

# MUSIC & MEDIA

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Lionel Richie  
Enters EHR Chart  
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## IRG Moves For Allied Radio

by Jonathan Heasman

LONDON - The loss-making Allied Radio Group has been purchased by the Independent Radio Group (IRG) for a figure of £4.5 million (app.US\$6.8 million).

Allied—operators of Radio Mercury in Crawley, Sussex and Manchester's Fortune 1458—is the second radio company to be bought by IRG, a company set up at the end of last year by former executives of the now-

defunct TransWorld Communications radio grouping. IRG made its first purchase—Glasgow's Q96—in January (Music & Media, January 20) and hopes to make further licence acquisitions and applications during the course of 1996.

Allied Radio, in which French station Europe 1 has an 11% stake, was originally formed by property company Third Mile Investments.

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## Private Radio Threat Sparks Ö3 Changes

by Christian Lorenz

VIENNA - Austrian pubcaster ORF is to carry out a radical overhaul of its EHR station Ö3 to pre-empt the effects of commercial competition.

"Ö3 has had a pop radio monopoly in Austria for the past 30 years," says acting programme director and head of music Bogdan Roscic. "Now it's time to become competitive again."

At present there are only a handful of commercial broadcasters on air in Austria including Radio Melodie and Antenne Steiermark. But the next wave of privates are expected to obtain licences by the summer of 1997, by which

time Ö3 plans to have repositioned itself.

"We already have a contemporary EHR format," says Roscic. "But we have to define our target group more clearly." Ö3 intends to substantially narrow its format, pending results of a market research survey. "We do not plan to restrict ourselves to a specific age group," explains Roscic. "Ö3 will target a particular life-style. Once we have identified our target audience clearly, we will fine-tune our programming accordingly."

ORF's programming of FM4 (the alternative rock and dance night-time service of ORF's fourth channel, Blue Danube Radio) will have no

influence on Ö3's new format, says Roscic. "Creating a second FM4 can not be our objective—FM4 is a station for young music enthusiasts, while Ö3 will continue to cater for a much wider audience."

Ö3 intends to move out of ORF's central broadcasting headquarters within the next six to nine months. Media consultancy BCI in Nuremberg has been commissioned to set up Ö3's new broadcasting centre, and will also help develop a new organisational structure.

After a five-year stint in radio, Ö3 PD Edgar Böhm has returned to ORF's TV operations. Roscic continues to be responsible for Ö3's playlist.

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## Shake-Up In German Ratings

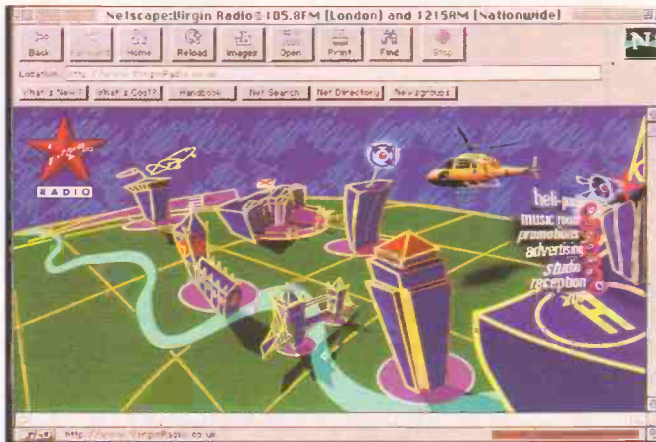
FRANKFURT - Ratings institute Medienanalyse (AGMA) is to halve its current reporting period, and will publish results twice-yearly by 1998, writes Christian Lorenz.

AGMA currently uses a diary system to monitor listener behaviour. "But with the introduction of an additional report each year, telephone surveys would lower costs," says Dieter K. Müller, chairman of ARD Werbung, the umbrella sales house of Germany's public broadcasting system.

At present, telephone surveys are not feasible as 40% of households in the former East Germany are still without a phone.

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## Virgin Starts Internet Transmissions



Virgin Radio has become the UK's first radio station to broadcast permanently on the Internet. The station's web site (<http://www.virginradio.co.uk/>) also enables Internet users to take a guided tour of the station, fly across London in the Virgin Radio helicopter, or join Virgin Radio chief executive David Campbell and morning DJ Richard Skinner for a "virtual drink" at the station bar. Oasis fans can also download a live version of *Wonderwall* performed at Virgin Radio's studios recently by Noel Gallagher.

## BMG Unveils New RCA Structure

by Emmanuel Legrand

PARIS - BMG France president Hervé Lasseigne has made public the new structure of the RCA label.

In order to give greater priority to artistic concerns about marketing, three artistic divisions have been created.

Each division will be in charge of its own A&R and marketing, and all three will share the same promotion team, headed by Muriel Rousselet, who joined RCA four months ago.

continues on page 24

### NUMBER ONE

European Hit Radio  
STING  
*Let Your Soul Be Your Pilot*  
(A&M)

Eurochart Hot 100 Singles  
ROBERT MILES  
*Children*  
(DBX)

European Top 100 Albums  
OASIS  
*(What's The Story) Morning Glory?*  
(Creation)



## A REMINDER FOR YOUR DIARY :

NOW : MARK KNOPFLER *darling pretty*

A MOST REQUESTED ON EHR RADIO

MARCH 25TH : RELEASE OF MARK KNOPFLER'S DEBUT SOLO ALBUM

GOLDEN HEART

APRIL 24TH : START OF MARK KNOPFLER'S EUROPEAN TOUR

(CONTINUES ON INSIDE BACK PAGE.)



# ZUCCHERO

SUGAR FORNACIARI

## SPIRITODIVINO

The best selling Italian artist of 1995  
is back to # 1 in Italy after charting for over 40 consecutive weeks

over **1 Million**  
units sold



**9 x platinum ITALY**  
**double gold FRANCE**  
**platinum SWITZERLAND**

INCLUDING THE HIT SINGLE  
**IL VOLO / MY LOVE**



Now breaking in Europe:  
charted at # 2 in France  
new entry at # 66 in Belgium





## Radio: 'Sad To Be Grey'?

### Between The Lines



by Machgiel Bakker

The older generation is badly served by radio. This is one of the more interesting conclusions of a series of interviews that the Music & Media team conducted on future radio formats (see page 6).

The facts are inescapable. Especially in Europe, the aging of the population is a major demographic phenomenon. Europe has the largest population of elderly people, with over 120 million over 50; this compares to 67 million in the US.

Yet, this potentially lucrative segment is hardly courted by the European advertising industry. And if you think that between now and the year 2020, estimates put the population growth of the over 50s at 75%, it is clear that the face of European society is witnessing a radical change.

Advertisers seem to be paranoid about losing touch with youth culture. Radio is heavily obsessed with the 25-49 age bracket (the field is crowded with ACE and ACE/EHR hybrid formats), while the labels are often frantically searching for the latest "hip" trend. But with the living conditions of older people having improved considerably over the last 25 years, they now have major purchasing power, and can be very loyal in their buying and listening habits. Radio can learn a lesson from this.

With a few notable exceptions (mainly in Germany), radio tends to ignore senior citizens. Is it obviously "uncool" to programme such a station, and images of glitter and glamour usually associated with the entertainment industry rapidly wane. Yet "grey" programming might not be as limited as it seems. The over-50s have grown up in a period of rapid sociological change, and have witnessed lots of experiments in both music genres and lifestyles. Listeners over 50 were young when the Beatles, the Stones, the Small Faces and the Kinks emerged—precisely the idols of the current BritPop movement. Whereas a lot of radio today is used as background filler, the 50-plussers have grown up with the medium and, consequently, have a longer attention span. Radio should wake up to the fact that the future does lie in the "grey" market.

## Bulletin Board

Industry highlights this week

### ■ SWEDEN

**Warner, Andersson Announce Distribution Deal**  
Warner Music Sweden has signed a distribution agreement with Marie Ledin's newly-launched Andersson Records. Ledin began her career with her father Stig Andersson's Polar Records, where she was closely involved in the development of ABBA. Based at her own offices in central Stockholm, Ledin expects the new company to unveil its first releases in the autumn. The company has already signed rock artist Thomas Ledin and singer/songwriter Eva Dahlgren. Warner Music Sweden MD Sanji Tandan says, "Marie is a great record woman with an impressive track record in our industry and I have a high esteem for her."

### ■ UNITED KINGDOM

**EMI Introduces New Low-Price Label**  
EMI Records (UK) was due to

launch its new low-price label EMI Gold on March 18. Ten of the first releases will be compilations under *The Gold Collection* banner by artists such as Kim Wilde, Electric Light Orchestra and Mud. The other 10 initial releases will be reissues including albums by Diana Ross, Marillion and Steve Nicks.

### **GWR Relaunches Stand-Alone Oasis**

FM gold outlet Oasis Radio/St Albans has become the final ex-Chiltern Radio FM service to be relaunched by the GWR Group, which bought the Chiltern Network last July. The station has been renamed "96.6 Classic Hits" and, unlike its predecessor, will be a fully stand-alone operation. GWR spokesperson Nick Piggott describes the music policy as "less contemporary" than GWR's other FM services, although there will be some current music programmed alongside oldies drawn mainly from the '70s and '80s.

# 'Passive' Monitoring To Revolutionise Ratings

by Christian Lorenz

**MUNICH** - Radio ratings methodology throughout Europe could soon be revolutionised by the development of electronic monitoring systems.

Engineers in Germany and Switzerland are currently developing portable measuring devices the size of a standard wrist watch, which could make automated ratings a reality by the end of the decade.

Originally developed for

## Gallup Chart Buy-Out Is Completed

**LONDON** - A new company formed by John Pinder, a linchpin executive of The Gallup Organisation's music charts for many years, has completed its management buyout of The Gallup charts division.

The deal sees the new firm Chart-Track Limited take over Gallup's existing charts contracts with the Entertainment and Leisure Software Publishers Association (ELSPA), IFPI Ireland, and the Billboard Music Group, publishers of *Music & Media*.

Pinder, who becomes MD of Chart-Track, says he is gratified to have finally concluded the buyout, which was prompted by Gallup's decision last October to leave the charts sector in order to focus on other "core business" areas. Gallup entered the UK music charts sector in 1983, and produced the industry's official sales rankings until 1994.

For the Billboard Music Group, Chart-Track will assume production of The Independent Retail Chart, a weekly survey of UK indie music retailers which is published in *Music & Media* and its UK sister publication *Music Monitor*.

## Jeambar Quits Full-Service Europe 1

by Emmanuel Legrand

**PARIS** - Europe 1 has lost its scheduling director Denis Jeambar, who has resigned.

Jeambar, a journalist who joined the full-service station from the weekly magazine *Le Point* without any prior radio experience, wasn't always at ease with the day-to-day running of a radio station.

In a resignation speech to the station's staff, Jeambar told them that he had under-

estimated the nature of the job, and wasn't happy with all the administrative tasks linked to the position. Europe 1 president Jacques Lehn will take over Jeambar's duties for an interim period before appointing a new scheduling director.

The departure of Jeambar comes at a bad time for the station, which changed its management only last year in a move to restructure the programming and boost audience

military-purposes, the electronic (or "passive") monitoring systems compare short sound samples from their immediate surroundings with actual signals being transmitted by radio stations in the area. When the sound sample matches the broadcast signal, the name of the radio station and its time of "tracking" is then stored on a microchip.

Munich-based research institute Infratest Burke is one of the driving forces behind the evolution of passive monitoring systems. Together with engineering firm Kayser-Threde, it has developed the "Radio Watch" system.

In Switzerland, the Swiss Radio Corporation (SRG) and engineering company Telecontrol are developing a similar device called "Radiocontrol". Both estimate that the final price for each measuring unit will be around DM1.000-1.500 (app. US\$675-1.010).

The German ratings institute Medienanalyse (AGMA) is following developments closely, and a prototype of the Radio Watch system was presented to the public during the Bavarian Media Congress in October last year.

However, Dieter K. Müller, chairman of German sales house ARD Werbung, warns that there are still some major obstacles to overcome.

"Current prototypes are still the size of a briefcase," he says. "I understand that miniaturisation is possible, but the development costs are not yet clearly feasible."

Müller adds that while ARD Werbung's and AGMA's attitude towards passive monitoring devices is generally positive, they are yet to be fully convinced by the technology. "There are still some technical weaknesses to overcome, and the cost of hardware can't be accurately predicted."

## Dutch Musicians Make Bosnia Trip

**AMSTERDAM** - A group of 10 Dutch musicians will visit the city of Mostar in Bosnia this May to give practical assistance to children traumatised by the effects of war.

An initiative from Amsterdam-based percussion troupe Djembe Khan, the "Music For Mostar" project will be travelling under the auspices of the international aid agency War Child.

Over a two-week period, Djembe Khan will organise workshops, therapy sessions and concerts in Mostar. With the help of a qualified music therapist, children will be taught how to play and make instruments. A major benefit concert to raise money for the

project is also being scheduled to take place in Amsterdam.

Says War Child UK executive director David Wilson, "We believe that the experience of the energy, physical dynamic and social engagement of West African music will be particularly beneficial for the children and young people of Mostar."

As the project will be entirely self-financed, Djembe Khan is currently seeking corporate sponsorship and individual donors to help with the costs. For further information, please contact Kate Russell at media agency TCS/Publishing Partners, tel. (+31) 20.663 0740; fax 20.693 2706; email: tcs@xs4all.nl.

project is also being scheduled to take place in Amsterdam.

The two other members of the programming team, news director Gilles Schneider and programme director Claude Brunet, remain on board.

During the past two Médiamétrie waves, Europe 1, which had fallen below RTL, France Inter, NRJ and France Info, halted its dramatic decline in ratings and even regained some audience with better targeted programming.



# Bulletin Board

Industry highlights this week

# The Voice Packs An Added Punch In Copenhagen

by Charles Ferro

**COPENHAGEN** - Denmark's largest commercial radio station The Voice has struck a deal enabling it to broadcast with added strength to the country's capital.

The Voice's parent company Nordisk Radio Reklame concluded negotiations with a local station Alsdig Radio allowing The Voice's programmes to air on the 104.9 FM frequency.

The station will be trans-

mitted from a broadcasting tower in a municipality close to Copenhagen.

Last year, the broadcasting authorities withdrew The Voice's frequency in the capital following a row over central programming.

Until this latest deal was struck, the station was broadcasting to the capital on a frequency borrowed from Radio Plus but the situation was not ideal.

Amongst the problems encountered by the move to Radio Plus was the fact that The Voice's broadcast times were reduced by 10-15% (Music

& Media, September 30 1995).

"Now, for the first time since the Voice started broadcasting in 1984, we have a frequency that can cover most of the greater Copenhagen area from 04:00-24:00," says station manager Eik Frederiksen.

"We will develop news coverage, local news, sports, actualities and other areas."

One item that will be added to the format is a traffic service that will be sent every weekday morning during rush hour to inform motorists about the flow of traffic on the main arteries leading into Copenhagen.

## Moving Chairs

**BELGIUM:** CNR Music label manager **Ineke Daans** is to take up the same position at the Play It Again Sam label.

**HOLLAND:** **Jan Breeman** is to join Dutch independent label Van Records as a TV and radio promoter. Breeman's Benelux sales responsibilities at Music & Media will be taken over by **Pieter Markus**. Markus will continue to work with the magazine's Scandinavian and jazz, classical and world label clients.

**UNITED KINGDOM:** Geffen and DGC Records have named **Josh Joseph** as A&R representative in the UK. Joseph will be based in London. He was most recently a talent scout for Elektra Records in the UK.

**Jenny Lacey** is to join BBC Radio Gloucestershire as managing director.

## Donna Launches 'Birthday' Club

by Marc Maes

**BRUSSELS** - To celebrate its fourth anniversary BRTN's EHR-formatted Radio Donna has introduced a listeners' club.

Explains station manager Erik Strieleman, "The Donna Club is a way of getting closer to the audience. Listeners with a membership card [for which a fee has yet to be set] will get Radio Donna gadgets, a T-shirt, access to 'meet and greet's at concerts together with a code-number giving the holder 25 telephone-units for our phone-in competitions."

The anniversary festivities will begin on March 28, when

### Top Flemish Radio Stations (% marketshare)

BRTN Radio 2 (f/s)	50.8
BRTN Radio Donna (EHR)	18.2
BRTN Radio 1 (f/s)	11.4
Privates	7.6
BRTN Studio Brussel (EHR/Rock)	7.4
BRTN Radio 3 (classic)	2.4

Source: Sobemap Marketing  
f/s = full service

Radio Donna unveils its "four brilliant years" celebrations, which include a competition offering prizes of four jewels each worth Bfr60.000 (app. US\$2.000).

"What's special about these celebrations are that, from 06:00-18:00 on March 28, the Radio Donna studio will be on TV live. This TV event is essential for the competition as the audience will get tips about the radio station on TV2. But radio remains the main ingredient," says Strieleman.

Three other jewels will be presented to artists performing at Radio Donna's birthday party, set for March 30 in Ostend. The evening will be broadcast live between 20:00-midnight on Radio Donna.

With a marketshare of 18.2% in 1995, Radio Donna has established itself as the number two BRTN channel. The fact that Donna's ratings are currently stabilising around 18% is "normal for the time of the year" says Strieleman, who is convinced that figures will rise by the end of April figures.

"Within the current Flemish radioscope I would consider a 20% marketshare viable," he says.

### FRANCE

**Wit Goes Live On Internet**  
Bordeaux-based Wit FM has launched a site on the Internet ([www.http://quaternet.fr](http://quaternet.fr)). GM Frédéric Courtine says Wit FM is probably one of the first European stations to offer Web users the chance to listen to its full programming. Wit has teamed up with a software company from Bordeaux, called Quaternet, to use the software Streamworks, which offers the capacity of sending a compressed digital audio signal on the Web in real time, with only a second of delay. Users can download the software and surf on the Web while listening to Wit's programmes.

### RFI Introduces Top Level Changes

In the wake of the appointment of president Jean-Paul Cluzel two months ago, RFI has implemented a major management change. Scheduling director Michel Meyer, who was brought in by former RFI president André Larquié, is no longer in charge of the day-to-day schedule and has been offered new duties within the group. To bring new blood to the programming, Cluzel has appointed journalist Hugues Durocher, fresh from RTL9 TV channel, to the post of news and programmes director while Alex Taylor, a British citizen living in France who has a long TV and radio experience, will be programming director delegate. Former RFI GM Eric Baptiste will become director in charge of partnerships and development, including international developments.

### FINLAND

#### Bids In For Old Ykkönen Licence

The Finnish ministry of transport and telecommunications has received 16 bids for the radio licence of what used to be Radio Ykkönen, a Helsinki-based station which went bankrupt in December 1995 (Music & Media, January 13). The council of state is currently reviewing all applications and will grant the three-year licence in the near future.

### SPAIN

#### M-80 Goes Guitar Crazy

Cadena SER's ACE/oldies net M-80 is sponsoring a concert dedicated to the guitar, which also serves as a showcase for an album made by 15 seasoned

Spanish guitarists, *Palabra de Guitarra*. On the album each guitarist plays a version of classics such as *Moon River*, *Message In A Bottle* and *Bridge Over Troubled Water*, often with the aid of one or more of the other guitarists. There are no vocals and the only other instrumental touch is a little percussion. M-80 head of music Eduardo Sala says the net leapt at the chance to back the project "because we really believe in it and it is in line with M-80's philosophy."

#### Cadena SER 'Founder' Machado Dies

Alberto Machado Cayuso, largely responsible for creating Cadena SER after the 1936-39 Spanish civil war, has died aged 91. In 1935 he helped set up Radio Granada, which was the first station to associate with SER after the war. Machado was chairman of the Radio Granada board of directors and worked until days before his death.

### SWEDEN

#### Swedish Music Joins Web

With Swedish acts like the Cardigans, Rebecka Törnqvist and Whale winning new friends all over the world, fans wanting to find out more can now do so by logging on to the World Wide Web, where the Swedish Music Information Centre has opened its own site. Along with information on jazz, classics and electronic music, the web site contains material from "Hit Facs", an annually-produced catalogue of current Swedish rock and pop artists that may attract an international audience. The address is <http://www.mic.stim.se>.

### BELGIUM

#### Torhout-Werchter Extended For 1996

To celebrate the 20th anniversary of the double Torhout-Werchter festival (July 5-7), organiser Herman Schuermans has announced that, for the first time, the event will run for two days in each village. On July 5, the Torhout stage will welcome seven acts headlined by David Bowie. In addition, a dance stage, featuring bands like Underworld and Chemical Brothers, will be provided. The following day's line-up in Werchter will, traditionally, become Werchter's programme on July 7. Acts so far confirmed include Metal Molly, Red Hot Chili Peppers and Björk.

## Backstage With Bolton



Denmark's Radio Uptown recently ran a competition on its morning show "Morgen Med Boeberg" offering a listener the chance to meet US singer Michael Bolton. Pictured above (left) is the winner Alice Skov Henriksen, who went backstage before Bolton's recent Copenhagen concert, together with her sister Jette.



## ILMC Offers Music Industry Chance To Talk

by Chris Marlowe

**LONDON** - The International Live Music Conference attracted 600 delegates from 35 countries to this year's eighth annual event in London.

A large number of diverse topics came under the spotlight during the March 1-3 event including the use of the Internet, with the ILMC unveiling its own Web site called "The Axis."

Another topic which drew a lot of attention was the German artist tax, which many at the conference claimed

could kill off European promotion tours. Since January 1 gross takings from live concerts by foreign artists in Germany are taxed by 25% compared to 15% in 1995. The effective tax rate is closer to 31% due to VAT and additional levies (Music & Media, March 2).

Organiser Ben Challis says, "The ILMC is a hybrid which merges topical discussions with the very vital role of allowing UK and international music people the chance to meet, greet, socialise and do business."

## Dialogue

Face To Face With Europe's Newsmakers

Copenhagen-based EMI-Medley MD Michael Ritto

**Q: How has radio influenced your career?**

**A:** Until I got my first record player in 1965, radio was the only way for me to hear all the current hits. I was literally glued to shows like the "Tip Parade" and the "Top 20 Chart Show" on pubcaster Danmarks Radio. I used to tape my favourites from the radio on a battered old tape recorder.

**Q: What is your favourite radio station?**

**A:** I listen a lot to pubcaster P3. It's an EHR station with a playlist which gives me a good idea of what people in Denmark listen to right now. But radio in the US beats everything. When I arrive at the airport in LA I just get a car and turn on the radio. KISS-FM and K-ROCK are too much.

**Q: If you could change something about radio today what would it be?**

**A:** I would revoke the laws which forbid local radio in Denmark broadcasting with more power. Local stations stand no chance of doing proper business because of these restrictions. I think listeners should have alternatives to choose from, regardless of where they are. Wherever you go in Denmark, you should be able to hear public radio and one or two local stations.



**Q: Which competitor do you most admire?**

**A:** From a business perspective I would say David Gefen. The way he built his label from scratch and then sold it to MCA is simply amazing. On a personal level, I admire Mo Ostin and Lenny Waronker. I was lucky enough to work closely together with them on the second album by Danish rockers D:A:D.

**Q: Is there a Danish artist which deserves more attention abroad?**

**A:** Hard rockers Dizzy Mizz Lizzy will release their second album in May. Their debut sold some 200,000 copies in Denmark alone, while in Japan they managed to sell another 100,000. I'm confident that the new album will bring them their well-deserved international breakthrough.

**Q: What music do you listen to at home?**

**A:** I have just got a pre-release tape of Tina Turner's new album which has become a firm favourite. But I also like TV2's current album *Rys Burden* and the Fool's Garden single *Lemon Tree*.

Interviewed by Christian Lorenz  
(Spotlight On Denmark see page 14)

## Festival Aims To Boost Upcoming Spanish Talent

by Howell Llewellyn

**MADRID** - Europe's fastest growing independent music festival, Madrid's Festimad, has won the support of Cadena COPE's EHR/rock Cadena 100.

It has also announced backing from the Paris-based European Music Tour as it gears up for its third multi-cultural event between May 2-12.

Festimad is in part a reaction to the lack of new domestic talent in the Spanish charts, as well as pop radio's dependence on these charts and the almost total lack of TV pop/rock programmes.

This year's Festimad, which expects to double its attendance to 200,000, includes a 48-hour concert on the city's outskirts which will include such groups as the Smashing Pumpkins, Jesus & Mary Chain, Rancid, Cypress

## Atlantic's Success Aids Tara's Fortunes

by Dermott Hayes

**DUBLIN** - Radio Tara, the Irish-based company which operates the UK's EHR-formatted Atlantic 252, has announced a substantial increase in its annual revenue.

According to figures released by the company, Radio Tara recorded a net profit of £2.5 million (app. US\$3.75 million) for the 1995 financial year.

The increased spend by advertisers on commercial radio in Britain had helped annual revenue increase by 57% in 1995 to £7.9 million. Operating profit rose to £2.7 million in 1995 from £565,000 in the previous year. Net profit, meanwhile, has risen from £300,000 in 1994 to £2.5 million.

Atlantic chairman Donnach O'Driscoll says, "The success of Atlantic 252 is translating into a considerably improved financial performance."

"The station is the largest commercial radio station in its sole target market, the UK, which is reflected in substantial increases in both audience levels and vital advertising revenues. The full benefits of the strategy which has been pursued over the past number of years in respect of Atlantic 252 are now being realised."

Hill, Cocteau Twins, Terrorvision, FFF from France and Ireland's High Llamas.

"But Festimad is much more than just one concert," says organiser Julio Munoz. "It has already developed into an annual entertainment industry fair which this year includes Poetika, in which dozens of poets from around the world will recite their work within different musical genres. Culture is also an industry and Festimad is the showcase of its freshest and most outstanding elements."

Cadena 100 assistant director Luis Miguel Martinez says, "We are a national and private net that fully backs the Festi-

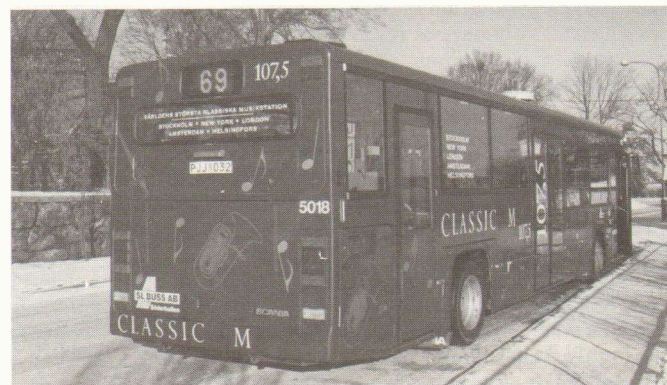
mad initiative, and our interest in the alternative market is evident."

Fernando Ladeiro, owner of Paris-based Gato Loco Productions, has for six years been organising indie festivals through European Music Tour.

"What we are doing is turning these festivals into a concept, a blend of trade fair and live music," Ladeiro comments. "Our aim is to offer an international exchange of groups so that, for example, Finnish groups can get exposure in Spain and so on."

European Music Tour has offices in 32 countries and is already organising five indie festivals this year.

## Classic FM Goes On The Buses



Stockholm's classical music station Classic FM has come up with a new way of grabbing the attention of the city's commuters—music by bus. The station has hired one of the city's public transport buses for the whole of 1996 so that passengers will hear Classic FM on their way to and from work. The station is even planning to play live with a quintet on board seated in the back of the specially-painted bus at various times of the year. The Classic FM company has similar stations in London, New York, Amsterdam and Helsinki, but Stockholm is the first to be heard on the buses.

## SER, Los 40 Help Find Euro Cup Tune

**MADRID** - Listeners to news/talk Cadena SER and its sister EHR net Los 40 Principales have helped the Spanish football team find the one thing it was missing—a signature tune, writes Howell Llewellyn.

More than 130,000 of the stations' combined seven million listeners chose a merengue-dance tune *El Tiburón* ("The Shark") by New York's Proyecto Uno as the team's song for this year's Euro Cup competition which kicks off in England on June 8.

SER will now change the words of the song and record it with the band and, if talks succeed, with the footballers themselves.

To encourage listeners to ring in, Cadena SER offered

free trips for 16 people to watch Spain's first match against Bulgaria in Leeds on June 9. Los 40, meanwhile, gave away Pta100,000 (app. US\$820) to a lucky caller every hour for five days.

"The campaign has a double aim," explains Los 40 producer Tino Rebollo, "to spur on the national side and to establish a link between music and sport. Other countries have in the past released songs by their football teams, but if we can persuade our soccer federation to cooperate this will be a first in Spain."

The original *El Tiburón* by the mixed Puerto Rican-Dominican Republic foursome spent several weeks at number 1 in the Spanish singles charts last year.



# Formats: The Future Starts Here

*Which European radio formats are likely to see the biggest growth in the next few years? And will we see any completely new ones? Music & Media asked leading programmers to gaze into their crystal balls.*

**M**ARK Matthews, programme director at EMAP's Red Rose Radio in Lancashire, nominates what he describes as "wrinkly radio" (or music-based radio for the over-50's) as the format with the most growth potential in the UK's commercial sector. "At the moment, this format has only been tried out in London [at Melody FM]," he says. "But with a lot of skill, it could attract a very large audience and be a viable business all over the country."

Matthews sees the attitudes of the advertising industry as the biggest barrier to growth of the "grey" format. "In our area, for example, a third of the population is over 55, yet there isn't a commercial radio station designed to serve them. But such a station would have to do a very good educating job on the advertisers—the people who buy and sell radio advertising tend to regard radio as a medium for the 25-45 age group."

## Growth For EHR

In addition to the "grey" format, Matthews also sees growth potential at the other end of the age spectrum for highly focussed and heavily rotated Hot EHR stations. "Most of the [commercial] FM stations in Britain have drifted into adult contemporary, and are aimed more at the 15-45 age group," he observes. "But in areas where some of these stations are rather weak, I think a station aimed at 15-24 year olds and based more around the current charts could actually go in there and become the market leader, if it was done well."

Sighting the example of Capital's recent "Yfm" application for the Yorkshire regional licence, Matthews suggests that a Hot EHR format



Red Rose Radio's Mark Matthews, "Most of the FM stations in Britain have drifted into adult contemporary."

could also incorporate strong dance and alternative rock strands. He believes that a full-time alternative rock format, however, is less likely to be successful. "It's a difficult commercial proposition. I think that such a station would get a similar kind of audience to that of Jazz FM in London—small but incredibly loyal. It is

convinced that the 'radios généralistes,' [offering a broad mix of music and speech] will remain very important. These stations have an audience which is both adult and inquiring—they will return to their station all the time. But the average radio listener will also tune into two or three thematic formats like jazz, classic rock or album-rock." In this context, Vossen argues that there is untapped demand for more thematic stations, including US-style talk radio formats.

Despite the huge number of stations competing in both the local and national marketplaces in Italy, format diversification has so far failed to evolve much beyond talk, EHR and ACE. Italian radio consultant Claudio Astorri says that the biggest difference between the major market networks at the moment is their strap-lines. "The slogans may suggest differences between the products being offered, but fundamentally they are very similar," he contends.

"In the future, formats will be defined less literally, and stations will define themselves in more ambient terminology," Astorri predicts. "It means they will concentrate

less on labels and more on the values they wish to identify themselves with. For example, a station using these new 'ambient' values might use a strap like 'The Oasis' for a new AC acid jazz/easy pop format, or 'The Jungle' for a rock station, to illustrate its appeal to an audience which is prepared to experiment and live life to the full."

Astorri, currently working with the syndicated network Radio Italia Vera, adds that economic realities will soon accelerate format diversification in Italy. "To survive in a more competitive market place, radio stations will have to become more rigid in their formatting and less generalist and elastic. Changes will be based on new research methodology which is less quantitative and more qualitative, looking more at lifestyles and less at pure numbers."

Astorri thinks that "Hit Radio" formats will remain popular, but will also have to adapt to the new ambient concept. "Each station will have to adopt a personality or an attitude they are targeting. Listeners will want to identify with a station that represents their own values."

## Future Formats: The Predictions

- Target the 50-plus audience (the 'Grey' format)
- Less ACE formats and more Hot EHR
- Generalist radio will stay
- 'Ambient' station definitions
- More emphasis on lifestyles
- Personality radio to make a come-back
- Increase in on-air participation
- Greater variety of music - including world music

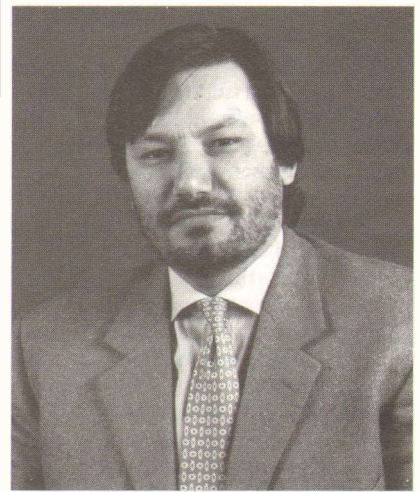
not a format which would have a broad appeal."

In Belgium, Piet Keizer, programme director with the Flemish commercial station Radio Antigoon, agrees that there is a big future for stations targeting the 50-plus audience. "Those people are being left in the cold—the state broadcaster has some programmes featuring '40s and '50s music, but they are few and far between. I believe there is enormous potential for a station specialising in these genres."

Keizer describes Radio Antigoon's current format as Hot ACE ("we took the edges off EHR and stopped playing Guns 'N Roses and house"). He predicts that, in essence, this format will change very little. "I don't think that people who like anything between Rod Stewart or Take That will ever change. They like this format during the day, and will put on a CD at home at night."

## Multiple Format Listeners

Marc Vossen, station manager at RTBF's Bruxelles Capitale, believes the future lies in the concept of the multiple format radio listener. "I'm



Claudio Astorri, "Each station will have to adopt a personality or an attitude they are targeting."

In Spain, Javier Pons, MD of the ACE/gold network M-80, sees less strict formatting and a greater variety of presentation styles on the horizon. "I think there will be a tendency to move away from the rigid formats of music, music, music," he says. "I think the music-based networks will evolve to incorporate more variety. There will also be more humour, and presenters and DJs will have real personalities, instead of being colourless, as many are today."

## Too Much Change

Pons, however, doesn't see the music on his own oldies-based station changing too much in the near future. "Perhaps we'll play more material from 1975-95 and less from 1965-75," he says, "But sometimes I think that too much format-changing can turn an audience away. Any new format needs time to consolidate and gain acceptance. In Spain, I have seen some stations lose audience because they have tried too many formats, or have just tried to copy somebody else. This is especially true of the adult contemporary market."

Rafael Revert, managing director at Spain's EHR/rock network Cadena 100, agrees with Pons. "There will be fewer set formulas and more programmes with an individual feel," he predicts. "The music will be less strident, and the DJs will be personalities in their own right, or experts in their field. I think there will also be a big increase in on-air audience participation, with listeners telling jokes and discussing the records they choose rather than just making dedications."

Musically, Revert believes that future radio formats will generally sound sweeter, and will incorporate a greater amount of world music. "If you want to attract a larger audience in the future," he surmises, "I think you will need to programme more variety."

by Jonathan Heasman, Marc Maes, Mark Dezzani and Howell Llewellyn



# 'Wonderful' Radio London Swings Again

by Robert Tilli

## ■ STATION IN FOCUS

The halcyon days of pop in the '60s coincided with the rise and fall of off-shore pirate radio. For Radio London, which broadcast from a ship just outside British territorial waters, the curtain finally fell in 1967 when the Marine Offences Act became law. Yet nearly 20 years on, the Radio London name (and original jingle package) has been revived by a station which broadcasts from a train in the Dutch countryside.

The new "Big L", which aims to capture both the spirit and idealism of its illustrious predecessor, broadcasts from Eerbeek (in the heart of the Dutch countryside) on the cable network to a potential audience of four million households in Amsterdam, Rotterdam and Utrecht.

Bizzarely, the station broadcasts from a train which was once the official transport of Erich Honecker, the disgraced former leader of the communist German Democratic Republic. Visiting gives you the impression of acting a walk-on part in "Murder On The Orient Express."

The station's programming is equally unconventional, and firmly left-field. To quote the Amsterdam Programme Committee, which regulates the city's cable broadcasters, "Radio London plays beautiful music, hand-picked by aficionados, who—when necessary—don't shy away from playing a 20-minute track. The repertoire is a cross

section of album Top 100, reggae, blues, African and Latin music. Approximately 40% of its airtime is dedicated to multi-cultural information about nature, the environment, health, food, science, art, theatre and films."

Managing director Peter Jansen, a former movie art-director who describes himself as "100% commercially-minded and 150% idealistic", does not see making profits as his main objective. Instead, the station aims to promote philosophies of peace, environmental engagement and ethnic understanding—the funding comes from advertising revenues plus gifts from kindred spirits. It is perhaps a little ironic that such sentiments of "lovin' awareness" (to borrow the catchphrase of another '60s pirate, Radio Caroline) are broadcast from the very same train where the fate of East German citizens was often decided upon by Honecker and his cronies.

First recognition of the station from the record company camp has come from the roots-based Munich Records. Director Ben Mattijssen was so enthusiastic about Radio London's concept that he asked for his own blues/roots programme—a request which was granted immediately. Other well-known figures from the world of Dutch media and even football also have weekly air-shifts at London. Jansen himself also presents a programme, called "Freak Radio." He describes the show as "dirty, low-down blues—Velvet Underground and nothing under six minutes long."

After one year on the Dutch cable



The Radio London team, including MD Peter Jansen (back row, fourth left) and the MD of Munich Records, Ben Mattijssen (back row, far right), who presents a blues programme on the station.



The Gypsy Vagabonds on a recent visit to Radio London.

network, Radio London claims a "brand awareness" figure of 10.4%, and a daily market share of 0.6%. The station has recently moved to round-the-clock broadcasting, with a 24 hour schedule.

With a newly allocated frequency on the cable network in the multi-racial Dutch capital Amsterdam, Jansen estimates a potential ethnic audience of around 300,000. "Our news features often come from Africa and South-America, as those continents provide an important part of the music we play here. You can't separate the music from what's going on there, anyway."

Jansen is also busy setting up programme exchange projects with foreign radio stations, mainly from Africa and the Americas. Deals have already been struck with Irie FM of Kingston, Jamaica, and the Brazilian station Gravadora Eldorado/Sao Paulo. "Being the publisher of two daily newspapers in their own country as well as owning a record company and a complete distribution network, Gravadora Eldorado will be able to supply us with both music and information from Brazil," he announces happily.

Jansen adds that the station's contacts abroad make it less dependent on the Dutch record industry, which, he claims, still largely ignores the station. "The thing is that we could be an enormously important outlet for them. Not for singles, but certainly for album sales. For international AIDS week, we dedicated a substantial part of our programming to the works of Queen. But

we had to buy our own copies of Queen's CD's!"

But despite the reluctance of some of the labels to send Radio London material, Jansen remains extremely keen to promote Dutch artists whenever he can. So far, the jazz/dance outfit Hit The Boom (Hardtoget/CNR Music) has benefitted most clearly from the airplay it has received on Radio London.

Meanwhile, hospitality is rapidly becoming the station's middle name. Artists who "just happen" to be in the area often pop in and play an improvised acoustic set. Singer/songwriter Jimmy LaFave has already been twice, while Hungarian folk act The Gypsy Vagabonds, in the middle of their European tour, also fitted a visit to the station into their schedule. Some of the guests are even allowed to stay in the presidential overnight carriage!

### Radio London—Daytime Sample Hour

**Tito Puente/Asial Mood**  
**Reinaldo Carreno/Sensaciones**  
**Jimmy LaFave/Buffalo Returns To The Plains**  
**Koko Taylor/Jump For Joy**  
**Ellis/Loneliness Here To Stay**  
**Led Zeppelin/The Rain Song**  
**Boabab/Caumba**  
**Sly & Robby/Red Hat**  
**Guy Forsyth Band/1305**  
**James Collan/When It Rains**



## Singles

Single Of The Week

### SOPHIE ZELMANI



*Always You* - Columbia **r/a/ehr**  
PRODUCER: Lars Halapi

It's about time Europe got to know this Swedish lady a little better. She has the charm of an innocent school girl, but she writes the kind of songs J.J. Cale or John Hiatt would be proud of. The production of the acoustic guitar and harmonica are kept low-profile, so Zelmani's vibrant vocals can revel in the limelight.

### ACE OF BASE

*Never Gonna Say I'm Sorry* - Mega **ehr**  
PRODUCER: Denniz Pop, Max Martin, Joker  
A mid-tempo dance tune with a dominant, deep beat and the bouncy melodies which have become Ace of Base's musical trademark. Short and snappy, this single can be played at any time of the day.

### BLACK GRAPE

*Kelly's Heroes* - Radioactive/MCA **r/a/ehr**  
PRODUCERS: Danny Saber, Stephen Lironi, Shaun Ryder  
An up-tempo rocker with enough psychedelia to keep any Bowie fan happy. The chorus is catchy enough to appeal to EHR, but Black Grape demand a ransom in the form of offbeat guitar riffs, samples and sound effects.

### DR. ALBAN

*Born In Africa* - Dr. Records/BMG **ehr**  
PRODUCER: Douglas Carr, Peo Häggström  
It's not often that remixes make a difference, but in this you get two radio hits for the price of one. The original radio version has an up-tempo reggae rhythm and a poppy chorus, while Pierre J's *Radio Remix* is fast, hard techno with exotic background vocals and dubs.

### DAVID BOWIE

*Hallo Spaceboy* - Bowie/Arista **ehr/a/d**  
PRODUCERS: Pet Shop Boys  
The original space creature returns with references to Major Tom and with the Pet Shop Boys on additional vocals. They gave Bowie a tongue-in-cheek techno nonchalance, which is extremely refreshing. The fast beat and catchy melodies are pure EHR.

### HERBERT GRÖNEMEYER

*Land Unter* - MTV Unplugged/EMI **ehr/ace**  
PRODUCER: Grönland  
Germany's Grönemeyer doesn't really need his *Live* and *Unplugged* albums to remind us of his songwriting and vocal talent. But the live version of *Land Unter* and the unplugged *Fisch Im Netz*

sound like so much fun, you wish you could have been there.

### K.O.'s FEATURING MICHAEL BUFFER

*Let's Get Ready To Rumble* - Mercury **ehr**  
PRODUCER: Tony Catania, Ingo Kays  
Let's get ready for another gimmick techno tune, one which will surely hit the charts like a tonne of bricks. US boxing announcer Michael Buffer has teamed up with Scatman John's producers. Buffer lets his mighty voice roll over a fast techno beat and a female vocals chorus.

### LEFTFIELD

*Release The Pressure* - Columbia **d/ehr**  
PRODUCERS: Leftfield  
Finally embarking on a European tour after being primarily a studio act, Leftfield has abandoned techno *pur sang* for a reggae rhythm, dubs, Caribbean R&B and an overall warmer sound. If spring is in the air, this single might well catapult into the charts.

### MERCELIS

*Alley* - Zaika/Dureco **r/a/ehr**  
PRODUCER: not listed  
Yet another promising Belgian release with international appeal. The production of this slow ballad is bare and simple. You can tell singer/songwriter Jef Mercelis composes on his piano as he only allows for the occasional moody slide guitar and organ to embellish his pained anguish.

### MOLOKO

*Dominoid* - Echo/MCA **ehr/d**  
PRODUCER: Moloko  
The *Radio Mix* of this orchestral dance track should do what the previous singles failed to do—open up the ears of programmers to the wonderful world of Moloko. This one is less quirky and a lot more radio-friendly with its slow beat, lush strings and the seductive, femme fatale vocals of Ms. Roisin Murphy.

### THE PRODIGY

*Firestarter* - XL **d**  
PRODUCER: L. Howlett  
This is no stuff for beginners. But then again the Prodigy are no beginners either. This UK quartet has developed into an avant-garde ensemble which owes more to industrial techno than simple house. This single is fast, aggressive and has a bit of an angry punk attitude.

### MARINA REI

*Al Di Lá Di Questi Anni* - Virgin **ehr/ace**  
PRODUCER: Frank Minoia  
This is the stuff song contest juries love: a sweeping intro, a mid-tempo dance shuffle and a sexy female voice. Rei was voted best newcomer at the Italian Sanremo festival. Only she's no bimbo, but a talented singer whose voice becomes more powerful as the song progresses.

### RON

*Vorrei Incontrarti Fra Cent'Anni* - WEA **ehr/ace**  
PRODUCERS: Greg Walsh, Ron  
It starts innocently enough with an acoustic guitar and modest percussion, but soon this duet with Tosca builds up into a dramatic declaration of love. Big winner of the male category of established artists at Sanremo.

## Albums

### COEN BAIS

*Blue Age* - Epic **nac/w**  
PRODUCER: Coen Bais  
Bais is one of those new age artists who explores a whole range of organic instruments. Although he is well-known for his solo work from the grand piano "lying down" sessions in Amsterdam, *Blue Age* features such diverse guests as Ustad Zamir Ahmed Khan on tablas, Tom Barlage on sax, Jan Akkerman on guitar and Janice Jackson on vocals, which makes it a wonderful myriad of moods and rhythms.

### COCTEAU TWINS

*Milk & Kisses* - Fontana **a/ehr/nac**  
PRODUCERS: Cocteau Twins  
Still the champions of ethereal melodies and dreamy vocals, the Cocteau Twins have reserved a more prominent role for drums and guitars, which makes them attractive for the evening EHR programmes. Opening track *Violane* features a twangy, catchy guitar riff. The first single *Tishbite*, already picked up by BBC Radio 1, is vintage Twins: subdued, stretched out melodies and the continuous sound of the ocean surf.

### JØRN HOEL

*Soulsville* - WEA **ehr/ace**  
PRODUCER: Jørn Hoel, Simon Vinestock  
For some reason, artists manage to sound more 'blacker' the closer they are to the North Pole. Hoel's first gig was for God, as he served as a choir boy at the Ice-Sea cathedral in Tromsø. With this album, which went number 1 in Norway straight after its release, he stretches the term 'soulful' to the max, getting help from the Memphis Horns and Little Feat drummer Richie Hayward. Mixing latin rhythms (*Spanish Fly*) with bluesy, old-style R&B (*Next Time I See You*). Warning: no party, no romantic candlelit dinner should happen without this album!

### KÉ

*I Am [ ]* - Ventrue/RCA **r/ehr/ace**  
PRODUCER: Dave Novik, Amanda Scheer-Demme  
The first single from this remarkable singer-songwriter *Strange World* was picked up by EHR even before its release. His high-pitched voice suggests an ambiguous gender, but certainly doesn't lack in depth. His combination of fragile pop, string arrangements and pained lyrics—the success formula of *Strange World*—ensures plenty of other EHR material. *I Don't Wanna Go* is another of those tracks that radio will snuggle up to.

### MC SULTAN

*Groove Orient Iert* - Spray/BMG **d/ehr**  
PRODUCERS: dZihnan, Kamien  
Vienna has always been a cultural crossroads for Teutonic, Balkan and Ottoman influences and MC Sultan's exotic hip hop certainly reflects that. Turkish lutes, German lyrics and dope beats are an exciting mix, which is best illustrated on *Fes Basimaz*, *Gian Lucca Filippo* and *Sonsuz'u Beklerken*. Opening track *Ich*

*Bin Nicht Dein Jojo* could be a Falco-style hit.

### PRESUNTOS IMPLICADOS

*La Noche* - WEA **ace/j**  
PRODUCER: Juan Luís Giménez  
The jazzy pop from this Spanish trio is best enjoyed live, when the lush vocals of female singer Sole and bluesy guitars come alive with a little extra body added by the live atmosphere and the impressive number of guest musicians. Disc one is laid-back latin jazz, but on the second disc Presuntos Implacados transforms into one of the best ACE acts from Spain. Randy Crawford joins on *Fallen* for a great mid-tempo ballad.

### RO & PARADISE FUNK

*Paradise Funk* - Polydor **ehr/d/a**  
PRODUCERS: Sander Janssen, RO  
Gotcha! frontman RO proves there is life after funk-rock with an album full of intense, grown-up grooves. Gone are the days of mindless partying: the mid-tempo (*Don't Ya Know*) *Love Sucks*, *Mama* and *Forgive Me My Love* consist of samples, funky beats and '70s rock riffs. *Good To Me* is a warm R&B ballad with a twist, while the poppy '60s sound of *It Must Be Love* has a definite EHR appeal.

### MARK STEWART

*Control Data* - RTM/Mute **d/a/ehr**  
PRODUCER: Adrian Sherwood, Mark Stewart  
Never change a winning team. Stewart has teamed up with soulmates Sherwood and bassist Doug Wimbish once again. His staying power in the vanguard of electronic dance music is remarkable and with this album he has done it again. The first single *Dream Kitchen* has delightfully subversive traces of R&B and a reggae rhythm, while the mid-tempo techno shuffle of *Forbidden Love* could stand a chance at dance-oriented EHR.

### AFGHAN WHIGS



*Black Love* - Elektra **a/r**  
PRODUCER: Greg Dulli  
Raging passion grabs you by the throat and doesn't let go. When Greg Dulli gets angry, you sit up and take notice. The first single *Honky's Ladder* is a mid-tempo rocker with relentless guitars, first throbbing, later thundering into an apocalyptic climax. The secret of the group's success is mixing fury with vulnerability. Even the organ in *Bulletproof* and the cellos in *Night By Candlelight* manage to sound enraged. Dulli gives you the facts of life raw and undiluted, whether you like it or not.

Singles and albums featured in New Releases are listed alphabetically. Each record is recommended for format or programme suitability. Abbreviations used include: EHR (European Hit Radio), ACE (Adult Contemporary Europe), R (Rock), D (Dance), C (Country), J (Jazz), NAC (New Adult Contemporary), A (Alternative), W (World) and M (Metal). Please send your samples to Thessa Mooij, Music & Media, PO Box 9027, 1006 AA Amsterdam, The Netherlands.



# FOO FIGHTERS



**NEW SINGLE**  
**OUT NOW**

*Taken from the acclaimed debut album 'Foo Fighters'*





## Market Place

### CASTLES IN SPAIN



CAPTURE

**Capture** - *Ninety-Three Reasons To Live* (CD) (US)  
 PRODUCER: Carole Notaro  
 The particular brand of alternative rock produced by this quartet, which sounds a bit like Concrete Blonde at times, benefits a great deal from Celtic and Oriental influences. This is especially clear on tunes like *Since You Never Did Before*, *An Open Door* and *Always An Angry Child*. Contact **Tessa Düren** at tel: (+31) 20.618 9509 or (+1) 415.621 5956.

### OVERDREAM



**Overdream** - *Initial* (CD)  
 (Bosnia-Herzegovina/France)  
 PRODUCER: Fred De Faye/Matt Clifford  
 Musicianship coupled with excellent songwriting abilities leads to some striking results on this surprisingly mature debut. Well-crafted melodic pop songs such as the first single *Give Me More, I've Lost The Trail* and *Never Let Me Go* are just a few of the highlights, which benefit greatly from a production job well done. Contact **Aline Claude** at tel: (+33) 1.4425 7218; fax: 1.4425 7195.

### CANT

**Tidés** - *California Sound Dreams* (CD) (Germany)  
 PRODUCER: Cant  
 These progressive rockers try to stretch the limits of their genre a little further by combining ominous industrial techno with pretty flamenco guitars and cheerful bells. Sound effects is the name of the game, while not straying too far from melodies and structure. Contact **Dimi Kirkov**, Brüsseler Strasse 24a, 53117 Bonn, Germany or **Harry Serena** at tel: (+49) 2175 20 70, fax: 2175 68 44.

### THE COVENANT

**Seven Little Prayers** - Dutch & Dregs (Holland)  
 PRODUCERS: Otto Janszen, The Covenant  
 Dutch rock laced with melancholy and drama—two sentiments which are not highly appraised in the Lowlands, but they make for great music. Religious elements tend to pop up regularly in the fast-paced, dirty rock sound. Although the anger and melodic hooks bring the Covenant close to the Cult or Danzig, on this fourth cd they found their own distinctive sound. Janszen proves that his three recent Grammy nominations are justified. Contact: **Jurgen Hoogendoorn** at tel: (+31) 20 634 30 58, fax: (+31) 2990 60461.

### JOANNA DARK

**Nie Bój Sie Latania** - Mercury (Poland)  
 PRODUCER: Marek Dutkiewicz  
 Dark is quite a force to be reckoned with. Her band provides her powerful vocals with just the right amount of clean, poppy rock. Alternately fast, furious and seductive, Dark conjures up an entire spectrum of emotions. The only English track, the carefully-produced *Somebody's Watching Me*, hints at an international career. Contact **Stanislaw Trzcinski** at tel: (+48) 614 5337.

### GIGABYTE

**It's My Life** - Spor h.f. (Iceland)  
 PRODUCER: Fridrik Karlsson  
 When it released its version of the 1984 Talk Talk hit, it entered the charts at number 10. Still, people had no idea of Gigabyte's identity. Later it was revealed that one of Iceland's leading female singers, Sigga, and Mezzoforte guitarist/songwriter Fridrik Karlsson were behind the mystery act. Together they poured a highly-infectious dance sauce over the track. This CD single screams for a follow-up. Contact **Steinar Isleifsson** at tel: (+354) 554 2122, fax: 554 6790.

### THE MELLOW ROOM

**Confessions Of A Confectionary Man** - Neat (UK)  
 PRODUCER: Peter Carr  
 Amidst the current tidal wave of good-to-excellent BritPop outfits it has become increasingly difficult to stand out. With this incredibly catchy self-penned tune, however, this Newcastle based foursome should be raising some eyebrows as it is quite simply one of the best songs around. Contact **Pete Flatt** at tel: (+44) 171.727 3458; fax: 171.221 7240.

### SHOOT THE MOON

**Sweep** - VAN (Holland)  
 PRODUCER: Frans Hendriks  
 Known for their intelligent rock in the '80s, ex-Thought members have evolved into Shoot The Moon, a grungy quartet which mixes angry lyrics with new wave and R&R. Sometimes sweeping dramatics take over, while at other times the sound dims into sensitive pop. Contact **William Highton** at tel: (+31) 70 360 03 06, fax: 356 33 00.

## Dance Grooves

by Maria Jiménez

■ **BABY D KEEPS ON KEEPIN' ON:** Another single from **Baby D** with prime remixes from Helicopter, Klubbheads and Sharp. *Take Me To Heaven* (London) is available as a mellow groove pumper, an emergency house arrest track or a stompin' dub. The singer's distinct vocals come through clear. Strongly Advised Tip: Klubbheads *Blue Heaven Mix*. Tel: (+44) 181 910 5111, fax: 910 5903.  
 ■ **JEFFERSON BACK ON TRACK:** **Marshall Jefferson**, one of the veterans of house music, is back with the funky house track *Touch The Sky* (Fifty First Recordings). The *Original Mix* is a combination of old and new. The Zeki Lin and Slo Moshun mixes are adventurous with the first getting deep and drummy and the second loopy and trancey. Tel: (+44) 171 237 9453, fax: 237 9444, email: fiftyfirst@zetnet.co.uk.

■ **ACEEEEEED!** In Chicago in 1987, incredible dance records revolving around the Roland 303 bassline machine were being created and acid house was born. Ten years on, Johnny Walker has selected 11 tracks to include on *Classic Acid House Volume 1* (pictured), the latest in the respected **Mastercuts** series from Beechwood Music. Phuture, Pierre's Phantasy Club, The Endless Pokers and others give an aural image of a period which continues to play a vital role in today's dance music. Tel: (+44) 181 657 28 13, fax: 651 6080.

■ **FEELING A HIT:** The Jasper Street Company (aka **Basement Boys**) create a deep bounce vibe on *A Feeling* (Outland), their new single boasting trans-Atlantic remixes from the likes of Heller & Farley, Dobro, DJ Theor and others. Crossover house, soulful passionate male and female vocals, and an assortment of suitable mixes add up to a potential club and radio hit. Tel: (+31) 20 420 7141, fax: 421 0422.

■ **CLASSIC ON CD:** With the widening variety of dance music being heard on the radio today, there should certainly be room for the classic techno house track *Circus Bells* (DJAX-Up-Beats) from **Robert Armani**. Just released on CD, this captivating Chicago evergreen comes with the original mix as well as radio and long versions from Germany's Hardfloor. Tel: (+31) 40 211 5547, fax: 211 5004.

■ **YOUNG NEW YORK LABEL DELIVERS:** Dola Records, based in Manhattan, is a new label already working a few hot tracks to the clubs. *Union's Rise Up* is highly charged NY house, **DJ Spen's** *I'm Blessed* is stompin' gospel house and *Tropicana's Welcome To The Disco* is warped disco house. Tel: (+1) 212 410 1809, fax: 410 1957

## Short Takes

Compiled by Raúl Cairo

■ The **Village People** are back! They have produced a new video of the classic smash hit *In the Navy*. Again, the costumed fellas are posing on a US navy ship (Cher!), but this time "Cheers" and "Frasier" star Kelsey Grammer, whose new feature film "Down Periscope", is featured in the video...peeking from a periscope.  
 ■ What a way to celebrate your birthday! **Johnny Cash** was joined on the stage of the LA House of Blues by his daughter Carlene Carter, wife June Carter Cash and Tom Petty, Mike Campbell and Howie Epstein to mark his 64th birthday on February 25.  
 ■ US film director Ted Demme has cornered a hip rock contingent for the soundtrack of his latest film "Beautiful Girls" starring Matt Dillon and Uma



Thurman. The **Afghan Whigs** (pictured)—some of whom are actually featured in the film—Chris Isaak, Pete Droge and Roland Gift have all contributed to the album.

■ More roots legends on the move...**Bob Dylan** has hooked his still untitled label up with Columbia. The first release will be a tribute album for Jimmie Rodgers, the Singing Brakeman who married country with the blues. The album will feature Dylan himself, Steve Earle, Bono and Adam Clayton. John Mellencamp, Willie Nelson and George Harrison are also rumoured to be participating.

■ The new album by **George Michael** will be titled *Older*, to be released by Virgin at the end of April. The second single, *Fast Love*, is to be released on April 8.

■ **Gloria Estefan**, who grabbed a Grammy for Best Tropical Latin Performance, is to release her first album of original songs in five years. *Destiny* is planned for release in early June.

■ Dutch alternative rock band **Bettie Serveert** has done a cover version of Bob Dylan's *I'll Keep It With Me* for the soundtrack of the feature film "I Shot Andy Warhol". Other contributors are REM, Luna and Pavement.

■ British pop singer **Jarvis Cocker** has been cleared of assaulting the children performing onstage with Michael Jackson at last month's Brit Awards.

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"Dance Grooves" provides dance tips and news for radio programmers on a weekly basis.

"Short Takes" offers new release and artist information for on-air use.



# Sanremo's Yearly Carnival

Amid the now-familiar cries of "Scandal" and "Fixed," Italy's biggest and most well-known music media event, the Sanremo Song Festival, now in its 46th year, saw a decline in its (still massive) last-night audience figures. The show continues to be more than worth its weight in gold (and platinum), providing an appreciated platform to both established and emergent artists.

by Mark Dezzani

**L**AST year the show's audience peaked at an incredible 22 million viewers for the final evening, with an average of 17 million viewers, a 75% share of all TV viewing for public service broadcaster RAI's prime TV network, RAI Uno.

This year's falling ratings provided a perfect opportunity for the Italian press to unleash more than its usual share of criticism on the festival. For the past two years the festival has been extended by one day, but this year the entire spectacle lasted six days. Most record company insiders agreed that it went on for too long. The public endorsed this criticism, voting with its "zap-pers"—and viewing for the final evening was down to 13 million this year—a 63% share of all TV viewing. "From a musical point of view it was a good festival, with some new tendencies starting to appear," comments Warner Music Italy president Gerolamo Caccia, "but from a TV point of view it just went on too long—it's like trying to squeeze too much juice out of a lemon."

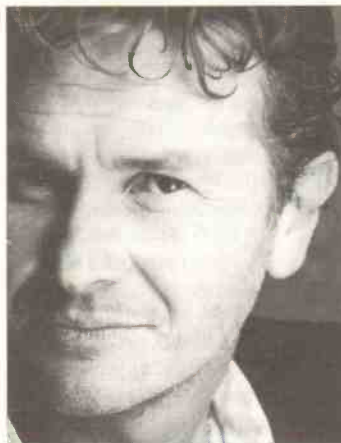
RAI TV and Sanremo Festival artistic director, as well as show host, Pippo Baudo was clearly exhausted by the end of the week. Checking in to a Swiss clinic after the final gala evening for an operation on his vocal chords, Baudo

announced his retirement from the festival and the RAI. "Everybody loves to hate the festival," he said, "but this year it [the criticism] went too far." (The most recent news is that Baudo has withdrawn his resignation.)

"Sanremo was a mess this year," complains Luca Dondoni of Milan-based 101 Network. "Everybody is more interested in the colour of the presenter's underpants than the music. I felt sorry for Baudo, who had to confront some very provocative criticism."

Italy's national and local radio networks were nevertheless present in increasing numbers. The top national network Radio DeeJay which last year gave just nominal coverage to the event from Milan, this year took over the Odeon Discotheque in downtown Sanremo and broadcast

its highest-rated show "DeeJay Time" each afternoon live from the club. RTL 102.5 Hit Radio once again broadcast live from the window of a supermarket chain next to the Ariston Theatre where the festival takes place. Rete 105 Network parked a London double-decker bus in front of Sanremo's Russian Orthodox church, Radio Dimensione Suono broadcast live from a luxury yacht in the town's port, and national music only-formatted Radio Italia SMI moved its entire operation to Sanremo's Hotel Mediteranée for the week.



Ron (WEA)

## Sanremo Festival Winners

### Top 10 Established Artists

- 1 Ron *Vorrei Incontrarti Fra Cent'Anni* (WEA)
- 2 Elio E Le Storie Tese *La Terra Dei Cachi* (Psycho)
- 3 Giorgia *Strano Amore Mio* (BMG)
- 4 Ivana Spagna *E Io Penso A Te* (Sony)
- 5 Neri Per Caso *Mai Più Sola* (Easy/Sony)
- 6 Massimo Di Cataldo *Se Adesso Te Ne Vai* (Sony)
- 7 Al Bano *E La Mia Vita* (CGD/East West)
- 8 Baldi & Guerzoni *Soli Al Bar* (BMG Ricordi)
- 9 Amadeo Minghi *Cantare E D'Amore* (EMI)
- 10 Paola Turci *Volo Così* (BMG Ricordi)

### Top 3 Newcomers

- 1 Syria *Non Ci Sto* (Easy/Sony)
  - 2 Adriana Ruocco *Sarò Bellissima* (BMG Ricordi)
  - 3 Marina Rei *Al Di Là Di Quest'Anni* (Virgin)
- \*Awarded Critics Prize

## New Genres Edge In

Traditional Italian-style bands (canzoni) won the two principle sections at this year's song festival, however the transformation taking place in Italy's music industry in the past few years, which has seen the evolution of diverse new genres, is finally showing signs of impacting mainstream music. At one point mid-week non-traditional artists were leading the public voting.

Singer/songwriter Ron was a popular choice as this year's winner of the so-called "Big" section for established artists, which included last year's winners Giorgia and Neri Per Caso, who came in third and fifth places respectively. Best known as a songwriter, Ron has had success as a solo singer and actor in his 25-year career, and has penned many hits including the music for Lucio Dalla's European hit *Cosa Sarà*.

Ron's Sanremo winner, the self-penned love ballad *Vorrei Incontrarti Fra Cent'Anni* (I Would Like To Meet You In 100 Years), was sung as a duet with his partner Tosca. "It was a brilliant surprise and an important victory for Ron," says WEA Italy MD Massimo Giuliani. "He went to Sanremo principally to promote his new album—not thinking that he might win."

A surprising but popular second place went to the comic rock outfit

Elio E Le Storie Tese whose surrealist lyrics have earned the act a reputation as the Italian version of Frank Zappa & The Mothers Of Invention. The group delighted audiences by parodying the festival and Italian life in the '90s with its satirical song *La Terra Dei Cachi* (The Land Of Khaki Fruits).

The top two places in the newcomers section went to young songstresses. The effervescent 18 year-old Syria took the top spot with a song penned by Claudio Mattone, producer of the group Neri Per Caso, entitled *Non Ci Sto* (I Don't Agree). Fourteen year-old Adriana Ruocco sung her heart out, winning her second place with another ballad *Sarò Bellissima* (I Will Be Beautiful).

Breaking the traditional mould, Marina Rei won many fans at Sanremo with her beautifully crafted soulful song *Al Di Là Di Quest'Anni* (Beyond These Years). Written by Rei and Frank Minoia, an uplifting dimension was provided by the London Gospel Choir. At one point mid-week the artist was leading the newcomers section, and in spite of ending in third place, she was awarded the prestigious critics prize at the festival.

Teen rockers Dhamm (EMI), despite being knocked out in early rounds, launched its new album *Tra Cielo E Terra* (Between The Sky And The Earth) at the festival. "We didn't expect a rock song to win any prizes at Sanremo, but the promotion that the festival offers artists just by appearing and performing a new song is always important," comments EMI Italy press director Stefania Manetti.

Although winning a particular prize is a welcome boost for any artist, the real winners will become apparent in the months following the festival. Last year's winners in sales terms were Gianluca Grignani (Mercury) and Neri Per Caso, who also won the newcomers section—both going on to sell multi-platinum albums.



Marina Rei (Virgin)



Elio E Le Storie Tese (Psycho)



# Italy On Creative High Note

Continuing political turmoil and economic troubles have created weak market conditions for Italy's music market in the past year, but despite this, the creativity of Italian artists, producers and record industry executives has saved the music industry from registering disappointing results for a third consecutive year.

The year 1995 was a bumper year for domestic music with a string of releases last autumn from major artists vying for the top chart positions, and the Nielsen/FIMI year-end chart (in box) illustrates why Italy has not had to consider imposing domestic music quotas on its radio stations. Local artists account for almost 50% of sales and 50% of radio airtime. Nine out of the top 10 best sellers in the chart are from Italian acts—the only foreign album making the list is Queen's *Made in Heaven*.

**Pino Daniele** and **Zucchero** compete for the top spot, both selling over 600,000 copies (six times platinum), followed by newcomers **Neri Per Caso** and **Gianluca Grignani**—newcomers at last year's Sanremo Song Festival.

Italy's record industry federation

FIMI president **Gerolamo Caccia**, also president of Warner Music Italy, explains why the music market rose 7.4% in value in 1995 despite selling 7% less records. "The volume of actual record sales was hit by relatively high prices and inflation (5.5% in 1995). The retail price of top range CDs rose 3.5% to between L32-36,000 (app. US\$22-25). Most of our production in Italy is manufactured in foreign plants and

imported, and the price increase in part was necessary to compensate for more expensive imports due to the weakness of the local currency."

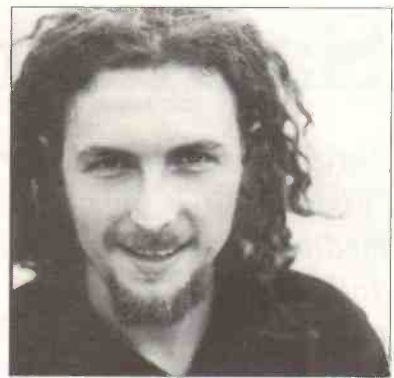
FIMI assistant director general **Carlo Minazzi** comments, "Although less records were actually sold, there were more sales for top-of-the-range product with a lot of major new releases last year, both domestic and international."

In spite of the stiff competition between major new releases, with each new album taking its turn at the number 1 spot, both Zucchero and Pino Daniele's albums were released earlier in the year and maintained steady sales through a string of strong singles released dur-

ing the course of several months, ensuring a constant airplay presence.

## High-Profile Marketing

**Massimo Bonelli**, recently appointed MD of Epic Italy, says that high-profile marketing is vital to make sure that a new release stands out from the crowd. Sony Music Italy has sold over 400,000 copies of singer/songwriter **Claudio Baglioni's** first new album in five years *Io Sono Qui* (I Am Here). It is an impressive figure for an adult-targeted "concept" album. "It is a fascinating album," says Bonelli, "but we were worried that it would be misunderstood. Baglioni staged a series of impro-



Jovanotti (Mercury)

vised concerts on the back of a lorry at bizarre locations such as motorway service stations, which gave us a lot of pre-release publicity. In such a cluttered release season it was vital to focus the public's interest on his new album."

Manager of Italy's top teen artist

## 1995 Italian Top 10 Best Sellers

- 1 **Pino Daniele** *Non Calpestare I Fiori Nel Deserto* (CGD/East West)
- 2 **Zucchero** *Spirito DiVino* (Polydor)
- 3 **Neri Per Caso** *Le Ragazze* (Easy/Sony)
- 4 **Queen** *Made In Heaven* (EMI)
- 5 **Gianluca Grignani** *Destinazione Paradiso* (Mercury)
- 6 **883** *La Donna, Il Sogno E Il Grande Incubo* (RTV/Ricordi)
- 7 **Antonello Venditti** *Prendilo Tu Questo Frutto Amaro* (Heinz/Ricordi)
- 8 **Claudio Baglioni** *Io Sono Qui* (Columbia)
- 9 **Various Artists** *The Best Of Sanremo '95* (RTI)
- 10 **Ligabue** *Buon Compleanno Elvis* (WEA)

Source: Nielsen/FIMI

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883 (and Radio Capital Music Network/Milan MD) **Claudio Cecchetto** says that by avoiding the autumn release rush 883 managed to stay on top of the charts for nine weeks last summer. "I don't believe in planning release schedules too far ahead, but in getting the product out on the street when it is fresh. According to conventional wisdom pre-summer is not a good time to release a new album, but that is when 883's album was ready and when it was released. It pays to follow the heart and emotions." Convention notwithstanding, 883's *La Donna, Il Sogno E Il Grande Incubo* (The Woman, The Dream & The Big Nightmare) tapped into the summer holiday market when most of the competition comes from an avalanche of summer dance compilations.

EMI launched **Vasco Rossi's** new album *Nessun Pericolo...Per Te* (No Danger...For You) at the end of last January, another traditionally quiet release time. By avoiding the pre-Christmas market crush and investing in a high profile press and advertising campaign, EMI claims to have sold over 500,000 copies of the latest album of one of Italy's best-loved rockers.

Rock music continues to make inroads into the mainstream market with **Ligabue's** *Buon Compleanno Elvis* (Happy Birthday Elvis) is his best album since his impressive debut *Balliamo Sull Mondo*, selling

400,000 copies in 1995—now up to 500,000 units.

**Presence Abroad Strong**

Italian music continues to do well abroad. While **Laura Pausini** (CGD/East West) and **Eros Ramazzotti** (BMG Ricordi) have consolidated their careers in the Spanish-speaking world, **Luca Carboni** (BMG Ricordi) and **Marco Masini** (BMG Ricordi) took their first promotional steps outside of Italy last year. **Zucchero** is back in form following disappointing sales for 1992's *Miserere. Spirito DiVino* (Divine Spirit/Spirit Of Wine), released last May, has sold 700,000 copies in Italy to date with a further 200,000 abroad. "Zucchero is now promoting



Zucchero (Polydor)

the English-language version of his album *Stray Dog In A Mad Dog City* in the US with a series of concerts before touring summer festivals in France, Germany, Switzerland and Austria," says PolyGram Italy head of international exploitation **Elena Zannoni**. The latest single *Il Volo* was in the French top 10 for seven weeks, peaking at number 2 over Christmas.

Italian rapper **Jovanotti** (Mercury) is making an impact throughout Europe with the carnival rhythms of his current single *Ombellico Del Mondo* (Belly Button Of The World). Dance instrumentalist **Robert Miles** has produced the first transnational hit for Italy's progressive trance scene with his single *Children* (DBX/Deconstruction). The country's dance market slowed down last year as it came to terms with the change of tastes from happy house, techno and underground to the more laid back progressive/ trance trend. Although the former style is still popular, the progressive/trance scene based on live mixing and laying of rhythm tracks, effects and samples in nightclubs has gained significant popularity, but until Miles' record it had eluded commercial exploitation.

Another member of Italy's 1995

Top 10 best sellers, teen heart-throb **Gianluca Grignani's** newest offering will be released later this year. Mercury has promised a "more grunge" musical direction for the new album. Grignani's melodic rock and open-hearted lyrics about youth's emotions and problems on his debut album *Destinazione Paradiso*, launched at last year's Sanremo Festival, realised multi-platinum sales.



Spagna (Columbia)

The vocal sextet **Neri Per Caso** took position 3 on the best-seller list for *Le Ragazze* (Girls) after its victory in last year's "Newcomers" section at Sanremo. This year's revelation at the festival, **Marina Rei**, is also tipped for international success. Although Virgin is remaining cautious about its plans, Rei's unique stage presence and jazz vocal style will mesh well with the currently popular acid jazz trend.

FIMI's Caccia says that Italy's music industry has two goals for the coming year, "The price hike last year was a one-off shot to keep the market up. Two things are vital—to continue to explore new distribution channels to get more music to the customer, and to continue to produce very good music. Investing in new artists is the life-blood of our industry."

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# Danes Drum Up Export

The success of Danish artists like **Ace Of Base**, **Scatman John** and **Michael Learns To Rock** once again prove the music industry is an unpredictable business, in which logic and the unexpected go hand in hand. South-east Asia seems to be the main target market for most Danish acts today.

However capricious the market may be, Mega Scandinavia MD **Jesper Bay** likes to adhere to the Mega philosophy, which he describes as, "presenting each artist in the right territory to the right company." Often that means taking the product to Mega's other Scandinavian offices and trying to establish it in the region. "From there on, we will try to market it in the world. We invite people to come and see the artists without expecting immediate commitment. Artists like **Savage Rose**, with little European history, really need commitment, which you can often obtain by presenting them live." New priorities will be the alternative rock band **Scream** and traditional rocker **Big Fat Snake**, both of which should launch Mega into the rock arena. "It's a different genre from that which people expect from us," says Bay, "but it's an important part of the market and it would be shame to ignore it."

Another pan-European success is Iceberg-signed Scatman John, who has sold an amazing 3.9 million copies of his first two singles worldwide and 3.1 million of his album. His global appeal has earned him the Music & Media Dance Award, a German Echo for Best Pop/Rock Single and a Japanese award for Best-Selling Foreign Artist. Currently, Iceberg is focusing on south-east Asia. According to label manager **Mette Wiene**, "The huge success started over there after the October release of the album and several promo tours." Also Iceberg president **Manfred Zähringer's** many visits to south-east Asia have contributed to the export success. While Zähringer was visiting Korea with Scatman John at presstime, Wiene comments, "Manfred has been going to Asian fairs, developing connections and learning the way of doing busi-

ness, which is quite different from Europe and takes time."

EMI-Medley MD **Michael Ritto** has followed the same strategy with **Michael Learns To Rock**, whose *Played On Pepper* album has sold over one million copies worldwide, 850,000 of which were sold in south-east Asia (150,000 in Europe). The group's 1993 album *Colours* was already well received. "Extensive live tours in 1994 and 1995 have further increased the act's popularity in the region," says Ritto. EMI Medley's next priority for Asia is **Me & My**, which has just returned from a promo tour in Japan.

Sony and BMG are currently working on several artists for European and worldwide export. **Caroline Henderson's** album *Cinematatic* has sold a total of 59,000 copies and received heavy airplay right after its October release. Henderson won five Danish Grammys last month. Plans for a pan-European release will be finalised in the near future. "The marketing of Caroline's music is a challenge because she doesn't play straight-forward pop songs," says BMG international exploitation manager **Suzanne Kier**. "She has lived in Stockholm, New York and Paris, so her sound is quite international and diverse—it takes a new way of combining elements as far as marketing goes."

Sony will release leading Danish rock band **Sort Sol's** new album *Unspoiled Monsters* (produced by Ian Caple of Tricky fame) in all Scandinavian countries. Another Sony act, the eclectic rock/funk/folk trio **Kashmir**, reached gold with its album *Travelogue*, which was launched in the UK last August and backed by UK tour dates. The act is currently working on a new album with US producer Ron St. Germain (Soundgarden, U2, Whitney Houston). According to local A&R manager **Poul Martin Bonde**, "We've tried to cross borders before, but it's very hard. Kashmir's new album, however, is a very ambitious project, which will attract a lot of attention from Sony Music International."

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Even after 30 years in the business there's no dust on Savage Rose, whose 18th album *Black Angel* (Mega) won a platinum record for 50,000 units sold (now up to 55,000). The album, the band's first to go platinum since 1972, was released in November. The act received a Danish Grammy for Best Rock Band early in February. Pictured are vocalist Annisette and Thomas Koppel at the presentation of the platinum record on "Eleva2ren," a popular Friday night TV show. *Black Angel* recently hit number 1 on the Danish sales chart, after maintaining a position in the top 10 since Christmas. Mega is concentrating on a European release of this English-language album, which boasts the professional sound of George Duke's LA-based studio.

## Old Tax Scrubbed: Sales Up In January

CD sales in Denmark have been on the rise since legislators repealed a 15% tax on CDs from January 1. The tax had been placed on a number of consumer items more than 20 years ago, and only recently lawmakers realised that the law was obsolete. January is normally a good sales month, with winter clearance sales, but this year it was better than usual. PolyGram controller **Jørgen Klarskov** comments, "We had anticipated an increase, and January sales have been higher than normal, but it's too early to say by how much. Retailers have been battling with prices."

Not all retailers reduced prices immediately, and there was some testing to see what the market would bear, but after a few weeks, virtually all CD prices were reduced.

"New releases now generally cost between Dkr120-128 (app. US\$21-23), whereas they cost Dkr150-160 before the tax was repealed," says

**Tim Østerberg**, who runs Casablanca, an independent record shop in Copenhagen. "Soon 20 specialty shops will be placing full-page ads in the media offering 10 new releases for Dkr99 each. And mid-price CDs now cost Dkr60-70—that's cheap. I haven't calculated how much unit sales have risen, but I can definitely see a rise in turnover."

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## How Friendly Is Radio To Locals?

The ratio between national and international music played on the radio in Denmark is fairly close to the ratio of record sales: 31% national and 69% international. Due to the particular legislation in Denmark governing performance rights, cuts from the US may be played freely on Danish radio, which tips the balance of choice for the numerous smaller, budget-conscious stations in particular. But listeners do place demands on what they like to hear.

"We give a high priority to music from Aarhus, both new and older material, and there are big names that are of special interest to local listeners," says Aarhus Naerradio head of music **Jesper Raab**. "Today [Feb. 29] is Gnags day at the station. We've got a contest going in which we give away a CD each hour, and the band is in the studio. The same holds true of TV-2, another Aarhus band which issued a new release a couple of weeks ago. And Nice Little Penguins are also local talent. They're on our A Rotation list. For us the important questions regarding local music are, does it fit into our format and is it good—if so, we play it."

Radio ABC/Randers MD **Stig Hartvig Nielsen** comments, "We make a conscious effort to play Danish music. There is a need for more Danish-language music though, but we try to do as much as possible to present national artists." Radio ABC reaches listeners in central-eastern Jutland. "We play four Danish cuts per hour, around 20-25% of the total," he continues. "That's what people want. Too much Danish music is done in English," he says, adding that there could be

slight differences between tastes in his area and Copenhagen, where more radical music is played.

Radio Viborg head of music **Poul Foged** says, "We like new Danish product, but our [EHR] format sets some limitations. Established names like Thomas Helmig, TV-2 or Gnags, with hit potential and recurrences, break in easily. We're playing names like Charlotte Roel, Maria

Montel, and acts like Me & My, or Me She and Her virtually got their start with us, local radio. New rock constellations have a hard time breaking though, because they may not fit the format and there's not a lot of variation." Foged says that of 15 tracks aired per hour, as many as five are Danish, but he estimates that on the whole 20% is local music.

## Networking Issue Still Unresolved

Denmark may see a revision of its broadcasting legislation in the autumn, if culture minister **Jytte Hilden** submits a proposal by a tentative May deadline. The question of whether networking will be allowed remains unsettled. Ministry media spokesperson, **Vibeke Petersen** had no comment on the viability of the proposal. "They [legislative committee] are negotiating a proposal at the moment. Briefly, those opposed believe that local radio stations were created to be local, while those in favor say that without networking there is no economic basis for radio."

Denmark's largest commercial station, The Voice programme manager **Eik Frederiksen** says that the evolution of local radio in the country has drifted away from the spirit of the law, which created grass roots radio for groups or associations who could use it as local public service or a platform. "While some politicians were saying 'It has to be grass roots radio,'

the law opened the way for advertising in 1985, and at the same time left radio open for market dynamics.

"Denmark is flooded with international TV and radio," he continues. "I think a competitive Danish-language alternative would be healthy. The new law will probably contain something about networking, but will it be for or against it? Limited networking, on news or maybe night radio, is a possibility, but why not go all the way? Politicians should concentrate not on *who* produces radio, but rather *what* are the contents." Frederiksen adds, "There's too much focus on ownership. Politicians could demand broadcasts in Danish, and allow networking."



Caroline Henderson (BMG Ariola) recently won five Danish Grammys for her cosmopolitan trip hop torch songs. She recently played a well-received showcase in Amsterdam for the European BMG marketing staff. Plans for the European release of her album *Cinematazic* will be announced in the near future.

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## Club Venues On Roll

Denmark is a great place to catch new or rising acts. In the past few years, new venues have opened and the Danes are supporting them enthusiastically. What makes Denmark particularly attractive is the absence of an artist tax, in comparison to Norway where it is 30% or Sweden (15%), adding quite a bit to the price of a ticket. International Concert Organisation (ICO) is a prime mover on the club scene. "We've been arranging major shows with all types of music—Cher, Prince, Take That—for 25 years," says **Kim Worsøe** of ICO. "The club scene has become very successful in recent years, especially with US or UK pub bands. We usually

arrange a show in a club with support from record labels, which provide posters and other promotional material. The strategy is to schedule one or two gigs, and often the band will return for a festival performance. Radio and TV are often involved as co-promoters to maximize promotion." Most of the clubs have a 200-400 person capacity, which Worsøe called the "right level" for such gigs.

In mid-April, ICO will arrange six club shows with **Joyrider** (PolyGram) and **Crazy Gods Of Endless Noise** (BMG). Both UK bands have seen initial success at home. The concerts will be held in Denmark, Norway and Sweden.

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# Copenhagen, European Cultural Capital 1996

Being selected as Cultural Capital of Europe 1996 inspired Copenhagen not only to emphasise its wide variety of ongoing music events, but also to inspire many new ones. So much is going on that Danes now just refer to the ambitious arts programme by its nickname, K'96, as though it's an old friend.

In some ways it is, since several familiar and renowned annual events such as the upcoming Roskilde Festival (June 27-30) are involved in the festivities. So was January's Venue Festival, in which for the fourth year running 31 small venues in 22 different Danish cities joined forces to highlight their key role in promoting independent and alternative music. One newcomer to the perennial calendar was unveiled also. Called Update, the biannual event took place in the giant new Turbinehallen venue. As Cultural Capital 1996 music coordinator Xenia Foss explains, "It [Update] is cultural events to do with young artists from all over the world—performers, painters, producers of new technology and musicians. The concept is, as the name says, to update art forms."

between January and June, including the Early Music Festival (April 21-28).

Things weren't always so rosy for K'96, however. Devoting such a large part of the public budget to the arts was quite a controversial undertaking. There were criticisms that there wasn't enough rock music and that there weren't enough internationally huge name performers. There are, in fact, music events scheduled parallel to the K'96 programme, like the Copenhagen Rock Festival (June 14-16) launched this year.

A K'96 ally is Leif Skov, Roskilde Festival MD. He wrote to the organisers suggesting they officially include the prestigious concert event free of charge. Skov explains, "It's a question of supporting K'96. They have a lot of money, but it would be a bit silly to build a twin to an event that exists already. They could spend their money on more interesting events that need the money more than we do." Some Danish acts scheduled at this year's Roskilde Festival are Caroline Henderson, blues/rock act Merzy, rock band Hotel Hunger and Baal.

## Copenhagen 1996/ Selected Agenda

ArtGenda  
Copenhagen Early Music Festival  
Copenhagen Blues Festival  
EBU Folk Festival  
International Jazz Cruise  
Roskilde Festival  
Copenhagen Jazz Festival  
Folk Music Festival At Dragor  
Buskers Festival  
Women's Tones Nordic Music Festival  
SubKult96  
World Music Festival/WOMEX  
Copenhagen Rock'N Europe

March 28-April 27  
April 21-28  
April 25-May 5  
June 7-9  
June 26-July 6  
June 27-30  
July 5-15  
Aug. 2-4  
Aug. 14-15  
Aug. 16-24  
Aug. 15-Sept. 2  
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Nov. 15-24

For more information contact Xenia Foss at tel. (+45)3325.8906

The media has been enthusiastic as well. Foss jokes, "I think it is impossible to book the Danish National Radio to do anything for the rest of the year because they are involved with so many of the projects!" In fact, Danmarks Radio P2 will be broadcasting an ambitious programme of classical music

"The music profile for Roskilde Festival is daring," Foss says. "So it's natural to put it into the programme for Culture Capital 1996." A sampling of other musical events this year are in the box above.

Reporting by Charles Ferro, Chris Marlowe and Thessa Mooij.

(advertisement)

**TRINE REIN**  
NEW ALBUM  
"Beneath My Skin"  
Release in April  
EMI-MEDLEY

(advertisement)

**DEAD**  
ROCK AT ITS BEST  
EMI-MEDLEY

(advertisement)

**Cæcilie Norby**  
Finest Jazz on BLUE NOTE  
EMI-MEDLEY

## Music Biz Bites

DENMARK'S FEMALE DUO Me & My (EMI-Medley) has written history by becoming the first Danish act to reach the coveted number 1 slot in Japan. The self-titled album has sold 500,000 units there, and that's only the beginning, as *Baby Boy* will probably follow suit. *Dub-I-Dub* and *Baby Boy* have been in the Top 20 in 14 European countries, and have broken into the charts in South Africa, Brazil, Canada, Mexico, Singapore, the Philippines and Thailand. A US/UK release date is scheduled soon, and their next single, *Lion Eddie* will be out on April 15. CÆCILIE NORBY'S STYLE reflects the influence of classic female vocalists Nancy Wilson, Dinah Washington and Aretha Franklin, but with a style of her own. Her debut jazz release, *Cæcilie Norby*, was produced by Niels Lan Doky who also adds his own piano to some of the tracks. Other participating



Cæcilie Norby

musicians include Randy Brecker, who also co-wrote a song, Billy Hart and Rick Margitza, while jazz greats Chick Corea and Don Grolnick contributed their pens to other cuts on the disc. The album, released on Blue Note through a direct EMI signing, has topped the Japanese vocal charts with sales over 20,000 units. Rave reviews of Norby's performance in London have boosted UK sales, while France, Belgium and Denmark also report good reactions. The album will be released on Blue Note in the US in April.

CLIFF RICHARD'S FIRST outdoor concert in Denmark on May 30 will be hosted by Copenhagen's Tivoli, the amusement park in the heart of the city. The show is expected to draw 40-50,000 die-hard Cliff fans. Richard will perform on the central stage before what is called "the lawn," an open space in the centre of the park. The only price of admission will be the regular fee for entering Tivoli. "He has a big following here, and he draws a crowd," says Kim Worsøe of booking agency ICO. "Denmark is the only market in the world [apart from the UK] where he enjoys such immense popularity, considering the size of the country." Two days after the Tivoli gig, Richard will be performing his second outdoor concert, this time at Silkeborg Stadium in central Jutland, where a sell-out is expected. SCANDINAVIAN RECORDS (SR) continues to lead the pack when it comes to dance music. The label is currently planning a major project for Danish act

Capman, whose debut single *Do You Like Me* will be released in April. "It's a very international sound and has great export potential," says SR promotion manager Pernille Kaarde. Capman is high on the priority list. Lindby, a Danish pop/rock group, recently released its debut album, and the company sees export possibilities as positive domestic sales are being logged. A new single, *Det Lige Det* from offbeat Diskofil, that cross-dresses to look like Me & My, will be out in the near future. The track parodies an older Eurovision Song Contest entry, and SR expects it to be a strong follow-up to *Aage*, which earned a gold record. FLEX RECORDS is a young and ambitious dance label founded by Kenneth Baker. With his group Dr. Baker, he sold over 100,000 copies of the underground hit *Kaos* in 1990. Apart from handling all of EMI's dance releases in Denmark (Bucketheads, E-rotic, Captain Jack, Josh Wink), Flex licenses material from other labels, and is also active in signing its own productions, that can be recorded in any of the six studios that are part of the Flex complex. For these purposes, it has created four different coloured imprints: Red (pop), Blue (dance), Orange (downbeat) and Green (techno).

ADVERSITY IS A NAME TO WATCH. The label was founded by Peter Gronbæk (former Edel A&R manager) last year in a joint venture with Sony. Gronbæk says he acts as a kind of talent scout and focuses on Danish acts. He landed Grammy winners Me, She And Her. Esther Brohus and Maria Montel, whose new album has been climbing the charts. "I've split my activities into two areas," he continues, "dance music for young listeners and a more mainstream segment for adults. I've cut out rock, as Danish rock is struggling and Adversity is basically an MOR label." Gronbæk has a couple of exciting new projects in the works—one a rap act featuring a female rapper, which has yet to be christened, and the other a project with Anne Morilo. "It's a soul project I'm excited about, especially after the success of Me, She And Her." He adds, "A single will be released before the summer and an album will follow after summer."

THE 20-YEAR OLD POUL HANSEN BALLERUP company, with a 1995 turnover of Dkr200 million (app. US\$36 million), has established itself as a leading Danish independent wholesaler and distributor. Located in the Copenhagen suburb of Ballerup, the premises also house indie label Kick Music, which releases an average of 10 national productions per year. Founded six years ago by MD Michael Quvang and president Poul Hansen, Kick Music has scheduled new albums for release this year from, among others, dance/soul act Family Spirit, rock/pop trio TYG, rock act Royal Hunt, Laura Illeborg, Danish Grammy-nominated Backseat and Beatles cover act Rubber Band.





Eurochart Hot 100® Singles

week 12 / 96

Table with 3 columns of song entries. Each entry includes a rank, week number, title, artist, and countries charted. The table is organized into three vertical columns.

\*\*\*\*\* SALES BREAKER \*\*\*\*\* indicates the single registering the biggest increase in chart points. Recognition of pan-European sales of 500,000 units. A recognition of sales of 1 million units, with multi-million sellers indicated by a numeral following the symbol. The Eurochart Hot 100 Singles is compiled by BPI Communications BV and based on the following national singles sales charts: Music Monitor/Gallup (UK); Full chartservice by Media Control GmbH 0049-7221-368201 (Germany); SNEI/FOP (France); singles: Musica E Dischi/Mario De Luigi, albums: Fimi-Nielsen (Italy); Stichting Mega Top 50 (Holland); Stichting Promuwi (Belgium); GLT/FPI (Sweden); IPI/Nielsen Marketing Research (Denmark); VG (Norway); ALEF MB/TVE (Spain); YLE 2 Radiomafia/IFPI (Finland); IFPI (Ireland); Austria Top 30 (Austria); Full chartservice by Media Control AG 0041-61-2718989 (Switzerland); IPSOS/Mahasz-IFPI (Hungary); © BPI Communications B.V. under license from VNU Business Press Syndication International B.V.





week 12/96

Top National Sellers

UNITED KINGDOM

Table with columns for chart position, album name, artist, and label. Top entries include 'Take That - How Deep Is Your Love (RCA)', 'Robert Miles - Children (Deconstruction)', and 'The Beatles - Real Love (Parlophone)'.

SPAIN

Table with columns for chart position, album name, artist, and label. Top entries include 'Robert Miles - Children (Ginger)', 'Candy Girls - Wham Bam (Virgin)', and 'George Michael - Jesus To A Child (Virgin)'.

DENMARK

Table with columns for chart position, album name, artist, and label. Top entries include 'Babylon Zoo - Spaceman (EMI)', 'Take That - How Deep Is Your Love (BMG)', and 'Everything But The Girl - Missing (Warner)'.

SWITZERLAND

Table with columns for chart position, album name, artist, and label. Top entries include 'Robert Miles - Children (PolyGram)', 'Fool's Garden - Lemon Tree (Intercord)', and 'Coolio feat L.V. - Gangsta's Paradise (MCA)'.

GERMANY

Table with columns for chart position, album name, artist, and label. Top entries include 'Fool's Garden - Lemon Tree (Intercord)', 'Robert Miles - Children (Motor)', and 'Babylon Zoo - Spaceman (EMI)'.

HOLLAND

Table with columns for chart position, album name, artist, and label. Top entries include 'Guus Meeuwis & Vagant - Per Spoor (Xplo)', 'Fluitsma & Van Tijn - 15 Miljoen Mensen (Dino)', and 'Captain Jack - Captain Jack (EMI)'.

NORWAY

Table with columns for chart position, album name, artist, and label. Top entries include 'Savoy - Velvet (Warner)', 'Luniz - I Got 5 On It (Virgin)', and 'Babylon Zoo - Spaceman (EMI)'.

AUSTRIA

Table with columns for chart position, album name, artist, and label. Top entries include 'Fool's Garden - Lemon Tree (EMI)', 'Los Del Rio - Macarena (BMG)', and 'Babylon Zoo - Spaceman (EMI)'.

FRANCE

Table with columns for chart position, album name, artist, and label. Top entries include 'Coolio feat L.V. - Gangsta's Paradise (MCA)', 'Florent Pagny - Caruso (Mercury)', and 'Ophelie Winter - Dieu MA Donne La Foi (East West)'.

BELGIUM

Table with columns for chart position, album name, artist, and label. Top entries include 'Babylon Zoo - Spaceman (EMI)', 'Andrea Bocelli - Con Te Partiro (Polydor)', and 'Robert Miles - Children (BMG)'.

FINLAND

Table with columns for chart position, album name, artist, and label. Top entries include 'Dr. Alban - Born In Africa (BMG)', 'Take That - How Deep Is Your Love (BMG)', and 'Oasis - Don't Look Back In Anger (Sony)'.

PORTUGAL

Table with columns for chart position, album name, artist, and label. Top entries include 'Delfins - O Caminho Da Felicidade (BMG Ariola)', 'Enrique Iglesias - Enrique Iglesias (Bat Discos)', and 'Nick Cave & The Bad Seeds - Murder Ballads (BMG)'.

The Portuguese singles chart has been suspended until further notice by local IFPI body AFP.

ITALY

Table with columns for chart position, album name, artist, and label. Top entries include 'Robert Miles - Children (DBX)', 'Elio E Le Storie Tese - La Terra Dei Cachi (BMG)', and 'Coolio feat L.V. - Gangsta's Paradise (MCA)'.

SWEDEN

Table with columns for chart position, album name, artist, and label. Top entries include 'Babylon Zoo - Spaceman (EMI)', 'Joan Osborne - One Of Us (Mercury)', and 'Celine Dion - Pour Que Tu M'Aimes Encore (Sony)'.

IRELAND

Table with columns for chart position, album name, artist, and label. Top entries include 'Take That - How Deep Is Your Love (BMG)', 'Robert Miles - Children (BMG)', and 'Boyzone - Coming Home Now (PolyGram)'.

HUNGARY

Table with columns for chart position, album name, artist, and label. Top entries include 'Tina Turner - GoldenEye (EMI)', 'Fanny - Elj A Maximumum (Sony)', and 'George Michael - Jesus To A Child (EMI)'.

Based on the national sales charts from 16 European markets. Information supplied by ChartTrack (UK); Full chartservice by Media Control GmbH 0049-7221-366201 (Germany); SNEP (France); Musica E Dischi/Marzo De Luigi, albums: Fimi-Nielsen (Italy); Stichting Top 50 (Holland); Stichting Promuv (Belgium); IPSOS/Mahaas-IPFI (Hungary); GLF/IPFI (Sweden); IFPI/Nielsen Marketing Research (Denmark); VG (Norway); ALEF MB/TVE (Spain); YLE 2 Radionafia/IPFI (Finland); IFPI (Ireland); AFP (Portugal); Austria Top 30 (Austria); Full chartservice by Media Control AG 0041-61-2718989 (Switzerland). Labels listed are the national marketing companies.



Breakin' & Entering

A weekly Eurochart analysis by Ramon Dahmen

This week Robert Miles with his debut Children (DBX) becomes only the fifth Italian signing to reach the pole position of the Eurochart Hot 100 Singles in its 11-year existence...

This week's Sales Breaker award goes to Real Love from The Beatles—the new release from Anthology 2 (Apple). With chart positions in the national countdowns of Denmark (17), Germany (45), Ireland (11) and Holland (40) together with three top 10 positions (see page 19), this new release is getting better results than its predecessor Free As A Bird (peak 3).

In the European Top 100 Albums Sting's latest effort Mercury Falling (A&M) snatches the Sales Breaker award while climbing up 65 notches to number 2. Sting's solo career in the Top 100 albums began in 1988 with Nothing Like The Sun followed by The Soul Cages (1991), The Summoner's Tales (1993) and his hits compilation album Fields Of Gold in 1994.

Eight notches down at number 10 is this week's highest new entry Mike & The Mechanics with its Hits album (Virgin). The compilation is the group's fourth album to Eurochart after Living Year's (1989), Word Of Mouth (1991) and Beggar On A Beach Of Gold (1995).

Eurochart A/Z Indexes

Table with columns: HOT 100 SINGLES and TOP 100 ALBUMS. Lists chart positions, artist names, and album titles.

USA Billboard Top 25 Singles

Table with columns: TW, LW, Artist/Title, Label. Lists top 25 singles in the USA.



Sting

European Alternative Rock Radio Top 25

Table with columns: TW, LW, WOC, Artist/Title, Label. Lists top 25 European Alternative Rock songs.

European Dance Radio Top 25

Table with columns: TW, LW, WOC, Artist/Title, Label. Lists top 25 European Dance songs.

Adult Contemporary Europe Top 25

Table with columns: TW, LW, WOC, Artist/Title, Label. Lists top 25 Adult Contemporary songs in Europe.

The European Alternative Rock Radio (EARR) Top 25 is based on a weighted-scoring system. It is compiled on the basis of playlists of European stations programming alternative rock for 17-34 year-olds, fulltime or during specific dayparts.

The European Dance Radio (EDR) Top 25 is based on a weighted-scoring system. It is compiled on the basis of playlists of European stations programming various styles of dance music for 15-30 year-olds, fulltime or during specific dayparts.

The Adult Contemporary Europe (ACE) Top 25 is based on a weighted-scoring system. It is compiled on the basis of playlists of European stations programming soft pop/rock sounds for 25-49 year-olds, fulltime or during specific dayparts.



Station Reports include all new additions to the playlist. Some reports will also include "Power Play" songs, which receive special emphasis during the week.

AUSTRIA

RADIO CD INTERNATIONAL/Vienna G
EHR
Peter Gruber - Head Of Music
Manfred Portschy - Music Editor

BELGIUM

BRTN RADIO DONNA/Brussels P
EHR
Marc Deschuyter - Head Of Music
Power Play:
Barbara Dex: What Do I Know

BRTN RADIO DONNA/DANSFOLIE/
Brussels P
Dance
Playlist Additions:
Get Ready- Diep Zo Diep

RADIO 21/Brussels P
EHR/Rock
Christine Goor - Head Of Music
Marc Francart/Pierre Dubois - HOM

BRTN RADIO 2-EAST
FLANDERS/Ghent G
EHR
Johan Van Achte - Producer
Playlist Additions:
Celine Dion- Falling Into

RADIO BRUXELLES CAPITALE/
Brussels S
ACE/EHR
Marc Vossen - Prog Dir

Simply Red- Never Never Love
Sting- Let Your Soul Be
Viktor Lazlo- Ces Réves
Houston/Winans- Count On Me

RADIO EXPRES/Antwerp B
EHR/Gold
Marc Dhollander - Head Of Music
Power Play:
Take That- How Deep

RADIO MOL/Mol B
EHR
Sonja Celen - Producer
Playlist Additions:
Boerenzonen- Vliegtuig

RADIO NOVA ALFA/Prague G
ACE
Pavel Hruska - Head Of Music
Playlist Additions:
Al Lancelotti- If I Kiss

RADIO FM PLUS/Pilsen S
ACE
Jan Hanousek - Head Of Music
Playlist Additions:
Coolio- Too Hot

RADIO PROFIL/Pardubice S
ACE
Ales Klinczyk - Prog Dir
Playlist Additions:
Beatles- Real Love

THE VOICE/Copenhagen P
EHR
Eik Frederiksen - Prog Dir
Playlist Additions:
Bizarre Inc.- Keep The Music

ARRHUS NERRADIO/RADIO
COLOMBO/Århus G
EHR
Kent Hansen - Music Director
Power Play:
Nick Cave & PJ Harvey- Henry

ANR/Aalborg G
ACE/EHR
Lars Trillinggaard - Head Of Music
Playlist Additions:
Basic Element- Shame

RADIO VIBORG/Viborg G
EHR
Poul Foged - Head Of Music
Playlist Additions:
Ace Of Base- Never Gonna Say

RADIO SILKEBORG/Silkeborg S
ACE/EHR
Allan Henriksen - Head Of Music
Playlist Additions:
Jackson Browne- Same Bridges

VLR/Vejle S
EHR
Peter Larsen - Head Of Music
Playlist Additions:
Basic Element- Shame

RADIO HOLBÆK/Holbaek B
EHR
Stig Nielsen - Prog Dir
Playlist Additions:
Lotta Engberg- Hall Om Mig

RAADIO 2/Tallinn G
EHR
Immo Mikhelson - Head Of Music
Playlist Additions:
Dr. Alban- Born In Africa

RADIO KUKU/Tallinn G
Rock/ACE
Jaani Riikoja - Head Of Music
Playlist Additions:
Boots- In The Marketplace

KISS FM/Helsinki G
EHR
Maga Vainio - Prog Dir
Playlist Additions:
Ace Of Base- Never Gonna Say

FRANCE INTER/Paris P
ACE
Marc Garcia - Prog Dir
Playlist Additions:
Axelle Renois- Silence Je

FUN RADIO/Paris P
EHR
Benoit Sillard - GM
Caroline Davigny - Prog Dir
Playlist Additions:
K-Mel- Louled

NRJ NETWORK/Paris P
EHR
Max Guazzini - Dir
Playlist Additions:
ST- Anything

WRTL-COUNTRY/Paris P
Country
Georges Lang
Playlist Additions:
Lone Star- No News

RIVIERA RADIO/Monte Carlo G
ACE
Rob Harrison - Head Of Music
Playlist Additions:
Brandy- Sittin' Up In My Room

RTL/WRTL/Paris S
Rock
Georges Lang, Lionel Richiebourg
AL Auteurs

ISABELLE FM/Tocane Saint Apre B
EHR
Patrick Lapeyronnie - Prog Dir
Playlist Additions:
Baby D.- So Pure

OPALIS FM/Le Touquet B
EHR
Thierry Masselis - Music Dir
Xavier DeFrance - Producer
Playlist Additions:
Celine Dion- Le Ballet

ANTENNE BAYERN/Munich P
EHR
Wolfgang Biechele - Head Of Music
Playlist Additions:
Gary Kemp- Little Bruises

BAYERN 3/Munich P
EHR
Jim Sampson - Music Dir
Walter Schmitt - Music Dir
Playlist Additions:
Ace Of Base- Never Gonna Say

EINS LIVE/KULTPARADE/Cologne P
Alternative/Rock
AL Nick Cave
HR 3: DER BALL LIST/RUND/
Frankfurt P

RADIO NRW/Oberhausen P
ACE
Jeff van Gelder - Head Of Music
Playlist Additions:
Ace Of Base- Never Gonna Say

SWF 3: POPSHOP HITLINE/
Baden Baden P
EHR
Jörg Lange - Producer
Playlist Additions:
Angelique Kidjo- Wom

DELTA RADIO/Kiel G
Rock
Adam Hahne - Prog Dir
Frank Wilkat - Head Of Music
Playlist Additions:
Ace Of Base- Never Gonna Say

Loe Del Rio- Macarena
Mighty Dub Cats- Magic Carpet
Toto- The Turning Point
Wet Wet Wet- Morning

ORB/FRITZ/Potsdam G
EHR
Bernad Albrecht, Frank Menzel,
Jens Molle - Producers
Playlist Additions:
Culture Beat- Crying In The Rain

ORB/FRITZ: FRITZ ROADSHOW/
Potsdam G
EHR
Bern Albrecht, Frank Menzel,
Jens Molle - Producers
Playlist Additions:
Foo Fighters- Big Me

RADIO ENERGY/Munich G
Rock
Stefan Höper - Prog Dir
Playlist Additions:
Edwyn Collins- Keep On Burning

RADIO FFM/Frankfurt P
EHR
Ralf Blasberg - Head Of Music
Playlist Additions:
Paul Carrack- Eyes Of Blue

RADIO KÖLN: COLOGNE CHARTS/
Cologne G
EHR
Uwe Spörl - Prog Dir
Ludwig Schieffer - Prog Dir
Playlist Additions:
Baby Zoo- Spaceman

SDR 1/Stuttgart G
EHR
Hans Thomas - Producer
Power Play:
Vangelis/Nordenstamm- Ask

RADIO GONG 2000/Munich S
EHR
Andy Wenzel - Head Of Prog
Power Play:
Phil Collins- Somewhere

Loe Del Rio- Macarena
Mighty Dub Cats- Magic Carpet
Toto- The Turning Point
Wet Wet Wet- Morning

ORB/FRITZ/Potsdam G
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Vangelis/Nordenstamm- Ask

RADIO GONG 2000/Munich S
EHR
Andy Wenzel - Head Of Prog
Power Play:
Phil Collins- Somewhere

HET STATION/Hilversum P
EHR
Jan Steeman - GM
Power Play:
Linda/Ross/Jessica- Alles Of

AL Auteurs
Celine Dion
De Posse
Horn/Plenty
Jackson Browne
Ké
Underworld

NPS KORT EN KLIJN/Hilversum P
EHR
Tom Blomberg - DJ/Producer
Corné Klijn - DJ/Producer
Power Play:
Linda/Ross/Jessica- Alles Of

RADIO 2/Hilversum W
ACE
Gina- De Wereld Is Van Jou
Rob de Nijs- De Donder
Sandra Reemer- Mensen Zoals

RADIO 3/Hilversum P
EHR
Paul van der Lugt - Coord
Power Play:
Linda/Ross/Jessica- Alles Of

TROS RADIO 3/Hilversum P
EHR
Klaas Samplonius - Head Of Music
Power Play:
Linda/Ross/Jessica- Alles Of

SDR 1/Stuttgart G
EHR
Hans Thomas - Producer
Power Play:
Vangelis/Nordenstamm- Ask

RADIO GONG 2000/Munich S
EHR
Andy Wenzel - Head Of Prog
Power Play:
Phil Collins- Somewhere

RADIO GONG 2000/Munich S
EHR
Andy Wenzel - Head Of Prog
Power Play:
Phil Collins- Somewhere

HITRADIO VERONICA/Hilversum G
EHR
Rick Romijn - Head Of Music
Playlist Additions:
Bennie de Haan- Linda

LOVE RADIO/Amsterdam G
ACE
Elliott Robinson - Music Dir
Playlist Unchanged

KINK FM/Hilversum S
Alternative/Rock
Unico Glorie - Prog Dir
Playlist Additions:
Ben Arnold- Light Of Love

RADIO BRIDGE/Budapest G
ACE
Orolyva Megyeri - Head Of Music
Playlist Additions:
Celine Dion- Because You

BYLGJAN FM 88.9/Reykjavik B
ACE/EHR
Agúst Héðinsson - Music Dir
Playlist Additions:
2Pac- California Lover

2 FM/Dublin P
EHR
John Clarke - Prog Dir
Playlist Additions:
Bon Jovi- These

ITALIA NETWORK: LOS
CUARENTA/Udine P
Dance
Sascia Marvin - Prog Dir

ITALIA NETWORK: LOS
CUARENTA/Udine P
Dance
Sascia Marvin - Prog Dir

ITALIA NETWORK: LOS
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Dance
Sascia Marvin - Prog Dir

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For international licensing please contact  
Dennis Kronborg (MOR artists) or Michael Gulddammer (dance labels).

For international signings/licenses please contact  
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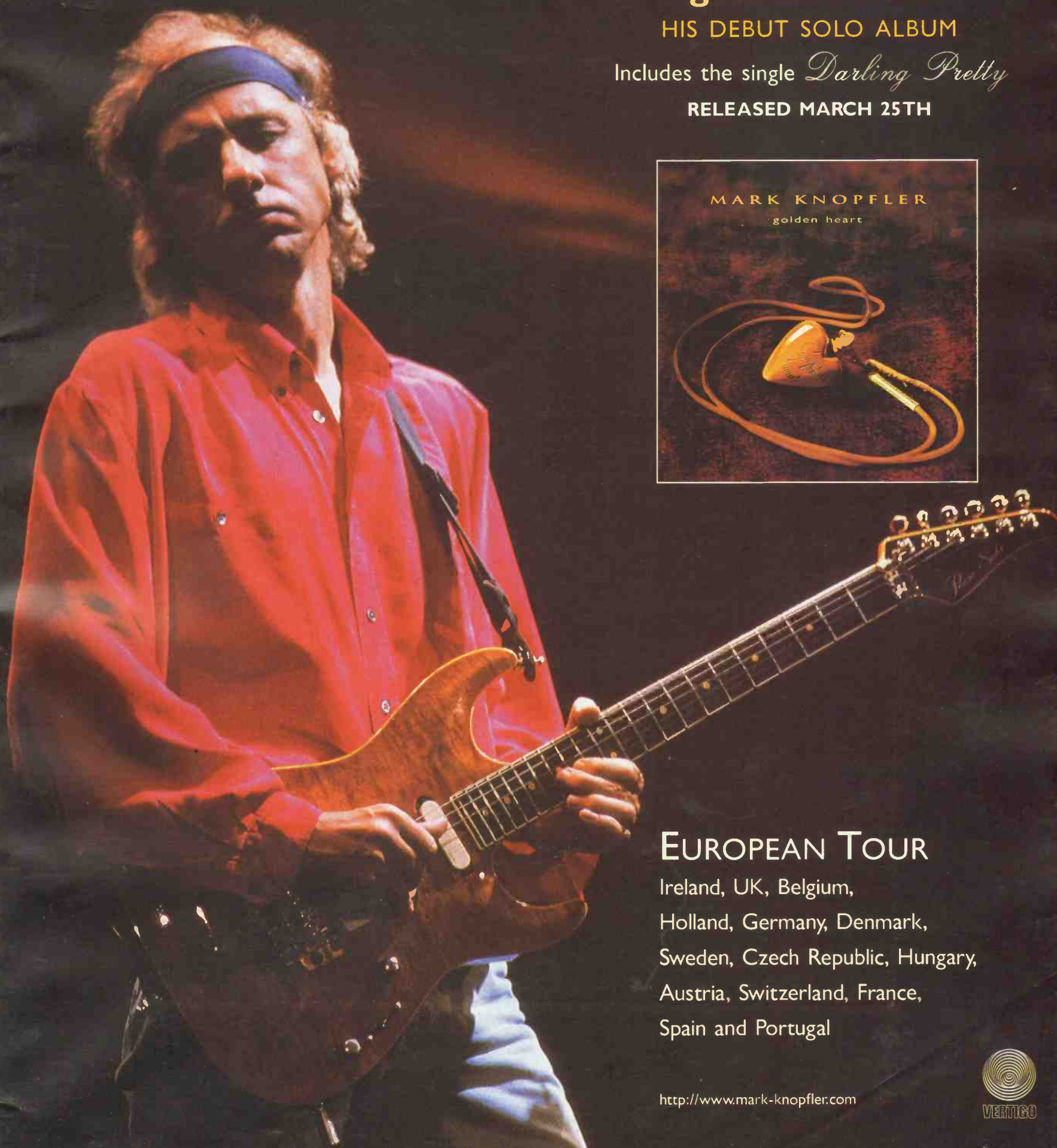
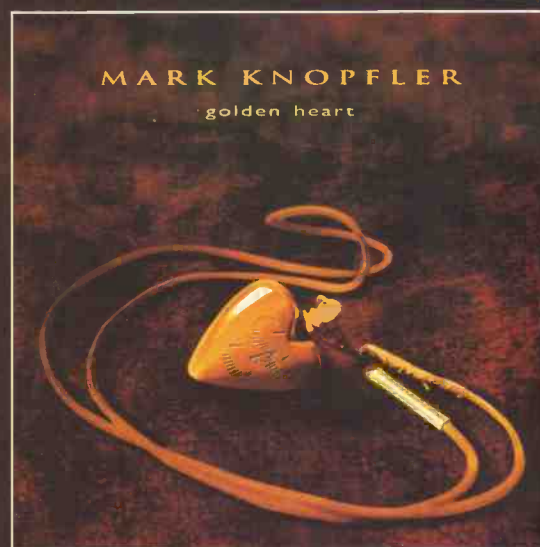
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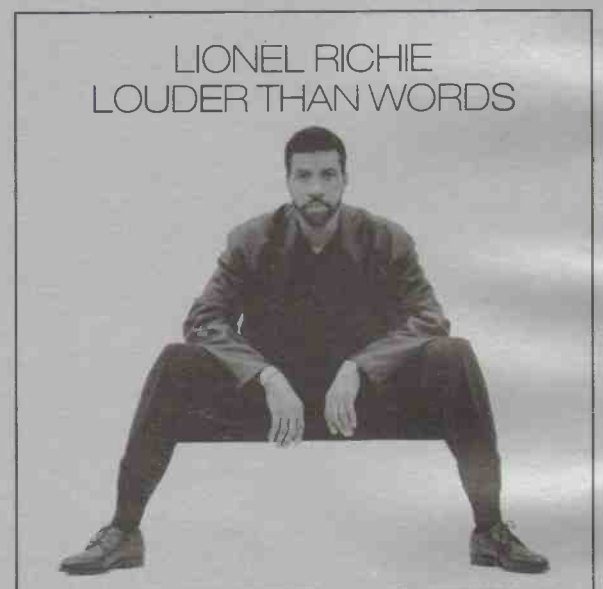
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**Spain** - Esto Es Espectaculo **UK** - Top Of The Pops **UK** - National Lottery Live

Single - produced by Jimmy Jam & Terry Lewis.

Album - produced by Lionel Richie, James Anthony Carmichael, Jimmy Jam & Terry Lewis and David Foster.

Management: Freddy DeMann, The DeMann Entertainment Company.

