formats. It's ridiculous to suggest that we should play everything that comes out. How the record companies could get more coverage for new talent is if there were

effort aimed at stopping speculation, it has released a statement saying **FIMI** requested a meeting last June with **RAI** to discuss festival regulations. In December **RAI** and the festival's executive producers proposed a formula which **FIMI** found unacceptable. **FIMI** agreed, however, to participate for the sole reason of respect to the public. In February **FIMI** expressed its disagreement with **RAI** over the workings of the song contest selection committee and over the fact that one execu-

of a law."

A solution to the problem might come after the elections in March as all the political parties, including the Socialist party, agree that there is a need to soften the anti-concentration ceiling. The law project prepared by current secretary of state for communications **Jean Noel Jeanneney** proposes that a single media group should be allowed to own as many networks or stations as possible, providing it didn't exceed a cumulative number of 100 million potential listeners.

more formatted private stations. But to do this we need more frequencies opened up, which becomes a political matter."

Adds **EHR** pubcaster **SWF3 PD Hans-Peter Stockinger**, "This is just yet another of the complaining letters that we regularly get from the music industry. The fact is that we do play new German talent when it's up to international standard. We were among the first to play **Das Fantastische Vier** and **Pur** and we are always on the look-out for new artists to play. We certainly play a lot more new national music than most commercial stations."

**EHR Antenne Bayern/Munich** head of music **Raimund Wagner** says he understands the point of the letter, having come from the music industry himself. He comments, "I know and understand the fears of the music industry and the difficulties of breaking new acts. At **Antenne Bayern** we have always pointed out that we will play new artists if they fit our format. The music industry has to recognize the difference between public and private radio, however. The public gets money from listeners, while we depend on advertising. Publics can afford to play all the new pop/rock records coming out, while we have to stick tightly to our format or we lose listeners and advertising."

tive producer has his own record company with some of its artists competing.

**FIMI** says it operates in the style of a free market with its associates retaining autonomy in decision-making and ways of participating in **San Remo**. It intends to hold a press conference after the festival in order to clarify its position and to make concrete and constructive proposals which it claims correspond to the real needs of the music market, both national and international.

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