CD-R burning singles sales?

by Emmanuel Legrand

LONDON — The European music industry is becoming increasingly concerned by the rate at which sales of CD singles are declining in some key markets, attributing the drop to the growing use by young consumers of CD-R players.

According to figures just released by international labels’ body IFPI, the European music market experienced “a mixed performance” during the first half of 1999, with an overall 3% drop in value and 10% in volume (that drop is 5% in units and 3% in value for the 15 countries which are members of the EU).

The fall was particularly dramatic in Germany (down 10% in units and 4% in value), the Netherlands (down 8% in units), and the UK (down 6% in units). In Russia, the music market experienced a 50% collapse in unit sales, due to the on-going economic problems in that country.

Paul Russell, chairman of Sony

Still good to talk at RAI

MIlan — Italian public broadcaster the RAI has announced a series of key personnel changes at its three national radio networks, but won’t be changing the core talk-dominated programming strategies at those networks, writes Mark Dezzani.

The appointments follow structural changes at the public broadcaster last June when a new radio division was created, headed up by broadcaster Maurizio Braccialarghe.

Gassner outlines BMG strategy

MONTREUX — Now a complete European structure is finally in place at BMI, repertoire—and local repertoire in particular—should be the company’s priority. That was the firm message from BMG Entertainment International president/CEO Rudi Gassner as he addressed some 100 senior BMI executives from 40 countries at Le Montreux Palace in Switzerland on September 27.

“In recent years we have been telling everybody to focus on developing domestic repertoire, as this is how we measure our companies,” explained Gassner. “We have built a structure, and now it’s all about repertoire.”

He added: “There were three areas where we knew we had to improve—Japan, France and the UK. In all three cases, there’s new management in place, and we have drastically reduced the artist roster in order to improve our focus. We have done a great job in the last 12 months in

Inside M&M this week

FOCUS ON JAZZ

In our regular Jazz Spotlight, M&M profiles Berlin’s commercial jazz station JazzRadio, and investigates the state of the genre in France, where the tradition of appreciating American artists—and producing world class home-grown performers—makes this country Europe’s premier jazz market. Pages 8-10.

KETAMA SPICES SPAIN

The gypsy trio Ketama have returned after two years’ absence from recording with an album release, Tomà Ketama (Mercury), which has already gone platinum at home (100,000 units), and looks like revitalising the sluggish Spanish market with some self-styled “classy” domestic product. Page 11.

The bad touch

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Macpherson leaving Galaxy for cyberspace

by Lucy Aithen

LONDON — Galaxy 106/Leeds programme director Andre Macpherson has become the first UK programmer to make a move from programming radio to on-line content.

Macpherson has been appointed content director for Chrysalis Radio On-line, which was officially launched last week (M&M, October 2). In his new role, he will be responsible for the creative editorial content of the site for the company’s AC-formatted Heart stations in London and Birmingham, and five Galaxy-branded dance stations (at www.heartfm.co.uk and www.galaxy.co.uk.)

Chrysalis Radio chief executive Phil Riley comments: “Andre is a creative programme director fully in tune with the possibilities of the world wide web who will bring great vision to our sites.”

Says Macpherson: “It’s a first to put a programmer in this kind of job, and I’m very excited as there will be loads of chances to be innovative in getting the site to stand out. The site can also have a theme and a feel that refers back to the station.”

 Asked whether Macpherson may be spearheading a new trend of radio programmers moving into on-line activities, he responds: “I’m sure that in time a lot more programmers will move into on-line, especially the younger ones. There’s more creative scope on in-line than there is on air, especially as the technology is moving so fast.”

Macpherson is set to re-locate to London in a few weeks’ time to take up his new position. In the meantime, he will divide his time between Leeds and London until a replacement programme director is appointed at Galaxy 106.

Gang Go and edel become dance partners

by Gea Birnbraut

COLOGNE — Gang Go Music and edel Records have teamed up in a worldwide licensing deal which, the Hamburg-based indie hopes, will edge it closer to fulfilling its ambition to be a market-leader in dance and club music.

Cologne-based Gang Go Music, headed up by Louis Spillman, Gottfried Engels and Piet Blank, has already enjoyed success on the German dance scene with artists such as Bellini, Paffendorf and Blank & Jones.

Managing director of edel Records, Jens Geisemeyer, says: “Gang Go is a good strategic partner for us in the European dance market and the company has a great deal of creative and commercial know-how.”

Louis Spillman, MD of Gang Go Music and former Mercury Germany MD, says: “We have found a good partner in edel, where we can fulfill our creative potential.”

Upfront

by Emmanuel Legrand, Music & Media editor-in-chief

The music market is still going through a period of turbulence. Thanks to a few air pockets, it’s not yet the conditions to induce a major crash, but it’s enough to raise a few questions about the industry’s stability.

Even if taken with a pinch of salt, the interim market statistics unveiled by the IFPI this week reveal a few patterns that should be taken seriously by all involved in the business. People seem to be buying fewer records than they used to. If that trend was confirmed, it could send the industry back to the late ’70s when vinyl sales took a major dip.

The reasons for this vary a lot, depending on the regions concerned. In developing countries, there is no doubt that economic problems have dented legitimate sales of music. But in developed countries, record sales seem to have reached a plateau, and the worry is that the reasons have more to do with consumer attitudes than economic factors.

Firstly, consumers are buying fewer and fewer cassettes— and who can blame them? In the digital age, analogue cassettes are an anachronism. But none of the new digital recordable carriers have managed to compensate for sliding cassette sales.

What’s more, there is the transition to the on-line digital world. Digital sales (either though e-commerce or through direct downloads) are not yet significant enough to contribute to the industry’s bottom line, yet they pave the road to the future.

And with the development of digital distribution also comes digital piracy, organised or not. Last August at the Popkomm trade fair, several industry leaders warned that in Germany, CD burners were hitting the industry where it hurts most. French industry executives have been claiming the same thing for over a year. This issue is now serious enough to prompt some industry reaction.

But for all in the industry, the only immediate way forward in the weeks to come is to prepare for the Christmas season. To ensure that this Christmas is truly a happy one, consumers need to be tempted back into stores (of the brick-and-mortar or virtual variety) with an irresistible line-up of artists and music.
MIDEM goes classic for 2000

by Emmanuel Legrand

PARIS — MIDEM's organisers, the Reed MIDEM Organisation (RMO), is launching a new market dedicated to classical, contemporary (classical), jazz and traditional music.

MIDEM Classique will launch next year at the MIDEM 2000 trade fair in Cannes, January 23-27. Classical music has always had a presence in Cannes, but Germany-based Cornelia Munch, head of MIDEM Classique at RMO, says that a dedicated MIDEM Classique will offer these musical genres more space and exposure.

Munch says: "MIDEM Classique is not just about Bach and Beethoven. We decided to focus on these four musical genres, which are actually closely associated and represent an active and healthy industry."

Overall, Munch says these genres account for several billion dollars on a worldwide basis, with several thousand companies active in this field. "Besides," she adds, "there are no professional gathering for these professionals. Hence our decision to create this new platform.

A specific exhibition area will be allocated to MIDEM Classique with expanding floor space in the new extension of the Palais des Festivals, which will be open for the first time for MIDEM 2000. Munch says MIDEM Classique will bring together labels and publishers, but also a wider range of professionals: festival organisers, agents, orchestra managers and recording studio staff. MIDEM Classique will also include concerts and showcases — two rooms equipped with pianos will be available to labels for product presentations and artist performances.

There will also be screening and listening booths, available to labels for product presentation. A series of specific conferences on topics related to the four musical genres will also be held.

MIDEM Classique sees the return of major companies to MIDEM as exhibitors for the first time in many years. According to Munch, BMG Classics has confirmed the booking of a stand. German classical labels will be represented on a collective stand, featuring some 30 labels and publishers.

"All these investments are geared towards expanding the classical side of the business and have been very well received," confirms Munch.

Jazzy Connector links Frankfurt indies

by Ed Meza

BERLIN — Frankfurt-based indies EFA and Termidor have embarked on a new joint label venture, Connector, which will target Latin jazz fans with a more Caribbean sound.

Connector will release two albums next month — A Tribute to Mario Bauza by Rudy Calzado & Cabarama from The Afro Cuban Jazz Orchestra and Jiboo from the Julio Barreto Cuban Jazz Quartet. Calzado, who is credited with popularising the cha cha cha since 1985 and holds the hit Quantanamera, wrote the hit Quantanamera, and Rudy Calzado Presenta la Musica Typica de Cuba, with Pio Leyva from Buena Vista Social Club.

EFA has committed to several co-operative deals with small European and US indie partners in recent years, spanning a huge spectrum of genres. Partners include City Slang, On-U Sound, Crippled Dick Hot Wax, MZEE, Musical Tragedies, Crammed, Kitty Yo, Pranha and Alternative Tentacles. Among other artists, Tortoise, Macintosh, Specker, Deine Lakaien, Hole, J.B.O. and Roger Hodgson are on the label's roster. Termidor has been specialising in Latin music since 1985 and holds the rights to several titles on Buena Vista Social Club.

Radio 538 responds to listeners' moods

HILVERSUM — Dutch commercial station Radio 538 (CHR/dance) is to launch an on-line "radio on demand" service. Listeners clicking on www.radio538.nl can compile their own playlists, which reflect their mood — angry, cheerful, sad or romantic. "Our site enables visitors to surf extra long and super-interactively," comments Radio 538 managing director DJ Erik de Zwart. The station's website also allows listeners to exchange their personal playlists.

Metro Move

Frankfurt — Sony Music Germany has named Sabine Bauerfeind as manager, international marketing. Bauerfeind will report directly to Jochen Leuschner, Sony Music managing director and senior vice president, and have been very well received," confirms Munch.

SonyMusicEurope.com

SONY MUSIC GREECE (SMG) awards Julio Iglesias with a gold record and a Greek art piece for sales of more than 15,000 units for his album, My Life - The Greatest Hits, Pictured (LP); Giorgos Polychroniou, senior president, SMG; Octo Iglesias; Tannis Doxas, marketing director, SMG; and Dimitris Yarmenitis, managing director, SMG.

EURODANCE SWEEPS EUROPEAN CITIES

GENEVA — The European Broadcasting Union (EBU) is organising Eurodance 99 — a musical event beamed live onto radio and the Internet into eight European countries on October 8. The line-up incorporates artists such as Rhinocéros in Toulouse, as well as DJs including Ferry Corsten and Tiesto from Amsterdam (where the Dance Event takes place from October 7-9), DJ Hell (Leipzig), Orkidea (Hamburg), DJ Van Biesen (Antwerp) and Agnelli Nelson (Ireland). Half of the participants radio stations will take the broadcasts live, while others will communicate their transmission dates. Live audio and video coverage will also be accessible all over the world through a website operated by RTE of Ireland (www.eurodance.net). Eurodance was launched in 1997, and the second Eurodance last year included live sets from Carl Cox, Dimitri From Paris and David Holmes.

WESTHOVEN LEADS VIVA EXPANSION

COLOGNE — As part of its plans to expand eastwards in Germany, European music TV channel Viva has named Michael Westhoven as director of European TV operations. Westhoven, a former manager at the Boston Consulting Group, will drive Viva into neighbouring countries such as Poland as well as in its Internet and radio expansion. Meanwhile, Viva Zwei programme director Elmar Giginger is moving to MTV Germany to manage programming from January 2000.

MOVING CHAIRS

Frankfurt — Sony Music Germany has named Theo Gupta, as manager, international marketing. Bauerfein will report directly to Jochen Leuschner, Sony Music managing director and senior vice president, and will market local acts internationally.

LONDON — Warner Music UK has promoted WEA director of international Hassan Choubhury to oversee the newly-merged international departments of its WEA and EastWest labels as director of international for Warner Music UK. Replacing Ian Grenfell who left in February, Choubhury reports to chairman Nick Phillips.

OSLO — Nicolai Flesjo has been named future product manager for Norwegian radio group P4. He will drive the development of digital and Internet radio, and says: "Radio is the only medium which you can use while surfing on the Internet, so it makes perfect sense for us to focus on this area." Flesjo will continue to be based at P4's headquarters in Oslo, and Kåristein Eidem Lasvnaas replaces Flesjo in his previous job as information officer.

LONDON — Harry Bittles has been appointed promotions manager for sales house EMAP On-Air, joining from Capital Radio. He will head up a team of seven and use new media to integrate strategic campaigns.

LOS ANGELES — Lori Weintraub has been named VP of on-line music resource ARTISTdirect. Weintraub was recently strategic consultant with the Universal Music Group.
MTV and Boxman ink promotion deal

by Lucy Aithen

LONDON — MTV Europe and Boxman, a European on-line music and entertainment retailer, have teamed up in an on-line and on-air cross promotion deal to drive forward e-commerce from mid-October.

Boxman will tailor on-line content for European territories through local sites featuring popular local and international artists. Boxman sites will link up to MTV Europe services which currently cover the UK and Ireland, with Germany and Scandinavian territories being covered by the www.mtve.com umbrella site.

Joshua Van Raalte, a spokesman for Boxman, comments: "The biggest advantage has to be the localisation of websites. MTV has realised that music scenes differ from country to country, and Boxman has done the same on the web. Other on-line retailers such as CDNow don't recognise international tastes, which is great if you like Country & Western, but it's not targeting most mainstream European audiences."

One of the first ventures to be undertaken by the two companies is facilitating the voting procedure for the MTV Europe Music Awards in November. The e-voting site—which is currently under construction by Compaq—would allow visitors to vote as well as buy music by nominated artists.

Tania Littlehales, a spokeswoman from MTV, says: "We're delighted about the deal as it's going to help artists get seen by millions of people all around the world. Boxman makes a good match for us as it has a similar regional breakdown to MTV.

Boxman plans to launch additional local sites in Spain and Italy within the next six months and is in the process of merging its UK operations with BMVS—home to the Yalplay site. The merged company—Boxman.com—is intending to float in 2000 (M&M July 24).

Virgin opts for faster tracks

by Terry Heath

LONDON — Virgin Records UK has agreed for Fastrax—the service launched in April for digital delivery of new releases to UK radio via ISDN—to deliver its new music to radio.

The deal marks the first time a major record company has indicated this level of commitment to the service, although several independent promotions companies and other record labels such as Intermedia Regional and RCA Records UK already use Fastrax for various singles and exclusives.

Martin Finn, Virgin Records UK head of regional promotions, says: "Fastrax is the ultimate way to move into the future and an effective way to get music to radio without worrying about delays in the post.

Postal delivery of physical carriers to stations will be used as a back-up system for the time being, Finn adds.

Bob Cole, Fastrax director comments: "I'm confident, at this initial stage, that our relationship with Virgin will prove fruitful for both parties. Virgin and Martin Finn also recognise the potential of Fastrax to help programmers do their jobs more effectively."

Finn says that in addition to getting releases to programmers quickly, Fastrax provides "the ability to get music directly to radio programmers and heads of music, accompanied by press releases, visuals—artists' photos, CD sleeves—and other important information concerning artists and releases."

Programmers and heads of music will be advised when Virgin's schedule of releases via Fastrax is finalised, according to Finn.

Fastrax is already operational in more than 70 stations across the UK, including broadcasters from major groups such as Capital Radio, GWR, EMAP and Scottish Radio Holdings. Installation of Fastrax units in-station is continuing at a rate of about five per week. The majority of the UK radio industry should be covered by the end of the year.

Sony Music UK chairman/CEO Paul Burger banded 13 year old classical singer Charlotte Church at the Sony UK convention an award for sales of over three million units of her debut album, Voice Of An Angel (Sony Classical). The young soprano is working on a follow-up album, due for release in November.
What do you get if you cross a station for "jazz freaks" with a dedicated team and experienced players from both the UK and the US? Answer: Berlin's JazzRadio 101.9, a popular and commercially successful specialist station. Lucy Aitken reports.

"People say jazz is dead, but it's not. Many are tired of crazy techno and are after more mellow sound."

Matthias Kirsch, head of music at Berlin's JazzRadio 101.9, is in no doubt that the station has tapped into—and contributed to—a revival in mellow, mainstream jazz in the German capital. With a reach of more than eight percent and a dream demographic of increasing prosperity, educated men and women—48% of whom are 20-39 years old—with a combined net income of more than DM7,000 seem to be in demand right now, as I think people are looking for more soothing sounds. Everything is getting more hectic, and JazzRadio offers something for people who are looking for melody and harmony. Nobody's interested in that experimental far out jazz from the '60s any more. Our specific format is easy on the ear. It doesn't screech and it doesn't have 20 minute saxophone solos which encourage people to turn off."

Talking to the industry

Kirsch enjoys a strong relationship with record labels around Germany including EFA Medien, Universal, Verve, Impulse, Sony Columbia, Warner Brothers, edel, Kontra (which distributes Tal), and EMI's Blue Note label. The relationship is reciprocated by Germany's record labels, both major and indie. Christian Kellersmann, general manager of Universal's jazz division, says: "I am grateful for the platform JazzRadio gives our products and we try to co-operate with them whenever possible."

"JazzRadio is really progressing, with good marketing and promotion activities. In my view the music could be a little more modern, but in general, specialist stations are getting better and better."

Similarly, Quintus Kannegiesser, product manager of indie label EFA Medien, comments: "Specialist stations are the future and my impression is that JazzRadio does a pretty good job. I am also convinced that advertising clients find the station attractive."

Kirsch is eagerly anticipating Sony Music Columbia's move to Berlin next year, since most of the labels with which the station deals are currently based in Hamburg or Munich.

A new start

The half-finished Sony Center at the new heart of Berlin in Potsdamer Platz, where the wall used to divide the city into east and west, signifies a new start for the German capital, as well as its radio scene.

Allitt explains that the majority of radio formats in Berlin are safe AC, so the time is ripe for expansion in the German capital.

JazzRadio's HQ is in the former east's trendy Mitte zone, nestling among galleries, outdoor cafés, tram routes and extensive building work. Its other German cities. "I hope anything is possible in this broad-minded, international city. The station's philosophy is progressive and pro-active: it supports local acts, owns a JazzRadio truck which hits the road in summer, and is involved with local charities."

The station has also been involved with schemes such as welcoming diplomats to Berlin, which has led to the show "Diplomatic Lounge." The show focuses on a country homing in on its jazz music, and intersperses it with two-minute infomercials about the country, its background and politics. Popular with listeners, the show scooped a World Gold Medal for "Best National International Affairs Programme" last June in New York.

Expansion plans

Looking to the future, Allitt is confident that the station will broadcast in other German cities before long, and has set his sights farther afield, describing Berlin as "the gateway to Europe." He is keen to take the station on-line, recognising the commercial potential. "There's a lot more to jazz than meets the eye. We could offer station access and information and sell CDs, books and memorabilia. We would obviously want our advertisers to be involved and have links back to their sites."

So how do you get a specialist radio station to make money? Allitt puts it simply: "My approach is to be single-mindedly commercial. I admit I'm no jazz expert but I don't need to be as I'm surrounded by people who are." Perhaps more specifically, a specialist radio station should add to a thriving local scene and really place itself at the heart of the community it serves. As Pam Adams, JazzRadio's VP of sales with a history in the competitive US radio market, says: "Radio is very powerful in helping the community, and the sky's the limit with JazzRadio."
The French jazz scene has for years been the jewel in the genre's European crown. Terry Berne reports on jazz in France in volatile times.

France. Jazz. The two words form a pair as evocative as Jazz and New Orleans, or Jazz and New York. It's been one of the genre's undisputed capitals ever since Europe's first jazz club, "Le Bœuf sur le Toit," opened in Paris in 1922. France has played host to a plethora of American jazz greats, who chose to live and perform there when their own country seemed to ignore them, and has also produced a wealth of native talent, including the legendary guitarist Django Reinhardt, violinists Stephane Grappelli and Jean-Luc Ponty, organist Eddy Louiss, reedman Michel Portal, and pianist Martial Solal. Special mention should be made of the recently deceased pianist Michel Petrucciani, whose extraordinary pianism and musical personality made him an internationally acclaimed icon of jazz.

French paradox

The last decade has been a volatile time for jazz everywhere. Sales of jazz albums peaked in the early '90s, only to enter a long period of stagnation and decline which stubbornly persists on the eve of the new millennium, despite unparalleled exposure of the music both at retail and on stages all over the world. This contradiction has been especially acute in France, Europe's biggest market for jazz, where sales of jazz albums reach 3 million a year overall, but unit sales continue to suffer. However, short-term judgments about the poor health of the genre are short-sighted. Over the long term the growth of jazz in France has been spectacular, even if current sales belie the fact.

Some dramatic indicators of this are provided by Pascal Anquetil, director of France's Centre d'Information du Jazz (CIJ), part of contemporary music information and resource organisation IRMA. "There are more labels, more artists, more releases, more festivals, more venues, more audience, more radio, more jazz education," he reports. He estimates that the number of jazz festivals has increased fourfold in the last 15 years, and that the number of professional jazz musicians has increased tenfold, hovering somewhere between 6,000. Whilst he laments the loss of such internationally renowned artists as Grappelli and Petrucciani, he is confident that their legacy will have a profound and lasting effect. "The music conservatories in France now have jazz departments or offer a thorough jazz curriculum," he says, "something unimaginable 10 years ago." IRMA, founded in 1984, publishes the biannual "Euro Jazz Book," which lists labels, venues, festivals, agents, organisations and jazz-related media in more than two dozen countries. "The task now," concludes Anquetil, "is to find a new public, a younger public, for jazz.

David Godevais, founder of indie Pygmalion Records, agrees with Anquetil. "Jazz should look to a young audience. It has to explore new kinds of styles and form new musical alliances. A good approach for jazz in France is to combine with world music influences, such as African, Latin and Arabic music." Godevais' own label is experimenting with an audacious acid jazz approach to the music of Duke Ellington called Duke's Groove.

Concerted marketing by indies

Godevais was recently elected president of the newly formed independent label organisation Les Allumes du Jazz, which now comprises some 40 labels, including pioneers of the French indie scene such as Ozel, Birdology, JMS and Label Bleu, though many of the members are artist boutique imprints which sell well under a thousand copies of their releases. The organisation was created to present a unified front to foreign distributors wary of buying small numbers of titles from numerous accounts, as well as to represent the sector to official and commercial institutions. It boasts an export office which offers all references in the wake of the aggressive entry of superfluous material is released by indies. "This situation has been a critical problem for the indies," he admits, however, that an abundance of quality material is released by artists who need an album in order to tour, further overloading an already crowded CD market. The concert outlook is brighter, though the more important festivals tend to favour American artists. Les Allumes du Jazz hopes to launch its own festival.

Independent expertise

If there is one independent which is changing the face of jazz in France it is Dreyfus Jazz. In its 25th year, the label continues slowly to expand its market, both in France and internationally, with sales to the public, will periodically distribute newsletter updates to an 8,000-member artist boutique. Dreyfus was recently elected president of the newly formed independent label organisation Les Allumes du Jazz, which now comprises some 40 labels, including pioneers of the French indie scene such as Ozel, Birdology, JMS and Label Bleu, though many of the members are artist boutique imprints which sell well under a thousand copies of their releases. The organisation was created to present a unified front to foreign distributors wary of buying small numbers of titles from numerous accounts, as well as to represent the sector to official and commercial institutions. It boasts an export office which offers all references in the wake of the aggressive entry of superfluous material is released by indies. "This situation has been a critical problem for the indies," he admits, however, that an abundance of quality material is released by artists who need an album in order to tour, further overloading an already crowded CD market. The concert outlook is brighter, though the more important festivals tend to favour American artists. Les Allumes du Jazz hopes to launch its own festival.

Jazz radio hotting up

France's jazz radio scene has been hotting up recently, with the popular Paris Jazz being challenged by newly-licensed TSF, which launches a 24-hour jazz station this September in conjunction with Radio Nova. "Though I can't say radio in France is very innovative, competition between the two jazz stations will be good for everyone," reflects Dreyfus. He regularly advertises on Paris radio, and the Steve Grossman Quartet album was chosen as CD of the week by public station FIP, considered the nation's most important outlet for jazz. FIP, a network of free-style public stations leaning towards instrumental music, plays around 25% to 30% jazz, according to Sylvain Sigre, one of its most prolific jazz DJs.

"We have to return to thinking about the long term, because jazz is a long term music."

— Michel Moustier, jazz label manager, Columbia

Music & Media, October 9th, 1999
of its six music programmers. "We don't make any distinction between French and international jazz acts, nor between French and international jazz productions. We play what we like," says Sigre, adding that "France has a number of excellent acts such as Bireli Lagrene, Henri Texier, Aldo Romano, Christian Escouedé and Michel Petruccianni—and even Steve Grossman, who is not French but produced in France."

By contrast Paris Jazz, a genre-specialist radio station broadcasting 12 hours a day in the capital and nationally on cable and satellite 24 hours a day, focuses on French jazz. The station claims around 50,000 listeners, and according to programming manager Frédéric Charbaut airs almost 20% French jazz. "This is a huge figure considering that 99% of jazz history belongs to the United States," he says.

"While the '80s were very bad for French jazz," Charbaut adds, "the '90s have seen a flourishing of new French talent." He cites, among others, the young French pianist Bojan Zulfikar-talent." He cites, among others, the young French pianist Bojan Zulfikar and American Jim Morrison. "When we are the only partner in a concert project, we fill up the concert hall. Thus I consider that French jazz is in good health, at least in terms of talent and audience: the economics is more difficult," he concludes.

On how to improve the genre's small market share, Dreyfus wonders if everyone involved is not just a shade timid. "If the majors were more aggressive," he muses, "I'm sure market share for jazz would be greater."

In fact, the majors appear to have arrived at that conclusion themselves, some quicker than others. Although Verve's roster of international artists is large, and the labels used to boast development and audience: the economics is more difficult," he concludes.

Proof that the majors are awakening to the extraordinary jazz talent to be found in territories outside the US is the signing by Sony Music UK of guitarist Martin Taylor, the first jazz artist to be signed by the label in 30 years. Produced by Steve Buckingham, "Kiss And Tell" has a street date of October 11. The mix of standards and original material, (with surprises like a sultry version of Midnight At The Oasis), was recorded in New York and Nashville. "Martin is a brilliant musician," says jazz marketing manager Adam Sief. "This album is a cross-section of material that will present Martin to a whole new audience, as well as provide evidence that British jazz is at an international level."

The guitarist, who previously released six albums on audiophile label Linn Records, will tour the UK with chanteuse Diana Krall in November. Brad Mehldau and Kenny Garrett have released their most affecting albums to date, both with Warner Bros. Pianist Mehldau's Elégie Cycle offers nine meditative excursions which owe as much to classical pianism as to jazz, blending Chopin-esque romanticism and Bachian counterpoint—the opening
A French Jazz Connection

NAWFEL

Born near Paris, 13 year old guitar phenomenon Nawfel releases his first album on Polydor. Recorded at the Sunset Sound Factory studio in Hollywood, it features guest singer Ivan Neville - son of Aaron Neville - and jewels such as "I Want to Take you Higher" by Sly Stone.

MINO CINELU

After an exceptional 20 year career as sideman to the Stars - he's performed with Sting, Miles Davis, Lou Reed, and Dizzy Gillespie among others - French-Caribbean percussionist Mino Cinelu signs his first solo album: self-produced, written, composed, programmed and arranged.

STEVE LACY / ROSWELL RUDD

"I started on my own, then joined Roswell Rudd in '61. Between us, we had 55 Monk titles. With these 55 pieces, we really worked on his music and after two years, we started to see the light" says Steve Lacy. The result is "Monk's Dream" released in October 99 on Verve.

Albums available Autumn 99
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Original Label</th>
<th>Countrycharted</th>
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<tbody>
<tr>
<td>Blue</td>
<td>DJ Dintel &amp; DJ Fine</td>
<td>A.D.R.</td>
<td>NL,M.E.,UK</td>
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<tr>
<td>Effed 65</td>
<td>Blas Co (Universal)</td>
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<td>Mambo No. 5</td>
<td>Lou Bega - Laughter</td>
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<td>Genie In A Bottle</td>
<td>DJ Charlie South Africa</td>
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<td>Beelona</td>
<td>Enrique Iglesias - Universal</td>
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<tr>
<td>DJ Bobo</td>
<td>DJ Bobo</td>
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<tr>
<td>(You Drive Me) Crazy</td>
<td>Britney Spears - Joe (GreatFun/Vomba/EMI)</td>
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<td>My Love Is Your Love</td>
<td>Whitney Houston - Arista (Sony TV/EMI)</td>
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<td>Where You Say Nothing At All</td>
<td>Thomas Tinting - PolyGram/Universal/Romka</td>
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<td>Sun Is Shining</td>
<td>B.F.D.D.W.E.C.</td>
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<td>Boyz Life</td>
<td>B.F.G.C.R.E.I.</td>
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<td>S Club Party</td>
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<td>Jennifer Lopez - Work (Columbia/EMI/CC)</td>
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<td>A.M.F.C.G.C.</td>
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<td>Tana Arna - Columbia</td>
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<td>DJ Dean - My Ritz / Diggity</td>
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<td>Scooter - Club Tools (Loop Dance Hanseatic)</td>
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<td>If You Gettin Down</td>
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<td>That Don't Impress Me Much</td>
<td>D.J. C.J. (Flavour) - Five</td>
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<td>L'Impression</td>
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<td>Five - RCA</td>
<td>D.J. C.J. (Flavour) - Five</td>
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<td>Deejah</td>
<td>Ruxette - Ruxette Recordings</td>
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<td>On No Sinner</td>
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<td>lbzatara - EMI</td>
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<td>Saltwater</td>
<td>Christian Kruougas (Various)</td>
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<td>I've Got You</td>
<td>Martine McCutcheon - Innocent (Various)</td>
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<td>Liquid - V (German)</td>
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<td>Moving</td>
<td>Supergrass - Porthole (EMI)</td>
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<td>No Haggadga</td>
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<td>The Story Of A Rock</td>
<td>Apollo 440 - Epic (Reverb/Universal)</td>
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<td>Canto Della Terra</td>
<td>Andrea Boield - Rager (PolyGram/EMI)</td>
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<td>Super Trouble</td>
<td>B.F.G.C.R.E.I.</td>
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<td>Sunshine &amp; Happiness</td>
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<td>Larger Than Life</td>
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<td>Afrika Sho</td>
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<td>Why Don't You Get A Job?</td>
<td>The Offspring - Columbia</td>
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<td>Supersonic</td>
<td>Jamiroquai - Sony S2 (EMI/CC)</td>
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EURYTHMICS

I SAVED THE WORLD TODAY

4 OCTOBER 1999
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<tr>
<th>week 41 / 99</th>
<th>ARTIST</th>
<th>TITLE</th>
<th>countries charted</th>
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<th>ARTIST</th>
<th>TITLE</th>
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<th>original label</th>
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<td>1</td>
<td>Shania Twain</td>
<td>Come On Over - Mercury</td>
<td>A.B.D.CH.GRE.NL.UK</td>
<td>Classic 3 - EMI</td>
<td>Ramstein</td>
<td>Love Aus Berlin - Motor</td>
<td>A.D.N.CH.</td>
<td>The Chemical Brothers</td>
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<td>8</td>
<td>Abba Teens</td>
<td>The Abba Generation - Stockholm</td>
<td>A.B.D.F.GRE.NL.E.C.</td>
<td>TLC</td>
<td>Fanmail - LaFace/Arista</td>
<td>A.D.</td>
<td>TLC</td>
<td>Fanmail - LaFace/Arista</td>
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<tr>
<td>12</td>
<td>Celine Dion</td>
<td>Au Cour Du Stade - Columbia</td>
<td>A.D.CH.</td>
<td>Rick van</td>
<td>Millennium - Jive</td>
<td>A.D.</td>
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<td>A.D.</td>
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<td>B.T.</td>
<td>Tilt - Electrola</td>
<td>A.D.</td>
<td>Santana</td>
<td>Supernatural - Ariola</td>
<td>F.D.N.N.L.UK.P.R.B.</td>
<td>Santana</td>
<td>Supernatural - Ariola</td>
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<tr>
<td>29</td>
<td>Ligue 1</td>
<td>Maes Mond (W.EA</td>
<td>I</td>
<td>Ligabue</td>
<td>Messina - WEA</td>
<td>A.G.CH.</td>
<td>Ligabue</td>
<td>Messina - WEA</td>
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**SALES BREAKER**: indicates the album registering the biggest increase in chart points.

**WEEKLY SONGS**: indicates the song registering the biggest increase in chart points.

*IFPI* Platinum European certification for sales of 1 million units, with multi-platinum titles indicated by a number in the symbol.

The European Top 100 Albums is compiled by Music Media. All rights reserved. Compiled from the national album sales charts of 18 European territories.
Ketama cheer Spanish industry

by Howell Llewellyn

Spanish industry observers have been hoping that the return of gypsy trio Ketama would kick-start a static local music scene—and their hopes appear to have been fulfilled.

Toma Ketama (Mercury), the group’s 10th album, debuted at number 3 on the Spanish chart for September 22, shipping platinum (100,000 units). Their first release in two years, it is enlivening what many see as a lacklustre year—in terms of both sales and creativity—for new Spanish music.

Ketama

Brothers Antonio and Juan Carmona and cousin Josemi may say they do not like Ketama to come along and give it a kick. The trio, who are planning a Spanish and international tour for 2000, spearheaded the flamenco-pop mix known as New Flamenco some 15 years ago, then spent more than a decade maturing into one of the country’s most dependable musical reference points. Ketama’s last album on PolyGram Iberica, Konfusion, sold 240,000 units, and Mercury—their new label following the creation of Universal Music Spain—is hoping for sales of 500,000 for Toma Ketama. Mercury director Walter Kohm says the album has “a broad and original sound that will propel Ketama onto the world stage.”

Venerable Brazilian singer Caetano Veloso makes a guest appearance on Toma Ketama, adding a Spanish vocal to Ezelia y Mentia. “Caetano is completely informed about flamenco,” says Antonio. “He is also with Universal, and when they asked us if there was anybody we’d like to record with, it was like asking a kid what he’d like for Christmas.”

The album’s first single, Mientame, has been receiving heavy radio airplay since late August, and Rosa Navalón, coordinator at AC/gold national network M-80, says: “It’s a great midtempo radio track. It seems as if Ketama have returned to restore the domestic music scene. It needed somebody like Ketama to come along and give it a kick.”

The first of those tunes to reach the public was the June release Bring It On, its title suggesting a continuity from the first album to the new material. Although radio support for singles from the first album was patchy, Bring It On was A-listed by UK national CHR network BBC Radio 1 ahead of release, and its successor, Rhythm & Blues Alibi, went Top 20 in the UK earlier this month after being B-listed by the station. There will be another single, We Havent Turned Around, in November Orgie Agostinho, international marketing manager, Virgin Music Group, reveals that, in fact, “most radio support has been for album tracks.”

Virgin’s marketing strategy for Gomez is still closely linked to the band’s touring schedule, but is “more structured” this time, says Agostinho. “We’ve planned the album like a normal release and were able to look at touring plans more evenly around the world.” Gomez will be touring Europe during the autumn with more US and European promotion planned for December.

Gomez bring on album No.2

by Sally Stratton

Complete creative freedom must be a perk of being signed to Virgin. Gomez returned to the UK indie quintet Gomez scooped the award in 1998 for Bring It On (Hut/Virgin), so when it came to their follow-up, Liquid Skin, they could just feel comfortable that we could do this on our own. They told us to go off and return in a few months’ time.

The band’s Tom Gray adds: “We were just in and out of the studio and just picked 13 tunes which went well together.”

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Dance grooves

by Gary Smith

MORE THAN ICE HOCKEY

Despite not being producers of the form, Canadians caught the dance virus long before their US neighbours picked up on it. So it’s probably no surprise that decent material is now starting to appear on both the commercial and underground fronts in Canada. Zoë Skyler’s debut single, This Way (P’n’R/Canada) has a thoroughly contemporary European/Italian production style, a clunky trance groove and a tinkling harp and piano supporting a nagging refrain. Slightly camp, melodramatic and eminently programmable, this one deserves your attention. The Club Mix also proves she is a capable rapper.

THE PHAT LADY SINGS

As could be expected with pretty much any remix by Tall Paul, the emphasis here is on the “hands aloft,” feelgood vibe. The track in question, Summersault by Taste Xperience featuring Natasha Pearl (Manifesto/UK), combines a thumping house groove with ghostly, sub-operative vocals by Pearl. In the same way that Malcolm McLaren’s re-reading of Madame Butterfly sacrificed none of the original’s emotion, this track, even though it mixes two diametrically opposed forms, comes out as a genuine homage to all things classical without sounding at all ridiculous.

QUOTIDIENNE

Belgian imprint Bonzai Records may not be the force it was three years ago, but the label continues to produce excellent, if uncompromising, material. Cyclones Every Day is a 138 bpm technofracture with lots of sexy, guttural noises, a sultry voiced vocal part and some wonderful sweeping keyboard sounds. While this tune is not in any way aimed at radio, it has enough about it, including a truly stirring chording sequence and a clever, constantly evolving arrangement, to warrant an edit.

THE S MAN FINALLY COMETH

It’s been several years in the making, but Roger Sanchez’s solo material for Sony sub-label INCredible is finally starting to surface. First single I Never Knew featuring Cooly’s Hot Box, a sublime slice of urban funk/soul that belies Sanchez’s reputation as an underground house heavyweight, appears just last week, to universally positive critiques. While the backing is warm, pleasingly understated and downtempo enough to be genuinely syncopated, the vocal, by Christian Urich of Cooly’s Hot Box, is warm and worldly. With an undeniable similarity of approach to recent highly successful material by Basement Jaxx, rave reviews in the specialised press and UK radio plays growing rapidly, it’s not unfair to assume that Sanchez’s first foray into commerciality is building momentum very nicely, thank you. BBC Radio 1 DJ Dave Pearce has been hammering the track both on his show and in Ibiza, while the net-work’s Pete Tong and Danny Rampling are also big supporters. Alongside that, UK dance outlet Galaxy, Atlantic 252 plus a handful of Kiss 100 DJs and France’s Fun Radio are all airing it regularly. Dancemfloor action seems equally assured with several versions to choose from. They include a vocal heavy 7’20” version from Sanchez which highlights some delicate but grammable, this one deserves your attention. The Club Mix also proves she is a capable rapper.
## United Kingdom

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<tr>
<th>Position</th>
<th>Artist/Song</th>
<th>Label</th>
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<tr>
<td>1</td>
<td>Wham! - Last Christmas</td>
<td>CBS/EMI</td>
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<tr>
<td>2</td>
<td>Wham! - Everything She Wants</td>
<td>CBS/EMI</td>
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<td>3</td>
<td>Wham! - The Final</td>
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<td>Wham! - Last Christmas</td>
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## Sweden

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<td>2</td>
<td>ABBA - Waterloo</td>
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<td>3</td>
<td>ABBA - Under Attack</td>
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<td>4</td>
<td>ABBA - Thinking About You</td>
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<td>ABBA - Does Your Mother Know</td>
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<td>2</td>
<td>ELO - Livin' Like An Indian</td>
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<td>3</td>
<td>ELO - Don't Bring Me Down</td>
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<td>4</td>
<td>ELO - Here Comes The Sun</td>
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<td>ELO - Ready For The World</td>
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## Ireland

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<td>2</td>
<td>Van Morrison - Madame Butterfly</td>
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<tr>
<td>3</td>
<td>Van Morrison - Moondance</td>
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<td>4</td>
<td>Van Morrison - Lipstick On Your Cigarette</td>
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<td>Van Morrison - pencils, paper, and time</td>
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## Spain

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<td>Julio Iglesias - Amor</td>
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<tr>
<td>3</td>
<td>Julio Iglesias - Cualquier Dia</td>
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<td>Julio Iglesias - Lo Mejor De Julio Iglesias</td>
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<td>Julio Iglesias - Salsa</td>
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<td>Alceu Valença - Amor de Verdade</td>
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## Greece

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<td>Yanni - The Passion Of Love</td>
<td>Polydor</td>
</tr>
<tr>
<td>3</td>
<td>Yanni - The Heart Of The Ocean</td>
<td>Polydor</td>
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<tr>
<td>4</td>
<td>Yanni - The Journey</td>
<td>Polydor</td>
</tr>
<tr>
<td>5</td>
<td>Yanni - The Healing</td>
<td>Polydor</td>
</tr>
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</table>

Based on the national music charts from 1980 Europe. More information is available from CIC (Europe) Ltd. Full service by MediaCom Global 044-721-39100 (Germany), SNEP (France), Music & Media (DE/B/C/E/H/L/N).
Paul Sexton & Siri Stavenes Dove

**ANOTHER LEVEL**

Nexxus

European release date: Sept. 13

Intertel release date: Ica

Quiver works well on All Shook Up and I Got Vincent (Blue Jean Bop), we could almost be listening to a product that is not only accessible and upbeat pop/R&B coupled with smooth love songs. The appearance of established hip-hop artist Q on the single Summertime, and Fats rapping on Do You Know About Me, lends credibility to the album as a contribution to British R&B. The lyrics are light-hearted and fun, though there are some emotional moments, as in Dane Bowers' song to his son; Nexus seems to suit both the teenaged female fans and upbeat rhythm would suit the breakfast radio audience for consideration as Album Spotlight entries.

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**Eurochart A/Z Indexes**

**Hot 100 singles**

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<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>1</td>
<td>I Like Traveling</td>
<td>Whitney Houston</td>
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<tr>
<td>2</td>
<td>All My Life</td>
<td>Mariah Carey</td>
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<tr>
<td>3</td>
<td>I Will Survive</td>
<td>Bonnie Raitt</td>
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<tr>
<td>4</td>
<td>My Heart Will Go On</td>
<td>Celine Dion</td>
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<tr>
<td>5</td>
<td>My Heart Will Go On</td>
<td>Celine Dion</td>
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<td>10</td>
<td>My Heart Will Go On</td>
<td>Celine Dion</td>
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**Top 100 albums**

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<tr>
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<td>Vangelis</td>
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<tr>
<td>2</td>
<td>Heartbeat</td>
<td>Andy Gibb</td>
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<td>Heartbeat</td>
<td>Andy Gibb</td>
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**Album Spotlight**

**by Paul Sexton & Siri Stavenes Dove**

**Paul McCartney**

Run Devil Run

Parlophone

International release date: Oct. 4

With this infectiously enthusiastic nod towards his deepest roots, McCartney effectively escapes both pigeonholes that the media have barely let him into, either as classical student or ifader pop icon. This is 40 minutes of cleverly chosen and dazzlingly executed rock'n'roll, recorded in one week at Abbey Road, just as the Fabs did in the early days. Joining in the fun are Dave Gilmour of Pink Floyd, Deep Purple's Ian Paice, and redoubtable sidemen Mick Green and Pete Wingfield, and when Macca pays homage to the likes of Carl Perkins (On Movie Magg) or Gene Vincent (Blue Jean Bop), we could almost be listening to a product that is not only accessible and upbeat pop/R&B coupled with smooth love songs. The appearance of established hip-hop artist Q on the single Summertime, and Fats rapping on Do You Know About Me, lends credibility to the album as a contribution to British R&B. The lyrics are light-hearted and fun, though there are some emotional moments, as in Dane Bowers' song to his son; Nexus seems to suit both the teenaged female fans and upbeat rhythm would suit the breakfast radio audience for consideration as Album Spotlight entries.
pick of the week

Wyclef Jean feat. Bono
New Day
(Columbia)

“We have played both artists in different guises. Also, we will broadcast Net Aid live, so we want to make our listeners aware of this track.”

Ben Houdijk
Head of music
Radio3 FM/Netherlands

<table>
<thead>
<tr>
<th>France: Skyrock</th>
<th>Denmark: DR P3</th>
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<tbody>
<tr>
<td><strong>Format:</strong> CHR/Urban</td>
<td><strong>Format:</strong> CHR</td>
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<td><strong>Service Area:</strong> National</td>
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<td><strong>Playlist Meeting:</strong> No meeting</td>
<td><strong>Playlist Meeting:</strong> Wednesday AM</td>
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<td><strong>Group/Owner:</strong> Orbis</td>
<td><strong>Group/Owner:</strong> Public Broadcaster</td>
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<td><strong><a href="http://www.skyrock.com">www.skyrock.com</a></strong></td>
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**Playlist Additions**

- K-Ci & JoJo 'Tell Me It's Real' (n/a)
- Cha Cha 'New Millennium' (n/a)
- Wyclef Jean feat. Bono 'New Day' (Columbia)

- Christina 'Welcome Home (Follow The Rainbow)' (33)
- Tori Amos 'Glory Of The 80’s' (7-8)
- Trigbag 'Meant To Be' (7-8)
- Kyed 'For A While' (7-8)
- Owsey 'Coming Up Roses' (3-4)
- Bjorn Svin '101 English' (3-4)
- Tracie Spencer 'It's All About You' (2-3)
- Kid Rock 'Cowboy' (2-3)
- B*witched 'Hold On' (2-3)
- Jennifer Lopez 'Waiting For Tonight' (2-3)

**Norway: NRK P3**

- **Format:** CHR
- **Service Area:** National
- **Playlist Meeting:** Tuesday AM
- **Group/Owner:** Public Broadcaster
- **www.nrk.no/p3**

**Playlist Additions**

- Travis 'Why Does It Always Rain On Me' (15)
- Backstreet Boys 'Larger Than Life' (15)
- Noora 'Official' (15)
- Skunk Anansie 'You’ll Follow Me Down' (8-10)
- Ol Dirty Bastard 'Get Your Money' (8-10)

**Germany: BR Bayern 3**

- **Format:** Rock
- **Service Area:** Bavaria
- **Playlist Meeting:** Wednesdy 11:00
- **Group/Owner:** Public Broadcaster
- **www.br-online.de/bayern3**

**Playlist Additions**

- Close Encounters 'Somebody' (7-10)
- Martina McBride 'I Love You' (7-10)
- La Oreja De Van Gogh 'El 28' (7-10)
- Phil Collins 'Strangers Like Me' (7-10)
- Liqueido 'Click Lesley' (7-10)

**Italy: Radio Dimensione Suono**

- **Format:** CHR
- **Service Area:** National
- **Playlist Meeting:** Varies
- **Group/Owner:** Independent
- **www.rds.it**

**Playlist Additions**

- Ligabue 'Una Vita Da Mediano' (28)
- Lucio Dalla 'Ciao' (28)
- Mango 'Non Dormire Piu’' (28)

**Spain: Los 40 Principales**

- **Format:** CHR
- **Service Area:** National
- **Playlist Meeting:** Friday AM
- **Group/Owner:** SER
- **www.cadena40.com**

**Playlist Additions**

- Jennifer Lopez 'If You Had My Love' (n/a)
- Shania Twain 'That Don’t Impress Me Much' (n/a)
- Tal Bachman 'She’s So High' (n/a)
- Eurythmics 'I Saved The World’' (n/a)
- Lou Bega 'Got A Girl' (n/a)
- Tina Turner 'When The Heartache Is Over' (n/a)
- Vonda Shepard ‘Tell Him’ (n/a)
- Nell ‘Yo La Banda Del Z’ (n/a)

**Sweden: SR P5 Radio Stockholm**

- **Format:** CHR/AC
- **Service Area:** Stockholm
- **Playlist Meeting:** Thursday 11:00
- **Group/Owner:** Public Broadcaster
- **www.sr.se/stockholm**

**Playlist Additions**

- Paula Cole Band/I 'Believe In Love' (10-15)
- Whitney Houston/I 'Learned From The Best' (10-15)
- Simply Red 'Ain’t That A Lot Of Love' (10-15)
- Bob Marley/Sun Is Shining (5-8)
- Joe Cocker 'Different Roads' (5-8)
- Laila Adelle/I 'Want You' (5-8)
- Maxfield/I 'I Could Be The One' (5-8)
- Thunderbugs 'Friends Forever' (5-8)
- Shaft 'Mucha Mambo' (5-8)
- Alabina 'Alabina' (5-8)
No change this week at the top of the Euro Dance Traxx. While their growth rate slowed down from 11% to 3% this week, Phats & Small's "Feel Good" (Multily) does enough to stay at the top for the third consecutive week, outperforming their direct challenger, Bob Marley Vs. Funkstar Deluxe's "Sun Is Shining" (Hypnotized), by 18% (22% last week). Their track saw a solid 6% increase in the clubplay, but on the sales-only chart, support slumped.

Things are still static elsewhere in the chart: thanks to club action in Germany, Niels van Gogh's "Doppelganger" (Kosmo) rockets from 102 to 14. Another hot contender for the top of the chart is Missy Elliot's "All N My Grill" (The Gold Mine Inc/Elektra) which debuts at 67, with support in Sweden, France and the UK.

Kanazawa's Where Is The Love (Bustin' Loose) jumps from 94 to 24, showing potential for another pan-European hit for Italy with massive support in German-speaking territories. Italian tracks are particularly popular with French DJs, who are supporting Eiffel 65's "Blue" (Scobyco), currently at 3 in the overall chart, and Italian-signed Kim Lukas with All I Really Want (Exe) currently at 3 in the overall chart, support slumped.

In the weeks to come, watch out for new Italian entries: Mauro Picotto's Igana (BXR-Media) (Euro 351-58, thanks to support from home DJs and in Germany) and Eclipse with Makes Me Love You (Ocean Tracks) (Euro 33-10).

Other strong competitors for pan-European chart success hail from the UK: Manifesto's Que Pasa with Dream On (Euro 75-34); Chakra with chart success hail from the UK: Manifesto's Que Pasa with Dream On (Euro 75-34).

Phats & Small's Feel Good (Cheeky) has seen a solid 6% to 3% this week, thanks to club action in Germany, Niels van Gogh's Deluxe's Sun Is Shining (Hypnotized), by 18% last week. Their track saw a solid 6% increase in the clubplay, but on the sales-only chart, support slumped.

IHR SEID SO LEISE! (22% last week). Their track saw a solid 6% to 3% this week, Phats & Small's Feel Good

The weekly dance chart comment by Harald Roth
Station Reports include all new additions to the playlist. Some reports also include "Power Play" songs, which receive special emphasis during the week. All Power Play songs are printed, whether they are reported for the first time or not. Some lists include featured new albums, as indicated by the abbreviation "AL." Within each country, stations are grouped by ranking and listed alphabetically. Rankings include platinum (P), gold (G), silver (S) and bronze (B). All playlists must be received by Monday at 13:00 CET.

GERMANY

ANTENNE BADEN-WÜRTTEMBERG P

Radio Baden-Württemberg - Programme Director, Playlet Additions

BERLIN 30/01/99

Bobby Maier (Programme Director)

Benjamin Boyce - Programme Director

CHRISTINE HAHN

In Mood Feat. Juliette - Live Your Life

Hit: 3/Frankfurt

Stephan Offierowsld - Programme Director

Christina Aguilera - Genie In A Bottle

CHR

GERMANY

cated by the abbreviation "AL." Within each country, stations are grouped by ranking and listed alphabetically. Within each country, stations are grouped by ranking and listed alphabetically.
**PORTUGAL**

**Programme Director:** P

**Programme Additions:**
- Luisa Tavares - That Don't Impress Me
- Tania de Almeida - Walking Down Rainy Days
- Ismael Ferreiro - Viva La Vida
- Luís do Prado - Count On Me
- Carlos Almeida - You're Going To Lose That Girl
- Maria Funes - Tired Of Loving You

**HOLLAND**

**Director:** P

**Programme Additions:**
- Gert van Zanten - What A Difference
- René van der Meijden - Evergreen
- Gijsbert van Westerhout - tour de Force of Nature
- Jeroen van der Wiel - You Got Me Running
- Simone van der Heijden - You're Gonna Love Me

**BELGIUM**

**Director:** P

**Programme Additions:**
- Xavier De Maeyer - Give It Away
- Mark van der Elst - The Right Place
- Karel de Maere - You're Not Alone
- Kris van der Donck - Change Your Mind

**SWITZERLAND**

**Director:** P

**Programme Additions:**
- Ueli Gächter - That's What I Like
- Christian Gächter - I'm Lookin'
- Manuel Gachet - I'm Looking For
- Marc van der Heyden - I'll Be There

**DENMARK**

**Direction:** P

**Programme Additions:**
- Henrik Kruse - Give It Up
- Per Tønner - Livin' On A Prayer
- Søren Lykke - She's All I Ever Had
- Mads Hansen - I'm Gonna Do
- Erik Møller - I'm Gonna Do

**SWEDEN**

**Head of Music:** P

**Programme Additions:**
- Fredrik Håkansson - That Don't Impress Me
- Jörgen Tengblad - Walking Down Rainy Days
- Sten Pettersson - You're Going To Lose That Girl
- Peter Stenström - You're Gonna Love Me
- Sven-Erik Hjelm - I'm Lookin'

**FINLAND**

**Head of Music:** P

**Programme Additions:**
- Tero Knuuti - Give It Away
- Pasi Ilves - The Right Place
- Pertti Lehto - You're Not Alone
- Antti Pääkkönen - I'm Looking For
- Pasi Tikka - I'll Be There

**PAUL MOLIN**

**Director:** P

**Programme Additions:**
- Elke van der Heijden - That Don't Impress Me
- Joop van der Wiel - Walking Down Rainy Days
- Serge van der Heijden - You're Going To Lose That Girl
- Willem van der Heijden - You're Gonna Love Me
- Wim van der Heijden - I'm Lookin'

**CZECH REPUBLIC**

**Head of Music:** P

**Programme Additions:**
- Martin Černy - That Don't Impress Me
- Jan Baček - Walking Down Rainy Days
- Antonín Švehlík - You're Going To Lose That Girl
- Jan Nevalský - You're Gonna Love Me
- Jan Sladkovský - I'm Lookin'

**GERMANY**

**Head of Music:** P

**Programme Additions:**
- Jürgen Stein - Give It Away
- Oliver von Einsiedel - The Right Place
- Christian Tietz - You're Not Alone
- Thomas May - I'm Looking For
- Stefan Pfaffenbach - I'll Be There

**Slovakia**

**Head of Music:** P

**Programme Additions:**
- Milan Černý - That Don't Impress Me
- Jan Baček - Walking Down Rainy Days
- Antonín Švehlík - You're Going To Lose That Girl
- Jan Nevalský - You're Gonna Love Me
- Jan Sladkovský - I'm Lookin'

**Greece**

**Head of Music:** P

**Programme Additions:**
- Maria Katsouci - That Don't Impress Me
- Joannis Kourakos - Walking Down Rainy Days
- Stelios Sideris - You're Going To Lose That Girl
- Pavlos Papadopoulos - You're Gonna Love Me
- Pavlos Papadopoulos - I'm Lookin'

**Netherlands**

**Head of Music:** P

**Programme Additions:**
- Jan van der Heijden - That Don't Impress Me
- Joop van der Wiel - Walking Down Rainy Days
- Serge van der Heijden - You're Going To Lose That Girl
- Willem van der Heijden - You're Gonna Love Me
- Wim van der Heijden - I'm Lookin'

**Poland**

**Head of Music:** P

**Programme Additions:**
- Jacek Zawadzki - That Don't Impress Me
- Jacek Zawadzki - Walking Down Rainy Days
- Jacek Zawadzki - You're Going To Lose That Girl
- Jacek Zawadzki - You're Gonna Love Me
- Jacek Zawadzki - I'm Lookin'
**LITHUANIA**

**BASER IN MINSK**

**CZ**

**Acad Radio - Proj**

Power Station Location:

Jamestown, NY 11835, USA

Programme Additions:


**FM RADIO NETWORK/Germany**

**G**

**SUPPLIERS**

Playlist Addition.

**Britney Spears- You Drive Me Crazy**

**CHR**

**RADIO LIECHTENSTEIN B**

**LIECHTENSTEIN**

**PROGRAMME SUPPLIERS**

FR MARIO NORDIC FEED CMPS A.S.

Annie Wenng, Mona Greg Power Station Add.

Supervision: Charlie Ray Nordic News Feed.

Power Station Location:

Lisbon, Portugal 7500 Lissabon

**Music Television**

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**PROGRESSIVE**

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**eurochart hot 100**

**Eurochart radio show 41/99**

Each week, some 10 million European listeners tune in to listen to the two hour Eurochart singles countdown show, based on Music & Media's Eurochart Hot 100.

Supplied in a live form (with records, songs and soundbites) and syndicated by London-based company Unique Broadcasting, the Eurochart is a chart countdown, with behind the songs stories, artist interviews, gossip, tips, new entries, hits to happen and the album of the week.

**Content of the Eurochart Hot 100 show this week:**

- **Interviews:** The Chemical Brothers, Tina Cousins, Eurythmics, Kelle Bryan
- **Hits to watch:** Tina Cousins/Angel (Eastern Bloc Live)/Eurythmics/Save The World (RCA)/Diana Ross/Not Over You Yet (Evil)
- **Album of the Week:** The Chemical Brothers/Surrender (Virgin)

**Stations interested in the show should contact**

Olivier Semmouny at Unique Broadcasting.

Tel: (+44) 0171 453 1618; Fax: (+44) 0171 733 6132.

**www.mcarey.com COLUMBIA**
Lou Bega is enjoying his little bit of limelight this week in the European Radio Top 50. Not only has his summer hit Mambo No. 5 (Lautstark/BMG), still at number 9, showed remarkable staying power by lasting for 21 weeks, but his new single, I Got A Girl (Lautstark/BMG), is also the highest new entry at 30. Again it's the GTA territories kickstarting the rest of Europe. Belgian CHR station VRT Radio Donna's producer Jan van Hoorick gave the track power play status straight away: "It's an obvious choice for our playlist as it follows such a huge hit [Mambo No. 5], he says, "Musically speaking it's very similar and we play it 20-25 times a week. We're not too worried about playing 'summery' songs because we like to give the illusion that it's always summer at VRT Radio Donna!" The Brussels-based station has had a busy few weeks with many artists visiting the studios. "Lou Bega was here for a chat with our listeners a couple of weeks ago. We've also had Hieva and Axelle Red play live, and soon we'll send the lucky winner of our listeners' competition to Berlin, where they'll meet up with the Eurythmics," Van Hoorick enthuses.

The aforementioned British duo are quite happy themselves this week with I Saved The World Today (RCA) at number 4, the latest entry in their trio of hits all year. The R&B trio are top of the pops for the second week. 

Tina Turner's When The Heartache Is Over (Parlophone) shoots up to 24 in its second week on the chart, from last week's 49. The dance record—Turner's first single for three years—has been produced by Metro, the production duo who were also behind Cher's hugely successful hit single Believe (WEA).

Other new entries this week are Macy Gray's I Try at 44, the second single from her highly acclaimed debut album On How Life Is (Epic). Whereas her first single Do Something (Epic) didn't exactly take European radio by storm, stations are now starting to be seduced by her unique voice. Also new is Eternal's What'scha Gonna Do (EMI) at 45, which is beginning to catch on in Europe after success in the UK. The first Eternal album featuring only two Bennet sisters is due to be released in November. The member who left, Kelle Bryan, has not yet entered the European Radio Top 50 with her single Higher Than Heaven (1st Avenue/Mercury), but so far it's getting a lot of airplay in the UK. Finally, Australian duo Savage Garden's new single I Knew I Loved You (Columbia) goes in at 50. Waiting to enter next week's chart are the Cranberries' Just My Imagination (Island) and fellow Irish act B'witched's Jesse Hold On (Glow'orm/Epic).
**CD-R burning singles sales?**

Music Entertainment Europe, describes the drops in Germany, Holland and the UK as “worrying,” relating them directly to the rise of CD-R and the UK as “worrying,” relating them directly to the rise of CD-R burning singles sales?

Think it has affected sales of singles, players and sales of blank CD-Rs.

He explains: “It bothers me to see sales down in these three markets, and the respective managing directors have complained bitterly about the development of CD-R piracy. They think it has affected sales of singles, and I am in no doubt that it is denting the legitimate singles market.”

Russell says the issue will be discussed on October 12-13 in Warsaw during an executive regional meeting of the IFPI. “The subject will be raised, and I think an initiative should come out from that meeting.”

At a company level, Russell says that Sony is looking at ways to enhance the value of singles, either through packaging or incentives. However, he has rejected the idea that industry, we should find ways to encourage consumers to buy singles legitimately,” he says.

Overall, the decline in music sales with a 4% drop in units during the first half of 1999. Worldwide CD sales experienced a 1% rise, but this minor growth was offset by declining cassette sales (down 17%) and in singles (down 16%), according to the IFPI.

Commenting on the industry’s overall performance, David Chermon, a media analyst for Merrill Lynch, says: “I would love to see more striking signs of stabilisation. The market went from one crisis to another [this year], with mixed results in Europe, so it could have been worse. There are still a few months to go before the end of the year, and we shouldn’t assess the global health of an economy from six-monthly performances.”

The IFPI figures are based on reports from 45 countries, compared to the 70 surveyed on an annual basis. Industry observers are confident that the traditionally strong line-up for the Christmas season, which this year will include new albums from Celine Dion, Mariah Carey, Tina Turner, Joe Cocker and David Bowie, will boost year-end sales.

---

**Gassner outlines BMG strategy**

increasing our efficiency and streamlining to make room for upcoming repertoire.

Gassner said that BMG has to “make repertoire the priority, rather than building structures. There’s nobody better [in Europe] than the combination of [BMGUK/Ireland chairman and executive VP continental Europe] Richard Griffiths and [president] GSA/Eastern Europe] Thomas Helmig, Vertical Horizon, Yev. You couldn’t have two more vocal A&R and marketing driven people.”

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**IBC tests digital AM**

by Kevin Hilton

Amsterdam — AM broadcasting could be set for a revival, following the demonstration of a digital AM radio system from Digital Radio Mondiale (DRM) at last month’s International Broadcasting Convention (IBC) in Amsterdam.

The demonstration highlighted digital AM’s improved reception and audio quality compared to existing medium, long and short wave broadcasting.

At present, under the Eureka system of digital radio, it is the FM band which will house the digital radio multiplexes carrying broadcasters’ digital radio (DAB) services. However, although the FM band provides superior sound quality for those digital services, there are some quite substantial limits to the geographical coverage of FM-based digital, and there may still be some frequency shortages in highly-developed radio markets.

Using the AM band instead as a multiplex-carrier will enable single multiplex signals to achieve much wider geographical coverage. The technology is expected to be attractive to national speech broadcasters which don’t particularly need stereo but would welcome an improvement in the quality of AM transmission, and need to maintain nationwide coverage.

DRM is a consortium of broadcasters, network operators, research centres, standards organisations and associated transmitter manufacturers formed in March 1998. The group plans to have AM digital transmitters and prototype receivers in place by December 2000, although DRM spokesperson Peter Jackson admitted that the group had set itself “a tough time-frame.”

Proposals for the implementation of the AM system will be submitted to the International Telecommunications Union (ITU) by the end of this year, with a decision expected sometime in 2000. The aim is to have DRM AM bands operational during 2001. Jackson said that the key to the project was marketing, with broadcasters working closely with manufacturers and radio stations.

Field tests are due to start in December, with four short-wave sites on mainland Europe and a medium wave transmitter in the UK. The main problem the initiative will face, however, is that listeners wishing to hear both AM and FM digital radio would need to purchase two different types of radio receiver, as the two technologies being used are incompatibl. Given that most of Europe’s digital radio development to date has been planned around the FM-based Eureka system, DRM could be facing a difficult task in seeking to establish the AM medium.

**Still good to talk at RAI**

Despite the new personnel, the programming strategies will remain fundamentally unaltered. “As Radio Uno, as some in the corporation had previously desired (and record companies had feared), will not move any further down the path of becoming an all-speech newstalk station. Although it will remain as a news-led network its quarter hour news updates will continue to be interspersed with an eclectic music mix, as well as some speech-based feature programmes.

Full-service RAI Radio Due remains as a generalist network and, as previously reported by M&M, there will be more emphasis on entertainment and CHR music programming in the afternoons. A new evening show, Fuori Giri —Musica Oltre Fine, will play alternative music, and more music will also be injected into the morning magazine programme Due’s Milan studios by Enzo Gentile, laments. “RAI should not copy the commercial networks, but there is still a need for a new style of music programming.”

Tony Vandoni, head of TV and promotion for local repertoire at BMG Ricordi, commented that these changes, although welcome, do not represent a significant change in Radio Due’s overall music strategy.

There are still too few programmes dedicated to music on Radio Due, he laments. “RAI should not copy the commercial networks, but there is still a need for a new style of music programming.”

Vandoni says the new evening show, to be presented from Radio Due’s Milan studios by Enzo Gentile, is “an example in a sea of talk programming.”

**Renaissance man Ligabue rocks Italy**

Ligabue has one of the most dedicated and loyal fan bases of any Italian artist, built through his live concerts, says Luca Viscardi, programme director of CHR network RTL 102.5 Hit Radio. "We playlisted him from the very beginning..." enthuses Toma.

Following through on Ligabue’s image as a strong live artist, it was decided the best way to launch his new album was to hold two concerts in the spectacular Verona Arena in early September, coinciding with the release of the lead single from the album, the ballad Una Vita Da Medici, which is set to be followed up with the rocker L’Odore Del Sesso.

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Mainland European records breaking out of their country of signing

<table>
<thead>
<tr>
<th>TW</th>
<th>LW</th>
<th>WOC</th>
<th>Artist/Title</th>
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<td>3</td>
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<td>28</td>
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<tr>
<td>3</td>
<td>2</td>
<td>17</td>
<td>Lene Marlin/Sitting Down Here (Virgin)</td>
<td>NORWAY</td>
<td>30</td>
<td></td>
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<tr>
<td>4</td>
<td>&gt;</td>
<td>NE</td>
<td>Bob Marley/Sun Is Shining (Club Tools)</td>
<td>DENMARK</td>
<td>29</td>
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<tr>
<td>5</td>
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<td>14</td>
<td>Roxette/Stars (Roxette Recordings/EMI)</td>
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<td>6</td>
<td>6</td>
<td>8</td>
<td>Lutricia McNeal/365 Days (CNR/Arcade)</td>
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<tr>
<td>7</td>
<td>4</td>
<td>10</td>
<td>Ann Lee/2 Times (X-Energy)</td>
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<td>8</td>
<td>1</td>
<td>15</td>
<td>Wandue Project/King Of My Castle (Airplane)</td>
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<td>9</td>
<td>13</td>
<td>4</td>
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<td>Paul Johnson/Get Down (Rise)</td>
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<td>11</td>
<td>8</td>
<td>12</td>
<td>Sasha/I Feel Lonely (WEA)</td>
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<tr>
<td>12</td>
<td>18</td>
<td>2</td>
<td>Manu Chao/Bongo Bong - Je Ne T'Aime Plus (Virgin)</td>
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<tr>
<td>13</td>
<td>11</td>
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<td>14</td>
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<tr>
<td>15</td>
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<td>16</td>
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<tr>
<td>17</td>
<td>16</td>
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<tr>
<td>18</td>
<td>10</td>
<td>21</td>
<td>Jessica Folcker/I Do (Jive)</td>
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<td>19</td>
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<tr>
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<td>Cunnie Williams/A World Celebration/Peppermint Jam/Edel (Virgin)</td>
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<tr>
<td>21</td>
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<td>Jessica Folcker/How Will I Know (Jive/Zomba)</td>
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<td>23</td>
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<td>Black &amp; White Brothers/Worldwide Party (Edel)</td>
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<tr>
<td>24</td>
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<td>Hevia/Busindre Reel (Hisavox)</td>
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<tr>
<td>25</td>
<td>&gt;</td>
<td>RE</td>
<td>The Cardigans/Hanging Around (Stockholm)</td>
<td>SWEDEN</td>
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</table>

*TW = This Week, LW = Last Week, WOC = Weeks On Chart, TS = Total Station, NE = New Entry, RE = Re-Entry. Titles registering a significant point gain are awarded a bullet. ( ) indicates the Road Runner award, assigned to the single with the biggest increase in chart points.

**euro conversion rates**

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<th>CHF</th>
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*Conversion rates correct as of September 30, 1999. Denotes 'eurozone' countries with a fixed exchange rate.

The Internet joint venture between BMG and Universal Music, is planning to launch localised music web sites in the UK, France, Germany and the Netherlands as soon as November. The European sites will include local language content, product and pricing. However, no executives have yet been lined up to oversee the European operations. BMG Entertainment International president/CEO Rudi Gassner, speaking to M&M during BMG's management conference in Montreux, said "It's a very important that we give (Getmusic) a local flavour in Europe, (especially) from the linguistic point of view."

BMG Ricordi in Italy has finally revealed its new official line-up following a further round of restructuring. As tipped by Hotline in July, Adrian Berwick will become managing director of the BMG Ricordi Group labels in Rome and Milan, extending his previous role as MD of just the BMG label in Rome. Giovanni Arcovito is confirmed as vice director-general of the Ricordi label in Milan, and will be responsible for that label's marketing and promotion activities. Roberto Gasparini is confirmed as A&R director for both the BMG and Ricordi labels, Gianfranco Arnoldi is appointed marketing director for local repertoire at BMG. Meanwhile, Umberto Luciani takes on marketing and promotion responsibilities for BMG Records' international repertoire.

The Reed MIDEM Organisation (RMO) has postponed the fourth MIDEM Americas trade fair, which was scheduled to take place next June at Miami Beach in Florida, following disappointing feedback from participants in this year's event. However, RMO suggests that the event "could take on a new form and a new frequency," and will be canvassing the views of participants over the next few months.

Despite an announcement that Simon Bates is to co-host the breakfast show alongside Alice Beer at London news/talk station LBC 1152, M&M hears that Bates will continue to present his daily voice-tracked lunchtime show on GWR's Classic Gold network. The former BBC Radio 1 jock is certainly keeping busy, as he also presents movie programmes for Classic FM and a Sunday show for BBC Southern Counties Radio.

Staying with UK radio, amid speculation that it may be a take-over target, the Independent Radio Group has merged the management operations at two of its stations in north west England, 102.4 Wish FM/Wigan and 102.7 Wire FM/Warrington. It means that Wish MD Mark Walker and programme director Steve Collins are departing the company.

UK dance label and media complex Ministry of Sound is to open its first international office, which will be in Sydney, Australia. The Ministry's international marketing manager Barney Glover has relocated to the city for six months to set up the new operation.

Finally, Sony Music have asked us to point out that, contrary to our front page caption last week, The Pope is not stranger to receiving music awards! His first music award, relating to the album Abbà Pater, was actually given to him in March by Sony Classical president Peter Geib. If this goes on, the walls of the Vatican could soon be lined with platinum.
Compiled by M&M on the basis of playlist reports, using a weighted-scoring system, based on audience size.

### UNITED KINGDOM

<table>
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<tr>
<th>Week 41</th>
<th>99</th>
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<td><strong>编译</strong></td>
<td><strong>M&amp;M</strong> based on playlist reports, using a weighted-scoring system, based on audience size.</td>
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www.petshopboys.co.uk

Nightlife
On Tour
1999/2000
November
22 Frankfurt Alter Oper
23 The Hague Nederlands Congres Centrum, NCC
24 Düsseldorf Philipshalle
26 Prague Sports Hall
27 Hamburg CCH1
28 Berlin Arena
30 Hannover Kuppelsaal
December
01 Munich Zenith
02 Stuttgart The Forum
Pre-Opening
MidemNet Internet Music Forum
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• Outstanding conferences
• Eminent speakers
• Awards for best music websites
(online vote: www.midem.com)
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