Cartel Allegations Abound In Italy

by Mark Dezzani

ROME - Italy's IFPI recognised trade federation FIMI and its five major members are being investigated by the country's anti-trust authority following allegations that they have been operating a cartel to fix prices.

The move follows a report from Italy's record retailers association Vendo-musica outlining potentially anti-competitive practices adopted by FIMI members, who deny the charges. Italy's anti-trust authority L'Autorità Garante della Concorrenza e del Mercato, headed by ex-prime minister Giuliano Amato, concluded its preliminary research at the end of October and has published its intent to go ahead with a judicial investigation.

An official communique from the anti-trust authority states, "We have decided to have new heads of the industry's main radio and TV groups as well as advertisers and ad agencies, offers a nationwide ratings system. Known as 75,000 Médiamétrie, it's based on a series of interviews with listeners. Every day 250 people are polled by phone throughout France and asked which stations they tuned in to the previous day. The results are published quarterly.

IPSOS technology uses a diary system whereby listeners write down what they have listened to each quarter of the hour. At present 3,000 people aged over 14 in 2,000 Paris

New Music Chiefs For BBC Nets

by Jonathan Heasman

LONDON - BBC Radio 1 and 2 are to have new heads of music following further restructuring at BBC Network Radio.

The two new positions (which will both be titled head of music policy) will come under the auspices of the BBC's new Broadcast division, and will be advertised shortly.

The individuals appointed to the posts will be responsible for proposing and agreeing the station's broad music policy with the network controllers, and will implement the policy through overall control of music scheduling, including the chairmanship of weekly playlist meetings.

Laps To Be Warmed Up By Spice Girls

Virgin has organised a unique worldwide Spice Girls competition, flying 100 competition winners from 16 countries to Lapland to meet the Spice Girls and Santa Claus in person on December 5. They will be accompanied by key media representatives from the same territories. As Virgin UK international marketing manager Bart Cocks explains, 'Now that the Spice Girls have been number one in 27 countries all over the world, it would be impossible to give every territory the promo opportunities they would need.' The trip will involve a private audience with Santa Claus, crossing the Arctic Circle, an igloo dinner and a snowmobile ride to a reindeer farm.

MTV Winners Announced

LONDON - The third MTV Europe Music Awards brought pop music back on to prime time TV and showed that the station's regionalisation comes at a time when European artists need all the media attention they can get.

With the notable exception of Oasis, US artists are still first choice with MTV Europe's viewers. Just three European artists walked away from London's Alexandra Palace with one of the nine music related awards on November 14. British rockers Oasis make up for the small number by claiming two awards straight away. The five continental European nominees went home empty-handed.

For a list of the winners, see page 24
Virgin Launches New Dance Label

Mario Nicoletti has been appointed to head Virgin Italy's new dance label VCI. 

Italian musician and Virgin's international editor-in-chief, Emmanuel Legrand has been appointed editor-in-chief of Music & Media, signalling a new phase of development and growth at the publication. His appointment takes effect on November 1.

Emmanuel Legrand has been appointed editor-in-chief of Music & Media, signalling a new phase of development and growth at the publication. His appointment takes effect next month as Music & Media—part of the Billboard Music Group—relocates its headquarters to London from Amsterdam (separate story, this page).

Legrand, 37, who has been the magazine's French correspondent and bureau chief for the past nine years, will succeed Machgiel Bakker as editor-in-chief. Bakker is in January taking a senior post with Holland's Stichting Mega Top 100 organisation.

Both media and music figure in Legrand's experience. He has written for such publications as Billboard, TV World, European Video Review and Broadcast, and in 1987-88 was editor-in-chief of Show Magazines, the French music trade paper. Later, he co-founded Export Music Association, an organisation dedicated to promoting French music abroad, and served as its president.

In his new Music & Media post, Legrand will be responsible for all aspects of the editorial operations, and for the publication's further expansion from a new European headquarters. This is a challenging role, and there's no one more qualified than Emmanuel to succeed Machgiel Bakker," says Adam White, the Billboard Music Group's international editor-in-chief.

Emmanuel's knowledge of Europe's media and music industries, honed through the years of reporting from one of the region's most dynamic markets, ensures that Music & Media will continue to push the needs of its readers first and foremost. On this foundation, we plan to expand on the legacy built by Machgiel Bakker and his team." Bakker was a co-founder of Music & Media in 1984. He will join Stichting Mega Top 100 as managing director, where he will oversee its research and chart business, including the launch of a new Dutch top 10 singles ranking.

"Since its creation—and before the concept of Europe's single market was fashionable—Music & Media was driven by the belief that European radio and music markets were a reality," comments Legrand. "Today that vision is more valid than ever, and Music & Media has become those markets indispensable information tool."

"Readers who have supported Music & Media around Europe must know that, from Legrand, it will continue to provide unparalleled coverage of their business, designed to serve them better than ever before. It's an exciting challenge for me as a European citizen."

New London HQ

Music & Media is moving its corporate head- quarters to London. The move to London makes sense, for many of Music & Media's readers are based in the major music and radio markets.

Comments group publisher, Philip Alexander. The move to London makes strategic sense, for many of Music & Media's readers are based in the major music and radio markets. We have advanced plans to improve and expand Music & Media's editorial and chart information. The relocation of operations to London creates the opportunity for us to improve and expand Music & Media's editorial and chart information. The relocation of operations to London creates the opportunity for us to serve our customers better than ever before. It's an exciting challenge for me as a European citizen."
CLT Station Scoops East Midlands Licence

by Jonathan Heasman

LONDON - A CLT-backed station mixing soft AC music with news and talk has been awarded the hotly-contested East Midlands regional licence by the Radio Authority. Radio 106 FM (East Midlands Broadcasting Co Ltd) was an application from Investors In Radio, the radio investment group owned jointly by CLT UK Radio and Border Television. Like fellow regional stations Scot FM and Century Radio, Radio 106 will offer a roughly equal 50/50 balance of music and speech, which will be fully integrated throughout the day.

Radio Investments' Ron Coles, who will become Radio 106 FM's managing director, says, 'There was a gap in the market for a station with a broad appeal— I don't think there was a sufficiently big gap for a particular music genre.' Coles believes the new station will be 'complementary' to the hot ACE stations operated in the area by the GWR Group, but is likely to take listeners from BBC Radio 2, BBC local radio and GWR's gold service GEM AM.

'The music on Radio 106 FM will, according to Coles, be a mixture of soft adult contemporary and dance, 'first listen to' and easy listening from artists such as Freddie Mercury, Paul McCartney, Paul Simon, Dr. Hook, The Carpenters and The Beautiful South. There will also be a strong soul/Motown element to the programming in response to listener research carried out in the area.

Although the station will target a broad 20-54 age group, Coles acknowledges that Radio 106 FM's melodic music and high speech content is likely to have a strong appeal to the 'grey' market, which has traditionally been underserved by commercial radio in the UK. 'It is an area which advertising world hasn't really woken up to yet, and we will want to try to change that,' he says.

The Radio Investments application beat off a total of 12 competitions for the eight-year licence, including pitches backed by Capital Radio, the GWR Group, Kiss FM, Choice FM and Chrysalis Radio. Over half the applicants were proposing some form of dance station (Music & Media, June 1).

Coles concedes that the under-25s in the East Midlands are 'slightly under-represented by commercial radio,' but adds, 'Research indicated that there was no great requirement for a dance station,' and that (in percentage terms) the area's under-25 demographic will be shrinking over the next eight years.

Radio 106 FM, which will serve an adult population of 1.5 million based around the cities of Nottingham, Derby and Leicester, is currently looking for premises in the Nottingham area, and hopes to be on the air by September 1997. Its programme controller will be Ken Wharburton, formerly station manager at BBC Radio Nottingham.

In other licence awards announced at its members meeting last week, the Radio Authority has made awards to Cambridge Community Radio and Medway FM Ltd.

Radio Deejay Pulls Seven Cats Out Of The Bag

by Mark Dezzani

MILAN - Italy's top private radio network, Milan based EHR Radio Deejay swept the board again at this year's Telegatto awards. One of two principle awards ceremony for the radio industry, the Telegatto (Tele- cat) awards are voted for by the readers of the country's leading TV and radio listings magazine Sorrisi TV e Canzoni and viewers of Telemontecarlo's music magazine "Roxy Bar". Radio Deejay took the gold Telegatto award for best station, best music programme ("Deejay Time"), best male DJ (Alberto Baldini) and best female presenter (Pialetta), best radio voice (Limas), best radio variety show ('Tutti Per L'Uma' presented by Marco Baldini) and best radio news.

The remaining three categories went to Rete 105's "Happy Days" programme for best radio programme, Rai Radio 1 magazine

programme "Radio Zarro" presented by Oliviero Bega for best information programme and Rai radio 1 and 2 for best sports programme. The awards were televised live on Telemontecarlo's popular music programme "Roxy Bar" presented by Red Ronnie. Radio Deejay also won two silver awards for best radio programme and best sports programme.

Radio Deejay's programme director Limas commented on the station's continued success, 'We have a young audience profile and we know how to talk to them, but also how to listen to find out what they want. In addition, we take risks musical- ly, playing new trends well before our competitors,' says Limas.
VNU Curbs Radio Investment

by Christian Lorenz

AMSTERDAM - Publishing house VNU is determined to put a ceiling on its broadcasting interests and focus on TV production instead.

VNU enters the TV production market with the acquisition of a 49.9% stake in Amsterdam based production company IDTV for an estimated HFL 51 million (app. US$32 million). At the same time VNU announces its intent to sell a 44% share in loss making Belgium TV station RTL 5 and low market shares for Veronica TV, Hitradio Veronica at RTL 5 and Veronika FM. Losses Veronica as well as EHR station conglomerate which operates TV Group (HMG), the Dutch media company.

We are fairly optimistic about HMG's future perspectives," comments VNU PR manager Maarten Schikker on the rumours. "VNU will certainly stay involved in HMG. However, any further expansion of our activities in the broadcasting sector is highly unlikely." TV production is fast developing into the real money spinner of the media world. IDTV reached HFL 60 million turnover in 1995 and has a gross profit margin of 12%. The company's net profit was HFL 4.7 million last year. Holland's leading production company Endemol makes HFL 640 million turnover and boasts a 16% gross profit margin. According to Schikker VNU also sees more synergies in this sector. "VNU understands itself as a supplier of contents," says Schikker. "In the long run our priority will be TV production."

The ID TV acquisition brings VNU together with UK media group Chrysalis which holds the majority stake of 51.1% in the production house. Together, the Dutch-British alliance has the power to gain a strong foothold in the European TV market.

Radio Reveals Restaurants

by Mike McGeever

LONDON - UK broadcasters are competing for listeners' appetites as well as their listening hours as they develop business opportunities away from the airwaves.

The station that's always making news

News Reporters (Contract Positions)

UK/Sweden/Holland/Germany/Italy

There can be no doubt that MTV leads the world in innovative music programming and entertainment, but thousands of viewers also depend on us to deliver up to the minute news bulletins too. That's where you come in.

As a News Reporter you will be responsible for researching, writing and producing fast-moving hard news reports, music and youth culture features and for presenting them to camera. You will work alone for much of the time but will report daily to your News Editor.

You should have two years' experience of researching, directing and editing, preferably gained within a radio or TV newsroom environment; and you should relish the responsibility of working autonomously. You must speak fluent English and a second European language would be advantageous. You should also have a demonstrable interest in music and youth culture.

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THANKS TO ALL THE ARTISTS, PRESENTERS AND LABELS FOR SUPPORTING AND PARTICIPATING IN OUR AWARDS SHOW AND HELPING TO MAKE IT THE EVENT OF THE YEAR.
New Soundtracks Sweep Europe

What is the secret of a successful soundtrack? Music business marketing executives agree that a blockbuster certainly helps, but soundtracks sometimes assume a life of their own, and they occasionally even help sell the film. Sally Stratton focuses the lens on this winter's offerings.

OLYGRAM International vice president international marketing Mike Allen says a successful soundtrack needs, "a hit single, and preferably one that's well positioned in a hit movie." MCA International marketing director Max Muller agrees, but thinks there's more to it, "It's two-fold: firstly you have a massively successful single on a soundtrack, such as Coolio and Dangerous Minds, or you have the soundtrack of a very credible film like Pulp Fiction. We've sold some four million albums internationally and it's still selling really well. But the film has hardly been shown on a large scale in any territory outside of the UK."

EMI Music Europe strategic marketing product manager Mary Neustead cites the music from another cult film "Train spotting" as an example of an ideal soundtrack. "It worked so well because the music matched the film completely, and it was a music-oriented film. For me the soundtrack must fit the film, and you must want to buy it when you leave the cinema.

Parking Lot Test
The "parking lot test" is what Warner Music Europe marketing director US labels Andy Murray calls it. "If you still feel it's a good film when you reach the end of the parking lot, then you'll tell your friends and say to yourself, 'Wow, I have to get the soundtrack.' It should be a situation where the film sells the record, but failing that you can have some success if the film has a strong of high profile hits."

PolyGram is currently working the Hollywood Towers soundtrack to "The Crow" sequel "City Of Angels," which is gradually being released across Europe. "It's just a great alternative rock album, every track on it's unique to the soundtrack," says Allen. His other current project is "The Nutty Professor," an Eddy Murphy film with an all-Def Jam soundtrack, including tracks by Outkast, The Notorious B.I.G. and Case. "We're treating it as a label compilation as well as a more conventional movie soundtrack," says Allen.

In the new year his priority will be "When We Were Kings," a PolyGram Films documentary shot in the run-up to the historic "Rumble in The Jungle" fight between Mohammed Ali and George Foreman in 1974, and only recently edited and finished. The soundtrack features music from the period and some new material.

"When We Were Kings" is not to be confused with one of EMI's upcoming projects, "The Last Of The Kings." This Irish film is set in Dublin in 1977 with a soundtrack including tracks by Thin Lizzy, Elvis Costello, Dr Feelgood, Mott The Hoople, the Buzzcocks, Ace, Gallagher and Lyle, Mink De Ville and Tom Robinson plus a new track by Ash and incidental music by Michael Convertino.

Most of the company's soundtracks are released on the EMI Premier label, and among the new priorities is "Romeo And Juliet," a 20th Century Fox production directed by Baz Luhrmann of "Strictly Ballroom" fame. This '90s interpretation of the Shakespeare classic has an alternative soundtrack including songs by Garbage, Everclear, Gavin Friday, Des'ree, Kyn Mazelle, Butthole Surfers, Radiohead, the Wannadies, the Cardigans and Stina Nordenstam. The album was released in the US last month, but will come out in Europe in February as an enhanced CD offering multimedia and Hollywood Records soundtrack of "Spacejam" (see below) is the PolyGram's current project, "The Last Of The Kings." The album is due out in March with a new single from the soundtrack to be "R. Kelly's I Believe I Can Fly" which Jive Records will start promoting in the UK, Benelux, Austria, Germany and Switzerland at the end of December.

This sort of gap between the release of the soundtrack and the cinema release is not at all unusual in Europe and calls for an awareness-building campaign, often spread over several months. With "Spacejam" for example, Murray has alerted his territories to advance information about the film, sending them trailers, finished CDs to be used for competitions and a detailed breakdown of the pan-European merchandising operations around the film. Murray says he feels that attitudes to rush release film singles to fit in with the US market are changing in Europe. "We've worked enough soundtracks that people will believe us if we say 'actually, guys, it will be more successful if we wait.' So there's less pressure than there would have been 10 years ago when the country of origin would say 'you've got to get it out now.'"
BUY THE SOUNDS THAT GO TO THE PICTURES

FEATURING THE SINGLES

Supercop:
Warren G., featuring Adina Howard
(What's Love Got To Do With It)

Beavis & Butthead:
Red Hot Chili Peppers (Love Rollercoaster)
LL Cool J. (Ain't Nobody)

Curdled:
Featuring Spain's No. 1 artist Rosana

Daylight:
Donna Summer/Bruce Roberts
(Whenever There Is Love)

Bulletproof:
Salt N' Pepa (Champagne)
Working The Waves

Across Europe, ratings at gold formatted stations are generally on the decline. In a special edition of our regular "Clockwatch" feature, Music & Media looks at how gold services are tackling the problem, and analyses the music choices and presentation styles being adopted.

MUSIC & MEDIA NOVEMBER 23, 1996

by Jonathan Heasman

■ CLOCKWATCH

Recent evidence suggests that Capital Radio is putting its faith firmly in personality radio in its battle to retain pole position in London's radio wars. Examples of this can be seen everywhere, from the new Capital FM logo (featuring a beaming sun to emphasise the station's "sunny" personality) to the group's recent restructuring which focuses the broadcaster's resources firmly on the programming product.

Another example of Capital's drive for personality can be seen through the coming and goings at its oldies station, 1548AM Capital Gold. Although the Gold service launched as a "personality" station in 1988 with household radio names like Kenny Everett, Tony Blackburn and David Hamilton, in the last year or so it has been very music-driven with younger, lesser-known presenters. Even Tony Blackburn had been sounding very formatted! However, all that has now changed with a renewed commitment to personality and speech as group programme director Richard Park tries to turn round Capital Gold's long-term ratings decline. The station has hired infamous "shock-jock" Caesar The Greazer to present an all-talk night-time show, and comedian Mike Osman has been slotted into mid-mornings.

Park says that what he is trying to do at Capital Gold—that is, combine gold music with very contemporary and entertaining speech—is "a revolutionary new format: no-one else is doing it. We're programming [the speech] as young as the [Capital] FM service; it's the music that's different."

Mike Osman is a stand-up comic who was spotted by Park when he was doing an after-dinner speech at a boxing function. "He had all the gags but also that crucial warmth which you need for radio," recalls Park. Osman is joined on-air by his production team, "The Naughty boys," giving the show a kind of "hoot-esque" format which one is more used to hearing at breakfast-time rather than mid-mornings. Osman's show is thus a welcome change from the increasingly suffocating US ethos of "personality for breakfast and music all day long."

The half-hour of Osman's show concentrated revolved largely around one of the morning's news items—that Jerry Hall had filed for a divorce from Mick Jagger. As well as a cue for a couple of lyrically-relevant Stones classics, the story was also an excuse for Osman to dust down his impressions of Jagger. Like many impressionists, however, Osman suffers from the vocal accuracy of his impression not being matched by its content.

Osman's humour is certainly not "cutting edge"—on this evidence he appears to come firmly from the old school of "nudge, nudge wink, wink" comedy. Most of his humour stemmed from stories in the tabloid newspapers and a rather tiresome repetition of his catchphrase "Naughty But Nice."

This was a slogan first used in the UK in the '70s to promote the sale of cream cakes, and its constant repe-
Gold Mine

Bruno Ployer, managing director of RDS2, says his station's peak listening also occurs mid-mornings in work and in-car situations, and that later this month the station will introduce "live-assist" presentation in the mornings between 06:00-12:00 (and again during afternoon drive) to liven up the previously automated output. "Rather than hire personality presenters, we are looking for competent broadcasters who will speak every four records and string together different information elements including traffic, weather and news. Given the listening habits of our core audience it is important to maintain a strong musical flow," says Ployer.

He adds, "We are really more of a lifestyle music station than an oldies station. We target 25-45 year-olds with a soft ACE type of format, of which 20% is current hits, 25% recurrents, and 50% oldies from the '60s to the '90s. About 30% of our output consists of Italian music."

Core artists on RDS2 include The Beatles, Barbara Streisand, Whitney Houston, The Commodores and US soft rock acts like Rascal Flatts and Boston. "We have a tight music policy and are very selective in our musical choice," says Ployer. "Our current list comprises of 3,000 tracks, and our oldies archive totals 1,200 titles. Regional news and sports coverage is also an important part of RDS's output, which features hourly news bulletins on the half hour. "Sunday afternoons we also have live reports on matches featuring our local teams, Roma and Lazio."

In the same Audiradio survey covering the second quarter of this year, RDS2 registers with a national audience of 216,000 listeners daily, RDS2's highest listening figures to Radio Italia SMI Anni 60, but in a smaller market. With 216,000 listeners every day, RDS2 is now third amongst Lazio's regional stations, whilst in Lombardy, Radio Italia SMI Anni 60 is in seventh place in the regional league table.

These healthy listening figures, achieved despite (or maybe because of) the two stations being automated, gives hope for the future of the gold format in Italy. With the first generation of Italy's personality top 40 DJs' exiled on Italy's commercial radio revolution in 1976 heading for middle age, perhaps the time is ripe, as Classic 105's former head of programming Costella suggests, for a fully blown gold network to try once again to conquer that one million listener mountain.
Nashville Hits Its Prime On German TV

German TV viewers will get a prime-time look at some of Nashville's hottest talent when ZDF Network broadcasts "An American Night," a 60-minute concert special as part of its popular "Power Vision" series. Hosted by Uwe Huebner, the special will telecast on November 28, reaching a possible four million viewers.

by Karen Holt

ZDF thinks the broadcast could finally show the German public that Country music is no longer just about cowboys and truckers. "Country Music has a new direction," said the show's producer Sieciechowicz. "It is set to become the most influential trend in pop music at the end of the '90s." The scheduled artist line-up is set to become the most influential artists of the decade. The plan is for Nashville to finally show the German public that it has a new direction. "Coun-

John is a great person to show them this.

BMG Ariola is also closely involved in the show with acts Michelle Wright and BR5-49 in the line-up, and promotion is being tied in to ongoing activities around their Nashville artists. The label just wrapped up the first stage of its That's Country My Friend camp-

The labels involved are making the most of opportunities presented by the ZDF show. EMI has organised a media showcase and concert for John Berry in Cologne, for which tickets already are being snapped up as far afield as Holland and Belgium. Manuela Kohn, general manager of US/UK repertoire at EMI, is convinced that "An American Night" will win Berry new fans in Europe as well. "It's a great opportunity to have John on a prime-time show like this," says Kohn. "Everyone thinks Country is boring, while it's just the opposite!"

Soundtracks

beaten in Europe, even though the film will not open until early spring, and then only in some territories. The four main tracks are the first two singles Missing You by Gladys Knight, Chaka Khan, Brandy and Tamia and Set It Off by Organised Noise featuring Queen Latifah (who also has a cameo role in the film) which was an instant airplay hit on UK radio.

MCA takes advantage of the current soundtrack of cop thriller Bulletproof to launch its new signing Salt 'N' Pepa. The US trio's single from the film, Champagne, comes out in early December, but the film has yet to be scheduled in Europe. MCA is also about to release the soundtrack to Daylight, the new Sylvester Stallone film with a score by Randy Edelman and featuring a duet by Donna Summer and Bruce Roberts titled Whenever There Is Love. This is being released as a single at the same time as the album on November 19, with the film opening next month both in the US and on the Continent, while the UK has to wait until January. Muller is optimistic that this synchronised timing will ensure that MCA gets a hit single and a hit album while distributor UIP gets a hit film.

Sister company East West has a soundtrack project with a difference. Chris Rea has written, produced and provided the music for a new British production "La Passione," which premieres at the London Film Festival on November 14. "It's not your normal film and it's not a normal album either," says Rea. "It's very left-

More From Sony

One Fine Day (Columbia) featuring new songs from Tina Arena and Shawn Colvin To Gillian On Her 37th Birthday (Epic) with a score by James Horner Tint Cup was released in September.

That Thing You Do is about the manager of a rock band, set in 1964 and features a batch of new songs, all recorded in period style.

That's Country My Friend.
EMI Launches Taiwanese Superstar Stella

by Thessa Mooij

AMSTERDAM - When Taiwanese pop singer Chang Chiu Fang says she considers herself 'a revolutionary', she's not talking politics. A ten year career has earned her superstar status in Taiwan. Major record companies in South-East Asia predominantly work internationally and local artists. In what seems to be a first, EMI Taiwan has decided to export a local artist to the rest of the world, reversing the flow of Western product being imported in the region.

The South East Asian market is highly competitive. Audience loyalty depends for a large part on the artist's availability for promotion. Keeping a highly visible profile, sometimes aided by film parts and other crossover activities, is essential. But there is more to Chang, or Stella as she calls herself, for the Western market, than just hard work. The tracks on her album Stella, to be released by EMI internationally in December, reveal a poppy ACE singer à la Celine Dion or Donna Summer. Stella, whose sister gave her that Western name 'because she thinks 'Stella' symbolises the brightest star, is somewhat relieved by her unknown status in Europe. "The press here don't ask about my personal life. I feel much more at ease here. At least nobody here asks how tall I am! They ask me about my music instead. It's a good feeling to walk down the street anonymously, which I can't do at home." Additional reporting by Sally Stratton

EMI's first step was organising an international press day in the Abbey Road studios, where she was also being interviewed by Reuters TV, World Television News and MTV Asia. When asked whether she feels like a pioneer, Stella responds, laughing, 'I'm a revolutionary! Nobody knows what's going to happen here.' Emotion is the key word to Stella's style as she herself explains. "Through my voice and with my heart, I feel close to people. They can tell what's within me." Although Stella doesn't rule out singing in English 'when the time is right', there are no immediate plans in that direction. "Stella would like to introduce Mandarin music to the European market. We really don't know what the impact would be, but EMI will do its best to market it. It will take time, but maybe one day we can introduce Asian music to Europe."

Bentley is encouraged by the four million units Stella sold in Taiwan alone. 'EMI is the leading company in Asia. We want to develop her existing fan base by getting her to sing in other languages like Cantonese (as spoken in Hong Kong) and (native Taiwanese language) Hokkien. That way she could become a bigger superstar like Hong Kong artists Jeff Chang or Faye Wong.

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Keeping The Faith In Hamburg

US country stars don't often find time in their busy schedules to visit Europe. The highly successful Mississippi native Faith Hill recently embarked on her first trip to the Continent to promote her album Piece Of My Heart, which was especially conceived for the European market by WRA Germany. Her first stop was Hamburg, where she visited the WEA office. Pictured l-r: Hans-Otto Villwock (product manager WEA), Jimmy Johnson (tour manager), Faith Hill, Dagmar Spremberg (Kick), Bob Saporiti (president Warner Nashville), Gerd Gebhardt (MD WEA), Sandra Westerman (management), Anja Westphah (PR co-ordinator WEA).

Music Market Place

Send your samples, for which licence and/or publishing rights are still available, to Music & Media attention of Thessa Mooij.

Additional reporting by Sally Stratton

NOVEMBER 23, 1996

MUSIC & MEDIA
Singles

**SPEEDY**

*Boy Wonder* - Boilerhouse/BMG d/ehr

An inspiring horn section sets the tone for this speedy tune by these British newcomers. Then you discover the remarkable vocals, the Motown-beat and the clever lyrics about the most beautiful bodyparts of today's rockstars. You could blow up your speakers with this brilliantly energetic single.

**CB MILTON**

*If You Leave Me Now - Byte* ehr/ace

This well-known Chicago hit is now in stereo. CB Milton's version has more Dune-like bleeps than the original. His intro features a string ensemble, giving room for the atmosphere which is created by a flute and an electric guitar. In the second mix this guitar is replaced by a spacy organ.

**GILBERT GILOU**

*Non, Non, Rien N'a Changé - Essential* d/ehr

Some things do change. Gilbert Gilou is a member of the French boys' choir The Poppys, who had a huge hit with the original in the '60s. Gilou now is older, but a new boys' choir accompanies him in this 90s dance remake. The second radio mix has more Dune-like bleeps than the first.

**ICE MC**

*MUSIC For Money - Club Zone/Polysafe* d/ehr

Ice MC sings ragga-raggamuffin style over dance beats. He should be praised for the honest lyrical content. The second, more clubby radio cut, has slightly more potential than the first.

**DZARK HENRY**

*Hope Is A Dope - Double T/Sony* ehr/ace

This experimental Belgian musicians have more to offer than word games alone. Whether you pick the trip hop version, the more uptempo housemix or the Renegade Soundwave-dub, it's made highly accessible and still full of tension.

**IMPERIO**

*Return To Paradise - EAMS/Zyxt* d/ehr

Imperial returns to the paradise of perfect hooks. German dance act Imperio combines the vocal lines of ABBA's *The Winner Takes It All* with the break of B.B.E.'s *Seven Days And One Week.*

**MINT CONDITION**

*What Kind Of Man Would I Be - Perspective/Polysafe* d/ehr

The horns break in the intro is a prelude to top quality! Executive producers Jam & Lewis guarantee this uplifting midtempo R&B track by newcomers Mint Condition to create seductive moods. Take note of the marvellous electric guitar at the end.

**MARK MORRISON**

*Tripin'- WE* d/ehr

The return of the nasal voice. This time Morrison chills out on a superbly laid-back R&B groove with a twangy acoustic guitar. In the second mix this guitar is replaced by a spacy organ.

**MARK 'OH**

*The Right Way - Urban/Motor* d/ehr

It's Mark 'Oh using the old telephone trick again, when the pianoplayer is rehearsing the intro. This effective German dance with heavy breaks should receive massive airplay. When the song develops, it's spiced up by surprisingly soulful female vocals.

**STING**

*I'm So Happy I Can't Stop Crying - A&M* ehr/ace

The pedal steel arrangement makes Sting sound like a real cowboy in this ballad. In the lyrical content, he shines his humoristic light on the middle crisis. His backing-the boys move to the groove of their own French lyrics, while the fresh house beat of Phil Simpson has a distinct international appeal.

**ASTROPUPPES**

*You Win The Bride - Hightone* a/t

PRODUCER: Kelly Ryan

Kelly Ryan is the guitar-playing girl next door. With the help of some friends this Californian lady finally makes her debut album. One of those friends is the famous producer Don Dixon. The result is friendly West Coast pop. A natural cover of *Stick In The Middle,* originally from Stealer's Wheel, seems to fit in well. Highlight is opener Underdog with very effective bouncy backing vocals.

**BMX BANDITS**

*Theme Park - Creation/Sony* a/ehr

PRODUCERS: K. Fowley, M. Bennett, J. Foster, BMX Bandits

BMX Bandits are equally influenced by the Beach Boys and the Beatles, as Nuclear Summertime shows. Despite the '60s influences, they are firmly planted in the '90s. As the song scripts, your respect will grow for these Scottish boys. Listen to an imaginative instrumental like Milky Way. When working with female guest vocals (as on the infectious I Wanna Fall In Love or the funny Christmas-calypse Before The Blue Moon), these bandits can even steal EHR airplay.

**HELMER BROOD**

*50 The Soundtrack - Ariola* r/ehr

PRODUCER: Rob Bolland, Ferdi Bolland

Brood is the Dutch prototype of the typical rock 'n' roller. Lots of local celebrities join the party to duet with Brood. Even legendary surfermaster Dick Dale shows up in the contemporary surftrack Jangle, and Brood's ex-partner Nina Hagen shows her real feelings in Gimme Your Love, an example of extremely heavy synth pop. Most exceptional is the new R&B-arrangement of his biggest hit Saturday Night, a duet with the Tennessee based female singer Trijntje Oosterhuis of Total Touch.

**ELLA BAILA SOLA**

*Ella Baila Sola - Hispanic* ehr/ace

These attractive guitar girls are a talented duo. The voices of Marilia and Marta harmonise beautifully, for example on the sweet mid-tempo single Lo Echenamos A Suertes. But they also love to show their funky side in the piano driven Victoria. The folkly Que Se Te Escapa El Nogro has nice percussion parts. To cut a long story short, if you're looking for nice Spanish pop-songs, don't miss Ella Baila Sola.

**JOHAN**

*Johan - Excelsior/MCA* a/r

PRODUCERS: Frans Hagenaars, Johan

The buzz surrounding this new Dutch label Excelsior, with its guitar bands, has even reached the US. Acclaimed producer Frans Hagenaars, who also gave alternative rockers Bettie Serveert their own sound, produced these youngsters from Hoorn. Of all the Excelsior acts, Johan is the most promising. Check out the transparent Everybody Knows, the psychodelic It's Five O'Clock (the Aphrodite's Child original) or the glorious single *Saying,* and you will know this guitar band can be as successful as Johan Cruyff, after whom they are named.

**MAKAVELLI**

*The Don Killuminati - Death Row/Inter- scope/MCA* a/d/ehr

PRODUCER: Simon

Gangsta-rapper 2Pac made a last statement before he died violently in a shoot-out. The sleeve of this record shows him hanging as Jesus on the cross. Ruler Makaveli is the alter ego of 2Pac and his friends on this concept album. This is no ordinary heavy gangsta-rap, but an intelligent mix with a lot of R&B (as in To Live And Die In LA), and the laid-back grooves of Crazy. A highly controversial project, but a strong concept on the artistic side.

**OBISPO**

*Superlu - Epic* ehr/ace

PRODUCERS: F. Delabriere, P. Obispo, P. Jacoendl

In France, Pascal Obispo is quite a big star. His label has invested heavily in the production of his third album. It features no chansons, but Obispo's delicate pop. With his pleasant high-pitched vocals and poetic lyrics, Obispo is at his best in mid-tempo smooth love songs, and there are lots of them on this record. The last one, Les Meilleurs Ennemis, an emotional orchestral duet on a drumbeat with Zazie, is the climax of the album.

**MO THUGS**

*Family Scriptures - Relativity/Epic* d/ehr

PRODUCER: Mo Thugs

Mo Thugs is a member of the US soul-rap sensation Bone-Thugs-N-Harmony. This record introduces the rest of his family on the Relativity label. Names like Tre, Poetic Hustlaz and Graveyard Sight appear. All in the same groovy style which made The Fugees so successful. Check out the bluesy *Ghetto* or the laid-back *Murder,* which is based on an old Art Of Noise sample. Most remarkable are the TLC-like *Take Your Time* and *Here With Me, both with extraordinary female vocals: sure future hits.

**MUSIC & MEDIA**

M & M NEWS RELEASES NOVEMBER 23, 1996

AmericanRadioHistory.com
Market Place

These classic albums were both originally released by RCA/Active in back in 1982, but were deleted a long time ago. The albums, which are both considered pivotal by the band's large following are now available on CD for the first time. At the time of release the band's core consisted of Dave Brock, Hugh Lloyd-Langton and Harvey Bainbridge, a line-up which is one of the longest lasting in the band's turbulent history. Contact tel: (+44) 181.896 8436, fax: 181.896 1778.

PANERA ST- MAINTONAGE

4 Little Girls - Orisha (US)
PRODUCER: Pantara Saint-Montagne & Ed Baker
This singer's voice is somewhat reminiscent of Tracy Chapman, and works extraordinarily well in this sober jazzzy setting. The song itself is an intense ballad, dealing with the murder of four black girls by the Ku Klux Klan in Birmingham, Alabama in 1964. Contact Bennoy Moutohon at tel: (+1) 718.624 6845; fax: 718.624 8172 or Aliene Greep at tel: (+1) 20.671 3075.

RUMBLE

Rapped Killed & Left For The Buzzards - Deed Divis (CD) (IRE)
PRODUCER: Marc Carolin
By cramming 14 songs into 33 minutes, this highly touted punk outfit sticks to the essence of punk with a vengeance rarely encountered these days. In spite of their rather rude approach, they are talented songsmiths, who deserve a broad audience. Tunes like Edge Of Nowhere, Jake The Muss (both released as singles) and Ten Seconds are a fine introduction to the band, which also enjoys a rock solid live reputation. Contact Jon Dyer at tel: (+41) 171.498 0788; fax: 171.498 3755.

SPOONCURVE

Meaning Of Lovers - Quirky (UK)
PRODUCER: Martin Lee-Stephenson
Enchanting vocals are carefully heaped on top of a subtle but intense foundation consisting of a Kate Bush 'Wav' sample, and a trip hop rhythm section. The combination may seem a bit odd on first hearing, but is definitely a grower and makes one wonder what a whole album by these artists will sound like. Contact Pete Flatt at tel: (+44) 171.727 3458; fax: 171.221 7240.

Dance Grooves

by Maria Jimenez

FRANKIFIED CHAKA KHAN:

Legendary producer Frankie Knuckles gives his remixing treatment to the single Miss The Water (WEA) from legendary singer Chaka Khan. A pumped house track doused in soul, funk and gospel, this number comes in an ideal radio mix, The Classic Single Mix and a fine selection of club oriented mixes.

TRIP TO DRUM N BASS:

Spooncurves delivers a diabolically crisp combination of beats, vocals, dub and atmosphere on their new single The Meaning Of Lovers (Quirky Recordings). The song's openness for interpretation made it prime remixing material for Renegade Hardware who turned it into a smart piece of intelligent drum 'n bass. Tel: (+44) 171. 727 3458, fax: 221 7240.

DANCE, DANCE, DANCE:

Everybody On The Floor (white label) from Seven Ties is an entertaining mix dashboard music from today and two decades ago. This throwback is simple, appealing and, although there are not many vocals, the ones included are highly direct and effective: 'everyone on the floor, dance dance dance, everybody on dance dance and get down to it. That's it. Fax: (+31) 10. 435 8797.

SOULFUL HOUSE: Save Me (Freeze) is the new appealing soulful garage single from New Ethics. Smoothly produced by Scott Wozniak, this track has a positive, uplifting vibe, strong male vocals and a catchy, yet serious hook. Tel: (+1) 212. 294 2900, fax: 294 7189.

HOUSE & SLOW BEATS:

Rollerblade (Movin' Melodies) from producer Patrick Prins is a new trancey house track which moves and features the vocals of Eddy Taylor. Also included on this 3 track release is Contrast a hypnotic, slow beat production featuring the vocals of rapper Steel. Tel: (+31) 75, 6215 810. DANCE, BEATS & ROCK MUSIC:

Crystal Method mixes Moby's Come On Baby (Mute) into a deep funkified frenzy of beats and waves of energy—taking this track in the direction of the Chemical Brothers, Eskimos & Egypt provide the 7" mix of dance music from today and yesterday. Tel: (+41) 181.998 8866, fax: 968 4977.

NEW ADDRESS: Although Music & Media has just embarking on a gospel tour for November and December with tenor Simon Estes. After a ten year absence, the world's most successful orchestra master James Last has embarked on a tour again. Last is seizing this opportunity to introduce his forthcoming two albums Classics From Russia and Macauera to the public.

Guitarist Snowy White, who has worked with Pink Floyd, Thin Lizzy and Peter Green among others has formed a band called The White Flames. An album titled No Faith Required will be released by Edel.

Kim Sanders will replace Tania Evans in Culture Beat.

Short Takes

George Martin will produce the music for Platinum, a Canadian TV movie about a music label. He will collaborate with the main theme and principal music, aided by his son Giles.

Contrary to multiple speculations, the Cars are not going to reform. According to ex-frontman Ric Ocasek, there are too many unresolved personality conflicts, so the box set released by Rhino is to be the bands swan-song. Ocasek is currently working on a solo album tentatively titled Troubling. Ocasek, who produced Hole's version of Gold Dust Woman for the The Crow: City Of Angels soundtrack could also produce the next Hole album.

The third single from Metallica's Load will be Mama Said.

Barbara Streisand has asked Richard Marx to contribute material to the soundtrack of her upcoming movie The Mirror Has Two Faces. The soundtrack will be released by Columbia soon.

Nick Cave has produced and recorded the soundtrack to the movie To Have And To Hold by Australian director John Hillcoat. Other Bad Seeds members Blixa Bargeld and Mick Harvey also participated in the project. A special guest is Scott Walker who sings I Threw It All Away. The album will be released late November by Mute.

Swiss country singer John Brack has just embarked on a gospel tour for November and December with tenor Simon Estes.

After a ten year absence, the world's most successful orchestra master James Last has embarked on a tour again. Last is seizing this opportunity to introduce his forthcoming two albums Classics From Russia and Macauera to the public.

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Wet Wet Wet is currently in the studio with producer Alan Peil to record a new album due next year.

Miami-based Streetbeat Records will be launched as a fully fledged dance label with the release of The White Party - A Continuous Club Mix, which features tracks by Domino Slaughter, Shawn Christopher and Dan Hartman among others. The White Party is a prestigious AIDS fundraiser held in December each year in Miami.

"Short Takes" offers news release and artist information for on-air use.
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<th>Week 47/96</th>
<th>European Top 100 Albums</th>
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*Note: The European Top 100 Albums is compiled by Music & Media 88 Communications BV. All rights reserved. Compiled from the national album sales charts of 18 European territories.
### Top National Sellers

**UNITED KINGDOM**

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Stewart, Unplugged...Ancl Seated plus the semi-in this decade includes The Best Of Rod Stewart's greatest hits/best of album in the '90s, the love songs idea is becoming a It seems that love is contagious. This time last year, Elton John was hit-yet again.

UK offers Robson & Jerome's Take Two (RCA) while Norway contributes 0 year-olds, fulltime or during specific dayparts.

The Sales Breaker on the Hot 100 will puzzle many readers, but not Stewart's tally of European Top 100 entries on the basis of playlists of European stations programming various styles of dance music.

HOT 100 SINGLES

Overall, the chart is very strong, with many breakthroughs.

European Alternative Rock Radio Top 25

European Dance Radio Top 25

Adult Contemporary Europe Top 25
Sonja Celen - Producer

EHR

Playlist Additions:

Andre Hemeryck  Pros Dir

Peter de Groot - Heed Of Mania

Johan Van Achte - Producer

BRTN RADIO 2 - EAST

Brussels P

BRTN RADIO DONNA: DANSFOL1E/

Marc Deschuyter  Head Of Music

EHR

BELGIUM

featured new albums, as reported for the first time or new additions to the playlist.

Vanessa Mae- I'm A Doan

Green/Flynn- Broken Hearted

Marva Niebren- Vrijdagavond

Fine Young Cannibal. -The Flame

Dominic- Voel dij Wat Ik Voel

Petra- Vni

B. Bross- Ain't No

R.E.11L- Bittersweet Me

Mylene Farmer- Vertigo

DJ Bobo- Pray

Sabien Tie's- Is Dit Nu Leven

M&M AIRPLAY

Eik Frederilmen  Frog Dir

Playlist Additions:

ACE

Pbmllat Additions:

RADIO PROFILPardubice S

Karel Oubrecht - Prog Mgr

Beat Of Music

Dance

UPTOWN FM/Copenhagen G

ARTIBUS- WELCOME TO RADIO

Erik de Zwmt - MD

RADIO 538/Bussum G

PRATIME

LOVE RADIO/Amsterdam G

Tom Mulder - Ping Dir

Ankara

Jersey Sima - Head Of Music

BRTN RADIO 3/11ilversitin P

Tom Blomberg - DJ/Producer

NPS FORT EN KLIJN/Hilversum P

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The wave of the future rolls into Cannes
The international music scene is now breaking on the Net

To place yourself on the top of the wave, contact us at the Midem Web site

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http://www.midem.com

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Midem '97
The Premier International Music Market
19 - 23 January 1997
Palais des Festivals - Cannes - Côte d'Azur - France

Sponsored by
Italian Cartels continued from page 3

press reports that allegations from his association had initiated the anti-trust investigations. "We did not accuse the major record companies of operating a cartel. However, a recent document published by Vendomusica reporting on the problems of specialist music retailers in Italy did make three points which were taken into consideration during the preliminary inquiry by the anti-trust authority," says Albinì Colombo.

The report identifies three areas which Vendomusica claims are potentially anti-competitive. The three elements which we consider could indicate a price-fixing strategy are the uniformity of wholesale prices which presupposes an agreement, the 6% surcharge on transport / delivery which is typically applied by the major labels and a surcharge of L3,400 (approx. US$2.6) applied by all the major labels for CD releases which benefit from substantial TV advertising campaigns," says Albinì Colombo.

Roberto Galanti, press spokesman for FIMI comments that the federation and its principle members were confident of being absolved of the charges when the results of the investigation are deliberated. "We are awaiting the outcome of the investigation and we will give our maximum co-operation to the authority's investigation, and are absolutely confident that we will be cleared of any allegations made against us," says Galanti.

New BBC Chiefs continued from page 3

The new appointees will also be responsible for maintaining links with the music industry and for reviewing the station's specialist music output.

Director of BBC Radio, Matthew Bannister, explains, 'The setting of music policy is a key strategic function for these two networks. Previously this was implemented by BBC production departments, but now with the separation of Broadcast and Production in the new BBC structure, that will become a network function.'

Trevor Dann, who currently oversees Radio 1's playlists in his capacity as head of production, is to become head of music entertainment for the BBC's programme-making arm, BBC Production. Here he will have overall responsibility for the production of the BBC's own pop music programmes on both television and radio. His new brief will therefore give him ultimate control of BBC TV music shows as well as all music shows on Radio 1 and 2 which are produced by the BBC 'in-house'.

Dann will continue to be responsible for the Radio 1 playlist until the new head of music policy is appointed. At MOR network Radio 2, the current head of music position is being filed temporarily by Brian Stephens following last month's departure of Bill Morris to a new role under BBC Production.

MTV Awards continued from page 3

MTV Europe Music Awards '97 - The Winners

Best Group: Oasis (Creation)
Best Male Artist: George Michael (Virgin)
Best Female Artist: Alanis Morissette (Maverick/Sire)
Best Breakthrough Artist: Garbage (Mushroom)
Best Song: Oasis 'Wonderwall' (Creation)
Best Dance Act: The Prodigy (XL)
Best Rock Act: Smashing Pumpkins (Virgin)

New French Ratings continued from page 3

households are taking part in the trial.

So far the radio industry has been negative about the IPSOS experiment. Most radio industry executives fear that the two systems will add to confusion in the market. RTL vice-president, Philippe Labro pleads for a "joint unique system". NRJ president Jean-Paul Bauderacq jokes by saying that "Europe 1 is losing audience and has a fever. To cure the problem it prefers to break the thermometer."

Martin Briere, director delegate for radio at Europe 1 Communications says he simply wishes to supply different information to that of Medi-a métrie.

For the Record

In the classical music spotlight (Music & Media, October 9) Latony (ECM) should be noted as being the premiere recording by Arvo Pärt. Music & Media apologizes for any embarrassment caused.
The EHR "chartbound" chart lists the total number of EHR reporting stations playing newer songs that do not yet feature in the EHR Top 40. The second number indicates European Hot Radio Active record, registering the biggest increase in chart points.

### EHR Top 40

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<td>Atlantic</td>
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<td>3</td>
<td>(WEA)</td>
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<td>Polydor</td>
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<td>(London)</td>
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<td>(GoldDisc)</td>
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<td>9</td>
<td>(London)</td>
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<td>17</td>
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<td>10</td>
<td>(Warner Brothers)</td>
<td>65</td>
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<td>(Nude)</td>
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<td>12</td>
<td>(Interscope)</td>
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<td>38</td>
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<td>(Epic/Columbia)</td>
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<td>&quot;Ever After&quot;</td>
<td>17</td>
<td>1</td>
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<tr>
<td>&quot;I'm Falling In Love With You&quot;</td>
<td>15</td>
<td>2</td>
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<tr>
<td>&quot;You're Gonna Miss Me&quot;</td>
<td>15</td>
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<td>&quot;Can't Help Falling In Love&quot;</td>
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<td>&quot;iron&quot;</td>
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<td>&quot;Love's Not A Big Thing&quot;</td>
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<td>&quot;What A Man&quot;</td>
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<td>&quot;Shake It Off&quot;</td>
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<td>&quot;Say You'll Be There&quot;</td>
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<td>&quot;Just Like Heaven&quot;</td>
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<td>&quot;It's All Coming Back To Me Now&quot;</td>
<td>495</td>
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<td>&quot;Livin' After All&quot;</td>
<td>476</td>
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### NEW TOP 20 CONTENDERS

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<tr>
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### TOP 5 EHR FIVE YEARS AGO

1. "Can't Help Falling In Love" (1990)
2. "Livin' After All" (1991)
3. "Can't Help Falling In Love" (1992)
4. "Livin' After All" (1993)
5. "Can't Help Falling In Love" (1994)

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*For the purposes of this chart, songs are listed by their chart peak position, not their release date.*
Border Breakers

Mainland European records breaking out of their country of signing

<table>
<thead>
<tr>
<th>TW</th>
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<th>Artist/Title</th>
<th>Original Label</th>
<th>Country Of Signing</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>6</td>
<td>ROBERT MILES FEAT. MARIA NAYLER/ONE &amp; ONE</td>
<td>(DexDex/Discomagic)</td>
<td>ITALY</td>
<td>52</td>
</tr>
<tr>
<td>2</td>
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On The Road

Following its attainment of the highest new entry in last week's chart, Everybody Jam by Danish-signed Scatman John now grabs the Road Runner award for the biggest chart-point gain in Border Breakers. The jazzy song has climbed to number 2 during its second charting week, an impressively quick ascent of the chart, obviously evoking the expectation of another number 1 hit for the cherished Euroscatter. Everybody Jam has also entered the EHR Top 40 this week (see page 25).

Scatman John has accumulated a 42-station crossover roster for his new single, encompassing 10 non-Scandinavian countries. Of these, Poland stands out as most supportive, as 79% of the reporting stations in that country are declaring the track in rotation. Other countries where Everybody Jam has already achieved considerable radio support are Denmark, Germany, Switzerland, Holland and Portugal. This week's increase notably took place in Poland, Denmark, Holland and Slovenia.

German-signed Eurodance act La Bouche seizes the highest new entry in the Border Breakers run-down, Bolongo starts at number 21 with an 11-station crossover roster. Five countries are represented, with—again—Poland leading the pack. Six Polish stations have tuned in to La Bouche's new single, equaling more than 50% of its roster. The other countries that have joined in, albeit as yet on a modest scale, are Italy, Finland, Russia and Slovenia. La Bouche has one Border Breaker number 1 hit on its track record—last year's Fallin' In Love—which occupied the chart's most wanted position for one week.

Closely behind La Bouche has entered another Eurodance act, Whigfield's Gimme Gimme debuts at number 22 with a 10-station crossover roster at its side. As yet only three countries have joined in—Denmark (six stations), Germany (three) and Switzerland (one). Whigfield hit the Border Breakers number 1 twice—with 1994's Saturday Night (three weeks at number 1) and with 1995's Think Of You (five weeks).

The charts on this page track the border-crossing movement of product. The Border Breakers chart last year's 25 most successful Continental European records making airplay impact outside their country of signing (airplay achieved in the original country is excluded from the calculations).

The second chart, Channel Crossovers, registers the airplay penetration of UK-signed artists in mainland Europe, while the third Top 25, the Atlantic Crossover chart, ranks the most successful Non-European artists according to airplay impact in Europe.
## Major Market Airplay

The most aired songs in Europe's leading radio markets

### UK

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### GSA

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### Holland

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### Poland

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<td>Laura Pausini/Che Ci Vedi</td>
<td>(Columbia)</td>
<td>CR80</td>
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### Hungary

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<th>Republic/Hust/Fekete Ano</th>
<th>(Sony)</th>
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<td>(Sony)</td>
<td>CR80</td>
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Following the worldwide success of his latest studio album

"SpiritoDiVino"

released in more than 28 countries, 10 x platinum Italy, platinum France & Switzerland, gold Belgium, top 20 Germany, top 30 Holland.

1996 IFPI Platinum Europe Awards

out on 21st November 1996

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16 SMASH HITS

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"MENTA E ROSMARINO/WON'T BE LONELY TONIGHT"
"EPPURE NON T'AMO/DON'T KNOW"
"NIENTE DA PERDERE/NOTHING TO LOSE"

* produced by Corrado Rustici
** produced by Stephen Lipson

THE FORMATS

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(CD/MC 533 878-2/-4 France only)
CD/MC 533 822-2/-4 English International Version
VHS 045 570.3

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21 November AUSTRIA - Salzburg
22 November AUSTRIA - Vienna
25 November HOLLAND - Tilburg
26 November HOLLAND - Rotterdam
27 November HOLLAND - Groningen
29 November SWITZERLAND - Geneva
1 December HOLLAND - Amsterdam
2 December ENGLAND - London
4 December GERMANY - Cologne
5 December GERMANY - Bonn
7 December GERMANY - Leipzig
8 December DENMARK - Copenhagen
9 December BELGIUM - Charleroi
11 December SLOVENIA - Ljubljana
12 December GERMANY - Munich
13 December GERMANY - Stuttgart
15 December AUSTRIA - Linz
16 December ITALY - Milano
17 December ITALY - Milano
20 December ITALY - Trapani
21 December ITALY - Asti
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